



A home is more than four walls and a roof: location, structure, market conditions, scheduling and occupancy issues can all have cost implications. Building a viable residential property requires a thorough understanding of the development process and the professional confidence to ensure that risks are identified and mitigated before they become problematic.

This is where Altus Group excels.



FOCUS ON

Residential

Whether a hotel-condo in the heart of the city, a mid-rise rental apartment, a suburban town home or a landmark conversion, our qualified experts possess the professional competence needed to guide clients to the successful completion of their projects on time and on budget.

Even before land acquisition Altus professionals can determine the optimal residential program, based on location and marketability, to maximize stakeholder returns and profitability. Our unrivalled experience in design efficiencies and project pro formas combined with the expertise of our consultants means we understand complex variables such as suite mix, mechanical and electrical concentration, cladding ratios, suite finishes, the intricacies of deferrals/deposits/loan funding, occupancy income and more.

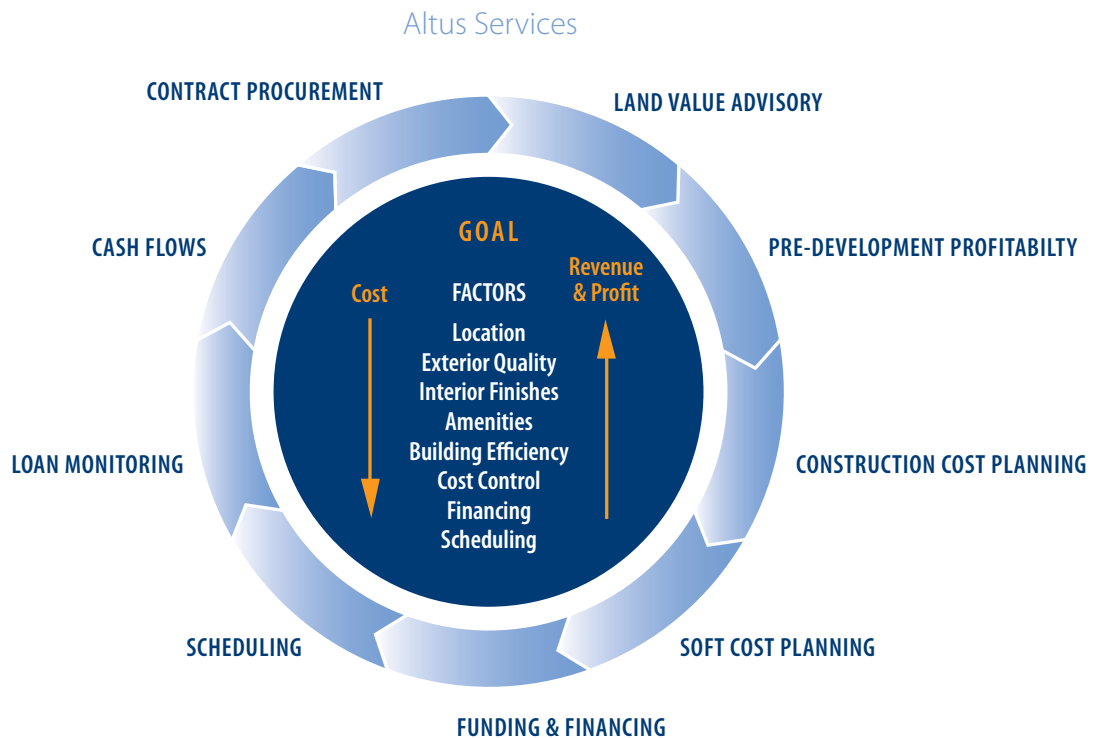
This knowledge enables us to confidently guide both developers and financiers throughout the development process while providing detailed financial analysis, revenue and profitability assessment, and constant advice on risk-identification management of the project budget.

Our comprehensive services include:

- **Feasibility Studies:** The early phases of any project plan are critical to the initial analysis and evaluation of a project's successful outcome and the factors that may affect it. Altus helps you determine how the most appropriate construction solution can be achieved by providing comprehensive, independent, pro forma budget assessments for total capital costs, including development or "soft costs," cash flow analysis and financing requirements.
- **Cost Estimating and Planning:** For more than 50 years Altus has been a trusted source of accurate cost management consulting expertise, comprehensive capital cost analysis and planning, as well as market information. We go beyond the traditional cost consulting/quantity surveying role to provide our clients with a wide range of management advice on all aspects of capital expenditures. We maintain an extensive database to benchmark costs and ensure that our past experience is applied to each new assignment.
- **Risk Management:** The risks associated with each project and the strategies necessary to manage them are unique. Altus offers our clients comprehensive risk assessment, monitoring and management services which are crucial for the success of capital development projects. We use sophisticated software to forecast the financial effects of inherent risks and then analyze them and recommend responses throughout the life of the project.
- **Project Monitoring:** For more than three decades Altus has helped protect the interests of owners and financial stakeholders by providing them with timely and reliable information on the key risk parameters, financial feasibility and the status of their project throughout the development process. All project-related documentation and contracts are reviewed and verified on an ongoing basis to allow accurate cost-to-date and cost-to-complete reporting.

