

LAS OLAS Lifestyle

APRIL 2021
\$4.95



Luxury Listings

WHY MULTIMILLION-DOLLAR
REAL ESTATE IS ALL THE RAGE IN
SOUTH FLORIDA

+ REVISITING THE
BLOODIEST DAY
IN FBI HISTORY



MARITZA MEZA

FOUNDER – MEZA GROUP

954.648.2442 | Maritza@MezaGroup.com

MezaGroup.com

What qualities do you believe make an excellent real estate agent?

The most important quality is actively listening and communicating with your clients, as it helps build trust and establish valuable relationships. "Communication is key" and you can never over-communicate with them. Through active listening, you can manage and meet your client's expectations from the beginning to the end of the transaction. As an excellent real estate agent, you also have to be a skilled negotiator and an expert in your niche market. Your clients are relying on you as the source of information.

What has been your most rewarding real estate experience?

Establishing lifelong relationships with developers and clients and being a part of the growth of Fort Lauderdale Beach. I am fortunate to have built a successful business with my children, Gianpierre Giusti and Gigi Giusti. It brings me great joy knowing I am sharing the success with those I love and trust!

What influenced you to become a real estate professional?

My father was a developer in Peru, and he has always been a major influence in my life, so you could say real estate is in my blood. I loved visiting my father's developments to see what was up-and-coming and see first-hand how the business works. I knew

Fort Lauderdale would be a great place to work in real estate due to the weather, beaches, resort lifestyle, and the fact that it is a popular vacation and retirement destination. Another benefit is that Florida does not have state income tax and provides the benefits of homestead, which is very attractive to buyers.

What has the pandemic forced you to do that you should have been doing all along and will continue to do?

It pushed me to have the time to be more creative and regroup with my business, family, and life in general. Also, having the time to read, refresh and recharge has been very gratifying. I often think that as women we are so prone to give ourselves to others that we forget to take the time for self-care, which is so important for the mind, body and spirit.

What single accomplishment are you most proud of and why?

I would say that the single greatest accomplishment that I am most proud of is raising my two amazing children I had at a very young age. Gianpierre Giusti and Gigi Giusti are very dedicated and true professionals. They are my pride and joy, and it's so fulfilling to see them in action working in the real estate industry right next to me and seeing how knowledgeable and successful they have become. Nothing compares to the greatest joy I experience in being so fortunate.