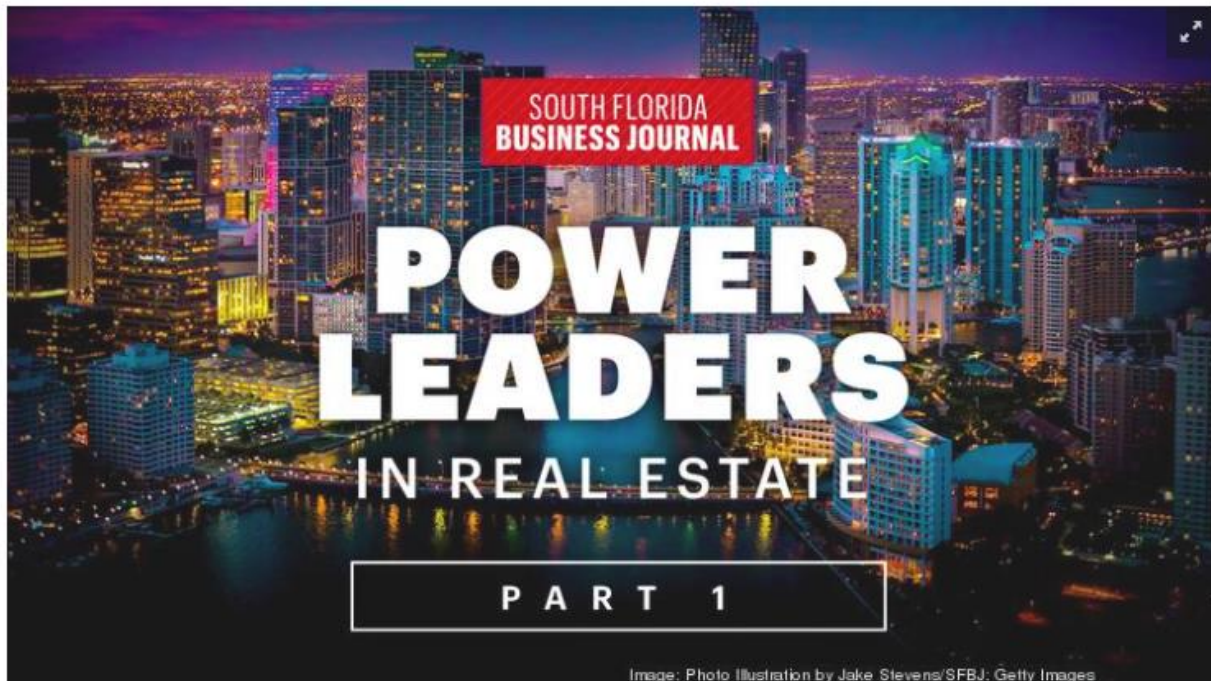


2021 Power Leaders in Real Estate



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By **Jeff Zbar** – Correspondent, South Florida Business Journal
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The real estate sector was deemed an essential business during the pandemic. Executives also proved to be resourceful and resilient. Countless new projects in single-family, rental apartment and condominium residential, as well as warehouse, distribution and logistics developments, are dotting the map from Miami through greater Fort Lauderdale and north to the Palm Beaches.

The flood has been fueled by workers and executives fleeing higher-cost, lower-quality-of-life regions such as the Northeast, Midwest and even California. They're seeking a more amenable and less expensive remote work or corporate relocation destination.

This search, in one form or another, is nothing new. It has driven development statewide since before Henry Flagler brought his railway south. Today, it's spurring billions of dollars in development and cementing the region's role for more than 1,000 newcomers daily as the nation's place to live, work and play.

Beyond resourceful, resilient or even essential, these Power Leaders – and those featured in our new Power Brokers subsection – have proven the real estate sector vital to the region’s health and future.

For commercial Power Brokers, we reached out to the area’s largest brokerages to identify their biggest producers in 2020 and spotlight the Top 25. To select our residential Power Brokers, we reviewed RealTrends brokerage rankings and queried the region’s largest brokerages on their most prolific dealmakers last year.

Jerome Hollo

Executive VP, Florida East Coast Realty

Miami



Jerome Hollo, Florida East Coast Realty

NICK GARCIA

Under Hollo’s guidance, the firm most recently led development for Panorama Tower, Miami’s tallest building. During the pandemic, the firm has seen a spike of interest in its portfolio of single-family rental properties, and has been selling hundreds of lots daily.

Birthplace: Miami Beach

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

Why I went into real estate: I'm not sure I had a choice.

First property I bought/sold: My first acquisition was a parcel that we platted for a 150-home subdivision. We sold out in 10 days.

Go-to icebreaker topic: Right now: Have you been vaccinated yet?

Favorite local getaway spot: I like to ride down to Everglades City for great fishing and authentic fish joints.

Favorite vacation spot: Sailing around the Caribbean, especially the Virgin Islands

My hidden talent: I enjoy taking my motorcycle to the track.

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