

# BEACH PATROL

The people who make Miami

## MARCELA AND TONY CRISCITO

*Models of Realty Success*

**T**he moment Marcela and Tony Criscito met it was obvious they would make a great team. "We got together in 1994 and married a year later," says Marcela, 36, who had moved to Miami that same year from Buenos Aires. Both models at the time, the Criscitos were introduced through their agency and soon were booking jobs as a duo. "When people found out we were a couple they would hire us immediately," Marcela notes. "They wanted to capture real chemistry."

The two took on another joint venture in 2000, when they decided to become Realtors. "We wanted to do something more stable, especially since we were hoping to start a family," says Tony, a New Jersey native. "We were sick of traveling so much."

In their first year with Majestic Properties, the Criscitos were named the company's Rookies of the Year, and they have been among the top producers ever since, landing more than \$40 million in sales in 2006. "When we started in this business, agents would say, 'You better have a lot of time and a lot of money if you want to succeed.' But we made it happen right away," Marcela says. And though she still models occasionally, she welcomed the career change. "I like having control and negotiating for my client. It's more exciting than smiling for the camera."

Having reached the top of their field, the Criscitos, who live on the Venetian Islands with their two children, have no plans to slow down. "We want to keep going the way we are going," Tony says. "The market is getting more difficult, so you need to be creative to make things happen." His wife echoes the sentiment: "Only the strong will survive." —Rachel Bertsche

### JUST THE FACTS

#### Biggest turnoff?

Marcela: "Lying. Don't lie to me, or I'll go off."

Tony: "Incompetence."

#### You never leave home without:

Marcela and Tony: "Our BlackBerrys."

#### Your TiVo is set for:

Tony: "Entourage."

Marcela: "The television is him. I don't have time."

#### Something no one knows about you:

Tony: "Something we don't want you to know!"

#### Favorite way to spend a Sunday night:

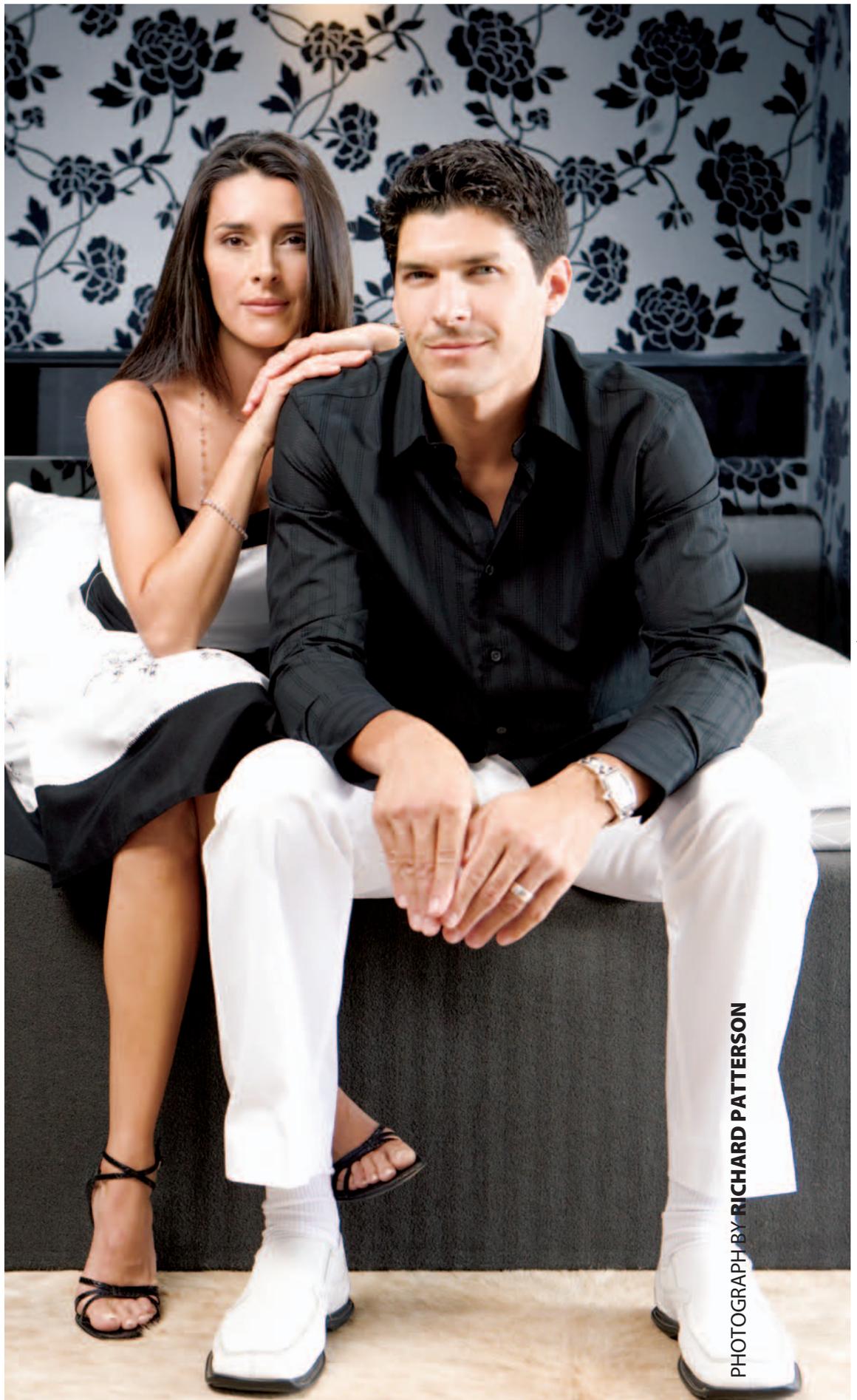
Marcela: "In bed, watching television. If it's early, we're watching cartoons..."

Tony: "Then football."

#### Your favorite dish in Miami:

Marcela: "Penne à la vodka at Tiramesu."

Tony: "The spicy tuna roll at Toni's [New Tokyo Cuisine and Sushi Bar]."



PHOTOGRAPH BY RICHARD PATTERSON