

**Lincoln Property Company is one of the largest and most diversified real estate companies in the United States, offering a comprehensive suite of value-added services for its clients, including asset and property management, construction management, development and build-to-suit services, investments / acquisitions, and landlord representation. Lincoln is highly regarded within the real estate community and among its clientele: investors, lenders, tenants, and owners of commercial real estate. Additionally, its experienced team and ownership mentality uniquely position Lincoln as one of the most trusted real estate partners among institutional real estate investors. Founded in 1965, Lincoln currently has approximately 6,800 employees and maintains a presence in more than 200 cities in the United States and 10 countries throughout Europe. Lincoln manages and leases over 290 million square feet and has developed over 112 million square feet of office, industrial, and retail projects, and currently manages over 140,000 multifamily units. Acquisition activities exceed \$7.5 billion over the last 15 years, and Lincoln currently has over \$30 billion in assets under management.**

## **POSITION AVAILABLE: Development Analyst**

Candidate will be responsible for assisting the Northwest U.S. Regional development team and reports directly to the Director of the Northwest. Primary responsibility includes helping underwrite and present investment opportunities to investors and lenders through extensive proforma modeling, preparing market analysis reports, demographic analysis, tracking potential sites and competing developments. Additionally, the candidate will be involved in supporting zoning efforts and preparing RFQ/RFP's including detailed text and power point presentations. Some travel may be required.

### **Duties Will Include**

- Analyze development and acquisition projects using Excel modeling spreadsheets
- Support office development team members
- Assist Northwest Director with various ad-hoc financial analysis and financings
- Maintain region-wide development and acquisition pipeline analysis and reporting
- Monitor and model construction projects for cost rejections
- Monitor research of Regional and US markets regarding rent, employment, permits, and supply and demand trends (includes review and analysis of demographic software)
- Assist management team on other projects, as needed. (i.e., acquisitions, military housing, SF lot development, budgets, management fee analyses, etc.)
- Due diligence research on rent, expense, utilities, taxes and pre-development fees

### **Additional Tasks Will Include**

- Tracking deal status through monthly reports, assisting in loan closings, and providing deal status to home office. Some travel may be required.

### **Preferred Skills**

- Strong excel skills and related macro programming, power point, web search engines
- Strong written and verbal skills
- Ability to handle multiple tasks and for multiple projects
- Ability to work independently and with team of professionals as needed
- Ability to track market data (development pipeline, competing projects)
- Ability to aggregate and interpret demographic information (employment trends, population growth, income trends). Use of demographic / mapping based software will be included
- Strong financial analysis skills in working with detailed financial models
- Ability to help create compelling presentations for zoning and investment offerings
- Knowledge of source & use and flow of funds concepts is helpful
- 1 to 3 years in residential development or related field required.

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