

# Industrial Brokerage Team

Columbia, SC

Accelerating success.

## The Colliers Advantage

Colliers | South Carolina's Columbia industrial brokerage team of professionals is the leading industrial team in central South Carolina with over 65 collective years of experience. The team brings specialized knowledge to their area of focus, providing clients with an in-depth perspective of South Carolina's manufacturing and distribution properties while assisting tenants and buyers to achieve their needs for space.

Colliers has had a presence in South Carolina for over 115 years and is the largest full-service commercial real estate firm in the state with offices in Charleston, Columbia, Greenville and Spartanburg.

## Transactions



**12.6M**

Total square feet  
sold or leased\*



**\$272M**

Total sales  
volume\*



**\$215M**

Investment sales  
volume\*



**\$82M**

Leasing  
volume\*



**40+**

Sale and  
lease listings



**2.6M**

Square feet  
represented



**700**

Acres  
represented

\*All statistics from 2020 & 2021

## Listings

Contact us:

**Chuck Salley, SIOR**  
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Senior Brokerage Associate  
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# Colliers at a glance

## South Carolina

All statistics are for 2021

**115**

Years in business

**4**

Offices across  
South Carolina

**140+**

Staff members

**\$1B**

Total brokerage  
volume

**590**

Sales and leasing  
transactions

**17M**

Square feet managed  
properties

**\$850M**

In projects under  
management

## Worldwide



Annual revenue

**\$4.3B**



Countries we operate in

**62**



Assets under management

**\$77B**



Lease/sale transactions

**53,000**



Square feet managed

**2B**



Professionals

**17,000**

Number of countries includes affiliates.

### Charleston

4289 Spruill Avenue, Suite 200  
North Charleston, SC 29405  
+1 843 723 1202

### Columbia

1301 Gervais Street, Suite 600  
Columbia, SC 29201  
+1 803 254 2300

### Greenville

55 E. Camperdown Way, Suite 200  
Greenville, SC 29601  
+1 864 297 4950

### Spartanburg

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### Education or Qualifications

B.A., University of South  
Carolina

### Specializations

Brokerage: Landlord  
Representation

Brokerage: Tenant  
Representation

Capital Markets and Investment  
Sales

Development Consulting

### Affiliations or Memberships

CCRA – Central Carolina  
REALTORS® Association

SCRA – South Carolina  
REALTORS® Association

NAR – National Association of  
REALTORS®

SIOR – Society of Industrial and  
Office REALTORS®

SCEDA – South Carolina  
Economic Developers  
Association

CentralSC Committee of 100

## Charles W. Salley (Chuck) , SIOR

### Area of Expertise

I have experience in all aspects of industrial brokerage including: leasing, sales, build-to-suit, site acquisition, investment sales and consulting. I have been with Colliers since 1981 and have completed over 1,500 transactions in my career. I am an expert in the industrial market and am proud to have represented many national and international companies with their real estate needs in the greater Columbia market. I have also provided valuable consulting work, site acquisition and leasing services for many national developers including: Magnus Development Partners, Scannell Properties, Collett Industrial, Panattoni Development, Red Rock Development, Kirco and Miller Valentine Group.

I am inspired by the drive of my clients and customers to grow their businesses, create jobs and invest in our community. I enjoy the thrill of taking on the challenge to find real estate solutions for them to help them progress their business goals. My experience in Columbia gives me a solid platform to deliver solutions that enable these companies to grow.

### Professional Accomplishments

In 2020, my team closed an \$185 million, 37-property, 5.5 million-square-foot investment sale as the largest single acquisition of commercial real estate properties to take place in South Carolina. For that transaction, we were awarded SIOR's worldwide 2020 Top Industrial and Investment Transaction Awards. I am a Life Member of the Central Carolina REALTORS® Association Circle of Excellence. I received the CCRA Commercial Transaction of the Year Award four times. I was named the overall Top Producing Agent over ten times by CCRA. I have received CoStar Power Broker awards in industrial leasing and sales

transactions every year since 2015 when they started covering the Columbia market. I have received numerous recognitions from Colliers | South Carolina for outstanding service. I have received the Walter M. Keenan Award as the company's top producer seven times and am consistently ranked as a Top 10 Producer. I have also received Colliers | South Carolina President's Award.

I am a member of the 2012, 2013, 2014, 2017, 2018, 2019 and 2020 Everest Club, recognizing the top ten percent of all Colliers brokers in the U.S.

### Business and educational background

I graduated from the University of South Carolina with a Bachelor of Arts degree in Psychology. I always wanted to be an entrepreneur and Colliers has allowed me to grow my platform of services as Colliers has stayed on the cutting edge of providing solutions to our clients and customers.

I began with Colliers immediately upon graduation from college and have been here ever since. When I chose industrial brokerage as a specialty, there was a void in the central South Carolina industrial market, and I knew that I could develop not only the Colliers industrial sector, but also work to develop Columbia's industrial market into the thriving economy that is it today.

### Community Involvement

I am past President of the Carolinas Chapter of the Society of Industrial and Office REALTORS®. I am a former chair of the Palmetto Health Children's Hospital Board and former board member of the Congaree Land Trust. I have previously served a three-year term on the City of Columbia Board of Zoning Appeals as Chair.







