

► **POWER LEADERS** IN REAL ESTATE

INTRODUCTION



his year's Power Leaders and Power Brokers represent the top performers across the region's critical real estate sectors. From commercial, retail, office and industrial space to the residential properties defining - and redefining - South Florida, these developers, architects, engineers, property owners and brokers are not only shaping our region. They're transforming what has become a global destination in a post-pandemic marketplace.

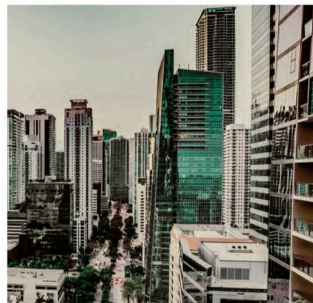
What hasn't changed is their attention to what has made them successful. They're clear- and market-focused, dedicated to the product, and committed to improving the region.

Two comments stood out. One was from a locally born commercial broker who wanted to leave his mark on his hometown.

The other was from another who said he went into real estate because

"the fundamentals are timeless." As gentrification, infill and repositioning of properties grow vital to growth in a land-starved peninsula, real estate's fundamentals will ensure projects are pursued, numbers are met and clients are served.

For those named Power Leaders and Power Brokers this year, the timelessness of these fundamentals will bode well for our shared future.



GETTY IMAGES

JILL KAUFMAN HERTZBERG

BROKER-ASSOCIATE, THE JILLS ZEDER GROUP,
COLDWELL BANKER REALTY

MIAMI BEACH



A Miami native, Hertzberg founded The Jills with Jill Eber over 25 years ago. The combined The Jills Zeder Group was Coldwell Banker's national top-performing large team in 2021, with \$2.25 billion in sales.

Birthplace Miami Beach
Education B.A., University of Florida

I went into real estate because

I wanted to pay for my children's private school education.

Deal that changed my career Sale of the Versace mansion

Tip for protégés When you help others, you will get ahead yourself.

Habit to start my day I run on the beaches of Miami Beach

Event that changed me Meeting Jill Eber and forming our partnership based on a handshake, and meeting Nancy Klock Corey, my mentor and guru

www.jillszeder.com, jillh@jillszeder.com, 305-788-5455

COVER STORY

**POWER
LEADERS
IN REAL
ESTATE**

Get to know top performers from our region's busiest real estate sectors **PAGES 11-40**

**POWER BROKERS
IN RESIDENTIAL AND
COMMERCIAL REAL
ESTATE** **PAGES 41-51**