





Matt Stone

For nearly two decades, Matt Stone has transcended the role of a mere real estate broker – he has been a trusted advisor, innovator, and out-of-the-box thinker, consistently delivering exceptional results for his clients and agents. With over 18 years of experience and transactions exceeding \$1.5 billion, Matt's expertise is unmatched. In 2023, Real Producers Magazine ranked him 2nd out of 8,000 agents in Charlotte, a testament to his remarkable results.

Matt's entrepreneurial journey began at the age of 13 when he started a car detailing business from the parking lot of his father's church. By 16, his cold calling efforts had landed him an internship with a custom homebuilder. At just 18, Matt became one of the youngest licensed real estate brokers ever in the Carolinas. In 2009, he founded his own brokerage and rental management business, quickly amassing a portfolio of over \$100 million in properties under management. To expand his expertise, Matt obtained a general contractor's license in 2014 and has since remodeled and built homes across the Carolinas, Florida, and Spain.

Matt provides a breadth of knowledge that is unmatched. From insights encompassing construction, budgeting, timelines, and local regulations to having personally renovated numerous properties and guided developers on projects of varying scales, Matt brings a unique perspective and vision to the table. As an investor himself, he possesses intimate knowledge of property pro formas, landlord-tenant law, use optimization, 1031 exchanges, and tax implications.

Today, Matt leads a powerhouse team of brokers, meticulously selected and trained to meet and uphold 'The Stone Standard.' The team's success is achieved, in part, by leveraging cutting-edge technology and our bespoke property marketing program, "The Stone Selling System." With nearly 1,000 five-star client reviews across various platforms, the team is steadfast in its mission to deliver an unparalleled client experience while preserving the personal touch.



THE STONE STANDARD: 1,000+ FIVE-STAR CLIENT REVIEWS



Michelle went above and beyond to answer questions and work around my busy schedule. She was extremely knowledgeable about the neighborhoods in the Charlotte area and helped me find exactly what I was looking for. The team was able to help me close quickly on my home and schedule all the necessary appointments. Thank you Michelle!



Doreen Yoo



Thank you Josh for helping us find the perfect home in the Charlotte area. Your professionalism & caring personality made this experience one of a kind. We are grateful for your time & energy running us all over the area so we could be confident in our decision. I would highly recommend Josh Stone as your Realtor whether you are buying or selling.



Kandace & Michael McCarthy



Jasmine Garcia picked up the phone when we called the agency, as recommended by a friend and since then, she became our realtor. We found 5-6 houses that we wanted to view on the same day since we are from out of state and Jasmine helped us to arrange it. She's very responsive, very helpful and she even helped keep an eye on our toddler when we were touring the houses. Thank you Jasmine!

