

# Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET

RESIDENTIAL REAL ESTATE

SEPTEMBER 2024



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REAL ESTATE | LAND USE | FINANCE | CROSS BORDER | BUSINESS FORMATION



## RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY DETACHED HOMES

# French-Designed Hibiscus Island Home Brings \$40M Ocean-to-lake Spec Estate In Manalapan Asking \$95M

If quintessential coastal living takes place on an island, the buyer of last month's largest Florida single-family home sale is poised to enjoy the ultimate. Advertised as "a contemporary ode to the French urban palace Hôtel Particulier," the estate at 101 N. Hibiscus Drive on Hibiscus Island was purchased for \$40.25 million on August 28th. Jill Hertzberg of Coldwell Banker Realty represented the seller and Isaac Julian of Compass Florida represented the buyer in the transaction.

Earlier in the month, an island town made national news when its ultraluxury estate—still under construction—entered the market at \$95 million. The ocean-to-lake property at 1140 S. Ocean Boulevard in Manalapan was presented by Margit Brandt of Premier Estate Properties. The property is situated along 150 feet of direct ocean frontage and includes a 19,000 square-foot main house and a 4,000 square-foot guest house.

### 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	CITY	SALE DATE	MLS NUMBER
\$40,250,000	<b>JILL HERTZBERG</b> <i>Coldwell Banker Realty</i>	<b>ISAAC JULIAN</b> <i>Compass Florida</i>	101 N. Hibiscus Drive	Miami Beach	28-Aug	A11620879

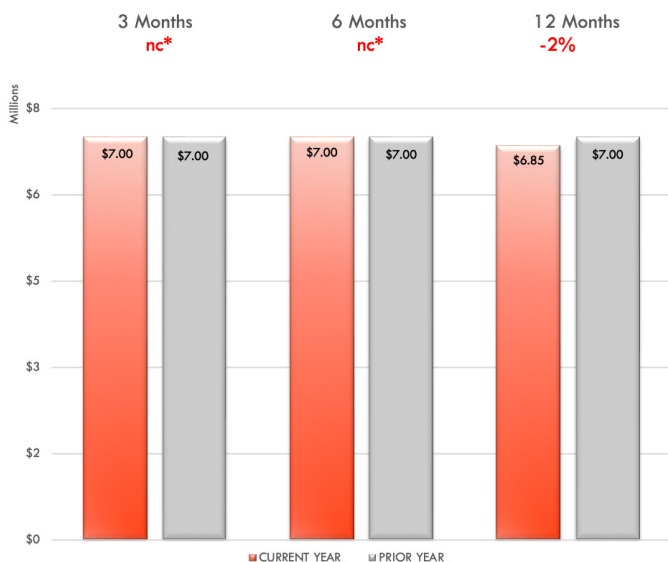
### TOP 10 MLS-ADVERTISED HOUSE SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$152,000,000	<b>SUZANNE FRISBIE</b> <i>The Corcoran Group</i> <b>CHRISTOPHER LEAVITT</b> <i>Douglas Elliman Palm Beach</i>	<b>MARGIT BRANDT</b> <i>Premier Estate Properties</i>	10 Tarpon Isle	Palm Beach	May-24	RX-10939073
\$79,000,000	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	12 Indian Creek Island Road	Indian Creek	Oct-23	A11392365
\$62,500,000	<b>MIRCE CURKOSKI</b> <i>One Sotheby's International Realty</i>	<b>JILL EBER</b> <i>Coldwell Banker Realty</i>	98 Lagorce Circle	Miami Beach	Jun-24	A11310107
\$57,000,000	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	<b>CHAD CARROLL</b> <i>Compass</i>	27 Star Island Drive	Miami Beach	Sep-23	A11434781
\$51,631,500	<b>MIRCE CURKOSKI</b> <i>One Sotheby's International Realty</i>	<b>JILL EBER</b> <i>Coldwell Banker Realty</i>	200 Via Palma	Palm Beach	1-Jun	23-1752
\$51,250,000	<b>JAMES MCCANN</b> <i>Premier Estate Properties</i>	<b>PHATAVANH OLSEN</b> <i>Douglas Elliman Palm Beach</i>	200 S. Ocean Blvd.	Palm Beach	May-24	RX-10956908
\$49,600,000	<b>CHRISTIAN ANGLE</b> <i>Christian Angle Real Estate</i>	<b>CHRISTIAN ANGLE</b> <i>Christian Angle Real Estate</i>	315 Chapel Hill Road	Palm Beach	May-24	RX-10924786
\$43,770,000	<b>JAMES MCCANN</b> <i>Premier Estate Properties</i>	<b>JEREMY STEWART</b> <i>Park View Realty</i>	205 Via Tortuga	Palm Beach	Apr-24	RX-10977536
\$40,250,000	<b>JILL HERTZBERG</b> <i>Coldwell Banker Realty</i>	<b>ISAAC JULIAN</b> <i>Compass Florida</i>	101 N. Hibiscus Drive	Miami Beach	Aug-24	A11620879
\$40,000,000	<b>TIM ELMES</b> <i>Compass Florida</i>	<b>AUSTIN BARIS</b> <i>Miles Goldstein Real Estate</i>	3052 N. Atlantic Blvd.	Ft Lauderdale	Oct-23	F10391738

