

January 29, 2025

Career & Workplace

Meet the 2025 Power Leaders 250 – Part 4: Real Estate



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By [Jeff Zbar](#) – Correspondent, South Florida Business Journal
Jan 29, 2025

Welcome to Part IV of our Power Leaders 250 online package.

Today, we share executives that excel in the Real Estate field.

Selected by our editorial team, our Power Leaders 250 spotlights winning executives across the tri-county region's major sectors. It's our way of celebrating the many business leaders that help grow our diverse business market and advance our local economy.

Come back tomorrow for Part V where we tout executives from the Economic Development, Health Care and Tourism & Hospitality industries.

Donna Abood

Vice chairman and co-head, Florida region, Savills

Miami



Donna Abood
COURTESY OF SAVILLS

Abood joined Savills in June 2024, and is responsible for branding, developing market strategy, recruitment and revenue as it expands in Florida. Previously a managing director at Avison Young, she's completed over 800,000 square feet of transactions in the past four years.

Birthplace: Detroit

Education: Bachelor's degree, management and marketing, Florida State University

The biggest challenge facing my industry: Economic vitality and adapting to changing market demands.

What I would change in my industry: Streamline processes, the permitting process, improve transparency and embrace sustainability.

Industry trends that excited me: Sustainability and innovative technologies to assist in developing strategy.

Business "wisdom" that's overrated: "Always follow traditional methods" often limits innovation.

Contact: www.savills.us, 305-423-1927

Karim Alibhai

Founder and principal, Gencom

Miami



Image: South Florida Business Journal

JOCK FISTICK / SOUTH FLORIDA BUSINESS JOURNAL

Alibhai founded Gemcom in 1987 and today oversees acquisitions, ground-up development, repositionings, partial and full exits from investments, and capital market activities. The company has been involved in 150 luxury hotel and residential development ventures with more than \$3 billion in funding. Gencom and Hyatt Hotels Corp. have partnered to develop a mixed-use project on the site of the Hyatt Regency Miami hotel and James L. Knight Center in downtown Miami.

Education: B.A., economics, Rice University

Contact: www.gencomgrp.com, 305-442-9808

Brent Baker

Division president, Southeast Florida, PulteGroup

West Palm Beach



THOMAS WINTER

Baker started with Pulte in 2002 and was named to his current post in 2015. Among its efforts, the company recently has been developing workforce housing in Palm Beach County.

Birthplace: Greensboro, North Carolina

Education: B.S.B.A. and MBA, University of North Carolina, Chapel Hill

Biggest challenge facing your industry: Affordability.

What I would change in my industry: Something to give first-time buyers a chance to compete with all-cash buyers or institutions buying up homes.

How we maximize community impact: We are the market leader in unique affordable housing partnerships, so we give back by doing what we do best.

Business wisdom that's overrated: "Buy low; sell high." Buy great assets and don't worry about the timing.

Contact: www.pultegroupseflorida.com, brent.baker@pulte.com

Dustin Ballard

Managing director and brokerage market leader, South Florida, Colliers

West Palm Beach



COURTESY OF COLLIERS

Ballard oversees brokerage operations, recruitment, and business development across West Palm Beach, Fort Lauderdale, Boca Raton and Miami. He specializes in office, retail and mixed-use assets.

Birthplace: Santa Rosa, California

Education: B.A., business marketing, Metropolitan State University of Denver

How we differentiate ourselves: An emphasis on culture.

“Chance” event most impacted my life: My parents telling me that I was going to have to earn my way through college.

Message to the next-gen workforce: There is no substitute for wearing out shoe leather.

My latest binge: Working on my golf game and staying active keep me sane.

Contact: www.colliers.com

Josh Bank

Executive managing director, Florida, CBRE

Miami



CBRE

Bank oversees the operations of the company's South Florida, Tampa, Orlando and Jacksonville offices, driving the growth strategy for all advisory services lines. He also leads CBRE's global law firm practice group.

Birthplace: Columbus, Ohio

Education: B.B.A., University of Texas at Austin; MBA, Georgia Institute of Technology

Advice to my younger self: Be patient and enjoy the journey.

Advice I wish I'd received early in my career: Don't be afraid to make mistakes, but be sure to learn from them.

"Chance" event that most impacted my life: Meeting a mentor who guided me to a role abroad.

Message to the next-gen workforce: Be patient and enjoy the journey.

My latest binge: Season 2 of "Squid Game"

Contact: www.cbre.com, josh.bank@cbre.com, 305-381-6423

Hampton Beebe

Vice chairman, Newmark

Miami and Boca Raton



Image: Courtesy of Newmark

COURTESY OF NEWMARK

Beebe began in 2006 as a multifamily broker with Apartment Realty Advisors, which was acquired by Newmark in 2014. In 2020, he was named to co-lead Florida for multifamily investment sales.

Birthplace: Neptune, New Jersey

Education: Bachelor's degree, University of North Florida

Biggest challenge facing my industry: Capital markets volatility.

Industry trend that excites me most: We are on the front end of a new real estate cycle.

Advice to my younger self: Live in the moment.

Most important lesson in my career: Do what is best for the client, and everything else will work out.

"Chance" event that most impacted my life: Deciding to forego a salary and accept a job as a broker with Apartment Realty Advisors in 2006.

Contact: www.nmrk.com, hampton.beebe@nmrk.com, 561-210-4129

Mike Belmont

President, Minto Communities USA

Coconut Creek



Image: Shelagh Howard Photography

SHELAGH HOWARD

Belmont oversees development, construction and sales for Minto Communities USA, which in 2024 had its best year ever, with 2,385 home closings. Minto is developing the 3,800-acre Westlake community in Palm Beach County and is the exclusive builder/developer of the Latitude Margaritaville active living communities in Florida, South Carolina and soon in Texas. Belmont has been in the homebuilding industry for over three decades.

