

Lourdes R. Garcia

Lourdes embodies integrity, creativity, and ingenuity. An entrepreneur at heart with a keen eye for style and an intuitive sense for business, Lourdes sees possibility where others do not. She thrives on taking an idea and turning it into a successful business.

Lourdes established her first business in her home city of Caracas, Venezuela when she founded 73Quincy S.A., a real estate agency focusing on the sale of residential and commercial properties for international and domestic clients. Her book of business quickly grew to encompass the elite of the Venezuelan society; catering to local as well as international clients.

Moving to South Florida with her family, over 16 years ago, Lourdes and her family settled in the beautiful city of Doral. In her first few years living in South Florida, Lourdes launched ABA Air Group an aviation company specializing in engine management, services, and parts; she was the first woman to own an FAA sanctioned engine repair shop in the United States. She was also the recipient of the 2009 Entrepreneur of the Year Award for establishing and running Alpha Turbine Technology.

However, her first real passion soon surfaced, and in 2010 she combined her love of real estate, architecture, and design and launched ABA House, Art and Design Center. A prestigious center located in Doral with an emphasis in bringing balance to your home and workspace by applying the principles of Feng Shui.

In 2017 ABA House was awarded the coveted Women's Business Enterprise National Council certificate for meeting the standards of a woman-owned business set by the Women's Business Enterprise. Lourdes' projects have been featured in numerous publications, such as *Mobiliari*, *Vanidades*, *Conexiones*, and *Venue*, where they featured her architectural redesigns of inviting Zen spaces. Her innate sense of style and expertise in design can be attributed to her formal training in architecture; that combined with her sharp negotiation skills has earned her the trust and respect of her clients when looking to enter into multi-million dollar deals. Lourdes exceptionally loyal clientele includes some of South Florida's high-profile professionals and international high-worth individuals.

Lourdes is very involved in her community and believes in giving back. She is an active member of the Greater Miami Aviation Association and sits on the Board of Directors for the Miami Symphony Orchestra. She has been a member of the Miami Association of REALTORS® since obtaining her Realtor's license in 2014; and, holds the Real Estate Broker's license since 2016. Lourdes is fluent in Spanish and English and conversational Italian.