



# OTTEAUGROUP

Bringing CLARITY to Real Estate

**VALUATION | CONSULTING | ADVISORY | RESEARCH**

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Delray Beach, FL 33445

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**otteau.com**



# About Us

## BRINGING CLARITY TO REAL ESTATE

**Otteau Group is a multi-discipline real estate appraisal and advisory firm providing services to a wide range of public and private clients.** Our mission is to assist our clients in keeping pace with emerging trends in real estate through insightful analysis and cutting-edge pricing skills.

**Appraisal Services** are provided to financial & lending institutions, developers & builders, attorneys, investors, relocation management service companies, governmental agencies, corporations and the public.

**Our Consulting Group** provides a wide array of services with respect to market analysis, project feasibility, redevelopment planning, project valuation and municipal entitlement proceedings.

**Litigation support** is provided for matters requiring the valuation and corresponding expert testimony for eminent domain proceedings, contractual disputes, bankruptcy, tax appeals, equitable distribution, estate valuation and stigma related issues.

**OTTEAU.com** offers a wide range of content and analysis on real estate trends including live-session lectures and our MarketTRAC and MarketCAST subscription packages.



# Mission Statement

The Otteau Group provides the **highest quality services** to clients while continuing to advance the science of economic and **real estate analytics** through research and related disciplines. The expansion of our knowledge base enables us to **further advance** the **interest** of our clients.



## PURPOSE

The Otteau Group develops and delivers timely, valuable knowledge to organizations and individuals to help them achieve unparalleled success in the real estate industry

## VISION

The Otteau Group will maintain its position as the real estate industry's most authoritative provider of services, the most innovative source for research and analysis, and the most trusted educator of trend analysis, risk assessment, and other services.

## CREATIVITY

The Otteau Group supports a diverse, integrated environment that respects individuals and fosters new ideas and new approaches.

## VALUES

Our professionals aim for excellence, continuously raising the bar on all that we do.

## TEAMWORK

We respect, support and empower one another and our clients.

## PASSION

Otteau Group team members are committed to bringing energy, commitment and enthusiasm to work every day.

## INTEGRITY

We take pride in maintaining the highest levels of personal and professional conduct.



# Our Services

## VALUATION

The Otteau Group is a recognized market leader in providing authoritative valuation services across a wide range of real estate types ranging from the appraisal of single-use properties to more complex valuation assignments for multi-use properties, partial interests, and land development.

To accomplish this, we have assembled a team of highly skilled professionals specializing in the complex field of real estate valuation for commercial, industrial, multi-family, hospitality, recreational, agricultural, land development and special use properties. Appraisal valuations can reflect current, retrospective or future values.

## ADVISORY

Being successful in the real estate industry requires a clear understanding of emerging trends and strong communication skills. In today's fast-paced Information Age, it's become increasingly more difficult to sort through the mass of information and conflicting reports. And most important of all, the ability of the public at large to make sense of it all has decreased in direct proportion to the increased volume of information now available.

## CONSULTING

Widely recognized for its thought leadership in translating today's emerging trends to future market performance, Otteau Group provides a wide range of advisory services to developers, financial institutions, investors, trade groups and government agencies.

Our market analysts' deep understanding of real-time economic and demographic impacts of the marketplace, coupled with our meticulous attention to detail, allows our clients to develop successful real estate strategies. Our consultants can also provide support for acquiring municipal approvals for land development and redevelopment projects.

## ECONOMICS

Real estate demand is directly affected at the macro and micro levels by a wide range of economic and demographic factors. As evidence, some of the more profound changes affecting real estate demand in recent years, including an urban pivot away from suburbia and rising rentership rates, have been caused by structural economic and demographic changes that were decades in the making. Which is why we at Otteau Group devote so much time to identifying and quantifying the significance of emerging trends on real estate demand and value patterns.

## STIGMA & BENEFITS

The Otteau Group has a deep understanding of how special influences can impact property value. And our experience in quantifying these effects is unmatched in the industry including power transmission lines, rail corridors, utility installations, cell towers, solar farms, mining operations and pipelines to name a few. Additionally, we've also conducted extensive research on the potential protective benefits of storm damage reduction measures, including protective dunes and beach re-nourishment, along New Jersey's 130 miles of coastline.