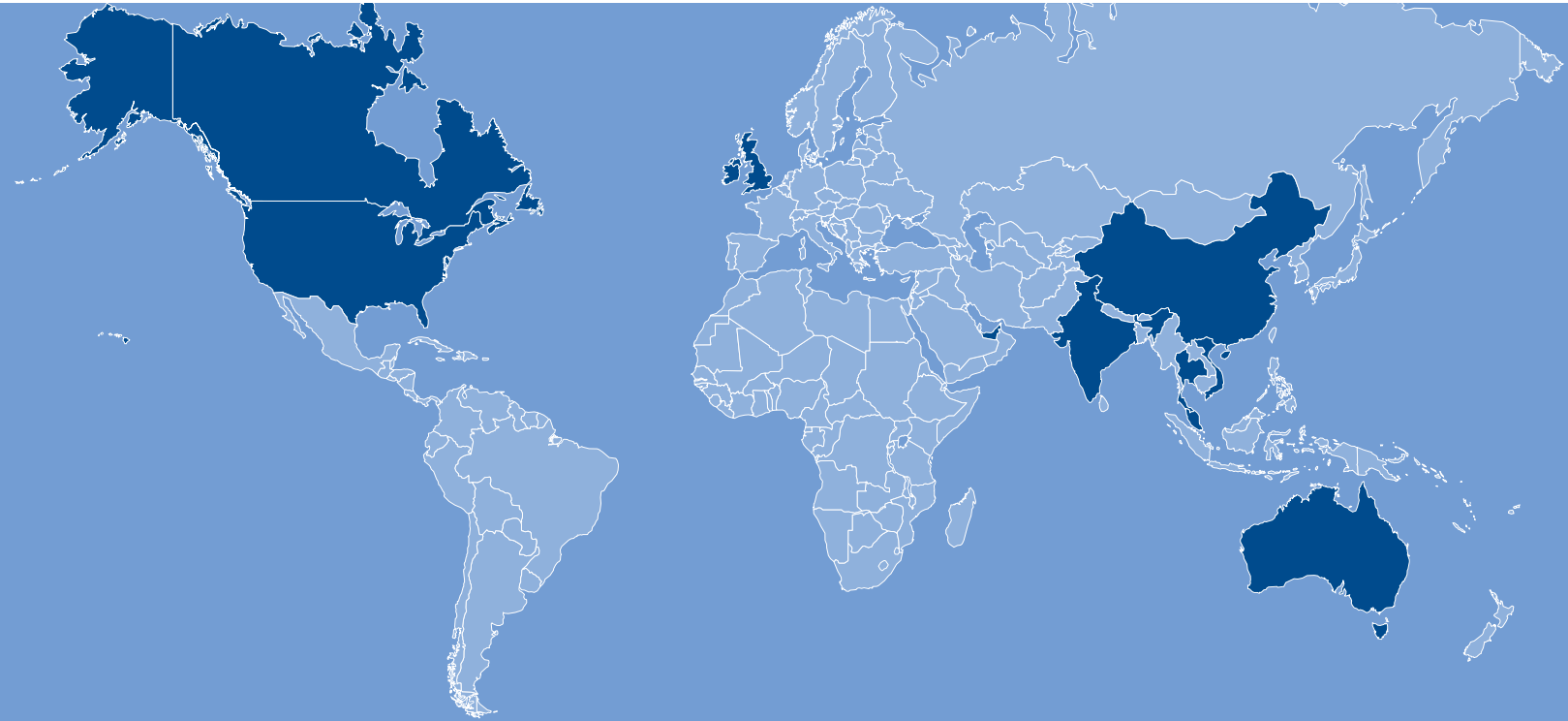
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- **LEED®/Sustainability:** “Going green” is not about following the crowd – it’s about being at the forefront of environmentally sustainable design. Altus’ LEED®-certified experts offer comprehensive LEED® support services. Our accredited professionals are specialized and are able to identify each property type’s specific issues, helping clients achieve the greatest return for every dollar they spend.
- **Tax Consulting:** Determining an appropriate tax assessment requires knowledge of residential tax rates, market/performance trends, building and land appraisal, as well as market placement/positioning. Altus is the foremost property tax consulting firm specializing in the residential sector, with a qualified team of professionals able to provide strategic advice to help guide clients’ business goals. For assessment and property tax purposes, residential properties are valued using the income and/or market value approach, depending upon the property’s tax class. In applying this expertise, our overriding goal is to ensure that the tax burden levied against your property is the lowest possible one. In the event that we are not able to negotiate a suitable value with the assessing authority, Altus professionals can represent clients before a review board or tribunal.
- **Research Valuation and Advisory:** Altus Group has built a solid reputation in the valuation of multi-residential properties and residential development land by successfully completing assignments in major cities across North America. We offer an extensive array of sought-after market analysis for clients needing accurate, independent counsel. Supported by a comprehensive infrastructure, Altus professionals are experts in interpreting local market dynamics as they relate to national and international trends.





Our Network



Altus offers diversified services and unparalleled expertise to a broad range of clients, in various industries across Canada and internationally.

About Altus Group

Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,500, Altus Group has a network of over 50 offices in 11 countries worldwide, including Canada, UK, Australia, Asia, USA and the Middle East. We operate four interrelated Business Units, bringing years of expertise together into one comprehensive platform: Research, Valuation and Advisory; Cost Consulting and Project Management; Realty Tax Consulting and Geomatics services. Our business units work independently or in cooperation to provide clients with the benefit of combined expertise. Our distinctive approach allows for decisions based on independent, carefully reviewed conclusions.

Altus Group provides services to some of the most prominent businesses, including banking institutions, pension funds, insurance companies, accounting firms, law firms, public real estate organizations (including REITs), industrial companies, private investors, asset and fund managers, real estate developers, governmental institutions, and oil and gas companies.



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