

Rabideau Klein Brief

FLORIDA MULTIMILLION-DOLLAR MARKET

RESIDENTIAL REAL ESTATE

JANUARY 2022



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RESIDENTIAL PROPERTY HIGHLIGHT: \$5M-PLUS SINGLE FAMILY HOMES

“Jewel” of Miami Beach Brings \$75M and Makes Top 10 of 2021

Median sale price of Florida’s highest-end homes increased 5% in 2021

If Star Island is the “Jewel of Miami Beach on Biscayne Bay” as it is popularly called, last month’s biggest advertised sale in Florida might very well be the Jewel of Star Island. Never before on the market, the two-acre estate on the small private island includes a ‘gargantuan private dock’, 20 thousand square-feet of living space with elevator, pool, and an outbuilding. The estate closed at \$75 million with Elizabeth Lima of Berkshire Hathaway Home Services representing the selling party and Jill Eber of Coldwell Banker Realty representing the buyer.

There were a hefty 158 single-family advertised home sales of \$5 million or more in Florida last month, significantly more than the 119 monthly average for the year in this category, which is especially significant since the total number of Year 2021’s sales in the category rose 87% as compared to Year 2020. The median selling price of the category rose 5% in a year-to-year comparison, and 8%—to \$7.5 million—in Q4 as compared to Q4 2020.

CONTACTS

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MULTIMILLION-DOLLAR HOMES

LARGEST SINGLE FAMILY HOME SALE—LAST MONTH

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$75,000,000	ELIZABETH LIMA <i>Berkshire Hathaway HomeServices</i>	JILL EBER <i>Coldwell Banker Realty</i>	8 Star Island Drive	Miami Beach	20-Dec	AX-11081499

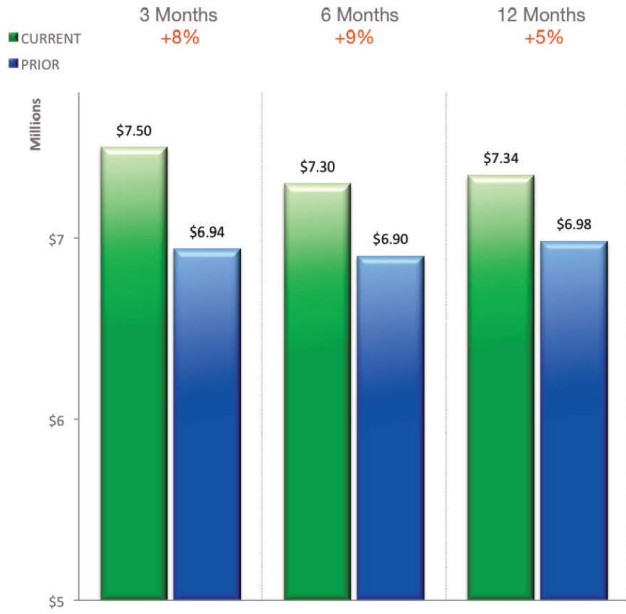
TOP 10 SINGLE FAMILY HOME SALES—LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$122,695,954	LAWRENCE MOENS <i>Lawrence A. Moens</i>	CHRISTOPHER LEAVITT <i>Douglas Elliman</i>	535 N. County Road	Palm Beach	Feb-21	21-51
\$109,625,000	LAWRENCE MOENS <i>Lawrence A. Moens</i>	LAWRENCE MOENS <i>Lawrence A. Moens</i>	1840 S. Ocean Blvd.	Palm Beach	Jun-21	21-378
\$94,173,300	CRISTINA CONDON <i>Sotheby's International Realty</i>	LAWRENCE MOENS <i>Lawrence A. Moens</i>	2000 S. Ocean Blvd.	Manalapan	Mar-21	RX-10335802
\$80,000,000	CHRISTOPHER LEAVITT <i>Douglas Elliman</i>	TONJA GARAMELIA <i>Douglas Elliman</i>	12525 Seminole Beach Road	N. Palm Beach	Apr-21	RX-10632970
\$75,000,000	ELIZABETH LIMA <i>Berkshire Hathaway HomeServices</i>	JILL EBER <i>Coldwell Banker Realty</i>	8 Star Island Drive	Miami Beach	Dec-21	AX-11081499
\$64,000,000	JONATHAN DUER <i>William Raveis</i>	LAWRENCE MOENS <i>Lawrence A. Moens</i>	901 N. Ocean Blvd.	Palm Beach	Aug-21	RX-10693472
\$57,000,000	CAROL SOLIAK <i>Engel & Volkers Wellington</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	916 S. Ocean Blvd.	Palm Beach	Dec-21	RX-10643096
\$55,150,000	LAWRENCE MOENS <i>Lawrence A. Moens</i>	SUZANNE TRAPANI-FRISBIE <i>Premier Estate Properties</i>	300 N. Lake Way	Palm Beach	Dec-20	20-1294
\$55,095,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	JILL HERTZBERG <i>Coldwell Banker Realty</i>	382 S. Beach Road	Hobe Sound	Apr-21	FX-10268366
\$49,141,600	LAWRENCE MOENS <i>Lawrence A. Moens</i>	SUZANNE TRAPANI-FRISBIE <i>Premier Estate Properties</i>	520 Island Drive	Palm Beach	May-21	21-627

