

# TOP AGENT

MAGAZINE

CHARLES  
BULTHUIS



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Following his career in the Army Medical Core, Charles Bulthuis was eager for his next challenge. It was 1992 when he dove headlong into real estate, earning swift experience as he built a reputation for his work ethic, innovative thinking, and created a proven track record. Now, twenty-eight years since his career began, Charles has continued to build upon that legacy through Reformation Asset Management, an enterprise geared exclusively towards investors.

Today, Charles heads a tightknit team that serves investors across the greater Research Triangle region of North Carolina, a market that has seen a major boom in recent years. There, almost the entirety of Charles's business is driven by repeat and referral clientele who trust his in-depth investment strategies and personal touch. "For our clients, we use real estate as an investment vehicle," he explains. "Whether they're an experienced or novice investor, we walk them through the entire process. We



have an initial conversation about their financial goals and then we identify the property type they're most comfortable with—from a single-family rehab and flip, multi family, commercial building, or land development. We search, find, and negotiate the contract, then

identify the repairs, upgrades, or construction necessary to achieve the top rent or resale the market will bear. We also assist in negotiating and managing the construction process so that our clients have the best product at the lowest price and open up refinancing options with



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minimized risk. Once the project is complete, we also manage it on behalf of our clients so that we may ensure profitability and stable cash flow while we monitor their equity gains with an eye toward a future exchange into their next investment vehicle.”

Unlike many agents who focus on individual residential transactions, Charles and his team gear their work toward investors seeking

concierge-level service and guidance at the highest level. From the research stages of an investment, all the way to annual equity reviews, Charles and his team create a streamlined and optimized pipeline for investors of all stripes. Likewise, Charles has displayed exceptional expertise in the Research Triangle marketplace and its inventory. “Here in the Research Triangle, we are surrounded by wonderful universities, a thriving community, and the largest research



park in the nation,” he explains. “That’s why I love finding that diamond in the rough, that property that was overlooked because someone wasn’t able to envision its potential.”

Beyond the office, Charles also gives back through his mentorship of up-and-coming

entrepreneurs from underserved communities, and through his support of fair and affordable housing efforts, spearheaded through his role on the Landlords Roundtable for Affordable Housing. In his free hours, he most enjoys time spent with family and loved ones, and cooking.



Looking ahead, Charles intends to keep momentum going strong as he continues to uplift his clientele and community in the years to come. “I see that what I do impacts people lives on both the tenant and investor side,” he says, “and

through my company I have the ability to bring private and public interests into concert with one another to benefit the community. That’s what I want to do: bring bigger and better opportunities to the community.”

To learn more about Charles Bulthuis  
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