Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET

RESIDENTIAL REAL ESTATE

JULY 2024



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RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY DETACHED HOMES

Palm Beach and Miami Beach Take Top Two Q2 Florida Sales

Quarter Two highlights in the MLS advertised property of Florida ultraluxury homes priced at \$5 million or more include the \$152 million dollar sale of 10 Tarpon Island in Palm Beach orchestrated by co-listers Christopher Leavitt of Douglas Elliman and Suzanne Frisbie of The Corcoran Group where Margit Brandt of Premier Estate Properties represented the buyer. The 2nd largest sale just happened in June when Jill Eber of Coldwell Banker Realty brought in a buyer to close the Miami Beach estate at 98 Lagorce Circle for \$62.5 million. Mirce Curkoski of One Sotheby's International Realty represented the seller in that transaction.

In comparing two average types, the median, which is the most common type used in the real estate industry, and the mean, the total value of a group divided by the number of said group, there was a 1% increase from \$6.9 million to \$7 million in the mean, or midpoint number; and a 5% increase from \$9.3 million to \$9.77 million in the median. Additionally, in this segment, the totaled values of sales dollars for Q2 2023 and Q2 2024 were \$3.39 billion and \$4.62 billion, respectively, a 36% increase.

CONTACTS

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MULTIMILLION DOLLAR HOUSES

	LARGEST MLS-ADVERTISED HOUSE SALE — LAST MONTH						
SALE PRICE	SALE PRICE LISTING AGENT/AGENCY BUYER'S AGENT/AGENCY ADDRESS CITY SALE DATE MLS NUMBER						
\$62,500,000	MIRCE CURKOSKI One Sotheby's International Realty	JILL EBER Coldwell Banker Realty	98 Lagorce Cir,	Miami Beach	6-Jun	A11310107	

TOP 10 MLS-ADVERTISED HOUSE SALES - LAST 12 MONTHS							
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER	
\$152,000,000	SUZANNE FRISBIE The Corcoran Group CHRISTOPHER LEAVITT Douglas Elliman Palm Beach	MARGIT BRANDT Premier Estate Properties	10 Tarpon Isle	Palm Beach	May-24	RX-10939073	
\$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	
\$62,500,000	MIRCE CURKOSKI One Sotheby's International Realty	JILL EBER Coldwell Banker Realty	98 Lagorce Circle	Miami Beach	Jun-24	A11310107	
\$57,000,000	DINA GOLDENTAYER Douglas Elliman	CHAD CARROLL Compass	27 Star Island Drive	Miami Beach	Sep-23	A11434781	
\$51,250,000	JAMES MCCANN Premier Estate Properties	PHATAVANH OLSEN Douglas Elliman Palm Beach	200 S. Ocean Blvd.	Palm Beach	May-24	RX-10956908	
\$50,000,000	MARK BENNETT The Corcoran Group	TODD PETER Sotheby's International Realty	940 N. Lake Way	Palm Beach	Jul-23	RX-10881164	
\$50,000,000	TODD PETER Sotheby's International Realty	CHRISTIAN ANGLE Christian Angle Real Estate	940 N. Lake Way	North End	May-24	RX-10939386	
\$49,600,000	CHRISTIAN ANGLE Christian Angle Real Estate	CHRISTIAN ANGLE Christian Angle Real Estate	315 Chapel Hill Road	Palm Beach	May-24	RX-10924786	
\$43,770,000	JAMES MCCANN Premier Estate Properties	JEREMY STEWART Park View Realty	205 Via Tortuga	Palm Beach	Apr-24	RX-10977536	

STATE OF FLORIDA

MULTIMILLION DOLLAR REAL ESTATE MARKET

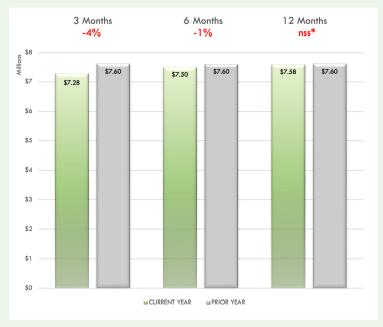
\$5 Million-Plus Single-Family Homes



NUMBER OF HOMES SOLD Year-over-year 3 Months 6 Months 12 Months +38% +19% +34% 1400 1320 1200 1110 1000 800 756 600 564 465 400 338 200 0

