

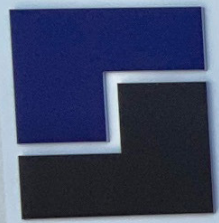
TOP AGENT

MAGAZINE



Area Specialist

**MARIO
OJEDA**



OJEDA LAZAR
— REAL ESTATE —



With an emphasis on the luxury market, Top Agent Mario Ojeda and his team serve Miami Dade and Broward counties, working in both residential and commercial real estate.

Caring for his clients and giving hands-on guidance every step of the way, Mario Ojeda provides a boutique real estate experience from start to finish. Growing up, Mario was always interested in real estate thanks to his father, who was a civil engineer and architect. “My dad built and designed all of our homes back in Ecuador, and then he would end up selling them,” Mario recalls. “It was a process of seeing how properties were built from the ground up, then seeing the sales process as well. I was influenced by

that from a very young age, and I always thought that at some point in my life I would end up in real estate.” Mario began his career with the Carson Realty Group in 2004, and now almost two decades later, Mario leads his own brokerage where he and his team help clients make their real estate dreams into reality.

Mario and his team serve all of Miami Dade and Broward counties, with a primary focus on the 33137 and 33138 zip codes in Miami which



cover the Edgewater/Midtown/Design District and Upper East Side areas north of downtown. He works in both residential and commercial real estate for his clients, with an emphasis on the luxury market. Mario is full of praise for the Upper East Side, where he lives, works and where his

son goes to school, calling it “our little piece of heaven.” In neighborhoods such as Belle Meade, historic Bayside, Bay Point, and Morningside, the area’s single-family home communities give it a suburban feel with all the amenities of city living. “Along Biscayne Boulevard, we have



“My favorite thing about real estate is helping people achieve their goals, whether it’s selling their homes in order to downsize, buying a first home or making an investment in real estate.”

tons of great restaurants, shops, and bars, giving the area a very lively cosmopolitan feel,” Mario says. “The MIMO architecture in the area adds a unique touch to the Upper East Side. This modernist architectural style was prevalent in the 50’s and 60’s in Miami so you’ll see it in many of the hotels and buildings on the Biscayne corridor,” he adds. “Locals and people from elsewhere love it here, and due to Covid we had a huge

influx of New Yorkers, Californians, Canadians and people from all over moving here and buying properties.”

Mario and his team maintain a very high rate of repeat and referral business, upwards of 95%. It’s a sure sign that clients trust Mario and his team with all their real estate needs. “I pay very close attention to detail and take care of



everything for a client, from start to finish,” Mario explains. “People don’t realize how complex a real estate transaction can be and how many moving parts are at play. The real work starts after the contract is signed. From setting up inspections, meeting with appraisers, dealing with lenders, attorneys and title companies, I stay on top of everything and keep my clients abreast of it all. That way there’s no confusion and my clients, both sellers and buyers, don’t feel lost in the process. Communication is key and my clients like that very much, it’s what has kept bringing people back.”

In his community, Mario has been involved with the Chapman Partnership and the Miami Rescue

Mission, as well as other local and national organizations that give back in the area. He is currently a member of and supporting the United Way Miami organization. When he is not working or giving back, Mario enjoys traveling, cycling with his 4-year-old son, playing tennis and watching a good movie.

As for what the future holds, Mario says, “We’re growing, and I would like to continue growing while still remaining boutique, which is what our clients prefer. My favorite thing about real estate is helping people achieve their goals, whether it’s selling their homes in order to downsize, buying a first home or making an investment in real estate. When I’m selling a client’s property,



I love being able to sell it quickly and for more than they thought possible. It's especially rewarding when I'm able to do that after another Realtor had the listing and wasn't able to get the job done. For my buyer clients, I like to be able to get them

properties that end up being good investments. Properties that give them a good return and then when it's time to sell, they're happy they came out on top. I love working hard, getting my clients what they need, and making them happy."

To find out more about Mario Ojeda,
you can call him at 305-790-6168,
email mario@ojedalazar.com, or visit ojedalazar.com