



Managing Director
Industrial Services

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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 (CCRA) Circle of Excellence. I received the CCRA Commercial Transaction of the Year Award four times. I have been 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, including the President's Award, the Walter M. Keenan Award as the company's top producer seven times and consistently named a Top 10 Producer.

I have been named to the Colliers Everest Club nine times since 2012, 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 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, former board member of the Congaree Land Trust and former chair of the City of Columbia Board of Zoning Appeals.