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FEBRUARY 2026

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Andrew Sharpe

THE BLUEPRINT OF DETERMINATION

Agent Spotlight
RYAN MASSEY

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PRESTON SANDLIN
HOME INSPECTION
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Rising Star
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Contents



Andrew Sharpe **30**
COVER STORY

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16 Preston Sandlin, Home Inspection Carolina



IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 FAQ's
- 13 By The Numbers
- 16 Partner Spotlight: Preston Sandlin, Home Inspection Carolina
- 20 Agent Spotlight: Ryan Massey
- 26 Rising Star: Mackenzie Amirfar
- 30 Cover Story: Andrew Sharpe
- 36 Partner Highlight: Universal Stone
- 41 Top 200 Standings

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PROFILES



20 Ryan Massey



26 Mackenzie Amirfar

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Delia Naicker
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Inside the Real Producers Experience

Dive into the excitement of past Real Producers events on our Events Page. From unforgettable moments to vibrant community connection, it's all captured in our highlights, stories, and photo galleries.

We bring together top agents and trusted partners to celebrate, collaborate, and elevate the real estate community.

Stay tuned—more incredible moments are always on the horizon.

Have questions? We'd love to hear from you: info@charlotterealproducers.com

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Publisher's Note

Hello February, A Month of Connection!

February is a month centered on relationships — a time to celebrate connection, compassion, and collaboration. In real estate and beyond, success is built on trust and the bonds we create with others. The Real Producers community continues to be a powerful example of that spirit, where agents and partners consistently uplift, support, and champion one another.

This month, we're reflecting on the meaningful relationships that have grown through shared experiences, partnerships, and the stories featured in these pages. Every conversation, introduction, and collaboration strengthens the fabric of our community and reminds us that we are better together.

We're also honored to welcome **Mungo Homes** and **Rock Spring Builders** into the Real Producers family. Their presence brings fresh perspective and exciting opportunities for collaboration, and we're thrilled to have them as part of our growing network.

As we move through February, let's carry this reminder into every connection:

"The best relationships are built on trust, care, and collaboration."

Here's to a month filled with heart, purpose, and meaningful connections.

Your publisher,



Kristin Brindley
Owner/Publisher
Charlotte Real Producers
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FAQ



Since launching *Charlotte Real Producers* eight years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the Charlotte area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which includes **Greater Charlotte counties of Anson, Alexander, Cabarrus, Caldwell, Catawba, Chester, Gaston, Haywood, Iredell, Lancaster, Lincoln, Mecklenburg, Montgomery, Stanley, Union, and York.** We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2025.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. Realtors, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer

service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, email Wendy@RealProducersKBTeam.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses on the street, nor do we work with every business that approaches us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special place in this puzzle, as their support helps fund our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



2026

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17,309



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\$11.8B

TOTAL SALES VOLUME



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7,578



BUYING SIDE TRANSACTIONS

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\$23.6M



AVERAGE TRANSACTIONS PER AGENT

35

Information based on 2025 residential sales in the Charlotte metropolitan area, by the top 500-producing agents.



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PRESTON SANDLIN

HOME INSPECTION CAROLINA

THE HEART BENEATH THE HOUSE



BY LARRA ROQUE
PHOTOS BY DON ELROD



When you talk to Preston Sandlin, there is a certain spark in his voice, the kind of energy that comes from someone who truly loves what he does. It is hard not to catch it. Whether he is explaining the finer points of a crawlspace or telling a story that makes you laugh, Preston has a way of turning the technical world of home inspections into something deeply personal.

As the founder and co-owner of Home Inspection Carolina with his wife, Meg, Preston has built one of North Carolina's most respected inspection companies, rooted in trust, humor, and a genuine desire to make the home-buying process better for everyone. "When someone buys a house, it is something they have dreamed about," he says. "It is one of the biggest milestones of their life, and we get to play a small part in that. That never gets old."

From Teacher to Termite Tech to Trailblazer

Preston's path to success was anything but typical. He began as a teacher after earning a finance degree and a master's in education from UNC Greensboro. "I taught third and fourth grade and really loved it," he recalls. "But at some point, I realized that what I was doing was being measured by test scores instead of impact. I thought, 'These are kids, not portfolios.' That was my sign to move on."

During the summers off, he worked for a termite and pest control company. That job sparked an idea that changed his life. "I got my home inspection license in 1999 and started doing inspections on my own," he says.

