

PROFESSIONAL PROFILE

CLAY CULBRETH, SIOR, CCIM

VICE PRESIDENT

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SPECIALTY

Landlord, Tenant, Owner and
Buyer Representation for
Industrial, Buildings and Land on
the Peninsula

CAREER SUMMARY

Clay Culbreth is a Virginia and North Carolina broker in his 28th year in the commercial real estate profession in Hampton Roads. Clay concentrates exclusively on marketing, selling and leasing industrial properties throughout the Peninsula (Newport News, Hampton, James City County, and York County).

PARTIAL LISTING OF MAJOR CLIENTS

Tidewater Fibre Corporation
Howmet Corporation
Huntington Ingalls Industries
Valeo

RECENT TRANSACTIONS

4808 Commerce Drive	Newport News	14,000 Sq. Ft.
310 E Street	Hampton	73,000 Sq. Ft.
605/607 Industry	Hampton	8,250 Sq. Ft.
606/608 Rotary Street	Hampton	9,950 Sq. Ft.
5201 City Line Road	Newport News	80,000 Sq. Ft.
460 Export Circle	Newport News	20,500 Sq. Ft.
5200 City Line Road	Hampton	40,743 Sq. Ft.

CIVIC AND INDUSTRY AFFILIATIONS

Real Estate Brokerage License: Virginia and North Carolina
Tidewater Associates of Realtors: Million-Dollar Producer, 1992 - Present
Commercial Real Estate Council: Past President, 1997
Member, Certified Commercial Investment Member (CCIM) (Since 1997), Virginia CCIM State Chapter: President 2003
Member, Society of Industrial and Office Realtors (SIOR) (Since 1997),
Old Dominion University's Center for Real Estate and Economic Development annual review, Industrial Speaker 2002, 2003, 2005, and 2007

ASSOCIATIONS AND ACCREDITATIONS

CCIM - Certified Commercial Investment Member
SIOR - Society of Industrial and Office Realtors

RECOMMENDATIONS

"As Director of Economic Development for York County I was responsible for negotiating and completing the sale of a 60,000 sq. ft. industrial building owned by the York County Economic Development Authority (EDA). The EDA had owned the building for several years and no longer wanted to carry the debt associated with the building. The building was leased to a European based manufacturer that the EDA wanted to retain in the County. CAO Properties LLC led by Clay Culbreth presented the EDA with a fair offer for the property and skillfully handled negotiations with our tenant. Mr. Culbreth did an excellent job of presenting his team's acquisition proposal to the Authority and the entire transaction went very smoothly. I would highly recommend working with Mr. Culbreth on the disposition of any publically held assets."

James W. Noel, Jr.
Director, York County Office of Economic Development

"It has been my pleasure to work with Clay Culbreth for almost five years in my capacity as Director of the City of Hampton's Economic Development Department. The business development staff really enjoys our relationship with Clay. He has continued to adhere to the highest standards of professionalism. His enthusiasm and dedication to his job are to be greatly admired. We also appreciate the respect he gives to others and his adherence to commitments he makes. We certainly hope our relationship continues for a long time."

Jimmy Eason
Director, Office of Economic Development, City of Hampton