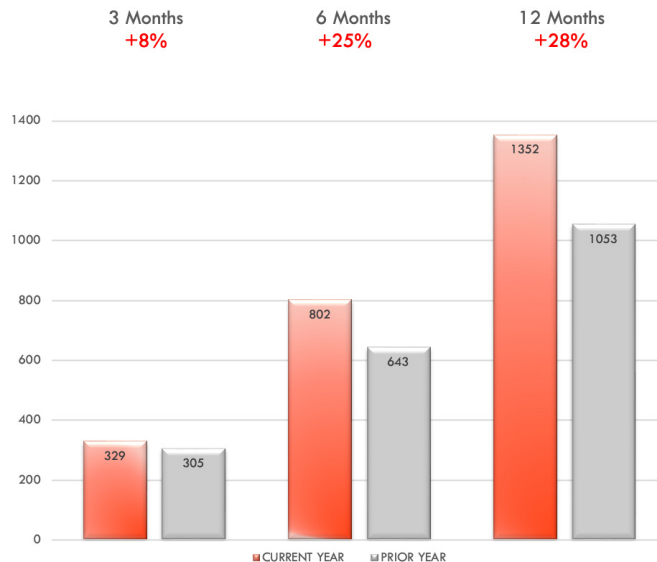
**STATE OF FLORIDA**  
**MULTIMILLION DOLLAR REAL ESTATE MARKET**

## \$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



\*nc no change; nss no statistical significance

15 of 77 in Florida's \$5M-plus ultraluxury category

MLS-ADVERTISED AUGUST HOUSE SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$40,250,000	<b>JILL HERTZBERG</b> <i>Coldwell Banker Realty</i>	<b>ISAAC JULIAN</b> <i>Compass Florida</i>	101 N. Hibiscus Drive	Miami Beach	28-Aug	A11620879
\$26,000,000	<b>RICHARD PREBISH</b> <i>William Raveis Real Estate</i>	<b>RICHARD PREBISH</b> <i>William Raveis Real Estate</i>	3093 Fort Charles Drive	Naples	16-Aug	223086554
\$21,000,000	<b>CAROL STEWART</b> <i>Michael Saunders &amp; Co.</i>	<b>CAROL STEWART</b> <i>Michael Saunders &amp; Co.</i>	4511 Shore Lane	Boca Grande	1-Aug	D6134421
\$20,748,000	<b>JOEL LUSKY</b> <i>The Brokerage South Florida Real Estate</i>	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	11420 N. Bayshore Drive	North Miami	1-Aug	A11605120
\$19,500,000	<b>CRISTINA GREEVEN</b> <i>Coldwell Banker Realty</i>	<b>CARLOS MANDIOLA</b> <i>Coldwell Banker Realty</i>	200 Harbor Drive	Key Biscayne	5-Aug	A11572838
\$19,000,000	<b>JULIAN JOHNSTON</b> <i>The Corcoran Group</i>	<b>JULIAN JOHNSTON</b> <i>The Corcoran Group</i>	1649 W. 22nd Street	Miami Beach	27-Aug	A11275554
\$18,500,000	<b>SENADA ADZEM</b> <i>Douglas Elliman</i>	<b>JOYCE SCHNEIDER</b> <i>Castles By The Beach</i>	169 W. Key Palm Road	Boca Raton	23-Aug	RX-10938939
\$18,250,000	<b>PASCAL LIGUORI</b> <i>Premier Estate Properties</i>	<b>NICHOLAS GONZALEZ</b> <i>Serhant</i>	3 Ocean Lane	Manalapan	8-Aug	RX-10965949
\$16,995,000	<b>PATRICK DIPINTO</b> <i>Coldwell Banker Realty</i>	<b>IAN ADDY</b> <i>Michael Saunders &amp; Company</i>	4136 Higel Ave.	Sarasota	20-Aug	A4537883
\$15,800,000	<b>DAVID ROBERTS</b> <i>Royal Palm Properties</i>	<b>JESSICA SCHUBLE</b> <i>Serhant</i>	1964 Royal Palm Way	Boca Raton	15-Aug	RX-10909034
\$13,776,000	<b>ALEXANDER GOLDSTEIN</b> <i>Miles Goldstein Real Estate</i>	<b>SANDRA TAGLIAMONTE</b> <i>One Sotheby's International Realty</i>	2509 Aqua Vista Blvd.	Fort Lauderdale	26-Aug	A11568061
\$13,500,000	<b>ISAAC LUSTGARTEN</b> <i>Official Real Estate</i>	<b>ISAAC LUSTGARTEN</b> <i>Official Real Estate</i>	4740 SW 80th Street	Miami	9-Aug	A11290912
\$13,000,000	<b>JENNY WEMERT</b> <i>Wemert Group Realty</i>	<b>JULIE BETTOSINI</b> <i>Stockworth Realty Group</i>	9306 Blanche Cove Drive	Windermere	12-Aug	O6180696
\$12,750,000	<b>SPEARS GROUP</b> <i>Compass</i>	<b>WILLIAM REESE</b> <i>Douglas Elliman</i>	8570 E. County Hwy 30A	Inlet Beach	26-Aug	952152
\$11,700,000	<b>JUDITH ZEDER</b> <i>Coldwell Banker Realty</i>	<b>SCOTT SHUFFIELD</b> <i>BHHS EWM Realty</i>	185 Cocoplum Road	Coral Gables	5-Aug	A11591674

