# Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET RESIDENTIAL REAL ESTATE

October 2022

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Advertisement

REAL ESTATE | LAND USE | FINANCE | CROSS BORDER | BUSINESS FORMATION

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

# Q3 Ultra-luxe Home Pricing Trend Beat Industry Average

While the state's Quarter Three single-family home year-over-year price change as published by Florida Realtors decreased by 22.5%, homes in the ultra-luxury category that were advertised at \$5 million or more beat the industry change by almost 20 percentage points (19.5), for a year-over-year change of -3%.

Heavy hitters in last quarter's vigorous ultra-luxury market include listing/buyer agent team, Ashley Cusack of BHHS EWM Realty and Jill Hertzberg of Coldwell Banker Realty who closed 3031 Brickell Avenue in Miami for \$106.88 million in August, which was also the priciest home sale of the last twelve months. Listing agent Sylvia Daniel of Coldwell Banker Paradise (buyer agent unknown) closed 525 McKenna Drive in Winter Haven for \$37 million, which was also the largest sale of September; and listing agents Lourdes Alatriste and Raquel Cordon of Douglas Elliman, and buyer's agent Carlos Coto of One Sotheby's International Realty, closed 9475 Journeys End Road in Coral Gables for \$34 million in July.

#### CONTACTS

David E. Klein, Esq. | dklein@rabideauklein.com | 561.655.6221 Guy Rabideau, Esq. | grabideau@rabideauklein.com | 561.655.6221

# MULTIMILLION-DOLLAR HOMES

	LARGEST SINGLE FAMILY HOME SALE—LAST MONTH							
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER		
\$37,000,000	SYLVIA DANIEL Coldwell Banker Paradise	Unknown	525 McKenna Drive	Winter Haven	26-Sep	L4930463		

TOP 10 SINGLE FAMILY HOME SALES-LAST 12 MONTHS							
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER	
\$106,875,000	ASHLEY CUSACK BHHS EWM Realty	JILL HERTZBERG Coldwell Banker Realty	3031 Brickell Ave.	Miami	Aug-22	AX-11152827	
\$75,000,000	ELIZABETH LIMA Berkshire Hathaway HomeServices	JILL EBER Coldwell Banker Realty	89 Star Island Drive	Miami Beach	Dec-21	AX-11081499	
\$60,000,000	COMP SALE	ALEJANDRO PAREDES One Sotheby's International Realty	4055 SW 37th Ave.	Miami	Jan-22	AX-11149981	
\$57,000,000	CAROL SOLLAK Engel & Volkers Wellington	CHRISTIAN ANGLE Christian Angle Real Estate	916 S. Ocean Blvd.	Palm Beach	Dec-21	RX-10643096	
\$53,000,000	GARY POHRER Douglas Elliman Palm Beach	LAWRENCE MOENS Lawrence A. Moens Associates	854 S County Road	Palm Beach	Feb-22	RX-10744051	
\$49,500,000	RICHARD PREBISH William Raveis Real Estate	BRENDA RUTH Premier Sotheby's International Realty	4540 Gordon Drive	Naples	Dec-21	221016688	
\$48,500,000	CHRIS DEITZ Compass Florida	CHRISTIAN ANGLE Christian Angle Real Estate	1030 S. Ocean Blvd.	Palm Beach	Apr-22	RX-10767787	
\$47,900,000	LOURDES VARGAS United Realty Group	MARIA VASQUEZ United Realty Group	5130 SW 6th Court	Plantation	Mar-22	AX-11114431	
\$45,362,500	MICHELLE NEWMAN William Raveis South Florida	CHRISTOPHER LEAVITT Douglas Elliman Palm Beach	1330 N. Lake Way	Palm Beach	Mar-22	RX-10774291	
\$45,250,000	SADDY ABAUNZA One Sotheby's International Realty	JILL HERTZBERG Coldwell Banker Realty	650 Casuarina Concourse	Coral Gables	May-22	AX-10849817	

