

January 28, 2026

Career & Workplace

Meet the 2026 Power Leaders 250 – Part 4: Real Estate



SFBJ PHOTO ILLUSTRATION

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 Construction & Design, Education and Health Care industries. And check our [Part I: Banking & Finance, Tech and Economic Development](#); [Part II: Professional Services](#) and [Part III: General Business and Tourism & Hospitality](#).

Dustin Ballard

Managing director and brokerage market leader, South Florida, Colliers
West Palm Beach



Image: Courtesy of Colliers

Courtesy of Colliers

Ballard oversees brokerage operations, recruitment and business development across four local offices. With over 15 years of experience in markets such as South Florida, Nashville and Los Angeles, he specializes in office, retail and mixed-use assets.

Birthplace: Santa Rosa, California

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

Advice to my successor in my business: Take ownership.

What the next generation has taught me: Patience is a virtue.

Most important daily habit: Working out.

I unwind at day's end by: Laying with my kids in bed.

Event I recommend everyone attend once: The Masters

Splurge I've made that few would understand: My putter

If I retire Friday, Monday I will: Thank all the people who helped me get to that point, then go play golf.

Contact: www.colliers.com, 561-353-3650

Susan Bands

Managing director and Palm Beach County market leader, CBRE

Boca Raton



CBRE

Bands is responsible for developing and implementing strategic growth for the firm's retail and capital markets practices across South Florida, as well as the day-to-day leadership of CBRE's Boca Raton and West Palm Beach offices.

Birthplace: Manhattan

Education: B.S., Northwestern University

Advice to my successor in my business: Be curious, make me proud, or at least make me laugh

What the next generation has taught me: Voicemails are extinct. Text me.

What I miss about old-school work styles: Handwritten notes and unraveling the Cisco phone cord.

Splurge I've made that few would understand: A \$400 prime rib of beef

If I retire Friday, Monday I will: Ask ChatGPT for suggestions.

Contact: www.cbre.com, susan.bands@cbre.com, 914-334-5735

Josh Bank

Executive managing director, Florida, CBRE

Miami



Jennifer Little

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

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

Hampton Beebe

Vice chairman, Newmark

Miami and Boca Raton



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 multifamily investment sales in Florida.

Birthplace: Neptune, New Jersey

Education: Bachelor's degree, University of North Florida

Lesson from my mentor: Once you negotiate a fee, put it away and forget about it.

What I miss about old-school work styles: More face-to-face meetings.

Most important daily habit: Seeing my family every morning before the day gets going.

My hero growing up: MLB player and coach Dave Righetti

Place I recommend everyone visit: Ocean Grove, NJ
Splurge I've made that few would understand: Sauna and cold plunge
Contact: www.nmrk.com, hampton.beebe@nmrk.com, 561-210-4129

Angelo Bianco

Founding and managing partner, CP Group
Boca Raton



Image: CP Group

CP Group

Bianco leads CP Group, the owner, operator and developer of commercial real estate across the Sun Belt. He currently serves on the boards of the Boca Raton Museum of Art, Golden Bell Foundation and CPG Cares.

Birthplace: Brooklyn, New York

Education: B.S.B.A., George Washington University; J.D., University of Virginia

Advice to my successor in my business: When it comes down to it, you only have one currency, your integrity. Don't squander it.

Lesson from my mentor: It's better to sell a year early than a day late.

Most important daily habit: Hugging my children.

I unwind at day's end by: Doing crossword puzzles.

Place I recommend everyone visit: Rome

Splurge I've made that few would understand: A No. 1 Iron Man comic book autographed by Stan Lee.

Contact: www.cpgcre.com, 561-447-1801

Tere Blanca

Founder and CEO, Blanca Commercial Real Estate
Miami



Jock Fistick / South Florida Business Journal

Blanca launched the firm in 2009. Today it has over 55 professionals, three Southeast Florida offices, and a sustained market-leading share in office leasing.

Birthplace: Havana

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

Lesson from my mentor: The importance of genuine and lasting relationships in business.

What I miss about old-school work styles: Having actual conversations and in-person meetings.

Most important daily habit: Saying “goodnight” and “I love you” to my daughters.

My hero growing up: My maternal grandfather

I unwind at day’s end by: Catching up with my husband.

Splurge I’ve made that few would understand: A rare wine from a small winery for my husband.

Contact: www.blancacre.com, tere.blanca@blancacre.com

William (Bill) Bullock

President, Minto Communities USA

Coconut Creek



Image: Minto Communities USA

Minto Communities USA

Bullock joined Minto in 2009, assisting in expanding communities throughout Florida and South Carolina. He led its partnership with Margaritaville, oversees the Westlake development in Palm Beach County, and leads its ongoing expansion into Texas.

Birthplace: Pascagoula, Mississippi

Education: B.S., environmental engineering, University of Central Florida

Lesson from my mentor: Take a step back and observe.

What the next generation has taught me: Consider multiple viewpoints.

What I miss about old-school work styles: Gratification does not come instantly.

Most important daily habit: Timely response to those who seek my input.

