



TIMBERLANE

Development Director - Acquisitions

June 2025



WHO ARE WE:

Founded in 2011, Timberlane Partners is a Seattle-based real estate investment, development, and asset management company specializing in multifamily real estate. Led by an experienced team, Timberlane has successfully acquired and developed over \$1 billion of real estate assets throughout the West Coast and Mountain West. We pride ourselves on our disciplined, entrepreneurial approach, fostering long-term partnerships, and consistently delivering outstanding risk-adjusted returns.

ABOUT THIS POSITION:

The Development Director - Acquisitions will play a key leadership role in sourcing, underwriting, and acquiring future and current real estate developments. This individual will support all aspects of the real estate development process and be responsible for evaluating potential investment opportunities. Key responsibilities include cash flow modeling (both project-specific and portfolio-level), development company projections, fund-level analysis, market and competitive assessments, due diligence, investment return analysis, and preparation of investment committee memoranda. The Development Director will also assist in executing acquisitions.

Working closely with the Senior Managing Director, the Development Director - Acquisitions will lead efforts to source new deals by actively engaging with brokers, landowners, and other market participants. In addition, the Development Director will remain involved throughout all phases of the development lifecycle, including design, entitlement, financing, construction, lease-up, disposition, and operations.

Timberlane Partners is an entrepreneurial, data-driven company with an institutional-quality process and a collaborative culture.

Job Title: Development Director - Acquisitions

Job Type: Full-time

Location: Seattle, WA (Hybrid – minimum 4 days/week in office)

Reports to: Senior Managing Director

Company: Timberlane Partners

PRIMARY RESPONSIBILITIES:

- Proactively source new development opportunities by cultivating and maintaining strong industry relationships with brokers, landowners, consultants, and other stakeholders.
- Prepare detailed underwriting and financial models using advanced Excel skills; develop investment committee memoranda and presentations for senior leadership.
- Demonstrated experience with ground-up residential development and value-add redevelopment projects.
- Collaborate with senior management to draft transactional documents such as LOIs, JV term sheets, and review Purchase and Sale Agreements (PSAs), lease agreements, and other operational contracts.
- Conduct competitive market and demographic research to identify trends, inform underwriting assumptions, and define target demographics.
- Perform asset-level valuation reviews, including market data collection, performance assessment, and budget-to-actual analysis.
- Support for additional ad hoc duties as required by the business.

QUALIFICATIONS:

- BA/BS degree in Real Estate, Finance, Economics or related field; master's degree preferred
- Minimum of 10 years of experience in real estate investment, acquisitions, or related discipline. Strong understanding of real estate finance, accounting principles, and economic fundamentals. Prior experience in the Puget Sound multifamily market.
- Proficiency in Microsoft Office, with advanced Excel skills required; must be able to build complex cash flow models from scratch for multiple financing scenarios Strong organizational and interpersonal skills with the ability to manage multiple priorities Excellent written and verbal communication skills.
- Demonstrated financial acumen and data-driven decision-making.
- Self-starter who works well independently and in teams; committed to continuous learning and improvement.
- Proven experience managing and mentoring teams, with the ability to lead cross-functional groups, delegate effectively, foster a collaborative work environment, and support the professional development of direct reports

COMPENSATION:

- Salary range of \$160,000 to \$190,000 annually
- Annual discretionary bonus, in addition to base salary above, based on performance and business operational success.

COMPENSATION (continued):

- Employer-paid premiums for medical, dental, and vision coverage
- Health Care and Dependent Care Flexible Spending Accounts
- Employer-paid life insurance
- Long-term disability insurance
- Employee Assistance Program
- 401(k) plan with employer-matched of up to 4%: 100% of the first 3% contributed and 50% of the next 2%
- 20 days of paid time off (PTO)
- 10 paid holidays
- Professional licensure expense reimbursement

APPLICATION PROCESS:

Please visit www.timberlanepartners.com/open-positions and click 'Apply' - this will redirect you to the LinkedIn job posting to submit your resume.

Timberlane is committed to a diverse and inclusive staff. We are interested in hearing from people who can work with diverse communities. Candidates of all backgrounds are strongly encouraged to apply.



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