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RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY DETACHED HOMES

Almost \$3B in Q1 Florida Ultra-luxury House Sales

First quarter advertised ultra-luxury home sales realized an average price gain of 6% as evidenced by the median price point rising from \$6.63 to \$7 million, year-over-year. Despite the fact that the category of the \$5 million-plus priced detached houses saw a decrease of 42% in the number of properties sold, altogether, the numbers represented a little over \$2.9 billion in total ultra-luxury home sales during January through March, as compared to slightly over \$2.4 billion during the same period of 2023.

Florida's top advertised sale of the quarter was the \$32.5 million purchase of 1140 S. Ocean Boulevard in Manalapan. Seller's agent Pier Visconti of Douglas Elliman described the estate a having the "... opulence of the Addison Mizner era with a blend of classic charm and modern elegance."

Last month's top advertised sale also took place in Manalapan. The estate at 1960 S. Ocean Boulevard brought \$27.5 million and was listed by Gary Pohrer of Douglas Elliman. The buyer was represented by Nicholas Malinosky, also of Douglas Elliman.

CONTACTS

David E. Klein, Esq. | dklein@rabideauklein.com | 561.655.6221 Guy Rabideau, Esq. | 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
\$27,500,000	GARY POHRER Douglas Elliman Palm Beach	NICHOLAS MALINOSKY Douglas Elliman	1960 S. Ocean Blvd.	Manalapan	11-Mar	RX-10961280

	TOP 10 MLS	S-ADVERTISED HOL	JSE SALES — LAS ⁻	T 12 MONT	THS	
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$79,000,000	DINA GOLDENTAYER Douglas Elliman	DINA GOLDENTAYER Douglas Elliman	12 Indian Creek Island Road	Indian Creek	Oct-23	A11392365
\$68,145,600	LAWRENCE MOENS Lawrence A. Moens Associates	MADISON COLLUM One Sotheby's International Realty	149 E. Inlet Drive	Palm Beach	Jul-23	22-1756
\$68,000,000	SOHELY VAN WOERKOM Golden Ocean Real Estate	SOHELY VAN WOERKOM Golden Ocean Real Estate	11 Indian Creek Island Road	Indian Creek	Jun-23	A11450250
\$66,000,000	LAWRENCE MOENS Lawrence A. Moens Associates	LAWRENCE MOENS Lawrence A. Moens Associates	1350 N. Lake Way	Palm Beach	Apr-23	22-1732
\$63,431,750	SUZANNE FRISBIE The Corcoran Group	DANA KOCH The Corcoran Group	854 S. County Road	Palm Beach	May-23	RX-10845181
\$57,000,000	DINA GOLDENTAYER Douglas Elliman	CHAD CARROLL Compass	27 Star Island Drive	Miami Beach	Sep-23	A11434781
\$50,000,000	MARK BENNETT The Corcoran Group	TODD PETER Sotheby's International Realty	940 N. Lake Way	Palm Beach	Jul-23	RX-10881164
\$41,382,500	LAWRENCE MOENS Lawrence A. Moens Associates	LAWRENCE MOENS Lawrence A. Moens Associates	930 S. Ocean Blvd.	Palm Beach	May-23	23-271
\$40,000,000	TIM ELMES Compass	AUSTIN BARIS Miles Goldstein Real Estate	3052 N. Atlantic Blvd.	Fort Lauderdale	Oct-23	F10391738
\$36,000,000	LIZ HOGAN Compass Florida	JUDITH ZEDER Coldwell Banker Realty	140 Arvida Parkway	Coral Gables	Aug-23	A11297249

STATE OF FLORIDA

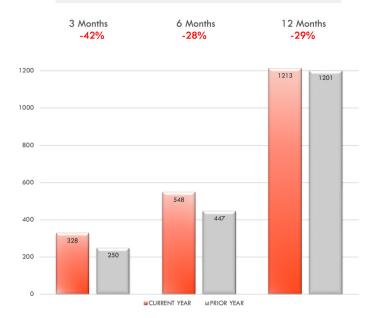
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 Million-Plus Single-Family Homes

