

Real Estate Agent Payne Sharpley of Payne Sharpley Group Recently Featured on Close Up Radio

PALO ALTO, CA, UNITED STATES, May 6, 2026 /EINPresswire.com/ -- Silicon Valley's real estate scene is a competitive playground where only the most resourceful thrive. Payne Sharpley, founder of Payne Sharpley Group and a top 1% producing real estate agent in Silicon Valley and top 2% in the state of CA, is making waves not just for his deal-closing prowess, but for his refreshingly candid approach, sharp market instincts, and an unapologetic belief that creativity and grit outperform tradition.

A Texas native with a global mindset, Sharpley's route to the top of one of the world's hottest property markets is anything but conventional. "I got sold on being in real estate," Sharpley

laughs, recalling how his journey started with encouragement from friends who recognized his sales DNA. "I come from fairly humble beginnings. My father ran a used car-dealership in rural Texas, population 24,000. I grew up watching them utilize cattle to leverage tax write-offs and property taxes. Sales is in my blood, but Silicon Valley and working for a developer for free for a year taught me to assess value in property differently than conventional agents."

Sharpley's website, PayneSoldIt.com, showcases a portfolio that stands out even in a region defined by innovation. He's known for extracting hidden value from every property, leveraging negotiation skills honed both at the poker table and on the international stage. With a master's degree in economics earned at a Chinese university and fluency in Mandarin, Sharpley brings a global toolkit to every deal. "I realized early that being resourceful was more valuable than just knowing the rules. The best real estate agents are able to outmaneuver even the attorneys," he says.



A Fresh Perspective on Value

Sharpley's method is not just about transactions, but about engineering outcomes. "I don't just look at deals. I look at systems. If you can control how a property is packaged and presented, you control its value," he explains. A prime example: a Palo Alto listing at 271 Seale Avenue in Old Palo Alto, which he sold for \$6.3 million, far exceeding market estimates by \$2+ million. "Everyone saw the square footage. I saw the unique lot frontage and called the city, researched the architect, and presented it as a one-of-a-kind development opportunity. That's how you unlock real value in Silicon Valley."

Sharpley's ability to speak Mandarin isn't just a party trick. It forges connections with Silicon Valley's thriving Chinese and Vietnamese business communities. "Some of my happiest clients are first-generation entrepreneurs and global investors. I'm often advising on both real estate and cross-border business strategy," he adds.

Disruption by Design

Unconventional thinking has become Sharpley's trademark. Last year, he sparked buzz throughout the Bay Area with a "disruptive letter" sent to homeowners, offering clients well over market averages. "In the letter, I asked if they'd consider selling for a million above market value," he recounts. "My phone rang every three minutes. I ended up listing multiple high-value properties, even as the market cooled."



Sharpley's candid style sometimes ruffles feathers, but he wears this as a badge of honor. "If you're not challenging the status quo, you're not doing much in this business. I don't play by 'rules' that don't serve my clients," he says. "I'd rather be respected for my results than liked for fitting in."

Sharpley's clients benefit from his intimate knowledge of California's complicated regulatory landscape. Recent state Senate Bills like SB 684, SB 1123, SB-330, and SB 79 have changed the rules for density and development. "I keep my ear to the ground on legislative shifts. Many developers fall into traps set by well-meaning but confusing laws. My job is to help clients navigate the red tape, identify real opportunities, and avoid costly dead ends," he explains.

Beyond Transactions: Building for the Future

Sharpley isn't motivated by money alone. "Deals are fun, but my real passion is being of service to others that create lasting value," he shares. On top of his real estate success, Sharpley is launching a disruptive lumber replacement and Capital Management Corporation "My GPs and I want to be a deployer of capital for underserved communities worldwide – we are assessing investments on a case by case basis, we are very particular who we partner with for various reasons. The big picture is about creating jobs, building infrastructure, and making smart investments that actually help people, not just line pockets."

Sharpley's boots-on-the-ground experience in China and deep relationships with global business leaders set him apart. He continues to mentor agents from underserved communities and is currently authoring a book, "The Game, The 10 Golden Rules," a fiction rooted in his own story of ambition, self-discovery, and strategy.

Looking Ahead

Sharpley's next moves include forging relationships with global family offices and launching new ventures in California and networking abroad, all while continuing to close some of Silicon Valley's most competitive deals. "I'm not afraid to fail. I'm not greedy. I'm just relentless, and I treat every opportunity as if it will change everything," he concludes.

About Payne Sharpley, Payne Sharpley Group, Forbes Global Properties, and Intero

Payne Sharpley is a leading Silicon Valley real estate agent and founder of Payne Sharpley Group, specializing in luxury, investment, and new development properties across California. Known for his resourceful, data-driven approach, Payne is delivering exceptional value for clients from around the world.

Close Up Radio recently featured Payne Sharpley, real estate agent and founder of PayneSoldIt, in an interview with Doug Llewelyn on Friday May 1st at 6pm Eastern

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For more information about Payne Sharpley, please visit <https://paynesoldit.com/>

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