

Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET
RESIDENTIAL REAL ESTATE

APRIL 2023



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Florida - Ontario

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RESIDENTIAL PROPERTY HIGHLIGHT: \$5M-PLUS HOUSES

3 Q1 2023 Sales Made Top 10 of the Last 12 Months

Well over \$2.3 billion worth of Florida luxury homes in the \$5 million-plus category closed during Quarter One. The numbers represent single-family homes that were advertised by realtor boards participating in the Multiple Listing Service. Three of the Q1 Florida sales made the Top 10 list of the last 12 months, the largest of which was Mark Griffin of One Sotheby's International Realty's sale of 1400 S. Ocean Boulevard in Manalapan. Philip Smith of Luxury Resort Portfolio represented the selling party at the \$48.37 million closing. The First Quarter's median average price decreased by 8% and the number of sales decreased by 37% in the luxury home category as compared to Q1 2022.

The largest March transaction was the \$37 million sale of 860 S. Ocean Boulevard in Manalapan. Gary Pohrer of Douglas Elliman, Palm Beach represented both the buyer and seller of the ocean-to-lake property. Advertised as a "... recently remodeled paradise," its amenities include 150-plus feet of beachfront, an 18-hole putting green and tennis court, home theater and billiard room.

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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
\$37,050,000	GARY POHRER <i>Douglas Elliman of Palm Beach</i>	GARY POHRER <i>Douglas Elliman of Palm Beach</i>	860 S. Ocean Blvd.	Manalapan	31-Mar	RX-10786663

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 <i>BHHS EWM Realty</i>	JILL HERTZBERG <i>Coldwell Banker Realty</i>	3031 Brickell Ave.	Miami	Aug-22	AX-11152827
\$48,500,000	CHRIS DEITZ <i>Compass Florida</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	1030 S. Ocean Blvd.	Palm Beach	Apr-22	RX-10767787
\$48,373,037	PHILIP SMITH <i>Luxury Resort Portfolio</i>	MARK GRIFFIN <i>ONE Sotheby's International Realty</i>	1400 S. Ocean Blvd.	Manalapan	Jan-23	RX-10768758
\$46,800,000	BILL EARLS <i>John R Wood Properties</i>	BILL EARLS <i>John R Wood Properties</i>	1672 Galleon Drive	Naples	Feb-23	223014569
\$45,250,000	SADDY ABAUNZA <i>One Sotheby's International Realty</i>	JILL HERTZBERG <i>Coldwell Banker Realty</i>	650 Casuarina Concourse	Coral Gables	May-22	AX-10849817
\$45,000,000	BEVERLY KNIGHT <i>Ocean Estate Properties</i>	JONATHAN POSTMA <i>Coldwell Banker</i>	2455 S. Ocean Blvd. Concourse	Highland Beach	Apr-22	RX-10773557
\$44,975,000	LAWRENCE MOENS <i>Lawrence A. Moens and Associates</i>	JB EDWARDS <i>Sotheby's International Realty</i>	550 S. Ocean Blvd.	Palm Beach,	Jan-23	22-1712
\$44,375,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	MARLEY OVERMAN <i>Illustrated Properties</i>	1320 N. Lake Way	Palm Beach	May-22	RX-10779463
\$41,500,000	OREN ALEXANDER <i>Douglas Elliman</i>	OREN ALEXANDER <i>Douglas Elliman</i>	276 Bal Bay Drive	Bal Harbour	Jun-22	AX-11087353
\$40,000,000	MALIA NOBREGA <i>LIV Sotheby's International Realty</i>	MALIA NOBREGA <i>LIV Sotheby's International Realty</i>	2400 Casteel Creek Road	Edwards	Nov-22	1003117

