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Lisa Rhead, Hilldrup

Cover photo courtesy of Don Elrod.



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August is that sweet spot of summer — a season of momentum, creativity, and gratitude. It's where the year's efforts

begin to take shape, and where we see the results of our collective hard work come to life.

At *Charlotte Real Producers*, we're inspired by the hustle and heart that define our community. Every story we feature and every partnership we build is proof that success means more when it's rooted in genuine relationships. This month, we celebrate the drive, integrity, and collaboration that make the Charlotte real estate community one of a kind.

We're thrilled to welcome our newest partner, **BuildSpace Co.**, to the *Charlotte Real Producers* network. We're excited to have you join our community and look forward to the expertise, collaboration, and value you'll bring to our agents and fellow partners.

As we look ahead, we're also excited for one of our biggest celebrations of the year—our Charlotte Real Producers **Gratitude Gala** this **November**. We can't wait to bring our community together for an unforgettable evening of connection, generosity, and celebration as we give back to deserving local charities that are making a meaningful impact. Be sure to watch for more details in the coming weeks! Let's carry this reminder through the final days of summer: *"Hard work pays off, but heart makes it meaningful."*

Here's to finishing strong, building lasting relationships, and leading with purpose.

Your publisher,



Kristin Brindley
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LISA RHEAD *Hilldrup*

A WORLD IN MOTION AND A CAREER BUILT ON CONNECTION

BY AMELIA ROSEWOOD
PHOTO BY PHILIP ANDREWS

There is a certain kind of person who can walk into a room full of strangers and make everyone feel instantly comfortable. Lisa Rhead has built an entire career on that ability. Part strategist, part relationship-builder, and part storyteller, she brings a rare combination of professionalism, warmth, and humor to every conversation. It is the kind of presence that immediately puts people at ease, whether she is speaking with a relocating family, a corporate mobility leader, or a top-producing Realtor navigating a complicated transaction.

“I’m authentic, and although I’m in sales, it’s not about a transaction; it’s about connection and partnership,” Lisa says.

That philosophy has quietly guided every stage of her career and continues to shape how she approaches her role at Hilldrup, one of the most respected moving, storage, logistics, and workplace solutions companies in the country.

Built on Curiosity and Creativity
Lisa grew up in Charlotte, North Carolina, where she

still lives today. Creativity has always been part of her personality, but so has curiosity. She is the kind of person who naturally asks questions, studies processes, and looks for ways to improve the experience for everyone involved. Friends and colleagues also know her for another defining trait: her sense of humor.

She laughs easily, loves practical jokes, and believes humor is one of the fastest ways to break down walls and create

genuine connections. That balance of creativity and approachability has served her well throughout a career rooted in relationships.

Long before she stepped into executive leadership, Lisa began her professional journey as a receptionist in the relocation department of a Charlotte-based real estate company. At the time, she noticed a recurring issue. Employees relocating to the area frequently called looking for rental assistance, but the company

did not offer those services. Instead of simply redirecting people elsewhere, Lisa saw an opportunity.

She developed a business plan proposing a rental-assistance division to better support relocating employees while strengthening relationships with future homebuyers and corporate clients. Leadership embraced the idea and promoted her to build and lead the department.

“That was a turning point,” Lisa says. “It helped me grow





“**I’M AUTHENTIC, and although I’m in sales, it’s not about a transaction; IT’S ABOUT CONNECTION AND PARTNERSHIP.**”

professionally and opened doors I never imagined.”

That initiative became the foundation for a career spanning more than 25 years in the real estate relocation and mobility industries.

A Relationship-Driven Approach

Today, Lisa serves as Vice President of Global Business Development for Hilldrup, a family-owned company with more than 120 years of history in the moving and relocation industry. Headquartered in Stafford, Virginia, Hilldrup operates 11 branches throughout the Mid-Atlantic and employs more than 800 people.

Although Lisa has only been with Hilldrup for a little over a year, the company’s culture and mission aligned naturally

with the way she has always approached business.