Birthplace: Waukegan, Illinois

Education: Bachelor's degree, Marquette University

Contact: www.minto.com, 813-342-3844

Ash Bhardwaj

President and CEO, Onx Homes

Miami



ONX HOMES

Onx Homes is a pioneering homebuilder with nearly 40 patents focused on the production of environmentally sustainable, resilient homes at scale and speed. Bhardwaj and Onx use a patented X+

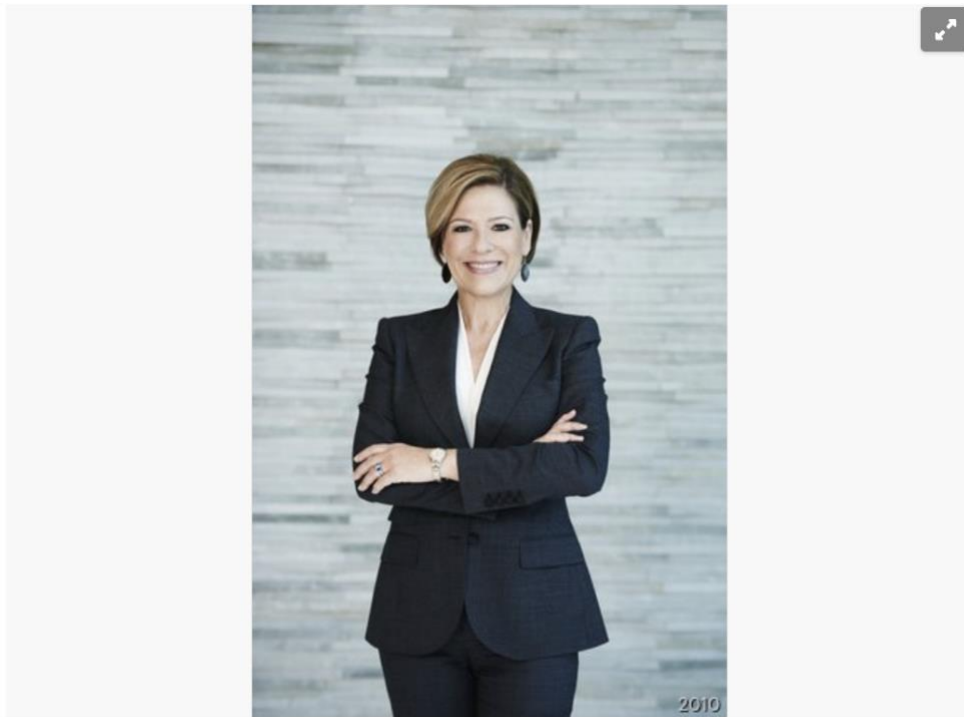
Construction method of robotics and technology to manufacture home “pods,” a prefabrication process where homes can be ready for occupancy in under 60 days.

Contact: www.onxhomes.com

Tere Blanca

Founder and CEO, Blanca Commercial Real Estate

Miami



PASCALOLLINGER.COM

Blanca founded her firm in 2009 and has leased more than 15.5 million square feet, most recently in The Main Las Olas in Fort Lauderdale and The Plaza Coral Gables. The firm is currently representing T3 FAT Village, a mixed-use urban development in Fort Lauderdale.

Birthplace: Havana

Education: B.B.A. and MBA, University of Miami

Biggest challenge facing my industry: Continuing to attract top young, diverse talent into the brokerage business.

“Chance” event that most impacted my life: Running into my (unbeknownst to me) future husband nearly 20 years ago at a mutual client holiday party.

Message to the next-gen workforce: There is no such thing as having perfect balance every day. Learn and seek to identify and act on top priorities every day.

My latest binge: Chocolates

Joseph Caridi

Managing principal, South Florida, Cushman & Wakefield

Miami



CUSHMAN & WAKEFIELD

Caridi leads the firm’s Miami, Fort Lauderdale, Boca Raton and West Palm Beach markets. He previously held the same title for the Long Island and Connecticut markets.

Birthplace: New York

Education: B.S.B.A., New York Institute of Technology; J.D., City of New York School of Law at Queens College

Biggest challenge facing my industry: Facing the unknown of a new administration, and what the Fed will do in 2025.

Advice to my younger self: Never stop fighting and believing in yourself.

Most important lesson in my career: Never take your foot off the gas, or your competition will pass you by.

“Chance” event that most impacted my life: Joining the management and leadership team at Cushman & Wakefield in New York City 10 years ago.

Contact: www.cushwake.com

Kevin Carroll

Partner, Southeast region, Bridge Industrial

Miami



Image: Courtesy of Bridge Industrial

COURTESY OF BRIDGE INDUSTRIAL

Since 2012, Carroll has overseen the firm's South Florida acquisitions and developments. Most recently, the firm broke ground on Bridge Point Flagler Station, a 330,000-square-foot logistics hub, and acquired a 16-acre site in Doral.

Birthplace: New Rochelle, New York

Education: B.S.B.A., University of Southern California; MBA, University of Illinois at Chicago

Biggest challenge facing my industry: Adapting quickly and creatively to meet fluid market conditions.

Industry trend that excites me most: Redeveloping outdated suburban office properties into modern industrial spaces.

Advice to my younger self: Trust your instincts. Calculated risks are worth taking.

Most important lesson in my career: Success happens when you invest in and trust your team.

Contact: www.bridgeindustrial.com, info@bridgeindustrial.com, 305-280-9000

Ana-Marie Codina

CEO, Codina Partners

Coral Gables



GIO ALMA

Codina established the firm in 2009 with her father, Armando Codina, and oversees all operations. The firm plans to build several new projects in its Downtown Doral development, including Sevilla at Downtown Doral and an expansion of its retail center.

Birthplace: Miami

Education: B.A., Trinity College; MBA, Massachusetts Institute of Technology

Biggest challenge facing my industry: The growing inequitable tax burden on commercial property.

What I would change in my industry: AI-powered permitting. The process shouldn't take as long as it does.

Industry trend that excites me most: People going back to the office.

Advice to my younger self: Know what you don't know.