## STATE OF FLORIDA

#### MULTIMILLION DOLLAR REAL ESTATE MARKET

# **\$5 Million-Plus Single Family Homes**

Current Year Vs. Prior Year 3 Months 6 Months 12 Month -3% -10% -4% Millions \$8 \$7.50 \$7.20 \$7.25 \$7.00 \$7.00 \$6.73 \$6 \$5 \$3 \$2 \$0 CURRENT YEAR PRIOR YEAR

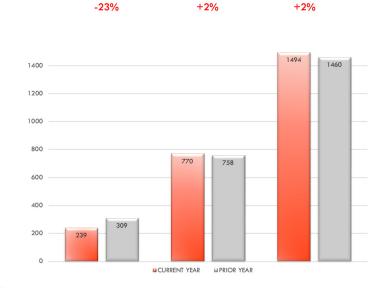
MEDIAN SELLING PRICE

NUMBER OF HOMES SOLD Current Year Vs. Prior Year

6 Months

12 Months

3 Months



MEDIAN LISTING PRICE Current Year Vs. Prior Year



\*nss: no statistical significance

#### NUMBER OF HOMES LISTED Current Year Vs. Prior Year



	SEPTEMBE	-R <b>SALES</b> — Multimill	ion Dollar Single Fa	mily Homes		
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$37,000,000	SYLVIA DANIEL Coldwell Banker Paradise	Unknown	525 McKenna Drive	Winter Haven	26-Sep	RX-10804971
\$31,750,000	MARILDA FERNANDES Compass Florida	ANDREW ROTONDARO Conmpass Florida	390 Casuarina Concourse	Coral Gables	30-Sep	AX-11026827
\$29,000,000	PASCAL LIGUORI Premier Estate Properties	GEOFFREY BRABOY Lang Realty Delray Beach	2817 N. Ocean Blvd.	Gulf Stream	1-Sep	RX-10778328
\$15,700,000	GARY POHRER Douglas Elliman	GARY POHRER Douglas Elliman	194 Spyglass Court	Jupiter	8-Sep	RX-10814414
\$15,500,000	RYAN ACKERMAN Coldwell Banker Realty	BARBARA MAY Michael Saunders & Company	1309 Vista Drive	Sarasota	13-Sep	A4491997
\$15,500,000	NELSON GONZALEZ BHHS EWM Realty	CAROLINA LAURA-ARASHIRO One Sotheby's International Reality	2608 Biarritz Drive	Miami Beach	27-Sep	AX-11205931
\$15,400,000	DANIEL TEIXEIRA Douglas Elliman	DANIEL TEIXEIRA Douglas Elliman	525 N. Fortt Lauderdale Beach Blvd., 2202	Fort Lauderdale	9-Sep	FX-10301469
\$15,000,000	JENNIFER ZALES Coldwell Banker Realty	JENNIFER ZALES Coldwell Banker Realty	78 Adalia Ave.	Tampa	23-Sep	T3382158
\$15,000,000	MATILDE SORENSEN Dale Sorensen Real Estate	MATILDE SORENSEN Dale Sorensen Real Estate	1840 S. Highway A1a	Vero Beach	6-Sep	251946
\$12,300,000	JENNIFER ZALES Coldwell Banker Realty	HEIDI ODIO Compass Florida	48 Adalia Ave.	Tampa	16-Sep	T3383966
\$12,000,000	DAVID WELLES Sotheby's International Reality	MARIA MENDELSOHN Douglas Elliman Wellington	12365 Cypress Island Way	Wellington	16-Sep	RX-10797016
\$12,000,000	DOUG TREADWELL Blue Ocean Real Estate	JAMES O'DONOVAN Kuhn Realty	732 Peakes Point Drive	Gulf Breeze	30-Sep	592533
\$11,200,000	THE BLANKENSHIP GROUP Engfel & Volkers 30A Beaches	LINDA LEE Engel & Volkers 30A Beaches	70 Windward Lane	Rosemary Beach	16-Sep	908285
\$10,500,000	ASHLEY CUSACK BHHS EWM Realty	JULIANA SAVOIA Coldwell Banker Realty	6844 Sunrise Court	Coral Gables	19-Sep	AX-11253643
\$10,000,000	ALITA REED William Raveis Real Estate	SARA ROOSEVELT William Raveis South Florida	119 Gomez Road	Hobe Sound	30-Sep	AX-11193392

