



When Carito Eguia, of Eguia Achu Real Estate and Management, brokered by eXp Realty, came to the United States from Peru back in 2000, her intentions were to study and obtain her associates degree. However, once that goal was achieved, Carito discovered her passion for the world of real estate and her life was changed forever. With an entrepreneurial spirit learned from her mother, the owner of Achu Realty in Peru, Carito set out on a new adventure.

Upon completing college, she landed an administrative position with a large-scale commercial project in Coral Gables, Florida. As she had her hands in many aspects of the project, Carito was inspired by several real estate professionals who were also involved. “I saw how they were able to help so many people become homeowners or investors and I wanted to do that too,” says Carito. “I also saw there was a huge need for bilingual agents in South and Central Florida, so I thought, why not? This is my time to be part of that dream!”

With more than 20 years of experience in real estate and property management, Carito has assisted countless buyers and sellers in Miami-Dade and Broward counties with her extensive knowledge of the market and unmatched customer service, and she is also licensed in the state of North Carolina. As nearly all of her business stems from repeat clients and referrals, Carito says, “I am by my clients’ side from the beginning of the transaction to the very end, and even after closing. I believe customer service is the key to success in any business.” Carito learned that from her very first job in this country as a waitress, and recalls how she quickly learned the importance of good service. “The only pay I got at that job was from the tips I earned and that’s how I survived.”

It’s something she has held on to all these years and carried over into her real estate business, and it has led to great success. Carito also remembers the advice she was given

early on in her career that helped her grow her business into what it is today. “Somebody once told me that no matter what, always have transparency with my clients. I am always honest and sincere and I put myself in their shoes so I can have a better understanding of what their needs are and what the next steps will be for their best outcome.”

Carito’s charismatic personality, natural ability to interact with people, and strong negotiation skills have earned her an award, however, that type of recognition is not what she strives for. “There is no better achievement for me than to just be part of my clients’ dreams,” she says. “That is the best award I could ever receive.”

With her expertise in analyzing current markets and passion for South Florida real estate, Carito offers invaluable guidance to her clients as they consider the path that is right for them. “This is how I can help anyone who might be on the fence about buying. Maybe they feel like they’re not ready and they want to keep renting because there is so much competition right now, but when we sit down and do the math, their rent would probably be the same as a mortgage,” she explains.

Outside the office, Carito enjoys spending time as a volunteer at her church with the children’s ministry, as well as participating in charitable events that give back to the Latin American community. She enjoys reading and is currently pursuing her Master’s Degree.

Having obtained her Broker’s license in 2019, Carito looks forward to opening her own office in the near future, to share her knowledge with others looking to get started and grow in real estate. “I want to have like-minded agents come on board to help them learn more about the industry,” shares Carito. “There is so much potential here in Miami. It’s more than just buying and selling — this area is also very attractive to foreign investors. I read, eat, and walk real estate, so I want to share what I know with anyone interested in buying, selling, or investing in South Florida. This is my passion and it’s what I want to do for the rest of my life.”

*Carito Eguia*

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