



Market President

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E. Craig Waites, Jr.

Area of Expertise

As the Market President for Colliers' Columbia office, I lead the Columbia brokerage team, driving the expansion of the company's commercial real estate sales and leasing initiatives and collaborating with Colliers' property management and project management divisions. I am part of Colliers | South Carolina's statewide management team, contributing to strategic decisions that impact the entire South Carolina market.

I have been with Colliers since 1995. Before transitioning to my current role, I worked for nearly 30 years as a broker, most recently a Managing Director, specializing in site selection, land brokerage and selling retail and owner-occupied properties. I completed over 450 transactions with a cumulative value of \$390 million.

During my time as a broker, I assisted numerous landowners, developers and purchasers with my expertise in land valuation, planning and the entitlement process while providing extensive experience in zoning efforts, permitting and predevelopment issues involving local municipalities and other regulatory agencies.

Professional Accomplishments

I am a Life Member of Central Carolina REALTORS® Association's Commercial Circle of Excellence and was awarded CCRA's Top Sales Agent in 2009, 2016, 2017, 2018, 2020 and 2021. I received Colliers | South Carolina's Top 10 Producers Award fifteen times; the President's Award, which recognizes outstanding achievement; and Sales

Associate of the Year for highest sales volume. In 2016, I was recognized by Colliers U.S. in its Everest Club, which recognizes the top ten percent of all Colliers brokers nationally and internationally for revenue generation. I am a 1998 graduate of Leadership Columbia and was also named to The State Newspaper's "20 Under 40" in 2010.

Business and educational background

I am a graduate of Washington and Lee University, where I received my Bachelor of Science degree in Business Administration with Attainments in Commerce.

Prior to joining Colliers | South Carolina, I worked in banking for two years.

Community Involvement

As an active member of my community, I currently serve on the Board of Trustees at Hammond School and have previously served on The City of Columbia Planning Commission, with the United Way of the Midlands, as past Chairman of the Sisters of Charity Foundation of South Carolina and on the Vestry of Trinity Cathedral.

Education or Qualifications

B.S., Washington and Lee University

Specializations

Executive Leadership

Affiliations or Memberships

CCRA – Central Carolina REALTORS® Association

SCRA – South Carolina REALTORS® Association

NAR – National Association of REALTORS®

ICSC – International Council of Shopping Centers