Her role centers on building trusted relationships with Realtors, relocation directors, corporate mobility professionals, and business partners. At its core, her work is about understanding people’s goals and helping simplify what is often one of the most stressful transitions in life.

“Moving can be overwhelming for people,” Lisa explains. “Knowing we helped make that process smoother and less stressful is incredibly rewarding.”

That people-first mindset is what she believes separates Hilldrup from competitors. While the company embraces innovation through technologies such as virtual

surveys, AI-assisted quoting, and shipment tracking, Lisa says the real difference comes down to service.

“Hilldrup’s teams deliver more than a move,” she says. “They bring a level of talent, dedication, and care that clients can truly feel.”

For Realtors, that attention to detail matters deeply.

Lisa understands that every referral reflects directly on an agent’s reputation, which is why responsiveness, communication, and consistency remain central to the company’s approach.

Hilldrup also supports agents beyond the typical move-across-town. Whether helping store furniture during staging, coordinating



decluttering assistance, or managing long-distance relocations, the team aims to become a true extension of the agent’s business.

Creating Impact Beyond Business

One of the things Lisa appreciates most about Hilldrup is the company’s commitment to community outreach through its “Moved to Action” initiative. The program supports nonprofits focused on health, hunger, and housing across the communities Hilldrup serves.

From Habitat for Humanity in Greenville to Ronald McDonald House partnerships in Orlando and the Children’s Hospital of Richmond at VCU, the company encourages employees to invest their time and energy into causes that create meaningful local impact.

At its core, Lisa believes that mindset comes from understanding the human side of what Hilldrup does every day. Moving is never just about boxes and transportation - it’s about people, relationships, and helping families navigate major life transitions.

That understanding is also personal for her.

She and her husband, Mike, are celebrating 35 years of marriage this year. Together, they have two children, Savannah and Bryce, along with two grandchildren, Leighton and Campbell, who have quickly become the center of family life. Through Savannah and her husband John’s military relocations over the years, their family has experienced firsthand the emotions that come with moving - adapting to change, supporting loved ones from afar, and learning how to stay connected even when life takes you to different places. Lisa says some of her favorite memories still come from traveling together as a family and experiencing new places side by side.

“My husband knows I’d choose a trip over a gift any day,” she says with a laugh.

At home, life is rarely quiet thanks to Atticus, the family’s lovable grand-dog. Lisa describes him as a scruffy, energetic mix between a Lab and a Labradoodle, though she jokes he really resembles Scooby-Doo more than anything else.

Outside of work, Lisa recently picked up an unexpected hobby: baking and decorating cookies. Armed with TikTok tutorials and plenty of patience, she has taught herself intricate decorating techniques and even created wedding shower cookies for a friend.

She is also a devoted Formula 1 fan who watches every race and qualifying session. Attending the Monaco Grand Prix remains firmly planted on her bucket list.

The Feeling People Remember

When Lisa reflects on the career she has built, one quote continues to guide her approach: “People will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

That perspective is woven through every interaction

she has, whether she is collaborating with Realtors, helping a relocating family, or building partnerships within the industry.

For Lisa, success is not measured simply by completed moves or business growth. It is measured by trust, relationships, and the confidence people feel when they know they are in capable hands.

At Hilldrup, that philosophy continues to move people forward, one relationship at a time.

