

Industrial Services

Charleston's Industrial **Real Estate Advisors**

Landlord Representation | Tenant Representation | Investment Sales | Industrial Outdoor Storage



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Your Charleston **Industrial Team**

Whether you're an owner with space to fill or an occupier with space to find, industrial real estate decisions in Charleston come down to two things: who knows the market best and who will work hardest on your behalf. We built this team to do both.

We represent landlords and tenants across warehouse, distribution and manufacturing product and we've built a dedicated focus on industrial outdoor storage (IOS), one of the fastest-growing segments in the market. From shallow-bay buildings to Class A distribution centers, we pair local market knowledge with the resources of our Colliers global platform to get deals done.

53+
Combined years of experience

2
SIOR-Designated Principals

4
Core industrial specialties
Landlord | Tenant | IOS

100%
Focused on the Charleston industrial market



Jon-Michael Brock, CCIM, SIOR

Executive Vice President
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Jon-Michael Brock, CCIM, SIOR, represents institutional owners, developers, investors and occupiers throughout the Charleston market. With a focus on industrial leasing and investment sales, he advises clients on acquisitions, dispositions and strategic real estate decisions across Class A industrial facilities and Industrial Outdoor Storage (IOS).



Thomas Buist, SIOR

Senior Vice President
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Thomas Buist, SIOR, has more than three decades of experience representing institutional landlords, developers, investors and occupiers throughout the Charleston industrial market. He specializes in leasing strategy, investment advisory and business development for Class A industrial assets.



Alex Whittemore

Vice President
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Alex Whittemore, SIOR Member Associate, specializes in landlord representation throughout the Charleston industrial market. He advises institutional owners, private investors, developers and occupiers on leasing, acquisitions and dispositions, with experience spanning all types of industrial facilities and Industrial Outdoor Storage (IOS).



Dillon Claffey

Associate
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Dillon supports the team's landlord and tenant representation assignments throughout the Charleston market, providing market analysis, site selection, lease and sale support and transaction execution for institutional owners, developers, investors and occupiers.

Services Our Team Provides

Landlord Leasing
We build a leasing strategy around your asset's advantages with disciplined pricing, prospecting and engagement with prospects who matter.

Tenant Representation
Market-wide search, honest analysis and tough negotiation. The same focus we bring to owners, working for you instead.

Investment Sales
We bring analysis to the decision: what your asset is worth today, what it could be worth and who the real buyers are. Then we find them.

Industrial Outdoor Storage
A dedicated focus on one of the market's fastest-growing segments, from truck and trailer yards to laydown and equipment storage.

Land & Development
From entitlements to positioning for sale or development, we've guided Charleston industrial land through every stage of its lifecycle.

Advisory & Consulting
Site selection, incentives, labor, logistics analysis. Our team shortens the learning curve for companies putting down roots in Charleston.

On Class-A Product

Class-A, big-box gets the same playbook that fills everything we touch

Our work runs from shallow-bay to 1,000,000-plus-square-foot distribution centers, buildings that lease on fundamentals, not on a logo. Class-A gets that same discipline: prospect-by-prospect canvassing, an honest read on pricing and weekly attention on the space. If you own or are developing Class-A product in Charleston, this is the team you want working it.

Clients We've Worked With

AlterraIOS · RCB Development · Center Capital · efl · GreenDock Partners · Axis · WTB Fulfillment & Logistical Services · GFI Partners · Stono Group · OTIS · Smithey Ironware · Global ECom · brookwood capital partners · Oceans International · Gregger Company, Inc · Sewing Down South · Avantech · Pattillo Industrial Real Estate · Catalyst Investment Partners

Colliers South
Carolina Platform

Our statewide platform puts the full weight of Colliers behind every local assignment. Relationships in every South Carolina market, service lines spanning the entire asset lifecycle and a single team coordinating all of it on your behalf. That's what you can expect from Colliers South Carolina.

