

JAKE COSTANZO

SENIOR LAND ANALYST

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BIO

Jake Costanzo assists the Capital Markets team as a Senior 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/pro forma, and comparable sales in the area. He maintains a robust database of land transactions to track activity in the land market across the country as well as maintain comprehensive deal flow. Jake also collaborates with Peoples Company's Energy Management team to evaluate and source renewable energy opportunities on managed properties.

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.