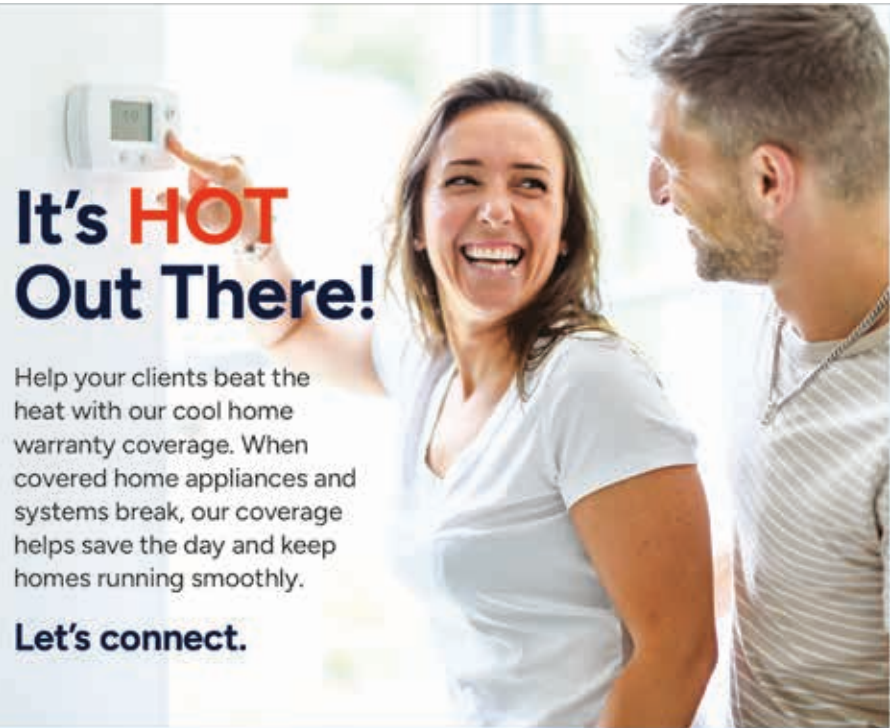
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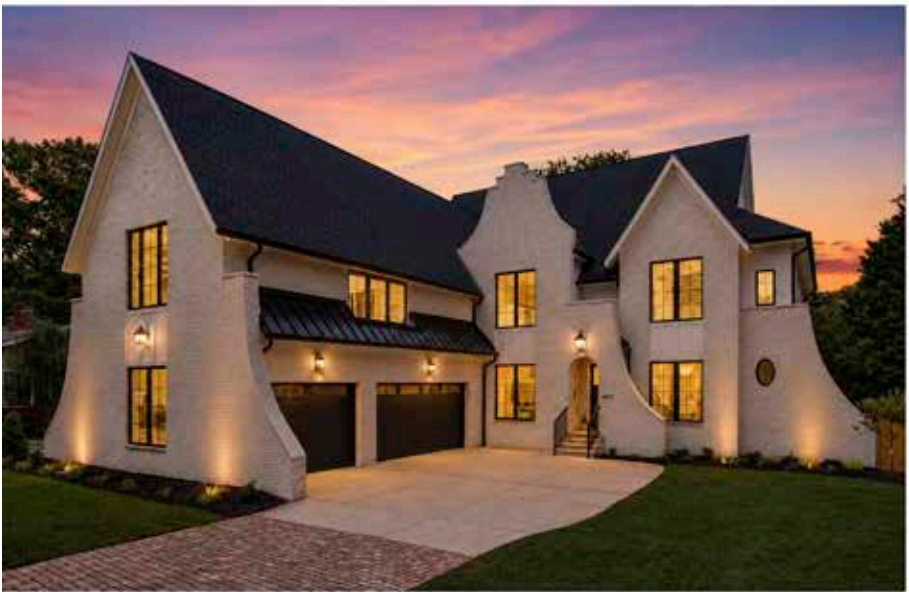
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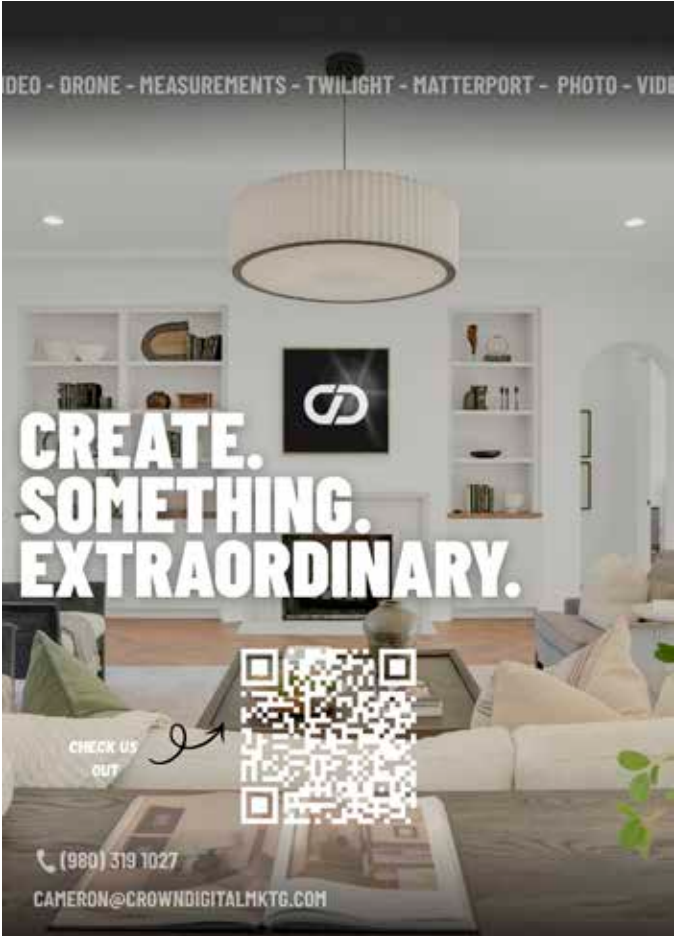
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Some people ease into their careers. Valeria Navas stepped into hers with intention before most of her peers had chosen a college major.

