

Position: Regional Economist Midwest

### **Role and Responsibilities**

The Regional Economist has the overall responsibility for staffing, content production, and content quality of the CoStar Market Analytics product offering in that region. The Regional Economist will also assist in selling the CMA product, helping to onboard new CMA clients, driving client usage of CMA, and improving CoStar's presence in local markets in the region. And other duties as assigned.

#### **Leadership and management of local Market Analysts in the region (50%).**

Market Analysts in the region will report to the Regional Economist, in most cases working remotely. It is the Regional Economist's responsibility to staff these positions and ensure they are producing the results expected of them.

- Set, communicate and ensure achievement of regional goals in line with overall corporate goals for CMA.
- Implement systems and processes around producing high-quality, timely content.

#### **Analyze and communicate regional economic and apartment trends and forecasts to CMA clients. (20%)**

The Regional Economist is also responsible for the analytic content that is produced in the region. Some of this content will be produced directly by the Regional Economist, some in partnering with analysts in the region, and some directly by the analysts.

- Produce written analysis and content at a regional or national level around economic, demographic, and real estate trends.
- With local Market Analysts, the Regional Economist will prepare and deliver frequent in-person market updates to CMA clients, focusing on economic and apartment trends in the region and market.

#### **Promote the CoStar Market Analytics product offering. (10%)**

The Regional Economist, being in a position of seniority and influence, is responsible for creating awareness and interest in the CoStar Market Analytics offering. They should ensure CoStar has a high profile presence in each local market.

#### **Contribute to the design of the CoStar Market Analytics product offering. (10%)**

The Regional Economist is responsible making the CoStar product offering more useful and valuable to customers by influencing the design of reports, product features, and data sets within the CoStar Market Analytics product offering.

#### **Source and execute consulting projects. (10%)**

The Regional Economist will actively seek consulting work for which CoStar's data and information offers the best solutions. This may involve taking a lead role on local market assignments within the region or a supporting role in national assignments.

### **Skills And Experience**

- At least 10 years of experience working in Real Estate as an analyst, researcher, or consultant.
- Strong analytic skills: Excel, SQL, and statistical programming knowledge required.
- Portfolio of insightful, well-written publications required.
- A degree in economics, finance, or real estate (graduate degree preferred).
- Deep familiarity with local real estate markets and cities in the region.
- Managerial experience working with geographically disperse teams; coaching and mentoring skills.
- Polished presentation and communication skills, comfortable interacting with senior executives.
- Able to travel regularly within region.
- Must be legally authorized to work in the US

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