What began as one man with a flashlight quickly turned into something much

bigger. "At first, I was doing inspections all day and writing reports all night," Preston says. "Eventually, I had to hire help. Before I knew it, we had a team."

Today, Home Inspection Carolina performs more than 6,000 inspections a year across Charlotte, Raleigh, and beyond. The company employs about 25 inspectors, plus an office and marketing team that keeps everything running smoothly. "We just want to be the easiest company to work with," Preston says. "We focus on the experience for agents, clients, and everyone involved."

Innovation with Heart

Preston and his team are known for their consistency and creativity. Home Inspection Carolina's website is filled with free resources, including checklists, permit lookup links for every county in the Carolinas, and downloadable guides for buyers and sellers. Their app allows scheduling 24/7, and their repair request tool helps agents and clients streamline negotiations.

But behind all that technology is an old-fashioned commitment to people. “Our inspectors are trained to be thorough, not alarmist,” Preston explains. “Buying a home can be stressful. The last thing anyone needs is panic. We tell the truth, but we always provide context. Almost everything can be fixed.”

That calm, solutions-first mindset is part of what has made Home Inspection Carolina a trusted partner for agents across the Carolinas. Preston and his team hold certifications in home inspection, pest control, mold testing, radon testing, sewer scope inspections, and drone operations, all in the name of doing the job right.

Family, Community, and His Colorful Pants

If you have met Preston, you have probably noticed his pants. The rumor

is true. He is known for his bright, bold “spectrum pants” that have become something of a trademark. “I figure life is too short for boring khakis,” he laughs. “If people remember the pants, maybe they will also remember the company.”



That same mix of humor and heart extends to how he gives back. Through Home Inspection Carolina, Preston and Meg donate a portion of the proceeds to different causes throughout the year. The company has supported everything from the Charlotte Housing Board’s tiny homes project to breast cancer awareness and mental health initiatives.

Preston also donates his artwork, a personal passion, to local charity auctions. “I have always been creative,” he says. “Painting is therapy for me. It is another way to give something that comes from the heart.”

When he is not under a house or leading a meeting, Preston is usually traveling with Meg or spending time with their two daughters, Sarah Margaret and Meredith. Their home is also shared with their lovely dogs named Zoe and Ziggy, both with one blue eye and one brown. “They are like little twins, high maintenance but full of love,” he says.

Art and family keep him grounded, but it is Preston’s sense of humor that keeps life in perspective, especially when things literally catch fire. His beloved 356 Speedster replica, wrapped in Home Inspection Carolina branding, once went up in flames in a parking lot. “It was wild,” he says. “People ran out of restaurants with fire extinguishers. We got it out, but it needed a new engine and wrap. Now it is back, better than ever. I call it my phoenix moment.”

Delivering the Dream

At his core, Preston is both a business owner and a lifelong learner. He devours books, podcasts, and conferences on marketing, leadership, and Stoic philosophy. His favorite

lesson comes from Meditations by Marcus Aurelius. “You cannot control everything,” he says. “You can only control how you respond. That mindset changes everything.”

He is also writing a marketing book called Be the Elephant in the Room, inspired by his colorful style and creative approach to business. It is equal parts practical and personal, much like Preston himself.

Looking ahead, Preston and Meg plan to expand further into the Raleigh and Greensboro markets, grow their rental property portfolio, and continue mentoring their inspectors. “I love what I do too much to retire anytime soon,” he says. “There is always something new to learn, and I am not done learning.”

At the heart of everything Preston does is a simple principle: solve problems and do it with integrity. “We just want to make things easier for people,” he says. “Whether that is a buyer getting peace of mind or an agent knowing they can trust us, that is the goal. If we make the experience better, we have done our job.”

Ask him what success looks like, and his answer is refreshingly human. “It is not about how many inspections we do,” he says. “It is about the people we help and making sure every single one of them feels taken care of.”



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RYAN MASSEY

The Power of Consistency

BY LAURA REESE
PHOTOS BY DON ELROD



If there is one thing clients quickly learn about Ryan Massey, it is that what you see is what you get. Outgoing, genuine, energetic, and refreshingly laid back, Ryan brings a steady presence to every transaction, no matter the client or price point. Based in Charlotte and working with Keller Williams Southpark as part of the Redbud Group, he has built a business rooted in consistency and trust. "I show up the same way every day and for every person," Ryan says. "I don't change who I am depending on the situation."