±15.5M SF
in Industrial transactions statewide (2025)

231
total Industrial transactions statewide (2025)

$730M
total Industrial transaction volume statewide (2025)

Service Lines We Bring to Every Assignment

- **Capital Markets** — institutional buyer access and disposition strategy
- **Real Estate Management** — operations, tenant relations, reporting
- **Valuation & Advisory** — appraisals that hold up with committees
- **Consulting** — site selection, incentives, labor analysis
- **Marketing** — in-house creative, digital campaigns, collateral, strategy
- **Debt & Structured Finance** — financing from a national lender network
- **Project Management** — buildouts and ground-up oversight
- **Research & Analytics** — proprietary data and up-to-the-minute market trends
- **Securities** — 1031 exchange and DST reinvestment options
- **Client Services** — transaction support from intake through close

Backed by Colliers' Global Platform

$4.7B	46,000	$100B+	23,000	±2B SF	70
Total Annual Transaction Value	Lease & Sale Transactions	Assets Under Management	Professional Employees	Managed Space	Countries we operate in

Three Markets.
One Industrial Practice.

How this benefits you

A tenant touring Greenville today is looking at Charleston next quarter. Because we connect with our statewide partners daily, that intel moves at the speed of a phone call. Our Colliers teams in Columbia and Greenville–Spartanburg are made up of highly-capable, SIOR-designated brokers and carry two of the most respected industrial track records in the Southeast. *We lean on them, they lean on us and every client gets the advantage of this statewide connectivity.*

Charleston Industrial Team



Jon-Michael Brock, CCIM, SIOR
Executive Vice President



Thomas Buist, SIOR
Senior Vice President



Alex Whittemore
Vice President



Dillon Claffey
Associate

Columbia Industrial Team



Chuck Salley, SIOR
Managing Director



Thomas Beard, SIOR
Executive Vice President



John Peebles, SIOR
Executive Vice President

Greenville-Spartanburg Industrial Team



Garrett Scott, SIOR
Managing Director



John Montgomery, SIOR
Managing Director



Dillon Swayngim, SIOR
Managing Director



Brockton Hall, SIOR
Managing Director

Real Buildings, **Real Outcomes**

The case studies below include leasing, investment sales, and IOS assignments with one common theme: **our team delivered a successful result to the client.**

CLASS-A LEASING & INVESTMENT SALES

9581 Palmetto Commerce Pkwy



Location	North Charleston, SC
Size	±80,350 SF
Type	Landlord Rep
Outcome	Stabilized

1023 Legrand Boulevard



Location	Charleston, SC
Size	±89,800 SF
Type	Landlord Rep
Outcome	Stabilized

175 McQueen Boulevard



Location	Summerville, SC
Size	±283,072 SF
Type	Landlord Rep
Outcome	Stabilized

4289 Crosspoint Drive



Location	Ladson, SC
Size	±104,000 SF
Type	Tenant Rep
Outcome	Tenant Expansion

7054 Weber Boulevard



Location	Ladson, SC
Size	±298,352 SF
Type	Landlord Rep
Outcome	Stabilized

2725 W 5th North Street



Location	Summerville, SC
Size	±200,000 SF
Type	Landlord Rep
Outcome	Stabilized

6555 Fain Street



Location	North Charleston, SC
Size	±51,541 SF
Type	Tenant Rep
Outcome	Tenant Expansion

9785 Patriot Boulevard



Location	Ladson, SC
Size	±209,245 SF
Type	Landlord & Tenant Rep
Outcome	Stabilized

INDUSTRIAL OUTDOOR STORAGE (IOS)

236 Acres Drive



Location	Ladson, SC
Size	±9,756 SF / ±3.91 Acres
Type	Buyer Rep
Outcome	Successful Disposition

399-403 O'Leary Road



Location	Port Wentworh, GA
Size	±15.52 Acres
Type	Seller Rep
Outcome	Successful Disposition

3265 Associate Drive



Location	North Charleston, SC
Size	±13,000 SF / ±6.58 Acres
Type	Buyer Rep
Outcome	Successful Disposition

472 Long Point Road



Location	Mount Pleasant, SC
Size	±6.80 Acres
Type	Seller Rep
Outcome	Successful Disposition

The People Behind **Every Assignment**

Behind every industrial assignment sits a bench most firms don't have. Marketing, research, transaction support and market leadership all work the same deal, building the materials, pulling the data and keeping the process moving. Our industrial team stays focused on the negotiation and deal terms because a team of specialists is handling everything around it.

