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FOR REFERRAL PARTNERS

When to bring in a complex-asset advisor

Most properties are valued by comparison to others like them. This practice exists for the ones that aren't like anything else — where the value lives in operations, equipment, water, power, or rights that never appear on a title report.

SIX SIGNALS A MATTER NEEDS MORE THAN A STANDARD APPRAISAL

The income comes from an operation, not a lease

Quarries, marinas, fish farms, processing plants, greenhouses — the real estate is a platform for a business, and the two must be untangled before either can be valued.

The equipment may be worth more than the building

Machinery & equipment carries the value in many food-processing, agricultural, and industrial assets — and it's valued under different standards, by a different discipline.

Rights drive the value

Water rights, mineral reserves, power positions, entitlements, licenses, conservation easements — assets and obligations the deed doesn't describe.

There are no true comparables

When the nearest similar sale is three states away and bundled with things that aren't real estate, price-per-acre analysis quietly fails.

The number must survive scrutiny

Litigation, estate and gift matters, condemnation, property-tax appeal, workouts and foreclosure — settings where the opinion will be challenged by someone paid to break it.

The asset crosses disciplines

One engagement, one expert across land, improvements, machinery & equipment, and operational rights — instead of three reports with seams between them.

HOW AN ENGAGEMENT WORKS

1

THE CONVERSATION

A short call on the asset, the matter, and the question the number must answer. No charge to find out whether this is the right practice for it.

2

SCOPE & INVENTORY

What the client actually owns — land, improvements, equipment, contracts, rights, obligations — and which standards and approaches apply.

3

A DEFENSIBLE OPINION

USPAP-compliant reporting sized to the use: consulting opinions, full appraisals, or litigation support with expert testimony.

Who answers the phone: Daniel B. Boring, CRE®, MAI, ARA, ASA — Senior Vice President, Valuation Advisory Services, Kidder Mathews. 30+ years across agribusiness, natural resources, marine, and machinery & equipment; a national practice with assignments in 25+ states, Canada, and the Caribbean; clientele of multinational corporations, REITs, national lenders, and law firms.

Have a matter that fits? Send it over.

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