

Marcus Delgado

REAL ESTATE ANALYST

Phoenix, AZ
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Certificates

ARGUS Enterprise Certification
ARGUS Software
02/2024

Skills

Underwriting • Financial Modeling
Due Diligence • ARGUS Enterprise
Microsoft Excel • PowerPoint
Word • Outlook
Attention to Detail
Written and Verbal Communication
Skills

Summary

Real Estate Analyst with 4 years of commercial underwriting and acquisitions support in Phoenix, covering industrial, retail and multifamily deals up to \$85M. Builds cash flow models in Microsoft Excel, writes investment committee memos in Word and PowerPoint, and keeps due diligence on schedule with strong attention to detail.

Experience

Real Estate Analyst 08/2023 - Present
Saguaro Peak Capital Phoenix, AZ
Commercial real estate investor with \$900M in Southwest industrial and retail assets.

- Evaluate **70+** acquisitions a year with financial modeling in Microsoft Excel covering rent rolls, debt and exit cap rates.
- Write investment committee memos in Word for 9 closed deals totaling \$310M.
- Coordinate due diligence with lenders, appraisers and attorneys, tracking 150 items per deal in Outlook.
- Track monthly results of 22 held assets against underwriting and report variances above 5%.

Financial Analyst 06/2022 - 07/2023
Camelback Commercial Realty Scottsdale, AZ
Commercial brokerage and property management firm.

- Built broker opinion of value models in ARGUS Enterprise for **35** office and retail listings.
- Assembled offering memorandum PowerPoint decks for 12 listings that sold within 10 months.
- Maintained a lease comp database of 1,200 transactions used by 18 brokers.
- Reconciled common area maintenance charges for 40 tenants and recovered \$96K in missed billings.

Real Estate Intern 05/2021 - 08/2021
Desert Ridge Land Advisors Phoenix, AZ
Summer internship with a land brokerage and advisory firm.

- Mapped **120** West Valley land parcels with zoning, utility and ownership data.
- Compiled sales comps and appraisal support files for 15 land listings.
- Drafted industrial absorption market reports for 3 client presentations.

Education

Bachelor of Science 05/2022
Arizona State University Tempe, AZ
Finance, Real Estate Concentration