



## **ANALYST**

Longpoint Realty Partners

### **About Longpoint Realty Partners**

Longpoint Realty Partners is a private equity real estate 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 infill industrial warehouses and neighborhood center properties in major U.S. markets.

### **Job Summary**

Longpoint Realty Partners is seeking an Analyst to assist the investment team with acquisitions, real estate operations, portfolio management, fund raising, and a range of other responsibilities. 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.

### **Duties and Responsibilities**

- 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.
- 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.
- Apply knowledge of the firm's strategy and investments, as requested, to initiatives in portfolio management, fundraising, investor relations, asset management, corporate operations, and valuations.

#### Education and Experience

- Strong problem-solving skills and analytical capability
- Proficiency across entire Microsoft Office Suite (EXCEL, Word, PowerPoint, Outlook)
- Proactive self-starter with strong work-ethic
- Excellent written and verbal communication skills
- A desire to work within a diverse, collaborative, team-based environment
- Exhibits broad intellectual curiosity