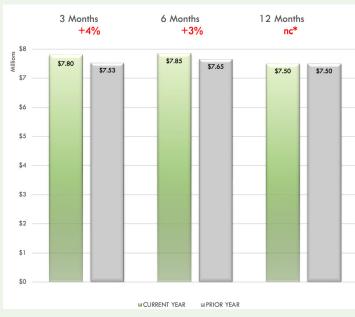




NUMBER OF HOMES SOLD Year-over-year

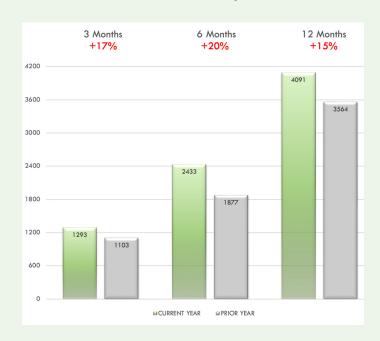


MEDIAN LISTING PRICE Year-over-year



*no change

NUMBER OF HOMES LISTED Year-over-year



15 of 129 in Florida's \$5M-plus category

	N	ILS-ADVERTISED MA	ARCH HOUSE SALE	ES		
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$27,500,000	GARY POHRER Douglas Elliman Palm Beach	NICHOLAS MALINOSKY Douglas Elliman	1960 S. Ocean Blvd.	Manalapan	11-Mar	RX-10961280
\$26,500,000	DAVID ROBERTS Royal Palm Properties	INA BLOOM Compass Florida	480 E. Alexander Palm Road	Boca Raton	29-Mar	RX-10948984
\$25,924,406	DAVID ROBERTS Royal Palm Properties	DAVID ROBERTS Royal Palm Properties	415 E. Alexander Palm Road	Boca Raton	18-Mar	RX-10930411
\$22,500,000	DINA GOLDENTAYER Douglas Elliman	CRIS SOARES Brown Harris Stevens	100 W. San Marino Drive	Miami Beach	1-Mar	A11477458
\$22,000,000	FRANK SAJTAR William Raveis Real Estate	FRANK SAJTAR William Raveis Real Estate	900 Spyglass Lane	Naples	21-Mar	224027693
\$21,150,000	JILL EBER Coldwell Banker Realty	ADA SASSON Cervera Real Estate	4647 Pine Tree Drive	Miami Beach	12-Mar	A11417498
\$20,000,000	BARBARA MAY Michael Saunders & Company	BIBI-ANN ALLARD Michael Saunders & Company	1233 Hillview Drive	SARASOTA	29-Mar	A4579757
\$18,762,500	GARY POHRER Douglas Elliman Palm Beach	NANCY GHEN Coldwell Banker	4513 S. Ocean Blvd.	Highland Beach	8-Mar	RX-10919757
\$18,400,000	CHAD CARROLL Compass Florida	SVETLANA IZGARSHEVA Miami VIP Realty	973 Hillsboro Mile	Hillsboro Beach	29-Mar	A11464521
\$17,000,000	JEREMY BROWNE Compass Florida	MARIA PRIETO Keller Williams Capital Realty	103 W. Bears Club Drive	Jupiter	27-Mar	RX-10937563
\$16,950,000	MARYBETH BROOKS William Raveis Real Estate	MAGGIE IVES Premier Sotheby's International Realty	375 21st Ave. S	Naples	6-Mar	222043313
\$16,000,000	MENACHEM FELIG Compass Florida	BABBA MEHPOUYAN Beachfront Realty	4411 Pine Tree Drive	Miami Beach	12-Mar	A11546976
\$15,900,000	MICHELLE NEWMAN The Corcoran Group	MICHELLE NEWMAN The Corcoran Group	449 Australian Ave.	Palm Beach	15-Mar	RX-10939092
\$15,550,000	BRIAN CORCORAN The BRC Group	BRIAN CORCORAN The BRC Group	4120 Snail Island Court	Boca Grande	14-Mar	D6133862
\$15,000,000	WILLIAM VOLPE Serhant	AGATA DOWNAR-ZAPOLSKA Keyes - Boca East	1005 NE Doubloon Drive	Stuart	18-Mar	RX-10937135

