

2021 Power Leaders in Real Estate (Part 1)

By Jeff Zbar
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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.

Edgardo Defortuna

President and CEO, Fortune International Group

Miami



Edgardo Defortuna, Fortune International Group
ANDRES HERNANDEZ

Defortuna, who founded Fortune International Group in 1983, continues to make his mark on the Miami skyline. Earlier this year, the company acquired a Pompano Beach parcel for \$27.5 million and topped off its Monaco Yacht Club & Residences in Miami Beach's MiMo District.

Birthplace: Buenos Aires, Argentina

Education: Bachelor's degree, electrical and mechanical engineering, National University of Argentina; MBA, University of Miami

Why I went into real estate: Because I am very passionate about it.

Go-to icebreaker topics: Sports or business

Favorite show right now: "Homeland"

Three traits that describe me: I believe I am observant, fair and a nice guy all around.

I could spend an afternoon at: The Collection

Favorite show growing up: "Happy Days"

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