## DISPUTE & LITIGATION

Expert valuation reports developed for litigation matters demand bullet proof analysis and authoritative testimony, and we have a proven track record for both. We provide these services for eminent domain proceedings, contractual disputes, bankruptcy, tax appeals, equitable distribution, estate valuation and stigma related issues. And our extensive experience in quantifying the effects of external and on-site influences for the entire range of property types includes environmental contamination, stigma, zoning changes, easements, incompatible use types and the project enhancement rule to name a few.

Additionally, we provide expert testimony before municipal planning and zoning boards on land use applications related to market studies, feasibility analyses, tax abatements, affordable housing, fiscal impacts, and school enrollment projections.



# Events & Workshops

Widely recognized for our thought leadership in translating today’s emerging trends to future market performance, Otteau Group hosts a series of Live Events & Workshops throughout the year on a variety of topics across New Jersey. Widely attended by real estate professionals and market

participants alike, these events are designed to increase your Real Estate IQ by providing a clear assessment of present-day circumstances and emerging trends. And most workshops are pre-approved for professional continuing education credits.

OUR ANNUAL LINEUP OF WORKSHOPS INCLUDES THE FOLLOWING:

Event Title	Time of Year
Commercial Real Estate Risk Forecast	January
Spring Housing Market Workshop	March
Advanced CMA Housing Workshop	March & November
Fall Housing Market Workshop	Late September – October
Registration typically opens 4-5 weeks prior to the event, with seats selling out quickly.	





# Christopher Otteau

MAI, AI-GRS

Managing Partner & Chief Appraiser



Christopher Otteau, Managing Partner and Chief Appraiser at Otteau Group, has been engaged in real estate valuation, consultation and advisory for 20 years, is qualified as a real estate expert by Superior Courts, State Courts, Federal Court, Zoning Boards, Planning Boards, and other various authorities. Further he is widely recognized as a top real estate adviser to developers, investors, and private equity funds in performing market/feasibility studies and

projecting returns for proposed projects across the country. Christopher currently serves as an Adjunct Professor at Monmouth University in Real Estate & Analysis and Real Estate Development, is a Rutgers University graduate, holds the State Certified General Real Estate Appraiser license, holds the MAI and AI-GRS Designation from the Appraisal Institute, and has obtained a Graduate Certificate in Hotel Real Estate Investments and Asset Management from Cornell University. He is the immediate past President of the Appraisal Institute Metro New Jersey Chapter.

# Jeffrey G. Otteau

ASA, IFA

Managing Partner & Chief Economist



Jeffrey G. Otteau has been engaged in real estate consultation and valuation since 1974 and holds the State Certified General Real Estate Appraiser certification, the highest level offered. He is also a Senior Accredited Member of the American Society of Appraisers (ASA). Jeffrey has been qualified as an expert in State and Federal Court and at hundreds of municipal and county proceedings, authored several texts on property valuation techniques and has lectured throughout North America.

He was a past member of the Appraisal Standards Advisory Council, which consulted with the Appraisal Foundation in Washington, D.C. on its agenda of projects and major technical issues. He has been recognized as one of the most influential people in the real estate industry by NJBIZ for the past 7 years and was named by ROI NJ as one of the Top-10 Real Estate Professionals in 2017 and 2018. He is frequently quoted in the New York Times and Wall Street Journal, and has made television appearances on CNBC, Bloomberg, Fox 5 News and NBC.

# Client List

## FORTUNE 500

Abbott Laboratories

Alcoa

American Home Products

Amoco Oil Co.

### **Anheuser-Busch Companies**

Armstrong World Industries

Bristol-Myers Squibb

Brown-Forman

Carter-Wallace

Circuit City Group

Digital Equipment Corporation

E. I. duPont de Nemours

Eastman Kodak Company

Eli Lilly Company

### **ExxonMobil**

F.M.C. Corporation

Foster Wheele

### **General Motors Corporation**

Hercules Incorporated

Marriott Corporation

McGraw Hill

Merck

Nabisco

### **Netflix**

Pharmacia & Upjohn

Procter and Gamble

Prudential Insurance Co.

Raychem Corp.

Rhone-Poulenc Rorer

Sara Lee Bakery

Schering-Plough

Time Warner

W.R. Grace

Westinghouse Electric Corporation



**ExxonMobil**



**NETFLIX**

## FINANCIAL INSTITUTIONS

Amboy National Bank

Bank of New York

Bank of Oklahoma

Bank of St. Louis

Barclay's Bank PLC

Broadway National Bank

Chase Home Mortgage Corporation

### **Citigroup**

Connecticut National Bank

Countrywide Financial

Federal Home Loan Mortgage Corp.