How this benefits you

Most industrial assignments are won or lost on how well they're executed. How fast collateral gets built, whether the data behind your pricing is current, whether the paperwork moves when a tenant is ready to sign. We have a team of talented experts doing all of it. In-house marketing produces your collateral, research analysts gather precise data and client services keeps each transaction organized from intake through close so your deal runs seamlessly from day one.

Executive Leadership



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Marketing & Research



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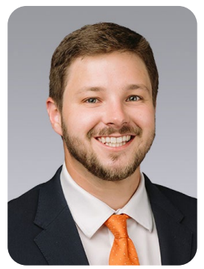
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Administrative & Transaction Support



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Corporate Solutions

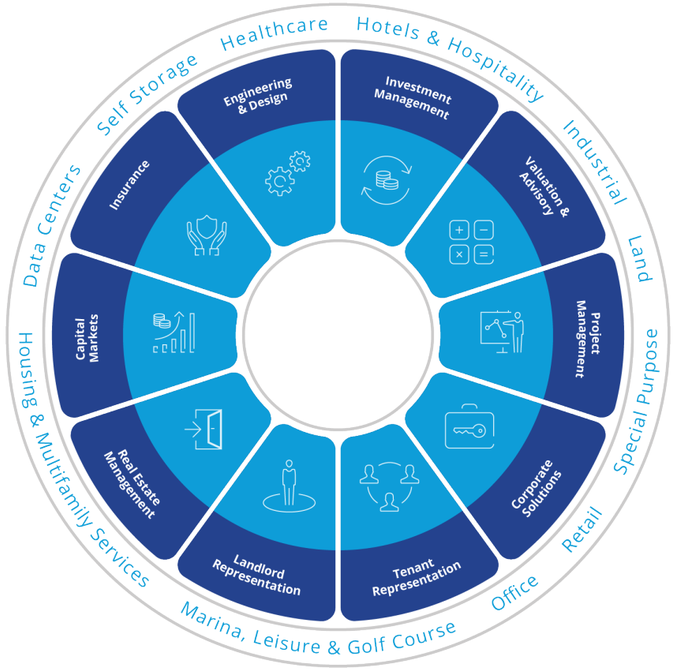


David Cuda
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Beyond **Brokerage**

Colliers has the capability to go well beyond a single transaction for owners, occupiers and investors at every level.

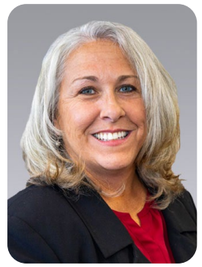
From site selection and development to leasing, management and eventual disposition, our global Colliers platform surrounds your real estate with every discipline it needs. Our Charleston industrial team is your single point of access to all of it.



How this benefits you

Through our team, you have unfettered access to specialists at every stage of the deal cycle. When your assignment needs an appraisal, a construction budget, a financing source, or a management plan, we make a phone call. Our team brings in the right Colliers specialist and stays on the assignment start to finish, so you keep one point of contact no matter how many disciplines the deal touches.

Real Estate Management



Kim Butler
Senior Vice President



Carla Fix
Director, CHS



Kathryn Harward
Associate Director, CHS

31M
total square feet under management in SC

Valuation & Advisory



Curt McCall
Executive Vice President



John Colleary
Senior Valuation Specialist



Byron Couturier
Valuation Specialist



Tyler Owens
Valuation Specialist

Construction Management - LCK



Dale Stigamier
President



Brian Davis
Vice President

$1.3B
Project Volume Under Construction (SC & NC)

Capital Markets



Nolan Ashton
Senior Vice President



Tommy Whitmore
Associate Vice President

Debt & Structured Finance



Kevin French
Senior Vice President



Russ Balderson
Senior Vice President

The Charleston industrial conversation **starts here**

Owners, occupiers and developers of industrial real estate: call any one of us to get started. You'll get the whole Colliers team either way.



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