

Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET

RESIDENTIAL REAL ESTATE

JANUARY 2024



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RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY DETACHED HOMES

Q4 Numbers Reveal a Year of Over \$10 billion in Sales of Luxe Homes

While the actual largest Florida home sale of 2023 was the \$170 million private purchase of 589 North County Road on Palm Beach Island, in the advertised \$5 million-plus segment of luxury home sales, the \$79 million purchase of 12 Indian Creek Island Road topped the chart. Dina Goldentayer of Douglas Elliman represented both the seller and the buyer, billionaire Jeff Bezos. The October deal was the second property Mr. Bezos bought in Indian Creek last year.

Year-end numbers show a slight adjustment in Florida's highest end luxury market during 2023 where the median average selling price of detached single-family homes decreased 3% to \$6.8 million as compared to \$7 million during 2022. December's biggest deal was the \$22.5 million purchase of 6210 61st Street. Vance Brinkerhoff of Coldwell Banker Paradise represented the seller of *Sky Blazer Estates*, a newly built "retreat" that spans 26 acres in the little upwardly-mobile coastal city of Vero Beach. The total dollars spent on this \$ 5 million-plus, MLS-advertised, market segment of Florida homes was \$10.44 billion for Year 2023.

CONTACTS

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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
\$22,500,000	VANCE BRINKERHOFF <i>Coldwell Banker Paradise</i>	Unknown	6210 61st Street	Vero Beach	19-Dec	RX-10900245

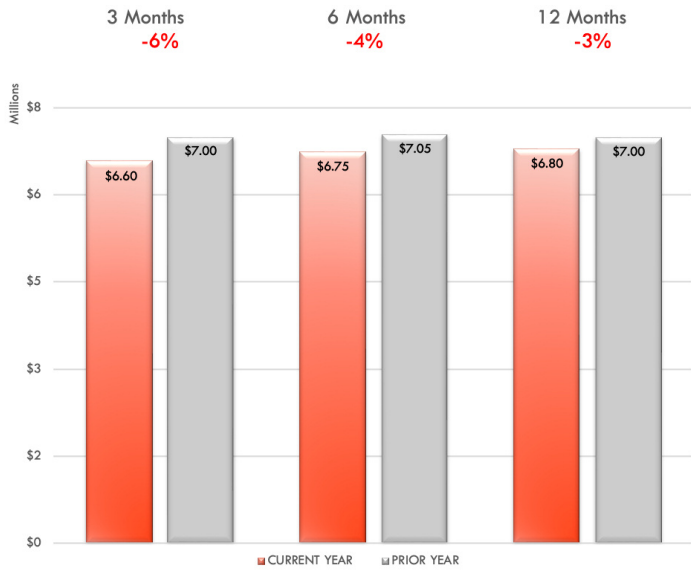
TOP 10 MLS-ADVERTISED HOUSE SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$79,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	12 Indian Creek Island Road	Indian Creek	Oct-23	A11392365
\$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	RX-10880804
\$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	RX-10918328
\$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	RX-10871531
\$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 Associates</i>	JB EDWARDS <i>Sotheby's International Realty</i>	550 S. Ocean Blvd.	Palm Beach,	Jan-23	22-1712

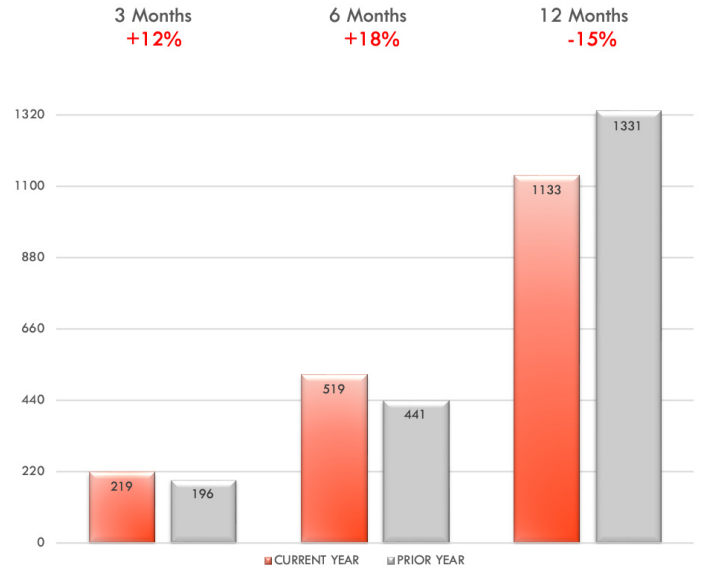
STATE OF FLORIDA
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 Million-Plus Single-Family Homes

