

## **Market Consultant, Residential Development**

Urbanation's rapidly expanding consulting practice is seeking a **Residential Market Consultant** to assume a lead role in producing site specific market studies for new apartment development projects across Canada.

The position requires an experienced analyst with a strong ability to source, interpret, and communicate both quantitative and qualitative housing related data with an exceptional level of detail, insight and guidance.

**Urbanation Inc.** is a Toronto-based real estate consulting firm that provides research, in-depth market analysis and consulting services to the high-rise apartment industry. Urbanation uses a multi-disciplinary approach that combines empirical research techniques with first-hand observations and site visits.

### **Main Responsibilities**

- Manage the process for preparing site specific market studies for new apartment development projects within specified timelines
- Consult with clients and senior Urbanation staff on work scope and deliverables
- Conduct site visits and compile field research
- Aggregate and analyze large datasets leveraging Urbanation's databases on new construction, resale condominium and rental projects
- Design and execute customized market surveys
- Produce insightful analyses on location specific factors relevant for new development projects, demographic trends, and macro variables impacting demand and supply conditions and the timing for new development
- Perform detailed competitive market analyses that examine project specific factors that have impacted the market performance of key comparable developments and product offerings
- Become a market expert for the area under examination, gaining a strong knowledge of buyer/renter demands, competitive pressures, and opportunities for greatest success
- Produce clear, concise, and insightful recommendations for product positioning, pricing and absorption projections, suite mixes and sizes, project amenities and suite finishes, and other market related aspects for new development

### **Qualifications**

- A couple of years of work experience in the real estate analysis and consulting field
- Bachelor's degree in Economics, Urban Studies, Real Estate Commerce, Statistics, or related field. A Master's degree would be considered a strong asset.
- Demonstrated experience applying innovative research techniques, producing complex analyses and working with large data sets
- Solid knowledge of the GTA housing market and enthusiasm for real estate development
- Strong written and oral communication skills, with the ability to clearly, concisely, and confidently convey research results and market insights
- Superior attention to detail and a commitment to maintaining the highest level of data accuracy and integrity
- Exceptional project and time management abilities, with demonstrated experience undertaking concurrent tasks and meeting tight deadlines
- Experience working with small teams

Interested candidates are instructed to submit their resume along with a cover letter to [info@urbanation.ca](mailto:info@urbanation.ca)

Applicants selected for further consideration will be contacted for an interview.