



ABOUT LONGPOINT REALTY PARTNERS

Longpoint Realty Partners is a real estate private equity firm headquartered in Boston, MA. The Firm focuses on maximizing risk adjusted returns by employing a fundamental value strategy to real estate investing. Longpoint seeks to take advantage of secular changes in consumer behavior by acquiring “last mile” industrial and infill retail properties located in five major markets (Boston, Dallas, Metro DC, Miami, New York/New Jersey) and five secondary markets (Atlanta, Austin, Houston, Nashville, Orlando).

JOB SUMMARY

Longpoint Realty Partners is seeking a Financial Analyst to support the Acquisition team. The Analyst will have the opportunity to assist in all aspect of the real estate investment and acquisition processes. The Analyst will be responsible for evaluating potential investment opportunities including modeling cash flows, assessing markets and the competitive landscape, conducting due diligence activities, analyzing investment returns, creating investment committee memos, and otherwise assisting in the communication of real estate acquisition, asset management, and disposition strategy. We are looking for an enthusiastic, positive, team player who is passionate about commercial real estate and enjoys being challenged on a day-to-day basis.

ESSENTIAL FUNCTIONS

- Prepare detailed projections of net operating income and cash flow utilizing financial modeling software (Excel and/or ARGUS); preparation and presentation of investment committee memos that are submitted to the Investment Committee and investors, as appropriate for approval of potential transactions;
- Conduct due diligence on various assets for potential acquisitions;
- Perform competitive and demographic research to assess real estate trends in prospective markets and identify investment prospects;
- Design, develop and implement financial and business plans of real estate opportunities from pre-operational activities including market research, data collection, underwriting, preparation of financial packages through post acquisition/development activities (asset management, budget performance) with the objective of driving project performance and effectiveness;
- Analyze and summarize leases, contracts, terms sheets, and other agreements necessary in real estate transactions;
- Conduct market research and analysis to provide a basis for assumptions used in financial modeling. Interacts with property management, consultants, brokers, and other market participants to both gather and verify research, assumptions, and conclusions;
- Complete projects and research focused on technological and demographic trends related to long term initiatives that will aid the Firm’s processes and work plans;

EDUCATION AND EXPERIENCE

- BA/BS degree (spring 2019 graduates will be considered);
- 1 year of relevant work experience in finance or real estate preferred, but not required;
- Strong financial/analytical and problem-solving skills with proven capabilities in financial modeling;
- Proficiency across entire Microsoft Office Suite (EXCEL, Word, PowerPoint, Outlook);
- ARGUS modeling experience highly desirable, but not required;
- Proactive self-starter with strong work-ethic who is not afraid to ask questions;
- Excellent written and verbal communication skills;
- A desire to work within a diverse, collaborative, team-based environment;
- Excellent organizational and interpersonal skills;
- Exhibits broad intellectual curiosity.