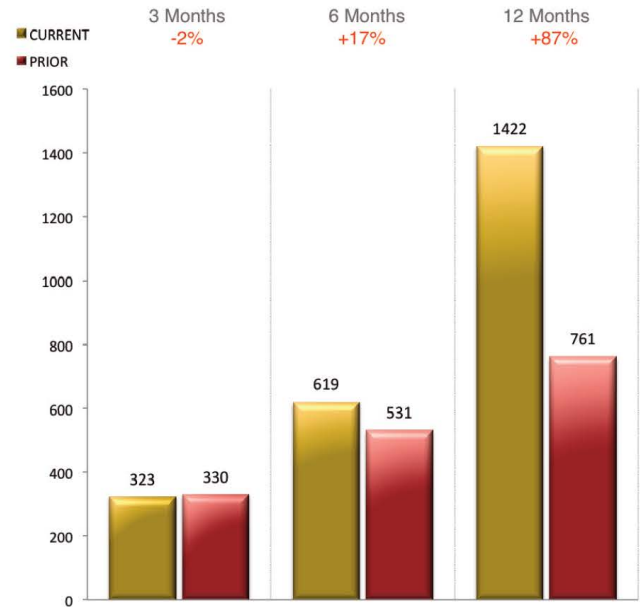
STATE OF FLORIDA
MULTIMILLION-DOLLAR REAL ESTATE MARKET

\$5 MILLION-PLUS SINGLE FAMILY HOMES

MEDIAN SELLING PRICE
Current Year Vs. Prior Year



NUMBER OF HOMES SOLD
Current Year Vs. Prior Year



MEDIAN LISTING PRICE
Current Year Vs. Prior Year



NUMBER OF HOMES LISTED
Current Year Vs. Prior Year



TOP 15 OF 158 FLORIDA DETACHED HOMES SOLD IN THE \$5 MILLION-PLUS CATEGORY

MULTIMILLION-DOLLAR SINGLE FAMILY HOMES — SALES — DECEMBER						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$75,000,000	ELIZABETH LIMA <i>Berkshire Hathaway HomeServices</i>	JILL EBER <i>Coldwell Banker Realty</i>	8 Star Island Drive	Miami Beach	20-Dec	AX-11081499
\$57,000,000	CAROL SOLIAK <i>Engel & Volkers Wellington</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	916 S. Ocean Blvd.	Palm Beach	14-Dec	RX-10643096
\$49,500,000	RICHARD PREBISH <i>William Raveis</i>	BRENDA RUTH <i>Premier Sotheby's International Realty</i>	4540 Gordon Drive	Naples	30-Dec	221016688
\$32,250,000	GARY POHRER <i>Douglas Elliman</i>	GARY POHRER <i>Douglas Elliman</i>	860 S. Ocean Blvd.	Manalapan	30-Dec	RX-10748886
\$32,150,000	COMP SALE	DINA GOLDENTAYER <i>Douglas Elliman</i>	4580 N. Bay Road	Miami Beach	28-Dec	AX-11140397
\$29,000,000	RUTHIE ASSOULINE <i>Compass Florida</i>	JULIAN JOHNSTON <i>The Corcoran Group</i>	3029 Brickell Ave.	Miami	27-Dec	AX-11125469
\$27,000,000	CANDACE FRIIS <i>The Corcoran Group</i>	CANDACE FRIIS <i>The Corcoran Group</i>	6275 N. Ocean Blvd.	Ocean Ridge	8-Dec	RX-10746636
\$26,250,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	LAWRENCE MOENS <i>Lawrence A. Moens</i>	1300 S. Ocean Blvd.	Manalapan	22-Dec	RX-10754769
\$25,000,000	JULIAN COHEN <i>Coldwell Banker Realty</i>	OREN ALEXANDER <i>Douglas Elliman</i>	1825 W. 24th Street	Miami Beach	13-Dec	AX-11125566
\$25,000,000	COMP SALE	DINA GOLDENTAYER <i>Douglas Elliman</i>	33 E. Dillido Drive	Miami Beach	6-Dec	AX-11133161
\$24,500,000	LISA BLAKE <i>Villazzo LLC</i>	JULIAN COHEN <i>Coldwell Banker Realty</i>	10 Palm Ave.	Miami Beach	15-Dec	AX-11064763
\$24,000,000	ELIZABETH BOURQUE <i>Southern Shore Properties</i>	JANE LETSCHE <i>Waterfront Properties & Club Com's</i>	429 S. Beach Road	Hobe Sound	23-Dec	RX-10670801
\$22,000,000	JOSEPH LIGUORI <i>Premier Estate Properties</i>	CHRISTINA WEST-ALEM <i>BRG International</i>	2367 S. Ocean Blvd.	Highland Beach	29-Dec	RX-10719010
