

Real Estate Acquisitions Manager (Housing Community Developer V)

Salary

\$93,072.72 - \$155,120.58 Annually

Location

FAIRFAX (FH22), VA

Job Type

FT Salary W BN

Job Number

25-02231

Department

Housing & Community Dev

Opening Date

12/20/2025

Closing Date

1/16/2026 11:59 PM Eastern

Pay Grade

S31

Posting Type

Open to General Public

To apply: <https://www.governmentjobs.com/careers/fairfaxcounty/jobs/5172597/real-estate-acquisitions-manager-housing-community-developer-v?keywords=real%20estate%20ac&pagetype=jobOpportunitiesJobs>

Job Announcement

Make a difference – join our team to empower communities and build futures!

The Fairfax County Department of Housing and Community Development works in partnership with the Fairfax County Redevelopment and Housing Authority (FCRHA) to serve the people of Fairfax County by creating housing opportunities to promote inclusive and thriving communities. Help make our vision of a community everyone can afford to call home a reality!

In 1973, the Fairfax County Board of Supervisors established the Department of Housing and Community Development (HCD). HCD serves as staff to the FCRHA as well as the Board of Supervisors. Under this

unique, synergistic arrangement, HCD manages a wide variety of housing programs and services, including all real estate finance, development, and preservation activities of the FCRHA – including an expanding portfolio of public-private partnership projects.

The Goal:

The Fairfax County Board of Supervisors adopted a goal of no net loss of affordable housing in the county and in 2022, doubled the County's affordable housing production goal from 5,000 to 10,000 net new units affordable to households earning up to 60 percent area median income by 2034. This ambitious goal has spurred a robust need to develop new opportunities for affordable housing production and preservation through the work of the Capital Planning and Development Division within HCD, in partnership with other county agencies.

The Opportunity:

This position serves as the Real Estate Acquisitions Manager within the Capital Planning and Development Division and supports the FCRHA in its work to preserve, expand, and facilitate affordable housing opportunities in Fairfax County. Under guidance and minimal supervision from the Division Director, this position is responsible for identifying, evaluating, and securing land and real property opportunities suitable for affordable housing development and community facilities. The individual plays a critical role in advancing the organization's mission to create housing opportunities by applying development, market, and financial analysis to guide strategic acquisition decisions.

The ideal candidate combines analytical rigor, strong negotiation skills, with mission-driven insight. They understand what makes an opportunity ideal—or not ideal—for affordable housing development: proximity to transit and amenities, alignment with long-range planning and zoning policies, and cost structures that support long-term affordability. The ideal candidate is skilled in balancing financial feasibility, community impact, and thrives in a collaborative, fast-paced environment focused on creating lasting housing solutions.

Read about Fairfax County Department of Housing and Community Development, [click here](#). Review the Fairfax County Redevelopment and Housing Authority Fiscal Year 2024 annual report [here](#).

We are committed to the One Fairfax Policy by intentionally considering equity when making policies, delivering programs and services, considering diverse ideas and perspectives, and communicating with transparency in the decision-making processes. [Click here](#) to learn more about the [One Fairfax](#) policy.

Fairfax County Government offers a thriving career and workplace culture. Watch these videos to learn more:

- Click [here](#) to watch a video on Working for Fairfax County Government
- Click [here](#) to watch a video on benefits offered by Fairfax County Government.

The assigned program areas of this position are: project management, program management,

housing development, housing policy, real estate finance, urban regional planning, entitlements, building design and construction, and engineering.

Employment Standards

MINIMUM QUALIFICATIONS:

[Any combination of education and experience and training equivalent to the following:](#) (Click on the aforementioned link to learn how Fairfax County interprets equivalencies for "Any combination, experience, and training equivalent to") Graduation from an accredited four-year college or university with a bachelor's degree in a related field of study such as planning, engineering, architecture, economics, construction science, business or public administration, finance, real estate, social work, public policy or other related field; Plus five years of experience related to an assigned program area.

CERTIFICATES AND LICENSES REQUIRED:

None.

NECESSARY SPECIAL REQUIREMENTS:

The appointee to the position must satisfactorily complete a criminal background check and a driving record check.

PREFERRED QUALIFICATIONS:

- Bachelor's degree in Real Estate Development, Finance, Architecture, Engineering, Urban Planning, Business Administration, Economics, or related field.
- Minimum 7 years of experience in real estate acquisition, development, affordable housing and community development, or related field.
- Strong understanding of real estate economics, housing supply and demand dynamics, and local market trends.
- Demonstrated ability to develop and interpret financial proformas, conduct valuation analysis, and identify market comparables.
- Excellent analytical, negotiation, written, verbal, and presentation communication skills.
- Ability to work collaboratively with a wide array of stakeholders, including but not limited to, developers, consultants, County staff, community members, senior executives, and elected or appointed officials.
- Proficiency in Microsoft Suite, commercial real estate databases, and GIS.

PHYSICAL REQUIREMENTS:

Ability to drive a motor vehicle and maintain a valid driver's license. Ability to read information on a computer monitor; effectively communicate; operate keyboard-driven equipment and computer. Work is generally sedentary in nature; however, incumbent is required to frequently move about to perform office

work such as accessing files, attending meetings, making presentations, operating general office equipment, and performing other essential job duties; may be required to move items up to approximately 15 pounds in weight. All duties performed with or without reasonable accommodations.

SELECTION PROCEDURE:

Panel interview.

Fairfax County is home to a highly diverse population, with a significant number of residents speaking languages other than English at home (including [Spanish, Asian/Pacific Islander, Indo-European, and many others.](#)) We encourage candidates who are bilingual in English and another language to apply for this opportunity.

Fairfax County Government prohibits discrimination on the basis of race, color, religion, national origin, sex, pregnancy, childbirth or related medical conditions, age, marital status, disability, sexual orientation, gender identity, genetics, political affiliation, or military status in the recruitment, selection, and hiring of its workforce.

Reasonable accommodations are available to persons with disabilities during application and/or interview processes per the Americans with Disabilities Act. Contact TTY 703-222-7314. DHREmployment@fairfaxcounty.gov EEO/AA/TTY.