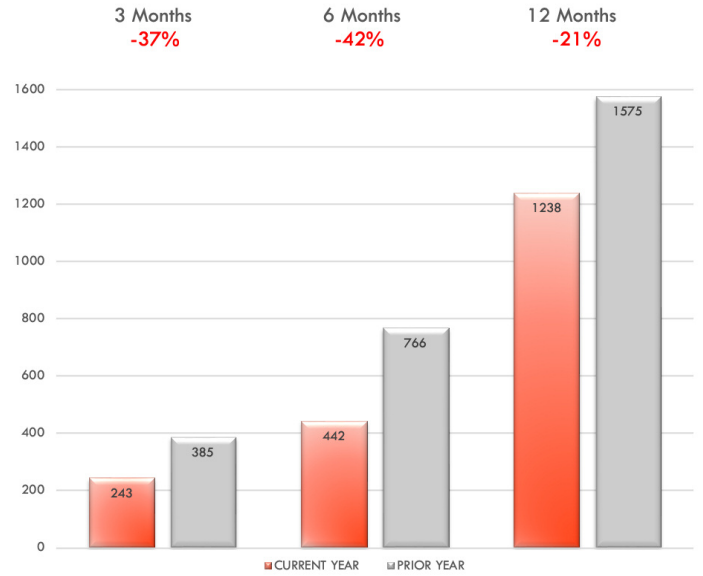
STATE OF FLORIDA
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$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 88*

MARCH SALES* — Multimillion Dollar Single Family Homes						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$37,050,000	GARY POHRER <i>Douglas Elliman of Palm Beach</i>	GARY POHRER <i>Douglas Elliman of Palm Beach</i>	860 S. Ocean Blvd.	Manalapan	31-Mar	RX-10786663
\$32,500,000	KAREN VAN ARSDALE <i>Premier Sotheby's International Realty</i>	KAREN MELK <i>Premier Plus Realty</i>	1804 Gulf Shore Blvd. S	Naples	13-Mar	222084290
\$29,672,500	DOV STARK <i>Charles Rutenberg Realty</i>	AUSTIN BARIS <i>Miles Goldstein Real Estate</i>	733 Middle River Drive	Fort Lauderdale	24-Mar	FX-10328986
\$20,500,000	CINDY O'DARE <i>One Sotheby's International Realty</i>	CINDY O'DARE <i>One Sotheby's International Realty</i>	1840 S. Highway A1a	Vero Beach	23-Mar	264181
\$19,800,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	136 Bears Club Drive	Jupiter	13-Mar	RX-10843880
\$19,000,000	SPEARS GROUP <i>Scenic Sotheby's International Realty</i>	SPEARS GROUP <i>Scenic Sotheby's International Realty</i>	3508 E. Co Highway 30A	Santa Rosa Beach	1-Mar	899325
\$15,325,000	LYDIA ESKENAZI <i>One Sotheby's International Realty</i>	ZALMY SHAPIHA <i>The Brokerage South Florida Real Estate</i>	1236 Biscaya Drive	Surfside	1-Mar	AX-11213973
\$15,000,000	JOHN TRACY <i>The Real Estate Consulting Group</i>	DONNA HUTCHINS <i>Douglas Elliman of Jupiter</i>	3 Ocean Drive	Jupiter	31-Mar	AX-11221559
\$14,875,000	LORI SCHACTER <i>Illustrated Properties</i>	HOLLY LUCAS <i>Compass Florida</i>	217 Commodore Drive	Jupiter	30-Mar	RX-10845288
\$14,752,480	TIM ELMES <i>Compass Florida</i>	JAMIE BOYLE <i>Compass Florida</i>	6 Pelican Drive	Fort Lauderdale	24-Mar	FX-10357976
\$12,350,000	OREN ALEXANDER <i>Official</i>	CARL GAMBINO <i>Compass Florida</i>	5201 Oak Lane	Coral Gables	22-Mar	AX-11322340
\$12,000,000	SHANNON ANDERSEN <i>Keller Williams Realty</i>	SHANNON ANDERSEN <i>Keller Williams Realty</i>	4627 NE Ocean Blvd.	Jensen Beach	8-Mar	RX-10868243
\$11,750,000	FRED ABBERLEY <i>Illustrated Properties</i>	ANDREW CIRALDO <i>William Raveis Real Estate</i>	27 NE Lofting Way	Sewalls Point	15-Mar	RX-10853205
\$11,165,275	JOSEPH LIGUORI <i>Premier Estate Properties</i>	JENNIFER KILPATRICK <i>The Corcoran Group</i>	5053 Blue Heron Way	Boca Raton	20-Mar	RX-10692761
\$10,999,000	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	ALEJANDRO BAZAN <i>Coldwell Banker Realty</i>	1620 W. 21st Street	Miami Beach	10-Mar	AX-11148890

