

**CHELSEA NEIGHBORHOOD DEVELOPERS**  
**Chelsea, Massachusetts**  
**Director of Real Estate**

---

Chelsea Neighborhood Housing Services, Inc. is seeking an energetic highly-skilled individual to direct an expanding Real Estate development team. Since our founding in 1979, CND has focused on affordable housing, both rental and homeownership at a range of project sizes as well as mission-related commercial development. Chelsea is a development-friendly community that provides a rare mix of opportunities for smart growth development, innovative neighborhood revitalization and redevelopment projects, unique partnerships with both for-profit developers and community institutions and professional growth. In the past three years CND has undertaken \$54 million of development in seven projects including:

- Spencer Ave Apartments: new 48 unit tax credit project on site of former Armory.
- Janus Highland Apartments: new 41 unit tax credit project in Chelsea's Box District
- Box Works Homes: new 26 mixed income family condos
- Renovation of 22,000 sf retail and office facility, including fit-out of new home for CND.
- Substantial rehab of a 9,000 sf facility for a domestic violence agency to produce offices, a 12-bed shelter and two transitional units
- Small office conversion to 5 affordable units
- Portfolio restructuring and capital improvements using tax exempt bonds and tax credits

The agency's pipeline is similarly active and varied including a Distressed Housing Initiative involving the acquisition and redevelopment of foreclosed properties as scattered-site rental project; homeownership; and demolition for redevelopment; the relocation of a manufacturing business and redevelopment of its current site as neighborhood park, rental housing and ownership housing, and the potential development of a non-profit agency center.

The Director of Real Estate will be responsible for overseeing all aspects of the Agency's real-estate development projects and portfolio management, managing a team of 3 to 5 people with support from a strong consultant network as needed. The successful candidate will have demonstrated expertise in managing complex real estate developments from origination through stabilized occupancy or sale, and a track record of leading partnerships that include public and private lenders, development team members and community leaders, as well as experience supervising staff. Strong analytic thinking, negotiation skills, and initiative are important; a sense of humor is essential.

**To Apply/More information**

CND is an Equal Opportunity and Affirmative Action Employer. Submit cover letter and resume to:

Human Relations Manager  
Chelsea Neighborhood Developers  
4 Gerrish Avenue  
Chelsea, MA 02150

Or email to [personnel@ChelseaND.org](mailto:personnel@ChelseaND.org). Please specify the job title in the subject line.