



Agent Snapshot: Roberta Ingletto, Real Estate Broker, Concierge Realty Brokers

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What was your most interesting job before going into real estate?

I started real estate pretty much right after getting out of college, where I studied business and finance.

Where did you grow up? Brazil, Switzerland then South Florida.

What do you do to relax when you're stressed? I love yoga, meditating and counting all my blessings. There are so many things to be grateful for.

If you could meet any well-known figure (living or not), who would it be and why? Ray Dalio, Tina Turner and Oprah, to name a few.

Where is Miami's best-kept secret? I love the Grove — there are many good schools nearby, it's close to commercial areas to dine and shop, close to airport and easy access to get to the beach.

What do you love most about the industry? I love negotiating a fair deal for all sides.

What is the most difficult aspect of your job? Unfortunately, there are people out there who are only looking for a commission and their own self-interest, not what's best for the client..

What's your best advice for generating new leads? Anything you do, do it with love and do your best, and leads will just keep coming to you.

What's your favorite meal in Miami? I love cooking at home. It's not about price, but good quality food and fresh ingredients.

Architecturally speaking, what is your favorite building in Miami? Grovenor House is a classic: great quality finishes, great unit layouts, modern yet homey.

What's one thing people might be surprised to learn about you? That I love to stay and be alone. Even though I love people and I'm very social, I also need and love my quiet moments.

What's your favorite vacation spot and why? Europe — we go every summer.

In 10 words or less, what is your advice for someone new to the industry? Be knowledgeable about the market, be truthful, diligent and use technology to your advantage.