MEDIAN SELLING PRICE
Year-over-year



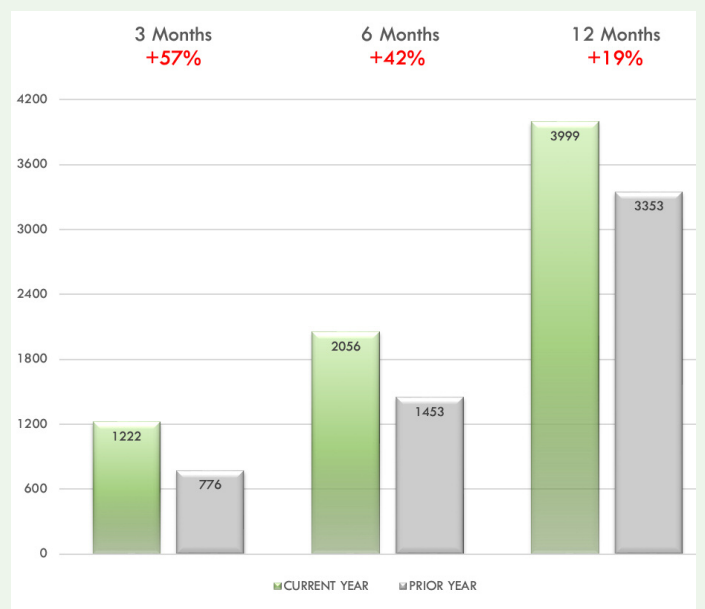
NUMBER OF HOMES SOLD
Year-over-year



MEDIAN LISTING PRICE
Year-over-year



NUMBER OF HOMES LISTED
Year-over-year



15 of 78 in Florida's \$5M-plus category

MLS-ADVERTISED DECEMBER HOUSE SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$22,500,000	VANCE BRINKERHOFF <i>Coldwell Banker Paradise</i>	Unknown	6210 61st Street	Vero Beach	19-Dec	RX-10900245
\$19,835,000	JAMES BATES <i>Premier Sotheby's International Realty</i>	JAMES BATES <i>Premier Sotheby's International Realty</i>	450 Gulf Shore Blvd. S	Naples	15-Dec	223018619
\$17,300,000	MARTHA JOLICOEUR <i>Douglas Elliman Wellington</i>	RYAN BECKETT <i>Bitrealty</i>	14412 Pierson Road	Wellington	29-Dec	RX-10921162
\$14,100,000	JENNIFER ZALES <i>Coldwell Banker Realty</i>	CHRISTINA BARONE <i>Signature Realty Associates</i>	5224 W Neptune Way	Tampa	21-Dec	T3464090
\$13,903,000	NICK MALINOSKY <i>Douglas Elliman Delray Beach</i>	NICK MALINOSKY <i>Douglas Elliman Delray Beach</i>	71 Curlew Road	Manalapan	15-Dec	RX-10932357
\$13,000,000	RYAN SCHWARTZ <i>Naples Homes</i>	RYAN SCHWARTZ <i>Naples Homes</i>	16611 Firenze Way	Naples	8-Dec	223087010
\$13,000,000	SUZANNE TRAPANI-FRISBIE <i>The Corcoran Group</i>	ASHLEY MCINTOSH <i>Douglas Elliman Palm Beach</i>	271 LA Puerta Way	Palm Beach	18-Dec	23-1566
\$12,500,000	JEFFREY CLONINGER <i>Sotheby's International Realty</i>	CHRISTOPHER VILA <i>PB Realty Advisors</i>	345 Pendleton Lane	Palm Beach	7-Dec	RX-10917052
\$11,800,000	FRANK SAJTAR <i>William Raveis Real Estate</i>	KAREN VAN ARSDALE <i>Premier Sotheby's Int'l Realty</i>	2036 8th Street S	Naples	8-Dec	223074767
\$11,500,000	Unknown	JUDY KEPECZ-HAYS <i>Coldwell Banker Realty</i>	683 Mourning Dove Drive	Sarasota	6-Dec	U8215739
\$10,270,000	LYNLEY CLOROBEA <i>BHHS EWM Realty</i>	JESSICA ADAMS <i>One Sotheby's International Realty</i>	630 Sunset Drive	Coral Gables	27-Dec	A11493200
\$10,250,000	SUZANNE TRAPANI-FRISBIE <i>The Corcoran Group</i>	SAMANTHA CURRY <i>Douglas Elliman Palm Beach</i>	220 Esplanade Way	Palm Beach	28-Dec	RX-10939010
\$9,875,000	NANCY BATCHELOR <i>Compass Florida</i>	JORDAN KARP <i>Jordan Karp LLC</i>	6465 Pinetree Drive Circle	Miami Beach	27-Dec	A11298797
