

PEOPLE

SUNNY INSIGHTS

As the real estate market continues to evolve in Brickell and beyond, we introduce you to the real estate professionals selling the lifestyle that is the envy of the world.

Words by Sandy Lindsey | Photos by Edward Leal | December 24, 2022 | People



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“I WORK WITH CLIENTS AS IF THEY ARE FAMILY, AND REALLY MAKE SURE THEIR NEEDS ARE MET. I TAKE EVERY CLIENT VERY SERIOUSLY.”

Helping clients find a home at Panorama Tower is a delicate process — and being in touch with their needs is extremely important to Leasing Specialist Raquel Ramirez. “One transaction that comes to mind is that of an international client relocating their entire family to Miami, who came to me in search of a home in Brickell,” she says. “They did not anticipate the huge boom in the market. After weeks of searching, we found them exactly what they were looking for: large floorplans, proximity to their children’s schools, and the tropical backdrop that they loved so much in their country of origin.” She’s always loved working with and helping people, but finds the satisfaction of assisting folks in a crucial chapter of their lives is beyond fulfilling. “With the diverse clientele that walks into Panorama Tower, I get the chance to be an unofficial guide to everything cool in the city that I’ve been so lucky to be born and raised in,” she says. “I’ve been proudly working in-house for Florida East Coast Realty (FECR) for nearly two years, and it has been incredibly rewarding.”

Meant To Be: “Being a realtor was something I ended up falling into through a receptionist job, but it turned out to be the best career for me. This year, I received Fortune International’s 2021 Gold Circle Award for hitting \$6 million in rental sales.”

Vibrant Energy: “I love to be active, whether that’s hiking on a beautiful trail or doing yoga.”

Night Life: “I absolutely love getting dressed up and going to Tea Room at East Miami. It’s a beautiful cocktail bar with an amazing ambiance — the rooftop has the best views of Brickell!”