## SEPTEMBER SALES - Multimillion Dollar Single Family Homes

#### TOP 15 OF 252 IN THE \$5 MILLION-PLUS CATEGORY

### SEPTEMBER LISTINGS - Multimillion Dollar Single Family Homes

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LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$62,900,000	CHRISTIAN ANGLE Christian Angle Real Estate	101 Jungle Road	Palm Beach	Palm Beach	5-Sep	RX-10830880
\$39,900,000	NATHAN ZEDER Coldwell Banker Realty	325 Leucadendra Drive	Coral Gables	Miami-Dade	7-Sep	AX-11266169
\$39,700,000	CHRISTIAN ANGLE Christian Angle Real Estate	313 Dunbar Road	Palm Beach	Palm Beach	22-Sep	RX-10834608
\$33,000,000	DORA PUIG Fisher Island Real Estate	1005 Fisher Island Drive	Fisher Island	Miami-Dade	20-Sep	AX-11276126
\$32,000,000	TERESA RODRIGUEZ Coldwell Banker Realty	4241 Palm Lane	Miami	Miami-Dade	3-Sep	A11267398
\$30,000,000	JULIAN JOHNSTON The Corcoran Group	1649 W. 22nd Street	Miami Beach	Miami-Dade	21-Sep	AX-11275554
\$30,000,000	MICK NIGHT Premier Sotheby's International Realty	9508 Windy Ridge Road	Windermere	Orange	28-Sep	O6060999
\$29,950,000	JAMES BATES Distinctive Homes Realty	529 Bontona Ave.	Fort Lauderdale	Broward	26-Sep	FX-10350006
\$29,900,000	DINA GOLDENTAYER Douglas Elliman	110 Churchill Way	Manalapan	Palm Beach	7-Sep	AX-11259593
\$29,500,000	LOURDES ALATRISTE Douglas Elliman	117 Palm Ave.	Miami Beach	Miami-Dade	20-Sep	AX-11269267
\$29,500,000	CYRIL MATZ Douglas Elliman	6480 Allison Road	Miami Beach	Miami-Dade	26-Sep	AX-11277982
\$29,000,000	SUSAN TURNER The Corcoran Group	127 S Beach Road	Jupiter Island	Martin	21-Sep	RX-10833571
\$23,985,000	JAMES MORLOCK Fidelity Real Estate	14 Isla Bahia Drive	Fort Lauderdale	Broward	3-Sep	FX-10346811
\$21,900,000	ELOY CARMENATE The Corcoran Group	1142 N. Venetian Drive	Miami	Miami-Dade	12-Sep	AX-11270000
\$19,950,000	KANA KOCH The Corcoran Group	437 Chilean Ave.	Palm Beach	Palm Beach	22-Sep	RX-10834018

## **RESIDENTIAL PROPERTY HIGHLIGHT: \$5M-PLUS CONDOMINIUMS**

# Q3 Average Luxe Condo Prices Hover Around \$6M

2 \$15M Penthouses Tie for Largest Q3 Condo Sale

The average closing price for advertised Florida condominiums in the \$5 million-plus category increased by \$75 thousand, from \$6.225 million to \$6.3 million, during Quarter Three 2022, as compared to the same period of 2021. Contributing to the big numbers were the agents of the two \$15 million sales that tied for the largest advertised condominium sale of September, and also for the largest sale of the Third Quarter.

Penthouse 5503 at 16901 Collins Avenue, Sunny Isles Beach was listed by Matthew Dugow and Chad Carroll of Compass Florida last February for \$19.9 million. Buyer's agent team Chad Carroll and Sheerel Tolendano of Compass Realty helped close the deal. A combined Penthouse at the Ritz-Carlton Residences in Miami Beach located at 4701 N. Meridian Avenue sold for its asking price. Agent Darin Tansey of Douglas Elliman put the property on the market last May, and Michael Light, also of Douglas Elliman, represented the buyer.