15 of 418 in Florida's \$5M-plus category

MLS-ADVERTISED FEBRUARY HOUSE LISTINGS								
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER		
\$60,000,000	SENADA ADZEM Douglas Elliman	2325 S. Ocean Blvd.	Delray Beach	Palm Beach	21-Mar	RX-10970809		
\$47,900,000	WHITNEY MCGURK Brown Harris Stevens of Palm Beach	690 Island Drive	Palm Beach	Palm Beach	14-Mar	RX-10969120		
\$47,000,000	JUDITH ZEDER Coldwell Banker Realty	33 Arvida Parkway	Coral Gables	Miami-Dade	5-Mar	A11541974		
\$44,000,000	NELSON GONZALEZ BHHS EWM Realty	5718/5725 N. Bay Road	Miami Beach	Miami-Dade	5-Mar	A11543996		
\$42,995,000	ASHLEY BAIRD Coldwell Banker Realty	23 6th Ave. N	Naples	Collier	6-Mar	224019239		
\$39,500,000	JAMES KENNY K2 Realty	11432 Turtle Beach Road	North Palm Beach	Palm Beach	25-Mar	RX-10971920		
\$37,500,000	JORGE URIBE One Sotheby's International Realty	330 Harbor Drive	Key Biscayne	Miami-Dade	25-Mar	A11554561		
\$36,000,000	OREN ALEXANDER Official	4525 Pine Tree Drive	Miami Beach	Miami-Dade	1-Mar	A11540445		
\$35,000,000	MARY NOBLE Mary H Noble, LLC	14898 Palmwood Road	Palm Beach Gardens	Palm Beach	3-Mar	A11539634		
\$35,000,000	JORDAN DELANEY Premier Sotheby's International Realty	3675 Gordon Drive	Naples	Collier	7-Mar	224021924		
\$32,975,000	DAVID ROBERTS Royal Palm Properties	360 E Alexander Palm Road	Boca Raton	Palm Beach	13-Mar	RX-10968343		
\$31,500,000	LAWRENCE MOENS Lawrence A. Moens Associates	1010 N Lake Way	Palm Beach	Palm Beach	4-Mar	24-416		
\$31,500,000	CRISTA RYAN Tina Fanjul Associates	799 Sanctuary Drive	Boca Raton	Palm Beach	22-Mar	RX-10971284		
\$29,900,000	RENIER CASANOVA Compass Florida	3467 N. Moorings Way	Miami	Miami-Dade	13-Mar	A11549469		
\$29,900,000	ADAM ELMER Fortune Christie's Int'l Real Estate	444 E Alexander Palm Road	Boca Raton	Palm Beach	14-Mar	RX-10969889		

RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ATTACHED HOMES

Average Ultra-luxury Condo Prices Beat House Prices in Q1

The first quarter in the highest end advertised Florida condominium market saw the stellar sale of Penthouse 4 at the Surf Club Four Seasons Residences in Surfside. Spanning 7,000 square-feet across 3 levels of living space facing endless vistas of the Atlantic Ocean, the property brought \$48 million and was the largest sale of the quarter, as well as the last 12 months. Michael Duchon of The Corcoran Group presented the listing and Ximena Penuela of Fort Realty brought in the buyer.

First Quarter numbers show an increase of 6% in the median selling price of advertised Florida condos in the \$5 million-plus category, from \$6.73 million to \$7.15 million year-over-year, and a 42% decrease in the number of sales. There was also a 43% decrease in the number of new listings in the category.

While the average sales values of individual ultra-luxury properties continued to be bullish, it appears the decrease in the shrinking number of sales took a big hit in the market segment where the total of Q1 highest end advertised condo sales in Florida brought \$594.19 million, and Q1 2023 totaled \$974.73 million.

David E. Klein, Esq. | dklein@rabideauklein.com | 561.655.6221 Guy Rabideau, Esq. | 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	
\$48,000,000	MICHAEL DUCHON The Corcoran Group	XIMENA PENUELA Fort Realty	9111 Collins Ave. N, Ph 4	Surfside	27-Mar	A11482394	