"Chance" event that most impacted my life: Being born in this amazing country.

Contact: www.codina.com, 305-529-1300

Armando Codina

Executive chairman, Codina Partners

Coral Gables



SID HOELTZELL

Veteran developer Codina founded both Codina Partners, a real estate investment, development and property management firm, and CC Homes. The firm purchased the former Sears site at the Westland Mall and completed Palma Tower II in Downtown Doral.

Birthplace: Cuba

Biggest challenge facing my industry: The high cost of construction, inflation and interest rates.

Industry trend that excites me most: The continued growth of the fusion between multifamily and entertainment centers.

Advice to my younger self: Don't believe your own press clippings.

Business wisdom that's overrated: "Fail fast and cheap." This is a recipe for recklessness.

Message to next-gen workforce: You can have what you want in life, but not without work. Have no sense of entitlement.

Contact: www.codina.com, 305-529-1300

Asi Cymbal

Chairman, Cymbal DLT Cos.

Miami



FRANCISCO AGUILA

Cymbal has over 30 years of experience in real estate development, construction, finance and law. His firm is currently spearheading a portfolio totaling over \$2 billion. It is completing Laguna Gardens, a 341-unit, garden-style community in Miami Gardens, developed under Florida's Live Local Act.

Education: B.A., history, philosophy, Vassar College; J.D., University of California, Los Angeles

Contact: www.cymbaldlt.com, info@cymbaldlt.com, 305-573-8700

Hector Delatorres

CEO, Cymbal DLT Group of Cos.

Miami



CYMBAL DLT

Delatorres has over 40 years of experience in delivering complex developments spanning 3.5 million square feet across South Florida, and restoring major projects in New York City. Cymbal DLT is currently planning a 35-story, mixed-use tower between Midtown Miami and Wynwood, with retail, office and residential, including workforce housing under the state's new Live Local Act.

Birthplace: Brooklyn, New York

Education: Advanced master's development program in real estate, Harvard University Graduate School of Design

Contact: www.cymbaldlt.com, info@cymbaldlt.com, 305-573-8700

John DeMarco

Founder and president, DeMarco Real Estate Group, Re/Max 5 Star Realty

Hollywood

DeMarco is a top-producing real estate broker in South Florida's commercial and residential markets. He and his team have sold or leased over \$1 billion in real estate. He has been awarded the CoStar Power Broker, Crexi Platinum and Re/Max Pinnacle Club awards.

Education: Business administration, law, Florida Atlantic University

Contact: www.demarcogroup.com, 954-453-1000

David Diestel

CEO, FirstService Residential

Dania Beach



Image: Courtesy of FirstService Residential

COURTESY OF FIRSTSERVICE RESIDENTIAL

Diestel leads FirstService Residential in simplifying property management. Under his guidance, the company's hospitality-minded team partners with residential community boards, owners and developers to enhance the value of every property and every resident's life.

Birthplace: Hong Kong

Education: B.Eng., chemical, McGill University; MBA, University of Toronto

How AI will change real estate: It will impact responsiveness to enhance the customer experience.

Best advice ever received: Never apologize for your perspective or minimize your contribution.

Message to next-gen workforce: Do your best at every opportunity and help others succeed.

Bucket list: Working on convincing my family to scale Kilimanjaro with me.

My latest binge: Pickleball has unleashed my competitive spirit. Padel next.

Contact: www.lifesimplified.com

Vlad Doronin

CEO, OKO Group; owner and chairman, Aman Resorts

Miami



An international investor and developer of luxury residential, commercial and hospitality properties, Doronin has constructed 80 million square feet of multipurpose space over a total of 84 buildings. He founded OKO Group, a U.S.-based real estate development company, in 2015. He also leads Aman Group, a collection of 35 resorts, hotels and private residences, including Janu Tokyo which launched in 2024.

Birthplace: Russia

Education: Moscow Lomonosov State University

Contact: www.okogroup.com

Pryse Elam

Chief investment officer, Foundry Commercial

Boca Raton



COURTESY OF FOUNDRY COMMERCIAL

In its 12 markets, Foundry Commercial leases and manages over 68 million square feet and over 3,000 seniors housing units, typically executing over \$2 billion in leasing, tenant representation and investment sale transactions a year.

Birthplace: Oklahoma City

Education: B.A., Washington and Lee University; J.D. and MBA, [Southern Methodist University](#)

Biggest challenge facing my industry: Government spending and debt driving up interest costs.

What I would change in my industry: Reduce attorney involvement in everything.

Industry trend I'm most excited about: Senior housing.

How we maximize community impact: We take an entire week each year to do community impact projects.

"Chance" event most impacted my life: I sourced a build-to-suit on a cold call in my third week on the job.

My latest binge: "Slow Horses"

Contact: www.foundrycommercial.com

Misha Ezratti

President, GL Homes

Sunrise



COURTESY OF GL HOMES

Ezratti heads one of Florida's largest privately owned luxury homebuilders and master-planned community developers.

Birthplace: Hollywood

Education: Bachelor's degree, finance, Boston University

Biggest challenge facing my industry: The scarcity of larger parcels for development in South Florida.

What I would change in my industry: Favorable policies for higher density to address the housing shortage.

Industry trend that excites me most: RenCo, a substitute for concrete block, has a bright future in residential development.

Advice I wish I'd received early in my career: Don't trust your memory; actively listen and take extensive notes.

"Chance" event that most impacted my life: Meeting my wife at a Halloween party.

Contact: www.glhomes.com, 954-753-1730

Michael T. Fay

Chairman, U.S. Capital Markets executive committee; principal/managing director for Miami, Avison Young

Coral Gables



COURTESY OF AVISON YOUNG

Fay has overseen \$17 billion in transactions for corporate real estate accounts, private and institutional investors, financial institutions and capital sources worldwide. His team handled the 2023 sale of the 15.5-acre Genting site in downtown Miami for over \$1.2 billion.