Contact: www.mintousa.com, wbullock@mintousa.com, 239-896-1401

Kevin Carroll

Partner, Southeast region, Bridge Industrial

Miam



Image: South Florida Business Journal

Jock Fistick / South Florida Business Journal

Since 2012, Carroll has led Bridge Industrial's South Florida growth. In 2025, Bridge closed the region's largest industrial lease while continuing to develop market-leading infill logistics projects.

Birthplace: New Rochelle, New York

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

Lesson from my mentor: Relationships matter more than any single deal.

What I miss about old-school work styles: Picking up the phone (instead of long emails).

Most important daily habit: Staying connected with my team and the market.

I define "balance" in my life as: Family, meaningful work and time on the water.

Place I recommend everyone visit: The Florida Keys

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

Ana-Marie Codina

CEO, Codina Partners

Coral Gables



Image: Courtesy of Codina Partners

Courtesy of Codina Partners

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. Currently under construction within the 250-acre property is Sevilla, a seven-story, 412-unit apartment community.

Birthplace: Miami

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

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

Armando Codina

Executive chairman, Codina Partners

Coral Gables



Sid Hoeltzell

Codina founded both Codina Partners, a real estate investment, development and property management firm, and CC Homes. Codina Partners is currently developing Sevilla, a seven-story, 412-unit apartment project within the 250-acre Downtown Doral mixed-use development.

Birthplace: Cuba

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

Mayi de la Vega

Founder, One Sotheby's International Realty
Miami



Image: South Florida Business Journal

Jock Fistick / South Florida Business Journal

A 2025 *SFBJ* Ultimate CEO honoree, de la Vega leads one of the highest-producing Sotheby's International Realty affiliates worldwide. The luxury brokerage firm, founded in 2008, has 1,400 employees and offices along Florida's East Coast.

Birthplace: Cuba

Education: B.S.B.A., Florida International University

Advice to my successor in my business: Be authentic and prioritize relationships over transactions.

What the next generation has taught me: To embrace change without hesitation and view technology as a tool to elevate your business.

What I miss about old-school work styles: Handwritten notes

I unwind at day's end by: Having some alone time.

Splurge I've made that few would understand: Investing in time-saving support

Contact: www.mayidelavega.com, mayi@onesothebysrealty.com

Edward W. Easton

Chairman, The Easton Group

Doral



Courtesy of The Easton Group

Easton founded the Easton Group, a commercial real estate firm with three generations of Eastons. It, along with Lennar, has submitted plans to develop a 960-acre community outside of Miami-Dade County's urban development boundary.

Birthplace: Pittsburgh

Education: B.S.B.A., MBA, finance, University of Miami

What the next generation has taught me: Remain flexible.

Most important daily habit: Praying and sending out handwritten thank-you notes.

My hero growing up: Pee Wee Reese

I define “balance” in my life as: God, family, friends and exercise.
Place I recommend everyone visit: The Vatican
If I retire Friday, Monday I will: I don’t believe in retirement.
Contact: www.theeastongroup.com, eweaston@theeastongroup.com

Pryse Elam
Chief investment officer, Foundry Commercial
Boca Raton



Image: Courtesy of Foundry Commercial

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. It typically executes over \$2 billion in leasing, tenant representation and investment sale transactions annually. Last year, an affiliate acquired a property near the former Festival Marketplace flea market in Pompano Beach. It has submitted plans to redevelop the site as Festival Logistics Park. The project is set to bring 474,000 square feet of industrial space online when it is completed late this year.

Birthplace: Oklahoma City

Education: B.A., Washington and Lee University; J.D. and MBA, Southern Methodist University

Contact: www.foundrycommercial.com

Misha Ezratti

President, GL Homes

Sunrise



Jock Fistick / South Florida Business Journal

Ezratti leads one of Florida's largest privately owned luxury homebuilders and master-planned community developers. GL Homes has had consistently strong sales and closings with many community openings on both coasts.

Birthplace: Hollywood

Education: Bachelor's degree, finance, Boston University

Advice to my successor in my business: Surround yourself with people who are smarter than you.

Most important daily habit: Reading every unread email before the day is over.

My hero growing up: My father, for achieving the American dream as an immigrant who created his own luck and success.

I unwind at day's end by: Exercising every night after my kids go to sleep.

Place I recommend everyone visit: Norway
If I retire Friday, Monday I will: Drive to work.
Contact: www.glhomes.com, 954-753-1730

Carlos Fausto Miranda
Principal, Fausto Commercial Realty Consultants
Miami



Image: Fausto Commercial Realty Consultants

Fausto Commercial Realty Consultants

In 2025, Fausto Commercial closed \$450 million in deals, with a total of \$4.5 billion in closed transactions. The brokerage owns over 30 commercial properties, has stakes in parallel firms, and completed several multifamily developments.

Birthplace: Miami

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

What I miss about old-school work styles: I don't miss old-school work styles, I use them.

My hero growing up: Superman

I define "balance" in my life as: Balance? I'm more of a "redline the throttle and see what happens" type.

I unwind at day's end by: A couple of rounds hitting the heavy bag, then seeing my sons.