\$9,732,100	MANUELA VAN WANDERHAM <i>Platinum Properties</i>	KATHRYN LUNDSTROM <i>Illustrated Properties</i>	41 N. Beach Road	Hobe Sound	27-Dec	RX-10916978
\$9,500,000	BARRY DENICOLA <i>Barry DeNicola Realty</i>	BARRY DENICOLA <i>Barry DeNicola Realty</i>	105 Curacao Lane	Bonita Springs	29-Dec	223093773

15 of 324 in Florida's \$5M-plus category

MLS-ADVERTISED DECEMBER HOUSE LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$299,000,000	DONNA MILLS-MARTENS <i>Foxfire Realty</i>	4220 SE 106th Place	Bellevue	Marion	20-Dec	11229392
\$92,000,000	STEPHANIE PEDRON <i>Capital International Realty</i>	4445 Sabal Palm Road	Miami	Miami-Dade	15-Dec	A11499814
\$58,000,000	RICKY KALLABAT <i>Keller Williams Capital Realty</i>	44 Bal Bay Drive	Bal Harbour	Miami-Dade	15-Dec	A11502452
\$54,900,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	710 S. County Road	Palm Beach	Palm Beach	21-Dec	23-2068
\$48,850,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	160 Clarendon Ave.	Palm Beach	Palm Beach	27-Dec	23-2081
\$45,000,000	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	6440 N. Bay Road	Miami Beach	Miami-Dade	6-Dec	A11496576
\$45,000,000	JANE WOOD <i>John R. Wood Properties</i>	3675 Fort Charles Drive	Naples	Collier	26-Dec	223093718
\$42,000,000	MICHELLE FARR <i>One Sotheby's International Realty</i>	3700 Ocean Drive	Vero Beach	Indian River	15-Dec	RX-10943451
\$39,500,000	STEPHANIE SERHANT <i>Aquantisr Realty</i>	3030 Washington Road	West Palm Beach	Palm Beach Co.	5-Dec	RX-10941016
\$39,000,000	STEPHEN SIMPSON <i>William Raveis South Florida</i>	2914 N. Flagler Drive	West Palm Beach	Palm Beach	12-Dec	RX-10944213
\$36,000,000	GABRIELLA CHARIFF <i>Compass Florida</i>	1470 Daytonia Road	Miami Beach	Miami-Dade	21-Dec	A11504008
\$35,000,000	KRISTINA MCPHERSON <i>Compass Florida</i>	150 El Vedado Road	Palm Beach	Palm Beach	28-Dec	RX-10945624
\$34,500,000	RICHARD PREBISH <i>William Raveis Real Estate</i>	3401 Rum Row	Naples	Collier	11-Dec	223073949
\$33,900,000	JAMES MORLOCK <i>Fidelity Real Estate</i>	23 Isla Bahia Drive	Fort Lauderdale	Broward	1-Dec	F10412072
\$33,000,000	JAMES KENNY <i>K2 Realty</i>	420 S. Beach Road	Hobe Sound	Martin	12-Dec	RX-10942611

RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ATTACHED HOMES

Year-end Numbers Indicate Budding Luxe Inventory

With an average income of \$2.2 million per person, Fisher Island zip code 33109 is the richest community in the U.S. according to the 2020 population census. In what *Miami Condo Investments* describes as arguably Fisher Island's ultimate condo community, the Oceanside, penthouse 7463 Fisher Island Drive sold for \$24.15 million and was the largest advertised Florida condo sale of 2023. Tatyana Ionin of Coldwell Banker Realty held the listing and Karla Abaunza of Luxury Living Realty represented the buyer, private equity magnate Michael Flack.

In 2023 there was a slight adjustment of 1% in the average median price of the highest-end segment of \$5 million-plus condos and inventory increased by 20%. The most expensive condo transaction last month also made the Top 10 MLS-advertised condo sales of the year. James Bates of Premier Sotheby's International Realty held the Naples listing of Penthouse 4 at 4101 Gulf Shore Boulevard and James Bates Tashjian of Premier Sotheby's International Realty brought the buyer to the \$18.95 million closing.

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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
\$18,950,000	JAMES BATES <i>Premier Sotheby's International Realty</i>	LISA TASHJIAN <i>Premier Sotheby's International Realty</i>	4101 Gulf Shore Blvd. N, Ph 4	Naples	20-Dec	223046031

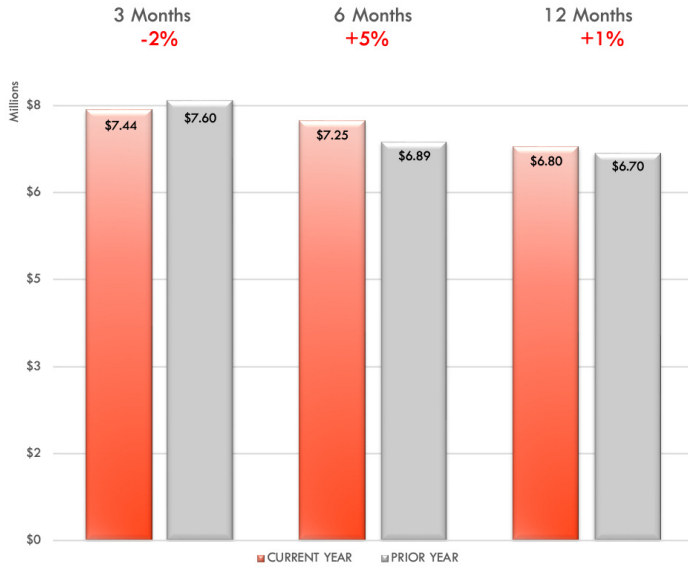
TOP 10 MLS-ADVERTISED CONDO SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$24,175,000	TATYANA IONIN <i>Coldwell Banker Realty</i>	KARLA ABAUNZA <i>Luxury Living Realty</i>	7463 Fisher Island Drive	Miami Beach	Jun-23	A11175283
\$22,000,000	RUTHIE ASSOULINE <i>Douglass Elliman</i>	KIMBERLY RODSTEIN <i>Keller Williams Miami Beach Realty</i>	10201 Collins Ave., 2803	Bal Harbour	May-23	A11328175
\$21,000,000	SAMANTHA CURRY <i>Douglas Elliman of Palm Beach</i>	STEPHEN HALL <i>Compass Florida</i>	1100 S Flagler Drive, 1901	West Palm Beach	Jan-23	R10801517
\$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	A11020668
\$19,750,000	XIMENA PENUELA <i>Clarte Realty</i>	MICHELE REDLICH <i>Coldwell Banker Realty</i>	9349 Collins Ave., 406	Doral	Jun-23	A11342785
\$19,500,000	FRANK PEZZUTI <i>Premier Sotheby's Int'l Realty</i>	FRANK PEZZUTI <i>Premier Sotheby's Int'l Realty</i>	8477 Bay Colony Drive, Ph 19	Naples	Aug-23	223030757
\$19,250,000	PERRY CORNEAU <i>Compass Florida Sarasota</i>	ANGEL OSCAR <i>Compass Florida</i>	2675 S. Bayshore Drive, Lph	Miami	Aug-23	A11189666
\$19,250,000	HILLARY HERTZBERG <i>Coldwell Banker Realty</i>	LEAH BARNEY <i>Official</i>	800 S Pointe Drive, 1504	Miami Beach	Nov-23	A11465722
\$18,950,000	JAMES BATES <i>Premier Sotheby's International Realty</i>	LISA TASHJIAN <i>Premier Sotheby's International Realty</i>	4101 Gulf Shore Blvd. N, Ph 4	Naples	Dec-23	223046031