That authenticity has helped Ryan build strong relationships and a reputation for reliability in a fast-paced market. Known by most friends simply as Massey or Mass, he brings that same familiarity and ease into his professional world. "If I don't respond within an hour, something has gone seriously wrong," he adds.

Learning Connection

Originally from LaGrange, Georgia, Ryan moved to the Charlotte area at just four years old, growing up in Concord before making the city his long-term home. Communication has always been at the center of his life and career. He earned his undergraduate degree from Auburn University in 2011 before completing his graduate studies at Queens University of Charlotte in 2017, both in Communication. "I genuinely nerd out to communication theories," he says. "Understanding how people connect has always mattered to me."

Before real estate, Ryan held a wide range of sales and leadership roles across multiple industries. From managing at Enterprise Rent-A-Car to selling dumpsters and medical supplies, and later serving as Director of Sales for Cedar Fair amusement parks, he learned how to adapt quickly and lead



with intention. “Every role taught me how to generate my own opportunities and build trust fast,” Ryan explains.

Unexpected Path

Ryan entered real estate in 2020, initially viewing it as a contingency plan when COVID disrupted the tourism and sales industries. At the time, he had just started a VP of Sales role at Winterplace Ski Resort when uncertainty hit. “When COVID came, I saw the writing on the wall,” he says. “Friends and colleagues were getting laid off, and I knew my job could be next.”

As the world began reopening and corporate opportunities returned, Ryan realized something important. “I couldn’t see myself going back to that lifestyle,” he says. “Fully committing to real estate turned out to be one of the best decisions I’ve ever made.” His experience in outside sales translated seamlessly into lead-based real estate, where follow-up, consistency, and relationship-building are essential.

Built to Adapt

Today, Ryan focuses solely on serving clients as a valued member of the Redbud Group. He closed 33 transactions totaling \$20.2 million in volume last year and is on pace to exceed that in the year ahead. With more than 200 deals completed, very few surprises him anymore. “I’ll work with just about anyone, drive just about anywhere, and handle almost any price point,” Ryan says.

What truly sets him apart is his adaptability and availability. “Strong time management allows me to be proactive and avoid surprises when possible,” he explains. Ryan approaches each transaction analytically while leaning on experience to keep deals moving smoothly. “My goal is to keep the process stress-free and enjoyable for everyone involved,” he adds.



Cookouts, Cleats, and a Full Life Outside Real Estate

Outside of work, Ryan’s world centers on family and community. He and his wife, Allie, have been married for ten years and are raising two young children, Zoey and Carter. Their home is known as the gathering place among friends. “We probably host 25 to 30 cookouts a year,” Ryan says. “I love being on the grill, and we love having people together.”

Much of their free time is spent at ballfields and gyms, supporting or coaching their kids’ teams. Ryan is also an avid sports fan, loyal to his Charlotte teams and Auburn Tigers, and loves hiking, golfing, and reading. “I’d spend most of my time outside if I could,” he says. And for those paying close attention, there is one detail they may notice. “I’m a sneakerhead,” Ryan admits. “If we’re seeing houses for more than a week, you’ll catch the rotation.”

Looking Forward

Looking ahead, Ryan remains focused on balance rather than arbitrary milestones. He and Allie have already owned an investment property and plan to continue building a portfolio, ideally in unique locations that double as family getaways. “I’m very intentional about living in the moment,” he says. “I want to keep growing while staying present and fulfilled.”

The advice that continues to guide him comes from a former boss, Lee Wallis, whose words have stayed with him over the years. That mindset is captured in a simple phrase Ryan lives by: “The harder you work, the luckier you get,” he says. For him, success is measured not only in volume, but in relationships built and trust maintained. “If I can keep serving people well and enjoying the work, I’ll consider that a win.”



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MACKENZIE

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**Innovation in Motion:
The Art of Doing
Things Differently**

BY LARRA ROQUE
PHOTOS BY DON ELROD

Some professionals find success by following the rules; others, like Mackenzie Amirfar, build new ones. Outgoing, ambitious, and endlessly creative, Mackenzie has made her mark by embracing fresh ideas and fearless adaptability. Now a Broker with SERHANT, she's proving that innovative thinking and genuine client care can coexist beautifully in modern real estate.