Birthplace: Miami

Education: B.B.A., LaGrange College

Industry trend that excites me most: The continued adoption of new technology in the CRE space.

Advice to my younger self: Be true to yourself, and work harder and smarter than everyone else around you.

Business “wisdom” that’s overrated: Paying off all debt. Properly used debt is instrumental in building wealth.

“Chance” event that most impacted my life: Being adopted by my mother and father.

My latest binge: “Landman”

Contact: www.avisonyoung.com, michael.fay@avisonyoung.com, 305-446-0011

Russell Galbut

Managing principal and co-founder, Crescent Heights; founder, GFO Investments; past board chairman, Norwegian Cruise Line Holdings Ltd.

Miami



MICHAEL PISARRI

Among Galbut's most recent projects is the Gale Miami Hotel & Residences. He is chairman of the board for Norwegian Cruise Line Holdings Ltd., and he sits on the boards of the Simon Wiesenthal Center and the Cornell University School of Hotel Administration.

Birthplace: Miami Beach

Education: B.S., hospitality, Cornell University; J.D., University of Miami

Biggest challenge facing my industry: Balancing innovation with sustainability and consumer demands.

Business "wisdom" that's overrated: "Success is purely individual." Never. It's always a team effort.

Most important lesson in my career: Legacy is about impact, not just achievements.

My latest binges: "Emily in Paris" and Ken Follett's Century Trilogy

Contact: www.crescentheights.com, rgalbut@crescentheights.com, 305-573-4127

Robert Given

Vice chairman, CBRE

Fort Lauderdale



JENNIFER LITTLE

Given's team is focused on institutional multifamily sales, land development sales, structured equity finance and private capital sales throughout Florida. The \$125 million – or \$100 million an acre – sale of 300 East in Miami was reportedly the highest price paid for undeveloped land in Miami.

Birthplace: Memphis, Tennessee

Contact: www.cbre.com/people/robert-given, robert.given@cbre.com, 954-331-1760

Jordan Goldman

CEO, Castle Group

Plantation



CASTLE GROUP

Goldman leads the largest privately held management company in Florida, serving over 500 associations and over 750,000 residents. During his over a decade at the company, Castle experienced record year-over-year growth in revenue and market share.

Birthplace: Queens, New York

Education: B.S.B.A., University of Central Florida

Biggest challenge facing my industry: The rising cost of housing, specifically the cost of condo ownership being driven up by SIRS and insurance costs.

Industry trend that excites me most: The pace of technological change, with the most recent being AI.

Advice to my younger self: Always remain focused on the end goal and avoid distractions.

Advice I wish I'd received early in my career: Find a mentor and never stop learning.

My latest binge: Books by Walter Isaacson

Contact: www.castlegroup.com, jgoldman@castlegroup.com, 954-660-1833

Jonathan Goldstein

CEO, Cain International

London



Image: Courtesy of Cain International

COURTESY OF CAIN INTERNATIONAL

Goldstein is the co-founder and CEO of Cain International, overseeing global investments across real estate, credit and private equity. The company most recently completed construction of 830 Brickell and secured \$2 billion in financing to develop One Beverly Hills.

Birthplace: Ilford, England

Education: LLB Law, University of Manchester

What I would change in my industry: Lack of diversity.

Industry trend that excites me most: Luxury and experiential space, spanning residential, hospitality and commercial asset classes.

Advice to my younger self: Calm down; life is a long game.

What drives my approach to leadership: Empowering others to excel and unlock their full potential.

Message to the next-gen workforce: Go to the office.

My latest binge: "Slow Horses"

Contact: www.cainint.com

Jon Jaffe

President and co-CEO, Lennar Corp.

Miami



LENNAR CORP.

The national homebuilder Jaffe leads reported that it expects to deliver over 17,000 homes in the first quarter of 2025. He joined Lennar in 1983 as regional president of homebuilding operations, and rose through the ranks from there.

Education: Bachelor's degree, architecture, University of Florida; graduate studies, architecture, Georgia Institute of Technology

Contact: www.lennar.com

Bobby Julien

President and CEO, The Kolter Group LLC

Delray Beach



COURTESY OF THE KOLTER GROUP

The Kolter Group real estate development and investment firm operates four residential development business units and has sponsored over \$29 billion real estate projects throughout the southeastern U.S. – including Florida, Georgia, South Carolina, North Carolina and Tennessee). Kolter has completed 84 residential projects and over 23,000 units. It is currently invested in 80 residential projects expected to deliver a total of over 56,000 units. The firm in November announced a strategic partnership with Brookfield Residential’s land development group.

Education: Studied business, McGill University

Contact: www.kolter.com, 561-682-9500

Paul Kaplan

CEO, Odevo US

Miami



COURTESY OF KW PROPERTY MANAGEMENT & CONSULTING

In 2024, Kaplan was promoted from CEO of Miami-based KW Property Management & Consulting to CEO of Odevo US, the company that owns it. Today, KW has more than 100,000 units under management.

Biggest challenge facing my industry: Continuing to recruit and retain top talent.

How my company differentiates itself: We're the third-largest association management company in the U.S., but we still run the business in a family-oriented way.

How I maximize community impact: I'm heavily involved in multiple charities in our communities.

Advice to my younger self: You can succeed professionally and still enjoy a healthy work-life balance.

Most important lessons in my career: Mentor those working under you and build a strong team around you.

My latest binge: “The Diplomat”

Contact: www.odevo.com, paul.kaplan@odevo.com, 305-992-4309

Arnaud Karsenti

Managing principal, 13th Floor Investments

Miami



Image: Michelle Citrin

MICHELLE CITRIN

13th Floor has acquired, developed and managed nearly \$5 billion in assets across the southeastern U.S. These include luxury condominiums, multifamily and single-family home communities, industrial projects and major mixed-use transit-oriented developments.

Birthplace: Paris

Education: Dual bachelor’s degree in mechanical engineering and economics, Duke University; MBA, Harvard Business School

Biggest challenge facing my industry: Making long-term decisions with short-term data.

