

# James T. Saint, CCIM

<http://www.linkedin.com/in/jamestsaintccim> | Las Vegas, NV | +1.702.838.4226 | [jsaint@ccim.net](mailto:jsaint@ccim.net)

## Professional Summary

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Dynamic executive leader with over 20+ years of success directing the management of large-scale investment and corporate real estate portfolios valued from \$200 million to over \$1 billion across global markets. Proven track record in architecting and executing enterprise-wide strategies that drive value creation, operational excellence, and sustained growth for institutional investors and corporate portfolios. Expert in portfolio optimization, capital allocation, and risk management-skilled at leading complex acquisitions, dispositions, lease negotiations, and transformational redevelopment projects across office, industrial, R&D, and mixed-use assets. Adept at synthesizing market intelligence, financial analytics, and stakeholder priorities to deliver innovative, data-driven solutions that maximize asset performance and support evolving business objectives. Recognized for building and inspiring high-performance teams, orchestrating seamless M&A integrations, and championing ESG and sustainability initiatives that future-proof portfolios and deliver measurable returns. A trusted advisor and change agent, ready to elevate organizational resilience and unlock new growth opportunities in today's fast-moving real estate landscape.

## Core Competencies

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Strategic Portfolio Planning & Optimization	Acquisition, Disposition & Due Diligence
Lease Administration & Advanced Negotiation	Asset Repositioning & Value-Add Strategy
Multi-Site Operations & Facilities Management	Preventive Maintenance & CapEx Project Delivery
Modeling, Investment Analysis & CAM Reconciliation	Budgeting, Forecasting & Cost Control Financial
Regulatory, EHS & Lease Accounting Compliance	Physical Security & Business Continuity Planning
Cross-Functional Team Leadership & Talent Development	ESG & Sustainability Leadership
Third-Party Vendor & Facilities Service Provider Management	Change Management & Process Improvement
Workplace Strategy, Space Utilization & Occupancy Planning	Data Analytics for Portfolio Performance
Digital Lease & Document Management	Investor, Lender, Board & C-Suite Reporting
Tenant, Client & Stakeholder Relationship Management	M&A Integration & Portfolio Transition Management
RFP Development, Contract Negotiation & Performance Auditing	

## Key Accomplishments

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### Strategic Global Real Estate Leadership:

- Transformed a \$1.7 B, 11,300-unit public housing portfolio-overseeing operational management restructuring, capital projects, and vendor management during the COVID-19 crisis-resulting in a 9% occupancy increase (PBRA), 5% occupancy increase (LIHTC), and uninterrupted service delivery to 7% of El Paso's population.
  - Engineered a \$20M recovery in uncollected HUD/TDHCA voucher funds by redesigning reporting protocols, slashing reporting times by two-thirds and strengthening audit compliance.
  - Negotiated and secured new insurance contracts via public RFP, reducing annual costs by \$300 K and enhancing risk mitigation for a 70+ property portfolio.
  - Directed \$900 K+ in construction deficiency corrections across 28 properties, achieving 100% first-time compliance with regulatory standards under pandemic constraints.

### International Real Estate Strategy and Portfolio Management:

- Led a \$4.8 M capital renovation and strategic overhaul of a \$207 M mixed-use portfolio in Saudi Arabia, integrating 578,000+ sf of office, warehouse, manufacturing, and luxury residential assets-streamlining operations, reducing redundancies, and boosting residential occupancy by 5% with above-market rent growth.
  - Recovered \$1.6M+ in previously uncollected rent through forensic lease analysis and negotiation, while implementing new lease documentation and renewal tracking systems.
  - Mentored and unified a multicultural team of 450+ professionals operating in 10 different corporate departments, driving operational efficiency and elevating service delivery standards across all asset classes.

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## ***Key Accomplishments, Continued***

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### **Capital Project Leadership and Operational Excellence:**

- Implemented and directed acquisition due diligence and financial analysis for institutional clients on transactions totaling \$50 M – \$500 M, optimizing investment decisions and portfolio returns.
- Managed a \$65 M, 360,000 sf medical office campus, executing a \$20M capital improvement program and increasing occupancy by 10% through targeted lease management and tenant retention strategies.
  - Achieved “Most Improved Campus Project” recognition by converting 25–35% of tenants to long-term leases and elevating tenant satisfaction scores by 25%.
- Spearheaded a \$35M office asset turnaround, increasing occupancy by 8% in 15 months and reducing operating costs by 15% through data-driven process improvements and vendor renegotiations.
- Revitalized a \$21 M industrial/hospitality/land portfolio, overcoming environmental and operational challenges to reposition assets for profitable disposition.

### **Construction Project Leadership:**

- Resourceful, deadline-oriented professional, skilled at successfully driving simultaneous projects in adherence to client specifications, deadlines, and budgets. Strategic leader with demonstrated ability to effectively coordinate in-house staff and contract vendors throughout project lifecycle and spur exceptional customer satisfaction through frequent engagement and proactive risk management. Expertly manages multiple, competing priorities in fast-paced environments.
  - Delivered \$1.1M in affordable housing construction corrections across 3,500+ units, achieving 100% first-time compliance with regulatory agencies during the pandemic.
  - Oversaw regulatory repairs and capital projects (30 K - \$2 M), including roof replacements, modernization, and safety upgrades, directly enhancing asset value and resident experience.
  - Developed and institutionalized project budgeting, vendor selection and contract negotiation frameworks, improving project delivery timelines, cost controls, and stakeholder satisfaction.

## ***Professional Experience***

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- **Chief Operating Officer**, Halo CRE LLC – asset & property mgmt. company – Las Vegas, Nevada ■ 1998 – Present
- **Director, Asset Management**, HACEP – regional public housing authority – El Paso, Texas ■ 2019 - 2023
- **General Manager**, Al Rushaid Real Estate Division – Saudi Arabian owner and management organization – Eastern Province, Al Khobar, Saudi Arabia ■ 2008 – 2009
- **Regional Property Manager**, MedCap Properties Management – national real estate owner and management firm – Las Vegas, Nevada ■ 2001 – 2003

## ***Professional Development and Education***

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- CCIM (Certified Commercial Investment Member), CCIM Institute, Chicago, IL
- Chartered Facilities Management Surveyor, (RICS) Royal Institution of Chartered Surveyors, London, UK
- BS in Business Management, University of Maryland - Europe, United States Armed Forces Institute
- Licensed Nevada Real Estate Broker / Property Management
- Ongoing continuing education programs offered through professional & business development associations

## ***Authored and Published Articles***

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- *New Strategies Required for Investment Real Estate Portfolios – Will You Be Ready? (view of Real Estate Lessor)*
- *New Strategies Required for Corporate Real Estate Portfolios – Will You Be Ready? (view of Corporate Lessee)*
- *NAICS History*
- *Pre-Planning Needed For Your Next Office or Warehouse Re-Location*
- *Preliminary Negotiations of a Commercial Lease Agreement*
- *Corporations Rediscovering Real Estate*
- *Leasing/Buying Real Estate is a Significant Commitment*

Personal website – [http://www.halorealty.com/jsaint\\_subwebsite/jsaint\\_index.htm](http://www.halorealty.com/jsaint_subwebsite/jsaint_index.htm)