

Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET

RESIDENTIAL REAL ESTATE

MARCH 2024



 rabideau klein
Florida - Ontario

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RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY DETACHED HOMES

The Most Expensive House in the U.S Costs \$295M—and It's In Florida

During the last three months there were almost 20% more homes sold in Florida's ultra-luxury category than there were during the same period of last year. While new construction of investment-ready coastal mansions continues to be a contributing factor, additional properties moving into the highest end category of \$5 million-plus because of increased residential market valuations, also appears to play a role.

Last month's big price play was for a new listing presented by agent Dawn McKenna of Coldwell Banker Realty. The Naples property just received national press for being the most expensive house in the nation and Mansion Global described it as, "There is nothing like it, anywhere. Gordon Pointe is a once-in-a-lifetime opportunity." Located at 100 Bay Road in the exclusive neighborhood of Port Royal, the compound on the Gulf of Mexico includes a 231-foot yacht basin and is priced at \$295 million.

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
\$32,500,000	PIER VISCONTI <i>Douglas Elliman</i>	MARGIT BRANDT <i>Premier Estate Properties</i>	1140 S. Ocean Blvd.	Manalapan	19-Jan	A11307515

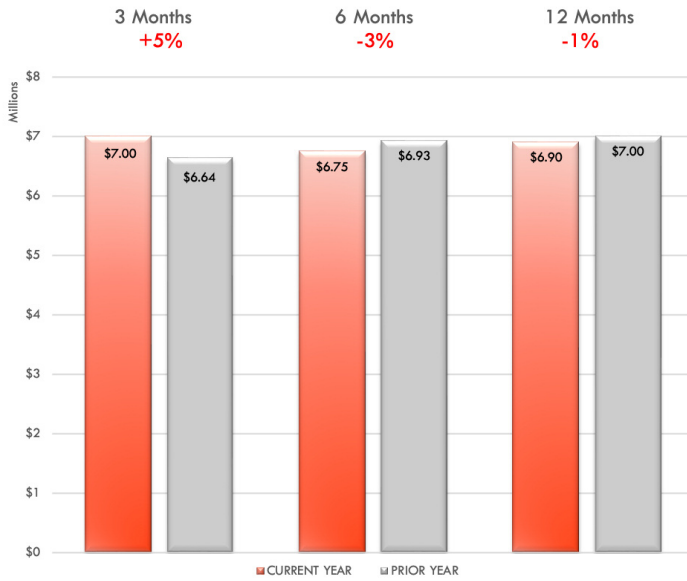
TOP 10 MLS-ADVERTISED HOUSE SALES — LAST 12 MONTHS

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	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	RX-10845181
\$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	RX-10881164
\$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
\$41,382,500	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	930 S. Ocean Blvd.	Palm Beach	May-23	23-271
\$40,000,000	TIM ELMES <i>Compass</i>	AUSTIN BARIS <i>Miles Goldstein Real Estate</i>	3052 N. Atlantic Blvd.	Fort Lauderdale	Oct-23	F10391738

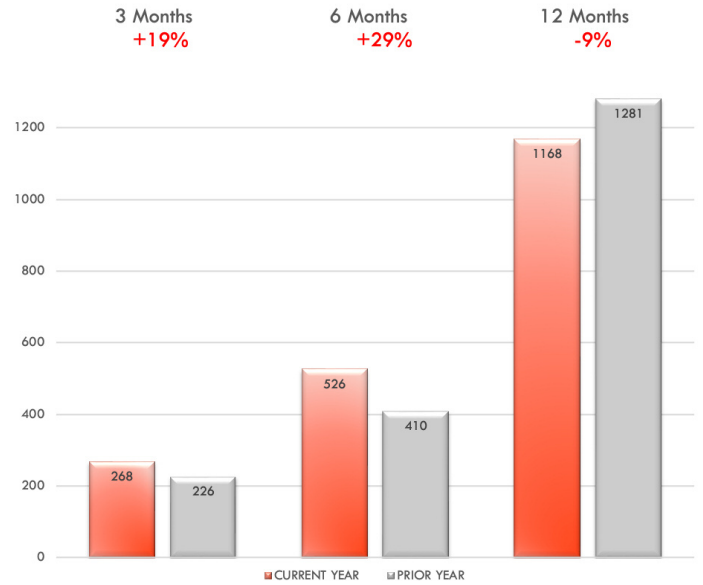
STATE OF FLORIDA
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$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 83 in Florida's \$5M-plus category

