



SENIORS' HOUSING

Through a combination of professional expertise and demonstrated project experience, across all of our business divisions, Altus Group is uniquely positioned to provide insight into the seniors' housing market sector, including adult lifestyle housing, which stands on the brink of a huge expansion.



FOCUS ON

Seniors' Housing

The Seniors' Housing market is arguably one of the most specialized of all asset classes. For this reason, Altus Group has assembled a dedicated Seniors' Housing Practice Group – the only one of its kind in Canada. Building off of the acquisition of HealthTrust Canada ULC and Clayton Research Associates Ltd., the group is national in scope and is 100% dedicated to this niche market. The group enjoys unparalleled access to data and operating practices, which is harnessed through a proprietary database/ benchmarking system and unique data from the Census of Canada. Specialized expertise via our Cost, and Realty Tax divisions further enhances our market and advisory/valuation services. By developing these systems and standards, Altus Group has shown its commitment to this sector, and its need for specialization and increased transparency.

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Our Services

Valuations

- Mortgage/Construction Financing
- IFRS
- Annual Reporting
- Litigation purposes
- Joint Ventures

Market Feasibility

- Adult lifestyle communities
- Retirement Residences
- Continuing Care Retirement Communities
- Seniors' Condominiums
- Seniors' Life Lease Projects

Financial and Other Services

- Financial Feasibility Analyses
- Market Repositioning Studies
- Strategic Reviews
- Financial Reviews/Benchmarking for Existing Residences
- Transaction Support

Cost Consulting

- Feasibility Studies
- Development Budgeting
- Cost Estimating and Planning
- Life Cycle Costing
- Value Management
- Project Monitoring
- Scheduling
- Capital Planning Solutions
- Replacement Cost Studies
- Physical Due Diligence

Realty Tax Consulting

- Assessment Appeal (including Expert Witness)
- Vacancy Rebate Counsel
- Financial Due Diligence
- New Construction/Preliminary Property Assessment Studies
- Ongoing Property Tax Management and Budgeting

Due Diligence

- Pre and Post Acquisition

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Definitions

The seniors' housing industry brings together elements of traditional real estate with the hospitality and healthcare industries. This accommodation reflects a declining contribution of "real estate" and increasing contribution of "business" value through the continuum of care. The components of the industry as we know it today form a continuum of care that generally parallels the stages of aging.

Adult Lifestyle Communities (ALC)

Adult lifestyle communities are targeted exclusively at older adults (typically aged 50-75) and usually contain a mix of unit types and tenures with single-floor accommodation. ALCs vary in size from smaller developments of bungalow-style homes to large-scale communities with amenities such as community centres, golf courses, and walking trails.

Independent Living (IL)

Typically an apartment/unit accommodation, which has a full kitchen and forms part of a larger seniors' community. Suites may be owned or rented and cater to seniors who require minimal or no assistance with daily living. Access to amenities and activity schedule, as well as limited housekeeping services, are typically included in the basic rental/monthly fee but, services such as meals, laundry and personal care services are normally provided on request for an additional charge.

Independent Serviced Living (ISL)

Typically associated with retirement residences and plays the most significant role in the seniors' housing industry. Units are smaller than in IL buildings and provide a higher level of services within their monthly rent. Services vary between the upper limit of the IL services indicated above, to include 24-hour supervision and emergency response, two to three daily meals and snacks, planned social and physical activities, housekeeping/laundry services and supervision of medications and assistance with weekly bathing if required.

Assisted Living (AL)

This covers all levels between ISL and Long-term Care. AL residences are a combination of housing, personalized supportive services and healthcare, designed to meet the needs of those who require assistance with activities of daily living and personal care. Although the target market is 75+ years of age, the average age is typically about 85 years old. Typical services include assistance with transferring, bathing, grooming, medications, special diets, etc. Specialised AL residences are also becoming more prevalent where the focus is on physical and cognitive disabilities.