15 of 289 in Florida's \$5M-plus ultra luxury category

MLS-ADVERTISED AUGUST HOUSE LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$95,000,000	<b>MARGIT BRANDT</b> <i>Premier Estate Properties</i>	1140 S. Ocean Blvd.	Manalapan	Palm Beach	13-Aug	RX-11012157
\$49,995,000	<b>TIM ELMES</b> <i>Compass Florida</i>	516 Mola Ave.	Fort Lauderdale	Broward	21-Aug	F10450514
\$40,000,000	<b>ROBERT THOMSON</b> <i>Waterfront Properties &amp; Club Comm's</i>	209 Commodore Drive	Jupiter	Palm Beach	20-Aug	A11644544
\$39,500,000	<b>BRYAN SERENY</b> <i>Douglas Elliman</i>	5004 N. Bay Road	Miami Beach	Miami-Dade	30-Aug	A11650138
\$34,850,000	<b>DAVID ROBERTS</b> <i>Royal Palm Properties</i>	500 E. Alexander Palm Road	Boca Raton	Palm Beach	9-Aug	RX-11011253
\$34,500,000	<b>MICHAEL LEDUC</b> <i>One Sotheby's International Realty</i>	1350 W. 29th Street	Miami Beach	Miami-Dade	9-Aug	A11637356
\$33,000,000	<b>SENADA ADZEM</b> <i>Douglas Elliman</i>	9200 Rockybrook Way	Delray Beach	Palm Beach	22-Aug	RX-11014573
\$31,900,000	<b>BRIGITTE NACHTIGALL</b> <i>One Sotheby's International Realty</i>	230 Harbor Drive	Key Biscayne	Miami-Dade	13-Aug	AX-11657338
\$30,000,000	<b>TIM ELMES</b> <i>Compass Florida</i>	1700 Brickell Drive	Fort Lauderdale	Broward	29-Aug	F10458460
\$29,950,000	<b>ALEXANDER GOLDSTEIN</b> <i>Miles Goldstein Real Estate</i>	498 N. Parkway	Golden Beach	Miami-Dade	14-Aug	A11640500
\$29,900,000	<b>JILL HERTZBERG</b> <i>Coldwell Banker Realty</i>	216 Bal Bay Drive	Bal Harbour	Miami-Dade	1-Aug	A11633861
\$29,500,000	<b>HILARY MUSSER</b> <i>Hilary Musser Real Estate</i>	7515-7425 S. Flagler Drive	West Palm Beach	Palm Beach	31-Aug	RX-11017094
\$29,500,000	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	100 Bal Bay Drive	Bal Harbour	Miami-Dade	21-Aug	A11642081
\$26,500,000	<b>JOAN MC CAUGHAN</b> <i>Coldwell Banker Realty</i>	180 Cape Florida Drive	Key Biscayne	Miami-Dade	7-Aug	A11637490
\$25,900,000	<b>CARLOS MANDIOLA</b> <i>Coldwell Banker Realty</i>	200 Harbor Drive	Key Biscayne	Miami-Dade	14-Aug	A11641157



## RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ATTACHED HOMES

### Bold Miami Casa Listing Priced at \$48.5M Penthouse at The Grove Brings \$19.5M

Miami-Dade County dominated the ultraluxury condo market in Florida last month by presenting 12 of 15 of the category’s priciest properties. The 15 ranged from \$12.33 million to the largest MLS-advertised attached property, which was priced at \$48.5 million. The address of the condo, 17901 Collins Di Oceana Avenue Casa, is for a two-story penthouse home in The Estates at Acqualina, which is situated adjacent to the Five Star Acqualina Resort and Spa on the beach.

The largest MLS-advertised condo purchase of the month was a property which changed owners for \$19.5 million. Penthouse N at 2669 S. Bayshore Drive in The Grove at the Grand Bay complex was advertised as the “grandest single-floor condo in Miami.” Chad Carroll of Compass Florida represented the seller and Malgozata Fuller of One Sotheby’s International Realty represented the buyer.

#### CONTACTS

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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
\$19,500,000	<b>CHAD CARROLL</b> <i>Compass Florida</i>	<b>MALGOZATA FULLER</b> <i>One Sotheby's International Realty</i>	2669 S. Bayshore Drive, Lph N	Miami	16-Aug	A11433836