MLS-ADVERTISED FEBRUARY HOUSE SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$26,400,000	DAN SOKOLOWSKI <i>Platinum Real Estate</i>	AMANDA VAN SLYKE <i>Compass Florida</i>	850 Nelsons Walk	Naples	13-Feb	223089272
\$21,800,000	SUZANNE TRAPANI-FRISBIE <i>The Corcoran Group</i>	LINDA OLSSON <i>Linda R. Olsson</i>	1080 S. Ocean Blvd.	Palm Beach	2-Feb	RX-10935912
\$19,500,000	MICHAEL LEIBOWITZ <i>Leibowitz Realty Group</i>	MICHAEL YOUNG <i>Dale Sorensen Real Estate</i>	12244 Tillinghast Circle	Palm Beach Gardens	29-Feb	RX-10778426
\$16,500,000	PAMELA IBARGUEN <i>Fortune International Realty</i>	JONATHAN MATOS <i>Douglas Elliman</i>	520 S. Mashta Drive	Key Biscayne	26-Feb	A11502495
\$16,475,000	REX MILLER <i>William Raveis Real Estate</i>	AMANDA SADOWSKI <i>Royal Properties of Naples</i>	140 5th Ave. S	Naples	16-Feb	223037568
\$16,390,652	DAVID ROBERTS <i>Royal Palm Properties</i>	DAVID ROBERTS <i>Royal Palm Properties</i>	272 Thatch Palm Drive	Boca Raton	20-Feb	RX-10845077
\$15,750,000	JOSE NICOLAS <i>Compass</i>	TRISTAN ALEXANDER <i>Compass</i>	5050 Pine Drive	Miami	15-Feb	A11509318
\$14,500,000	ASHLEY CUSACK <i>BHHS EWM Realty</i>	ASHLEY CUSACK <i>BHHS EWM Realty</i>	125 Solano Prado	Coral Gables	26-Feb	A11426965
\$14,050,000	JILL PERRY-ZABOROWSKI <i>EXP Realty</i>	RICHARD WOOD <i>Frankel Ball Realty</i>	376 Eagle Drive	Jupiter	29-Feb	RX-10946206
\$13,900,000	VINCE MAROTTA <i>Illustrated Properties/Corporate</i>	VINCE MAROTTA <i>Illustrated Properties/Corporate</i>	11759 Elna Court	Palm Beach Gardens	14-Feb	RX-10934646
\$13,000,000	BRADLEY SCHERER <i>Atlantic Western Realty</i>	AMY CARR <i>Engel & Volkers Wellington</i>	2981 Hurlingham Drive	Wellington	16-Feb	RX-10922260
\$12,750,000	ROB THOMSON <i>Waterfront Properties</i>	ROB THOMSON <i>Waterfront Properties</i>	349 Eagle Drive	Jupiter	9-Feb	A11451429
\$12,700,000	CAROLE HOGAN <i>Brown Harris Stevens of Palm Beach</i>	MAUREEN WOODWARD <i>Brown Harris Stevens of Palm Beach</i>	424 Brazilian Ave.	Palm Beach	23-Feb	RX-10928224
\$12,500,000	CHRIS DEITZ <i>Compass Florida</i>	VALENTINA KRAVER <i>Douglas Elliman Palm Beach</i>	2291 Ibis Isle Road E	Palm Beach	26-Feb	RX-10930047
\$11,900,000	JONATHAN MANN <i>Coldwell Banker Realty</i>	CRISTIANO PIQUET <i>Piquet Realty</i>	914 S. Southlake Drive	Hollywood	23-Feb	A11499063