\$19,845,000	ROBERT THOMSON <i>Waterfront Properties & Club Com's</i>	LEILA KALLOP <i>Fenton & Lang</i>	312 S. Beach Road	Hobe Sound	20-Dec	AX-11123237
\$19,845,000	CHAD CARROLL <i>Compass Florida</i>	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	6901 Granada Blvd.	Coral Gables	23-Dec	AX-11109869

TOP 15 OF 181 FLORIDA DETACHED HOMES LISTED IN THE \$5 MILLION-PLUS CATEGORY

MULTIMILLION-DOLLAR SINGLE FAMILY HOMES — NEW LISTINGS — DECEMBER						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$106,000,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	1000 S. Ocean Blvd.	Manalapan	Palm Beach	14-Dec	RX-10765292
\$60,000,000	EVAN MUSA <i>Premier Estate Properties</i>	2325 S. Ocean Blvd.	Delray Beach	Palm Beach	20-Dec	RX-10765990
\$40,000,000	JASON HARRIS <i>Jason Harris Real Estate</i>	414 Riviera Isle	Fort Lauderdale	Broward	26-Dec	FX-10312451
\$40,000,000	LUCRECIA LINDERMANN <i>Dezer Platinum Realty</i>	540 Leucadendra Drive	Coral Gables	Miami-Dade	16-Dec	AX-11137205
\$39,990,000	LUCRECIA LINDERMANN <i>Dezer Platinum Realty</i>	8565 Old Cutler Road	Coral Gables	Miami-Dade	13-Dec	AX-11135574
\$37,000,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	1040 N Lake Way	Palm Beach	Palm Beach	20-Dec	AX-11130241
\$35,250,000	DARREN WEINER <i>Celebrity Advisors</i>	640 Island Drive	Palm Beach	Palm Beach	14-Dec	AX-11130241
\$35,000,000	JILL EBER <i>Coldwell Banker Realty</i>	49 Palm Ave.	Miami Beach	Miami-Dade	6-Dec	AX-11135998
\$35,000,000	MARISA MENDELSON <i>Douglas Elliman</i>	3585 Olde Hampton Drive	Wellington	Palm Beach	17-Dec	RX-10765418
\$29,500,000	JILL BALLI <i>One Sotheby's International Realty</i>	3580 S. Moorings Way	Miami	Miami-Dade	14-Dec	AX-11137642
\$28,500,000	DORA PUIG <i>Luxe Living Realty</i>	815 E. Dillido Drive	Miami Beach	Miami-Dade	7-Dec	AX-11131773
\$27,000,000	CHARLOTTE TERRY <i>Alex MacWilliam, Inc. Real Estate</i>	500 Bay Drive	Vero Beach	Indian River	3-Dec	248362
\$26,995,000	CANDACE FRIIS <i>The Corcoran Group</i>	2929 N. Ocean Blvd.	Gulf Stream	Palm Beach	23-Dec	RX-10764586
\$25,900,000	TIM ELMES <i>Compass Florida</i>	2721 Sea Island Drive	Fort Lauderdale	Broward	12-Dec	FX-10311055
\$25,000,000	ELIZABETH DEWOODY <i>Compass Florida</i>	225 Wells Road	Palm Beach	Palm Beach	17-Dec	RX-10765394