TOP 15 OF 386*

MARCH LISTINGS* — Multimillion Dollar Single Family Homes						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$174,747,536	MICHAEL MCCUMBER <i>Gulf Coast International Properties</i>	2200 Gordon Drive	Naples	Collier	6-Mar	223017155
\$60,307,882	MICHAEL MCCUMBER <i>Gulf Coast International Properties</i>	2170 Gordon Drive	Naples	Collier	6-Mar	223017618
\$59,944,582	MICHAEL MCCUMBER <i>Gulf Coast International Properties</i>	2340 Gordon Drive	Naples	Collier	6-Mar	223017142
\$59,000,000	WILLIAM EARLE <i>Three Bridges Realty</i>	3 Harbor Point	Key Biscayne	Miami-Dade	10-Mar	AX-11355151
\$55,555,000	ANDREW RUSSO <i>Illustrated Properties</i>	609 S. Beach Road	Jupiter	Palm Beach	30-Mar	RX-10877830
\$49,950,000	KATHLEEN SHADLEY <i>Bespoke Real Estate Florida</i>	3187 Royal Road	Miami	Miami-Dade	6-Mar	AX-11353875
\$48,000,000	LOURDES ALATRISTE <i>Douglas Elliman</i>	3080 Munroe Drive	Miami	Miami-Dade	20-Mar	AX-11359203
\$44,900,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	4000/4020 S. Ocean Blvd.	Manalapan	Miami-Dade	27-Mar	RX-10877168
\$40,000,000	NICOLE HOLTZHEUSER <i>Florida Luxurious Properties</i>	4395 Pine Tree Drive	Miami Beach	Miami-Dade	24-Mar	FX-10373365
\$39,000,000	KARSON DIETRICH <i>Premier Estate Properties</i>	2900 NE 37th Street	Fort Lauderdale	Broward	24-Mar	FX-10372025
\$36,000,000	JONATHAN MANN <i>Coldwell Banker Realty</i>	56 Bal Bay Drive	Bal Harbour	Miami-Dade	31-Mar	AX-11365217
\$35,000,000	MARY JACKSON <i>Marina Yacht Realty</i>	2617 Aqua Vista Blvd.	Fort Lauderdale	Broward	31-Mar	FX-10371925
\$33,250,000	DAVID ROBERTS <i>Royal Palm Properties</i>	480 E. Alexander Palm Road	Boca Raton	Palm Beach	2-Mar	RX-10870447
\$33,000,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	720 N. County Road	Palm Beach	Palm Beach	6-Mar	RX-10872723
\$31,500,000	SENADA ADZEM <i>Douglas Elliman</i>	1104 Seminole Blvd.	North Palm Beach	Palm Beach	22-Mar	RX-10875627

*In the category of \$5 million or more advertised sales and listings

RESIDENTIAL PROPERTY HIGHLIGHT: \$5M-PLUS CONDOS

\$770M Worth of Florida Condo Sales Closed Q1

Almost 100 advertised Florida condo sales brought over \$5 million each during Quarter One, for a total of \$770 million. The priciest was Apartment 1901 at the Bristol in West Palm Beach. Samantha Curry of Douglas Elliman Palm Beach represented the sellers, former chairman of INTECH Investments, Rogert Garvy and his wife Carol. Steve Hall of Compass represented the buying party, John J. Nelson, co-CEO of Warner Pacific Insurance Services, in the \$21 million closing at 1100 S. Flagler Drive.

