

REAL ESTATE/MARKET RESEARCH ANALYST

Development Strategies is seeking to add a Real Estate/Market Research Analyst to its team. Development Strategies is a strategic planning firm that provides consulting to cities, developers, lenders, and companies in the areas of real estate, economic, and community development. Located in St. Louis, Missouri, we have a diverse portfolio of successful projects throughout the United States.

This position requires 0-2 years of experience, and involves research on real estate, economic, and demographic trends, transportation routes, and other elements relating to real estate market analysis. Key roles include providing research and written summaries for project managers and senior staff.

RESPONSIBILITIES

- Assist project managers with a variety of the firm's assignments
- Professionally interact with clients in person, phone conversations, and email correspondence, respecting confidentiality and the value of their time
- Conduct in-depth research (typically online or through personal interviews) of real estate markets, local economic trends, neighborhoods, area social services, transportation routes, etc.
- Identify appropriate market areas from which developments will generate greatest demand
- Select and analyze comparable properties
- Field work including touring and photographing development sites, market areas, and comparable properties
- Evaluate impacts of proposed developments on local economies, and assess economies' potential to support proposed developments
- Conduct demographic analysis of regional real estate markets
- Collect competitive market intelligence through online research, cold calling, and other methods
- Analyze proposed rents/sale prices for practicality and competitiveness within regional markets
- Analyze operating expense pro formas, and recommend budgetary modifications as needed
- Identify and describe potential development risks or opportunities
- Calculate statistical demand for real estate ventures, interpreting complex data in a concise, comprehensible manner
- Collaborate with project managers to prepare reports and memos that engage a broad range of audiences:
 - Follow the firm's report templates and guidelines, or those provided by client
 - Write in a clear and concise manner
 - Use photographs, tables, charts, and graphs consistently and appropriately
 - Integrate written and quantitative analysis with graphic and visual elements
 - Create graphics that convey numeric analysis
 - Devise infographics that concisely summarize key findings
- Minimal travel; may increase with experience

Please submit letter of interest and resume to:

Brad Beggs

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