RESIDENTIAL PROPERTY HIGHLIGHT: \$5M-PLUS CONDOMINIUMS

2-Floor L'Atelier Penthouse Brings \$36M in Miami Beach

2020 Vs. 2021: 2% Increase in Median Price, 85% Increase in Number of Condos Sold

Designed by Holly Hunt, founder of her namesake interior design empire and noted modern architecture influencer, the two-floor penthouse of the boutique oceanfront building, L'Atelier, was just sold for \$36 million. Perched on the 17th and 18th floors, with 22 ceilings in living and dining areas, an expansive rooftop terrace, an infinity pool and summer kitchen, the penthouse is situated sky high in the pricey Collins Avenue condominium mecca in Miami Beach. Eloy Carmenate of The Corcoran Group held the listing and Oren Alexander represented the buyer.

The sale contributed to a total of 213 \$5 million-plus condominiums sold during Q4 in Florida as compared to 172 for Q4 of the prior year. While a year-to-year comparison, shows an increase of 85% in the number of sales from 430 to 794 and a median selling price point increase of 2%.

CONTACTS

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MULTIMILLION-DOLLAR CONDOS

LARGEST CONDOMINIUM SALE — LAST MONTH

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$36,000,000	ELOY CARMENATE <i>The Corcoran Group</i>	OREN ALEXANDER <i>Douglas Elliman</i>	6901 Collins Ave., Ph	Miami Beach	17-Dec	AX-11007586

