

Otto & Company Corporate Profile

Otto & Company is composed of individuals whose educational background, professional experience and skills provide a service for all types of valuation assignments, and the firm is solely concerned with the valuation & analysis of real property.

Our continued success is based on maintaining the highest standards in the real estate appraisal and consulting field. To accomplish this, all our reports are prepared to conform with the requirements of the Canada Deposit Insurance Corp., and the Canadian Uniform Standards of Professional Appraisal Practice (Appraisal Institute of Canada).

All reports, records and assignments, are subject to strict privacy measures to ensure confidentiality. We do not act as an agent or broker for purchase, sale, financing or any other purpose, and our team is always prepared to stand behind their reports to give an accounting of their conclusions.

Services...

- Purchase & Sale
- Mortgage Financing
- Book Value Estimates for Canada Revenue Agency (CRA)
- Fire Insurance & Damage Claims
- Expropriation Issues & Compensation Claims
- Expert Witness, Arbitrations & Litigation Support
- Condominium Reserve Fund Studies



Thank you for reviewing our company information.

Sincerely,

L. L. (Les) Otto, MBA, AACI, RI(BC)

FULL SERVICE

Our assignments typically involve preparing appraisal or consultation reports for:

- Valuation for Property Purchase and Sale or Mortgage Financing;
- Lease/rental Analysis;
- Expropriation; And,
- Condominium Reserve Fund Studies



SPECIAL PURPOSE PROPERTIES

Frequently, our clients need special expertise. These can include valuation tasks for:

- Single Agricultural Farm, or Several Operated as One;
- Church, Golf Course, Gravel Pit, or Other Unique Projects;
- Marina, Mini-storage Facility, or Natural Resource Properties;
- Utility Corridors, Right-of-way, and Expropriation Matters;
- Feasibility Studies and Market Analysis;
- Canada Revenue Agency V-day & Capital Gains Valuations;
- Investment Analysis, Benefit & Cost Studies; And,
- Leasehold Valuation, Rent Arbitrations, and Rental Property Analysis
- Expert Witness & Litigation Support
- 3rd Party Appraisal Review

Rates for these assignments are by specific quotation. Before you order an appraisal, a brief telephone discussion with one of our senior staff may help to determine what's needed. There is no substitute for experience, and we would be glad to help.

www.ottoandcompany.com

INVESTMENT, COMMERCIAL & INDUSTRIAL

Special properties require special attention. Investment properties typically involve residential apartment complexes, multi-tenant residential or commercial & industrial properties. Just as there is a diversity of these property types, there is also a wide assortment of potential valuation themes that are specifically relevant to each. The need to pay particular attention by an appraiser is never more apparent.

Appraisal questions must be resolved in order to properly estimate the market value, such as:

- Q: Does the quality of tenants have a positive or negative impact on value?
- Q: Are there deferred maintenance issues that will impact on value?
- Q: Is stability of the tenants an issue, and if so, what affect on value?
- Q: Are the current rents below, at or above the current market rates?
- Q: What rate of return should an investor expect in this market?

In order to provide a sensible estimate of market value, application of the "Comparative Approach" or the "Income Approach" is used. Our staff is skilled at applying the "Direct Capitalization Method", the "Mortgage Equity Method", or "Discounted Cash Flow Technique".

PAST ASSIGNMENTS

- Commercial stores & plazas, from single to multi-tenant projects;
- Warehousing, general & special purpose industrial buildings for a variety of uses;
- Small to large office blocks, some of which include mixed residential elements;
- Motels & hotels, resorts, marinas, golf courses, restaurants, gravel pits, automotive dealerships.

AREA OF SERVICE

Our general service area focuses on the London, Kitchener-Waterloo, and Sarnia markets, and extends to the surrounding areas. This includes, St. Thomas, Strathroy, Woodstock, Ingersoll, Exeter, St. Mary's, Stratford, and Cambridge with other areas by request. Specific rate quotations are readily available, just a quick phone call to one of our staff is all that is needed.

Our Clients...

- RBC, Royal Bank
- BMO Bank of Montreal
- National Bank
- Libro Financial Group
- Unigasco Credit Union
- Citi Finance
- Canadian Imperial Bank of Commerce
- Business Development Bank of Canada
- United Communities Credit Union
- Public Works & Government Services Canada
- Ministry of Transportation (Ontario)
- Department of National Defence
- Hydro One Networks Inc.
- Ontario Power Generation
- Ontario Realty Corporation
- Numerous Municipalities & Law Firms
- Bank of Nova Scotia
- TD Canada Trust
- Hepco Credit Union
- Community Trust Co.
- State Farm Insurance

Contact Us...

Otto & Company

Appraisers & Real Estate Consultants

London Office ☎ 519 432.2232 (f) 519 432.2979
Sarnia Office ☎ 519 337.3559 (f) 519 337.7279
Kitchener Office ☎ 519 772.0193 (f) 519 772.0194

Email: Info@ottoandcompany.com
Web: www.OttoandCompany.com

Otto & Company
Corporate Offices
490 Oxford St. E.,
London, Ontario N5Y 3H7

Otto & Company

Real Estate Analysts & Business Consultants

Our Purpose:
To provide prompt & reasonably priced appraisal & consulting services,
that are both verifiably accurate and at a quality level that
meets or exceeds our clients requirements.