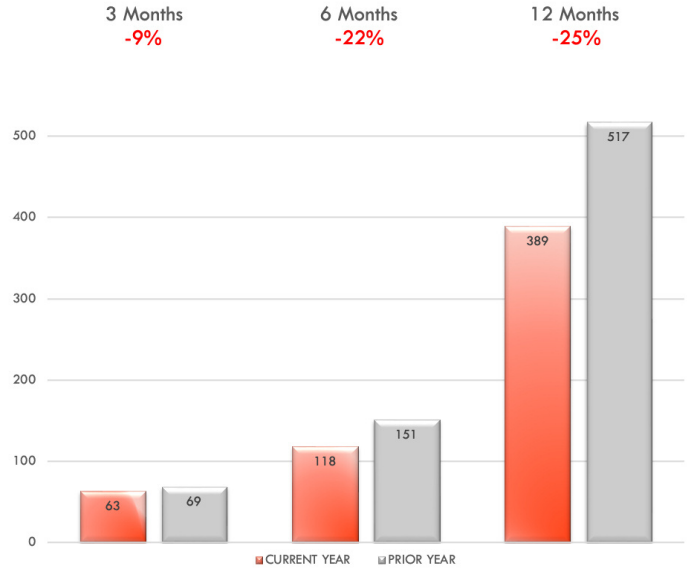
STATE OF FLORIDA
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 MILLION-PLUS CONDOMINIUMS