Federal National Mortgage Assoc.

First Savings Bank

First Washington State Bank

GMAC Model Home Finance

General Electric Credit Corporation

General Motors Acceptance Corp  
(GMAC)

Goldman, Sachs

Haven Savings Bank

### **JP Morgan Chase**

Magyar Bank

Morgan Guaranty Trust Company

New Millennium Bank

North Fork Bank

OceanFirst Bank

PNC Bank

Philadelphia National Bank

Pittsburgh National Bank

Quaint Oaks Bank

Resolution Trust Corp. (RTC)

Sovereign Bank

Texas Commerce Bank

The Dun and Bradstreet Corporation

Unity Bank

### **Wachovia**

### **Wells Fargo Bank**

**JPMORGAN  
CHASE & CO.**

**citigroup**

**WELLS  
FARGO**

  
**WACHOVIA**



# Client List

## DEVELOPERS

551 Park Avenue, LLC

ACCNJ

ARC Properties

### **Advance Realty Group**

Albery Garlatti Construction Co

American Properties

Avalon Bay Communities

BROC Development

Baker Residential

Beazer Homes

Bob Meyer Communities

Brandywine Realty Trust

Building Contractors Association of NJ

Byron-Hill Homebuilders

CJS Investments, Inc.

CRC Communities

Capodagli Property Company, LLC

Centex Homes

Clover LLP

Cobs Homes LLC

Community Investment Strategies

Cronheim Management Services, Inc.

D.R. Horton

D.R. Mon Group, Inc

Denholtz Associates

Diversified Realty Advisors

Edgewood Properties

Fallone Properties

Fernmoor Homes

Fidelco

Fields Development Group Co

Flatrock 3, LLC

Forest Knoll LLC

Foxmoor Development Corp

Heartstone Development, LLC

Heller Construction

Hotels Unlimited

Hub Realty

I Heller Construction Co

J.S. Hovnanian & Sons

JMF Properties

Jerald Development Group

### **K Hovnanian Homes**

Kaplan Companies

### **Kushner Real Estate Group**

Landis Group

Leewood New Jersey

### **Lennar Corporation**

Lexington Partners, LLC

M. Alfieri Company

M. Gordon Construction Co

MDK Development, LLC

Marble Arch Homes

Matrix Development

Matzel & Mumford

Matzel Development

McKinney Properties, Inc.

MetroHomes LLC

Mill Creek Residential Trust

Millennium Homes

Mountain Funding

NK Architects

New Jersey Builders Association

Northeast Housing LLC

Operating Engineers, Local No. 825

Orleans Homes

PRC Group

Paramount Homes

Parkwood Development

Phoenix Realty Group

Pinnacle Companies

Pugliese Invesco LLC

Pulte Homes

Renaissance Properties, Inc.

