Analyst, Industrial Acquisitions

Private Equity Commercial Real Estate Role
Spring 2026

LIGHTSTONE

299 Park Avenue
New York, NY 10171

JOB DESCRIPTION

Lightstone is seeking a highly motivated Analyst to join its growing Lightstone Logistics team, which has acquired over \$1.5 billion of industrial in the last 5 years with internal capital across the US. This role offers the opportunity to be deeply involved in the investment process, from sourcing and underwriting through structuring and closing transactions. With a focus on the Industrial asset class, the Analyst will conduct financial modeling and property-level due diligence to assess potential investments. They will also perform market research to synthesize economic and industry data that supports investment decisions. Additionally, the Analyst will prepare high-quality presentations and memos for senior executives, effectively communicating insights and recommendations. Throughout the transaction process, they will support deal structuring, negotiation, financing, and coordination with brokers, lawyers, and lenders. While Lightstone invests across the capital stack, this role will focus on acquisitions with additional exposure to dispositions, financings, and joint ventures. This position is ideal for candidates passionate about real estate investment who thrive in a fast-paced, entrepreneurial environment.

COMPANY DESCRIPTION

Lightstone Group (lightstonegroup.com), founded by David Lichtenstein in 1988, is one of the most respected private equity real estate companies in the United States. Headquartered in New York City, Lightstone is active in 27 states across the country, developing, managing and investing in all sectors of the real estate market, including industrial, residential, hospitality, life sciences and retail. With 231 existing properties, Lightstone's over \$10 billion portfolio currently includes over 15 million square feet of industrial, life sciences, and commercial properties, over 25,000 residential units, and over 5,100 hotel keys. Lightstone has developed \$3.5 billion across sectors, famously starting the Moxy brand with Marriott.

Lightstone Logistics is a dynamic industrial platform within Lightstone that continues strategically expanding its holdings in the logistics sector through a creative and disciplined approach to acquisitions and property level execution, capitalizing on a generational shift towards e-commerce and continued supply chain evolution. Since 2019, Lightstone Logistics has completed over \$1.5 billion of transactions across 50+ deals totaling over 13 million square feet in established industrial markets across the country. The platform is focused on the Northeast, Southeast, Midwest and Mountain regions on everything from shallow bay to big box industrial. Lightstone is able to utilize its multidisciplinary team and direct third-party relationships to identify operational inefficiencies prior to acquisition and optimize cash flow through hands-on asset management, generating exceptional risk-adjusted returns.

WHY JOIN LIGHTSTONE?

Lightstone offers a unique opportunity to work at the forefront of real estate private equity, providing hands-on exposure to the full investment lifecycle and direct interaction with senior leadership. Our entrepreneurial and fast-paced environment fosters rapid learning, creative problem-solving, and meaningful contributions to high-impact transactions. The Analyst will gain deep industry insights, develop critical financial and strategic skills, and work on innovative investment opportunities within the evolving industrial real estate sector. Lightstone has expertise in the Industrial, Multi-Family, Hospitality, and Retail asset classes, and offers opportunities for internal mobility across asset classes. In addition to mentorship and career development, we offer competitive compensation and clear growth pathways, making this an ideal role for ambitious professionals looking to build a strong foundation in real estate private equity.

KEY RESPONSIBLITIES

- **Underwriting:** Analyze prospective investment opportunities through financial modeling to support the Acquisitions team and senior decision making.
- **Market Research:** Gather and analyze relevant market research, economic trends, and industry data to make informed investment decisions.
- **Presentation:** Synthesize key components of each opportunity to create high-quality investment memos for internal investment committees.
- **Due Diligence:** Coordinate with third party vendors on physical, environmental, and zoning status of new acquisitions.
- **Capital Markets:** Assist in sourcing the financing for new acquisitions. On a deal-by-deal basis, a Joint Venture may be needed as well. Build relationships with capital markets brokers, lenders, and limited partners.
- **Execution:** Support transaction execution, including negotiations, documentation, and closing processes.
- **Portfolio Monitoring:** Support asset management functions by tracking performance, financial metrics, and business plan execution for acquired assets.

COMPETENCIES AND EXPERIENCE

- Seeking candidates graduating and available to start working in the **Spring of 2026** with a bachelor's degree in Finance, **Real Estate**, Economics, or a related field. Candidates with a major, minor or concentration in real estate will be given greater consideration.
- Proficiency in **ARGUS** and Microsoft **Excel** required; experience with broader Microsoft Office suite preferred.
- Relevant **internship experience** in real estate investment, private equity, or investment banking preferred.
- Strong financial modeling skills, with expertise in real estate valuation methods (DCF, IRR, cap rates, etc.).
- Exceptional problem-solving abilities, with a keen eye for identifying issues, opportunities, and solutions.
- Highly detail-oriented and organized, with the ability to multitask and meet deadlines.
- Strong communication and presentation skills, with experience developing institutional-grade materials.
- Self-starter mindset, capable of working independently and collaboratively in an entrepreneurial environment.
- Ability to take the initiative, anticipate needs, and manage workflows effectively.

TIMING AND PROCESS

- **September - October 2025:** Applications, fall career fairs, first round interviews
- **October - November 2025:** Case studies and final round interviews
- **November - December 2025:** Offers
- **June - July 2026:** Job start (following graduation)

CONTACT INFORMATION

To ensure a swift response, interested candidates should submit resumes to <u>all four</u> of the following with subject line "Acquisitions Analyst Applicant: [Insert Name]"

- Jack Ford | Vice President, Acquisitions | jford@lightstonegroup.com | 203 610 7787
- Parker Henderer | Associate, Acquisitions | phenderer@lightstonegroup.com | 484 844 7925
- Micky Piperno | Senior Analyst, Acquisitions | ppiperno@lightstonegroup.com | 732 996 9002
- Brian Underkofler | Director, Acquisitions | bunderkofler@lightstonegroup.com | 203 521 5570