

## **REAL ESTATE ANALYST/INVESTMENT WRITER**

CB Richard Ellis, the world's largest commercial real estate firm, has an immediate job opening in its Ontario office (<http://www.cbre.com/usa/us/ca/ontario>). The position will support the Southern California multi-housing group ([www.cbre.com/spd](http://www.cbre.com/spd))—a team of brokers that handle the disposition of large multifamily assets valued above \$15,000,000.

### **Job Description**

When marketing an asset to the investment community, our team furnishes potential investors with a comprehensive investment overview package, called an “offering memorandum” or “OM” for short. The OM fully details the acquisition opportunity. For some assets, there is an opportunity to enhance the building with upgraded flooring, cabinets, appliances, etc. which in turn will allow the operator to increase rental rates. Other assets are superbly located in urban centers, offering investors a steady cash flow with promising appreciation in the rents, while other assets are adjacent to up-and-coming employment hubs contributing to an increased demand for the asset, hence, solid rent growth. Still others are either poorly managed, are located in markets that had a significant portion of their supply converted to condominiums, or are considered rare acquisition opportunities, etc. The key is to discover each particular asset's “story” and effectively communicate its potential strategic “upside.”

We are looking for a bright individual to (1) help develop content (i.e. research/analyze) as well as (2) skillfully write it.

#### **1. Content Development/Analysis**

This aspect requires the individual to comprehend the economic rationale of the opportunity. Various rent or inventory analyses can be performed as well as considering other economic factors such as demographic trends, location aspects, and planned developments.

#### **2. Writing/Communication**

Once all the content is developed, it has to be effectively marketed in the OM. This is a presentation of graphs, charts, figures, aerials, and verbiage. The written portion is considered “business writing,” in the form of a precise, concise and factually based manner of communication (all ideas quantified in some way).

### **The Applicant**

While relevant experience is beneficial, it is not required. Pertinent coursework and projects will be considered. The applicant **MUST** possess excellent writing skills above all else, and should expect to demonstrate his/her competency to quickly learn the business and investment/economic rationale. All majors are welcome to apply.