Richmond American Homes

Robertson Douglas Group

Russo Development

S. Hekemian Group, LLC

SCS Realty Investment Group, LLC

SJP Properties

Secaucus Brownfields Redevelopment

Severino Homes

Sharbell Building Company

Southfield Grand, LLC

Stanbery Development

Sterling Properties

Stock Development Group

Summit Materials-Blackstone Group

The DeRosa Group

The Schultz Organization

Tim Schaeffer Communities

Toll Brothers

Trammell Crow Residential

Tucker Development

White Oak Properties

Woodmont Properties



**ADVANCE**  
REALTY INVESTORS

**KHovnanian®**  
Homes

**KRE**

Kushner Real Estate Group

**LENNAR®**

# Client List

## LAW FIRMS

Ansell Zaro Grimm & Aaron  
Avelino Nitkewicz, LLP  
Backes & Hill, P.C.  
Bathgag, Wegener & Wold  
Becker Meisel, Attorneys at Law  
Borrus, Goldin, Foley et al  
Braff, Harris & Sukoneck  
Brause, Brause & Ventrice, LLC  
Carella, Byrne  
Celente Mueller  
Christopher W. Alegro, Esq.  
Connell Foley  
Conrad & Vincent Esqs.  
Copeland, Shimalla & Wechsler  
Day Pitney  
Eckert Seamans Cherin & Mellott  
Epsetin Becker & Green  
Ferrara & Associates  
Flaster Greenberg  
Fox Rothschild  
Frankfurt, Kurnit, Klein & Selz, P.C.  
Frizell & Samuels  
Giordano Halleran & Ciesla  
Greenbaum, Rowe, Smith & Davis  
Heilbrunn, Pape & Goldstein  
Herrick, Feinstein  
Hill Wallack  
Hoagland Longo Moran  
I & O Associates  
Indik & McNamara, P.C.  
JG & SR Associates LLC  
Jeffrey Fisher, Esq  
Joseph Fund Law Firm  
Kirkpatrick & Lockhart, Gates  
Law Office of Steven Rothblatt  
Law Offices of Erik Shanni, LLC  
Law Offices of William P. Deni, Sr  
Levine DeSantis, LLC  
Levine, Furman & Smeltzer, LLC  
Lum Danzis Drasco  
M.L. Moskowitz & Company  
Mandelbaum Salsburg  
Manning, Caliendo & Thompson, P.A.  
McCarter & English  
McManimon, Scotland & Baumann  
Mehr, LaFrance & Williams  
Morgan Melhuish Abrutyn  
Norris McLaughlin & Marcus  
Pamela M. Copeland  
Parker McCay  
Paul Fernicola & Associates  
Porzio, Bromberg & Newman  
Riker Danzig Scherer Hyland & Peretti  
Saul Ewing  
Shamy, Shippers & Lonski, P.C.  
Silvi, Fedeale & Hornschke  
Snyder & Sarno, LLC  
Sonnenblick, Parker & Selvers  
Stark and Stark  
Stein McGuire Pantages Gigl  
Sterns & Weinroth  
Stillwell & Main LLC  
Taff & Davies  
Tescher Law Firm  
The Dearie Group  
The Rotolo Law Firm  
The Ullrich Law Firm  
Trombadore & Wilson  
Wilentz, Goldman, & Spitzer  
Williams, Caliri & Otlew  
Wolff & Samson  
Zucker, Goldberg & Ackerman LLC





# Client List

## MISCELLANEOUS

### ADP

ARC of Middlesex County  
Bausch & Lomb  
Bristol Myers Squibb  
CSX Transportation  
Cerebral Palsy Assoc. of Middlesex  
Ciba-Geigy Corporation  
Cigna Corporation  
Clarke Caton Hintz  
Employee Transfer Corporation  
Ferber Company  
Franklin Mutual Insurance Company  
Frito-Lay  
Gulf Oil



Honeywell  
Janssen Pharmaceuticals  
Johns Manville Corporation  
Kaylan Realty Corporation  
Kemper Insurance Group  
Kraft-General Foods  
Make A Wish Foundation  
Management Planning, Inc.  
Market Intelligence  
**McDonald's Corporation**  
Mobility Advocates  
NY/NJ Baykeeper  
Nationwide Insurance  
Nestle USA



New Jersey Carpenter Pension  
North Jersey Oral & Maxillofacial  
Northeast Arc.  
OneBEacon Professional Insurance  
Perez Real Estate  
Princeton University  
Procida Advisors, LLC  
Rhoda Incorporated  
SIB Corp.  
Salvation Army  
Siemens Corporation  
**Somerset Valley YMCA**  
Sony Corporation of America



## GOVERNMENTAL

Bayonne Economic  
Opportunity Foundation  
Bloomingdale Borough  
Branchburg Township  
City of Asbury Park  
City of Bridgeton  
City of Perth Amboy  
City of Trenton  
East Brunswick Township  
Flemington Borough  
Garden State Initiative  
General Services Administration  
Hightstown Borough  
Hoboken City  
Hopewell Township  
Keansburg Borough



Linden City  
Manasquan River Regional Sewer  
Marlboro Township  
Medford Township  
Metuchen Borough  
Metuchen Parking Authority  
Middlesex County Improvement Auth.  
Middletown Township  
Monmouth County Park System  
Monroe Township  
Montgomery Township  
NJ Division of Law  
Environment Practice Group  
**NJ Transit**  
NJEDA  
NJSDA



### NYCHA

New Jersey Alliance for Action  
New Jersey Green Acres  
New Jersey Natural Gas  
North Brunswick Township BOE  
Oxford Township  
Public Service Electric & Gas  
Ringwood Borough  
Robbinsville Public Schools  
**State of New Jersey**  
Town of Cornwall NY  
Township of Riverside  
Washington Township  
West Milford Township  
West Orange Township



## HEALTHCARE

Clara Maas Medical Center  
Frances E. Parker Home  
JFK Health Systems, Inc

McCarrick Care Center, Inc.  
**RWJ Barnabas Health**  
St. Peter's University Hospital





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