Last month, Dora Puig of Luxe Living Realty's listing of balcony Unit 7954 of Oceanside at Fisher Island closed at \$21 million, joining three other transactions that tied for 3rd place in the largest condominium sales of the last 12 months. Julian Johnston of The Corcoran Group represented buyers Mark and Sionhan Sutcliffe. Mr. Sutcliffe is the founder of Miami-based *Redzone*.

CONTACTS

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MULTIMILLION DOLLAR CONDOS

LARGEST CONDOMINIUM SALE — LAST MONTH

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$21,000,000	DORA PUIG <i>Luxe Living Realty</i>	JULIAN JOHNSTON <i>The Corcoran Group</i>	7954 Fisher Island Drive, 7954	Miami Beach	15-Mar	AX-11020668

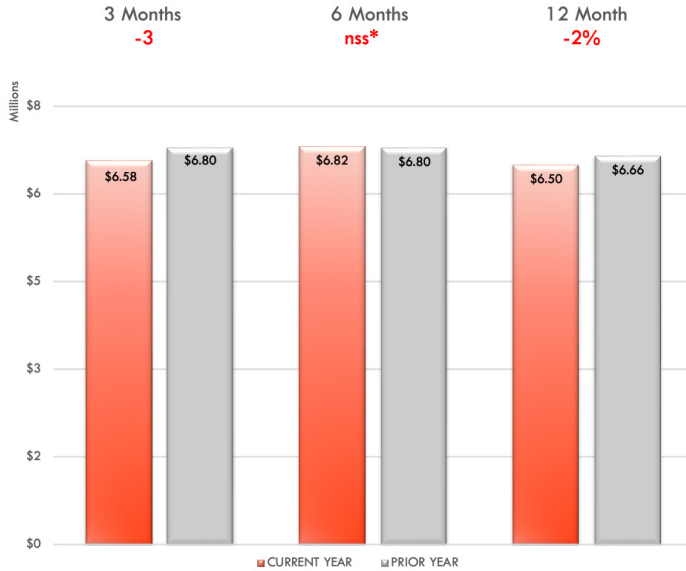
TOP 10 CONDOMINIUM SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$37,000,000	NIRKA BURNS <i>Fortune International Realty</i>	MELISSA DUNN <i>Elite Global Realty</i>	5775 Collins Ave., Ph	Miami Beach	Jun-22	AX-10989947
\$23,750,000	DANA KOCH <i>The Corcoran Group</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	110 Sunset Ave., E4b	Palm Beach	Dec-22	RX-10830160
\$22,750,000	Comp Sale	BILLY HERNANDEZ <i>Douglas Elliman</i>	9001 Collins Ave., S507	Surfside	May-22	AX-11216861
\$21,000,000	NANCY BATCHELOR <i>Compass Florida</i>	MARK KURKIN <i>Compass Florida</i>	9001 Collins Ave., S607	Surfside	Dec-22	AX-11240066
\$21,000,000	SAMANTHA CRRY <i>Douglas Elliman of Palm Beach</i>	STEPHEN HALL <i>Compass Florida</i>	1100 S Flagler Drive, 1901	West Palm Beach	Jan-23	RX-10801517
\$21,000,000	STACY ROBINS <i>Stacy Robins Companies</i>	ANASTASIA WACHTER <i>Douglas Elliman</i>	9001 Collins Ave., S1005	Surfside	Feb-23	A11225122
\$21,000,000	DORA PUIG <i>Luxe Living Realty</i>	JULIAN JOHNSTON <i>The Corcoran Group</i>	7954 Fisher Island Drive, 7954	Miami Beach	Mar-23	AX-11020668
\$19,500,000	JULIAN JOHNSTON <i>The Corcoran Group</i>	CHRISTOPHER WANDS <i>Douglas Elliman</i>	1000 Biscayne Blvd., Ph 57	Miami	Sep-22	AX-11213213
\$19,152,000	DAVID SIDMONS <i>Douglas Elliman</i>	DEBBIE GOLAN <i>Douglas Elliman</i>	8701 Collins Ave., 1102/1106	Miami Beach	Jun-22	AX-11097804
\$18,900,000	MARGIT BRANDT <i>Premier Estate Properties</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	219 Brazilian Ave.	Palm Beach	Feb-23	RX-10845713