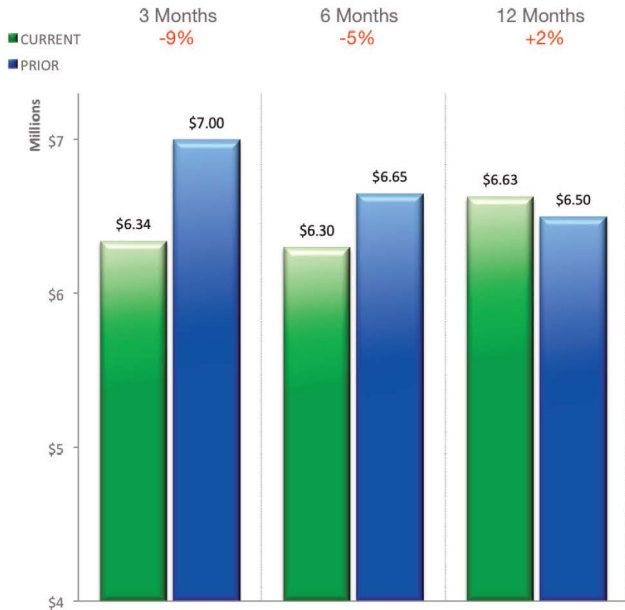
TOP 10 CONDOMINIUM SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$36,000,000	ELOY CARMENATE <i>The Corcoran Group</i>	OREN ALEXANDER <i>Douglas Elliman</i>	6901 Collins Ave., Ph	Miami Beach	Dec-21	AX-11007586
\$35,000,000	ELOY CARMENATE <i>Douglas Elliman</i>	STEPHEN SIMPSON <i>William Raveis South Florida</i>	100 S. Pointe Drive, Ph 2	Miami Beach	Apr-21	AX-10547885
\$30,000,000	SHEILA ROJAS <i>Brown Harris Stevens</i>	TALITA PINHEIRO <i>Compass Florida</i>	100 S. Pointe Drive, 3602-04	Miami Beach	Jun-21	AX-11012408
\$27,000,000	MICHAEL GOLDSTEIN <i>Acqualina Realty</i>	VIVIANE WOLAK <i>Sotheby's International Realty</i>	17749 Collins Ave., Ph 47	Sunny Isles Beach	Jun-21	AX-10977978
\$23,750,000	DORA PUIG <i>Fisher Island Real Estate</i>	TATYANA LONIN <i>Coldwell Banker Realty</i>	6800 Fisher Island Drive, 6893	Fisher Island	Oct-21	AX-10768400
\$23,000,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	OREN ALEXANDER <i>Douglas Elliman</i>	6885 Fisher Island Drive, 6885	Miami Beach	May-21	AX-11023969
\$22,500,000	TARA WEST <i>Douglas Elliman</i>	RYAN FARBSTAIN <i>Douglas Elliman</i>	8955 Collins Ave., PH L	Surfside	May-21	AX-10980972
\$20,000,000	DORA PUIG <i>Fisher Island Real Estate</i>	DORA PUIG <i>Fisher Island Real Estate</i>	7000 Fisher Island Drive, 7093	Miami Beach	Feb-21	AX-10998632
\$19,500,000	ANNA SHERRILL <i>One Sotheby's International Realty</i>	UNKNOWN	1000 Biscayne Blvd., Ph 5201	Miami	Dec-21	AX-11137330
\$19,137,660	SANDRA DEBUIRE <i>Coldwell Banker Realty</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	10201 Collins Ave., 2802 Ph E	Bal Harbour	Jun-21	AX-11004912

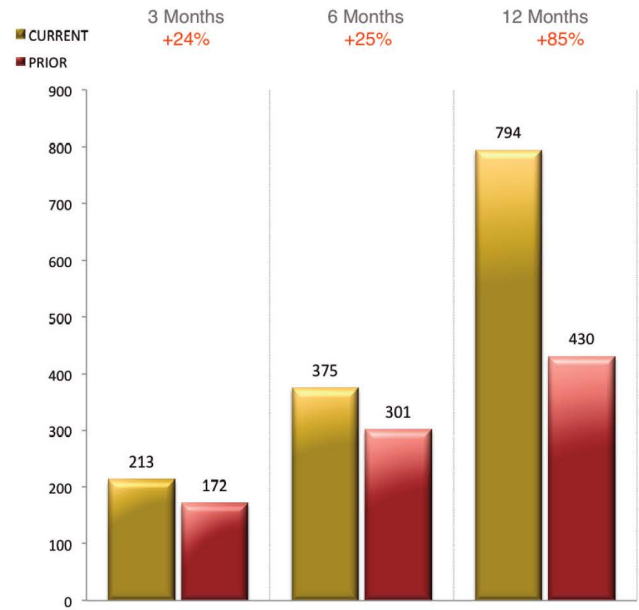
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\$5 MILLION-PLUS CONDOMINIUMS