15 of 223 in Florida's \$5M-plus category

MLS-ADVERTISED FEBRUARY HOUSE LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$295,000,000	DAWN MCKENNA <i>Coldwell Banker Realty</i>	100 Bay Road	Naples	Collier	7-Feb	224011822
\$132,000,000	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	18 Lagorce Circle	Miami Beach	Miami-Dade	15-Feb	A11529138
\$59,000,000	JAMES MCCANN <i>Premier Estate Properties</i>	200 S. Ocean Blvd.	Palm Beach	Palm Beach Cou	5-Feb	RX-10956908
\$57,000,000	AUDREY ROSS <i>Compass Florida</i>	41 Arvida Pkwy	Coral Gables	Miami-Dade	19-Feb	A11536007
\$39,900,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	1200 S. Ocean Blvd.	Manalapan	Palm Beach Cou	5-Feb	RX-10956978
\$39,000,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	6494 Allison Road	Miami Beach	Miami-Dade	14-Feb	A11533651
\$37,500,000	MARY HICKOK <i>Coastal Properties Group</i>	1198 Mandalay Point	Clearwater	Pinellas	26-Feb	U8231430
\$34,995,000	ANGELA EARNEST <i>Compass Florida</i>	1811 SE 10th Street	Fort Lauderdale	Broward County	3-Feb	F10421594
\$32,500,000	ASHLEY SILVERS <i>William Raveis</i>	1 10th Ave. S	Naples	Collier	16-Feb	224015667
\$32,000,000	JAMES BATES <i>Distinctive Homes Realty</i>	529 Bontona Ave.	Fort Lauderdale	Broward	16-Feb	F10424335
\$29,000,000	GARY POHRER <i>Douglas Elliman Palm Beach</i>	1840 S. Ocean Blvd.	Manalapan	Palm Beach Cou	5-Feb	RX-10956851
\$27,995,000	TATYANA IONIN <i>Coldwell Banker Realty</i>	6915 Valencia Drive	Miami Beach	Miami-Dade	9-Feb	A11530480
\$27,900,000	DANTE DISABATO <i>William Raveis Real Estate</i>	3440 Rum Row	Naples	Collier County	5-Feb	224010577
\$24,000,000	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	1415 W. 24th Street	Miami Beach	Miami-Dade	22-Feb	A11537188
\$23,900,000	FRANK SAJTAR <i>William Raveis Real Estate</i>	3595 Gin Lane	Naples	Collier County	6-Feb	224012168

RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ATTACHED HOMES

Surfside Condo Sails Off Market at \$24M

In December through February, the number of Florida condos that were listed in the \$5 million-plus category increased over 30%. February's largest condo sale, and also the third largest of the last 12 months, was for the \$24 million purchase of Apartment 901, 9001 Collins Avenue in Surfside at the Surf Club Four Seasons South Tower. Jacqueline Feldman of One Sotheby's International Realty held the listing of the property. It was advertised as a one-of-a-kind property that has the legendary Four Seasons service and an unparalleled array of world class amenities. Miltiadis Kastanis of Douglas Elliman brought in the buyer.

On the listings' side, last month agent Devin Kay of Douglas Elliman priced a property at an breath-taking \$48 million. Apartment 1701/02, 800 S. Pointe Drive, which occupies half of the 17th floor of the The Apogee is located in the most recent residential building to be constructed on Miami Beach's prestigious South Pointe Drive.

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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
\$24,000,000	JACQUELINE FELDMAN <i>One Sotheby's International Realty</i>	MILTADIAS KASTANIS <i>Douglas Elliman</i>	9001 Collins Ave., S901	Surfside	15-Feb	A11374489

