JULIAN MERCER

REAL ESTATE ANALYST

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PROFESSIONAL SUMMARY

Real Estate Analyst with 7+ years in commercial investment support at JLL and Marcus & Millichap. Builds acquisition models, market studies, and investment memos that help teams price deals with confidence and decide faster.

PROFESSIONAL EXPERIENCE

Senior Real Estate Analyst Mar 2023 - Present
JLL, Chicago, IL

- Own underwriting models for office and industrial acquisitions of $30 million to $120 million, reviewed by the investment committee on 14 deals.
- Built a sensitivity template for rent growth, exit cap rates, and leverage that shortened first-pass underwriting from three days to one.
- Wrote market studies on submarket vacancy and absorption that helped the team pass on two overpriced deals and bid sharper on a third.
- Trained two junior analysts on cash flow modeling and review standards, cutting model errors found in review by about half.

Real Estate Analyst Jan 2021 - Feb 2023

- Created discounted cash flow models in Excel and Argus for retail and multifamily deals, with projections tying within 3% of actual year-one results.
- Compiled rent comparables, sale comparables, and lease abstracts for 35 broker opinions of value delivered on time.
- Automated monthly rent roll and occupancy reports with Power Query, saving the team about eight hours each month.
- Supported due diligence by reconciling operating statements to rent rolls, flagging expense variances that renegotiated one purchase price by $400,000.

Research Analyst Jul 2019 - Dec 2020
Marcus & Millichap, Chicago, IL

- Produced quarterly market reports on vacancy, rents, and sales trends for four metro areas, used by brokers in client pitch books.
- Gathered and cleaned CoStar and public-records data into a database that cut report preparation time by about 30%.
- Responded to broker requests for comps and pricing context within a day, and supported listings that closed about $60 million in sales.
- Built charts and maps for client presentations, and brokers reported using them in more than 20 pitches.
- Checked data against county assessor records and corrected about 150 entries before publication.

CORE SKILLS

Financial modeling | Market research | Discounted cash flow | Argus Enterprise | Excel | Power Query | CoStar | Lease abstraction | Underwriting | Sensitivity analysis | Investment memos | Comparable analysis | Due diligence | Data visualization

EDUCATION

B.S. in Finance, University of Illinois Urbana-Champaign, Champaign, IL

CERTIFICATIONS

CFA Level II Candidate | Argus Enterprise Certified