

JEAN CARLO DANIES

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This past year with Venegas International Group, Jean Carlo Danies sold millions of dollars in luxury high-rise condos in Brickell and Downtown, including pre-construction units — an achievement that made him one of Venegas International Group's top producers. "I work non-stop," he admits. "There's no such thing as a vacation for me." That hard-work ethic is even more important in a market with increasingly high demand. Danies has worked with everyone from professional baseball, basketball and football players to international developers and even a prince. "All my clients are unique," he says. "Everyone has different taste and opinions. We have a vast global network of clients buying real estate in Miami," he notes. "I always take the time to educate my clients on recent sales in the area and convince them to send the highest and best offer they can while still making a solid investment."

Dream Feature: "A penthouse with 360-degree intracoastal views."

Advice For Buyers: "If you find something you like, send your highest and best offer. There's a bidding war on all properties and you don't want to lose the one you love for a couple thousand dollars, especially if you can afford it."

Advice For Sellers: "Price it right. I recommend pricing lower than your competition. This will give you multiple offers on your property and possibly get you more than what you expected."

Predictions For 2014: "Expect a lot more construction in Miami. Prices will continue rising as the city further develops into an even more desirable cosmopolitan metropolis."



Photo by Antonio Eli