



Capital Markets Analyst

About Lauth Group, Inc. & Lauth Communities:

Lauth Group, Inc. is a fully integrated commercial real estate company that has been a leader in the development, construction, acquisition, management, and ownership of commercial and multifamily real estate (through its wholly owned subsidiary Lauth Communities, LLC) for the past 47 years. With billions of successfully completed projects, Lauth's experience offers clients and partners the flexibility, team, and expertise to complete any real estate project. Lauth's clientele includes Fortune 500 firms, privately held corporations, REITS, and private investors.

Since 2011, Lauth has transacted nearly \$1 billion through the acquisition, disposition, and development of 2,500+ units of multifamily and 4 million square feet of office, industrial and retail commercial space.

Job Overview:

The Capital Markets Associate will be instrumental in the growth of Lauth Communities' acquisition and development and Lauth Group's commercial development lines of business. The role will be based in Lauth's Carmel, Indiana corporate office. The position will have the unique opportunity to collaborate directly with company partners, multifamily acquisitions team, and property management team to analyze assets under management, and underwrite potential acquisitions and developments in targeted markets.

This role will provide exposure to a variety of real estate investments, including multifamily, mixed-use, office, and industrial properties, and will span various risk profiles, transaction structures, and geographic regions.

The position offers a fast-paced work environment in a dynamic organization with specific responsibilities varying day-to-day across projects.

Responsibilities:

- Support the evaluation and underwriting of acquisition and development opportunities by performing complex financial analyses, including Argus valuation models and Excel-based pro formulas, cash flow projections, sensitivity analyses, and municipal incentive analyses.
- Review and analyze investment offering materials and gather and evaluate economic and market intelligence, including leases and sales comparable, location analytics, and demographic data.
- Support the sourcing of equity and debt capital by preparing detailed financial models, presentations, and other required deliverables for prospective investors and lenders.



- Assist with the preparation of investment committee memos for both internal and third-party review.
- Assist with managing due diligence on potential investments, including the review and analysis of leases, operating information, legal documentation, and other investment-related information, as well as touring properties, engaging with owners, brokers, and other key stakeholders, and participating in interviews with tenants and service providers.
- Collaborate with leasing, asset management, property management, accounting, and other internal stakeholders to validate and optimize underwriting assumptions on new opportunities.
- Complete research and other ad-hoc analyses as required.

Experience / Skills Requirements:

- 5 years of experience in commercial real estate investments, asset management, commercial banking, and/or investment sales.
- Experience underwriting multiple property types with a preference for multifamily, mixed-use, office, and/or industrial.
- Strong financial and analytical skills with advanced proficiency in Argus and Excel, a strong understanding of real estate investment metrics, and experience modeling joint ventures and distribution waterfalls.
- Strong verbal and written communication skills, including a high standard of professionalism and responsiveness with both internal and external stakeholders.
- Ability to work independently and as part of a team with exceptional organizational skills and a strong proficiency with multi-tasking and meeting deadlines in a demanding, fast-paced work environment.
- Bachelor's degree (BA/BS) from a four-year college or university in a relevant field of study (finance, real estate, economics).
- Understanding of financial concepts (DCF, ROI, IRR, NPV, Cap Rate, etc.) and factors affecting these metrics.
- Meticulous with strong organizational and analytical skills.
- An initiative/aptitude to operate and improve dynamic Excel models.
- Entrepreneurial mindset.
- Ability to work in a demanding environment with limited guidance.
- Flexibility and willingness to work long hours when necessary.
- Ability to travel.

Interested applicants are requested to send resumes to marketing@lauth.net