



LANCE W. DORÉ, MAI, FRICS

Lance W. Doré is the President and CEO of The Doré Group. In this role, he directs all valuation assignments involving a wide variety of conventional and complex real properties, serves as litigation support to both public and private clients, provides expert advisory services (including forensic analyses and market and feasibility studies), and manages the overall operations of The Doré Group.

Mr. Doré has been a real estate appraiser since 1983, initially working for Bank of America as a staff appraiser then as a senior appraiser with a fee appraisal firm in Del Mar, California. In 1988, he formed L.W. Doré, Real Estate Consultants and grew the firm through the addition of two partners forming Doré & Curry, Inc. (1990) and Doré, Curry, & Marschall, Inc. (1997). In 1999, Doré, Curry, & Marschall, Inc. became the San Diego office for Integra Realty Resources with Mr. Doré serving as Managing Director. In the fall of 2005, Mr. Doré joined Cushman & Wakefield as the National Practice Leader of the Government Affairs and Energy division. In 2007, he pursued an opportunity to serve as the President of European Emerging Markets and Vice President of Client Services for PGP, Inc./Colliers International. Mr. Doré's unique depth of experience, coupled with his high personal standards of service, led him to found The Doré Group in 2010.

Experience

Mr. Doré's work experience spans a wide variety of property types with special expertise in the valuation of energy facilities, conservation land, open space corridors and ranches. In addition, he has also appraised planned-unit developments, residential income properties, senior housing, shopping centers, office, industrial, mixed-use properties, and a multitude of special purpose properties, including, but not limited to hotels, ski resorts, restaurants, hospitals, recreational camps, auto service and wrecking centers, equestrian facilities, and golf courses. He regularly serves as an expert advisor conducting appraisal reviews, forensic studies, and marketability and feasibility analyses. In addition, Mr. Doré is uniquely qualified and experienced in litigation testimony, consultation and advisory services for all real estate related issues. His geographical valuation expertise is focused in the western United States and extends to Tokyo (Japan), Central America, Mexico, Cyprus, and Moscow (Russia).

Licenses/Certifications/Affiliations

Certified General Real Estate Appraiser – **State of California** (OREA No. AG002464)
California Licensed Real Estate Broker & Realtor member - **San Diego Board of Realtors**
Credentialed Mediator – **National Conflict Resolution Center**
Member of the Appraisal Institute (**MAI No. 8471**)
Fellow of the Royal Institute of Charter Surveyors (**FRICS Designation**)
Registered Valuer - **Royal Institute of Charter Surveyors** for international valuation
Member of the International Right of Way Association (**IR/WA**)
Member of the Family Firm Institute – **FFI**
Member of the Lambda Alpha International – Land Economic Society – **LAI**

Instructor Positions

National Instructor (*Real Estate Valuation Principles & Practice*) - **Appraisal Institute**
Adjunct Professor - **Russian Federation Finance Academy**
National Instructor – (*Business Development and Leadership*) – **Royal Institute of Charter Surveyors**
National Instructor - (Red Book Standards) - **Royal Institute of Charter Surveyors**
National Instructor - (Hotel Valuation) - **Royal Institute of Charter Surveyors**
National Instructor - (International Valuation and Property Measurement Standards) - **Royal Institute of Charter Surveyors**
National Instructor - (Subdivision Development) - **Royal Institute of Charter Surveyors**
National Instructor - (Automated Valuation Models) - **Royal Institute of Charter Surveyors**
National Instructor - (Bridging the Gap of IVSC v. USPAP) - **Royal Institute of Charter Surveyors**



THE DORÉ GROUP

INTERNATIONAL REAL ESTATE CONSULTATION AND FORENSIC VALUATION

Leadership/Committees

Past President – **Appraisal Institute**, San Diego Chapter

Past member of *International Relations Committee* – **Appraisal Institute**

Past member of *Ethics & Standards Committee* – **Appraisal Institute**

Speaking Engagements

Appraisal Institute (National Seminar Series, Los Angeles, CA) - Land Valuation & Environmental Issues

The Trust for Public Land (San Diego, CA) - Natural Communities Conservation Plan

Pan Pacific Conference (Auckland, New Zealand) – Valuation of Submerged Lands

Government of Cyprus (Nicosia, Cyprus) – Valuation of Golf Courses and Marinas

The Russian Federation (Moscow, Russia) - Valuation of Land and Appraisal Principles

The Russian Federation (Goa, India) - Valuation of Oil and Gas and Power Plants

Royal Institute of Charter Surveyors (Montego Bay, Jamaica) – Government & Regulatory Risk

Graziadio School of Business & Management, Pepperdine (Los Angeles, CA)–2008 US & California Forecast

Appraisal Institute (San Diego, CA) – Unique Valuations in Real Estate

Appraisal Institute (San Diego, CA) – International Financial Reporting Standards (IFRS)

California Redevelopment Agency (Workshop Series, CA) – Real Estate Valuation for AB1X 26 & AB1484

Risk Management Association (RMA) – Appraisal Risk and the Valuation Process

University of San Diego – MBA program – Guest Lecturer

University of San Francisco – Geller Family Business Center – Family Office Valuation

NAI Global Conference – Real Estate Investment Pyramid

Publications

Appraisal Journal (October 2001) – “The Valuation of Submerged Land”

Energy Pulse (March 2006) – “The Highest and Best Use of Power Plants”

Union of Pan America Valuers (November 2010) – “Impact of Public to Private Partnerships in BRICS”

Wall Street Journal (August 2001) – “Power Plant Owners Fight to Lower Taxes”

The Secret of Real Estate – Revealed (2011)

IRWA Right of Way (July/August 2018) – “Conservation Easements – Unraveling the Mystery”

Representative Client List

Public Entities

United States Department of the Interior

United States Department of Navy

Government of Cyprus

State of California – Judicial Courts

State of California – Auditor

County of Riverside

County of Monterey

City of San Diego

Los Angeles Dept. of Water and Power

City of Monterey

United States Forest Service

United States Department of Justice

Russian Federation

County of San Diego

County of San Bernardino

County of Los Angeles

City of Riverside

Port of Long Beach

Port of Oakland

Port of Vancouver

Legal Clients – Local, Regional, National and International Firms. Criminal, Transactional and Civil Litigation. Qualified Expert in Federal Bankruptcy Court, United States Judicial District Court, California Superior Court, San Diego Superior Court, Los Angeles Superior Court, Washington State Superior Court.

Financial Institutions – All Major Local, Regional and National Organizations. Savings and Loans, Banks, Insurance Companies, Investment Firms, Brokerage Firms and Insurance Companies.

Non-Profit Conservation Groups – Local, Regional and National Organizations.

Family Offices – Estate Planning, Tax Planning, Consultation