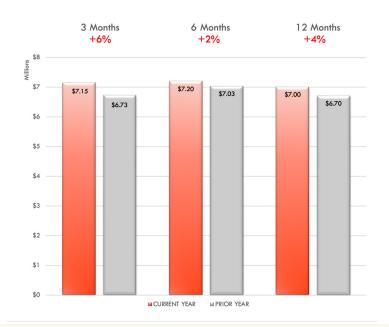
	TOP 10 MLS	-ADVERTISED CON	DO SALES — LAST	12 MONT	HS	
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$48,000,000	MICHAEL DUCHON The Corcoran Group	XIMENA PENUELA Fort Realty	9111 Collins Ave. N, Ph 4	Surfside	Mar-24	A11482394
\$24,175,000	TATYANA IONIN Coldwell Banker Realty	KARLA ABAUNZA Luxury Living Realty	7463 Fisher Island Drive	Miami Beach	Jun-23	A11175283
\$24,000,000	JACQUELINE FELDMAN One Sotheby's International Realty	MILTIADIS KASTANIS Douglas Elliman	9001 Collins Ave., S901	Surfside	Feb-24	A11374489
\$22,000,000	RUTHIE ASSOULINE Douglas Elliman	KIMBERLY RODSTEIN Keller Williams Miami Beach Realty	10201 Collins Ave., 2803	Bal Harbour	May-23	A11328175
\$20,000,000	MICHAEL LAWLER Douglas Elliman Florida	RYAN SCHWARTZ Naples Homes	4100 Gulf Shore Blvd. N	Naples	Jan-24	222025412
\$19,750,000	XIMENA PENUELA Clarte Realty	MICHELE REDLICH Coldwell Banker Realty	9349 Collins Ave., 406	Doral	Jun-23	A11342785
\$19,500,000	FRANK PEZZUTI Premier Sotheby's International Realty	FRANK PEZZUTI Premier Sotheby's International Realty	8477 Bay Colony Drive, Ph 19	Naples	Aug-23	223030757
\$19,250,000	ANGEL NICOLAS Compass Florida	ANGEL NICOLAS Compass Florida	2675 S. Bayshore Drive, Lph	Miami	Aug-23	A11189666
\$19,250,000	HILLARY HERTZBERG Coldwell Banker Realty	LEAH BARNEY Official	800 S. Pointe Drive, 1504	Miami Beach	Nov-23	A11465722
\$18,950,000	JAMES BATES Premier Sotheby's International Realty	LISA TASHJIAN Premier Sotheby's International Realty	4101 Gulf Shore Blvd. N, Ph 4	Naples	Dec-23	223046031

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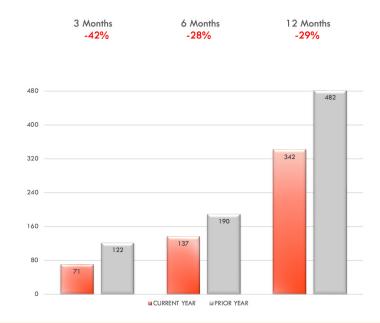
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 MILLION-PLUS CONDOMINIUMS