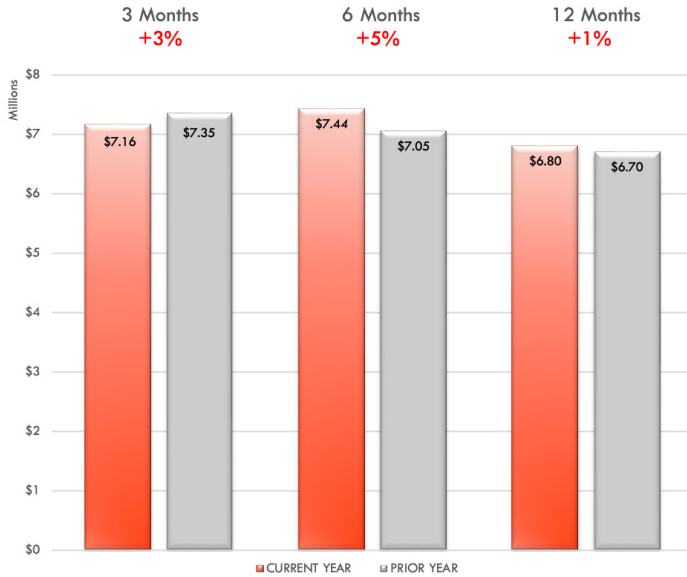
TOP 10 MLS-ADVERTISED CONDO SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$28,154,095	SHERRYL DELISSER <i>Sailfish Group Realty</i>	GABRIELLA PIMENTA <i>Pimienta Realty</i>	3601 Townhouse Court	West Palm Beach	Sep-23	RX-10849127
\$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
\$24,000,000	JACQUELINE FELDMAN <i>One Sotheby's International Realty</i>	MILTADIAS KASTANIS <i>Douglas Elliman</i>	9001 Collins Ave., S901	Surfside	Feb-24	A11374489
\$22,000,000	RUTHIE ASSOULINE <i>Douglas Elliman</i>	KIMBERLY RODSTEIN <i>Keller Williams Miami Beach Realty</i>	10201 Collins Ave., 2803	Bal Harbour	May-23	A11328175
\$21,000,000	DORA PUIG <i>Luxe Living Realty</i>	JULIAN JOHNSTON <i>The Corcoran Group</i>	7954 Fisher Island Drive	Miami Beach	Mar-23	A11020668
\$20,000,000	MICHAEL LAWLER <i>Douglas Elliman Florida</i>	RYAN SCHWARTZ <i>Naples Homes</i>	4100 Gulf Shore Blvd. N	Naples	Jan-24	222025412
\$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 International Realty</i>	FRANK PEZZUTI <i>Premier Sotheby's International Realty</i>	8477 Bay Colony Drive, Ph 19	Naples	Aug-23	223030757
\$19,250,000	ANGEL NICOLAS <i>Compass Florida</i>	ANGEL NICOLAS <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

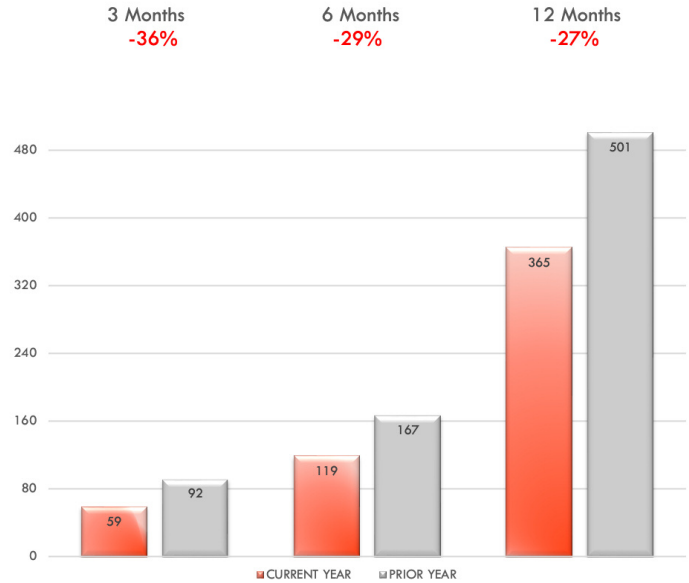
STATE OF FLORIDA
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 MILLION-PLUS CONDOMINIUMS

