

# Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET

RESIDENTIAL REAL ESTATE

OCTOBER 2023



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## RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY DETACHED HOMES

### Average Price of Florida's Highest-end Homes Increase 5% During Q3

As Florida's everchanging home sale continuum moves along, we find the Q3 luxury single-family market segment, defined here as \$5 million-plus detached houses, at a 5% increase in its year-over-year mean average price. Additionally, during the recent 3-month period, inventory increased 1% as compared to 2022. While the negative trend reversal indicates more properties being made available, the additional homes that can now be included in the category due to their higher price is also a factor.

The largest sale during Q3, and also of the last 12 months, remains the \$68.15 million purchase of Palm Beach Island's northern-most estate, 149 E. Inlet Drive. Lawrence Moens of Lawrence A. Moens Associates represented the seller and Madison Collum of One Sotheby's International Realty represented the buyer in that transaction. Chad Carrol of Compass brought in the buyer for the largest sale in September, the purchase of 27 Star Island Drive for \$57 million. Dina Goldentayer of Douglas Elliman represented the seller of the prestigious Miami Beach address whose oceanfront estate includes two residences, one of which is a restored 1924 home.

#### CONTACTS

David E. Klein, Esq. | [dklein@rabideauklein.com](mailto:dklein@rabideauklein.com) | 561.655.6221

Guy Rabideau, Esq. | [grabideau@rabideauklein.com](mailto:grabideau@rabideauklein.com) | 561.655.6221

## MULTIMILLION DOLLAR HOUSES

### LARGEST MLS-ADVERTISED HOUSE SALE — LAST MONTH

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$57,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	CHAD CARROLL <i>Compass</i>	27 Star Island Drive	Miami Beach	14-Sep	A11434781

### TOP 10 MLS-ADVERTISED HOUSE SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$66,000,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	1350 N. Lake way	North Shore	Apr-23	22-1732
\$68,145,600	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	MADISON COLLUM <i>One Sotheby's International Realty</i>	149 E. Inlet Drive	Palm Beach	Jul-23	22-1756
\$68,000,000	SOHELY VAN WOERKOM <i>Golden Ocean Real Estate</i>	SOHELY VAN WOERKOM <i>Golden Ocean Real Estate</i>	11 Indian Creek Island Road	Indian Creek	Jun-23	A11450250
\$66,000,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	1350 N. Lake Way	Palm Beach	Apr-23	22-1732
\$63,431,750	SUZANNE FRISBIE <i>The Corcoran Group</i>	DANA KOCH <i>The Corcoran Group</i>	854 S. County Road	Palm Beach	May-23	R10845181
\$57,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	CHAD CARROLL <i>Compass</i>	27 Star Island Drive	Miami Beach	Sep-23	A11434781
\$50,000,000	MARK BENNETT <i>The Corcoran Group</i>	TODD PETER <i>Sotheby's International Realty</i>	940 N. Lake Way	Palm Beach	Jul-23	R10881164
\$48,373,037	PHILIP SMITH <i>Luxury Resort Portfolio</i>	MARK GRIFFIN <i>Sotheby's International Realty</i>	1400 S. Ocean Blvd.	Manalapan	Jan-23	R10768758
\$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
\$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