During her senior year of high school, while others were mapping out campus tours, Valeria had already made a decision. She graduated early and dedicated herself fully to studying

real estate. By nineteen years old, she officially launched her career. There was no backup plan and no waiting for the “right time.” There was only vision.

Today, Valeria is the Broker and Owner of The Dream Realty Collective LLC in Gastonia, North Carolina, serving clients throughout North Carolina and South Carolina, including Rock Hill,

Fort Mill, Pageland, Rockingham, and surrounding communities. Driven, compassionate, resilient, disciplined, and heart-led, she has built a reputation for leadership well beyond her years.

“I didn’t want to wait to build the life I envisioned,” she says. “I wanted to create it.”

Roots of Resilience

Valeria was born and raised in North Carolina, but her foundation is richly multicultural. Her mother is Ecuadorian, and her father is Uruguayan, born in New Jersey. She grew up in a home shaped by faith, sacrifice, and a relentless work ethic.

Watching her parents build a life through perseverance left a lasting

impression. “Their resilience became my blueprint,” she explains. Growing up in a household grounded in discipline and gratitude taught her that success is earned, not given. That mindset continues to guide how she approaches both business and motherhood.

Her path into real estate was direct. Rather than transitioning from another career, she entered the industry immediately after high school. She knew early on that independence, impact, and long-term stability were nonnegotiable. Real estate offered all three.

Starting Young, Leading Boldly

Valeria began studying real estate during her senior year and officially started her career at nineteen. From the beginning, her goal was larger than closing deals. She wanted to prove that age does not define capability.

Real estate became her vehicle for creating generational change. “It represents leadership, legacy, and the power of ownership,” she says.

At just twenty-three years old, she reached one of her proudest milestones by opening her own brokerage, The Dream Realty Collective LLC. Stepping into the role of Broker and Owner required courage and conviction. It also marked a shift from simply producing to leading.



Today, Valeria is a solo-producing broker while mentoring a growing brokerage with six agents. In 2024, she closed 53 transactions totaling \$14 million in volume. In 2025, she completed 39 transactions, bringing the volume to nearly \$12 million. She was also nominated for NAHREP Top 250 Agents in 2023, a recognition that reflects both production and community impact.

Valeria NAVAS

The Discipline Behind the Dream

“I didn’t want to wait to build the life I envisioned. **I wanted to create it.**”

BY LAUREN REESE • PHOTOS BY DON ELROD



Yet numbers alone do not define her business. “My business is not just about transactions,” she says. “It’s about impact, legacy, and service.”