A Creative Beginning

Born and raised in Bakersfield, California, Mackenzie grew up surrounded by entrepreneurship. Her family owned businesses in agriculture, teaching her early the importance of risk, responsibility, and self-reliance. That foundation sparked her confidence to forge her own path.

While studying business and marketing at UNC Charlotte, Mackenzie's first experience with real estate happened almost by accident. Her father owned an investment property that she lived in during college, and when the family decided to sell, she found herself managing the entire process. COVID had just begun, and agents were limited in their work. Mackenzie stepped in, coordinating contractors, organizing updates, and handling the logistics herself.

"I didn't plan to go into real estate," she recalls, "but I loved every minute of it. My mom pointed out that I could combine my marketing background with real estate and be my own boss. That clicked."

She earned her license in 2020, while still in school,

and started part-time. What began as a practical experiment quickly became a lifelong career.

Finding Her Voice in the Industry

Starting her career at just 20 years old, Mackenzie entered the industry during a uniquely challenging time. The market was unpredictable, and earning respect as a young professional took resilience. But those early experiences helped her develop the thick skin and focus that define her today.

"In the beginning, I took everything personally," she says. "If a client said



something critical, it would ruin my day. Over time, I learned that feedback isn't failure, it's just part of the growth process. You can't control everything, but you can control your response."

That mindset has served her well. Five years later, Mackenzie has already built an impressive track record, closing over \$20 million in sales in 2025 and setting her sights on doubling that production this year.



She's been recognized as one of Charlotte's 30 Under 30 future leaders and currently ranks as the top agent on her team.

An Approach That Breaks the Mold

Mackenzie's business philosophy is rooted in creativity and client empowerment. She believes in offering options, not ultimatums.

Her fresh perspective carries into her marketing, where she blends strategy with artistry. Whether she's crafting content or reimagining a listing presentation, Mackenzie ensures every piece feels authentic, modern, and memorable.

That combination of innovation and structure has made her stand out in a crowded industry. With SERHANT's forward-thinking platform, she's able to merge her creative instincts with cutting-edge marketing tools and a dynamic network of professionals who share her vision for growth.

A Life Between Coasts

Although Mackenzie has built her career in Charlotte and New Jersey, her heart is still deeply connected to her California roots. Her parents visit often, and she travels back several times a year to see her family—including her young niece, whose first Disneyland trip inspired Mackenzie to rearrange her showings and catch a redeye just to be there.



next,” she says. “When we sit down and figure out a plan together—when they realize they don’t have to rush or feel lost—that’s the best feeling.”

Her professional mantra is one she’s adopted from SERHANT founder Ryan Serhant himself: “Take care of the work, and the work will take care of you.” It’s a reminder that success isn’t about shortcuts but about consistency, integrity, and persistence.

She also hopes to remind others that change and creativity go hand in hand.

“So many people resist doing things differently,” she reflects. “But the moment you stop resisting and start innovating, that’s when growth really happens.”

As she looks toward the next chapter, Mackenzie plans to expand her production, grow her investment portfolio, and continue building systems that support balance and freedom. “Right now is my season to put in the work,” she says. “Later, I want the freedom to slow down while knowing my business will keep moving.”

“That’s the best part about this job,” she smiles. “You can make things like that happen. You might work from the plane, but you get to create a life that’s flexible and fulfilling.”

Outside of work, Mackenzie loves to travel, whether for leisure or business. She’s recently been to Italy and frequently travels to New York for meetings and team events. When she’s home, she enjoys exploring local restaurants, cocktail lounges, and coffee shops, staying active in the community she serves. Fitness and wellness are also important to her, and she’s currently focused on learning more about nutrition and overall health.

something together.” And with their wedding on the horizon, Mackenzie’s added one more hobby to the mix — planning their big day.

Mackenzie also volunteers with Neighbor Help, a nonprofit that mentors students in underserved neighborhoods. “Their motto is ‘Empowering Communities from Within,’ and that really resonates with me,” she says. “Everyone, everywhere, deserves access to the help they deserve.”

Looking Ahead
For Mackenzie, fulfillment in real estate comes from clarity and connection. “I love helping people who feel uncertain about what’s

She and her fiancé share a passion for real estate investment, often collaborating on new opportunities and brainstorming creative ways to grow their portfolios. “We’re both really driven,” she says. “It’s fun to support each other’s goals and build



“So many people resist doing things differently. But the moment you stop resisting and start innovating, that’s when growth really happens.”