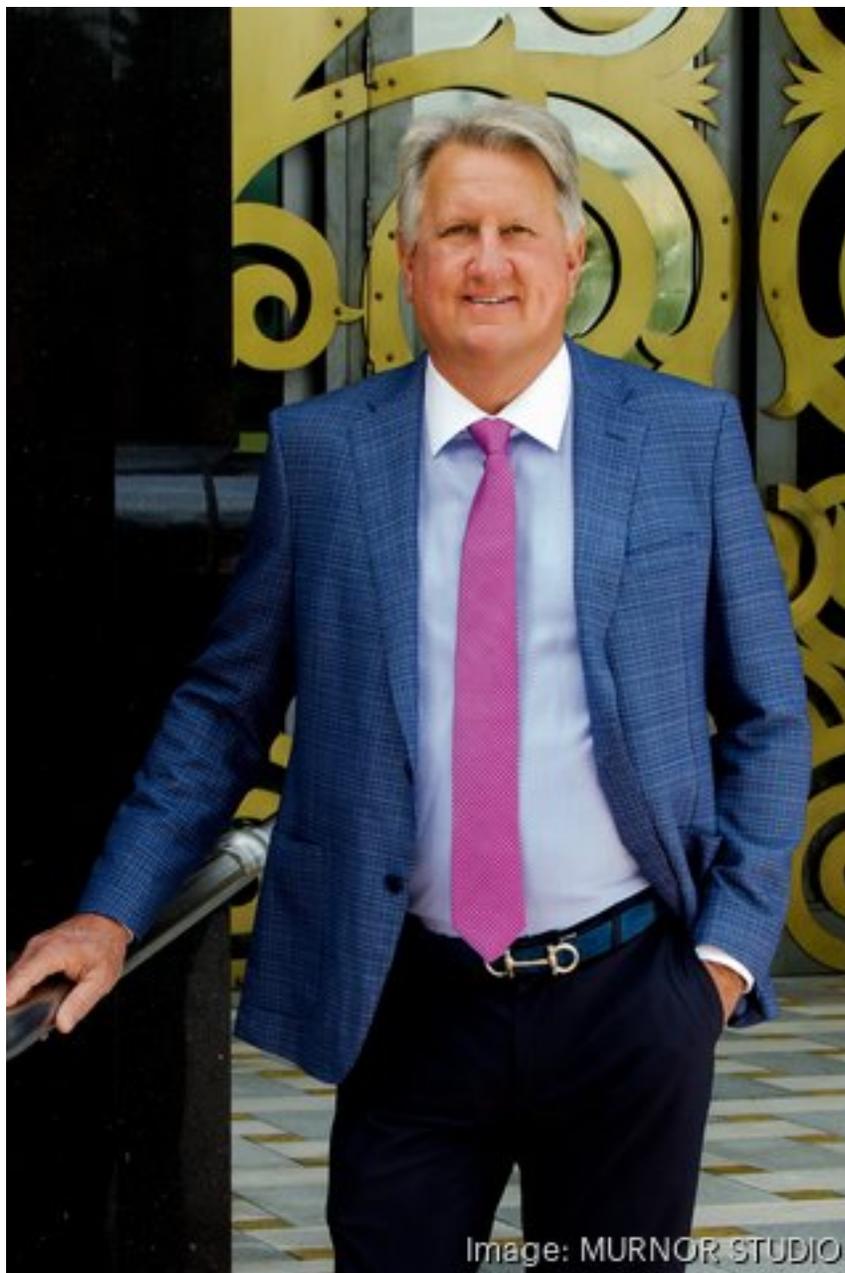
If I retire Friday, Monday I will: Get right back to work.

Contact: www.faustocommercial.com, cfm@faustocommercial.com, 305-431-2258

Michael T. Fay

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

Coral Gables



MURNOR STUDIO

For over 42 years, Fay has been a capital markets rainmaker involved in over \$22 billion of transactions working with large corporate real estate accounts, private and institutional investors, financial institutions, and capital sources around the globe.

Birthplace: Miami

Education: B.A., business, LaGrange College

Most important daily habit: Morning prayers.

I define “balance” in my life as: Getting to do what you want with whom you want, when and where you want.

I unwind at day's end by: Reviewing the day with gratitude and a bourbon.

Place I recommend everyone visit: Nosara, Costa Rica

Splurge I've made that few would understand: My 250-acre cattle ranch.

If I retire Friday, Monday I will: Keep doing what I'm doing.

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

Russell Galbut

Managing principal and co-founder, Crescent Heights; founder, GFO Investments
Miami



MICHAEL PISARRI

Galbut leads ventures including Crescent Heights, a developer of residential, hospitality and mixed-use developments across the U.S. and worldwide, and ownership-based Crescent Seas cruise line.

Birthplace: Miami Beach

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

Lesson to the next generation: Patience, hard work and consistency are crucial for long-term success.

Advice for working in my sector: Always strive to exceed expectations.

Habit to start my day: News, emails and racquetball.

Places I recommend everyone visit: Israel and Venice

Contact: www.gfoinvestments.com

Brian S. Gale

Vice chairman, office brokerage services,

Cushman & Wakefield of Florida

Miami



JOHN_CANTWELL

During his three decades in the sector, Gale has overseen the signing of leases totaling over 18 million square feet, with an aggregate value of over \$4 billion. He currently represents over 8 million square feet of office space in South Florida.