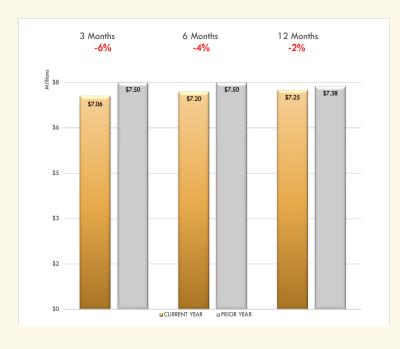
MEDIAN SELLING PRICE Year-over-year



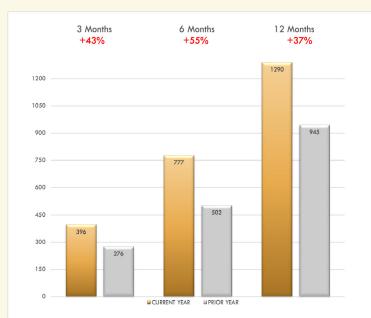
NUMBER OF CONDOS SOLD Year-over-year



MEDIAN LISTING PRICE Year-over-year



NUMBER OF CONDOS LISTED Year-over-year



15 of 29 in Florida's \$5M-plus category

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TOP MLS-ADVERTISED MARCH CONDO SALES								
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER		
\$48,000,000	MICHAEL DUCHON The Corcoran Group	XIMENA PENUELA Fort Realty	9111 Collins Ave. N, Ph 4	Surfside	27-Mar	A11482394		
\$14,550,000	KARLA ABAUNZA Luxury Living Realty	Non MLS Member	7481 Fisher Island Drive, 7481	Miami Beach	11-Mar	A11491450		
\$9,500,000	MICHAEL LAWLER Douglas Elliman	BARBARA LOWE Premier Sotheby's International Realty	4101 Gulf Shore Blvd. N 14s	Naples	27-Mar	223022948		
\$9,280,000	ALLAN KLEER One Sotheby's International Realty	FABIAN GARCIA-DIAZ One Sotheby's International Realty	50 S. Pointe Drive, 1604/05	Miami Beach	15-Mar	A11321962		
\$9,250,000	PETER REPPUCCI William Raveis Real Estate	JULIE REMBOS Premier Sotheby's International Realty	6897 Grenadier Blvd., 704	Naples	20-Mar	222047344		
\$8,875,000	DON PINGARO Ocean Insiders	KARLA ABAUNZA Luxery Living Realty	5224 Fisher Island Drive, 5224	Miami Beach	26-Mar	A11462393		
\$8,750,000	MICHAEL LAWLER Douglas Elliman Florida	MICHAEL LAWLER Douglas Elliman Florida	4951 Gulf Shore Blvd. N, 1803	Naples	6-Mar	223029379		
\$8,125,000	STEVEN BERNSTEIN Lang Realty Delray Beach	GREGORY FRANK Compass Florida	725 S. Ocean Blvd., 103	Boca Raton	20-Mar	RX-10945982		
\$8,000,000	RYAN MENDELL Maxwell E Realty	ALAN ABRAMSON EXP Realty	17875 Collins Ave., Ph 4601	Sunny Isles Beach	14-Mar	A11349932		
\$7,980,000	BEN BRICKEN Alys Beach Properties	BEN BRICKEN Alys Beach Properties	290 Sea Gardens Street, E402	Inlet Beach	28-Mar	943880		
\$7,550,000	JULIE REMBOS Premier Sotheby's International Realty	THOMAS SONS Keller Williams Island Life RE	6897 Grenadier Blvd., 1502	Naples	20-Mar	223027711		
\$7,450,000	CHAD CARROLL Compass Florida	SENADA ADZEM Douglas Elliman	1000 Biscayne Blvd., 3702	Miami	14-Mar	A11387500		
\$7,250,000	CHRISTOPHER LEAVITT Douglas Elliman Palm Beach	EKATERINA LADIK Compass Florida	1000 Biscayne Blvd., 2901	Miami	15-Mar	RX-10948490		
\$7,200,000	MICHELLE THOMAS Premier Sotheby's International Realty	NATALIE KIRSTEIN William Raveis Real Estate	350 S. Collier Blvd., 1506	Marco Island	15-Mar	223080701		
\$7,150,000	NELSON GONZALEZ BHHS EWM Realty	ORLANDO BARROS Florida Realty of Miami	1000 Biscayne Blvd., 2401	Miami	8-Mar	A11376340		

15 of 123 in Florida's \$5M-plus category

TOP MLS-ADVERTISED FEBRUARY CONDO LISTINGS							
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER	
\$40,000,000	VAN OSBORNE Ronto Realty	1601 Gulf Shore Blvd. N, Ph 5	Naples	Collier	4-Mar	224019733	
\$39,000,000	CHAD CARROLL Compass Florida	16901 Collins Ave., Ph 5603	Sunny Isles Beach	Miami-Dade	18-Mar	A11551985	
\$29,500,000	BILL EARLS John R. Wood Properties	4101 Gulf Shore Blvd. N, Ph 3	Naples	Collier	13-Mar	223060078	
\$28,995,000	DIANE COHEN Skyline International Realty	18501 Collins Ave., 5204	Sunny Isles Beach	Miami-Dade	18-Mar	A11552345	
\$26,000,000	ANDREA ARCURI Official	7939 East Drive, 1-15	North Bay Village	Miami-Dade	21-Mar	A11557273	
\$23,750,000	DUSTIN NERO Dougals Elliman	9001 Collins Ave., S207	Surfside	Miami-Dade	25-Mar	A11555485	
\$23,500,000	XIMENA PENUELA Fort Realty	9111 Collins Ave, N313	Surfside	Miaimi-Dade	12-Mar	A11548052	
\$23,500,000	MARTINA COLOMBRES Consultatio Realty	10203 Collins Ave., Ph 01-2701N	Bal Harbour	Miaimi-Dade	13-Mar	A11551769	
\$19,875,000	EDDY MARTINEZ One Sotheby's International Realty	100 S. Pointe Drive, 2203	Miami Beach	Miaimi-Dade	15-Mar	A11551257	
\$19,000,000	AMIT DRORE REI By Zip	916 NE 17th Ave., 1	Fort Lauderdale	Broward	26-Mar	A11557071	
\$18,900,000	MARK ZERVOS Platinum Real Estate	3040 Thomasson Drive, Courtyar	Naples	Collier	6-Mar	223087016	
\$18,790,000	TATYANA IONIN Coldwell Banker Realty	7482 Fisher Island Drive, 7482	Miami Beach	Miaimi-Dade	7-Mar	A11546432	
\$18,000,000	ELLIOT MACHADO Serhant	1000 Brickell Plaza, Uph 1	Miami	Miami-Dade	19-Mar	A11553462	
\$17,500,000	SAMANTHA CURRY Douglas Elliman Palm Beach	1100 S. Flagler Drive, 1401	West Palm Beach	Palm Beach	26-Mar	RX-10972146	
\$16,995,000	DIANE COHEN Skyline International Realty	18501 Collins Ave., 4903	Sunny Isles Beach	Miami-Dade	18-Mar	A11552367	



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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®

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