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ANDREW SHARPE

BY LAURA REESE
PHOTOS BY DON ELROD

The Blueprint of Determination

Every great story starts with a lesson that lasts a lifetime. For Andrew Sharpe, that lesson began at age seven, standing in front of a dusty old lawn mower in his father's garage. When he asked for his first dirt bike, his dad didn't say no. Instead, he pointed to the mower and told Andrew to start earning it. That summer, after cutting lawns around his Winston-Salem neighborhood, he bought the dirt bike himself — and learned that anything worth having comes from hard work, initiative, and belief in your own effort.

That early spark of entrepreneurship has guided Andrew ever since. Today, as Broker in Charge and Co-Owner of Southeastern Premier Properties, and CEO of Rock Spring Builders, Andrew leads with that same philosophy: purpose, persistence, and people first.

From Sales Floors to Sold Homes

Before real estate, Andrew worked as a General Manager at Best Buy. The pay was great, the company strong, and the pace relentless. "I was working 60-plus hours a week, and while my bank

account was full, my internal tank was empty," he recalls. "I didn't feel like I was fulfilling my purpose."

A conversation with his best friend from college changed everything. His friend encouraged him to take a leap of faith into real estate. It was 2007, the year before the market crash, and Andrew admits, "I didn't make a dollar that first year. The downturn hit hard, but I held on."

That perseverance became a defining trait. As the market recovered, so did





Andrew's career. He found not only financial success but also personal fulfillment in helping families find homes where they could build lasting memories. "Real estate gave me the sense of purpose I had been missing," he says. "There's nothing better than getting a call years later from a client who wants your help again. That trust means everything."

Turning Vision into Value

What sets Andrew apart in the Charlotte market is his multifaceted approach to real estate. His firm offers what he calls "end-to-end solutions" for clients. Through Southeastern Premier Properties and Rock Springs Builders, Andrew and his team provide expertise across buying, selling, design, construction, and investment.

"Our clients can come to us with any vision," he explains. "If they're considering a fixer-upper, we help them analyze costs, timelines, and final value. If we can't find the right home, our building company can create it. And for those who want to invest, we have opportunities for them to join us in revitalizing Charlotte's older communities."

This collaborative model has allowed Andrew to merge his creative and

business-minded sides. He thrives on seeing transformation — both in homes and in people. "We're not just building houses. We're helping people build futures," he says.

His long-term goal extends even further. "I want to develop self-sustaining residential communities one day," Andrew shares. "I picture driving through them with my kids and feeling proud that we built something lasting and beautiful."

Andrew's leadership style is grounded in empathy, discipline, and faith. He runs his business according to the Golden Rule — treating every client with the same care and honesty he would expect himself. "Buying or selling a home can be an intense process," he says. "If you focus on doing right by people, you'll never have to chase business. It comes back to you naturally."

He leads a small but dedicated team of five agents who share his client-first philosophy. "We're a family here," Andrew says. "We support one another, and that teamwork shows up in the way we serve our clients."

Anchored by Family and Faith

Outside of work, Andrew's world revolves around his family. He and

his wife, Bobbi, who is also a licensed agent, are raising two young boys, Asher (4) and Avett (3). "Bobbi is my biggest supporter," he says. "She has experience in sales management and new construction, and she understands the demands of this business. We make a great team at work and at home."

The couple's home is full of life, laughter, and the occasional burst of energy from their three cats — Ivan, Henry, and Sweets. Weekends often mean being outdoors, hiking, attending sporting events, or heading to the beach. "We love being outside, grilling with friends, and soaking up family time," Andrew says.

Faith plays an important role in Andrew's life. He believes that purpose, family, and giving back go hand in hand. Each year, his family supports the MS Walk in Charlotte and Charleston in honor of his cousin, who lives with multiple sclerosis.

When he's not with clients or his family, Andrew can be found at local community events or behind the wheel of a sports car. "I've always loved cars, architecture, and design," he says. "There's something about the craftsmanship of it all that speaks to me."

“

BUYING OR SELLING A HOME CAN BE AN INTENSE PROCESS. IF YOU FOCUS ON DOING RIGHT BY PEOPLE, YOU'LL NEVER HAVE TO CHASE BUSINESS. IT COMES BACK TO YOU NATURALLY.”