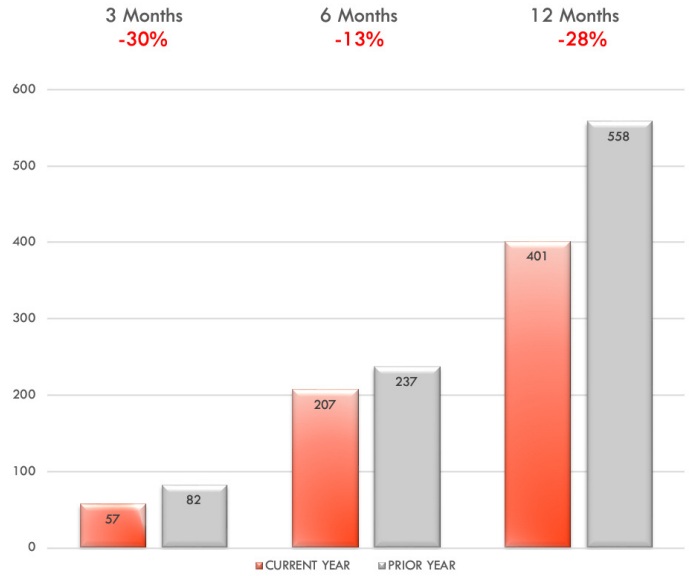
**STATE OF FLORIDA**  
**MULTIMILLION DOLLAR REAL ESTATE MARKET**

**\$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



nc: no change  
 nss: no statistical significance

15 of the 109 in Florida's \$5M-plus category

MLS-ADVERTISED SEPTEMBER HOUSE SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$57,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	CHAD CARROLL <i>Compass</i>	27 Star Island Drive	Miami Beach	14-Sep	A11434781
\$36,000,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	JILL HERTZBERG <i>Coldwell Banker Realty</i>	2511 Lake Ave.	Miami Beach	22-Sep	A11335920
\$30,000,000	CHAD CARROLL <i>Compass</i>	Non MLS member	2412 Laguna Drive	Fort Lauderdale	19-Sep	A11432931
\$27,000,000	LOURDES ALATRISTE <i>Douglas Elliman</i>	JILL HERTZBERG <i>Coldwell Banker Realty</i>	2501 Lake Ave.	Miami Beach	26-Sep	A11282815
\$23,500,000	D'ANGELO - LIGUORI <i>Pemier Estate Properties</i>	CARMEN D'ANGELO <i>Pemier Estate Properties</i>	2408 E. Maya Palm Drive	Boca Raton	27-Sep	R10846556
\$20,000,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	LILLY LESS <i>Brown Harris Stevens</i>	960 N Ocean Blvd	Palm Beach	1-Sep	23-972
\$19,000,000	CHRISTINA STEVENS <i>Keller Williams</i>	RICHARD PETERSEN <i>Exp Realty</i>	801 Pontre Vedra Blvd.	Ponte Vedra Beach	8-Sep	1217837
\$17,750,000	NANCY BATCHELOR <i>Compass</i>	MINETTE SCHWARTZ <i>Compass</i>	1125 Belle Meade Island Drive	Miami	27-Sep	A11179547
\$15,000,000	D'ANGELO - LIGUORI <i>Pemier Estate Properties</i>	D'ANGELO - LIGUORI <i>Pemier Estate Properties</i>	1099 Spanish River Road	Boca Raton	11-Sep	RX-10892272
\$14,500,000	GILLES RAIS <i>Coldwell Banker Realty</i>	JENNIFER ABBOTT <i>One Sotheby's International Realty</i>	10 Compass Road	Palm Beach	26-Sep	F10401696
\$14,000,000	LISA CREGAN <i>Sotheby's International Realty</i>	BROOKE MURPHY <i>Compass Florida</i>	168 Kings Road	Palm Beach	19-Sep	R10881219
\$13,950,000	CHARLES BUKY <i>Coldwell Banker Realty</i>	NATASHA SHEVCHUK <i>1st Premier International Properties</i>	171 Whittier Drive	Sarasota	12-Sep	A4556027
\$13,020,000	MISSY DEKAY <i>Watson Realty</i>	ELIZABETH HUDGINS <i>Berkshire Hathaway Homeservices</i>	329 Ponte Vedra Blvd.	Ponte Vedra Beach	22-Sep	1243234
\$13,000,000	PIER VISCONTI <i>Douglas Elliman</i>	JORDAN KARP <i>Jordan Karp LLC</i>	1485 Cleveland Road	Miami Beach	6-Sep	A11298739
\$13,000,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	Non MLS member	269 N. Hibiscus Drive	Miami Beach	29-Sep	A11161753

