



E. Craig Waites, Jr.

Vice President
Director of Commercial Brokerage Team | Columbia
Columbia, South Carolina



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SPECIALIZATION

Land
Brokerage: Landlord
Representation
Land Sales
Site Sales

EDUCATION OR QUALIFICATIONS

Washington and Lee
University, BS, 1992

AFFILIATIONS OR MEMBERSHIPS

CCRA – Central Carolina
REALTORS® Association
SCRA – South Carolina
REALTORS® Association
NAR – National Association of
REALTORS®
ICSC – International Council
of Shopping Centers

CONTACT DETAILS

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AREA OF EXPERTISE

I am a Vice President of Colliers International | South Carolina as well as the Director of the Commercial Brokerage Group. I have been with Colliers since 1995, specializing in site selection, land brokerage and the sale of retail/owner-occupied properties. I have completed over 380 transactions with a cumulative value in excess of \$295 million.

My niche and expertise are in land planning and the entitlement process, having coordinated numerous zoning efforts, permitting processes and developmental meetings, with municipalities and the SCDOT.

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.

PROFESSIONAL ACCOMPLISHMENTS

Since joining Colliers, I have enjoyed many successes and achieved recognition as a Life Member of the Circle of Excellence by the Central Carolina REALTORS® Association and was awarded Central Carolina REALTORS® Association's Top Sales Agents in 2009, 2016, 2017 and 2018. I have received Colliers | South Carolina's Top 10 Producers Award twelve 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 International US in its Everest Club, which recognizes the top ten percent of all Colliers International 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.

COMMUNITY INVOLVEMENT

As an active member of my community, I currently serve on The City of Columbia Planning Commission. I have been a campaign Leader for the United Way of the Midlands, a Vestry member for Trinity Cathedral, a Committee Member for Healthy Learners and a coach for local youth baseball and basketball teams. I recently served as Chairman of the Sisters of Charity Foundation of South Carolina.