Built to Last

Andrew's favorite book, *Hatchet* by Gary Paulsen, remains a personal touchstone. "It taught me to dig deep, use survival skills, and keep going no matter what," he says. That same mindset has carried him through market shifts, business challenges, and growth seasons alike.

Looking ahead, his goals are simple yet powerful: build his businesses, strengthen his community, and raise his boys to be kind, capable, and grounded. "In ten years, I want my wife to look back and have no regrets," he says. "That's the real measure of success."

Professionally, he plans to continue expanding his companies' reach, nurturing new talent, and helping clients achieve more than they thought possible. His advice to aspiring agents reflects the wisdom he's gained over nearly two decades in real estate. "Focus on the client, but remember you're in the driver's seat," he says. "Lead with confidence, be honest, and prioritize quality over quantity. That's how you build something that lasts."

For Andrew Sharpe, success is about more than closing deals. It's about building relationships, fulfilling purpose, and leaving a legacy of trust — one home, one family, and one community at a time.





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BY CONTENT ASSISTANT ANDREA POWELL

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Universal Stone opened its doors in Charlotte in February 2003 with just two employees and a 4,000-square-foot shop. In just five years, their growth necessitated a move to a 35,000-square-foot facility on Rozzelles Ferry Road. And in March 2021, they opened a new full-service stone and tile design center in Ballantyne, convenient to clients in South Charlotte and South Carolina.



Universal Stone serves both residential and commercial clients, offering a wide range of premium materials including granite, marble, quartz, quartzite and porcelain slabs. Not only is their selection extensive, but their team is extremely knowledgeable, working closely with clients to help make choices based on lifestyle needs, durability, maintenance requirements, aesthetic preferences and budget.

The process is simple, beginning with an initial consultation where the team identifies the client's style, timeline and budget and then helps with material selection. Once cabinets and fixtures have been finalized in the space, a digital template appointment is scheduled. Clients then review and approve detailed layouts before cutting begins. All stone is fabricated in-house, and installation is completed by experienced professionals to ensure a precise fit and a polished

final result. They also offer guidance on maintenance for long-lasting beauty.

Universal Stone strives to keep up with the latest trends. "We're noticing mitered edges, waterfall islands, wall cladding (an outer layer applied to walls for protection, insulation and decoration) and full-slab backsplashes," notes owner Hemant Patel. "Homeowners and designers are also using large-format porcelain slabs for floors and walls, creating seamless, modern spaces with a clean and timeless aesthetic." A project that particularly stands out involved a custom builder in the SouthPark area. "The project featured extensive use of porcelain countertops, detailed mitered edges, wall cladding and large-format porcelain slabs for flooring," describes Mr. Patel. "It required tight coordination, precision fabrication and careful installation, showcasing Universal Stone's technical expertise and collaborative approach."



There are many reasons to choose Universal Stone, but what truly sets them apart is their ability to control the supply chain. The company imports a large portion of its materials directly and maintains an inventory of more than 4,000–5,000 slabs at all times. This extensive in-house inventory allows

for faster turnaround times, greater material availability and a competitive advantage when it comes to scheduling and delivery.

Superior customer service also gives them an edge. Their emphasis on clear communication, reliability and responsiveness allows Universal Stone to build trust and long-term relationships with all customers – homeowners, builders, businesses and designers. Hands-on ownership, excellent teamwork and a commitment to innovation all solidify why Universal Stone is the best choice for your project.

When designing or renovating a room, Universal Stone recommends starting early and finalizing cabinet and

appliances. Then visit Universal Stone to work with the experts who have a proven process, open communication and unparalleled knowledge. They'll help you find your centerpiece – the perfect pieces of stone, both beautiful and functional, making the space uniquely yours.



For more information and to see examples of their work, visit universalstonenc.com. Or visit them at one of their two locations: 16615 Riverstone Way in Ballantyne and 4806 Rozzelles Ferry Rd. in Charlotte.

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My clients always feel informed and supported every step of the way, and that makes my job so much easier.

Whether it's a first-time homebuyer or a seasoned investor, Brittney meets every situation with patience, professionalism, and solutions. Fast responses, creative financing options, and a genuine desire to help is what sets her apart.

I'm beyond grateful for the partnership and look forward to many more smooth closings together!"

- Davida Hamilton



Brittney Morris
Director of Sales

814-853-3325 | BrittneyMorris.com

Brittney@TheMMGroup.Loans

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