Birthplace: New York, New York

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

Advice to my successor in my business: It takes 10 years to develop a reputation and 10 minutes to lose it.

Most important daily habit: Smiling

My hero growing up: Muhammad Ali

I define "balance" in my life as: Work, family, friends and some time for me. Successful people understand life's balance.

Place I recommend everyone visit: Queensland, New Zealand

Contact: www.cushmanwakefield.com, brian.gale@cushwake.com, 305-807-3192

Robert Given

Vice chairman, CBRE

Fort Lauderdale



Jennifer Little

Given leads a 35-member team focusing on institutional multifamily sales, land development sales, structured equity finance and private capital sales throughout Florida.

Birthplace: Memphis, Tennessee

Advice to my successor in my business: Make time to sit quietly and think.

What the next generation has taught me: Adapt relentlessly, or relevance disappears.

What I miss about old-school work styles: Ideas forged in person, around a table, with coffee.

I define "balance" in my life as: Listening for God, being present for sons, serving others, self-care.

If I retire Friday, Monday I will: Build something meaningful with my sons.

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, with over 2,900 professionals who serve over 600 associations and 750,000 residents. Under his guidance, Castle was recognized in 2025 as one of South Florida's largest employers, top private companies and top philanthropists.

Birthplace: Queens, New York

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

Lesson from my mentor: Surround yourself with people who share your values.

Most important daily habit: Blocking time for the important things and not allowing noise to interfere.

My heroes growing up: My mother and father

If I retire Friday, Monday I will: Miss my team.

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

Steve Hudson

President and CEO, Hudson Capital Group

Fort Lauderdale



Image: South Florida Business Journal

Jock Fistick / South Florida Business Journal

Hudson co-founded the private family office with his father, Harris “Whit” Hudson, in 1997. The firm and its affiliates own and manage a portfolio of warehouses, retail centers and office buildings throughout South Florida.

Birthplace: Fort Lauderdale

Education: B.A., Southern Methodist University

Advice to my successor in my business: There’s always more than one way to solve a problem.

Lesson from my mentor: Faith, focus and follow through.

What I miss about old-school work styles: Your word and a handshake.

Most important daily habits: Cold plunge and early morning workouts.

Splurge I’ve made that few would understand: The complete restoration of a 1979 Porsche 930 Turbo

Contact: www.hudsoncapital.com, steve@hudsoncapital.com, 954-356-5801

Bobby Julien

President and CEO, The Kolter Group LLC

Delray Beach



Courtesy of The Kolter Group

Kolter's real estate development and investment firm operates four residential development business units and has sponsored over \$29 billion in real estate projects throughout the southeastern U.S. In all, Kolter has completed 84 residential projects and over 23,000 units. In January, Kolter Urban and Perko Development Partners launched sales of a luxury condominium near the Intracoastal Waterway in West Palm Beach.

Education: Studied business, McGill University

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

Arnaud Karsenti

Managing principal, 13th Floor Investments
Miami



Michelle Citrin

13th Floor Investments has acquired, developed and managed nearly \$5 billion in real estate assets across the southeastern U.S. Projects include residential communities, industrial projects and transit-oriented developments.

Birthplace: Paris

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

Advice to my successor in my business: Prioritize people over deals.

Lesson from my mentor: Focus, focus, focus. And call your wife in the mornings to see how her day is going.

My hero growing up: Sam Walton

I unwind at day's end by: Playing piano (usually poorly)

Place I recommend everyone visit: L'As du Falafel in Paris.

Splurge I've made that few would understand: An embarrassingly expensive mountain bike.

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.

Birthplace: Charleston, Illinois
Education: B.S., finance and real estate, University of Florida
Contact: www.nmrk.com, avery.klann@nmrk.com

Moishe Mana
Founder and CEO, Mana Group

Miami



Image: South Florida Business Journal

Jock Fistick / South Florida Business Journal

Mana is a real estate developer known for urban revitalization through cultural, commercial and tech development under his Mana Common platform, notably in Miami's Wynwood and Flagler districts. He's recently been involved in climate startups and technology investments.

Birthplace: Tel Aviv, Israel

Contact: www.manacommon.com

David Martin

CEO, Terra

Miami



GESI SCHILLING

Terra is an integrated real estate development firm with a portfolio valued at more than \$8 billion. It recently announced plans to redevelop the Miami Seaquarium on the Rickenbacker Causeway.

Birthplace: Gainesville

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

What the next generation has taught me: Purpose, transparency and adaptability matter more than ever.

What I miss about old-school work styles: Decisions made in rooms, not in inboxes.

Most important daily habit: Dinner with my kids.

My hero growing up: My dad, who showed me hard work, integrity, perseverance.

Place I recommend everyone visit: Tokyo

If I retire Friday, Monday I will: Never retire.

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

Greg Martin

Principal, managing director, Avison Young
Fort Lauderdale and Boca Raton



Image: Avison Young

Courtesy of Avison Young

A founding partner of Avison Young’s Florida operation, Martin has helped grow the company’s presence to 23 partners and 153 employees in six offices. He was previously with Cushman & Wakefield, CBRE and Flagler Real Estate Services.

