



## Joe Siglin, MCR, CCIM

Principal  
Dallas

### Professional Experience

With over 18 years of commercial real estate experience, Joe Siglin is actively involved in global portfolio management, allowing him to support clients with strategic planning, market research, economic incentive negotiations, acquisition/disposition services, lease restructuring, financial analysis, and negotiations, creating significant value for occupiers.

He also has experience with site selection services, establishing relationships with both state and local economic development officers that provide him with essential links in the placement of requirements where labor and incentives are significant drivers in the site selection process.

He formerly served as a Managing Director at Newmark, where he was a member of the Global Corporate Services team and specialized in representing tenants from a corporate perspective to mitigate risk, increase efficiencies and maximize utilization across a real estate portfolio leading to greater flexibility and reduction in overall real estate spend. Prior to Newmark, Joe began his real estate career at Pridium, a local boutique commercial real estate firm.

### Affiliations

In 2017, Mr. Siglin earned his CCIM (Certified Commercial Investment Member) designation. In 2016, he earned his Master of Corporate Real Estate (MCR) designation for CRE professionals through the CoreNet Global organization. He was named a Power Broker by D CEO Magazine in 2016 and 2018.

### Clients

Over his 18-year real estate career, he has brokered transactions for clients that have ranged in size from Fortune 100 companies to start-ups. A select sample of portfolio client experience includes: Arrow Electronics, AT&T, BNSF Logistics, Flowserve, Hancock Whitney Bank, MoneyGram International, Morgan Stanley, National General Insurance, Tenneco and Wells Fargo.

He has also locally brokered deals for Caliber Home Loans, Cantor Fitzgerald, Cummins, DeVry, Facebook, Flagstar Bank, Gaffey Healthcare, Human Scale, Just Energy, Lennar, Mitel, Nielsen, Novartis, Panasonic, Reed Elsevier, and Ricoh.

### Education

Mr. Siglin holds two bachelor's degrees from the University of Oklahoma: a Bachelor of Business Administration degree in entrepreneurship and finance and a Bachelor of Science in aviation. He is a licensed real estate professional in the state of Texas.

### Contact

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