What I would change in my industry: I would advocate for less government regulation at all levels.

Message to the next-gen workforce: Wake up early. Nothing good happens when you're sleeping.

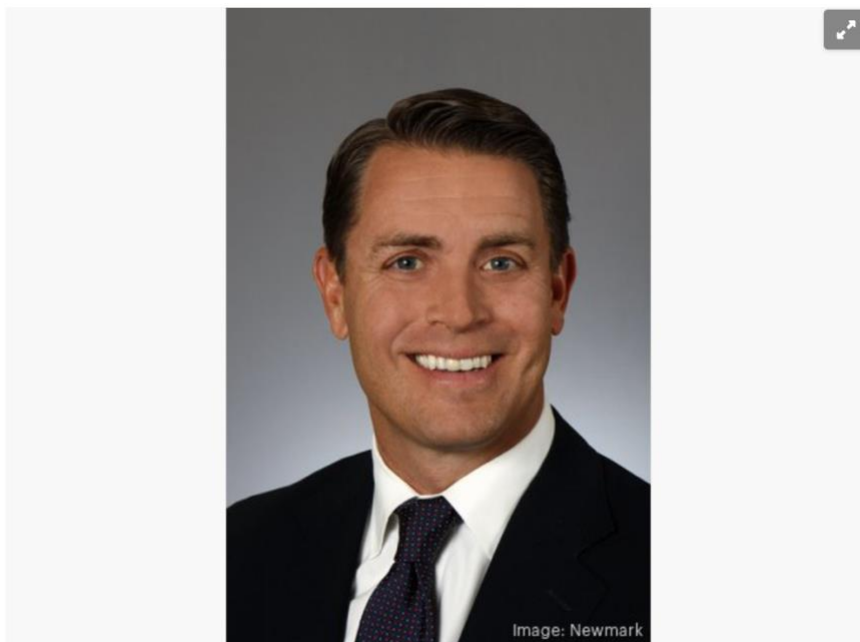
My latest binge: "The Acquired" podcast

Contact: www.13fi.com, akarsenti@13fi.com, 786-220-0460

Avery Klann

Vice chairman, Newmark

Boca Raton



NEWMARK

Klann and his team manage the disposition and capitalization of multifamily properties throughout Florida. They have been actively involved in over \$20 billion in transactions since 2002. The firm's multifamily capital markets team in 2023 closed 56 deals at a total transaction volume of \$3.24 billion.

Birthplace: Charleston, Illinois

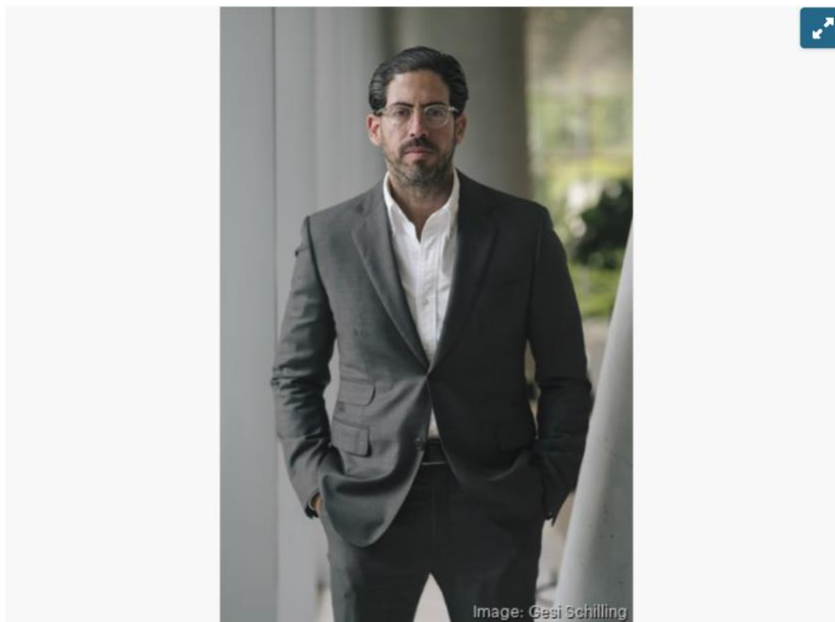
Education: B.S., finance and real estate, University of Florida

Contact: www.nmrk.com, avery.klann@nmrk.com

David Martin

CEO, Terra

Miami



GESI SCHILLING

Martin founded and runs the integrated real estate development firm with a portfolio valued at more than \$8 billion. Martin and his team focus on improving lives and enhancing neighborhoods through innovative design, responsible development and intelligent planning.

Birthplace: Gainesville

Education: Bachelor's degree, J.D., and MBA, University of Florida

Industry trend that excites me most: AI improving design and construction efficiency and enabling innovations like 3D-printed houses.

Advice to my younger self: Focus on your ability to energize others.

Most important lesson in my career: Plans need to adapt to the environment.

What drives my approach to leadership: Hack capitalism to solve societal needs/issues.

Contact: dmartin@terrargroup.com, 305-416-4556

Greg Martin

Principal, managing director, Avison Young

Fort Lauderdale and Boca Raton



COURTESY OF AVISON YOUNG

Martin specializes in the leasing of office buildings in Broward and Palm Beach counties on behalf of institutional clients, public and private companies, and individual investors. Over the past five years, he and his team have represented over 3.5 million square feet of class A and B office product in the area.

Birthplace: Columbia, Missouri

Education: B.A., Westminster College

What I would change in my industry: I would seek a better entry-level system and training structure to attract young talent.

What advice I would give my younger self: Save more money for the downturns in our business.

The most important lesson I've learned in my career: Don't predetermine or prejudge an opportunity or a client or prospect. You never know what can happen.

Message to the next-gen workforce: It will never get easier; you will just learn to handle hard better.

