



Real Estate Transaction Analyst – Affordable Housing

Regions Financial Corporation is one of the nation's largest full-service providers of consumer and commercial banking. Regions Real Estate Capital Markets Project Finance ("RECMPPF") Group is housed within the Capital Markets Group of Regions Bank and provides client-specific off-balance sheet financing solutions through its various Agency Products – Fannie Mae, Freddie Mac and FHA/HUD.

At Regions, the Real Estate Transaction Analyst is responsible for supporting transactional due diligence, closing, and distribution efforts within the Real Estate Capital Markets group.

Primary Responsibilities

- Works with deal team to manage transactions from initial screening to underwriting handoff
- Collects, reviews, and analyzes financial exhibits & market data for debt structure modeling in Excel
- Performs the loan analysis on standardized templates, and communicates preliminary sizing and pricing based on business unit and GSE policies
- Reviews borrower pro-formas and identify key issues/risks to address upfront
- Develops multifamily real estate knowledge through ongoing training and active participation in industry seminars and symposiums
- Conducts preliminary credit reviews
- Assists with due diligence, data input, information collection efforts
- Completes market research through third party information sources
- Coordinates with the originator and the underwriting department in the processing of the applications
- Maintains a current and comprehensive knowledge of various Lending Program Guidelines for affordable housing, including Freddie Mac TAH, Fannie Mae MAH, and HUD/FHA.
- Tracks all transaction activity and timeline from origination through closing
- Acts as a liaison between borrower, production, and underwriting staff

This position is exempt from timekeeping requirements under the Fair Labor Standards Act and is not eligible for overtime pay.

This position is incentive eligible.

Requirements

- Bachelor's degree in accounting, finance or related field

Preferences

- Master of Business Administration
- One (1) year of commercial real estate experience

Skills and Competencies

- Strong Interest in affordable housing
- General understanding of the federal affordable housing programs (LIHTC and HAP) along with other state and local affordable programs
- Ability to work collaboratively with multiple stakeholders
- Advanced Excel skills
- Demonstrated strong analytical and problem-solving skills
- Excellent customer service skills
- Proficient in Microsoft Office Products
- Strong verbal and written communication skills
- Strong quantitative skills

- Well organized, detail-oriented, and ability to multi-task

Contact

If you have interest in this challenging and rewarding opportunity, please contact us at kelly.garriott@sabal.com