



Clay Culbreth, Senior Vice President

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Professional Summary

Strategic and results-driven Commercial Real Estate Broker with 43+ years of success in industrial sales, leasing, and land transactions throughout the Hampton Roads region. Proven expertise in guiding complex deal structures, advising institutional and private clients, and driving value across every stage of the real estate cycle. Known for deep market insight, disciplined execution, and long-standing client relationships built on trust and performance. Skilled negotiator and transactional leader with a strong command of local and regional industrial market dynamics.

Notable Transactions

- Sold 500 acres and Water Country USA to Anheuser Busch, Williamsburg, VA
- Leased 241,910 SF to Newport News Shipbuilding, 2101 Aluminum Ave., Hampton, VA
- Sold 48,800 SF / 9.1 acres at 220 Picketts Line, Newport News, VA
- Leased 516,211 SF 300/500 West Park Lane, Hampton, VA

Education, Affiliations and Community Leadership

- Strome College of Business, Old Dominion University
Bachelor of Science, Management & Marketing | 1978 – 1982
- Past President, CCIM Virginia State Chapter
- Past President, Chesapeake Beach Civic League
- Founder, Soap Chips – nonprofit providing mobile showers for the homeless