Real Estate Job Board

Last updated 10/11/17

Jobs posted here are provided by Friends and Alumni of the UF Bergstrom Center for Real Estate Studies and are available to our Real Estate Advisory Board, other UF Bergstrom Center Friends and Alumni, as well as current students in the UF Nathan S. Collier Master of Science in Real Estate program. Send your job announcements and updates to Pam DeMichele at DeMichPL@ufl.edu.

Current Openings:

**Investment Sales Analyst at Walker & Dunlop 10/11/17**
Position: Analyst
Description/Requirements:
- Conduct market and property specific research and analysis
- Perform the underwriting and valuation of multifamily/commercial real estate
- Assist in the preparation of marketing proposals and presentations
- Minimum of 2-3 years of previous financial analysis experience (preferably in multifamily real estate)
- Real estate sales associate license preferred
- Strong knowledge and proficiency in Excel, PowerPoint and other Microsoft office applications

Potential candidates should send their resumes to Mr. Michael Mulkern, a 2014 MSRE graduate and senior analyst at Walker & Dunlop.
P: 954-375-2373
M: 954-439-2573
Email: MMulkern@walkerdunlop.com

**Commercial Research Analyst at Cushman & Wakefield 9/5/17**
Location: South Florida (east coast)
Position: Commercial Real Estate Analyst
Description: [https://southfloridacommercial.cushwakedigital.com/](https://southfloridacommercial.cushwakedigital.com/)
Contact: Mr. Scott O'Donnell, Executive Director Capital Markets
954.377.0474
Scott.ODonnell@Cushwake.com

*South Florida Commercial Real Estate Analyst Role*
The Analyst will play an integral role on a market leading nine person Capital Markets team evaluating and crafting marketing collateral for office and industrial investment real estate throughout South Florida.

Specifically, the Analyst will play a leading role in analysis of new investment sale and mortgage financing proposals and sale opportunities that range in value from $5,000,000 to $100,000,000+. The Analyst will receive a unique range of responsibilities throughout every phase of the deal process from assisting team members with researching pursuit leads to analyzing and underwriting potential new investment sales to monitoring and managing the due diligence process.

The candidate needs to be a team-oriented individual with strong computer skills and a passion for financial analysis. The ideal candidate will have the following:

- Exceptional modeling, valuation and analytical skills including Argus and Excel
- Strong research and critical thinking capabilities
- Superior academic performance record and reasoning skills
- Creative writing skills including a grasp of the use of adjectives to write powerfully and promotionally
- High level of maturity with the discipline to thrive in an entrepreneurial environment
- Strong work ethic combined with a healthy work/life balance

Compensation includes salary and bonus tied to team sales offering above exceptional income potential. For more information please contact:

Scott O'Donnell  
Executive Director  
Capital Markets  
954.377.0474  
Scott.ODonnell@Cushwake.com

Research Analyst at JLL 9/5/17
Position: Research Analyst  
Location: Miami, FL  
Contact: Mr. Marc L. Miller at marcl.miller@am.jll.com or visit www.jll.com

The role:  
The Office Research Analyst position contributes to best-in-class research that differentiates JLL and builds and maintains a competitive advantage in the South Florida marketplace through market expertise, analysis and insight.

The analyst’s primary responsibilities will be to track and analyze all aspects of the downtown commercial retail and multifamily real estate market and leverage that knowledge and expertise in the development of research products, client deliverables and business development packages. This position will work closely with professionals throughout the South Florida JLL offices, as well as colleagues throughout the Americas Research group.

Overall objectives:
- Gather, verify, catalog, maintain, and enhance raw real estate related data for complex trend analyses
- Create customized research deliverables at the market and submarket for the office market
- Develop, enhance and leverage a deep knowledge of the regional economy, demographics and commercial retail and multifamily real estate markets
- Proactively deliver regular and timely insights on market activity and economic trends to key stakeholders
- Develop and share best practice standards with internal colleagues throughout the national research platform
- Develop strong relationships with internal and external clients and facilitate the use of research as a differentiator
- Learn and enhance knowledge of the local real estate markets and regional economy
- Build and enhance overall research product standards and quality control
- Work with business leaders to position research to consistently contribute to business development efforts
- Assist with research on assigned geographic market and be the point person for all research projects from internal and external clients within that market
- Understand internal resources and enhance proprietary technology infrastructure and work alongside our GIS and analytics teams to bring the data and research created to life

Specific responsibilities
- Track, maintain and disseminate detailed data for critical office market indicators, including
  - Leasing activity and comparables
  - Building and land sales activity and comparables
  - Development pipeline
  - Tenant in the market
  - Large blocks of space
- Through the information tracked above, lead a quarterly office market statistics and report process at the city and neighborhood level, including data collection, verification, analysis and report and collateral creation
- Contribute proactively and effectively to all pitches, presentations and prospecting efforts
- Respond to all internal and external client requests for data and insight
- Develop thought leadership pieces on key trends, issues affecting the market, economy, region and industries
- Analyze and report on the local and regional economy with respect to employment statistics, major corporate activity, industry trends and demographics
- Attend all relevant sales team meetings and actively contribute local or national research insights

