

## **Commercial Analyst - Capital Markets**

Bayut KSA - بيوت السعودية · Lahore, Punjab, Pakistan (On-site)

### About the job

#### **Role Overview:**

The Commercial Market Analyst will be responsible for conducting in-depth research and analysis of real estate markets in Saudi Arabia (KSA) and Pakistan. The role focuses on market intelligence, financial and data analytics, forecasting price movements, and preparing high-quality reports, proposals, and information memorandums to support investment, development, and strategic decision-making.

The ideal candidate will have strong analytical skills, a solid understanding of real estate economics, and the ability to clearly explain market data, trends, and forecasts to both technical and non-technical stakeholders.

#### **Key Responsibilities:**

##### **Market Research & Intelligence**

- Conduct comprehensive research on residential, commercial, mixed-use, and land markets in KSA and Pakistan.
- Monitor macroeconomic indicators, demographics, government policies, regulations, and Vision 2030–related initiatives impacting real estate in KSA.
- Track supply-demand dynamics, absorption rates, rental yields, vacancy levels, and transaction volumes.
- Benchmark market performance against regional and international real estate markets.

##### **Data Analysis & Analytics**

- Collect, clean, and analyze market data from multiple sources (brokers, government authorities, developers, public databases)
- Develop analytical models to evaluate market trends, price movements, and investment performance.
- Create dashboards, charts, and visual analytics to present insights clearly.
- Analyze historical data to identify patterns, risks, and opportunities.

##### **Forecasting & Price Action Analysis**

- Forecast price movements, rental trends, and market cycles using quantitative and qualitative methods.
- Build scenario-based forecasts considering economic, regulatory, and market variables.
- Provide insights on future market outlooks and investment implications.

### **Reporting & Documentation**

- Prepare detailed monthly market reports covering key trends, performance indicators, and insights.
- Develop quarterly market reports with deeper analysis, forecasts, and strategic recommendations.
- Create professional Information Memorandums (IMs) for investment opportunities, including market overview, assumptions, risks, and financial highlights.
- Draft and structure **investment proposals** for internal and external stakeholders.

### **Insights & Presentation**

- Interpret and clearly explain market facts, figures, and analytics to management, investors, and partners.
- Translate complex data into concise, actionable insights and recommendations.
- Support senior management during investment discussions, presentations, and negotiations.

### **Collaboration & Stakeholder Support**

- Work closely with investment, development, finance, and sales teams.
- Coordinate with brokers, consultants, valuers, and research firms for data validation.
- Support due diligence processes for acquisitions, joint ventures, and developments.

### **Key Deliverables**

- Monthly Real Estate Market Reports (KSA & Pakistan)
- Quarterly Market Outlook & Forecast Reports
- Information Memorandums (IMs)
- Investment Proposals
- Market Dashboards & Analytics
- Price Forecast Models & Scenario Analysis

### **Required Qualifications**

- Bachelor's degree in Finance, Economics, Business or a related field.
- Master's degree (MBA, MSc Real Estate, Finance, Economics) is a strong advantage.
- Professional certifications (RICS, CFA Level I/II, FMVA) are a plus.

### **Experience Requirements**

- 3–5 years of experience in real estate research, market analysis, investment analysis, or consulting.
- Proven experience analyzing real estate markets in KSA and/or Pakistan.
- Experience in preparing market reports, IMs, and investment proposals.

### **Technical & Analytical Skills**

- Strong proficiency in Excel (financial modeling, forecasting, data analysis).
- Experience with Power BI, Tableau, or similar data visualization tools is preferred.
- Solid understanding of real estate valuation, market cycles, and investment metrics.

### **Preferred Attributes**

- Knowledge of KSA real estate regulations, Vision 2030 initiatives, and giga-projects.
- Familiarity with Pakistan's urban real estate markets and regulatory environment.
- Strong commercial mindset with an investment-focused approach.

To apply: <https://www.linkedin.com/jobs/view/4378923139>