#### CONTACTS

David E. Klein, Esq. | dklein@rabideauklein.com | 561.655.6221 Guy Rabideau, Esq. | grabideau@rabideauklein.com | 561.655.6221

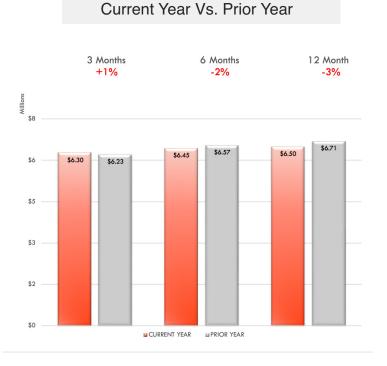
# MULTIMILLION DOLLAR CONDOS

LARGEST CONDOMINIUM SALE - LAST MONTH								
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER		
\$15,000,000	MATTHEW DUGOW Compass Florida	CHAD CARROLL Compass Florida	16901 Collins Ave., Ph 5503	Sunny Isles Beach	16-Sep	AX-11156460		
\$15,000,000	DARIN TANSEY Douglas Elliman	MICHAEL LIGHT Douglas Elliman	4701 N. Meridian Ave., Ph 21 & Ph 24	Miami Beach	16-Sep	AX-11209092		
	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 The Corcoran Group	OREN ALEXANDER Douglas Elliman	6901 Collins Ave.	Miami Beach	Dec-21	AX-11007586		
\$23,750,000	DORA PUIG Luxe Living Realty	TATYANA LONIN Coldwell Banker Realty	6800 Fisher Island Drive, 6893	Fisher Island	Oct-21	AX-10768400		
\$23,500,000	SANDRA CHARTOUNI Fortune International Realty	CHAD CARROLL Compass Florida	16901 Collins Ave., Ph 5603	Sunny Isles	Mar-22	AX-11096308		
\$23,000,000	ROBERTA INGLETTO RGI Realty	MICHAEL DUCHON The Corcoran Group	9001 Collins Ave., S511	Surfside	Feb-22	AX-11104797		
\$22,750,000	Comp Sale	BILLY HERNANDEZ Douglas Elliman	9001 Collins Ave., S507	Surfside	May-22	AX-11216861		
\$21,250,000	DORA PUIG Fisher Island Real Estate	DORA PUIG Fisher Island Real Estate	6800 Fisher Island Drive, 6812	Miami Beach	Feb-22	AX-11007429		
\$21,000,000	DRENA STUS Miami Beach Prestige Realty	ELENA BLUNTZER One Sotheby's International Realty	7153 Fisher Island Drive, 7153	Miami Beach	Feb-22	AX-11046177		
\$19,500,000	ANNA SHERRILL One Sotheby's International Realty	Unknown	1000 Biscayne Blvd., Ph 5201	Miami	Dec-21	AX-11137330		
\$19,152,000	DAVID SIDDONS Douglas Elliman	DEBRA GOLAN Douglas Elliman	8701 Collins Ave., 1102/1106	Miami Beach	Jun-22	AX-11097804		
\$18,600,007	JAMES MCCANN Premier Estate Propeties	MARGIT BRANDT Premier Estate Propeties	219 Brazilian Ave.	Palm Beach	May-22	RX-10745134		

