



2023 Year in Review: Omar Eltorai, Altus Group

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Director of Research

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2023? My greatest professional achievement this year was the launch of Altus' Research team, which allowed us to connect our data with context from capital markets and macroeconomy. Establishment of the research team enabled me to create numerous thought-leadership pieces for the commercial real estate industry through podcasts, surveys, writing, and presenting.

What emerging trends will drive investment and development in 2024? With greater clarity on interest rates moving into 2024, market activity will pick up and bring improved price discovery along with it. 2024 will likely be the "basis reset" year as assets reprice to the higher-cost environment, fueling some negative headlines, but overall, restoring faith in the commercial real estate markets.

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