15 of the 294 in Florida's \$5M-plus category

MLS-ADVERTISED SEPTEMBER HOUSE LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$64,995,000	MARK GRIFFIN <i>One Sotheby's International Realty</i>	1400 S. Ocean Blvd.	Manalapan	Palm Beach	14-Sep	R10919514
\$40,000,000	TAMARA JEANNE-FISHER <i>Waterfront Properties &amp; Club Comm's</i>	500 Regents Park Road	Palm Beach	Palm Beach	6-Sep	23-1372
\$38,500,000	MORGAN BITTNER <i>Brown Harris Stevens</i>	217 E Rivo Alto Drive	Miami Beach	Miami-Dade	20-Sep	A11456595
\$38,000,000	JEAN ECHEMENDIA <i>Douglas Elliman</i>	5396 N Bay Road	Miami Beach	Miami-Dade	20-Sep	A11455272
\$37,500,000	VINCENT MAROTTA <i>Illustrated Properties</i>	126 Bears Club Drive	Jupiter	Palm Beach	5-Sep	R10916891
\$34,995,000	TIMN SCHIRRIPIA <i>Coldwell Banker Realty</i>	1400 W Lake Drive	Fort Lauderdale	Broward	18-Sep	F10398661
\$30,600,000	MORGAN BITTNER <i>Brown Harris Stevens</i>	327 E Rivo Alto Drive	Miami Beach	Miami-Dade	22-Sep	A11450741
\$29,999,999	BRADY THRASHER <i>RE/MAX Preferred</i>	671 Middle River Drive	Fort Lauderdale	Broward	23-Sep	F10401431
\$26,868,000	BENTO QUEIROZ <i>Compass Florida</i>	4800 Akai Drive	Southwest Ranches	Broward	14-Sep	A11451978
\$26,500,000	JULIAN JOHNSTON <i>The Corcoran Group</i>	40 W San Marino Drive	Miami Beach	Miami-Dade	15-Sep	A11452531
\$25,000,000	THE JULIE BETTOSINI TEAM <i>Stockworth Realty Group</i>	29755 NW 72nd Ave.	Okeechobee	Okeechobee	22-Sep	O6130835
\$25,000,000	SPERRY LEE <i>Re/Max Specialists</i>	3730 Richmond Street	Jacksonville	Duval	27-Sep	1249343
\$24,900,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	4355 Sabal Palm Road	Miami	Miami-Dade	20-Sep	A11455247
\$24,900,000	ELIZABETH DEWOODY <i>Compass</i>	5 Beachway N	Ocean Ridge	Palm Beach	18-Sep	23-1430
\$23,900,000	DORA PUIG <i>Luxe Living Realty</i>	1369 N. Venetian Way	Miami	Miami-Dade	11-Sep	A11452313



## RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ATTACHED HOMES

### West Palm Beach Takes 1st Place in Third Quarter Condo Sales

While year-over-year, three-month checks of the mean average price of Florida luxury condos varied from -4% to +8% throughout 2023 in year-over-year comparisons, the price rested at an average increase of 6% during Q3. The number of condominiums made available in the \$5 million-plus category made an impressive positive trend reversal by increasing 24% during Q3. The year-over-year current average six- and 12-month totals of new condominium listings had been holding at 6% increases.

The largest condominium sale of September was also the largest of Q3 and of the last 12 months. Gabriella Pimienta of Pimienta Realty brought in the buyer to close 3601 Townhouse Court for \$28.15 million. Sherryl Delisser of Sailfish Group Realty represented the seller of the property which is located in the prestigious Old Northwood Historic District of West Palm Beach.

#### CONTACTS

David E. Klein, Esq. | [dklein@rabideauklein.com](mailto:dklein@rabideauklein.com) | 561.655.6221

Guy Rabideau, Esq. | [grabideau@rabideauklein.com](mailto:grabideau@rabideauklein.com) | 561.655.6221

## MULTIMILLION DOLLAR CONDOS

### LARGEST MLS-ADVERTISED CONDO SALE — LAST MONTH

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$28,154,095	<b>SHERRYL DELISSER</b> <i>Sailfish Group Realty</i>	<b>GABRIELLA PIMIENTA</b> <i>Pimienta Realty</i>	3601 Townhouse Court	West Palm Beach	26-Sep	R10849127