CURRENT YEAR

MEDIAN LISTING PRICE Year-over-year



NUMBER OF HOMES LISTED Year-over-year



Advertisement

15 of 167 in Florida's \$5M-plus ultra luxury category

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SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$62,500,000	MIRCE CURKOSKI One Sotheby's International Realty	JILL EBER Coldwell Banker Realty	98 Lagorce Circle	Miami Beach	6-Jun	A11310107
\$39,000,000	CANDACE FRIIS The Corcoran Group	CANDACE FRIIS The Corcoran Group	3223 N. Ocean Blvd.	Gulf Stream	26-Jun	RX-10998718
\$33,500,000	LOURDES ALASTRISTE Douglas Elliman	FREDRIK EKLUND Douglas Elliman Coconut Grove	3080 Munroe Drive	Miami	24-Jun	A11359203
\$32,500,000	JILL HERTZBERG Coldwell Banker Realty	JILL HERTZBERG Coldwell Banker Realty	320 S. Hibiscus Drive	Miami Beach	21-Jun	A11478906
\$28,000,000	KHALISHA MITCHELL United Real Estate Gallery	DELLA SALA DJ & Lindsey Real Estate	1858 Key Biscayne Drive N	Jacksonville	26-Jun	2019857
\$27,062,500	LAWRENCE MOENS Lawrence A. Moens Associates	CHRISTIAN ANGLE Christian Angle Real Estate	1010 N. Lake Way	Palm Beach	14-Jun	24-416
\$23,500,000	SADDY DELGADO One Sotheby's International Realty	MIRCE CURKOSKI One Sotheby's International Realty	365 Arvida Parkway	Coral Gables	24-Jun	A11483517
\$19,500,000	DAVID ROBERTS Royal Palm Properties	DAVID ROBERTS Royal Palm Properties	215 W. Coconut Palm Road	Boca Raton	14-Jun	RX-10945700
\$19,000,000	DAVID ROBERTS Royal Palm Properties	DAVID ROBERTS Royal Palm Properties	174 W. Coconut Palm Road	Boca Raton	11-Jun	RX-10888297
\$18,000,000	RICHARD PREBISH William Raveis Real Estate	LINDA TETI Stiles Sowers & Associates	3600 Rum Row	Naples	12-Jun	223001876
\$17,000,000	LOURDES MAESTRES Compass Florida	SPENCER CAREY The Keyes Company	1717 N. Fort Lauderdale Beach Blvd.	Fort Lauderdale	5-Jun	A11454582
\$16,850,000	CHRISTIAN ANGLE Christian Angle Real Estate	JENNIFER STEPAN Linda R. Olsson, Inc.	130 Cocoanut Row	Palm Beach	14-Jun	RX-10952768
\$16,000,000	KAREN VAN ARSDALE Premier Sotheby's International Realty	JOHNATHAN SHIREY Douglas Elliman Florida	210 N. Lake Drive	Naples	14-Jun	223085118
\$15,000,000	CINDY O'DARE One Sotheby's International Realty	CINDY O'DARE One Sotheby's International Realty	3750 Ocean Drive	Vero Beach	27-Jun	270040
\$14,900,000	SAMUEL SIMPKIN Compass Florida	HART GREEN Coldwell Banker Realty Delray Beach	3603 N. Ocean Blvd.	Gulf Stream	4-Jun	A11484353

