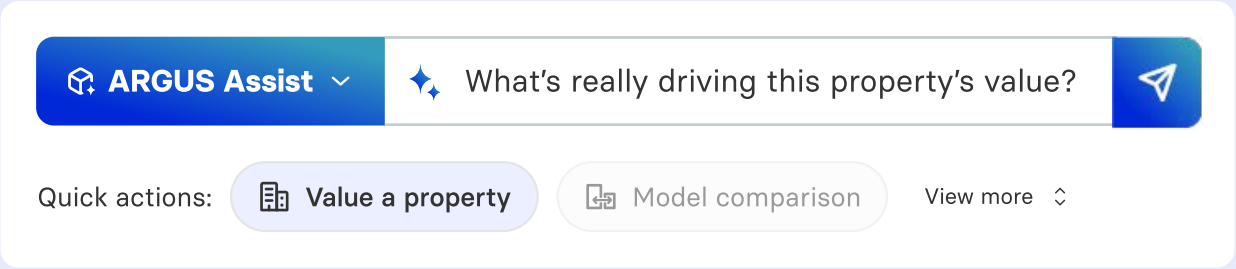
Altus Group

ARGUS ASSIST USER GUIDE

Getting started with ARGUS Assist

Your models already have the answers. Stop digging for them.



A practical guide to reviewing models, understanding value and testing supported scenarios.

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Getting started with ARGUS Assist

Choose the role or objective that best matches your work. Prompts may be useful across more than one role.

Valuation analyst / valuation appraiser	**Understand and explain how a value conclusion was reached.** Review the conclusion, identify key drivers, and test supported valuation scenarios.	5
Underwriter	**Understand how material assumptions affect value.** Review assumptions, test supported valuation scenarios, and compare results.	6
Acquisitions lead	**Evaluate the assumptions, tenancy, and valuation behind an acquisition case.** Review available rent-roll and tenant information, understand the valuation, and compare supported cases.	7
Asset manager	**Understand how leasing or property-level assumptions affect value.** Review model information, explore supported leasing scenarios, and evaluate the effect on value.	8
Portfolio manager	**Gain a clearer view of performance, valuation, and risk across a portfolio.** Forthcoming: read-only exploration across authorized portfolio information.	9
Executive leader	**Understand valuation results without working through every model input.** Help teams explain key drivers and compare supported scenarios more efficiently.	11

Built on the ARGUS you already trust

Built for ARGUS workflows
Works with supported ARGUS models and commercial real estate analysis workflows.

Model-based calculations
Uses ARGUS calculation capabilities to produce results based on the selected model and assumptions.

Authorized data
Works with models and information the user is authorized to access. Customer Data is not used to train ARGUS Assist.

Commercial real estate context
Helps users ask questions using familiar commercial real estate concepts and terminology.

Start with a result you can verify
Select a supported model, ask a clear question, review the result, and use follow-up questions to explore the underlying assumptions.

ARGUS Assist uses artificial intelligence and may produce incomplete or inaccurate responses. Review and verify all outputs before relying on them for business decisions or external communications. Available capabilities and results depend on the selected model, available data, user permissions, product configuration, and applicable entitlements.

The future of ARGUS is conversational

Use the commercial real estate intelligence you already trust through a simpler, more natural experience.

From traditional workflow to conversation

Traditional workflow

- Navigate multiple screens to locate model info
- Review assumptions individually
- Manually test valuation scenarios
- Compare models and results manually
- Assemble findings from several outputs

ARGUS Assist

- Ask for the information you need
- Ask which assumptions are influencing value
- Run a supported sensitivity analysis and review the result
- Compare supported models and summarize material differences
- Request an in-product summary, table, or explanation

ARGUS Assist capabilities

Use natural-language questions to review supported models, understand valuation results, and test available scenarios.

