



Drawn to the real estate industry for its limitless potential, rising star James Taylor got his start in 2017. Though he was born in Phoenix, Arizona, James grew up in Mexico City — bringing an international pedigree to his work as an agent. Now, he has lived in New York City for the past six years. Prior to launching his real estate career, James mounted a successful career in the IT management world, where he served as an Executive Director for Financial Institutions before making the switch to life as an agent.

“To me, real estate was a total gamechanger,” James remembers. “After being very successful during a long career in corporate America, I had the great opportunity to rethink my personal goals without the growth restrictions that come from reaching the top of a large organization. After realizing how much I could increase and accelerate my journey to build wealth through real estate, I decided to educate myself and train to become a real estate investor,” he continues. “Later, it became clear to me that in order to be really successful, I would need to master the brokerage side of things. Along the way I’ve also found other passions: representing clients, negotiating, and closing deals. My biggest passion is helping others change their lives by creating wealth through real estate.”

Based in New York City under the banner of New Vista Horizons, James serves all five boroughs, in addition to Florida’s southeast Miami metro region and southwest Florida’s North Port and Port Charlotte communities. Likewise, his service offerings are diverse, and he fields clients for residential resales, leases, commercial and investment properties. “I am a passionate real estate professional who believes that every deal should be treated uniquely and every client should be treated with the utmost respect,” James says. “I’m always looking for creative ways to find solutions and advantages that work in my clients’ favor. I like to dig deep into the details, striving to understand each client’s truest needs, and I’m constantly putting myself in their shoes.”

A capable, personalized approach defines James’ working style, and thus far, he has earned roughly 80% of his business through repeat and referral clientele. To keep relationships strong, James ensures clients are served by both wise counsel and an empathetic approach. Additionally, his extensive experience in high-profile management roles underscores

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his competence when it comes to large-scale dealmaking. In fact, he has earned the designation of Certified Negotiating Expert, is the recipient of Standard Chartered Bank’s Global Chairman’s Award, and holds two highly technical degrees — all value-adds for clients buying or selling in the ultra-competitive New York and Florida markets. “After a long and successful career holding high executive level positions and heading large support teams across the continent, I became a real estate investor, and then a real estate agent. In doing so, I found the perfect combination to drive my passion for excellence in customer service and creative dealmaking,” he explains. “I bring a rare mix of skills to the real estate arena, starting with my high-level personal code of ethics and followed by my diverse experience. This affords me a unique edge as an agent, and in real estate, you want to have the right team working on your behalf.”

Giving back is a central tenet at New Vista Horizons, and James gives back to causes such as the ASPCA, Child Fund International, Seeing is Believing, Fundación Casa de Santa Hipólita, God’s Love We Deliver, and the Humane Society. In his free time, he most enjoys spending time with his family, traveling, exploring new properties, and setting out for a long run.

As for the future of his budding real estate career, James intends to continue making steady growth as an agent. “It’s always my goal to further expand my real estate business and continue to serve others,” James says. “I love the excitement of helping different people own their own homes and build wealth through real estate.”

James Taylor

New Vista Horizons, Inc. | New York, NY

212.563.6999 | james@nvhny.com | nvhny.com