Going the Distance

What sets Valeria apart is not geography or production alone. It is her willingness to go wherever her clients need her.

“I don’t put limits on how far I will go,” she explains. Whether serving families in Gastonia, Rock Hill, Pageland, Rockingham, or beyond, she approaches each transaction with urgency and care. Her business has grown primarily through relationships and referrals, a sign that clients feel genuinely supported.

One of the most fulfilling aspects of her work is guiding first-time homebuyers. Helping families unlock doors they once believed were out of reach reminds her of why she started. Empowering minority families through education around homeownership and financial literacy is a personal mission.

Faith, Family, and Forward Motion

While Valeria’s professional accomplishments are significant, her personal life is her deepest source of purpose.



She is married to her husband, Chavis, whom she describes as one of her greatest supporters. Together, they are raising their daughters, Natalia and Mia. The recent arrival of baby Mia has ushered in a new season of motherhood, strengthening her sense of direction.

“My girls are my daily motivation,” she says. Everything she builds is designed to model strength, discipline, and faith in action. She wants her daughters to grow up knowing that women can lead, build, nurture, and succeed all at once.

Family remains at the center of her life. Intentional time together matters. She values traveling, creating meaningful experiences, and continuing to grow both personally and professionally. Even as her brokerage expands, she is committed to remaining present as a wife and mother.

Many people are surprised to learn how young she was when she began this journey. Starting at nineteen and opening a brokerage at twenty-three required sacrifice and unwavering belief. Her path has been built on faith, consistency, and a refusal to settle.

Vision for the Future

Looking ahead, Valeria plans to expand The Dream Realty Collective LLC, continue mentoring agents, and grow her production while building long-term generational wealth. Just as importantly, she intends to stay grounded in her priorities at home.

Her advice to aspiring top producers is simple but powerful. “Start before you feel ready. Stay consistent when it gets hard. Build relationships, not just transactions. And never underestimate the power of showing up fully for people.”

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Empowering Every Move

BY LARRA ROQUE
PHOTOS BY DON ELROD

Allison
THURSTON

Allison Thurston leads with quiet confidence. Driven, compassionate, loyal, detail-oriented, and genuinely people-focused, she brings a steady presence to an industry that often feels anything but steady. For Allison, real estate is not about transactions or accolades. It is about trust. It is about guiding people through change with clarity and care.

“Real estate is about people first,” she says. “Success comes from belief, hard work, gratitude, and surrounding yourself with the right support system.”

That belief, both in herself and in others, has shaped her journey from behind-the-scenes support roles to a trusted broker with Compass in Charlotte.

A Foundation Built in Athens

Originally from Athens, Georgia, Allison grew up in a community that valued relationships and integrity. Those early lessons stayed with her as she pursued a degree in Psychology at Presbyterian College, graduating in 2019.

Studying psychology gave her insight into human behavior, communication, and emotional intelligence, tools that now serve her daily in real estate. Understanding what motivates people,



how they process stress, and what makes them feel secure allows her to meet clients where they are.

Before earning her license, Allison spent four years working behind the scenes in real estate marketing and administrative roles for agents. Those years were formative. They required discipline, strong relationship-building skills, and consistent follow-through. She learned how contracts move from



start to finish. She saw what excellence looked like and where small details could make a big difference.

By the time she transitioned fully into sales in 2023, she was not stepping into the unknown. She was stepping into a role she had been preparing for quietly and intentionally.

Inspired by Impact

What ultimately inspired Allison to become a Realtor was the impact real estate has on people's lives. A home represents stability, opportunity, and new beginnings. She saw firsthand how the right guidance could transform what feels overwhelming into something empowering.

“Helping create stability and opportunity is what drew me in,” she explains. “Seeing how trust and guidance can turn a stressful process into an exciting one made me realize this is what I wanted to do.”