Long-term Care (LTC)

This is a generic term, which covers seniors' housing that is designed to accommodate residents who no longer are able to live independently and who require onsite nursing care, 24-hour supervision or personal support. LTC residences offer higher levels of personal care and support than is typically provided by the other types of seniors' housing. Accommodation may include shared, semi-private or private units. Most residences are licensed, or require some level of government approval to operate, and are eligible for government funding support subject to regulation and care standards.

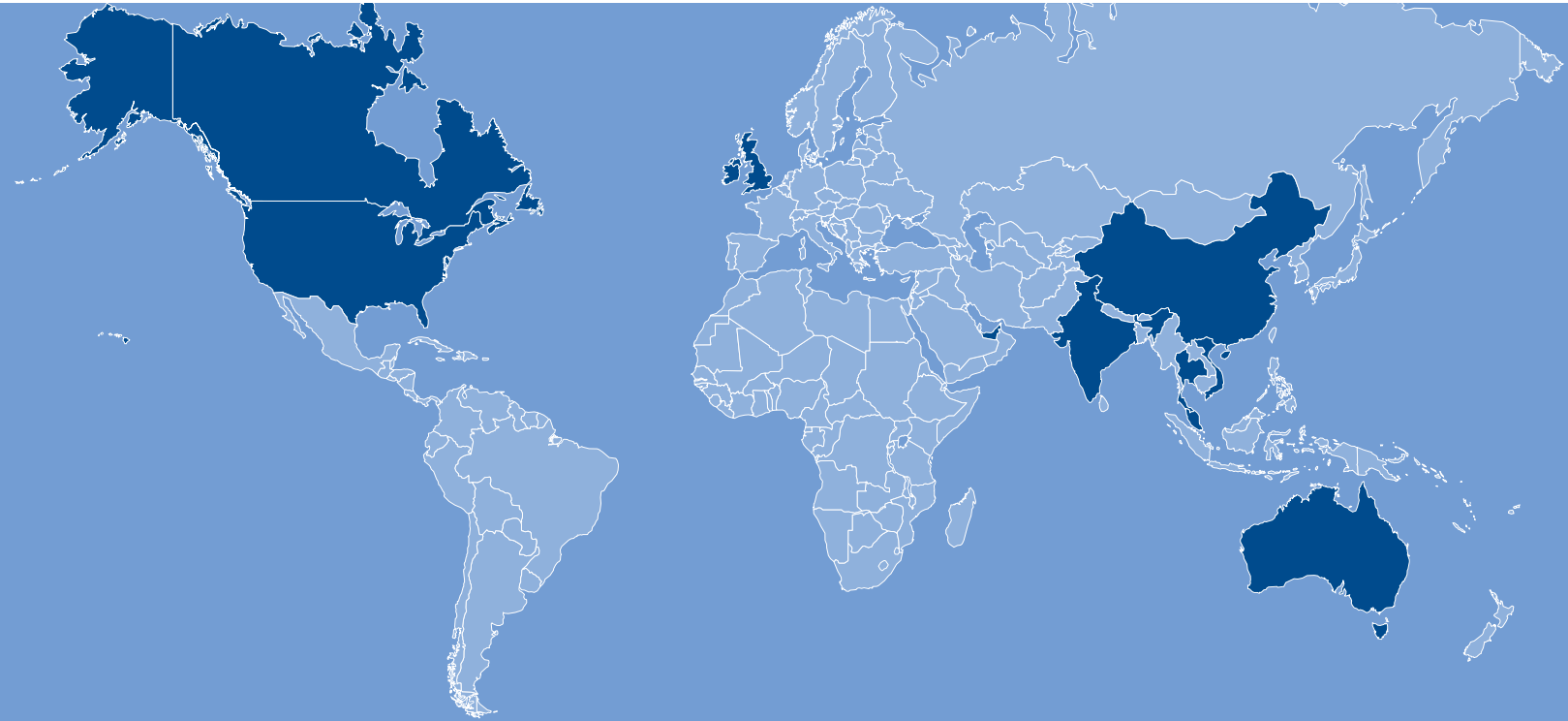
Continuing Care Retirement Communities

These are developments where more than one of the above types of housing are located within the same site and offers a continuum of care flow. As a resident ages and or requires additional support, they can be relocated within the same community.





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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