Contact: www.avisonyoung.com, greg.martin@avisonyoung.com

Juan Carlos Mas

Managing principal, MAS AJP

Coral Gables

Mas heads a real estate investment and development company that has invested in and developed a diverse range of projects spanning over 5 million square feet of residential and commercial products across the U.S. These include MedSquare medical office facilities in Homestead, Cutler Bay, Westchester, Pembroke Pines, Boynton Beach and Port St. Lucie. The company partners with leading architects, contractors, counsel and capital partners to curate projects, maximize investments and improve communities.

Education: B.B.A. and J.D., University of Miami

Contact: www.masajp.com, info@masajp.com, 305-448-2330

Dan McGowan

Executive managing director, South Florida broker lead, JLL

Miami



JLL

McGowan was appointed to his post this month, having specialized in tenant representation with clients spanning legal, finance, technology and professional services transactions across the U.S. and worldwide.

Birthplace: New Brunswick, New Jersey

Education: Bachelor's degree, political science, University of Alabama

Biggest challenge facing my industry: For users, redefining the "norm" for space use; for owners, what to do with obsolete product.

Advice I would give my younger self: Find an advocate, not just a mentor.

Message to the next-gen workforce: Patience and hard work are critical to your career growth.

My latest binge: Padel. I love the sport, and play as much as I can.

Contact: www.us.jll.com, dan.mcGowan@jll.com

Stuart Miller

Executive chairman, Lennar Corp.



Miami

Miller has spent four decades to build Lennar – a company his father founded in 1954 – into a premier national developer. The company currently has projects planned or underway across the region, including in Homestead, Goulds, Florida City and Wellington. It recently announced plans to move forward with Millrose Properties, a company comprising its land holdings valued at least \$5 billion.

Education: B.S., Harvard Business School; J.D., University of Miami

Contact: www.lennar.com, 305-229-6400

Ryan Nee

Senior VP, division manager, Marcus & Millichap

Fort Lauderdale



Nee began as an associate with the company over 15 years ago, eventually rising through first VP and district manager to his current post. His office has handled deals across residential, self-storage and other sectors.

Birthplace: Conroe, Texas

Education: B.S., finance, University of Florida

Contact: www.marcusmillichap.com, rnee@marcusmillichap.com, 954-245-3400

Mike Pappas

CEO, The Keyes Co./Illustrated Properties

South Florida



Image: The Keyes Co.

THE KEYES CO.

Pappas runs an independent, family-owned real estate firm with 58 offices across the region. In 2022, Pappas was inducted into the RIS Media Real Estate Newsmakers Hall of Fame.

Birthplace: Miami

Education: B.S., business and Spanish, Wake Forest University

Biggest challenge facing my industry: Navigating pressures such as rising costs, market shifts and evolving industry demands that can lead to tighter margins.

What I would change in my industry: Raise the standards of licensing.

Advice to my younger self: Enjoy the journey from Day 1.

Advice I wish I'd received early in my career: Have a clear 10-year stretch plan with KPIs.

"Chance" event that most impacted my life: Being born to loving, Christian-believing parents.

Contact: mikepappas@keyes.com, 305-779-1926

Ari Pearl

Founder and CEO, PPG Development

Hallandale Beach



PPG DEVELOPMENT

Pearl has developed more than 3,000 hotel and condo units, and over 3 million square feet in South Florida since 2001. He focuses on multifamily, hotel, condominium/resort development and brand repositioning, as well as marina and golf course developments.

Contact: www.ppgdevelopment.com

Johnathan Peavy

Operations manager, Robins & Morton

Fort Lauderdale



Image: Courtesy of Robins & Morton

COURTESY OF ROBINS & MORTON

Peavy brings 20 years of experience building complex facilities to his role as operations manager for Robins & Morton, a national leader in health care construction. The company has nearly 60 projects totaling \$2.7 billion in progress and in planning throughout Florida.

Birthplace: Alexander City, Alabama

Education: Bachelor's degree, civil engineering, Auburn University

Biggest challenge facing my industry: The lack of awareness surrounding skilled trade careers.

Industry trend that excites me most: Infusing AI into our processes to improve safety and efficiency.

Most important lesson in my career: The importance of genuine relationships.

"Chance" event that most impacted my life: Construction gave me the opportunity to see the country.

Message to the next-gen workforce: Don't be afraid to fail.

Contact: www.robinsmorton.com, miamibuilders@robinsmorton.com, 305-722-3252

Alberto J. Perez

Managing principal, MAS AJP

Coral Gables

MAS AJP is a real estate investment and development company that has invested in and developed a diverse range of projects spanning over 5 million square feet of residential and commercial products across the U.S.

Birthplace: Miami

Education: B.B.A., finance, M.S., real estate, Florida International University; MBA, Rollins College

The biggest challenge facing my industry: Impact fees, municipal inefficiencies and operating costs.

Advice to your younger self: Life is about choices; choose wisely.

Advice I wish I received early in my career: Sometimes the best thing to do is nothing. Hold.

Most important lesson I learned in my career: Real estate is a “contact sport.” Maximize your relationships.

Message to the next-gen workforce: Patience and perseverance.

My latest binge: Springtime food plots on my Alabama farm for deer health and nutrition.

Contact: www.masajp.com, info@masajp.com, 305-448-2330

Jorge Pérez

Chairman and CEO, Related Group

Miami

Related Group's condo division alone has over 9,000 units – or abo



NICK GARCIA

ut \$15 billion – under construction, including in new markets such as Pompano Beach, Hillsboro Beach, West Palm Beach, Tampa and Jacksonville. Beyond development, Pérez also has impacted South Florida's art and cultural community.

Birthplace: Buenos Aires, Argentina

Education: Bachelor's degree, economics, Long Island University C.W. Post Campus; master's degree, urban planning, University of Michigan

Contact: www.relatedgroup.com

Tatiana Pino

President and CEO, Century Homebuilders Group LLC

Miami



Image: Courtesy of Century Homebuilders

COURTESY OF CENTURY HOMEBUILDERS

Pino became President of Century Homebuilders in 2024. Under her guidance, the Century team has continued to deliver quality homes and remain focused on the future of South Florida real estate.