#### STATE OF FLORIDA

#### MULTIMILLION-DOLLAR REAL ESTATE MARKET

# **\$5 MILLION-PLUS CONDOMINIUMS**

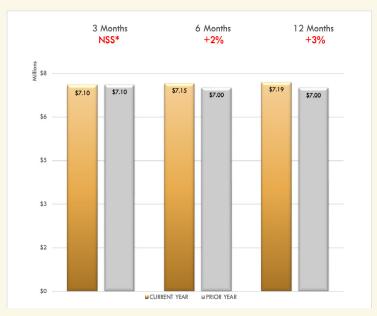


MEDIAN SELLING PRICE

#### NUMBER OF CONDOS SOLD Current Year Vs. Prior Year

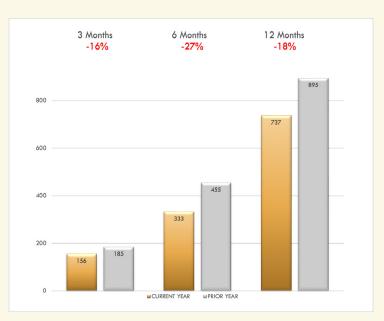


#### MEDIAN LISTING PRICE Current Year Vs. Prior Year



\*nss: no statistical significance

#### NUMBER OF CONDOS LISTED Current Year Vs. Prior Year



#### TOP 15 OF 21 IN THE \$5 MILLION-PLUS CATEGORY

SEPTEIVIDER SALES - WURUTHINION DONAL CONDONNINGINS							
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER	
\$15,000,000	MATTHEW DUGOW Compass Florida	CHAD CARROLL Compass Florida	16901 Collins Ave., Ph 5503	Sunny Isles Beach	16-Sep	AX-11156460	
\$15,000,000	DARIN TANSEY Douglas Elliman	MICHAEL LIGHT Douglas Elliman	4701 N. Meridian Ave., Ph 21 & Ph 24	Miami Beach	16-Sep	AX-11209092	
\$11,000,000	PATRICK DEARBORN John R. Wood Properties	WILLIAM EARLS John R. Wood Properties	81 Seagate Drive, Ph 20	Naples	19-Sep	221015074	
\$9,200,000	MARIA GIOIA Luxury Living Realty	ALINA MELEDINA AGK Realty	9349 Collins Ave., 304	Surfside	9-Sep	AX-11102621	
\$8,750,000	ANNA SHERRIL One Sotheby's International Realty	ELOY CARMENATE The Corcoran Group	2201 Collins Ave., Ph 28	Miami Beach	1-Sep	AX-11119154	
\$7,270,000	ALLISON BLUMENTHAL Brown Harris Stevens	ASHLEY CUSACK BHHS EWM Realty	60 Edgewater Drive, TSE	Coral Gables	21-Sep	AX-11127289	
\$6,500,000	ROLAND ORTIZ One Sotheby's International Realty	SONIA TOTH Brown Harris Stevens	100 S. Pointe Drive, 3905	Miami Beach	19-Sep	AX-11208915	
\$6,500,000	MARILU PEREZ-PEREZ Compass Florida	RIDEL NODARSE Related ISG Realty	1643 Brickell Ave., 4701	Miami	30-Sep	AX-11226683	
\$6,400,000	ADRIANA HERNANDEZ Acqualina Realty	ALEXANDRA FEDOROVA Wolsen Real Estate	17901 Collins Ave., 902	Sunny Isles Beach	26-Sep	AX-11277305	
\$6,200,000	SANDRA MASIS Cervera Real Estate	JORGE BAUER One World Properties	3581 E. Glencoe Street, 601	Coconut Grove	29-Sep	AX-11224059	
\$6,100,000	PERRY CORNEAU Compass Florida Realty	JOAN DICKINSON Michael Saunders & Conpany	401 Quay Commons, 1405	Sarasota	9-Sep	A4535540	
\$6,084,000	ANGELICA GARCIA Douglas Elliman	CHRISTOPHER ADELEKE Douglas Elliman	2201 Collins Ave., 726-728-730	Miami Beach	23-Sep	AX-11222935	
\$6,000,011	RYAN CHIODO Engel & Voelkers Naples Bonita	CHRISTINA FISCHER Downing Frye Realty	9235 Gulf Shore Drive, 501	Naples	20-Sep	222023128	
\$6,000,000	AGNIESKA GRAY Re/Max Allstars	STACY ROBINS Stacy Robins Companies	9999 Collins Ave., Ph 2h	Bal Harbour	22-Sep	AX-11190388	
\$5,750,000	HELOISA ARAZI AMG International Reallty	ALLISON TURK BHHS EWM Realty	18555 Collins Ave., 1701	Sunny Isles Beach	19-Sep	AX-10856123	