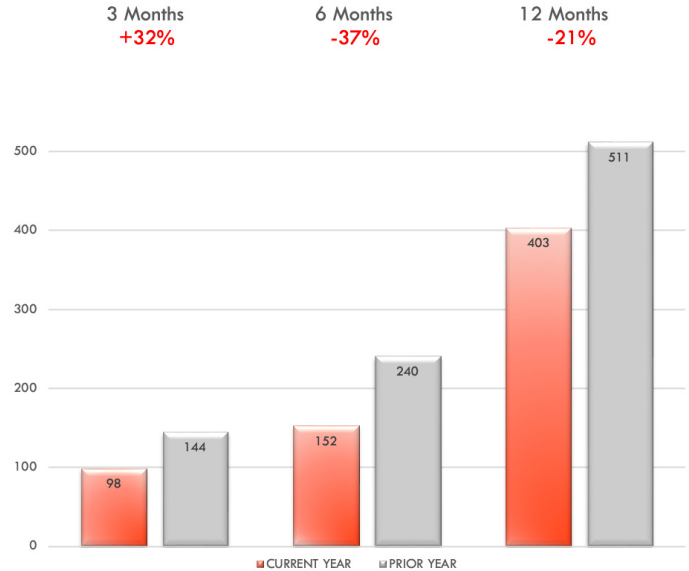
STATE OF FLORIDA
MULTIMILLION-DOLLAR REAL ESTATE MARKET

\$5 MILLION-PLUS CONDOMINIUMS

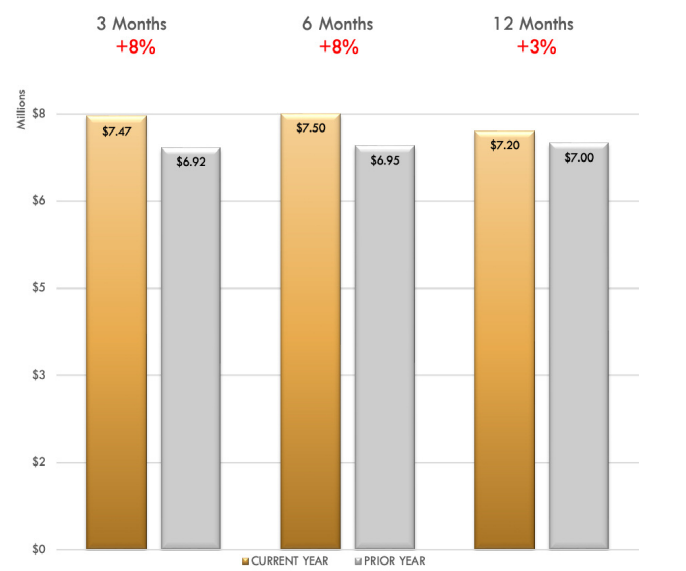
MEDIAN SELLING PRICE
Current Year Vs. Prior Year