Birthplace: Queens, New York

Education: Miami-Dade Community College

Advice to my younger self: Never underestimate yourself.

Advice I wish I'd received early in my career: Keep your faith and a good inner circle.

Business "wisdom" that's overrated: "Fake it till you make it." Authenticity is refreshing.

What drives my approach to leadership: My faith.

Message to the next-gen workforce: Life throws curveballs; keep moving forward.

My latest binge: "Veep"

Contact: www.chbsfl.com, tpino@chbsfl.com, 305-599-8100

Rafael J. Roca

President, Southeast Florida division, D.R. Horton



COURTESY OF DR HORTON

Roca has spent three decades with the nation's largest homebuilder. The developer has communities planned or under construction throughout the region. The company in 2024 invested \$65 million for 97 acres of Homestead farmland for its planned Sandero Landing community.

Birthplace: Miami

Education: B.S., construction management, Florida International University

Contact: www.drhorton.com, rroca@drhorton.com, 954-949-3000

Gian Rodriguez

Managing director, Miami, CBRE

Miami



JOCK FISTICK / SOUTH FLORIDA BUSINESS JOURNAL

Prior to being named to his current role in January 2024, Rodriguez had completed industrial sale and lease transactions valued at more than \$2 billion representing institutional owners and users across the region.

Birthplace: Miami

Education: B.S., public relations, University of Florida

Industry trend that excites me most: How AI will undoubtedly shape South Florida's investment, development and unique environmental challenges.

Most important lesson in my career: Opportunities are often masked by challenges.

"Chance" event that most impacted my life: Meeting my wife.

Message to the next-gen workforce: Be flexible.

My latest binge: "Landman"

Contact: www.cbre.com, gian.rodriguez@cbre.com, 305-381-6442

Stephanie Rodriguez

National director, Industrial Services, U.S., executive managing director, Florida, Colliers

Miami



DUKE REALTY

Rodriguez focuses on the growth of Colliers' industrial business, including establishing new client relationships and expanding existing affiliations. She is responsible for operations in Florida, focusing on financial management and human capital development.

Birthplace: Roaring Spring, Pennsylvania

Education: B.A., political science, Russian area studies, Penn State University

Industry trend that excites me most: Supply chain innovation and data analytics.

Advice to my younger self: You're more capable than you feel.

"Chance" event that most impacted my life: Entering commercial real estate as a temp in Washington, D.C.

My latest binge: "Only Murders in the Building"

Contact: www.colliers.com, stephanie.a.rodriguez@colliers.com

Stephen Ross

Chairman and CEO, Related Ross; owner, Miami Dolphins

West Palm Beach



COURTESY OF RELATED ROSS

Ross recently stepped down as chairman of New York-based Related Cos. to shift his focus to Related Ross, his West Palm Beach-based development company. Class A office holdings include Phillips Point, CityPlace Tower, Esperante Corporate Center, 477 Rosemary and the 270,000-square-foot One Flagler tower.

Birthplace: Raised in Miami Beach

Education: B.B.A., University of Michigan; J.D., Wayne State University Law School

Biggest challenge facing my industry: Housing affordability.

What I would change in my industry: The shift in focus from just financial gains and the bottom line to building quality developments that positively impact communities for generations to come.

How we maximize community impact: Being engaged in the communities we serve and acting as a force for good.

Advice to my younger self: Do something that has public good to it.

Most important lesson I've learned in my career: Honesty pays off in the long run.

Message to the next-gen workforce: Follow your passions and pursue what motivates you.

Contact: www.dolphins.com

Anthony Scavo

President and managing partner, Basis Industrial

Boca Raton



Image: Courtesy of Basis Industrial

COURTESY OF BASIS INDUSTRIAL

Basis is a privately held and vertically integrated real estate owner and operator with some 5 million square feet of owned and managed assets in Florida, Texas, Pennsylvania, New Jersey, New York, Boston, Los Angeles and other areas.

Birthplace: Brooklyn, New York

Education: B.S., finance and business management, Stern School of Business, New York University

Biggest challenge facing my industry: Balancing rapid innovation with a strong, skilled workforce.

How my company differentiates itself: Our vertical integration gives us a true competitive advantage.

How I maximize community impact: By coaching football and donating to local causes.

Advice to my younger self: Go into business for yourself. Expand when the market is scared.

My latest binges: "Lioness," "The Agency," "Landman"

Contact: www.basisindustrial.com, info@basisindustrial.com, 718-702-6739

Ryan Shear

Managing partner, PMG

Miami



COURTESY OF PMG

Shear manages a growing national real estate portfolio representing over \$11 billion in assets. He has spearheaded projects including the Waldorf Astoria Residences Miami, E11even Hotel & Residences, One Twenty Brickell Residences and the Society Living multifamily brand.

Birthplace: Miami

Education: B.B.A., Emory University

Biggest challenge facing my industry: Rising costs of construction, insurance and capital.

Most important lesson in my career: You have to enjoy swimming in problems or they'll drown you.

"Chance" event that most impacted my life: Kevin Maloney believed in me.

Message to the next-gen workforce: Success is much harder than it looks online.

My latest binge: We just had our first baby, so mostly diapers.

Contact: www.propertymg.com, info@propertymg.com, 305-917-1070

Mitch Sinberg

Senior managing director, mortgage banking, Berkadia

Boca Raton



BERKADIA

Berkadia operates in Florida's commercial real estate landscape from Miami to Boca Raton, Jupiter, Orlando, Tampa and Jacksonville. The company's investment advisors and mortgage brokers sell, finance and service commercial real estate.

Birthplace: Coral Springs

Education: B.S.B.A., finance and international economics, and MBA, University of Florida

Contact: mitch.sinberg@berkadia.com, 561-609-4006

Ken Stiles

CEO, Stiles

Fort Lauderdale



STILES

Established in 1951, Stiles today is responsible for more than 52 million square feet of office, residential, industrial, retail and mixed-use projects throughout the southeastern U.S. Birthplace: Fort Lauderdale

Education: B.A., business administration and management, Elon University

Biggest challenge facing my industry: Financing and current costs

How my company differentiates itself: Our People

“Chance” event that most impacted my life: Meeting my wife

My approach to leadership: Trying to keep a company culture that my grandfather and dad would be proud of.

