

TAX CREDIT GROUP

Marcus & Millichap

Agent – Investment Real Estate

The Tax Credit Group (TCG) of Marcus & Millichap is seeking a qualified candidate with 3-5 years of prior multifamily brokerage experience who is ambitious, intense, solution-driven and ready to join our Seattle-based real estate services team. TCG is the pioneer and national market leader in providing transaction brokerage services for properties financed using Section 42 Low Income Housing Tax Credits.

Our objective is to find a candidate with solid communication and financial analysis skills, along with a passion to learn our business. The position provides an opportunity to leverage prior brokerage work experience, learn the Section 42 niche and manage the marketing of transactions across the country. Opportunity will provide experience in execution of brokerage tasks necessary to complete a transaction, from initial underwriting through closing. Candidate will be exposed to many complex real estate transactions involving partnership interests and tax credit issues. Excellent interpersonal and communication skills and attention to detail are required to work effectively with the TCG team, other remote agents, buyers, and sellers. Candidate should exhibit integrity at all times and possess leadership qualities. Once candidate masters the principal responsibilities of the job and proves his or her capabilities, we offer substantial opportunities for increased responsibilities, growth and advancement within our group and the industry.

Primary responsibilities:

- Understanding the fundamentals and complexities of tax credit real estate transactions
- Calling buyers throughout the U.S. to introduce transactions, drive bids, and/or assist in driving the market-making process
- Developing relationships with tax credit property owners
- Assisting Directors with the hands-on execution of transactions in various phases
- Managing transaction status and issues through all stages of execution
- Performing underwriting on assigned transactions. Contributing to process improvements and service delivery to our clients

Necessary Attributes:

- Ability to work under deadlines without sacrificing attention to detail
- Capable of communicating clearly and effectively with TCG team and deal constituents (excellent verbal and written communication skills are required)
- Energetic, personable and self-motivated
- Has a team-player attitude to work successfully with various personalities

Required qualifications:

- 3-5 years of experience. Preferred experience in real estate brokerage or investment banking, or other transaction-oriented business
- Must have or obtain a Washington State Real Estate Salesperson license
- B.S. or B.A. degree required, with a concentration in finance or economics strongly preferred; MBA a plus
- Microsoft Office applications and general computer skills; Excel skills are most important
- Experience working in a fast-paced environment

Compensation:

Salary is \$45,000 - \$60,000, depending on experience

To apply:

Please e-mail your resume, salary requirements and cover letter to natalie.scherwin@marcusmillichap.com. No phone calls please.