Available today:

- **Value Conclusion:** Review the value conclusion for a supported model and ask how the result was calculated.
- **Sensitivity Analysis:** Test supported valuation assumptions, including exit cap rate and discount rate, and review the resulting effect on value.
- **Model Comparison:** Compare supported, accessible models and summarize material differences in assumptions and results.
- **Benchmark Comparison:** Compare supported model results with available benchmarks, when the required entitlement and benchmark data are available.
- **MarketLeasing Assumptions (MLA) Management:** Review and maintain supported MLA profile information. Model rules and safeguards continue to apply.
- **Model review and follow-up questions:** Review available property, valuation, tenant, lease, and cash-flow information in a supported model.
- **Supported recalculation and export:** Recalculate supported changes and, where available, export the revised model for continued work in the ARGUS calculation engine.

Next up:

- Read-only portfolio intelligence across authorized information.
- Conversational access across platform capabilities.

* Not included in the initial portfolio experience: portfolio-wide model changes, portfolio-wide sensitivity analysis, and portfolio-wide what-if scenarios.

** Availability and results depend on authorized scope and available data.

Understanding ARGUS Assist limitations

ARGUS Assist can only access and update supported information within your scope. Some information may be available to review but not edit, and editable information may not support creation, duplication, or deletion. If a requested action is unavailable, complete it using the applicable ARGUS workflow. Always review and verify AI-generated responses before relying on them.

ARGUS Assist may provide AI-generated answers, summaries, tables, comparisons, and supported calculation results. Output may be incomplete or inaccurate and does not constitute a finished client report, presentation, appraisal, or professional advice. Review and verify all outputs before using them in decisions or external communications.

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Your first 30 days

Build confidence by starting with a result you can verify, then move to supported comparisons and scenarios.

Step	What to do	Try asking
WEEK 1 **Review a familiar model**	Select a property and model version you are authorized to access. Start with a question you can verify.	"Summarize the value conclusion for [property and model version], and explain the main assumptions behind it."
WEEK 2 **Explore the value drivers**	Ask which assumptions and model results have the greatest effect on the value conclusion.	"What are the key drivers of value in [property and model version]?"
WEEK 3 **Test a supported scenario**	Define the ranges clearly, run a supported sensitivity analysis, and review the calculated results.	"Run a sensitivity analysis using exit cap rates from [x]% to [y]% and discount rates from [a]% to [b]%."
WEEK 4 **Compare and share findings**	Compare supported models or scenario results. Review the summary before using or sharing it.	"Compare [model A] and [model B], and summarize the material differences in assumptions and value."

Use roles as a starting point
A valuation, underwriting, acquisitions, or asset-management prompt may be useful to more than one role. Choose the prompt that matches the work, not only the job title.

Prompts for valuation work

Valuation analyst / valuation appraiser

This section focuses on valuation analysis performed with supported ARGUS models. It does not represent the complete formal appraisal, transaction due-diligence, or client-reporting process.

Try asking	Why it is useful
"Explain how the value conclusion was calculated, including the key valuation assumptions, cash-flow results, and terminal value."	Provides a structured explanation of how the active model arrives at its value conclusion.
"Identify the assumptions and model results that have the greatest influence on value and explain how each one contributes to the conclusion."	Helps the reviewer focus on the most material valuation drivers rather than examining every input individually.
"Review the discount rate, exit cap rate, market rent, inflation, and Market Leasing Assumptions, and flag any inputs that warrant additional review."	Supports a focused review of the primary modeling assumptions used in the valuation.
"Run a sensitivity analysis using exit cap rates from [x]% to [y]% and discount rates from [a]% to [b]%, in [z]-basis-point increments. Present the results in a table and identify the highest and lowest values."	Shows how the value conclusion responds to supported rate changes across a clearly defined range.

Prompts for underwriting work

Underwriter

These prompts support valuation analysis. They do not represent a complete underwriting or credit-approval workflow.