Today, Allison is a broker and Realtor with the Pridemore Properties team at Compass in Charlotte, where collaboration, mentorship, and continuous learning have shaped her career. She credits team principal Scott Pridemore as one of the greatest influences on her professional growth.



Through years of hands-on guidance, shared experience, and an unwavering belief in her potential, Scott helped Allison build the confidence, knowledge, and leadership skills that have defined her success. She readily acknowledges that she would not be where she is today without his mentorship and support.

She also appreciates team principal Mike Hege, whose humor, wisdom, and positive outlook remind the team to enjoy the journey while pursuing excellence. Another key influence has been Compass colleague and close friend Lorie Cox, who recognized Allison's potential early on and has remained a constant source of encouragement and support throughout her career.



For Allison, success has never been an individual achievement. She is deeply grateful for the mentors, colleagues, and friends who invested in her growth, challenged her to keep learning, and inspired her to build a business rooted in relationships. Their guidance continues to shape not only the professional she has become but also the way she hopes to encourage and invest in others throughout her own career.

Care as a Competitive Advantage

In a competitive market, Allison believes her greatest strength is simple but powerful. She genuinely cares.

"I take the time to truly listen and understand my clients' goals," she says. "Integrity, reliability, and trust guide everything I do."

Her approach is tailored, not transactional. She understands that no two clients are the same. Some need reassurance. Others need a strategy. Many need both. Her background in psychology and years of administrative experience allow her to balance empathy with execution.

What she finds most fulfilling is helping clients feel confident and informed. Being part of such an important milestone in someone's life is not something she takes lightly. Every closing represents more than a contract. It represents a chapter beginning.

The People Who Matter Most

Behind Allison's drive is a strong support system. Her family has been instrumental in her journey, offering encouragement that gave her the confidence to pursue her goals wholeheartedly.

She is deeply grateful for her husband, Miller Colvin, whom she describes as her greatest supporter from the very beginning and every day since. His steady encouragement, belief in her, and unwavering support have been a constant source of strength throughout both her personal and professional journey.

Outside of work, Allison enjoys staying active, spending quality time with Miller, their German Shepherd, Donner, friends, and family. Some days that means relaxing at home. Other days it



means getting outside and experiencing the city. For her, it is less about the activity and more about the connection.

She is also passionate about giving back to her local community through both personal and professional efforts. Supporting the place she calls home is a natural extension of her people-first philosophy.

Mindset Is Everything

If there is one theme that runs consistently through Allison's story, it is belief. She lives by a simple but powerful phrase: "Believe in yourself."

"I truly believe mindset is everything," she says. "When you put your mind to something and do what you love, success follows."

In the next five to ten years, Allison hopes to continue growing as a trusted real estate professional, expanding her impact and helping more people navigate their journeys with confidence. Growth, for her, is not just about numbers. It is about the depth of service and the strength of relationships.

Her advice to aspiring top producers reflects the same philosophy. Believe in yourself. Stay consistent. Do what you love. Surround yourself with mentors and people who genuinely support your growth. 📌

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BILLY SHUGART

REDEFINING WHAT HOME MEANS

BY AMELIA ROSEWOOD • PHOTOS BY DON ELROD

For more than two decades, Billy Shugart has helped people find a place to call home. Along the way, he's learned that buying or selling a house is rarely just about real estate. It's about life's biggest moments, new beginnings, growing families, fresh starts, and the memories that come after closing day.

Recently, life gave Billy a new perspective of his own.

Now with Compass in Charlotte, North Carolina, Billy has built his business around relationships, trust, and showing up for people long after the transaction is over. Joining Compass felt like the right next chapter, giving him access to innovative technology, a collaborative network, and the tools to continue growing while delivering an even better experience for his clients.

Known for his approachable personality and easygoing style, Billy has earned a reputation for making what can be a stressful process feel a little more manageable. He believes professionalism doesn't have to come at the expense of personality, and clients appreciate that they can expect honest advice, plenty of communication, and maybe even a few laughs along the way.