15 of 337 in Florida's \$5M-plus ultra luxury category

MLS-ADVERTISED JUNE HOUSE LISTINGS							
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER	
\$135,000,000	LOURDES ALATRISTE Douglas Elliman	3585 Anchorage Way	Miami	Miami-Dade	28-Jun	A11614931	
\$96,000,000	LAWRENCE MOENS Lawrence A. Moens Associates	1446 N. Ocean Blvd.	Palm Beach	Palm Beach	20-Jun	24-978	
\$55,000,000	LYDIA ESKENAZI One Sotheby's International Realty	387 Ocean Blvd.	Golden Beach	Miami-Dade	13-Jun	A11600881	
\$49,000,000	ROB THOMSON Watefront Properties & Club Comm's	176 Spyglass Lane	Jupiter	Palm Beach	25-Jun	A11613084	
\$44,880,000	TIFFANY MCQUAID McQuaid & Company	6111 Sanibel Captiva Road	Sanibel	Lee	12-Jun	224050501	
\$42,000,000	MARK GRIFFIN One Sotheby's International Realty	118 Bears Club Drive	Jupiter	Palm Beach	26-Jun	RX-10999881	
\$38,000,000	JEAN ECHEMENDIA Douglas Elliman	5396 N. Bay Road	Miami Beach	Miami-Dade	18-Jun	A11606868	
\$37,500,000	MARTIN CONROY Sailfish Point Realty	3006 SE Dune Drive	Stuart	Martin	3-Jun	M20045220	
\$36,000,000	ROSA MINANO Cervera Real Estate	241 Cape Florida Drive	Key Biscayne	Miami-Dade	18-Jun	A11608943	
\$32,500,000	CHRISTIAN ANGLE Christian Angle Real Estate	150 El Vedado Road	Palm Beach	Palm Beach	24-Jun	RX-10998728	
\$28,500,000	PAULETTE KOCH The Corcoran Group	110 Wells Road	Palm Beach	Palm Beach	1-Jun	24-793	
\$27,500,000	OREN ALEXANDER Official Real Estate	555 Arvida Parkway	Coral Gables	Miami-Dade	3-Jun	A11591855	
\$26,900,000	JACKIE MAY Berkshire Hathaway HomeServices	899 Nelsons Walk	Naples	Collier	15-Jun	224051533	
\$24,950,000	LISA CREGAN Sotheby's International Realty	1221 N. Lake Way	Palm Beach	Palm Beach	16-Jun	RX-10996763	
\$24,900,000	HILLARY MASTERS Nest Seekers Florida	160 Barton Ave.	Palm Beach	Palm Beach	5-Jun	RX-10993602	

RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ATTACHED HOMES

West Palm Beach Joins Miami Beach's Ultra-condo Blitz

In a hat-tip to Florida's luxury condo market segment, Commercial Observer noted, the number of seven-figure deals is starting to outpace the rest of the market, and developers are noticing. During Quarter Two in the ultraluxury condo segment of \$5 million-plus homes, there was a 12% increase of new listings at 281 as compared to 251 last year. The average median price point, which is the average most commonly referred to in the real estate market, was \$6.25 million for the midpoint number, while the mean average, which divides the quarter's total value of sales by the number of sales, was \$9.4 million.

Florida's biggest Q2 sale in the category closed in Miami at \$37 million in June. Dina Goldentayer of Douglas Elliman represented the seller of a property at 7001 Fisher Island Drive in the Palazzo del Sol. Isaac Lustgarten of Official Real Estate represented the buyer of Penthouse 1 in the "six-star" community where Biscayne Bay meets the Atlantic Ocean. The quarter's second largest sale was the \$27.99 million purchase of a penthouse at The Bristol in West Palm Beach. The property, Ph 1100, S. Flagler Drive, was listed by Christian Angle of Christian Angle Real Estate. Suzanne Frisbie of The Corcoran Group brought in the buyer for that transaction.

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MULTIMILLION DOLLAR CONDOS

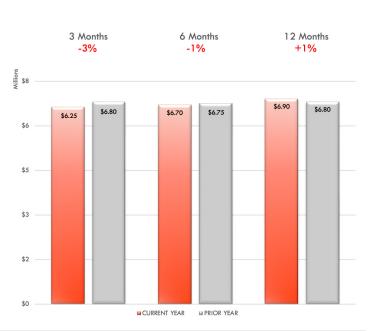
LARGEST MLS-ADVERTISED CONDO SALE — LAST MONTH							
SALE PRICE	SALE PRICE LISTING AGENT/AGENCY BUYER'S AGENT/AGENCY ADDRESS LOCATION SALE DATE MLS NUMBER						
\$37,000,000	DINA GOLDENTAYER Douglas Elliman	ISAAC LUSTGARTEN Official Real Estate	7001 Fisher Island Drive, Ph 1	Miami Beach	20-Jun	A11507600	

