



Elliott Hannam, MSc. MRICS, AACI, P.App.
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Elliott has been working in property since 2005, holding a variety of roles in the public and private sector which have provided him with invaluable knowledge and experience. Elliott started his career at Royal LePage helping clients buy and sell residential, investment and agricultural property. Elliott found himself working in the public sector when an opportunity opened up at the Real Estate Division of the City of Winnipeg, where he focused on selling surplus City property, acquiring property for civic use, expropriation, and providing analysis for key property related decisions. Elliott's interest in property development found him moving to Qualico Developments where he focused on analysis and acquisition, planning, and community development. Through his career Elliott's main interest has remained constant, understanding the property market and what drives it, and helping clients better understand the full potential and value of property so they can make confident decisions whether buying, selling, leasing or developing.

Experience Highlights

- Valuation, market analysis and studies for a variety of master planned developments, infill redevelopment projects, and special use properties.
- Numerous acquisition schemes for civic works projects such as the Disraeli Bridge Expansion, Kenaston Road Widening, Bus Rapid Transit Phase 1. Working with various internal and external parties to identify acquisition requirements, value of required properties and impact on overall project budget, potential alternatives, and negotiating the acquisition of property (expropriating when necessary).
- Analysis, acquisition, and assembly of various key development land parcels.
- Management of various developments in Winnipeg and surrounding communities from concept to registration of plan of subdivision.

Education, Affiliations & Volunteer activities

Elliott has completed the Diploma Program in Urban Land Economics through the University of British Columbia with a dual specialization in property development and valuation, and a Master of Science in Real Estate (with Merit) through the University of Greenwich focusing on valuation and analytical decision making in property development and investment. Elliott is an accredited member of the Appraisal Institute of Canada (AACI, P.App.) a Chartered Valuation Surveyor as a Member of the Royal Institute of Chartered Surveyors, and a member of the American Real Estate and Urban Economics Association.