



Ed Riggins, SIOR, CCIM

Senior Vice President
Atlanta

Professional Experience

Ed Riggins has been one of the most significant and consistent contributors to the success of the Cresa Atlanta office since moving his practice to the firm in 2000. Ed provides real estate advisory services in Atlanta and nationally to organizations ranging in size from start-up professional partnerships to Fortune 500 companies. Because of the diversity of Ed's clientele, he might be found working on an office space assignment on Monday, a transaction involving industrial or manufacturing space mid-week, and acquiring or disposing of land by week-end. Ed's approach involves careful development of a plan based on a clear understanding of client needs. After that, it's: "problem, solution, problem, solution" until the assignment is completed, always with an eye toward what's best for the client. Ed receives consistently high marks in client satisfaction surveys, and the majority of his assignments come from repeat clients or referrals. He teaches real estate continuing education, speaks to business groups, and mentors young associates in the industry. Ed additionally assisted in the creation of Cresa's Community Service Committee and is an active participant in the committee's activities throughout the year. Lastly, Ed is among less than 1% nationally to have earned both the Society of Industrial and Office Realtors and Certified Commercial Investment Member designations.

Affiliations

Atlanta Commercial Board of Realtors, Life Member
Atlanta Air Cargo Association
Board Member, Georgia Chapter, SIOR

Education

Auburn University, B.S. Business Administration, 1984
Certified Commercial Investment Member (CCIM), 1993
Society of Industrial and Office Realtors (SIOR), 2011
Harvard Program on Negotiation, 2012

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