TOP 10 MLS-ADVERTISED CONDO SALES - LAST 12 MONTHS							
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	
\$37,000,000	DINA GOLDENTAYER Douglas Elliman	ISAAC LUSTGARTEN Official Real Estate	7001 Fisher Island Drive, Ph 1	Miami Beach	Jun-24	A11507600	
\$28,154,095	SHERRYL DELISSER Sailfish Group Realty	GABRIELLA PIMIENTA Pimienta Realty	3601 Townhouse Court	West Palm Beach	Sep-23	RX-10849127	
\$27,988,425	CHRISTIAN ANGLE Christian Angle Real Estate	SUZANNE FRISBIE The Corcoran Group	1100 S. Flagler Drive, 2302	West Palm Beach	Apr-24	RX-10892877	
\$25,000,000	DINA GOLDENTAYER Douglas Elliman	CHRISTOPHER JUDE PGutman	5775 Collins Ave., Ph 2	Miami Beach	Apr-24	A11478573	
\$24,175,000	TATYANA IONIN Coldwell Banker	KARLA ABAUNZA Luxury Living Realty	7463 Fisher Island Drive	Miami Beach	Jul-23	A11175283	
\$24,000,000	JACQUELINE FELDMAN One Sotheby's International Realty	MILTIADIS KASTANIS Douglas Elliman	9001 Collins Ave., S901	Surfside	Feb-24	A11374489	
\$20,000,000	MICHAEL LAWLER Douglas Elliman Florida	RYAN SCHWARTZ Naples Homes	4100 Gulf Shore Blvd. N	Naples	Jan-24	222025412	
\$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	
\$19,300,000	JULIAN JOHNSTON The Corcoran Group	JILL EBER Coldwell Banker Realty	7954 Fisher Island Drive	Miami Beach	Apr-24	A11516491	

STATE OF FLORIDA

MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 MILLION-PLUS CONDOMINIUMS

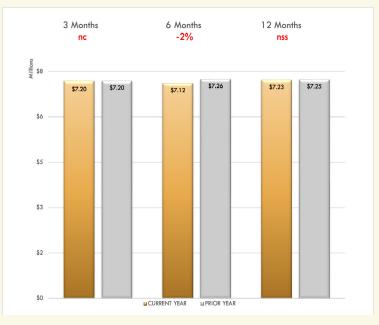


MEDIAN SELLING PRICE Year-over-year

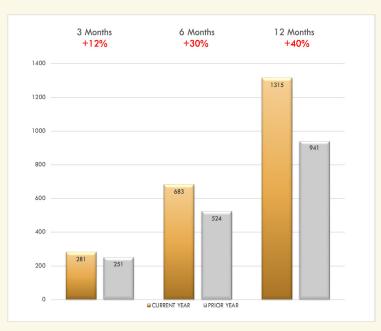




MEDIAN LISTING PRICE Year-over-year



NUMBER OF CONDOS LISTED Year-over-year



nss: no statistical significance nc: no change 15 of 37 in Florida's \$5M-plus ultra luxury category

TOP MLS-ADVERTISED JUNE CONDO SALES							
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER	
\$37,000,000	DINA GOLDENTAYER Douglas Elliman	ISAAC LUSTGARTEN Official Real Estate	7001 Fisher Island Drive, Ph 1	Miami Beach	20-Jun	A11507600	
\$17,500,000	ETHAN ASSOULINE Douglas Elliman	MONICA COHAN MC Miami Realty	10203 Collins Ave., 2001	Bal Harbour	21-Jun	A11460429	
\$17,250,000	GRACE DIETERICH Coldwell Banker Realty	NANCY BATCHELOR Compass Florida	4701 N. Meridian Ave., Ph 1,	Miami Beach	3-Jun	F10413035	
\$12,000,000	DAN HECHTKOPF Douglas Elliman	IVAN CHORNEY Compass Florida	5775 Collins Ave., 1203	Miami Beach	6-Jun	A11483405	
\$10,750,000	WILLIAM EARLS John R. Wood Properties	BARBI LOWE Premier Sotheby's International Realty	4101 Gulf Shore Blvd. N, 15s	Naples	5-Jun	224040688	
\$10,000,000	JILL HERTZBERG Coldwell Banker Realty	MIKE DUCHON The Corcoran Group	1 Collins Ave., 706	Miami Beach	25-Jun	A11454047	
\$9,963,000	YANSY CHECA Douglas Elliman	RYAN MENDELL Maxwell R Realty	17975 Collins Ave., 3002	Sunny Isles	11-Jun	A11402303	
\$9,500,000	MONICA COHAN MC Miami Realty	MARIANA NIRO Serhant	10203 Collins Ave., 1402	Bal Harbour	6-Jun	A11529070	
\$9,300,000	KARINA BATIEVSKY Acqualina Realty	Non MLS member	17975 Collins Ave., 1602	Sunny Isles Beach	18-Jun	AX-11572509	
\$9,000,000	CANDACE FRIIS The Corcoran Group	KOURTNEY PULITZER Sotheby's International Realty	3100 S. Ocean Blvd., Ph 501s	Palm Beach	6-Jun	RX-10940990	
\$8,500,000	GIULIO VERGANI Redilco International Real Estate	LAURA KUHNE Douglas Elliman	360 Ocean Drive, 301s	Key Biscayne	24-Jun	A11532438	
\$6,800,000	URI SEFCHOVICH Keyes Aventura	MICHAEL MALINA Dezer Platinum Realty	17749 Collins Ave., 801	Sunny Isles Beach	18-Jun	A11516368	
\$6,700,000	SARA VIOLETTE EXP Realty	GREG ALSOBROOK Berkshire Hathaway Home Services	45 Caliza Lane	Alys Beach	7-Jun	944441	
\$6,565,000	ROSALIND CLARKE Premier Estate Properties	ROSALIND CLARKE Premier Estate Properties	300 S., Ocean Blvd., 3d	Palm Beach	6-Jun	RX-10982796	
\$6,400,000	MARIANA SHULGA Mariana Shulga, LLC	ELI NEKTALOV Big International Realty	18975 Collins Ave., 3700	Sunny Isles Beach	14-Jun	A11542651	