Birthplace: Columbia, Missouri
Education: B.A., Westminster College
Advice to my successor in my business: Use the phone.
My hero growing up: Roger Staubach
I define “balance” in my life as: Family, fun and fellowship – cannot take ourselves too seriously.
I unwind at day’s end by: Glass of wine with my wife or hitting tennis balls.
Place I recommend everyone visit: Africa
If I retire Friday, Monday I will: Not miss calls about commission agreements.
Contact: www.avisonyoung.com, greg.martin@avisonyoung.com

Dan McGowan
Executive managing director, South Florida broker lead, JLL
Miami



JLL

McGowan specializes in strategic consulting and tenant representation for local and global corporations across the technology, finance, legal and engineering sectors. He has facilitated over 10 million square feet of transactions spanning all 50 states and 12 countries.

Birthplace: New Brunswick, New Jersey
Education: Bachelor’s degree, political science, University of Alabama.
What I miss about old-school work styles: I don’t. Tech amplifies old-school hustle for smarter, faster results.

I unwind at day's end by: Preparing a delicious meal.

Places I recommend everyone visit: Italy's Tuscany region or Bryant-Denny Stadium – both are equally special.

Splurge I've made that few would understand: A pizza oven

Contact: www.jll.com, dan.mcgowan@jll.com, 786-390-8771

Stuart Miller

Executive chairman, Lennar Corp.

Miami



Lennar currently has projects planned or underway across the region, including in Homestead, Goulds, Florida City and Wellington. Last year, the company and its partners filed plans for City Park at West Kendall, a \$2 billion, 990-acre master-planned, pedestrian-oriented community. Miller has spent four decades building Lennar – a company his father founded in 1954 – into a premier national developer.

Education: B.S., Harvard Business School; J.D., University of Miami
Contact: www.lennar.com, 305-229-6400

Dev Motwani

Co-managing partner, Merrimac Ventures
Fort Lauderdale



Image: Merrimac Ventures

Merrimac Ventures

The Motwani family's firm is involved in acquisitions, development and capital markets across a \$3.7 billion portfolio, including Four Seasons Resort and Residences Telluride, the Waldorf Astoria Residences Pompano Beach, and Bungalow East Ft. Lauderdale Beach.

Birthplace: St. Charles, Missouri

Education: B.S., Duke University; M.S., real estate development, Columbia University

Lesson from my mentor: It never hurts to ask. You never know what the other side is thinking.

What the next generation has taught me: Times are changing. And quickly.

Place I recommend everyone visit: Tasmania

If I retire Friday, Monday I will: Start knocking destinations off my bucket list.

Contact: www.merrimacventures.com, dev@merrimacventures.com, 954-522-6556

Nitin Motwani

Co-managing partner, Merrimac Ventures; managing partner, Miami Worldcenter Associates

Fort Lauderdale



Image: Merrimac Ventures

Merrimac Ventures

Along with the family's real estate investment and development firm, Motwani also oversees development of Miami Worldcenter, a \$6 billion, 27-acre mixed-use development in the heart of downtown Miami.

Birthplace: St. Charles, Missouri

Education: Bachelor's degree, Duke University; M.S., real estate development, Columbia University

Advice to my successor in my business: Hire smarter people than you.

What the next generation has taught me: Technology can finally change real estate.

Most important daily habit: Dropping my kids off to school.

Place I recommend everyone visit: Galapagos Islands

If I retire Friday, Monday I will: Get back to work.

Contact: www.merrimacventures.com, nitin@merrimacventures.com, 954-522-6556

Ramola Motwani

Chairwoman, Merrimac Ventures

Fort Lauderdale



Chris HeadShots

Motwani's real estate management, investment, and development company has interests in the U.S. and India, and properties in Florida, Georgia, Texas and Missouri. She received the *Business Journal's* 2025 Community Impact Award.

Birthplace: Sindh, India

Education: Bachelor's degree, Jai Hind College; law degree, Government Law College, both in Mumbai

Advice to my successor in my business: Forgive. Forget. Learn from mistakes and move forward.

Most important daily habit: Morning and bedtime prayers of gratitude.

My hero growing up: Mahatma Gandhi

I define "balance" in my life as: Always choosing to see the glass as half full.

Place I recommend everyone visit: Nature, whether it's the ocean, the mountains or a garden.

Contact: www.merrimacventures.com, ramola@merrimacventures.com, 954-522-6556

Ryan Nee

Senior VP, division manager, Marcus & Millichap
Fort Lauderdale



Nee is focused on driving revenue growth, raising activity levels and strengthening the firm's market share and competitive position across the region.

Birthplace: Conroe, Texas

Education: B.S. finance, University of Florida

Lesson from my mentor: Don't read your own press clippings.

What I miss about old-school work styles: The time leverage of everyone in office at all times.

Most important daily habit: Weight training

I define "balance" in my life as: Maximum family time

Place I recommend everyone visit: Ben Hill Griffin Stadium in Gainesville

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

Mike Pappas

CEO, The Keyes Co./Illustrated Properties
South Florida



The Keyes Co.