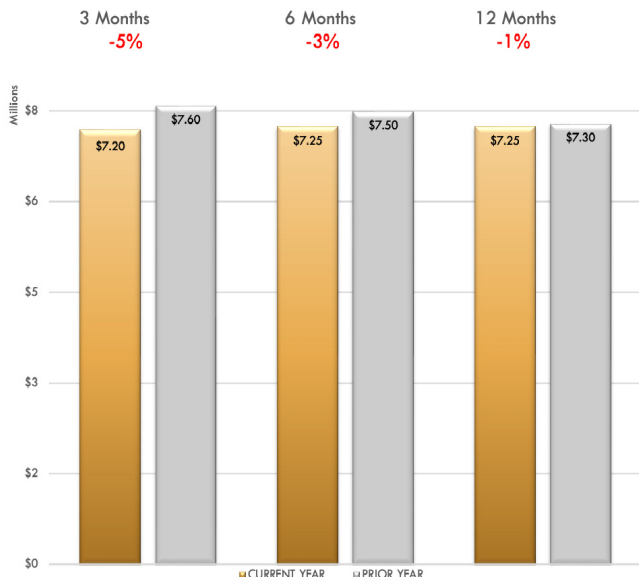
MEDIAN SELLING PRICE
Year-over-year



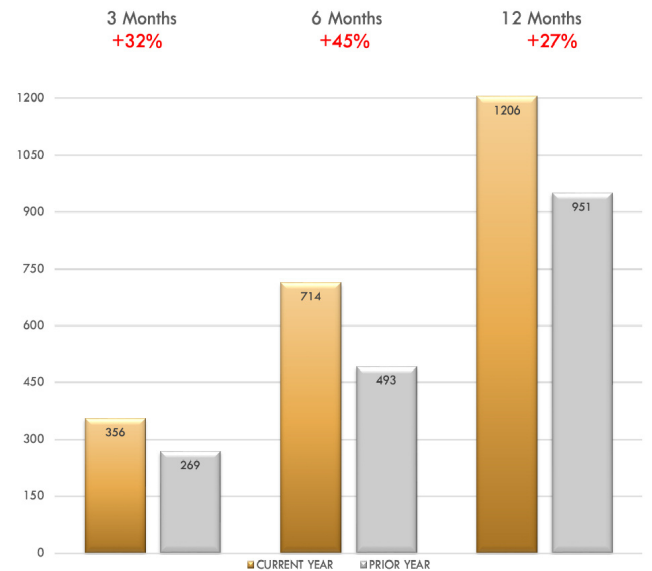
NUMBER OF CONDOS SOLD
Year-over-year



MEDIAN LISTING PRICE
Year-over-year



NUMBER OF CONDOS LISTED
Year-over-year



15 of 179 in Florida's \$5M-plus category

TOP MLS-ADVERTISED FEBRUARY CONDO SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$24,000,000	JACQUELINE FELDMAN <i>One Sotheby's International Realty</i>	MILTADIS KASTANIS <i>Douglas Elliman</i>	9001 Collins Ave., S901	Surfside	15-Feb	A11374489
\$15,100,000	DEVIN KAY <i>Douglas Elliman</i>	DEVIN KAY <i>Douglas Elliman</i>	9349 Collins Ave., 901	Surfside	15-Feb	A11471710
\$13,625,000	MENACHEM FELIG <i>Compass Florida</i>	JOEL LUSKY <i>The Brokerage South Florida</i>	17901 Collins Ave., 4405	Sunny Isles Beach	13-Feb	A11474472
\$8,000,000	KIMBERLY RODSTEIN <i>Douglas Elliman</i>	DANIEL NORDECHAI <i>London Foster Realty</i>	10295 Collins Ave., 1602	Bal Harbour	13-Feb	A11499790
\$7,425,000	DEVIN KAY <i>Douglas Elliman</i>	OREN ALEXANDER <i>Official</i>	18501 Collins Ave., 2604	Sunny Isles Beach	15-Feb	A11458414
\$7,000,000	TONY TELLAHECHE <i>Prestige Realty Group</i>	PATRICIA SUBIRIS-GONZALEZ <i>Luxe Living Realty</i>	1000 Biscayne Blvd., 1602	Miami	12-Feb	A11485428
\$6,900,000	XIMENA PENUELA <i>Fort Realty</i>	JORDAN KARP <i>Jordan Karp</i>	9001 Collins Ave. S910	Surfside	15-Feb	A11499307
\$6,700,000	LOURDES GUTIERREZ <i>Compass Florida</i>	BRYAN SERENY <i>Douglas Elliman</i>	3315 Collins Ave., 10c	Miami Beach	15-Feb	A11472464
\$6,300,000	DARIN TANSEY <i>Douglas Elliman</i>	STEFANIA CAMBARAU <i>Douglas Elliman</i>	4701 N. Meridian Ave., 621	Miami Beach	29-Feb	A11479305
\$6,100,000	JILL EBER <i>Coldwell Banker Realty</i>	ELENA BLUNTZER <i>One Sotheby's International Realty</i>	2417 Fisher Island Drive, 5107	Miami Beach	8-Feb	A11319782
\$6,100,000	BRYAN SERENY <i>Douglas Elliman</i>	JASON SIMS <i>Serhart</i>	5959 Collins Ave., 1003	Miami Beach	27-Feb	A11292968
\$6,000,000	JENNA STEFFENS <i>Douglas Elliman</i>	WILHELM NASH <i>Illustrated Properties</i>	1901 S. Ocean Blvd., 9	Delray Beach	23-Feb	RX-10934400
\$5,800,000	MONICA DEFORTUNA <i>Fortune Christie's Int'l Properties</i>	NELSON DUQUE <i>Fortune Christie's Int'l Properties</i>	4822 Fisher Island Drive, 4822	Miami Beach	5-Feb	A11468267
\$5,750,000	ALLISON BLUMENTHAL <i>Brown Harris Stevens</i>	GISELL STELLA <i>Coldwell Banker Realty</i>	2627 S. Bayshore Drive, 2501	Miami	28-Feb	A11474947
\$5,700,000	ADAM CARRIERO <i>Gulf Coast International Properties</i>	MARY WHITE <i>Downing Frye Realty</i>	490 5th Street S, 203	Naples	13-Feb	223067235