### TOP 10 MLS ADVERTISED CONDO SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$28,154,095	<b>SHERRYL DELISSER</b> <i>Sailfish Group Realty</i>	<b>GABRIELLA PIMIENTA</b> <i>Pimienta Realty</i>	3601 Townhouse Court	West Palm Beach	Sep-23	R10849127
\$24,175,000	<b>TATYANA IONIN</b> <i>Coldwell Banker Realty</i>	<b>KARLA ABAUNZA</b> <i>Luxury Living Realty</i>	7463 Fisher Island Drive, 7463	Miami Beach	Jul-23	A11175283
\$23,750,000	<b>DANA KOCH</b> <i>The Corcoran Group</i>	<b>CHRISTIAN ANGLE</b> <i>Christian Angle Real Estate</i>	110 Sunset Ave., E4b	Palm Beach	Dec-22	R10830160
\$22,000,000	<b>RUTHIE ASSOULINE</b> <i>Douglass Elliman</i>	<b>KIMBERLY RODSTEIN</b> <i>Keller Williams Miami Beach Realty</i>	10201 Collins Ave., 2803	Bal Harbour	May-23	A11328175
\$21,000,000	<b>NANCY BATCHELOR</b> <i>Compass Florida</i>	<b>MARK KURKIN</b> <i>Beachfront Realty</i>	9001 Collins Ave., S607	Surfside	Dec-22	A11240066
\$21,000,000	<b>SAMANTHA CURRY</b> <i>Douglas Elliman of Palm Beach</i>	<b>STEPHEN HALL</b> <i>Compass Florida</i>	1100 S Flagler Drive, 1901	West Palm Beach	Jan-23	R10801517
\$21,000,000	<b>STACY ROBINS</b> <i>Stacy Robins Companies</i>	<b>ANASTASIA WACHTER</b> <i>Douglas Elliman</i>	9001 Collins Ave., S1005	Surfside	Feb-23	A11225122
\$21,000,000	<b>DORA PUIG</b> <i>Luxe Living Realty</i>	<b>JULIAN JOHNSTON</b> <i>The Corcoran Group</i>	7954 Fisher Island Drive, 7954	Miami Beach	Mar-23	A11020668
\$19,750,000	<b>XIMENA PENUELA</b> <i>Clarte Realty</i>	<b>MICHELE REDLICH</b> <i>Coldwell Banker Realty</i>	9349 Collins Ave., 406	Doral	Jun-23	A11342785
\$19,500,000	<b>FRANK PEZZUTI</b> <i>Premier Sotheby's International Realty</i>	<b>FRANK PEZZUTI</b> <i>Premier Sotheby's International Realty</i>	8477 Bay Colony Drive, Ph 19	Miami Beach	Aug-23	AX-11175283

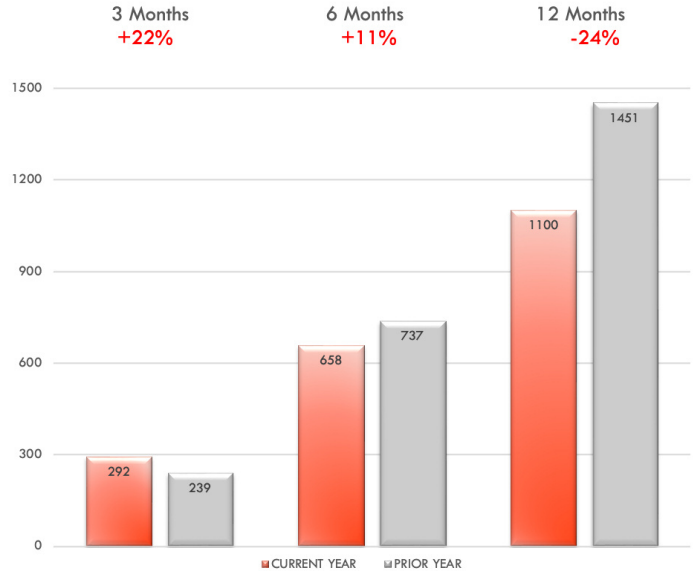
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**\$5 MILLION-PLUS CONDOMINIUMS**

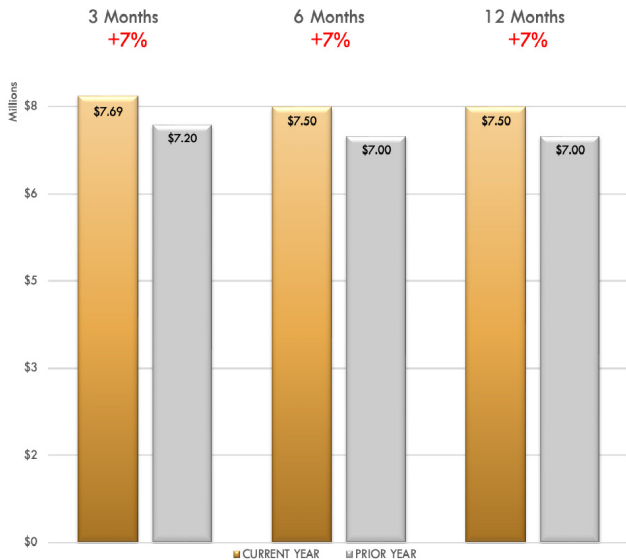
**MEDIAN SELLING PRICE**  
 Current Year Vs. Prior Year