Florida's largest independent real estate firm is marking its 100th year with operational modernization, including AI-driven transformation of back-office transaction workflows and strategic expansion, while preserving the firm's culture of care.

Birthplace: Miami

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

Lesson from my mentor: Always do the right thing. Never run out of cash.

Most important daily habit: Prayer and gratitude.

My hero growing up: My dad

I define "balance" in my life as: Faith, family and purposeful work.

I unwind at day's end by: Running 5 miles.

Place I recommend everyone visit: Anywhere that teaches history and perspective.

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

Jon Paul Pérez

CEO, Related Group

Miami



Courtesy of Related Group

Jon Paul Pérez is CEO of Related Group, leading the company through its most active growth period in 50 years. He continues to raise the industry standard through bold development, design excellence and a commitment to community impact.

Birthplace: Miami

Education: B.S.B.A., University of Miami;MBA, Northwestern University

Advice to my successor in my business: Make sure it's what you really want to do. This will take your 100%.

What I miss about old-school work styles: They are no-nonsense and straight to the point.

Most important daily habit: Working out at 6 a.m.

My hero growing up: My father

I unwind at day's end by: Spending time with my wife and kids.

Place I recommend everyone visit: Exuma, Bahamas
Contact: www.relatedgroup.com, 305-460-9900

Jorge Pérez
Chairman and CEO, Related Group
Miami



Nick Garcia

Pérez is a real estate developer, philanthropist and arts patron. In 2025, he deepened global arts engagement through major gifts to Tate Modern and PAMM, advancing his mission of expanding access to contemporary art and education.

Birthplace: Buenos Aires

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

Lesson from my mentor: Trust your gut, but do the research.

What the next generation has taught me: Social media is a powerful tool.

My heroes growing up: My parents

I unwind at day's end by: Watching films or reading a great mystery.

Splurge I've made that few would understand: Building an art collection for future generations.

Contact: www.relatedgroup.com, chairman@relatedgroup.com, 305-460-9900

Nick Pérez

President, condominium development division, Related Group
Miami



NICK GARCIA

Pérez co-leads one of the nation's most active condo divisions, and helps guide the company's continued growth. Related's active development pipeline includes 12,000 affordable housing units, over 12,000 market-rate rental units, 7,000 condo / mixed-use units, and 1,300 international units, valued at close to \$28 billion.

Birthplace: Miami

Education: B.S.B.A., Loyola Marymount University; executive MBA, Northwestern University.

Contact: www.relatedgroup.com, 305-460-9900

Tatiana Pino

President and CEO, Century Homebuilders Group LLC

Miami



Courtesy of Century Homebuilders

Since becoming president of Century Homebuilders in 2024, Pino has led the company on its continued path of delivering quality homes and remains focused on the future of South Florida real estate. The company in 2025 sold several of its properties, including a pair of development sites in Florida City.

Birthplace: Queens, New York

Education: Miami-Dade Community College

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

Juan Porro

Executive VP, managing director, FCI Residential
West Palm Beach

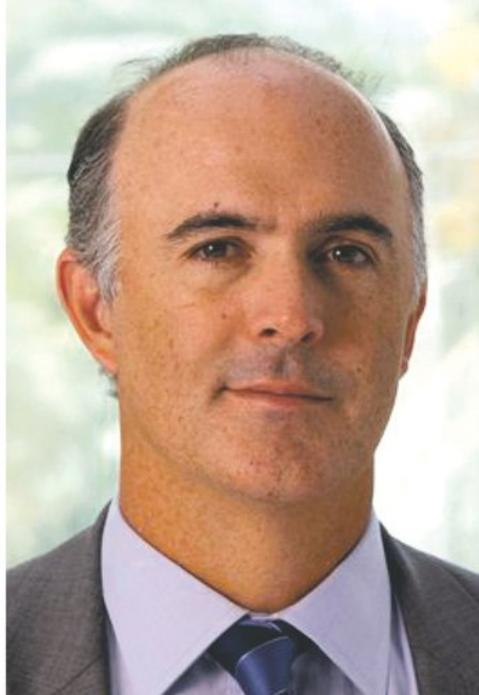


Image: FCI Residential

FCI Residential

Porro's real estate career includes executive-level positions with Related Group, Archstone and Cobalt Development. FCI Residential, the real estate development division of Florida Crystals Corp. has a portfolio of about 5,000 units.

Education: Bachelor's degree, double major finance and investments, Babson College; MBA, finance and real estate, University of Michigan

Advice to my successor in my business: What can go wrong, will go wrong.

Lesson from my mentor: Work hard, know the details and stay positive.

What the next generation has taught me: They have taught me and pushed me to be more patient

My heroes growing up: My dad and Roger Staubach

Splurge I've made that few would understand: Auto racing for 12 years.

Contact: www.fciresidential.com, juan.porro@floridacrystals.com, 561-366-5247

Craig Robins

President and CEO, Dacra
Miami



Martin Mulder

Robins, a real estate developer and art collector, founded Dacra in 1987 and today develops creative communities that integrate art, design and architecture to accelerate asset value creation and enrich urban life. Among other projects, he's currently building a 107-unit rental community in the Miami Design District.