Try asking	Why it is useful
"Summarize the value conclusion and identify the assumptions that an underwriter should review most closely."	Establishes the valuation basis and directs attention to the inputs most relevant to the underwriting review.
"Identify the principal risks represented in the active model, including tenant concentration, lease expirations, vacancy, leasing costs, operating expenses, and capital expenses."	Brings together the model information most likely to affect future cash flow and value.
"Run a downside scenario using a discount rate of [x]%, an exit cap rate of [y]%, [z] months of vacancy and a renewal probability of [a]%. Show the assumption changes and the resulting effect on value."	Tests a coordinated set of supported assumptions and makes the valuation impact easier to evaluate.
"Show the year-by-year NOI and cash flow, and explain the periods with the largest increases, decreases, or negative cash flow."	Helps the underwriter identify cash-flow volatility, weak periods and potential pressure points in the active model.

Prompting tip

ARGUS Assist uses the active property and model context. Ask directly for the analysis you need. When requesting a sensitivity or scenario, specify the assumptions, values, ranges, and increments to apply. When requesting an update, identify the exact profile or record, state the new value, and specify which other assumptions must remain unchanged.

Prompts for acquisitions work

Acquisitions lead

Use these prompts to review model information, understand tenancy, and compare supported acquisition cases.

Try asking	Why it is useful
"Summarize the available rent-roll information, including tenant, occupied area, lease start date, lease expiration date, remaining lease term, contract rent, and market rent."	Provides a structured view of the available tenancy and lease information supporting the acquisition case.
"Identify the largest tenants by occupied area and show each tenant's area, percentage of occupied space, and lease expiration date."	Helps identify tenant concentration and the leases that could have the greatest influence on the property's operating profile.
"Show the year-by-year net operating income and available cash flow results, and explain the main increases or decreases."	Helps identify material changes in operating performance over the analysis period.
"Summarize the available operating expenses and capital expenses, including the largest items, and when they occur."	Helps identify significant modeled costs and their effect on cash flow.

Prompts for asset management work

Asset manager

Use these prompts to review Market Leasing Assumptions, understand how leasing and operating factors affect value, and make supported updates to MLA profiles.

Try asking	Why it is useful
"Summarize the Market Leasing Assumption profiles currently used in the model, including lease term, months vacant, renewal probability, market rent, free rent, tenant improvements, and leasing commissions."	Provides a consolidated view of the future leasing assumptions affecting expiring leases and vacant space.
"Identify the MLA profiles assigned to the most significant upcoming lease expirations and explain the assumptions that will apply when those spaces roll."	Connects material lease expirations with the assumptions that will influence downtime, leasing costs, and future revenue.
"Update [MLA profile] to a lease term of [x] years, [y] months vacant, and a renewal probability of [z]%. Keep all other assumptions unchanged, recalculate the model, and summarize the effect on value."	Enables a controlled update to supported MLA fields while preserving assumptions the user did not ask to change.
"Summarize year-by-year NOI, operating expenses, capital expenses, and leasing costs, and explain the largest movements over the analysis period."	Helps the asset manager identify the operating and leasing factors driving changes in property performance.
"List the largest operating-expense and capital-expense items, show when they occur, and explain their effect on cash flow."	Directs attention to the modeled costs with the greatest effect on property-level performance.

Portfolio intelligence and effective prompting

Portfolio manager

The planned portfolio experience is read-only. It is intended to help authorized users find, review, and compare available portfolio information through natural-language questions. It will not initially make changes across portfolio models.

Coming
Read-only portfolio intelligence. Availability and results will depend on authorized scope and available data.

Try asking	Why it is useful
"Summarize overall portfolio performance, including available value, NOI, cash flow, occupancy, and WALT metrics. Explain the main drivers and highlight areas that may require attention."	Provides a concise portfolio-level overview while connecting the headline results to the assets and operating factors contributing to them.
"Which assets contribute the most and least to the portfolio's available value, NOI, and cash flow results? Show each asset's contribution and explain the main factors behind the differences."	Helps portfolio managers identify the assets with the greatest influence on portfolio performance and prioritize areas for further review.
"Which tenants create the greatest portfolio exposure based on occupied area, percentage of NRA, contract rent, and lease-expiration timing? Highlight significant concentrations and upcoming expirations."	Brings together tenant concentration and lease-expiry information to support portfolio-level monitoring of tenant and rollover exposure.
"Which properties have the highest vacancy, the lowest occupancy, or the largest upcoming lease expirations? Summarize the relevant assets, tenants, and lease details."	Helps portfolio managers identify properties with notable leasing exposure and drill into the available asset, tenant, and lease information.

