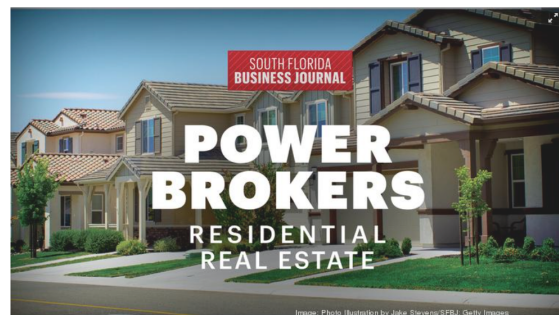


Meet the 2021 Power Brokers in Residential Real Estate



2021 Power Brokers in Residential Real Estate
PHOTO ILLUSTRATION BY JAKE STEVENS/SFB; GETTY IMAGES



By **Jeff Zbar** - Correspondent, South Florida Business Journal
22 minutes ago

To select our residential Power Brokers, we reviewed RealTrends brokerage rankings and queried the region's largest brokerages on their most prolific dealmakers last year.

This year, Power Leaders in Real Estate was expanded beyond the 100 Power Leaders to include 50 Power Brokers in residential and commercial real estate throughout Miami-Dade, Broward and Palm Beach counties.

Jill Hope Eber

Broker-associate, The Jills Zeder Group at Coldwell Banker Realty

Fisher Island



Jill Hope Eber, The Jills Zeder Group at Coldwell Banker Realty
COLDWELL BANKER REALTY

Eber closed \$1 billion in sales in 2020. Clients included rapper Post Malone and musician Phil Collins, tennis star Caroline Wozniacki and her NBA All-Star husband, David Lee, for a Fisher Island condo, and Ivanka Trump and Jared Kushner for their Indian Creek Village property.

Birthplace: Tarrytown, New York

Education: B.F.A., theater, University of Miami

The first property I bought/sold: A Coconut Grove property for \$133,000

A positive result of Covid: A major increase in luxury prices and sales

Favorite local getaway spot: John Pennekamp Coral Reef State Park

Favorite vacation spot: Rangiroa, French Polynesia

I could spend an afternoon at: Bal Harbour Shops

Favorite show growing up: "I Love Lucy"

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Judy Zeder

Licensed sales associate, The Jills Zeder Group at Coldwell Banker Realty

Coral Gables



Judy Zeder, The Jills Zeder Group at Coldwell Banker Realty
COLDWELL BANKER REALTY

Zeder joined partners Jill Hertzberg and Jill Eber - "The Jills" - in 2019 and today are known as Miami's luxury real estate agents. In 2020 alone, the team exceeded \$1 billion in sales.

Birthplace: Detroit

Education: B.A., St. Mary's College

A positive result of Covid: We learned there are multiple ways to work with clients.

Lesson from Covid: We learned the best way to work with all our sellers, buyers and each other, and stay positive regardless of the obstacles.

Go-to icebreaker topic: Always, who you are and how can we help - not how we can make a commission

Favorite vacation spots: Telluride, Colorado, and Harbor Island and the Exumas in the Bahamas

Title of my life story: "Run with Me ..."

My hidden talent: I am a great cook.

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Jill Hertzberg

Broker-associate, The Jills Zeder Group at Coldwell Banker Realty

Miami Beach



Jill Hertzberg, The Jills Zeder Group at Coldwell Banker Realty
COLDWELL BANKER REALTY

Hertzberg and partners Jill Eber and Judy Zeder are synonymous with luxury real estate. In 2020 alone, the team exceeded \$1 billion in sales.

Birthplace: Miami

Education: B.A., University of Florida

Investors are most interested in: Waterfront, location and land that offers opportunities for expansion, renovation or redevelopment of a home.

Hottest real estate sector right now: Very high-end, uber-luxury market

Lesson from Covid: We are an adaptable, resilient community.

Go-to icebreaker topics: Golf, tennis, kids and grandkids

Favorite movie and show right now: "Pulp Fiction" and "Hamilton"

Favorite show growing up: "My Favorite Martian"

Title of my life story: "My Superpower is My Family"

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