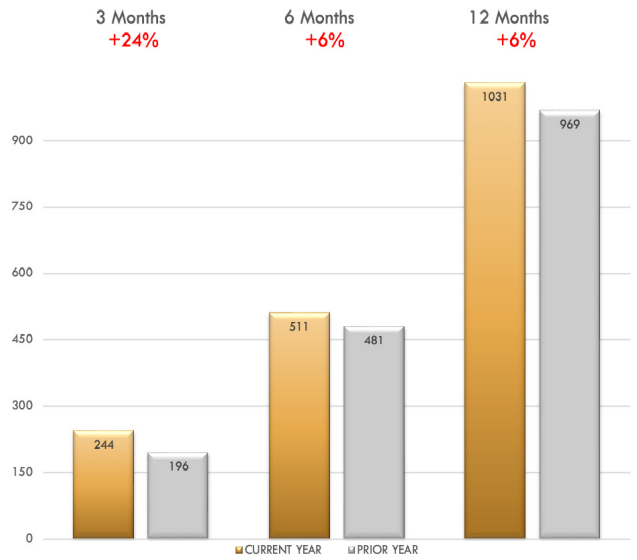
**NUMBER OF CONDOS SOLD**  
 Current Year Vs. Prior Year



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



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



nc: no change  
 nss: no statistical significance



15 of the 26 in Florida's \$5M-plus category

### TOP MLS-ADVERTISED SEPTEMBER CONDO SALES

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$28,154,095	<b>SHERRYL DELISSER</b> <i>Sailfish Group Realty</i>	<b>GABRIELLA PIMIENTA</b> <i>Pimienta Realty</i>	3601 Townhouse Court	West Palm Beach	26-Sep	R10849127
\$15,150,000	<b>GIORGIO VECCHI</b> <i>Douglas Elliman</i>	<b>EDDY MARTINEZ</b> <i>One Sotheby's International Realty</i>	100 S. Pointe Drive, 3303	Miami Beach	1-Sep	A11353003
\$14,350,000	<b>CHRISTOPHER LEAVITT</b> <i>Douglas Elliman Palm Beach</i>	<b>CHRISTOPHER LEAVITT</b> <i>Douglas Elliman Palm Beach</i>	220 Brazilian Ave., West	Palm Beach	15-Sep	R10865006
\$12,400,000	<b>SYLVIA FRAGOS</b> <i>Great Estates International Realty</i>	<b>IVAN CHORNEY</b> <i>Compass</i>	17141 Collins Ave., 4301	Sunny Isles Beach	7-Sep	A11206394
\$8,370,000	<b>JOSEPH COLUMBO</b> <i>Douglas Elliman Palm Beach</i>	<b>JACK ELKINS</b> <i>William Raveis South Florida</i>	200 Arkona Court, 2204	West Palm Beach	6-Sep	R10917560
\$7,300,000	<b>TABER TAGLIASACCHI</b> <i>Calusa Bay Properties</i>	<b>TYLER MANRING</b> <i>Compass</i>	6897 Grenadier Blvd., 702	Naples	27-Sep	223055627
\$6,900,000	<b>MARKO GOJANOVIC</b> <i>One Sotheby's International Realty</i>	<b>JENNIFER BRILLIANT</b> <i>One Sotheby's International Realty</i>	6899 Collins Ave, 3304/01	Miami Beach	29-Sep	A11444890
\$6,750,000	<b>VANESSA GOMEZ</b> <i>Engel &amp; Volkers</i>	<b>VANESSA GOMEZ</b> <i>Engel &amp; Volkers</i>	1717 N. Bayshore Drive, A2956	Miami	1-Sep	A11386754
\$6,500,000	<b>MENDEL FELLIG</b> <i>Compass</i>	<b>DEVIN KAY</b> <i>Douglas Elliman</i>	9001 Collins Ave., S806	Surfside	1-Sep	A11377330
\$6,025,000	<b>DENNIS KOTASKA</b> <i>RE/MAX Alliance Group</i>	<b>JULIE ATKINSON</b> <i>Smith &amp; Associates</i>	1300 Benjamin Franklin Drive, 1102	Sarasota	28-Sep	A4579592
\$5,700,000	<b>PAMELA CHARRON</b> <i>Compass Florida</i>	<b>KELLY MOONEY</b> <i>The Sarasota Real Estate Company</i>	4765 Gulf of Mexico Drive, 301	Longboat Key	6-Sep	A4570624
\$5,500,000	<b>JODI MACKEN</b> <i>Macken Realty</i>	<b>JOANNA JIMENEZ</b> <i>Compass</i>	10295 Collins Ave., 809	Bal Harbour	28-Sep	A11412255
\$5,500,000	<b>LIZ HOGAN</b> <i>Compass</i>	<b>KARLA ABAUNZA</b> <i>Luxury Living Realty</i>	2123 Fisher Island Drive	Miami Beach	19-Sep	A11457493
\$5,150,000	<b>ANA TERESA RODRIGUEZ</b> <i>Coldwell Banker Realty</i>	<b>CLAUDIA HERRERA</b> <i>Compass</i>	3535 Hiawatha Ave., 503	Miami	19-Sep	A11281703
\$5,005,800	<b>CHRISTOPHER LEAVITT</b> <i>Douglas Elliman Palm Beach</i>	<b>GUY CLARK</b> <i>Douglas Elliman Palm Beach</i>	200 Arkona Court, 2301	West Palm Beach	20-Sep	R10922305

