



J. Thomas Johnson, Jr., SIOR

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Education or Qualifications

U.S Naval Academy, 1992
MEERM, University of South
Carolina, 1999
Master of Business
Administration, University of
South Carolina, 2006

Specializations

Office Brokerage

Affiliations or Memberships

SIOR – Society of Industrial
and Office REALTORS®
CCRA – Central Carolina
REALTORS® Association
NAR – National Association of
REALTORS®
SCRA – South Carolina
REALTORS® Association

Area of Expertise

I have been with Colliers since 2003 with my primary focus on office properties. My principal concentration is representing landlords of multi-tenant office buildings. I also consult with and represent clients requiring assistance with the buying, leasing and selling of office properties.

As a very analytical person, I strive to understand the details of each client's unique goals and objectives to maximize the value and effectiveness of my clients' real estate decisions through the in-depth review of market data and analytical models. I enjoy solving problems and finding creative ways to help my clients win.

Professional Accomplishments

I have participated in more than 300 transactions valued in excess of \$170 million and I have an annual responsibility of over 1 million square feet of office product. I am a Lifetime Member of the Central Carolina REALTORS® Association's Circle of Excellence recognition program. In 2009, 2011, 2012 and 2014 I was recognized by Colliers | South Carolina for superior achievement in the office specialty group and received the 2011 Colliers | South Carolina Transaction of the Year Award. I have been recognized annually amongst the market's brokerage community with the CoStar Power Broker Award for high transactional volume. In 2018, I became a shareholder of Colliers International in South Carolina. In 2018, I received the Colliers | South Carolina Production Award for being a Top 10 Producer. In 2020, I received the prestigious

SIOR designation from the Society of Industrial and Office REALTORS®.

Business and educational background

I served as an officer in the U.S. Navy and Naval Reserves. Before joining Colliers, I worked for SCANA Corporation as a project manager, responsible for the project management of technology procurement, implementation/ integration and website development for the enterprise's customer service and marketing departments. My military background and corporate experiences provide me with a broad perspective and world view that enhances my ability to relate to and assist clients. During my educational career I have accomplished my higher education goals with the receipt of MBA and MEERM master degrees from the University of South Carolina.

Community Involvement

I am an active board member for City Year Columbia and enjoy seeing the positive influence our Corp Members have in improving graduation rates for area schools. Prior involvements include my local neighborhood association and serving as the facilities committee chair for St. Joseph's Catholic School in Columbia, SC. I am past president for the Midlands Chapter of the United States Naval Academy Alumni Association and graduated from the Columbia Chamber of Commerce's Leadership Columbia program in 2008. I am very inspired by people helping others enjoy success in life through service.