15 of 84 in Florida's \$5M-plus category

TOP MLS-ADVERTISED FEBRUARY CONDO LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY+A91:92	LIST DATE	MLS NUMBER
\$48,000,000	DEVIN KAY <i>Douglas Elliman</i>	800 S. Pointe Drive, 1701/02	Miami Beach	Miami-Dade	7-Feb	A11523899
\$35,000,000	OREN ALEXANDER <i>Official</i>	7061 Fisher Island Drive, 7061	Miami Beach	Miami-Dade	29-Feb	A11523747
\$32,500,000	TRACY GALYA <i>Dougals Elliman</i>	300 S. Pointe Drive, 005/06	Miami Beach	Miami-Dade	26-Feb	A11538262
\$26,500,000	DORA PUIG <i>Luxe Living Realty</i>	7192 Fisher Island Drive, 7192	Miami Beach	Miami-Dade	8-Feb	A11530216
\$23,000,000	JULIAN JOHNSTON <i>The Corcoran Group</i>	7954 Fisher Island Drive, 7954	Miami Beach	Miami-Dade	2-Feb	A11516491
\$19,995,000	DEVIN KAY <i>Dougals Elliman</i>	18501 Collins Ave., 2304/03	Sunny Isles Beach	Miami-Dade	2-Feb	A11525408
\$19,800,000	JILL EBER <i>Coldwell Banker Realty</i>	4512 Fisher Island Drive, 4512	Miami Beach	Miami-Dade	16-Feb	A11541225
\$16,500,000	VAN OSBORNE <i>Ronto Realty</i>	1601 Gulf Shore Blvd. N,201	Naples	Collier	29-Feb	224019691
\$15,900,000	SANDRA CHARTOUNI <i>Fortune Christie's Int'l Real Estate</i>	16901 Collins Ave., 5105	Sunny Isles Beach	Miami-Dade	28-Feb	A11541466
\$15,690,000	SUZANNE TRAPANI-FRISBIE <i>The Corcoran Group</i>	1355 S. Flagler 16 Drive N, L	West Palm Beach	Palm Beach	16-Feb	RX-10960562
\$14,000,000	MICHAEL WELLS <i>Premier Estate Properties</i>	400 S. Ocean Blvd., 26	Boca Raton	Palm Beach	24-Feb	RX-10962752
\$13,000,000	ROXANA KOSBERG <i>CityFirst Realty</i>	18555 Collins Ave., 3501	Sunny Isles Beach	Miami-Dade	15-Feb	A11536866
\$12,750,000	JOHN D'AMELIO <i>Premier Sotheby's International Realty</i>	13665 Vanderbilt Drive, 1102	Naples	Collier	28-Feb	224013257
\$12,500,000	FRANK LUSTIG <i>Compass Florida</i>	1300 Brickell Bay Drive, 4400	Miami	Miami-Dade	2-Feb	A11530713
\$11,950,000	LISA MORRIS <i>Douglas Elliman</i>	605 S. Gulfstream Ave., 17	Sarasota	Sarasota	2-Feb	A4596740

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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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