MEDIAN SELLING PRICE
Current Year Vs. Prior Year



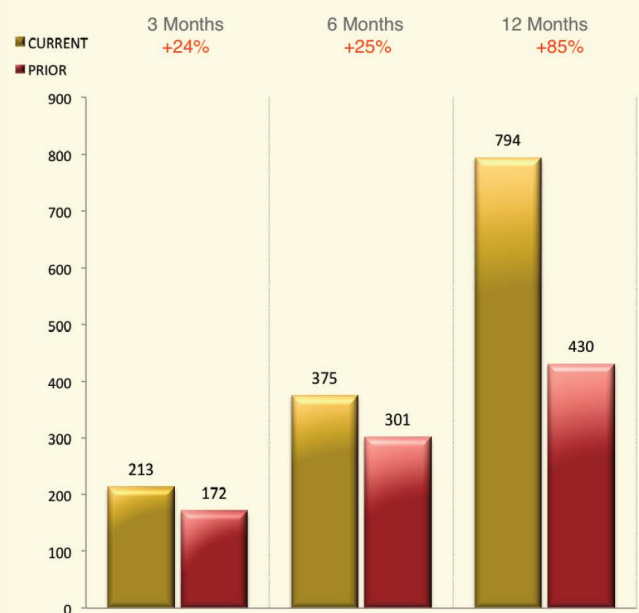
NUMBER OF CONDOS SOLD
Current Year Vs. Prior Year



MEDIAN LISTING PRICE
Current Year Vs. Prior Year



NUMBER OF CONDOS LISTED
Current Year Vs. Prior Year



TOP 15 OF 40 FLORIDA CONDOS SOLD IN THE \$5 MILLION-PLUS CATEGORY

MULTIMILLION-DOLLAR CONDOMINIUMS — SALES — DECEMBER						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$36,000,000	ELOY CARMENATE <i>The Corcoran Group</i>	OREN ALEXANDER <i>Douglas Elliman</i>	6901 Collins Ave., Ph	Miami Beach	17-Dec	AX-11007586
\$19,500,000	ANNA SHERRILL <i>One Sotheby's International Realty</i>	UNKNOWN	1000 Biscayne Blvd., Ph 5201	Miami	29-Dec	AX-11137330
\$15,900,000	DORA PUIG <i>Luxe Living Realty</i>	ELENA BLUNTZER <i>One Sotheby's International Realty</i>	7192 Fisher Island Drive, 7192	Miami Beach	20-Dec	AX-10988966
\$12,000,000	PEDRO VELASCO <i>Global Luxury Realty</i>	CHRISTOPHER JUDE <i>Fortune International Realty</i>	125 Ocean Drive, 401	Miami Beach	23-Dec	AX-11119504
\$11,800,000	COMP SALE	DINA GOLDENTAYER <i>Douglas Elliman</i>	1300 Monad Terrace, Ph A	Miami Beach	6-Dec	AX-11133192
\$10,975,000	COMP SALE	DINA GOLDENTAYER <i>Douglas Elliman</i>	8955 Collins Ave., 502	Surfside	6-Dec	AX-11133174
\$10,300,000	ELOY CARMENATE <i>The Corcoran Group</i>	JONATHAN AZOULAY <i>Flight Time 44</i>	2201 Collins Ave., Ph 1	Miami Beach	30-Dec	AX-11130018
\$9,750,000	KAYCE DRISCOLL <i>Douglas Elliman</i>	TRACY GALYA <i>Douglas Elliman</i>	50 S. Pointe Drive, 2502	Miami Beach	15-Dec	AX-10774769
\$9,050,000	CHRISTOPHER LEAVITT <i>Douglas Elliman</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	331 Australian Ave., 2	Palm Beach	15-Dec	RX-10753923
\$8,940,000	ROZA PEREIRA <i>Trust Invest Real Estate</i>	SARAH GOZIAN <i>G Realty Group</i>	10203 Collins Ave., 1201	Bal Harbour	6-Dec	AX-10817803
\$8,900,000	JENNIFER URNESS <i>Gulf Bay Marketing Group</i>	CELINE WELLS <i>Gulf Coast International Properties</i>	6897 Grenadier Blvd., 1801	Naples	9-Dec	221049440
\$8,900,000	STACY ROBINS <i>Stacy Robins Companies</i>	ROLAND ORTIZ <i>ONE Sotheby's International Realty</i>	1000 S. Pointe Drive, 2801	Miami Beach	21-Dec	AX-11127422
\$8,350,000	DORA PUIG <i>Luxe Living Realty</i>	FRANCIS HAWLEY <i>AG Real Estate Advisors</i>	1000 S. Pointe Drive, 2001	Miami Beach	30-Dec	AX-11103712
\$7,800,000	JILL EBER <i>Coldwell Banker Realty</i>	KELLY CHARLES <i>Compass Florida</i>	7075 Fisher Island Drive, 7075	Miami Beach	21-Dec	AX-10829794
\$7,790,000	MATTHEW DUGOW <i>Compass Florida</i>	MATTHEW DUGOW <i>Compass Florida</i>	622 N. Flagler Drive, 502	West Palm Beach	15-Dec	AX-11116663