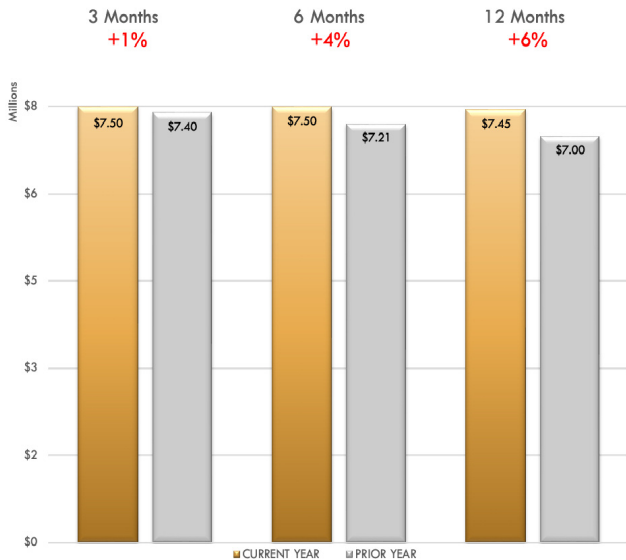
MEDIAN SELLING PRICE
Year-over-year



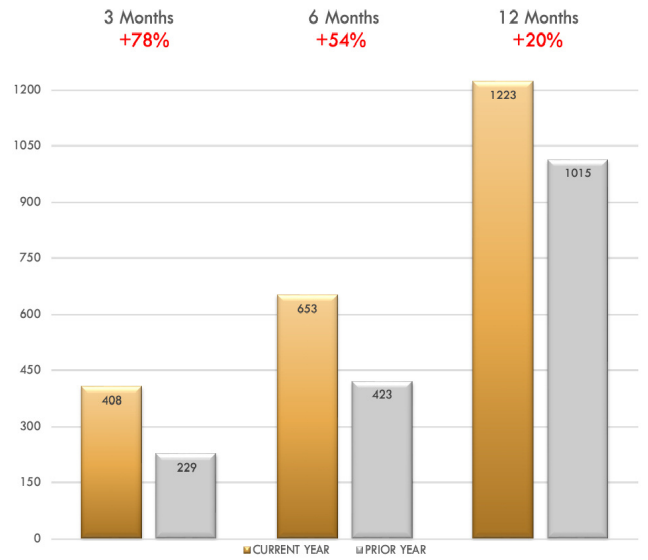
NUMBER OF CONDOS SOLD
Year-over-year



MEDIAN LISTING PRICE
Year-over-year



NUMBER OF CONDOS LISTED
Year-over-year



15 of 20 in Florida's \$5M-plus category

TOP MLS-ADVERTISED DECEMBER CONDO SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$18,950,000	JAMES BATES <i>Premier Sotheby's International Realty</i>	LISA TASHJIAN <i>Premier Sotheby's International Realty</i>	4101 Gulf Shore Blvd. N, Ph 4	Naples	20-Dec	223046031
\$14,750,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	JACK ELKINS <i>William Raveis Real Estate</i>	2 N. Breakers N Row, Ph 4	Palm Beach	21-Dec	23-1859
\$10,500,000	LEANDRO CORRENTE <i>True Brokers</i>	LEANDRO CORRENTE <i>True Brokers</i>	18555 Collins Ave., 5201	Sunny Isles Beach	15-Dec	A11275946
\$10,125,000	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	2 N. Breakers Row, N43	Palm Beach	14-Dec	23-1665
\$9,000,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	2 N. Breakers Row, S45	Palm Beach	21-Dec	RX-10724224
\$8,765,000	JULIAN JOHNSTON <i>The Corcoran Group</i>	PIETRO BELMONTE <i>Douglas Elliman</i>	5775 Collins Ave., 303	Miami Beach	11-Dec	A11459736
\$8,600,000	JOHN SOMERS <i>Somers & Company</i>	ALYSHA NEIDERT <i>Five Star Properties Real Estate</i>	1455 Scenic Gulf Townhome Drive, 1,2,3,4,5,6	Miramar Beach	8-Dec	922758
\$8,250,000	ADRIANA TORRES <i>Douglas Elliman</i>	LOURDES ALATRISTE <i>Douglas Elliman</i>	2811 S. Bayshore Drive, 6A	Miami	21-Dec	A11465450
\$7,719,555	DONALD DENIS <i>Smith & Associates Real Estate</i>	VONDA GOLUB <i>Keller Williams</i>	301 1st Street S, 3501	Saint Petersburg	12-Dec	U8223780
\$7,438,627	CYNTHIA ALLEN <i>Smith & Associates Real Estate</i>	ANDRE KASHOU <i>Smith & Associates Real Estate</i>	301 1st Street S, 3502	Saint Petersburg	20-Dec	U8223785
\$7,284,615	FELICIA DORING <i>Smith & Associates Real Estate</i>	VONDA GOLUB <i>Keller Williams St Pete</i>	301 1st Street S, 3401	Saint Petersburg	6-Dec	U8223331
\$7,163,674	CYNTHIA ALLEN <i>Smith & Associates Real Estate</i>	CYNTHIA ALLEN <i>Smith & Associates Real Estate</i>	301 1st Street S, 3402	Saint Petersburg	12-Dec	U8223743
\$7,064,000	DORA PUIG <i>Luxe Living Realty</i>	ROSE HARRIS <i>One Sotheby's International Realty</i>	2669 S. Bayshore Drive, 1203n	Miami	22-Dec	A11465258
\$7,000,000	PERRY CORNEAU <i>Compass Florida Sarasota</i>	MONICA VERINDER <i>Coldwell Banker Realty</i>	401 Quay Commons, 1005	Sarasota	25-Dec	A4586680
\$6,250,000	SENADA ADZEM <i>Douglas Elliman</i>	HAYDEN LOWREY <i>London Foster Realty</i>	1000 S. Ocean Blvd., 206	Boca Raton	1-Dec	RX-10925019