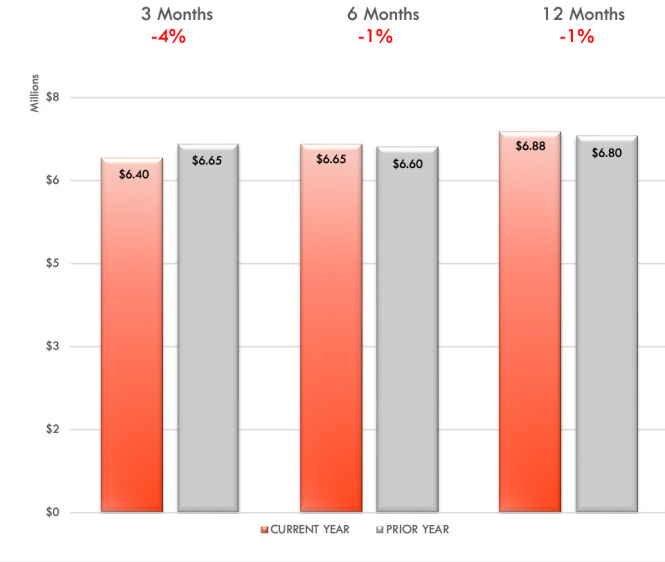
### TOP 10 MLS-ADVERTISED CONDO SALES – LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$48,000,000	<b>MICHAEL DUCHON</b> <i>The Corcoran Group</i>	<b>XIMENA PENUELA</b> <i>Fort Realty</i>	9111 Collins Ave. N, Ph 4	Surfside	Mar-24	A11482394
\$37,000,000	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	<b>ISAAC LUSTGARTEN</b> <i>Official Real Estate</i>	7001 Fisher Island Drive, Ph 1	Miami Beach	20-Jun	A11507600
\$28,154,095	<b>SHERRYL DELISSER</b> <i>Saifish Group Realty</i>	<b>GABRIELLA PIMIENTA</b> <i>Pimienta Realty</i>	3601 Townhouse Court	West Palm Beach	Sep-23	RX-10849127
\$27,988,425	<b>CHRISTIAN ANGLE</b> <i>Christian Angle Real Estate</i>	<b>SUZANNE FRISBIE</b> <i>The Corcoran Group</i>	1100 S. Flagler Drive, 2302	West Palm Beach	Apr-24	RX-10892877
\$25,000,000	<b>DINA GOLDENTAYER</b> <i>Douglas Elliman</i>	<b>CHRISTOPHER JUDE</b> <i>PGutman</i>	5775 Collins Ave., Ph 2	Miami Beach	Apr-24	A11478573
\$24,000,000	<b>JACQUELINE FELDMAN</b> <i>One Sotheby's International Realty</i>	<b>MILTADIS KASTANIS</b> <i>Douglas Elliman</i>	9001 Collins Ave., S901	Surfside	Feb-24	A11374489
\$20,000,000	<b>MICHAEL LAWLER</b> <i>Douglas Elliman Florida</i>	<b>RYAN SCHWARTZ</b> <i>Naples Homes</i>	4100 Gulf Shore Blvd. N	Naples	Jan-24	222025412
\$19,500,000	<b>CHAD CARROLL</b> <i>Compass Florida</i>	<b>MALGOZATA FULLER</b> <i>One Sotheby's International Realty</i>	2669 S. Bayshore Drive, Lph N	Miami	Aug-24	A11433836
\$19,300,000	<b>JULIAN JOHNSTON</b> <i>The Corcoran Group</i>	<b>JILL EBER</b> <i>Coldwell Banker Realty</i>	7954 Fisher Island Drive	Miami Beach	Apr-24	A11516491
\$19,250,000	<b>HILLARY HERTZBERG</b> <i>Coldwell Banker Realty</i>	<b>LEAH BARNEY</b> <i>Official Real Estate</i>	800 S. Pointe Drive, 1504	Miami Beach	Nov-23	A11465722