Experience and qualifications
- Bachelor’s degree and strong academic performance
- Understanding of economics, both on a micro and macro level
- Demonstrated interest and passion in real estate with a strong commitment to learning street-level market dynamics
- Proficiency in all standard Microsoft office programs; working knowledge of Adobe Creative Suite is preferred
- Experience with other data and statistical applications (i.e., Tableau, SQL, Access, ArcMap) or ability to learn and execute new technologies is preferred, but not required
- Understanding of Geospatial concepts and mapping software is preferred, but not required.
- Ability to multitask and effectively manage time and workload
- Collaborative attitude and willingness to both work independently and as part of a dynamic team
- Effective written and oral communication skills
- High-level analytical and problem-solving skills and strategic-thinking capacity
- Experienced, polished and innovative presentation skills
- Accuracy, attention to detail, organizational/prioritization skills
- Intellectual curiosity

About JLL Research

JLL Research consists of 550+ full-time professionals globally and is the largest research group in the real estate industry and among the best of any world-wide professional services firm. Our mission is "To create clear competitive advantage for our clients through the strategic use of accurate data, market intelligence and innovative thinking from around the world." Our research activities include maintaining comprehensive property market databases; analyzing current market conditions and future trends; understanding the factors that drive property performance and occupancy trends; and providing research-led strategy and advice to investors, developers and occupiers around the world. We are committed to developing new metrics and methodological tools to capture and understand the factors driving office, retail and warehousing/logistics real estate markets across the world and bring insight to the future for our clients.

To Apply / contact information

To apply for this position or seek additional information, please contact Marc L. Miller at marcl.miller@am.jll.com or visit www.jll.com.

Analyst at Blanca CRE 8/1/17

Position: Analyst
Location: Miami, FL
Description: see below
Contact: Ms. Diana Pubchara diana.pubchara@blancacre.com

Job Responsibilities
- Continuously track office market and identify key trends for monthly market snapshots and quarterly office market reports
- Update market statistics and prepare reports
- Conduct market analysis for pitch presentations and ownership presentations
- Maintain and streamline the market research process and reporting
- Conduct financial analysis for tenant advisory practice
- Support business development by conducting strategic research, targeted canvassing and uncover new business opportunities across service lines
- Canvassing of buildings throughout South Florida
- Qualify data for CRM and other business development opportunities
- Update and maintain availabilities and stats for Blanca office leasing portfolio

Skills and Experience
- Highly proficient in Excel
- High attention to detail and process oriented
- Strong writing and communications skills
- Bachelor’s degree in Finance preferred
- 2 to 3 years of experience in a research capacity
Land Acquisition Analyst at KB Home 7/28/2017
Location: Tampa, FL
Position: Land Acquisition Analyst
Description: see below
Contact: Mr. Jeff Oligschlaeger (is the hiring manager), Land Acquisition Manager; KB Home Cell Phone: (913) 909-0343 JOligschlaeger@KBHome.com Students will also work with an internal recruiter that will schedule our assessment, as well as interviews.

KB Home, a Fortune 1000 NYSE company and one of America’s premier homebuilders, has an immediate employment opportunity available. The Company operates in 10 states across the nation from California to Florida.

KB Home is one of the largest and most recognized homebuilding companies in the United States. Since its founding in 1957, the company has built more than half a million quality homes. KB Home’s unique homebuilding approach lets each buyer customize their new home from lot location to floor plan and design features. As a leader in utilizing state-of-the-art sustainable building practices, all KB homes are highly energy efficient and meet strict ENERGY STAR® guidelines. This helps to lower monthly utility costs for homeowners, which the company demonstrates with its proprietary KB Home Energy Performance Guide® (EPG®). KB Home has been named an ENERGY STAR Partner of the Year Sustained Excellence Award winner for five straight years and a WaterSense© Partner of the Year for four consecutive years.

Job Summary: The Land Acquisition Analyst will work directly with the Land Acquisition Manager and Vice President of Land in the pursuit of land opportunities for the construction of large single-family home communities. The analyst will be responsible for underwriting, market research and analysis, comparative market analysis, and assisting with land sourcing. The analyst will also gain exposure to land development, land entitlements, and the due diligence process.

