

Mohammed Basallom

FMVA® · MSc · BSc

REAL ESTATE INVESTMENT ASSOCIATE — ACQUISITIONS · DEVELOPMENT · ADVANCED FINANCIAL MODELING & VALUATION · AI ENABLED PROFESSIONAL

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PROFILE

Real estate investment professional with six years of experience executing acquisitions, development, and capital structuring across residential, commercial, and industrial assets in Saudi Arabia. Leads deal underwriting end to end — sourcing, feasibility, financial modeling (DCF, IRR, NPV), highest-and-best-use analysis, and investment committee presentation — and supports fund structuring and capital raising from SIDF, commercial banks, and private investors. Combines an engineering foundation with institutional-grade financial analysis, backed by an MSc in Engineering, the FMVA® designation, and an MBA in progress.

PROFESSIONAL EXPERIENCE

2026 – Present
Riyadh, Saudi Arabia

Real Estate Investment Associate Al-Diyar Alarabia

- Lead end-to-end underwriting of acquisitions across residential, commercial, and mixed-use assets, from sourcing through investment committee approval.
- Build and maintain institutional-grade financial models — DCF, IRR, NPV, equity multiple, and waterfall distributions — with full sensitivity and scenario analysis.
- Conduct feasibility studies, highest-and-best-use analysis, and market and competitor research to validate investment theses.
- Prepare investment memorandums, board presentations, and valuation reports supporting capital deployment decisions.
- Evaluate land opportunities against zoning, FAR, parking, and municipality requirements to size developable GFA and project economics.
- Partner with development, legal, and finance teams to structure transactions and execute due diligence on target assets.
- Support post-acquisition asset management, monitoring performance against underwritten returns and identifying value-add levers.
- Authored a comprehensive market-assumptions report for the Saudi real estate market, benchmarking rental rates, sale prices, cap rates, construction costs, and absorption to standardize financial model inputs across the investment pipeline.

KEY ACHIEVEMENT — Underwriting a multi-asset acquisition pipeline aligned with the company's growth strategy in the Riyadh, Jeddah, Masar Mecca market.

2021 – 2025
Riyadh, Saudi Arabia

Senior Real Estate Analyst Erad Investment Co.

- Supported acquisition and feasibility analysis across residential, commercial, and industrial assets, contributing directly to investment committee materials.

- Built DCF, IRR, NPV, and cash flow models with sensitivity and scenario analysis; drafted investment memorandums, HBU studies, and valuation reports applying income, market, and cost approaches.
- Coordinated with fund managers to structure real estate investment vehicles and support fund establishment.
- Managed RFP processes for architects, contractors, and consultants across real estate developments.
- Analyzed private equity transactions and tracked capital deployment across industrial and real estate portfolios.
- Contributed to a greenfield folding-carton and thermoforming factory development across feasibility, financing, and execution; supported SIDF, commercial bank, and private investor financing workstreams.
- Coordinated with counterparts in finance, operations, marketing, and engineering across four or more concurrent live transactions.

2020 – 2021

Riyadh, Saudi Arabia

Project Supervisor

Erad Investment Co.

- Supervised development planning, budgeting, and municipality compliance for real estate projects.
- Contributed to acquisition assessments through financial modeling, feasibility analysis, and risk evaluation.
- Coordinated with engineering offices and contractors to ensure development quality and regulatory alignment, while overseeing industrial and real estate project timelines, resources, and cost optimization.

2018 – 2020

Transportation Head · Quality Assurance Engineer

Beez Logistics

- Directed transportation operations, optimizing routing, budgets, and overall logistics efficiency in line with business objectives.
- Developed and implemented quality management systems; conducted audits and drove process improvements across operations.

2017

Design Engineer (Trainee)

ABV Rock Group

- Supported mechanical system design and engineering project execution, including planning, drafting, and compliance with engineering standards.

SELECTED INITIATIVES

2026
Beta

REAP – Real Estate Assessment Platform

BETA LAUNCHED

reapinsights.com · Founder & Developer

Designed and built a real estate analytics platform with two integrated products: a feasibility-modeling tool – development program sizing, cost estimation, cash flow projection, return metrics, sensitivity analysis, and fund waterfall distributions – and a property-valuation tool applying income, market, and cost approaches; translating institutional underwriting workflows into interactive digital tools.

EDUCATION

MBA – In Progress

University of the People, USA
Expected 2026 · GPA 3.76 / 4.0
Financial Analysis · Real Estate Finance · Strategic Management

MSc, Mechanical Engineering

King Saud University, Riyadh
2020 – 2024 · GPA 4.66 / 5.0, Honors

BSc, Mechanical Engineering

King Saud University, Riyadh
2012 – 2018 · GPA 4.68 / 5.0, Honors

CORE COMPETENCIES

REAL ESTATE

Financial modeling (DCF, IRR, NPV) · Feasibility & highest-and-best-use analysis · Acquisition & development · Valuation (income, market, and cost approaches) · Market research & competitor analysis · Regulations (FAR, zoning, parking, municipality requirements)

INVESTMENT

Capital structuring & fund support · Private equity analysis · Industrial project planning · Budgeting & cost control · RFP management · Advanced Excel & financial reporting

TECHNICAL

AutoCAD · Revit · HAP · DesignBuilder · Primavera · MS Project · Data analysis tools

CERTIFICATIONS

FMVA® – Financial Modeling & Valuation Analyst, CFI (2025)

DCF Business Valuation (2025) · Comparable Valuation Analysis (2025) · Budgeting & Forecasting (2024) · Operational Modeling (2024) · Accounting Fundamentals (2023) · Advanced Excel for Financial Modeling (2023) · Data Analysis in Excel (2023) · Microsoft Project · Mini Business Management Diploma · MATLAB & Revit

LANGUAGES

Arabic Native

English Fluent