

About the job

McLaughlin, as Advisor-Counselor, we are vested in our client(s) and committed to working diligently toward achieving common goals and objectives that minimize client risk and maximize their wealth while maintaining professional integrity, trustworthiness, communication skills, competencies and expertise in distinct commercial real estate strategies, and to collaborate with due diligence and professional service team members with the acquisition or disposition end game in mind.

Title: Managing Director, Real Estate Acquisitions

McLaughlin Investments, Inc., is a leading middle market CRE firm dedicated to meeting the evolving investment and capital needs of our clients and customers. Through **active asset management** and direct origination, we provide innovative solutions and access to differentiated opportunities across New England private capital markets.

Typical McLaughlin Responsibilities

- Source, originate, underwrite, negotiate, and close real estate equity investments, including development or Add-Value opportunities **and** existing assets within the commercial office, retail, industrial and multi-family sectors.
- Source and identify on or off market opportunities for HNW or 1031 clients, new joint venture or equity partners who meet the Company's criteria and create relationships which will provide a consistent pipeline of suitable investment opportunities.

- Source and identify direct CRE investment opportunities, including 1031 Exchange which meet a variety of return parameters from core through opportunistic.
- Present and defend investments to the Client, their Investment Committee and debt provider.
- Draft and submit Non-Binding LOI's on client's behalf, including counteroffers.
- Work with legal counsel to negotiate purchase agreements, partnership agreements and related legal documentation
- ***Oversee and coordinate the underwriting and due diligence of each transaction including debt placement-appraisal, financial modeling-valuation-proforma risk analysis-Sensitivity-Growth-Vacancy history-Outstanding LOI's; LP/GP waterfalls, market surveys; tenant interviews, credit analysis, Lease(s), NNN Verification, Cotenants Clause, and Tenant unit sales-Health Factors, property management interviews-defaults-municipal notices-deferred capital improvements-budgets, insurance policy-binder, Lender Interview, broker interviews; service provider interviews, interacting with Asset-Property management personnel, tenants, and local government officials (Building, Planning Board, Board of Health, ZBA-SP, environmental, Conservation, Flood Mapping-FEMA, Legal Title Run- Alta Survey-ROW-Easements-Curb Cuts-Set Backs-FAR-Zoning & Use-Parking/Ratios and Site Plan COC, Security-Crime, As-Built Survey, Occupancy Permit(s), Fire Safety, Elevator, ADA, Structural, Roof & Warranty, Electrical, HVAC-age-warranties-dead), Capex Budgets, Aerial Video's, Vimeo-Pictometry-Google Earth, Title V/Septic/Municipal W&S, Utilities, Abatement Filings, Arbitration hearings/ Tax or Lease, ordering, coordinating, and analyzing third-party reports-feedback-fees.***

- Provide Client with information regarding current market conditions, including supply, demand, financial markets, risk hurdles and competitor activity.
- Collaborate with other members of the investment team to achieve overall regional objectives.
- McLaughlin utilizes best in class market information provers such as Costar, LoopNet, Trepp, Realty Rates, RERC, MSCI/RCA CPPI, Greenstreet, Moody's Analytics , Counselors of Real Estate, CCIM STDB, MIT, Harvard, NYU Schack, Wharton-Zell Equity, Buffet/Munger, U-Denver, Northeastern, Princeton, Site Selection, Numerous Leading CRE Economists; Torto, Levy, Barkham, Linneman, Conroy, Red Shoe Economics, Thomas, Fink, Hugh Kelly, National Banks, FED, WSJ, Bloomberg, Barons, Market Watch, Bisnow, Compstak, Black Rock, Demographic, Income/Schools/Migration, NAIOP, ULI, Nareit, CREXI, Ten-X, FEMA, Radaris/Sex Offender, Realtor.com/RPR commercial, List, Traded, MBA, JLL, CBRE, and Newmarket Capital Markets Research.

Knowledge

- 42 years of commercial real estate investment experience, including twenty (27) seven as an acquisition and disposition Advisor-Consultant.
- \$1,000,000,000 deal track record closing in execs of 1,000 CRE transactions.
- Bachelor's degree in business, including expertise in debt placement, review of property financials, balance sheets, P&L's, and Federal & State Tax Return statements.
- Twenty (20) year holder of Massachusetts Unrestricted Construction Supervisor License

- Holder of Massachusetts and NH Real Estate Brokers Licenses, including Reciprocity with ME.
- Expertise in a variety of real estate asset classes; Multi, Office, Industrial, Retail, Land Development, Mixed Use, Add-Value Opportunity.
- 30 Years CRE experience within property management service group
- 40 Years and seven (7) recessions of Lender Work-Out/OREO expertise servicing FDIC, RTC, Recall Management and other New England based regional financial institutions
- Expertise identifying, developing, and structuring joint venture partnerships.
- Strong network of contacts among owners, developers, brokers, financiers, service providers active in the New England markets.

Expert Competencies

- Expert negotiator with demonstrated ability to achieve consensus.
- Expert due diligence investigator (You make or lose your money on the buy!).
- Expert financial skills with a capital markets perspective including the ability to structure investments to achieve Client's investment requirements, i.e., risk assessment, built up cap rate, equity yields or dividend rates, irr returns, COC, Capex Budgets, exit strategy.
- Exceptional risk predictor with quantitative underwriting skills.
- Ability to interact with members of senior management, executives, and line staff in a positive and collegial manner.
- Ability to influence others and win support on critical issues.
- Strong client service focus.
- Possess a high standard of professionalism and integrity.

- Ability to prioritize, multi-task and meet tight timelines.
- Ability to make key recommendations and decisions based on factual data and years of market experience within the CRE middle market space.
- Exceptional work ethic even though there may be no guaranty of success based on market risk factors.
- Exceptional interpersonal, verbal, and written communication skills.