



## Dynamic Duo

One loves his laptop, the other her music. But one thing that this real estate power-team has in common is their love for the industry. “What attracted us to this industry was the opportunity to work with one of the most respected

developers in Key Biscayne and become the exclusive sales agents for the high-end luxury properties they build,” say Rosa I. Calero-Cortes and Mark Chatburn, both of Southbay Realty. “Real estate is different from other industries because of the freedom we get. We like being in charge of how we use our time.”

Another thing both can agree on is the fact that real estate has its ups

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and downs, especially when it comes to showings. Calero-Cortes’ most memorable incident placed her ankle-close to a stubborn canine. “While inside an old Mackle in Key Biscayne with clients from Ecuador, a dog suddenly started to bark at us before chasing us around the house until he was able to run us out of the property,” she says. “Of course, we couldn’t show the house and every time I’m with those clients, we remember and laugh about it.”

Chatburn had an equally mortifying experience at another property nearby. “Once I was showing this amazing apartment right on the ocean when I opened up the living room balcony before I took the client to the master bedroom,” he says. “When we got to the bedroom, I opened that balcony as well, without closing the balcony in the living room. The wind from the ocean was so hard, it shut the bedroom door and we got stuck in. We ended up calling the concierge to free us. It was very embarrassing.”

So what got them through those difficult situations? Gandhi, of course. “We both live by the saying ‘A man is but the product of his thoughts. What he thinks, he becomes.’” And with those words at the tip of their tongues, they can tackle any obstacle that might come their way.