Behind the numbers and years of experience is someone whose perspective continues to evolve.

Over time, helping hundreds of buyers and sellers navigate life's biggest decisions has shaped Billy's approach to real estate. But becoming a father changed it in a way nothing else could.

For Billy, home isn't just where people live. It's where life happens.

Originally from Jacksonville, North Carolina, Billy grew up valuing community, relationships, and treating

people right. He carried those values with him to UNC Charlotte, where he earned a degree in business administration with a concentration in marketing and a minor in history.

As one of the first people in his family to graduate from college, earning his degree wasn't just an accomplishment. It was the beginning of building something entirely his own. He quickly realized he wanted a career centered around people, relationships, and making a lasting impact. Real estate checked every box.

Billy launched his career in 2004 with Allen Tate before joining My Townhome Realty and later Keller Williams, where he embraced the Millionaire Real Estate Agent model. He went on to JMG Real Estate, helping grow the company's leadership and presence throughout the Carolinas and was their number 1 agent in 2025. Today, he continues that momentum at Compass, combining years of experience with the company's innovative platform and collaborative culture.

Whether he's working with first-time buyers, luxury clients, or families making their next move, Billy focuses on thoughtful guidance, honest conversations, and creating an



experience that feels personal from beginning to end.

That commitment took on even greater meaning after he and his husband welcomed two children, Campbell and Benny, into their family within seven months.

“One of the biggest changes for me was becoming a father. It gave me a completely different perspective on what it means to be a Realtor and to help people,” Billy says. “I’m not just thinking about the transaction. I’m

thinking about the life someone is building inside that home.”

That shift has made him even more intentional in the way he serves clients. Rather than simply helping people reach the closing table, he wants to help them make decisions that support the life they’re building long after move-in day.

Billy and his family live in Charlotte’s historic Fourth Ward, where he’s actively involved in the community. He recently joined the board of Friends of Fourth Ward, supporting neighborhood



success and connection go hand in hand. At the heart of everything he does is a simple philosophy that guides both his business and his life:

“In a world where you can be anything, be kind.”



“The biggest thing I want people to take away is that I run my business with honesty, transparency, and a genuine focus on relationships,” he says. “I also want people to know they’ll enjoy the experience. Buying or selling a home is a big deal, but that doesn’t mean it has to feel overwhelming. I like to keep things real, have fun with my clients, and make sure they feel confident every step of the way.”

That same mindset extends to the team around him. Billy believes the best client experiences happen when everyone works together, creating a collaborative environment where communication, consistency, and support remain the standard.

Looking ahead, Billy plans to continue growing his business throughout the Charlotte region while expanding his leadership at Compass. At the same time, his greatest priority remains the one waiting for him at home—being present for his family and building a life where

initiatives and organizations working to strengthen Uptown Charlotte.

When he’s not working, you’ll likely find him trying a new restaurant, exploring one of Charlotte’s many festivals, or spending time with family and friends. His love of history even extends to his own home, a more than 140-year-old property that has lived several lives over the years, serving as a brothel, nightclub, and watch shop where veterans learned new skills following World War II.

While relationships are always the priority, the results speak for themselves. Billy personally closed 47 transactions last year totaling more than \$34 million in sales. Across his team, that grew to approximately 240 transactions and more than \$110 million in volume in 2025.

“In a world where you can be anything, **be kind.**”



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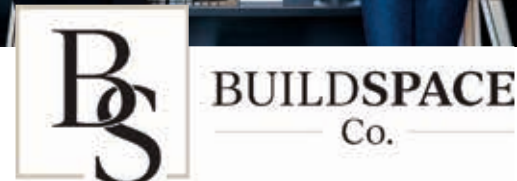
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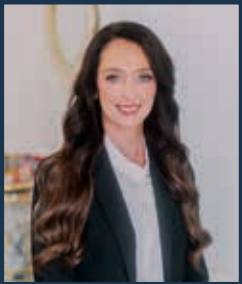
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Mary D. (Realtor)

Reagan Gulotta

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