

JEAN CARLO DANIES

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Jean Carlo Danies has an exceptional commitment to his clients. “I’m working for them even while they’re sleeping,” he admits. Building real, lasting relationships with his customers is part of what Danies enjoys most about the job. “I love the challenge of meeting a perfect stranger and proving yourself to that person so they can trust in you to make one of the biggest financial decisions of their life.” Danies makes sure that personal investment pays off, by making his clients’ transactions as smooth and profitable as possible. “I’m their advocate to finding exactly what it is they’re looking for,” he says, mentioning that as a top producer with Venegas International Group, he’s closed many high-end transactions this year. Though he’s worked with clients buying and selling properties all over the city, he has a special place in his heart for the Brickell/Downtown Miami area. “It’s a perfect fit for me,” he says.

Dream Home Musts: “A sky villa in Château Beach Residences in Sunny Isles. It’s an entire floor of 8,500 square feet with a private swimming pool in the wide terrace overlooking the ocean. It’s a true dream house in the sky!”

Inside Tip For Buyers: “Once you find a property that you want and love, send your highest and best offer. The last thing you want is to know that you lost your favorite property by a few hundred or thousand dollars when you were willing to pay that from the start.”

Inside Tip for Sellers: “Price it right! Even if you list the property slightly lower than the competition, you can create a bidding war that may ultimately bring up the price higher than you expected.”

Predictions For 2013: “It’ll be the year for Miami real estate because prices will continue to rise and new construction will keep coming. Everyone in the world is going to want to be a part of our city.”