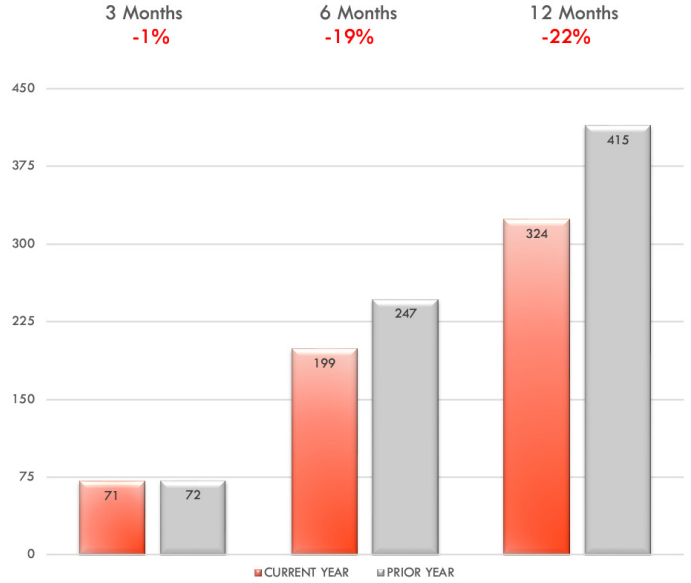
STATE OF FLORIDA  
MULTIMILLION DOLLAR REAL ESTATE MARKET

# \$5 Million-Plus Condominiums

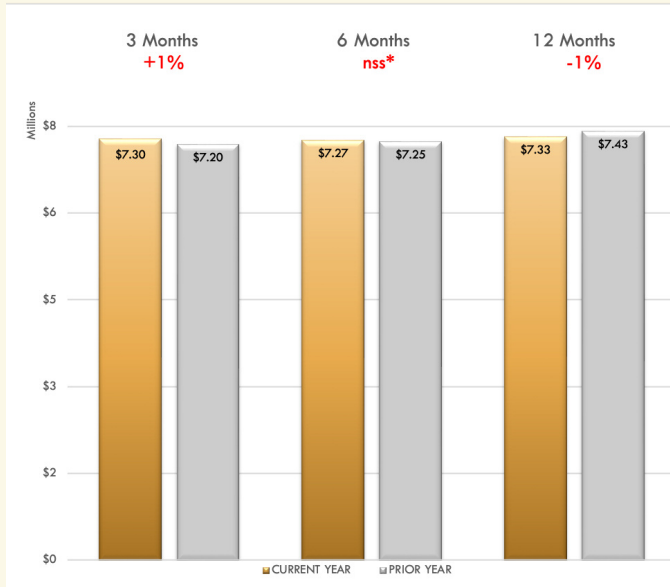
MEDIAN SELLING PRICE  
Year-over-year



NUMBER OF CONDOS SOLD  
Year-over-year



MEDIAN LISTING PRICE  
Year-over-year



NUMBER OF CONDOS LISTED  
Year-over-year



\*no statistical significance



## TOP MLS-ADVERTISED AUGUST CONDO SALES

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$19,500,000	CHAD CARROLL <i>Compass Florida</i>	MALGOZATA FULLER <i>One Sotheby's International Realty</i>	2669 S. Bayshore Drive, Lph N	Miami	16-Aug	A11433836
\$12,500,000	TYLER MANRING <i>Compass Florida</i>	MITCH WILLIAMS <i>John R Wood Properties</i>	8231 Bay Colony Drive, Ph 1	Naples	19-Aug	223064674
\$10,000,000	AMY BECKER <i>Premier Sotheby's International Realty</i>	TRICIA MCILWAIN <i>John R Wood Properties</i>	4351 Gulf Shore Blvd. N, 11s	Naples	16-Aug	224004188
\$7,900,000	CARL GAMBINO <i>Compass Florida</i>	NICOLAS POLLINI <i>BHHS EWM Realty</i>	1000 Biscayne Blvd., 1202	Miami	27-Aug	A11635953