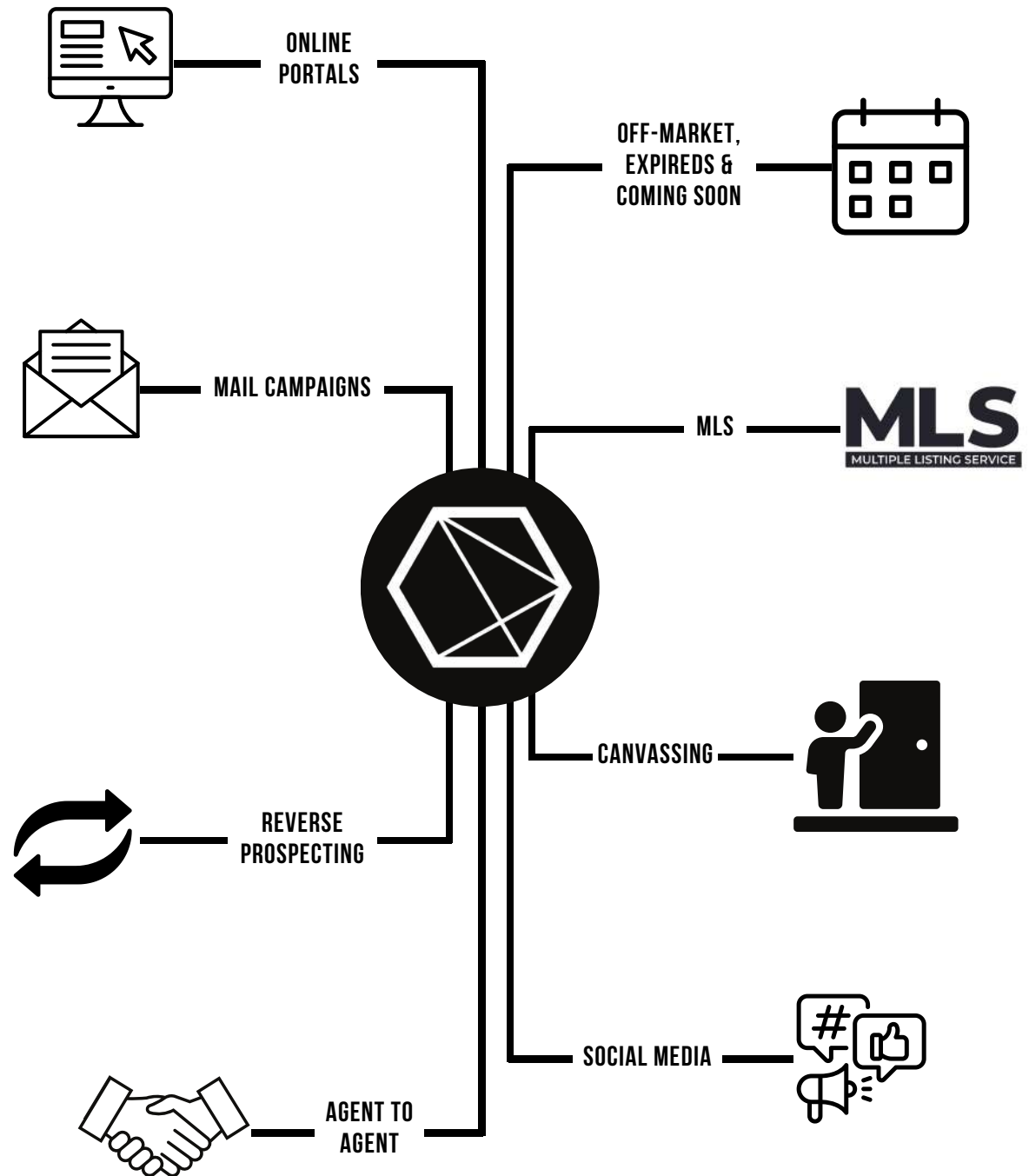


Nuraini and Paul Adams



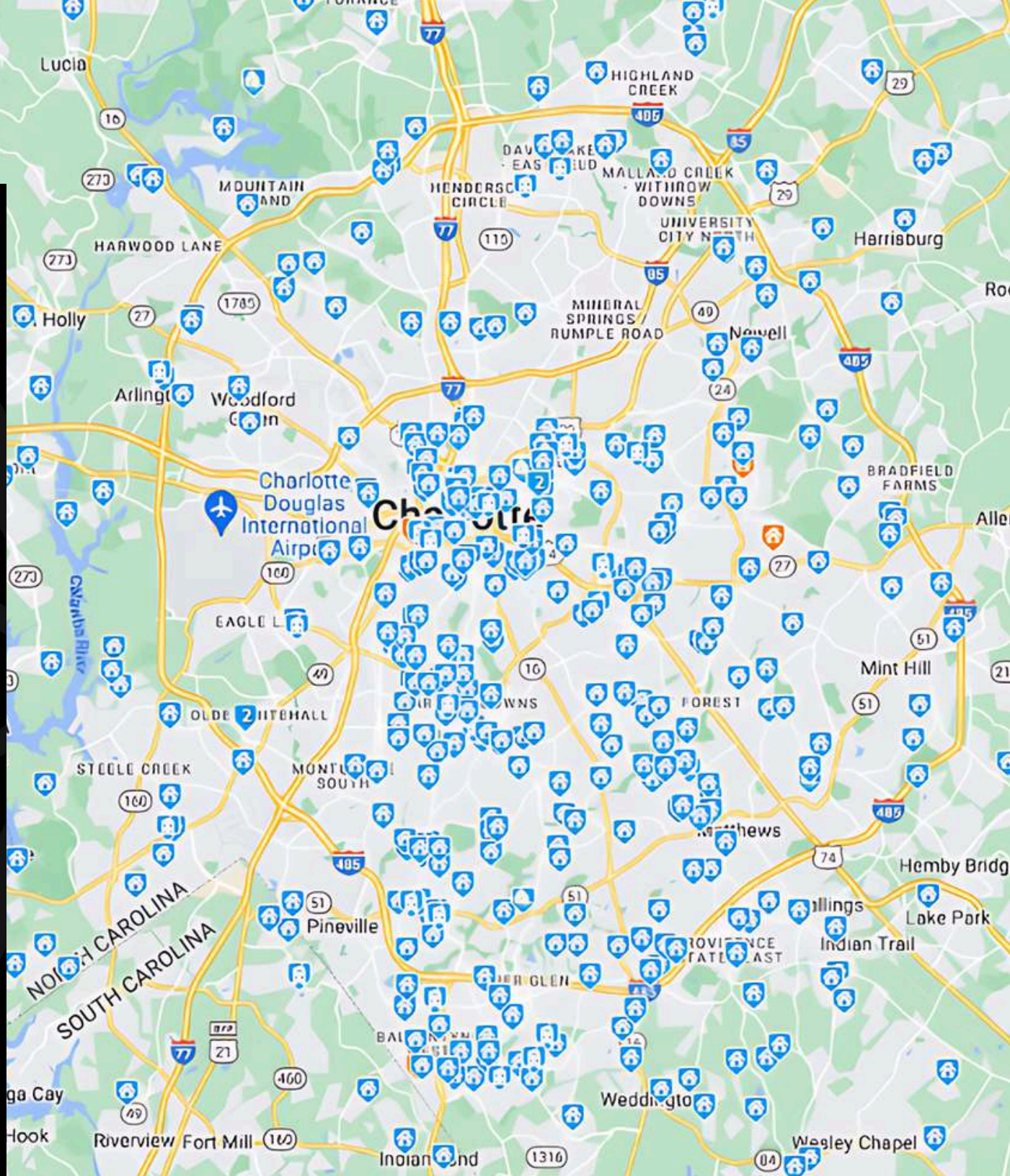
WE LEAVE NO STONE UNTURNED WHEN FINDING YOUR DREAM HOME

We're committed to a comprehensive search for your dream home. By harnessing advanced technology, we utilize the vast reach of online platforms to capture all available properties. If the current listings don't meet your expectations, we go further, employing strategies beyond traditional MLS searches. We proactively find off-market homes through door-knocking, personalized handwritten letters, and reverse prospecting by tapping into our extensive database of past clients. Rest assured, we'll go the extra mile to secure the perfect home for you.



EXPANSIVE COVERAGE. EXTENSIVE EXPERTISE.

From Lake Norman to Lake Wylie and everywhere in between, Stone Realty Group offers a profound understanding of the market. As a buyer, it's crucial to choose a brokerage that not only specializes in specific neighborhoods but also has a comprehensive grasp of the broader market dynamics. You need a team that can articulate the pros and cons, features, and benefits of the entire area. Stone Realty Group consistently delivers on that promise.