15 of the 91 in Florida's \$5M-plus category

### TOP MLS-ADVERTISED SEPTEMBER CONDO LISTINGS

LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$62,000,000	<b>KIMBERLY RODSTEIN</b> <i>Keller Williams Miami Beach</i>	10203 Collins Ave., 2801	Bal Harbour	Miami-Dade	6-Sep	A11446794
\$36,000,000	<b>JOYCE GATO</b> <i>Douglas Elliman</i>	9111 Collins Ave., N721	Surfside	Miami-Dade	18-Sep	A11454669
\$22,900,000	<b>LOURDES ALATRISTE</b> <i>Douglas Elliman</i>	1425 Brickell Ave., Ph 4bcd	Miami	Miami-Dade	29-Sep	A11456461
\$18,395,000	<b>ERIC GRABOIS</b> <i>Envision Realty Group</i>	7112 Fisher Island Drive, 7112	Miami Beach	Miami-Dade	15-Sep	A11454828
\$16,800,000	<b>KAREN MATLUCK</b> <i>Compass Florida</i>	17901 Collins Ave., 1607	Sunny Isles Beach	Miami-Dade	16-Sep	A11429510
\$15,000,000	<b>MAURA PADRON</b> <i>Hera Realty Group</i>	1300 Brickell Bay Drive, 4400	Miami	Miami-Dade	1-Sep	A11445978
\$14,500,000	<b>LIZ HOGAN</b> <i>Compass Florida</i>	1643 Brickell Ave., 4902	Miami	Miami-Dade	29-Sep	A11460389
\$14,500,000	<b>ALINA DE LA VEGA</b> <i>One Sotheby's International Realty</i>	800 S. Pointe Drive, 1404	Miami Beach	Miami-Dade	19-Sep	A11454788
\$13,995,000	<b>SONJA STEVENS</b> <i>Sotheby's International Realty</i>	1100 S. Flagler Drive, 703	West Palm Beach	Palm Beach	13-Sep	R10919062
\$13,900,000	<b>SYLVIA FRAGOS</b> <i>Great Estates International Realty</i>	2675 S. Bayshore Drive, 1601s	Miami	Miami-Dade	27-Sep	A11458032
\$13,900,000	<b>SETH FEUER</b> <i>Compass</i>	321 Ocean Drive, BH201	Miami Beach	Miami-Dade	27-Sep	A11444943
\$13,600,000	<b>MAGDALENA SONVILLE</b> <i>Coldwell Banker Realty</i>	7433 Fisher Island Drive, 7433	Miami Beach	Miami-Dade	21-Sep	A11458394
\$13,250,000	<b>VIRGINIA MANSILLA</b> <i>Fortune Christie's International Real Estate</i>	3400 SW 27th Ave., 2202	Miami	Miami-Dade	15-Sep	A11453847
\$12,500,000	<b>NATALY STUART</b> <i>Socialite Realty</i>	7151 Fisher Island Drive, 7151	Miami Beach	Miami-Dade	13-Sep	A11452229
\$11,900,000	<b>JILL HERTZBERG</b> <i>Coldwell Banker Realty</i>	1 Collins Ave., 706	Miami Beach	Miami-Dade	8-Sep	A11454047



## ***Invisible is the New Black.***®

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David E. Klein, Esq. | [dklein@rabideauklein.com](mailto:dklein@rabideauklein.com) | 561.655.6221  
Florida Bar Board Certified in Real Estate Law

Guy Rabideau, Esq. | [grabideau@rabideauklein.com](mailto: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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