

# JAKE COSTANZO

LAND ANALYST

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## BIO

Jake Costanzo assists the Capital Markets team as a Land Analyst. He is responsible for identifying, analyzing, and conducting due diligence on high-quality farmland assets. Jake works diligently to acquire properties by tracking, organizing, and analyzing all potential deals that could fit client needs including auctions, listings, and off-market opportunities. He assists in the creation of investment summaries which include all relevant property maps, easements and encumbrances, location data, rent and crop history, financial performance/proforma, and comparable sales in the area. Jake also maintains a robust database of land transactions to track activity in the land market across the country as well as maintain comprehensive deal flow.

Previously, Jake worked as a Sales Associate for Peoples Company assisting agents with land transactions by preparing listings and marketing materials.

## EDUCATION

Jake received his bachelor's degree in agricultural business from Northwest Missouri State University.