

► **POWER LEADERS** IN REAL ESTATE

INTRODUCTION

Power Leaders in Real Estate, along with our Power Brokers in Commercial and Residential, recognize the region's top individuals across the real estate ownership, development and sales sectors.

The volume of land deals, new development and other commercial and residential real estate transactions across the tri-county area has made the number of individuals suitable for inclusion in this package an abundance of riches, so to speak. That doesn't mean selecting honorees is easy, and every year we hear from people inquiring why one agent might have been included, but another, seemingly higher performing agent, was not. In the interest of clarity,

here's our methodology: Power Brokers in Residential relies on figures voluntarily provided to RealTrends by residential agents and brokers. For those who do not participate in RealTrends, but we know historically have been suitable for inclusion based on their history of high-value deals, we reach out directly.

For Power Brokers in Commercial, we rely on our list of largest commercial brokers from the *South Florida Business Journal's* Book of Lists, as well as our own reporting. Again, we will reach out to the leading brokerages and ask who their top performers are. Whether residential or commercial, we seek to limit the list to two agents or brokers per company.

We try our best to be empirical in our reporting to create a product that both recognizes the industry's top professionals and becomes a resource for our readers. We hope this explanation answers any questions you may have. And here's to all the professionals who made this year's Power Leaders and Power Brokers lists. Because of you, South Florida continues to shine with our own abundance of real estate riches.

2023

POWER LEADERS
IN REAL ESTATE

Recognizing the region's top individuals in ownership, development and sales. **PAGES 15-38**

POWER BROKERS: RESIDENTIAL & COMMERCIAL REAL ESTATE **PAGES 39-49**

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POWER BROKERS: RESIDENTIAL

CHRISTIAN J. ANGLE

PRESIDENT AND BROKER, CHRISTIAN ANGLE REAL ESTATE
PALM BEACH



Angle is ranked first in both Palm Beach and the East Coast, and second in the nation, per Real Trends/The Wall Street Journal in 2022. He opened his firm in 2006 and has closed over \$2 billion in real estate sales since 2021.

Birthplace Boston
I went into real estate because I was introduced to the business and found that it was a natural fit.
Region's next hot market Palm Beach remains the place to be.
Tips for proteges Set goals, write them down, work hard, work smart and know there are no shortcuts.
I define success as Achieving my clients' goals and having a wonderful family.
Habit to start my day Being active: going on a walk with my family or playing tennis
To unwind I don't. I love what I do and am truly grateful.

www.anglerealestate.com, cjangle@anglerealestate.com, 561-659-6551

RALPH ARIAS

BROKER ASSOCIATE, ONE SOTHEBY'S INTERNATIONAL REALTY
MIAMI BEACH



In the past several years, Arias has closed several sales on Indian Creek Island, Golden Beach and Gables Estates. He was the top producer in Miami Beach in 2022, and top producer companywide in 2021.

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www.onesir.net, rarias@onesir.net, 786-543-7873

JILL EBER

BROKER ASSOCIATE AND CO-FOUNDER, THE JILLS ZEDER GROUP AT COLDWELL BANKER REALTY
FISHER ISLAND



Eber's portfolio of record sales of both homes and condos has led to her being recently honored along with Jill Hertzberg with the Miami-Palm Beach Power Broker Awards' Stratospheric Sale Award by The Hollywood Reporter for the highest-ever home sale in Miami-Dade County.

Birthplace Tarrytown, New York
Education B.F.A., theater, University of Miami
I went into real estate because After singing with a band and losing my voice, I quickly sold a few properties and never looked back.
The last thing that surprised me in real estate Fluctuation in inventory. Moving from abundance, to scarcity, to balance, particularly in high-demand areas.
One lasting business lesson Knowledge is power.
I define success as Phenomenal personal life and business.
Habit to start my day Go for a power walk on Fisher Island, or a workout at the gym.

www.jillszeder.com, jille@jillszeder.com

LAURIE FINKELSTEIN READER

FOUNDER AND CEO, FINKELSTEIN READER REAL ESTATE
PLANTATION

Finkelstein Reader and her team have closed more than \$1 billion in real estate sales and have been recognized in the top 0.5% of all Realtors in the U.S. She leads the No. 2-ranked local large team on RealTrends' list, and No. 1 in Florida for most transactions.

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CHAD CARROLL

FOUNDER AND PRESIDENT, THE CARROLL GROUP AT COMPASS
SOUTH FLORIDA



Carroll holds the title as the top agent for Compass Florida, with more than \$5 billion in career sales. Among other deals, he handled the record-breaking sale of 830 W. Dilido Drive in Miami Beach for \$28.2 million, and the sale of a \$11.9 million mansion in Aventura.

Birthplace Ohio
Education B.B.M., management, marketing and related support services, Hofstra University
I went into real estate because My passion for architecture and the ability to connect with people
Tips for proteges Stay consistent and be persistent.
One lasting business lesson Never count a deal until it's done.
Habit to start my day Wake up at 5:30 a.m.
Most grateful for My family
To unwind I spend the day boating.

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SUZANNE T. FRISBIE

BROKER ASSOCIATE, THE CORCORAN GROUP
PALM BEACH



Real Trends ranked Frisbie seventh in sales volume in the 2022 RealTrends The Thousand rankings, with more than \$700 million in sales volume in 2021.

Birthplace Albany, New York
Education B.A., psychology, University of Virginia

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