15 of 69 in Florida's \$5M-plus ultra luxury category

TOP MLS-ADVERTISED JUNE CONDO LISTINGS							
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER	
\$35,000,000	DORA PUIG Luxe Living Realty	7085 Fisher Island Drive	Miami Beach	Miami-Dade	1-Jun	A11599480	
\$28,000,000	FRANK HERZ Keller Williams Realty Wellington	200 N. Ocean Blvd., 1	Palm Beach	Palm Beach	25-Jun	RX-10999055	
\$27,000,000	KARLA ABAUNZA Luxury Living Realty	7964 Fisher Island Drive	Miami Beach	Miami-Dade	19-Jun	A11611096	
\$22,500,000	MENDEL FELLIG Compass Florida	9349 Collins Ave., 406	Surfside	Miami-Dade	19-Jun	A11604099	
\$22,000,000	FABIAN GARCIA-DIAZ One Sotheby's International Realty	125 Ocean Drive, U0203	Miami Beach	Miami-Dade	20-Jun	A11606683	
\$21,000,000	JULIAN JOHNSTON The Corcoran Group	7412 Fisher Island Drive	Miami Beach	Miami-Dade	12-Jun	A11601409	
\$19,995,000	DIANE COHEN Skyline International Realty	18501 Collins Ave., 4803	Sunny Isles Beach	Miami-Dade	11-Jun	A11605392	
\$19,500,000	VERONICA CERVERA Cervera Real Estate	5 Grove Isle Drive, Ph S04	Miami	Miami-Dade	10-Jun	A11603021	
\$16,830,000	LEANDRO CORRENTE True Brokers	1000 Biscayne Blvd., 1201	Miami	Miami-Dade	27-Jun	A11614519	
\$15,500,000	CHRISTINE COX Douglas Elliman Jupiter	2200 Pga Blvd., 301-302	Palm Beach Gardens	Palm Beach	19-Jun	RX-10997382	
\$15,000,000	DENISE LEVINE Denise Levine Realty	7872 Fisher Island Drive	Miami Beach	Miami-Dade	24-Jun	A11615008	
\$15,000,000	RYAN FARBSTEIN Official Real Estate	9111 Collins Ave., N317	Surfside	Miami-Dade	28-Jun	A11614890	
\$11,399,000	ANAMARIA VELASQUEZ Nexxos Realty	1000 Biscayne Blvd., Th 1002	Miami	Miami-Dade	1-Jun	A11598414	
\$11,100,000	CHRISTINE COX Douglas Elliman Jupiter	2200 Pga Blvd., 613-614	Palm Beach Gardens	Palm Beach	19-Jun	RX-10997385	
\$10,500,000	ALVARO NUNEZ Robert Slack	10203 Collins Ave., 1603	Bal Harbour	Miami-Dade	15-Jun	A11607523	

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Rabideau Klein has provided trusted representation for buyers and sellers of Florida real estate for over fifteen years. Our attorneys hold the addional distinction of being Certified in Real Estate Law by the Florida Bar Board, and our dedicated team of paralegals have extensive experience in high-end transactions, business formation, finance, cross-border, and related matters. We provide thoughtful legal guidance throughout the legal process of our clients' property transferances including 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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