ASHISH SHARDA

Licensed Real Estate Broker (NC, SC, TX, GA) | Real Estate Technology & Agent Success Expert

📱 408-368-6173   ✉ ashishjsharda@gmail.com   🔗 LinkedIn   🗔 Published Articles

📍 Austin, TX & Charlotte, NC

Licensed Multi-State Real Estate Broker with active licenses in North Carolina, South Carolina, Texas, and Georgia. Combining 15+ years of technology leadership experience with hands-on real estate expertise to bridge the gap between complex real estate platforms and agent needs. Proven track record in transaction management, market analysis, and client relationship building. Published real estate columnist with expertise in market trends and investment strategies. Passionate about empowering agents through technology adoption and strategic guidance.

REAL ESTATE EXPERIENCE

Real Estate Broker & Consultant   *2023 – Present*

Dalton Wade Realty | Austin, TX & Charlotte, NC

> ✓ Licensed Multi-State Broker: Active real estate licenses in North Carolina, South Carolina, Texas, and Georgia

- **Transaction Management:** Successfully closed 5 end-to-end transactions across Texas, North Carolina, and South Carolina, managing the full lifecycle from lead generation and contract negotiation to closing and post-sale support

- **Client Relationship Management:** Served as the primary point of contact for diverse clients including investors, first-time buyers, and commercial investors, providing high-touch account management and problem-solving throughout the transaction process

- **Market Analysis & Advisory:** Conducted comprehensive market analysis to advise clients on investment opportunities and emerging build-to-rent trends, ensuring high client confidence and retention through data-driven recommendations

- **Platform Expertise:** Utilized CRM systems and MLS platforms daily, gaining deep empathy for agent pain points regarding technology adoption and workflow optimization

- **Agent Training & Development:** Developed understanding of challenges agents face when learning new platforms, creating opportunities to mentor and train other agents effectively by leveraging technical background

PUBLICATIONS & THOUGHT LEADERSHIP

Real Estate Columnist *2025*

The Mecklenburg Times

Authored popular real estate column translating complex market data into actionable insights for investors and agents. Demonstrates strong creative writing skills and subject matter expertise in Charlotte market trends.

"Office Conversions & Adaptive Reuse: The Next Frontier for Charlotte CRE Investors"

August 2025

Analyzed commercial real estate trends and adaptive reuse opportunities in Charlotte's evolving market landscape.

"The River District: Catalyzing Charlotte's West Side Transformation into a Sustainable High-End Urban Hub"

June 2025

Examined urban planning data to forecast sustainable development trends and investment opportunities in emerging neighborhoods.

"Charlotte's Housing Crossroads: Shortages Meet Build-to-Rent Boom"

February 2025

Investigated inventory shortages and the rise of institutional build-to-rent communities impacting the Charlotte market.

"Assuming a Mortgage: A Double-Edged Sword in Today's Real Estate Market"

January 2025

Provided strategic analysis of mortgage assumption benefits and risks for buyers in high-interest rate environments.

"Charlotte's Hidden Gem Neighborhoods: Where to Invest in 2025"

January 2025

Delivered data-backed investment recommendations for emerging markets and undervalued Charlotte neighborhoods.

LinkedIn Learning Instructor (2025)

- Designed and delivered comprehensive curriculum on complex technical topics, demonstrating ability to train and upskill professionals (directly transferable to agent training requirements)

- Created engaging educational content that breaks down sophisticated concepts into digestible, actionable lessons for diverse learner audiences

CORE COMPETENCIES

Real Estate Operations

MLS systems, CRM platforms (Top Producer, Follow Up Boss, kvCORE), transaction coordination, market analysis, contract negotiation, client relationship management, investment property analysis

Technology & Training

Agent onboarding, platform adoption strategies, 1:1 coaching, group training sessions, workflow optimization, documentation development, user behavior analysis

Client Success

High-touch account management, expectation management, strategic advisory, problem-solving, relationship building, customer satisfaction improvement

Content & Marketing

Marketing collateral development, listing presentations, creative writing, market reports, visual design, brand consistency, social media content

TECHNOLOGY BACKGROUND

15+ Years Technology Leadership Experience

Senior technology leadership positions at major companies, bringing unique perspective on platform development, user adoption, and customer success strategies. This experience enables effective translation of agent needs to technology teams and vice versa.

Apple • Salesforce • LendingTree • Cross Country Mortgage • Omnidya

Achievements include: scaling teams from 10-30+ engineers, improving user engagement metrics by 25% through analytics, managing P&L portfolios of $10M+, and developing platforms serving 500K+ users daily.

EDUCATION & CERTIFICATIONS

Master's in Computer Science

Georgia Tech | Arizona State University

Master's in Engineering Management

CSU East Bay

MBA, Finance

Symbiosis, Pune, India

Bachelor's in Computer Science

Walchand Institute of Technology, India

Real Estate Broker (NC, SC, TX, GA)   PMP - Project Management Professional

AWS Certified Cloud Practitioner   Stanford Certified Project Manager   Six Sigma Green Belt

COMMUNITY LEADERSHIP

- **Mentor, Techstars & ACP:** Guide startups in technology adoption and business development, mentoring 5+ founders in scaling strategies

- **Open Source Contributor:** Maintain testing frameworks adopted by 8+ Fortune 500 companies, demonstrating commitment to knowledge sharing and community education
- **Volunteer, Hope Alliance, TX:** Drive community initiatives impacting 200+ individuals annually through technology education and mentorship programs