

Job Title: Investment Analyst

Location: Boston, MA

Job Description:

Redgate seeks an Investment Analyst to join our growing team. Redgate is a strategic real estate investment and advisory firm headquartered in Boston, with offices in Baltimore and New York City. Through our advisory platform – Redgate Real Estate Advisors – we offer project management, development management, asset management, planning and permitting strategy, and strategic advisory real estate services for corporations, institutions, and investors. Through our investment platform – Redgate Capital Partners – we offer an ownership stake in mixed-use property development to deliver attractive risk-adjusted returns to equity investors. Redgate Capital Partners’ affiliate, Gate Residential Properties, focuses on developing multifamily residences to foster “new urban neighborhoods.”

The Investment Analyst will report to the Vice President and be responsible for supporting all analytical needs as related to Redgate’s pursuit of investment opportunities and execution of its advisory service projects. This will involve supporting a broad range of investment opportunities, including ground-up developments, value-add acquisitions, recapitalizations, and dispositions of multifamily, office, industrial and mixed-use property types. Responsibilities will include, but not be limited to, creating and manipulating sophisticated financial models, conducting extensive market research, and preparing detailed investment memorandums and investor presentations.

This opportunity requires someone with an entrepreneurial approach to day-to-day activities. The Investment Analyst should be an enthusiastic independent worker with expert financial modeling competency, strong communication and people skills, and the ability to prioritize and multitask.

Duties & Responsibilities:

The Investment Analyst’s primary role is to provide support for Redgate Capital Partners’ new business pursuits and Redgate’s Institutional and Investor Advisory Services Group with all analytical needs. Duties and responsibilities will include:

- Work with Redgate Capital Partners Investment Team to underwrite and evaluate new investment opportunities:
 - Create complex financial underwriting models of detailed ground up development proformas, value-add acquisitions, ground lease structures, multi-level partnership waterfalls, debt financings, and as needed ad-hoc analyses
 - Run various sensitivity scenarios and identify impact on IRR, NPV, equity multiple, return on equity, return on cost metrics.
 - Identify and validate underwriting assumptions
 - Review and analyze investment offering memorandums
 - Create Investment Committee Memorandums, Investor Private Placement Memorandums, and Debt Pitch Books
 - Participate in internal Investment Committee and external Investor meetings
 - Evaluate potential new development sites for zoning and market feasibility
 - Assist with managing the acquisition due diligence process, including the review and analysis of operating information, historical and competitive real estate taxes, legal documentation, etc

- Interface with governmental jurisdictions on entitlement and zoning issues
- Support Redgate Capital Partners in its capital raise activities and marketing efforts.
- Support Redgate Capital Partners' asset management of existing investments:
 - Support Asset Manager with analytical and market research requests as needed
 - Build and maintain operational databases with existing owned property information and competitive property data
 - Run analyses to support debt refinancing and disposition efforts
 - Assist with annual budgets, monthly and quarterly reports as needed
 - Support requisition processes
- Market research
 - Be the organization's CoStar expert, able to navigate the comprehensive market research database efficiently, identify and disseminate relevant information
 - Conduct detailed market surveys regularly
 - Stay abreast of capital market news and trends
- Develop and maintain strong broker, appraiser, lender and equity partner relationships
- Participate in Investor Relations by responding to requests and producing monthly, quarterly and/or annual reporting as required
- Support Redgate's Investor Advisory Services Group with analytical requests and support as needed.
- Build and maintain collaborative relationships with entire Redgate team
- Contribute to the improvement of existing processes and promote the adoption of best practices as related to the above duties and responsibilities

Qualifications:

- Strong analytical and problem-solving abilities
- 2-3 years of experience in commercial real estate, preferably in a development, investment analysis or investment sales role
- BS/BA in finance, economics, real estate or other relevant discipline
- Advanced proficiency in Excel, with a strong aptitude for creating and manipulating sophisticated, complex underwriting models
- Expertise in Argus Enterprise, Microsoft Word, PowerPoint and CoStar
- Ability to think strategically and pay attention to detail.
- Strong written communication skills; Ability to present thoughts in a clear manner.
- Self-starter with the ability to learn quickly, work independently and as a team member, and complete tasks with minimal guidance in a fast-paced entrepreneurial environment
- Ability to prioritize, be organized and handle multiple tasks simultaneously
- Strong interpersonal and teamwork skills.
- Enthusiastic attitude

Please submit your resume and cover letter to: resume@redgate-re.com.