AVOID COMMON PURCHASE PITFALLS



OVERPAYING

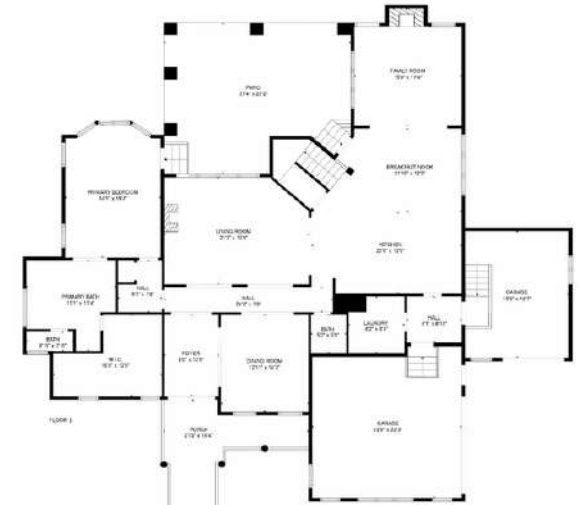
By assessing similar homes in the area, we can pinpoint the most accurate value of the home you're interested in. This data-driven approach equips you with the confidence to make well-informed offers that accurately reflect the property's true market value, safeguarding your investment and ensuring you secure the best possible deal. Our additional strategies, such as using attorney-drafted appraisal addendums, provide a clear plan in case of an appraisal gap. We may also recommend low-outlay offers to minimize your exposure & risk.



HIDDEN DEFECTS

We know the most common issues in various neighborhoods and areas.

Whether it's communities with polybutylene piping, areas prone to radon gas occurrences, problematic types of synthetic stucco, or builders with a history of construction defects, we're on top of it. As your fiduciary, our primary goal is to identify and disclose all potential defects to ensure you make a fully informed purchase decision. We're well-versed in the necessary questions to ask, we understand seller disclosure requirements, and we know exactly what steps to take if complications arise. With us, you will always have an informed and experienced advocate by your side throughout your home buying journey.



THE CURVEBALLS

We expertly navigate purchase complexities, drawing on our decades of experience. Our team is adept at handling everything from title issues, unresolved building permits, and zoning violations to environmental concerns like lead paint and asbestos, properties in flood zones, survey discrepancies, and historical designations. We understand every nuance and potential curveball that may arise during the buying process, along with their resale and financing implications. Having faced these challenges before, we know how to reach equitable solutions and resolutions. We will guide you through your real estate transaction with unmatched expertise.

We're Experts At

ANALYZING PROPERTY

We have a deep understanding of overarching market trends and the subtle dynamics of local comparables. We are committed to providing you with expert guidance and insights every step of the way. If there's leverage to be gained from a home being slightly overpriced, we'll share our recommendations with transparency and confidence. And if a listing is generating significant interest with multiple showings scheduled, you'll be among the first to know. Our goal is to consistently position you from a place of strength throughout the process.



ACTION PRICED

High traffic, strong offers



MARKET PRICED

Steady traffic, possible offers

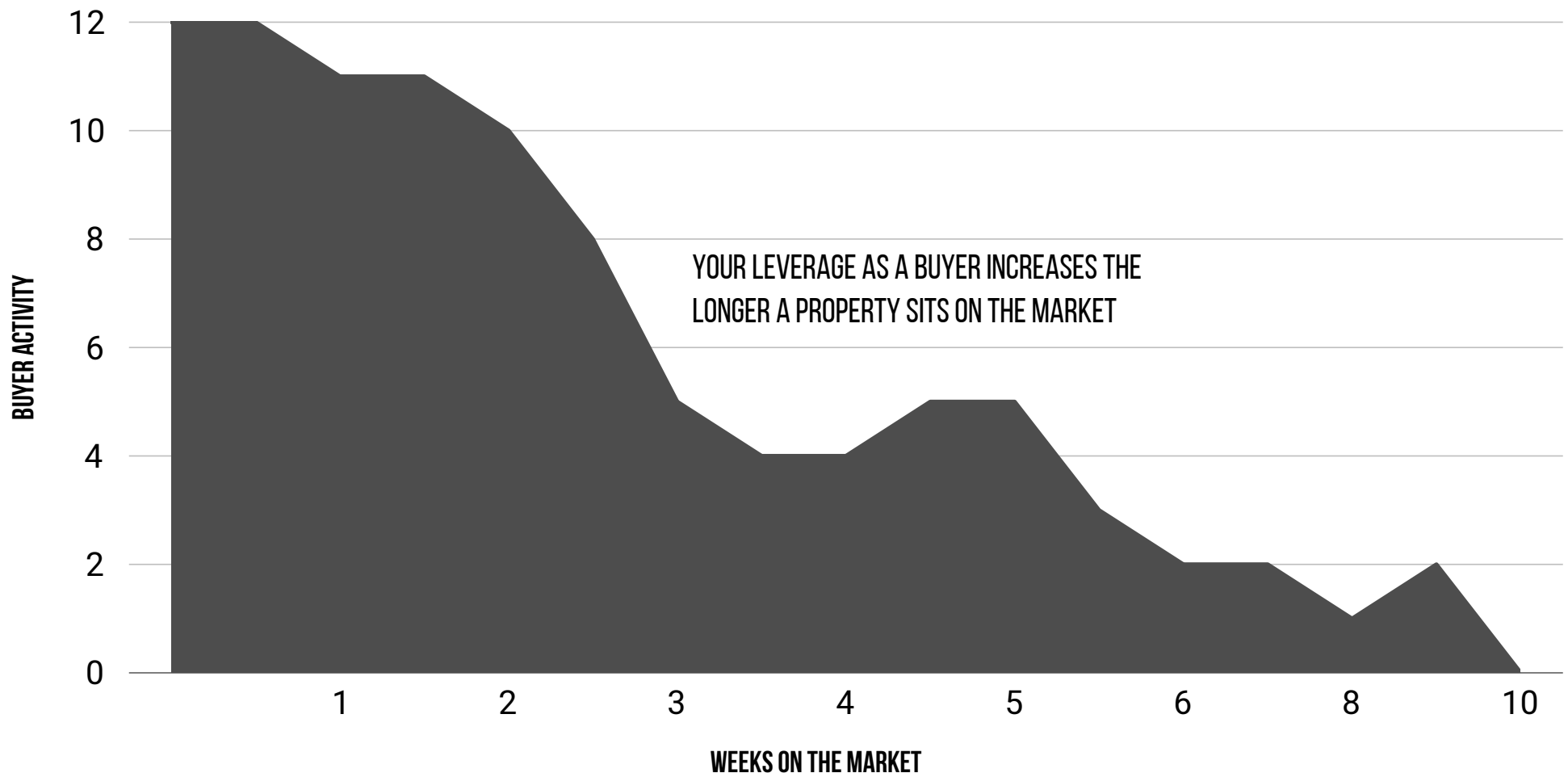


OVER PRICED

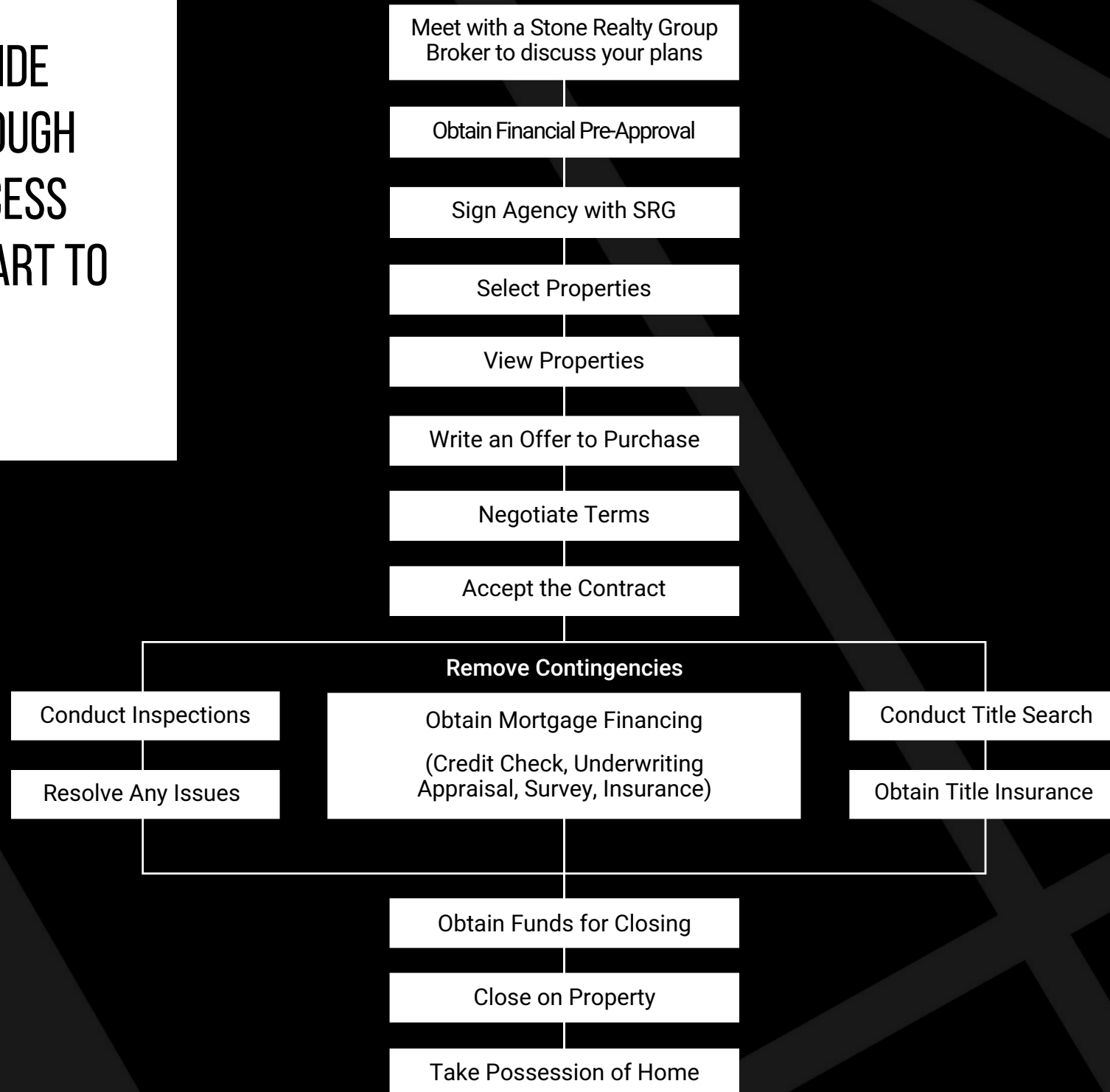
Little traffic, no offers

The effects of **TIME ON MARKET**

Well-priced, pristine properties in top school districts tend to sell quickly. However, if your goal is to find a bargain, we should concentrate our efforts on properties that have been on the market for a longer period or ones that need cosmetic work. Our negotiating power grows significantly with each day a property remains unsold. This approach can uncover excellent opportunities for you to get more value for your investment.



WE'LL GUIDE
YOU THROUGH
THE PROCESS
FROM START TO
FINISH



EXPERT ADVOCATES FOR YOUR HOME BUYING JOURNEY

At Stone Realty Group, we've assisted clients from all walks of life and backgrounds, including corporate relocations, first-time buyers, retirees, professional athletes, and executives. With our extensive connections, we leave no stone unturned in finding your perfect home.



The decision before you carries immense weight, as it directly influences one of your most significant life investments. Choosing the right partner to guide your home purchase is not just important; it's crucial. At Stone Realty Group, we understand the gravity of this decision, and we approach it with the utmost care.

We leverage every available resource to ensure you find the ideal property that meets your needs and maximizes your investment. When you choose Stone Realty Group, you're not just working with a real estate agency; you're engaging a dedicated team wholly committed to securing the best possible home and terms for you.

With nearly two decades of proven experience, boasting transactions exceeding \$1.5 billion and backed by over 1,000 five-star reviews, our track record speaks volumes. We understand that you deserve nothing but the best, and we're here to deliver—The Stone Standard.

A handwritten signature in white ink that reads "Matt Stone". The signature is fluid and cursive, with a long horizontal line extending from the end of the name.



704-755-5095

MattStoneTeam.com

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