\$7,435,000	SHAWN BOLLA <i>Smith &amp; Associates Real Estate</i>	SHAWN BOLLA <i>Smith &amp; Associates Real Estate</i>	180 Beach Drive NE, Ph 2500	Saint Petersburg	16-Aug	T3549646
\$7,300,000	ESTHER PERCAL <i>Compass Florida</i>	CHRISTOPHER BRYAN <i>EXP Realty</i>	1000 Biscayne Blvd., 4202	Miami	20-Aug	A11589086
\$7,200,000	MARIELA HOPEN <i>Douglas Elliman</i>	FERNANDA ZOMIGNANI <i>Douglas Elliman</i>	18501 Collins Ave., 2201	Sunny Isles Beach	8-Aug	A11601770
\$6,119,340	ELENA BLUNTZER <i>One Sotheby's International Realty</i>	JILL EBER <i>Coldwell Banker Realty</i>	2216 Fisher Island Drive, 3106	Miami Beach	22-Aug	A11598657
\$6,100,000	NANCY BATCHELOR <i>Compass Florida</i>	ELISABETH GAZAY <i>Douglas Elliman</i>	1455 Ocean Drive, 1008	Miami Beach	23-Aug	A11342643
\$6,000,000	KAREN VAN ARSDALE <i>Sotheby's International Realty</i>	JIMMY BORDEN <i>John R Wood Properties</i>	1221 Gulf Shore Blvd. N, 903	Naples	15-Aug	223064340
\$5,800,000	CAROL SOLLAK <i>Engel &amp; