



Clay Culbreth, Senior Vice President

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Work Experience

Clay is a Virginia broker in his 41st 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). Clay's specialty is industrial, build-to-suit, landlord, tenant, owner and buyer representation, and buildings and land on the Peninsula.

Education, Memberships and Awards

- Real Estate Brokerage License – Virginia
- Virginia CCIM State Chapter: President 2003

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 publicly held assets.”

James W. Noel, Jr.

Director, York County Office of Economic Development