

THE WALL STREET JOURNAL



Jill Eber, left, and Jill Hertzberg, right, at a \$35 million listing in Miami Beach, Fla. Ms. Hertzberg says that she and Ms. Eber, her longtime business partner, have spent 21 years building a database of clients.

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'A vast majority of the buyers of high-end properties in South Florida are coming from abroad,' says Ms. Eber. Shown here is the view from the balcony of this listing, a \$35 million home with 11 bedrooms.

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The waterfront home is on Star Island and has striking views.

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The house is built in a contemporary style with American black walnut flooring, high ceilings and white walls.

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