

## Movers & Shakers: Burt Minkoff joins Douglas Elliman in Palm Beach & more

*Two Roads hired new VP of acquisitions*

By [Katherine Kallergis](#)



*Burt Minkoff of Douglas Elliman and Beau Raich of Two Roads Development (Credit: Wikimedia Commons)*

After 14 years at the Corcoran Group, Palm Beach agent Burt Minkoff left to join Douglas Elliman. Minkoff closed about \$20 million in sales last year and about \$30 million in 2016. He's bringing with him about \$10 million of listings, including homes and condos in West Palm Beach and a unit at Ibis Isle in Palm Beach. He'll work out of [Elliman's Palm Beach](#) office at 340 Royal Poinciana Way, which is managed by Don Langdon.

"Douglas Elliman is more entrepreneurial and has a larger reach in Florida and other areas I was interested in exploring," Minkoff said. A Corcoran spokesperson could not immediately be reached for comment.

Two Roads Development brought on Beau Raich as vice president of acquisitions and associate counsel. Raich was previously general counsel for SROA Capital in West Palm Beach.

At Two Roads, he will work on new business development, acquisitions, investor relations, general legal affairs and more. The development firm completed Biscayne Beach last year and is working on [Elysee Miami](#), both condo towers in Miami's Edgewater neighborhood.

Avison Young promoted Mark Rubin to principal of the brokerage's capital markets group. Rubin joined Avison Young in 2015 as vice president of the group.

Juan Jose Barbosa joined BGI Capital as a mortgage loan originator. BGI is led by managing partners Kenneth Baboun and Robert Barthelme.

EWM Realty International hired eight new agents in its Miami Beach office: Andrea Cobo, Magali Iglesias, Vladi Klurman, Dianna Lantigua, Luis G. Mota, Deborah Novick, Natalia Pyrig, and Patrick Wright.