# SEPTEMBER SALES - Multimillion Dollar Condominiums

#### TOP 15 OF 67 IN THE \$5 MILLION-PLUS CATEGORY

SEPTEMBER LISTINGS — Multimillion Dollar Condominiums							
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER	
\$37,000,000	JOYCE GATO Douglas Elliman	9111 Collins Ave., N721	Surfside	Miami-Dade	23-Sep	AX-11277028	
\$26,500,000	KANA KOCH The Corcoran Group	110 Sunset Ave., E4b	Palm Beach	Palm Beach	6-Sep	RX-10830160	
\$25,000,000	STEPHAN BURKE Fortune International Realty	102 24th Street, Ph 1610	Miami Beach	Miami-Dade	8-Sep	AX-11274789	
\$15,300,000	VAN OSBORNE Ronto Realty	Undisclosed	Sarasota	Sarasota	22-Sep	A4548578	
\$14,000,000	MARIA VELASQUEZ NEXXOS Realty	1000 Biscayne Blvd., Th1002	Miami	Miami-Dade	19-Sep	AX-11270710	
\$13,995,000	TADIA SILVA The Lab Realty Group	17141 Collins Ave., 4501	Sunny Isles Beach	Miami-Dade	21-Sep	AX-11276252	
\$13,500,000	LEANDRO CORRENTE True Brokers	18555 Collins Ave., 5201	Sunny Isles Beach	Miami-Dade	20-Sep	AX-11275946	
\$13,000,000	JOHAN NUNEZ Inmobiliata	1425 Brickell Ave., 61fa	Miami	Miami-Dade	24-Sep	AX-11277858	
\$12,250,000	IRINA SANG Atlantic VIP Realty	19575 Collins Ave., 28	Sunny Isles Beach	Miami-Dade	5-Sep	AX-11268038	
\$11,500,000	OREN ALEXANDER Official Partners	100 S. Pointe Drive, 3707	Sarasota	Miami Beach	6-Sep	AX-11268377	
\$10,900,000	XIMENA PENUELA Clarte Realty	1331 Brickell Bay Drive, 4611	Miami Beach	Miami-Dade	8-Sep	AX-11269775	
\$10,400,000	KARLA ABAUNZA Luxury Living Realty	8024 Fisher Island Drive, 8024	Miami Beach	Miami-Dade	1-Sep	AX-11266821	
\$10,150,000	ADRIANA TORRES Douglas Elliman	1425 Brickell Ave., 55f	Miami	Miami-Dade	14-Sep	AX-11271349	
\$9,950,000	PABLO ALFARO Douglas Elliman	1000 S. Pointe Drive, 801	Miami Beach	Miami-Dade	16-Sep	AX-11273829	
\$9,950,000	CINDY SESSOMS Charles Rutenberg Realty	18201 Collins Ave., 1709	Sunny Isles Beach	Miami-Dade	16-Sep	FX-10347543	

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Rabideau Klein has provided trusted representation for buyers and sellers of Florida properties for over fourteen years. Our two Board Certified Real Estate attorneys and dedicated team of paralegals have 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.

David E. Klein, Esq. | dklein@rabideauklein.com | 561.655.6221 Florida Bar Board Certified in Real Estate Law

Guy Rabideau, Esq. | grabideau@rabideauklein.com | 561.655.6221 Florida Bar Board Certified in Real Estate Law

#### REFERENCES

BEACHES MLS: Broward, Palm Beaches & St. Lucie REALTORS® MARS: Miami Association of REALTORS® NAPLESMLS: Naple Area Board of REALTORS® PBBR: Palm Beach Board of REALTORS® Stellar MLS: Includes 16 REALTOR® Associations NEFAR MLS: Northeast Florida Association of REALTORS®

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