Message to the next-gen workforce: Be in the office, ask questions and be seen.

My latest binges: “Landman” and “Squid Game”

Contact: www.stiles.com, 954-627-9300

Jason Tenenbaum

Senior VP, market officer, Prologis

Miami



COURTESY OF PROLOGIS

Tenenbaum joined Prologis in 2015 and today oversees 775 customers and 224 buildings totaling 32 million square feet in Miami-Dade, Broward and Palm Beach counties.

Birthplace: Morristown, New Jersey

Education: B.A., architecture, Clemson University

Biggest challenge facing my industry: Rising costs and lack of land.

Industry trend that excites me most: The data revolution – AI, ChatGPT, data centers.

Advice to my younger self: Be you and trust yourself.

Most important lessons learned: Life is a marathon, not a sprint. Don't burn bridges; things come back around.

Message to the next-gen workforce: Bring your perspective, but understand/respect older generations.

My latest binge: "Yellowstone"

Contact: www.prologis.com, acuadra@prologis.com, 305-477-9700

Isaac Toledano

CEO, BH Group

Miami



COURTESY OF BH GROUP

Toledano and his wife and business partner, Liat Toledano, have overseen the company's recent expansion into branded residence joint ventures, including W Pompano Beach Hotel & Residences and The Ritz-Carlton Residences West Palm Beach.

Birthplace: Israel

Biggest challenge facing my industry: The ability for people to pivot to adjust to the market's current pace.

Industry trend that excites me most: We see a lot of opportunity in the area of condo buyouts.

How I maximize community impact: We are very active in our religious and local community.

Advice to my younger self: Stay humble and focused.

Advice I wish I'd received early in my career: The harder you work, the luckier you get.

Message to the next-gen workforce: Don't cut corners.

My latest binge: No time to binge. Miami real estate never sleeps.

Contact: www.bhgroupmiami.com, 305-615-5577

Alirio Torrealba

Founder and CEO, MG Developer

Coral Gables



Image: South Florida Business Journal

JOCK FISTICK / SOUTH FLORIDA BUSINESS JOURNAL

Torrealba founded MG Developer in 2015. The company today is a luxury multifamily residential property development company with projects in Miami, Coral Gables and Hialeah. It developed Coral Gables' Biltmore Parc, and is currently building The Village at Coral Gables. In October, it partnered with Prosper Group to buy a waterfront condo development site in North Bay Village for \$30.9 million.

Education: Bachelor of laws, Universidad Santa María

Contact: www.mgdeveloper-miami.com

Rene Vivo

CEO, Vivo Group

Hialeah



COURTESY OF VIVO GROUP

Founded in 2002, Vivo Real Estate Group has represented over 10 million square feet of warehouse space, driving \$1 billion in leasing and commercial sales. Vivo was previously with Codina Realty Services.

Birthplace: Cuba

Biggest challenge facing my industry: The need for boutique firms to adapt and incorporate technology, CRM and data analytics.

Advice to my younger self: Always seek the advice of the old guards. That gray hair is there for a good reason.

Message to the next-gen workforce: The future belongs to those who are curious, adaptable, and committed to excellence.

My latest binge: Classic muscle cars and European sports cars.

Contact: www.vivogroup.net, rvivo@vivogroup.net, 305-817-8899

Ian Weiner

President and CEO, PEBB Enterprises

Boca Raton



JOCK FISTICK / SOUTH FLORIDA BUSINESS JOURNAL

Weiner leads the private equity real estate company's portfolio of over 3 million square feet of commercial real estate nationwide. PEBB and Related recently won approval to redevelop the Office Depot headquarters campus in Boca Raton into a mixed-use project.

Education: B.B.A., real estate, University of Wisconsin-Madison; J.D., Cardozo School of Law

Biggest challenge facing my industry: Navigating economic uncertainty.

Industry trend that excites me most: The integration of AI and data analytics to enhance decision-making.

Advice to my younger self: Trust your instincts and don't be afraid to take calculated risks.

"Chance" event that most impacted my life: Being born and raised in South Florida.

Contact: www.pebbenterprises.com, iweiner@pebbent.com, 561-613-4020

Dan Weinstein

Founder and CEO, Basis Industrial

Boca Raton



COURTESY OF BASIS INDUSTRIAL

Weinstein leads Basis Industrial, a privately held and vertically integrated real estate owner and operator. It currently owns over 5 million square feet of self-storage and industrial real estate nationwide.

Birthplace: Boston

Education: Humanities, University of Colorado Boulder

Biggest challenge facing my industry: Construction costs and the interest rate environment.

Industry trend that excites me most: Increasing institutional awareness of the niche small-bay asset class.

Advice to my younger self: Buy bitcoin.

“Chance” event that most impacted my life: Meeting my wife.

My latest binge: “Zen and the Art of Happiness” by Chris Prentiss

Contact: www.basisindustrial.com, info@basisindustrial.com

Greg T. West

CEO, ZOM Living

Fort Lauderdale



MARINA LARENZ

ZOM is a leader in multifamily development, with over 24,000 apartment units nationwide. The company recently expanded into the senior housing and active adult markets.

Birthplace: Lubbock, Texas

Education: Bachelor's degree, accounting, Southern Methodist University; M.S., land development and construction management, [Texas A&M University](#)

Advice I wish I'd received early in my career: Don't be so cautious about stepping out on your own.

Business "wisdom" that's overrated: "The pursuit of perfection isn't worth it; that is rarely the optimal result."

Message to the next-gen workforce: If you want to be successful, be in the office at every opportunity.

My latest binge: "Landman"

Contact: www.zomliving.com, gtw@zomliving.com, 954-779-7950