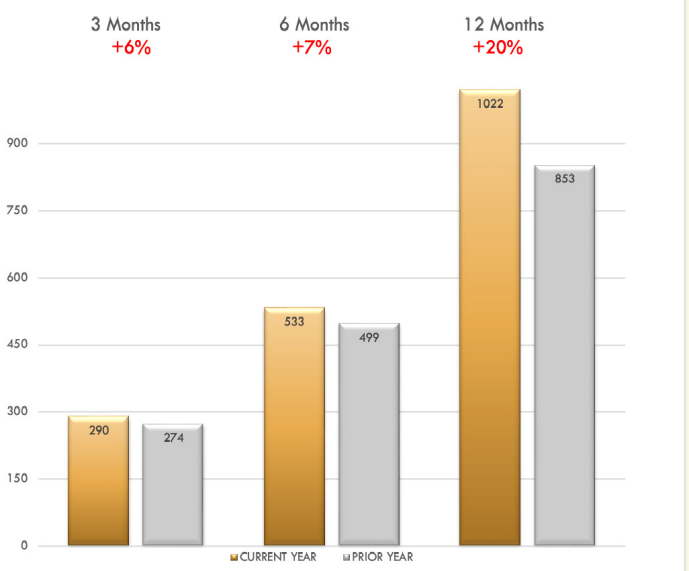
NUMBER OF CONDOS SOLD
Current Year Vs. Prior Year



MEDIAN LISTING PRICE
Current Year Vs. Prior Year



NUMBER OF CONDOS LISTED
Current Year Vs. Prior Year



*no statistical significance

TOP 15 OF 49*

MARCH SALES* – Multimillion Dollar Condominiums

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$21,000,000	DORA PUIG <i>Luxe Living Realty</i>	JULIAN JOHNSTON <i>The Corcoran Group</i>	7954 Fisher Island Drive, 7954	Miami Beach	15-Mar	AX-11020668
\$16,200,000	ARCHIE DRURY <i>Douglas Elliman</i>	JILL EBER <i>Coldwell Banker Realty</i>	7600 Fisher Island Drive, 7611	Miami	10-Mar	AX-11318445
\$14,000,000	LINDA SCHECHTER <i>Compass Florida</i>	MICHELE REDLICH <i>Coldwell Banker Realty</i>	4401 Collins Ave., Ph South	Miami Beach	8-Mar	AX-11233693
\$13,050,000	ADRIANA HERNANDEZ <i>Acqualina Realty</i>	CHAD CARROLL <i>Compass Realty</i>	17901 Collins Ave., 4207	Sunny Isles Beach	17-Mar	AX-11312099
\$13,000,000	LINDA SCHECHTER <i>Compass Florida</i>	MICHELE REDLICH <i>Coldwell Banker Realty</i>	4401 Collins Ave., Ph North	Miami Beach	8-Mar	AX-11233691
\$11,600,000	ARDEL MCKENNA <i>Coldwell Banker Realty</i>	KATHLEEN THANAS <i>Coldwell Banker Realty</i>	26564 Hickory Blvd.	Bonita Springs	7-Mar	222068357
\$10,650,000	CRAIG BRETZLAFF <i>Douglas Elliman</i>	JENNIFER LOURIE <i>Keller Williams Realty</i>	1500 Beach Road, 601	Tequesta	14-Mar	RX-10851623
\$10,150,000	EDDY MARTINEZ <i>One Sotheby's International Realty</i>	CONSTANTIN GORGES <i>Compass Florida</i>	50 S. Pointe Drive, 2802	Miami Beach	24-Mar	AX-11186556
\$10,000,000	BRUNO JUNQUEIRA <i>Coldwell Banker Realty</i>	CHRISTIAN BLACK <i>BHHS EWM Realty</i>	112 Reef Lane	Key Biscayne	22-Mar	AX-11326337
\$9,500,000	DORA PUIG <i>Luxe Living Realty</i>	MASSIMILIANO MIEKUS <i>Keller Williams Miami Beach</i>	800 S. Pointe Drive, 2102	Miami	30-Mar	AX-11307093
\$9,225,000	BONNIE HEATZIG <i>Douglas Elliman</i>	MARCY JAVOR <i>Signature One Luxury Estates</i>	1000 S. Ocean Blvd., 505	Boca Raton	16-Mar	RX-10864331
\$9,000,000	ROBBIE ROBERTS <i>Alys Beach Properties</i>	ROBBIE ROBERTS <i>Alys Beach Properties</i>	294 Sea Garden Street, 302	Inlet Beach	17-Mar	919511
\$8,950,000	YANSY CHECA <i>Acqualina Realty</i>	ADRIANA HERNANDEZ <i>Acqualina Realty</i>	17975 Collins Ave., 1202	Sunny Isles Beach	22-Mar	AX-11308928
\$8,375,000	EUGENE MARTIN <i>Sun Realty</i>	PAUL ARPIN <i>Premier Sotheby's International Realty</i>	10 Seagate Drive, 6 North	Naples	15-Mar	223005495
\$8,100,000	YANSY CHECA <i>Acqualina Realty</i>	CYNTHIA KULONDA <i>Southern REO South Florida</i>	17901 Collins Ave., 1704	Sunny Isles Beach	9-Mar	AX-11272542

