

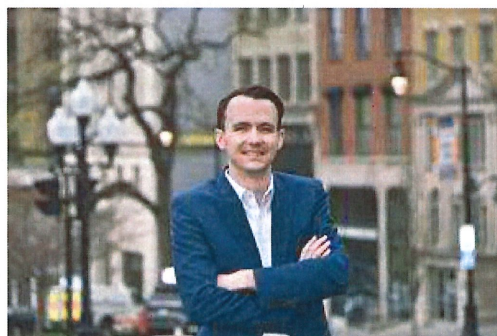
Best Real Estate Deals 2022: Dealmaker of the Year

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If warehouses could fly off shelves, Tyler Culberson would be the person constantly restocking them.

Culberson hustles to keep pace with the strong demand for warehouses and other industrial properties in the region, bringing together buyers and sellers to make deals happen.

Last year, as an associate broker at NAI Platform of Albany, he completed 44 transactions with a combined value of \$102 million in gross sales and leases.



DONNA ABBOTT-VLAHOS | ALBANY BUSINESS REVIEW
Tyler Culberson, associate broker, NAI Platform.

He's just 33 years old, but already has nearly 15 years of experience as a commercial real estate broker because he got his start so early.

"As with every deal, he faces unique obstacles," according to his BRED nomination. "However in 2021, emerging from the government-forced shut down due to the pandemic, supply chain delays, construction material shortages and price escalations as well as labor shortages, [there was] some uncertainty for companies who needed to make changes."

Culberson started as an intern at NAI Platform in February 2008 while attending Hudson Valley Community College. He quickly realized it was the right fit for him and got his real estate license.

In 2011, he graduated from Siena College with a bachelor's degree in finance. Five years later, he received the Society of Industrial and Office Realtors designation, a prestigious symbol in the industry.

Last year, his transactions ranged from 10,000-square-foot office/warehouses up to a 1.1 million-square-foot regional distribution center.

He also completed several deals that brought outside investors into the region, such a two-building, 80,000-square-foot portfolio at 107 Pierce Road in Clifton Park that sold for \$4.05 million to Redstone, a commercial real estate firm in Burlington, Vermont.

Culberson also assisted Precision Valve & Automation with expanding and relocating their manufacturing factory from Colonie to Halfmoon, a move that retained 200 employees in the region.

He's constantly on the go, meeting with clients and keeping his eyes out for opportunities while logging upwards of 45,000 miles a year on his car.

Tyler Culberson

Title: Associate broker

Company: NAI Platform

Age: 33

Transactions in 2021: 44

Combined value: \$102 million in gross sales and leases

Career transactional volume: \$400 million-plus