

COVER STORY

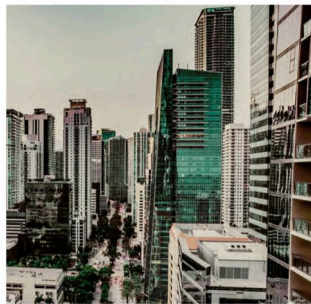
POWER LEADERS IN REAL ESTATE

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**

PHOTO ILLUSTRATION BY JAKE STEVENS/SFBJ; GETTY IMAGES

▶ **POWER LEADERS IN REAL ESTATE** //



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INTRODUCTION

This 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 client- 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 repurposing 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.

APRIL 29-MAY 5, 2022

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//////////////////////////////////// **POWER BROKERS: RESIDENTIAL** ◀

JUDY ZEDER

REALTOR-ASSOCIATE, THE JILLS ZEDER GROUP.
COLDWELL BANKER REALTY
MIAMI



The Jills Zeder Group was formed in 2019. It became Coldwell Banker's top-performing large team in the nation by selling \$2.25 billion in 2021. Prior to The Jills Zeder Group's formation, the teams closed a total of more than \$8 billion in real estate sales.

Birthplace Detroit
Education St. Mary's College

I went into real estate because

I believed I could sell a lifestyle, not just a home. It worked.

South Florida's next hot market

Every area in Miami is booming. Being truly happy and having the gift to work with people you love.

I define success as

Bring prayerful and exercising

Habit to start my day

Having my first child and knowing that nothing in the world would ever be the same

Event that changed me

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