

## Showbiz Real Estate Elite Report 2021

By Iain Blair, Mae Hamilton, Carole Horst

The mavens on *Variety's* Showbiz Real Estate Elite overcame the challenges of 2020 in innovative ways, through clever flexes involving all the tricks of the trade, and most saw some of their best years in a long time, and even ever as the high-end luxury market boomed. Our list includes the best of Los Angeles, New York, Miami, Atlanta and Nashville.



Photo: Courtesy NICK GARCIA

### Jill Eber, Jill Hertzberg and Judy Zeder

#### The Jills Zeder Group

The team, which is affiliated with the Coldwell Banker Residential Real Estate and the Coldwell Banker Global Luxury Intl. Luxury Alliance, has exceeded \$1 billion in sales, with over 180 transaction sides and listed more than 160 properties, including single-family homes and condominiums. Current listings include 382 S. Beach Road, Hobe Sound on Jupiter Island, a classic estate listed at \$59.9 million; 41

Arvida Parkway in Coral Gables, a waterfront estate listed at \$49.9 million; and 11501 Old Cutler Road, Coral Gables, a Mediterranean estate listed at \$14.9 million. “Consumers were very concerned [about COVID], and the quarantine changed the landscape immediately,” Jill Eber says. “Surprisingly, after a very minor pause, our business exploded,” Jill Hertzberg adds. Notes Judy Zeder: “Domestic buyers and local transfers fueled the boom in the highest-end market of luxury real estate.”