TOP 15 OF 70 FLORIDA CONDOS LISTED IN THE \$5 MILLION-PLUS CATEGORY

MULTIMILLION-DOLLAR CONDOMINIUMS — NEW LISTINGS — DECEMBER						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$26,500,000	HERMAN GREVE <i>Oceanside Realty & Investments</i>	5225 Collins Ave., 10	Miami Beach	Miami-Dade	30-Dec	AX-11141034
\$22,800,000	ANNA SHERRILL <i>One Sotheby's International Realty</i>	1000 Biscayne Blvd., Ph 5201	Miami	Miami-Dade	29-Dec	AX-11137330
\$22,700,000	CLAUDIA MURAD <i>Coldwell Banker Realty</i>	125 Ocean Drive, 203	Miami Beach	Miami-Dade	7-Dec	AX-11130544
\$18,750,000	MOSHE GOLDSHTEIN <i>One Sotheby's International Realty</i>	10101 Collins Ave., 17E /17F	Bal Harbour	Miami-Dade	9-Dec	AX-11133068
\$18,000,000	BORIS VERTSBERGER <i>FIP Realty Services</i>	17749 Collins Ave., 2401	Sunny Isles Beach	Miami-Dade	25-Dec	AX-11139867
\$14,995,000	CHAD CARROLL <i>Compass Florida</i>	125 Ocean Drive, 201	Miami Beach	Miami-Dade	9-Dec	AX-11134781
\$14,900,000	TADIA SILVA <i>Real Estate Sales Force</i>	17141 Collins Ave., 4501	Sunny Isles Beach	Miami-Dade	2-Dec	AX-11130635
\$13,995,000	JULIAN COHEN <i>Coldwell Banker Realty</i>	2711 S. Ocean Drive, Ph 2	Hollywood	BROWARD	1-Dec	AX-11133273
\$12,900,000	ELOY CARMENATE <i>The Corcoran Group</i>	50 S. Pointe Drive, 3502	Miami Beach	Miami-Dade	13-Dec	AX-11135589
\$11,995,000	HEATHER HAMEL <i>Douglas Elliman Florida</i>	6897 Grenadier Blvd., 1201	Naples	Collier	8-Dec	221085132
\$11,900,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	10203 Collins Ave., 2601	Bal Harbour	Miami-Dade	14-Dec	AX-11138657
\$11,850,000	CYRIL MATZ <i>Douglas Elliman</i>	50 S. Pointe Drive, 3101	Miami Beach	Miami-Dade	17-Dec	AX-11137648
\$11,800,000	COMP SALE	1300 Monad Terrace, Ph A	Miami Beach	Miami-Dade	6-Dec	AX-11133192
\$11,299,000	CASSIO GALIZA <i>Podium Realty Group</i>	5275 Fisher Island Drive, 5275	Miami Beach	Miami-Dade	21-Dec	AX-11137011
\$11,250,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	110 Sunset Ave., E3a	Palm Beach	Palm Beach	6-Dec	RX-10763562

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Rabideau Klein has provided trusted representation for buyers and sellers of Florida properties for over twenty years. Our team of dedicated attorneys and paralegals has extensive experience in high-end real estate, business formation, finance, cross-border, and related matters. We provide thoughtful guidance through the legal process of our clients' property transactions such as the purchase and disposition of single-family homes, condominiums, co-ops, vacant land, and investment and commercial properties.

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REFERENCES

MARS: Miami Association of REALTORS®

NAPLESMLS: Naples Area Board of REALTORS®

PBBR: Palm Beach Board of REALTORS®

Stellar MLS: Includes 16 REALTOR® Associations throughout Central and Southwest Florida

NEFAR MLS: Northeast Florida Association of REALTORS®

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