

TOP AGENT MAGAZINE

ROBERTA INGLETTO & GIO INGLETTO-AMARAL

For the mother-daughter team of Roberta Ingletto and Gio Ingletto-Amaral, real estate truly runs in the family. Originally from Brazil, Roberta first came to Florida 25 years ago to attend high school and later pursue her Bachelor's Degree in Finance from the University of Miami. From there, she would delve into stocks and investments, but soon took an interest in the real estate industry for the ways in which it allowed her to ground her elite business acumen while helping others. Inspired, Roberta then decided to switch tracks and launch her career as an agent.



In the meantime, her daughter, Gio, had an opportunity to learn the business from the ground up while helping out around her mother's offices, developing her own passion for real estate. After attending NYU, she would follow in Roberta's footsteps and become a Realtor®—and the two have been teamed up ever since. "Gio is one of the best agents I've ever dealt with," Roberta says of her daughter. "She's a natural people-person, and she brings so much life to our business. Together, we compliment each other in so many ways."

Today, Roberta and Gio are licensed Brokers and Owners of RGI Realty, where they assist clients throughout the East Side of Miami and the surrounding areas. Together, they are also licensed in New York. With Roberta having owned and managed her own brokerage for 17 years, the two have established a boutique process to meet the needs of buyers and sellers all the way from Pinecrest to Manhattan.

When listing a property, Roberta and Gio offer a comprehensive approach. After helping their clients fully prepare their home for the market, they broadcast it over a variety of outlets, including targeted social media

campaigns, print publications, and their own popular newsletter. Along the way, they also share their listings to those in their extensive sphere of influence, giving each seller an added advantage.

But Roberta and Gio are just as attentive when assisting their buyers, leveraging their dynamic synergy to guide each client to the right home for their needs. Fluent in Portuguese and Spanish, the mother-daughter team enjoys staying in touch with their clients well after the closing to ensure they are thriving in their new homes. "We tell it how it is," Roberta

says. "That's why clients know they can trust us. I would never make a sale just to complete a transaction; rather, I always strive to put my client's best interests first."

Through the years, Roberta and Gio have earned a fantastic reputation among clients and Brokers alike, with the vast majority of their volume coming from repeat clients or referrals. Having built a professional network that spans not only the nation, but also the world, the two remain focused on the core values that brought them to real estate in the first place. "There's nothing more rewarding than creating connections with our buyers and sellers," Gio says. "At the end of the day, if they're happy, we're happy."

Going forward, Roberta and Gio have exciting plans for the future of their business. As their volume maintains its steady growth, they intend on adding onto their team to further expand their model of service throughout the Florida Coast. "I believe in bringing value to each and every transaction," Roberta says. "Our clients come to us because they need something. At all times, we're asking how we can give them the best advice, deal, or price—all within the context of what they want."

To learn more about Roberta Ingletto and Gio Ingletto-Amaral, email roberta@rgirealty.com or gio@rgirealty.com, visit rgirealty.com or call 305-812-9048.