Not included in the initial portfolio experience
Portfolio-wide model changes, portfolio-wide sensitivity analysis, and portfolio-wide what-if scenarios.

How to ask so you get a good answer

Good prompt practice	What to include
Name the property and model version (You must have permission to access it)	Identify the model to use.
Include the relevant date	Provide the valuation date, analysis date, or period when it affects the question.
Define the analysis scope	Specify the property, tenants, leases, models, assumptions, or periods to include.
Give exact scenario values	For sensitivity analysis, provide the assumptions, ranges, and increments to test.
Ask for the output you need	Request an explanation, comparison, table, or supported calculation, then review the result.

Keep the scope clear
Some information can be reviewed but not changed. If a required operation is not supported in ARGUS Assist, complete that work in the ARGUS calculation engine.

For leaders: clearer answers from supported ARGUS models

Help teams move more quickly from model results to informed discussion.

Why it matters

ARGUS Assist helps authorized users review supported models, understand value conclusions, compare available cases, and test supported scenarios through natural-language questions. It reduces the effort required to locate and explain model information while keeping the analysis connected to your ARGUS workflows.

Why you can trust the answers

- Results are based on the selected ARGUS model, its data, and the assumptions used in the requested analysis.
- Access is subject to user permissions, customer configuration, and applicable product entitlements.
- Users can review the assumptions and results behind supported calculations.
- Customer data is not used to train ARGUS Assist.
- Important outputs should be reviewed before they are used in a business decision or external communication.

How the experience creates value

Level	What changes	Status
1. Simplify model work	Find model information, review value conclusions, and complete supported tasks more efficiently.	Available today for supported capabilities
2. Accelerate insight	Compare supported models, identify key value drivers, and calculate supported sensitivities.	Available today for supported capabilities
3. Connect workflows	Extend conversational access across additional platform components as more capabilities become available.	Future direction

Questions to ask your team

- Which supported model questions are teams repeatedly answering manually?
- Which valuation comparisons or sensitivities could be reviewed more consistently?
- Are users selecting the correct property, model version, and valuation date?
- Which tasks still require the ARGUS calculation engine?
- Are calculated results being reviewed before they are shared or used in decisions?

What to try next

- Ask a follow-up question about a value conclusion or result.
- Compare two accessible models.
- Run a supported exit-cap-rate and discount-rate sensitivity.
- Review supported MLA information before requesting a change.
- Ask for a table or concise summary of the result.
- Continue unsupported editing or reporting work in the ARGUS calculation engine.

Before sharing an answer

- Confirm the property and model version.
- Confirm the valuation or analysis date.
- Review the assumptions used in the calculation.
- Check whether the result is a direct model output, a supported calculation, or a written explanation.
- Verify material results before using them in a decision or external communication.

Where to get help

Use your approved customer channels for account support, training, product support, and ARGUS Assist updates.

Stay current

- Review in-product guidance as new capabilities become available.
- Confirm capability availability before using a newly suggested prompt.
- Check whether additional permissions or entitlements are required.

Want a refresher?

Watch the approved ARGUS Assist overview video to see supported capabilities in action.

Altus Group

Altus Group is a leading provider of commercial real estate intelligence, anchored by ARGUS - the industry's go-to software for valuation and performance analytics.

For more than two decades, Altus has played a vital role in empowering CRE professionals with the analytics and trusted advice they need to make high-stakes decisions with confidence. The world's CRE leaders rely on our market-leading solutions and expertise to drive performance and manage risk. Our people around the world are making a lasting impact on an industry undergoing unprecedented change - helping shape the cities where we live, work, and build thriving communities.

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