TOP 15 OF 116*

MARCH LISTINGS* – Multimillion Dollar Condominiums

LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$27,500,000	CAROLYN ELLERT <i>Penn Florida Realty</i>	105 E Camino Real, Ph 06	Boca Raton	Palm Beach	27-Mar	RX-10876892
\$23,500,000	MARTINA COLOMBRES <i>Consultatio Realty</i>	10203 Collins Ave., 2701	Bal Harbour	Miami-Dade	24-Mar	AX-11361790
\$19,500,000	JONATHAN MANN <i>Coldwell Banker Realty</i>	1000 Brickell Plaza, Uph 6201	Miami	Miami-Dade	1-Mar	AX-11347500
\$17,850,000	GIORGIO VECCHI <i>Douglas Elliman</i>	100 S Pointe Drive, 3303	Miami Beach	Miami-Dade	9-Mar	AX-11353003
\$16,000,000	NABEEL ANSARI <i>Prime Properties International</i>	525 E Jackson Street, 28	Orlando	Orange	22-Mar	O6098648
\$15,500,000	JONATHAN POSTMA <i>Coldwell Banker</i>	2201 Collins Ave., 2001	Miami Beach	Miami-Dade	13-Mar	RX-10873205
\$15,500,000	MICHAEL LAWLER <i>Douglas Elliman Florida</i>	4101 Gulf Shore Blvd. N, 14S	Naples	Collier	24-Mar	223022948
\$15,500,000	MARINE ROLLINS <i>Miami Global Realty</i>	9705 Collins Ave., 2301n	Bal Harbour	Miami-Dade	24-Mar	AX-11362062
\$15,000,000	ROBERTA INGLETTO <i>RGI Realty</i>	Undisclosed	Miami	Miami-Dade	21-Mar	AX-11360274
\$12,000,000	ROGER PETTINGELL <i>Coldwell Banker Realty</i>	415 L Ambiance Drive, Ph A	Longboat Key	Sarasota	20-Mar	AX-4564920
\$11,900,000	MICHAEL LAWLER <i>Douglas Elliman Florida</i>	1801 Gulf Shore Blvd. N, 802	Naples	Collier	28-Mar	223024032
\$11,800,000	LISA PERRY <i>Berkshire Hathaway Home Services</i>	4800 Pelican Colony Blvd., Ph 2103	Bonita Springs	Lee	16-Mar	223020782
\$11,500,000	CATHERINE APPEGATE <i>Douglas Elliman Palm Beach</i>	150 Bradley Place, 0906	Palm Beach	Palm Beach	23-Mar	RX-10876044
\$10,995,000	RYAN MENDELL <i>Maxwell E Realty</i>	9701 Collins Ave., 701s	Bal Harbour	Miami-Dade	25-Mar	AX-11359671
\$10,995,000	BENTO QUEIROZ <i>Compass Florida</i>	19575 Collins Ave., 5	Sunny Isles Beach	Miami-Dade	29-Mar	AX-11361220

*In the category of \$5 million or more advertised sales and listings

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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®

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