

# POWER LEADERS IN REAL ESTATE

POWER BROKERS: COMMERCIAL AND RESIDENTIAL REAL ESTATE



## INTRODUCTION

**P**rofiles of this year's Power Leaders in Real Estate and Power Brokers revealed as much about the individuals as they did the South Florida market. From the economic turmoil dating back to the Great Recession through the fallout of the pandemic and the current high interest rates that create an undercurrent of uncertainty, these real estate professionals have proven themselves as

resilient as the market they work and live in. They are bullish, optimistic and focused on creating communities that help elevate South Florida's built environment and its residents' quality of life. Their commitment to quality and focus on the future – including delivery of much-needed workforce housing – helps drive the region's shared prosperity. In short, it's what makes them Power Leaders and Power Brokers.

## ► POWER BROKERS: RESIDENTIAL

### CHRISTIAN ANGLE

PRESIDENT, CHRISTIAN ANGLE REAL ESTATE  
PALM BEACH



Angle began in real estate almost 25 years ago, first in development, then in sales. He and his wife, Ann-Britt, opened their Palm Beach firm in 2006. In 2023, the firm sold over \$800 million in real estate.

**South Florida's next hot market** Palm Beach remains the place to be.

**What recently surprised me about real estate** At this point, over 20 years in, I don't think anything could surprise me.

**Best advice ever received** "Measure twice and cut once." It translates to so many parts of business.

**Advice for proteges** Work hard and understand there are no shortcuts. Having a solid, honorable foundation is imperative to building your reputation.

**First job** Mowing lawns in the neighborhood.

**Most grateful for** My wonderful family, friends and community

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### NANCY BATCHELOR

FOUNDER, NANCY BATCHELOR TEAM AT COMPASS  
MIAMI BEACH



Batchelor and her team have achieved over \$2 billion in sales. The Batchelor Foundation made significant contributions to support pediatric research at the Sylvester Comprehensive Cancer Center.

**Birthplace** Oshkosh, Wisconsin  
**Education** B.A., journalism, University of Wisconsin-Madison

**The deal that made me** A historic estate on Pine Tree Drive that I sold for \$13 million in 2012

**South Florida's next hot market** High Pines and areas close to coveted private schools like Keystone and Miami Shores  
**Advice for proteges** Don't be afraid to lose a deal if it's not right for your client. Trust, loyalty and discretion are what will propel your success.

**First job** Sales associate at a luxury clothing store when I was 14 years old.

**Latest binge** The Winter Equestrian Festival in Wellington and *Sidelines* magazine

**Bucket list** An equestrian vacation at a castle in Ireland's countryside

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### CHAD CARROLL

FOUNDER AND PRESIDENT  
THE CARROLL GROUP AT COMPASS  
AVENTURA



Carroll is the top agent for Compass Florida, with more than \$5.5 billion in career sales and a roster of record-breaking deals. In 2023, he handled the \$57 million sale of a Star Island estate.

**Birthplace** Columbus, Ohio  
**Education** B.B.A., management and marketing, Hofstra University

**South Florida's next hot market** Southwest Ranches and Davie, where it's all about the acreage.

**Best advice ever received** Never count a deal until it's closed.  
**First job** Marketing for an aerospace defense company.

**Most lasting business lesson learned** Don't get too high and don't get too low; always stay level-headed.

**Bucket list** Yachting throughout the Caribbean.

**Latest binge** Weightlifting

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### EDUARDO COFRESI

BROKER-ASSOCIATE,  
FORTUNE CHRISTIE'S INTERNATIONAL REAL ESTATE  
MIAMI



Cofresi is a top producer at Fortune Christie's International Real Estate, with \$3 billion in sales. He's currently selling The Mandarin Oriental Residences, Miami. Past properties include Baccarat Residences, Armani Residences and the Porsche Design Tower.

**How AI will change real estate** By streamlining operations, enhancing property search and analyzing data.

**The deal that made me** Being the top sales team at the Porsche Design Tower.

**What recently surprised me about real estate** Buyers are willing to pay significantly more to have exceptional service.

**Best advice ever received** Get out of your comfort zone and put yourself in a challenging position.

**Advice for proteges** Be resilient about your goals and learn to adapt.

**First job** Marriott ownership resorts selling luxury fractional properties

**Latest binge** Watching "Suits" with my daughter

**Bucket list** Owning a second home in Italy

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### LUCIENE COFRESI

DEVELOPMENT SALES,  
FORTUNE CHRISTIE'S INTERNATIONAL REAL ESTATE  
MIAMI



Cofresi has helped close over \$3 billion in luxury real estate sales. She's currently selling the St. Regis Residences, Sunny Isles Beach. Past properties include landmarks including Baccarat Residences, Armani Residences and the Porsche Design Tower. She helped close over \$400 million in sales to date at the St. Regis Residences.

**I went into real estate because** It offered a flexible schedule doing what I do best: working with people.

**What recently surprised me about real estate** The sales velocity of larger condos surpassing that of the smaller ones.

**Best advice ever received** Success is going from failure to failure without losing enthusiasm.

**First job** Financial operations associate at a challenging management company

**Latest binge** Pavlova from Piononos in Key Biscayne

**Bucket list** A second home in Italy

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### GEORGE COLONEY

PRESIDENT, THE COLONEY GROUP  
FORT LAUDERDALE



With six decades in business, building three national and international companies, Coloney now oversees a team of over 60 South Florida agents. In 2023, the team had \$227 million in volume sales and sold over 500 properties.

**Birthplace** Albion, New York  
**Education** High school, then to U.S. Marine Corps

**I went into real estate because** I'd sold my three companies and had a background in buying and selling real estate.

**The deal that made me in real estate** When I sold the Pelican Beach Hotel for \$83 million

**South Florida's next hot market** Crossant Park in Fort Lauderdale

**Advice for proteges** Talk to people every day about what you do.

**First job** Working on my family's farm in Albion as a child.

**Most lasting business lesson learned** That I could purchase a company with no money down.

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