Vice President  
Industrial and Logistics

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### Education or Qualifications

Bachelor of Arts, University of  
South Carolina, 2016

### Specializations

Brokerage: Landlord  
Representation

Brokerage: Tenant  
Representation

Capital Markets and Investment  
Sales

### Affiliations or Memberships

SIOR – Society of Industrial and  
Office REALTORS®

CCIM – Candidate

CCRA – Central Carolina  
REALTORS® Association

SCRA – South Carolina  
REALTORS® Association

NAR – National Association of  
REALTORS®

SCEDA - South Carolina  
Economic Developers'  
Association

## Thomas Beard, SIOR

### Area of Expertise

I specialize in leasing, user sales  
and investment sales of industrial  
properties.

Since a young age, I have had a  
profound interest in and exposure  
to commercial real estate. I have  
long found industrial brokerage to  
be intriguing because it serves as the  
foundation of many different types of  
businesses and processes. It is very  
rewarding to have the opportunity to  
play a role in the goals and progress  
of each of our clients as a trusted  
industrial services advisor.

### Professional Accomplishments

In 2022, I earned the Society of  
Industrial and Office REALTORS® (SIOR)  
designation. I have been recognized  
as a CoStar Power Broker in industrial  
leasing transactions in Columbia, SC  
every year since 2017. I have received  
numerous awards through Colliers |  
SC including the Rising Star Award in  
2018, the Service Excellence Award  
in 2020 and the Top 10 Producers  
Award in 2020. In 2018, 2019 and  
2020, I received the Central Carolina  
REALTORS® Association Commercial  
Circle of Excellence Award and also  
received CCRA's Sales Transaction of  
the Year Award in 2020. Additionally, I  
was part of the team that earned SIOR's  
worldwide 2020 Top Industrial and  
Investment Transaction Awards.

Over the course of my career, I have  
participated in transactions totaling  
20.5 million square feet, valued at over  
\$500 million.

Colliers

### Business and educational background

I graduated from the University of  
South Carolina with a Bachelor of Arts  
in Economics.

In 2014, I joined Colliers | South  
Carolina as an intern, conducting  
research for quarterly market reports,  
special projects and case studies in the  
three major markets in South Carolina  
for two years before transitioning to  
brokerage. I find that my exposure  
to market data and establishing  
relationships with many of the  
professionals I continue to work with  
today, while working in the research  
department at Colliers, provides a  
valuable foundation into identifying  
market trends and creative deal making  
from the brokerage perspective.

### Community Involvement

I am a 2021 graduate of Leadership  
Columbia. I am a member of Christ  
School's Alumni Council and serve on  
the Board of Directors for RED Atlas,  
a commercial real estate data and  
analytics company focused on serving  
emerging markets.

While attending the University of South  
Carolina, I served on the planning  
committee for the annual Game Ball  
Run, which raises money for the Marcus  
Lattimore Foundation and Cystic  
Fibrosis Foundation. Additionally, I was  
also involved with the Caribbean Youth  
Network, a program that provides  
shelter, food, sports facilities and  
equipment for youth on Long Island in  
the Bahamas.



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Industrial and Logistics

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### Education or Qualifications

B.A., Political Science, University  
of South Carolina

### Specializations

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### Affiliations or Memberships

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Economic Developers'  
Association

## John Peebles, SIOR

### Area of Expertise

I am a Senior Brokerage Associate in Colliers' Columbia office working with Chuck Salley, SIOR and Thomas Beard, SIOR on the industrial brokerage team. I focus on and specialize in leasing, sales, build-to-suit projects, site acquisition and investment sales for investors, developers and tenants looking in central South Carolina.

Industrial brokerage offers a runway for creative thinking and problem solving for clients' and customers' needs. At the conclusion of a deal, we have not only assisted our clients in achieving their goals, but also assisted companies in maximizing their productivity and profitability in the same breath. In doing so, we get to play a role in growing businesses in our community and stimulating the local and regional economy. This is a reward that few other careers can offer.

### Professional Accomplishments

In 2023, I earned the Society of Industrial and Office REALTORS® (SIOR) designation after having previously joined the organization as a Member Associate. I was part of the team that earned SIOR's worldwide 2022 Top Member to Member Associate Transaction and the 2020 Top Industrial and Investment Transaction Awards.

Additionally, I have been consistently recognized as a CoStar Power Broker in industrial leasing transactions in Columbia, SC since I began in brokerage. I received the Colliers | SC Top Producer Award in 2022 and the Service Excellence Award in 2020. In 2020, 2021 and 2023, our team received the Central Carolina REALTORS®



Association Commercial Circle of Excellence Gold Award and also received CCRA's Sales Transaction of the Year Award in 2020.

### Business and educational background

I joined Colliers | South Carolina as a research intern, conducting various projects including building a statewide retail and light industrial research database and classifying and categorizing various lease data. Through my work as an intern, I was able to get a taste for the Colliers culture and work environment and develop a solid foundation in which to begin my career. During my internship, the thriving industrial sector excited me, and I decided to pursue a career in industrial brokerage.

### Community Involvement

I was born and raised in Columbia and I am excited to have a career working in a region and a market which I am very familiar with. In my spare time, I enjoy playing golf, fishing, hunting and rooting on the University of South Carolina Gamecocks at various sporting events.

I enjoy being involved in my local community and as well as in foreign countries that are in need. I have participated in various mission projects in El Salvador and Salkahatchie and have participated in annual fundraisers for Camp Cole, a safe, accessible and inspirational gathering place where groups can connect, share, encourage and shine.