Birthplace: Miami Beach

Education: B.A., University of Michigan; J.D., University of Miami

Contact: www.dacra.com, 305-531-8700

Rafael J. Roca

President, Southeast Florida division, D.R. Horton

Coconut Creek



Image: Courtesy of DR Horton

Courtesy of DR Horton

Over three decades with the nation's largest homebuilder, Roca has risen to lead its regional operations. The company is developing communities throughout the state and 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



Image: South Florida Business Journal

Jock Fistick / South Florida Business Journal

Rodriguez oversees operations and growth of CBRE's advisory services lines of business – including leasing, sales, valuations, debt & structured finance, and property management– and oversees its industrial platform in the region.

Birthplace: Miami

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

What the next generation has taught me: Embrace change as quickly as you can.

My hero growing up: Dan Marino

I unwind at day's end by: Spending time in my yard, followed by a post-dinner walk with my wife.

Place I recommend everyone visit: Rome, specifically the Colosseum

Splurge I've made that few would understand: Buying a new putter ... a couple times a year.

If I retire Friday, Monday I will: Have an 8 a.m. tee time.

Contact: www.cbre.com, gian.rodriquez@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., Penn State University

Advice to my successor in my business: Block calendar slots or you'll be scheduled every minute.

Lesson from my mentor: Grit wins.

Most important daily habit: My early morning workout and coffee(s).

I unwind at day's end by: Going for a walk.

Splurge I've made that few would understand: A well-known luxury handbag

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

Related Ross' Class A office holdings include Phillips Point, CityPlace Tower, Esperante Corporate Center, 477 Rosemary and the 270,000-square-foot One Flagler tower in downtown West Palm Beach. In October, the billionaire developer launched the Gold Coast Tech Accelerator, an incubator program for local fintech and dual-use startups split between West Palm Beach and Miami's Wynwood neighborhood.

Birthplace: Raised in Miami Beach

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

Contact: www.relatedross.com

Anthony Scavo

President and managing partner, Basis Industrial

Boca Raton



Image: Courtesy of Basis Industrial

Courtesy of Basis Industrial

Scavo joined Basis Industrial in 2021 and today oversees development, construction and operations. He has more than 30 years of real estate experience, and plays a key role in advancing the firm's national growth strategy.

Birthplace: Brooklyn, New York

Education: B.S., finance and business management, New York University

Lesson from my mentor: It is OK to make a mistake; just don't make it again.

What the next generation has taught me: Be careful who you hire.

Most important daily habit: Exercise

I define “balance” in my life as: Being a present husband and father while building a business.
Places I recommend everyone visit: Bora Bora for beaches, Israel for history.
Contact: www.basisindustrial.com, info@basisindustrial.com, 718-702-6739

Ryan Shear
Managing partner, PMG
Miami



Courtesy of PMG

Shear manages construction, design, marketing and sales across PMG’s national \$7 billion portfolio. This past year, he oversaw One Twenty Brickell Residences’ \$413 million construction loan, and launched sales for Waldorf Astoria-branded residences in St. Petersburg and Cherry Creek, Denver.

Birthplace: Miami

Education: B.B.A., Emory University

Lesson from my mentor: Protect your downside.

What I miss about old-school work styles: Comfort with conflict.

Most important daily habit: Dinner with my wife and daughter.

My hero growing up: Dan Marino

Splurge I’ve made that few would understand: Glamping retreat with best college friends.

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

Ken Stiles
CEO, Stiles
Fort Lauderdale



Stiles

Stiles leads a 75-year-old firm with more than 52 million square feet of office, residential, industrial, retail and mixed-use projects throughout the southeastern U.S. Last year, Stiles Property Management announced it has been awarded management of more than 1.2 million square feet of new commercial space across Florida and the Carolinas.

Birthplace: Fort Lauderdale

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

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

Chris Sutton

Managing principal, VSRE

Miami



Image: VSRE

VSRE

Sutton leads the commercial real estate firm focused on industrial brokerage, development and property management. He leads complex, large-scale projects for both VSRE-owned assets, and institutional and private investors across South Florida.

Birthplace: Dayton, Ohio

Education: B.S., computer science, U.S. Military Academy

Advice to my successor in my business: Always choose the harder right over the easier wrong.

What the next generation has taught me: Flexibility and collaboration drive better outcomes.

My hero growing up: Bernie Kosar

I define "balance" in my life as: Succeeding professionally while being present for my kids.

If I retire Friday, Monday I will: Devote time to family and serving others.

Contact: www.vsre.net, csutton@vsre.net, 305-204-7150

James D. "Jimmy" Tate

President/CEO, Tate Capital

North Miami



Tate Capital

Tate has built billion-dollar real estate portfolios, including the transformation of Bahia Mar in Fort Lauderdale. He co-founded the \$150 million TKO-Evolution Apparel brand, which designs, manufactures and sells private label apparel.

Birthplace: Miami Beach

Education: B.A., economics, University of Florida

Advice to my successor in my business: Stay true to yourself and remain hungry, focused and fierce.