The Tampa Land Team is seeking an intelligent and ambitious individual that is eager to learn. The Division has aggressive growth goals and would like to hire an individual with the ability to learn quickly and move up the ranks as the company grows. Education/Experience/Minimum Qualifications:

- Minimum of a Bachelor’s Degree or higher (Preferred majors include, but are not limited to: Real Estate, Finance, Accounting, Business, Mathematics, and Engineering)
- GPA of 3.0 or higher
- Strong technical and analytical skills
- Excellent oral and written communication skills
- Must be proficient in Microsoft Excel (at least intermediate level)
- Strong organizational skills
- Market analysis experience a plus

Director of Accounting at Crossman & Company 7/10/17
Location: Orlando, FL
Position: Director of Accounting
Description: see attached
Contact: To apply please send your resume to careers@crossmanco.com

Company Description: Crossman & Company is a full service commercial real estate firm that advises its clients in leasing, management, development and investment sales of retail and office properties. Our clients are a broad mix of third party institutional owners and private investors. The company is one of
the largest third-party retail leasing and management companies in the Southeast with over 28 million square feet under leasing and/or management.

Summary: The Director of Accounting has the overall responsibility for supervision and monitoring of accounting and reporting operations for a growing portfolio of third party managed commercial properties. In addition to the supervisory function, the Director of Accounting also plays a “hands-on” role in workflow production. The ideal candidate is a highly motivated leader with a strong accounting background within a commercial real estate environment.

General Responsibilities:
• Mentors, coaches, and develops a team of 10+ accounting professionals including Accounting Managers, Property Accountants and support staff
• Performs financial reporting functions for private investors and for institutional real estate owners and special servicers whose needs are complex and highly customized
• Coordinates budgeting and forecasting functions for real estate owners and special servicers
• Coordinates the transition process of properties entering or exiting the managed portfolio
• Coordinates the annual CAM reconciliation process
• Performs detailed lease abstractions
• Collaborates with Accounting Managers to establish best practices, determine job functions, and allocate assignments
• Assists teammates in all departments with questions, research and resolution of issues
• Maximizes functionality of accounting and property management software
• Other duties as assigned

Education & Experience:
• 4 year degree in Accounting required; Graduate degree in Accounting preferred
• Certified Public Accountant (CPA) license preferred
• 10+ years of combined Public Accounting and Private Accounting experience
• 5+ years of real estate industry experience preferred
• Strong knowledge of GAAP, internal controls and financial reporting
• Knowledge of real estate accounting software including Yardi, MRI, Kardin
• Excellent interpersonal and communication skills
• Demonstrated ability to accomplish goals through team leadership
• Ability to work collaboratively across multiple business lines

Senior Analyst at Regency Centers 7/6/17
Position: Senior Financial Analyst Location: Jacksonville, FL Description/Contact: https://www.recruitingcenter.net/Clients/regencycenters/PublicJobs/controller.cfm?jbaction=JobProfile&job_id=11450 About the Company:
Regency Centers Corporation (NYSE: REG) With more than 50 years of experience, Regency is the preeminent national owner, operator and developer of neighborhood and community shopping centers. The Company’s portfolio of 429 retail properties encompasses over 59 million square feet, is primarily anchored by productive grocers, and is located in affluent and infill trade areas in the country’s most attractive metro areas. Regency has developed 227 shopping centers since 2000, representing an investment at completion of more than $3.5 billion. Operating as a fully integrated real estate company,
Regency is a qualified real estate investment trust that is self-administered and self-managed, and a member of the S&P 500 index.

About this Opportunity:
Regency Centers is seeking a Senior Financial Analyst to join our corporate office located in Jacksonville, FL. The Senior Financial Services Analyst is primarily responsible for preparing, reviewing, and analyzing the portfolio’s property level net operating income (NOI).

Key Responsibilities:
• Prepare, review, and analyze NOI monthly and quarterly reports, including Quarterly Business Review reports, Board reports, and Supplemental reports
• Provide analysis on NOI, including actuals results vs. forecast/budget
• Assist with preparation and review of property level NOI budgets and forecasts
• Assist with monthly and quarterly reporting of lease activity, % leased, and other operating metrics
• Assist with Analytics Platform projects, currently NOI, including testing and delivery to users

Qualifications Required:
• Bachelor’s Degree in Finance, Accounting, Business Administration, or Economics
• One to three years of experience as a Financial Analyst in an accounting or finance department
• Advanced level proficiency with current Microsoft Office software (particularly Excel), email and Internet functionality
• Experience with analytical and problem solving skills in a professional environment
• Functional/Technical Skills, knowledge of terminology and processes in a Financial Department
• Ability to quickly assimilate, analyze and understand complex information. Efficient in calculating and utilizing numeric data for reasoning and problem solving

Qualifications Preferred:
• Experience in a Real Estate organization preferred
• Knowledge of JD Edwards other financial reporting software preferred

Personal Characteristics:
• Priority setting, attention to detail, and organization and time management skills
• Decisiveness, analytical and problem-solving skills
• Integrity and trust, customer focus, interpersonal savvy and perseverance
• Ability to work under strict deadlines and handle simultaneous projects
• Strong written and oral communication skills with all levels of individuals