

## CASE STUDY

# Combining technology and expert services to streamline a new fund

### Client profile

**Company:** Greystar Real Estate Partners - a leading, fully integrated real estate company offering expertise in investment management, development, and management of rental housing properties globally.

**Funds under engagement:** Two Open Ended Funds

**Assets under engagement:** \$5.3B multifamily, \$3.9B student housing

**Solution used:** Altus Valuation Management

Combines technology, analytics and expertise to streamline valuation processes, deliver unique performance insights, and exceed the valuation independence and transparency requirements of sophisticated investors and their regulators.

### The challenge

In 2017, Greystar launched a private open-ended fund seeded with the acquisition of a public REIT. The acquired REIT was an owner, operator, and developer of high-quality multifamily housing communities focused on top tier markets across the country. With the launch of a perpetual vehicle with quarterly liquidity, Greystar needed a transparent and independent valuation solution.

### The solution

Greystar chose Altus Group because of our experience and reputation amongst multifamily housing investors and the supported integration of our technology and expert services. We act as advisors throughout the professional relationship, to ensure that resources, such as ARGUS Enterprise, are utilized effectively for appraisals and scenario analysis.

### The results

The use of Excel-based data management sufficed for internal valuation purposes; however, the sophistication of a platform like ARGUS Enterprise further streamlined the process by giving Greystar more access to supported data and analytics. Altus Group's advisory team provided an in-depth onboarding process, including direct communication between Greystar and the ARGUS team to fully implement the new technology. Greystar is now able to incorporate data from Altus Group, in addition to all types of relevant data seamlessly into ARGUS Enterprise to generate valuations and make projections regarding property performance.

### Want results like these?

Contact a representative to see how Altus Valuation Management can help you improve your valuation processes and strategic decisioning.

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