15 of 128 in Florida's \$5M-plus category

TOP MLS-ADVERTISED DECEMBER CONDO LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY+A91:192	LIST DATE	MLS NUMBER
\$50,000,000	CHRISTIAN TUPPER <i>PMG Residential</i>	300 N. Biscayne Blvd., Ph 6	Miami	Miami-Dade	1-Dec	A11496682
\$36,000,000	ERIN SYKES <i>Nest Seekers Florida</i>	18801 Collins Ave., Ph 5901	Sunny Isles Beach	Miami-Dade	12-Dec	RX-10942728
\$33,000,000	DARIN TANSEY <i>Douglas Elliman</i>	3315 Collins Ave., Ph A	Miami Beach	Miami-Dade	15-Dec	A11499748
\$29,900,000	JILL HERTZBERG <i>Bespoke Real Estate Florida</i>	5959 Collins Ave., 3005	Miami Beach	Miami-Dade	28-Dec	A11506424
\$27,500,000	RAUL SANTIDRIAN <i>Douglas Elliman</i>	18501 Collins Ave., 2301	Sunny Isles Beach	Miami-Dade	1-Dec	A11498859
\$24,999,900	CLAYTON COLEMAN <i>Marzucco Real Estate</i>	13665 Vanderbilt Drive, 1002	Naples	Collier	6-Dec	223084122
\$21,500,000	TONI SCHRAGER <i>Brown Harris Stevens</i>	9001 Collins Ave., S309	Surfside	Miami-Dade	7-Dec	A11497185
\$21,000,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	2 Sloans Curve Drive	Palm Beach	Palm Beach	11-Dec	RX-10943038
\$19,999,999	GRACE DIETERICH <i>Coldwell Banker Realty</i>	4701 N. Meridian Ave., Ph 1	Miami Beach	Miami-Dade	8-Dec	F10413035
\$17,900,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	100 S Pointe Drive, 2801/2802	Miami Beach	Miami-Dade	18-Dec	A11500027
\$17,900,000	MARIA MARIANA <i>Fortune Christie's Int'l Real Estate</i>	18501 Collins Ave., 1401+02	Sunny Isles Beach	Miami-Dade	8-Dec	A11496853
\$16,900,000	DORA PUIG <i>Luxe Living Realty</i>	6800 Fisher Island Drive, 6833	Miami Beach	Miami-Dade	1-Dec	A11494611
\$15,995,000	JONATHAN SANTIAGO <i>Compass Florida</i>	1100 S. Flagler Drive, 1602	West Palm Beach	Palm Beach	11-Dec	RX-10942686
\$15,900,000	LOURDES ALATRISTE <i>Douglas Elliman</i>	1300 Brickell Bay Drive, 4401	Miami	Miami-Dade	27-Dec	A11504749
\$15,150,000	JILL HERTZBERG <i>Bespoke Real Estate Florida</i>	800 S. Pointe Drive, 1104	Miami Beach	Miami-Dade	25-Dec	A11505183

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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.

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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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