

OCEAN DRIVE

Miami's Powerhouse Real Estate Trio Talks Buying and Selling Trends

By: [Alexa Shabinsky](#) | March 18, 2022 | [Home & Real Estate](#)

This real estate trio is truly breaking barriers in Miami and beyond. The Jills Zeder Group, which is comprised of Jill Hertzberg, Jill Eber and Judy Zeder, is at the forefront of the Miami real estate scene.

In affiliation with Coldwell Banker Realty, the group has been ranked as the number one large team for the third consecutive year, across Coldwell Banker nationally. Together, the group surpassed \$2.25 Billion in sales in 2021 and is not stopping there.



Judy Zeder, Jill Hertzberg and Jill Eber

In December of 2021, The Jills Zeder Group officially broke Miami Beach records, bringing a buyer to the \$75 million sale at 8 Star Island Drive.

These ladies have mastered the Miami real estate scene, and know the ins and outs of what is happening in the current market. Tapping on our experts, we teamed up with The Jills Zeder Group to talk all about Miami real estate trends and what is next for this booming market.

The Miami market has seen record breaking sales in recent years, are there specific styles of homes you see clients gravitating towards?

Jill Eber: New and modern tends to be the greatest demand. There is also a demand for open interior space, but also more private space as executives and CEOs are using their residences more for a combination of work and personal. Physical fitness equipment and related space for sports and fitness is also requested. Room for entertainment and guests is also popular.



30 Palm Avenue in Miami Beach

How do you think traditional Mediterranean homes, versus modern homes, differ in the current market?

Judy Zeder: There has been a bit of a trend away from traditional Mediterranean homes, although they are a "trademark" in Coral Gables. I think it is more of a move towards modern-style homes with a lot of glass and clean lines. New construction is always appealing in any market. A lot of properties are being renovated for more specific needs such as outdoor living space and gorgeous summer kitchens, interior space for exercise rooms, indoor entertainment, and larger open spaces. There is also a need for more quiet/intimate spaces for home offices. Building a home or gravitating to new homes due to the change in consumer needs has heightened the appeal of newer properties.

Certain neighborhoods have seen a resurgence, is there one neighborhood in specific that has stood out to you?

Judy Zeder: All neighborhoods are experiencing a resurgence due to the demand for homes in South Florida. We have been very attractive to high-net-worth clients so properties with unique locations, stunning views, and land that allows for highly sought-after amenities are very attractive. Some of our long-standing stable neighborhoods, such as Gables Estates, are getting even more popular and have gotten a lot of attention. The versatility of the community as well as the many choices for boaters, waterfront options, close to excellent schools, shopping and proximity to other attractions in Southeast Florida while living in a beautifully planned community with trees, great water and an exclusive small town feel in a large urban area continues to attract a good supply of buyers for these areas.



1301 Lenox Avenue in Miami Beach

What do you think is Miami's most standout feature?

Jill Hertzberg: Diversity is our greatest asset. We have diversity in people, culture, entertainment, sports, shopping and events, just to name a few. What that means for anyone coming from anywhere around the world is that they will be comfortable here and they will assimilate into the culture quickly and easily.

The Jills Zeder Group has an amazing track record in Miami and nationally, what do you think sets yourself apart from the other teams in the market?

Jill Eber: Our one major differentiating factor is that all team members contribute at similar levels. Most teams have one or two rainmakers, and the rest are support members. All of our team members standing alone are effective, professional and are the top of our profession. Together, we are an unmatched force. Add to that the fact that we are three families, who support and trust each other, is a powerful combination.