Lesson from my mentor: Learn to keep your mouth shut and ears open.

My hero growing up: My dad, Stanley G. Tate

I define “balance” in my life as: A family-first philosophy. It allows me to remain focused at work.
I unwind at day’s end with: A large ice cube in a glass of Eagle Rare bourbon.
Splurge I’ve made that few would understand: 43’ Midnight Express boat
Contact: www.tatecapital.com, jimmy@tatecapital.com

J. Kenneth Tate

Co-founder and VP, Tate Capital
North Miami



Image: GERLINDE/MICHAEL PHOTOGRAPHY

GERLINDE PHOTOGRAPHY/MICHAEL HOPKINS

Tate Capital and its affiliates develop, own and manage various real estate assets throughout the U.S., including a portfolio of shopping centers, office buildings, hotels, marinas, residential and hospitality properties.

Birthplace: Miami Beach

Education: Bachelor's degree, engineering, Vanderbilt University; MBA, Duke University

Advice to my successor in my business: Always pay attention to details.

What the next generation has taught me: Life is too short.

What I miss about old-school work styles: I don't; I wish more young adults had these skills.

I define "balance" in my life as: Being able to sleep through the night without thinking of work.

I unwind at day's end by: My day never ends.

If I retire Friday, Monday I will: Go back to work.

Contact: www.tatecapital.com

Jason Tenenbaum

Senior VP, market officer, Prologis

Miami



Courtesy of Prologis

Tenenbaum joined Prologis in 2015 and today manages a team of 44 people and the company's presence in Palm Beach, Broward and Miami-Dade counties. He oversees 775 customers and 224 buildings totaling 32 million square feet.

Birthplace: Morristown, New Jersey

Education: B.A., architecture, Clemson University

Advice to my successor in my business: Stay engaged with the community.

Lesson from my mentor: Never lose who you are.

What the next generation has taught me: ChatGPT and 6-7.

What I miss about old-school work styles: Rolodex and handwritten notes.
I define “balance” in my life as: Making it home for bedtime.
If I retire Friday, Monday I will: Be on the water or beach.
Contact: www.prologis.com, acuadra@prologis.com, 305-477-9700

Isaac Toledano
CEO, BH Group
Miami



Image: Courtesy of BH Group

Courtesy of BH Group

Toledano and his wife, Liat, are co-founders of the family-led real estate investment and development firm. In 2025, it closed over \$300 million in transactions, including condo buyouts in Coconut Grove and Sunny Isles Beach, along with senior living acquisitions in Aventura and Boca Raton.

Birthplace: Israel

Advice to my successor in my business: Stay disciplined and prioritize family, timing and location.

Most important daily habit: Start early, review priorities and stay close to the deals.

I define “balance” in my life as: Working hardest, resting when needed and prioritizing family.

I unwind at day’s end by: Money never sleeps; I’m always working.

Place I recommend everyone visit: Israel

If I retire Friday, Monday I will: No plans to retire.

Contact: www.bhgroupmiami.com, info@bhinvestments.us, 305-615-5577

Carlos Velasquez

Managing principal, VSRE

Miami



VSRE

Velasquez leads the commercial real estate firm focused on industrial brokerage, development and property management. He leads VSRE's brokerage platform, advising institutional and private clients on leasing and investment strategies.

Birthplace: Managua, Nicaragua

Education: Hialeah-Miami Lakes Senior High School

Advice to my successor in my business: Play the long game; relationships outlast market cycles.

Lesson from my mentor: Prioritize client success; yours will follow.

What the next generation has taught me: Speed matters, but transparency matters more.

What I miss about old-school work styles: Being present in the room at all times.
I unwind at day's end by: Movement – tennis, long walks or any activity involving the family.
Contact: www.vsre.net, cvelasquez@vsre.net, 305-204-7150

Ian Weiner
President and CEO, PEBB Enterprises
Boca Raton



Jock Fistick / South Florida Business Journal

Weiner leads the multigenerational real estate investment and development firm. He leads large scale retail, office and mixed-use projects across Florida and the Southeast.

Birthplace: New York, New York

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

Advice to my successor in my business: Protect relationships and reputation above any single deal.

What the next generation has taught me: Move faster, leverage technology and challenge legacy thinking.

I unwind at day's end by: Dinner with family at home.

Place I recommend everyone visit: Anguilla

If I retire Friday, Monday I will: Sleep in and not get out of bed until dinnertime.

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

Dan Weinstein
Founder and CEO, Basis Industrial
Boca Raton



Courtesy of Basis Industrial

Weinstein heads the vertically integrated owner and operator of small-bay industrial real estate nationwide. He leads the firm's growth and long-term strategy across a diversified national portfolio.

Birthplace: Boston

Education: B.A., [University of Colorado](#)

Advice to my successor in my business: Make yourself indispensable. Don't settle. Go big.

What the next generation has taught me: How much opportunity still exists in niche asset classes.

Most important daily habit: Consistency. Showing up prepared, every day.

Place I recommend everyone visit: Florence, Italy

If I retire Friday, Monday I will: Start building something new, just without a calendar.
Contact: www.basisindustrial.com, info@basisindustrial.com, 407-815-6579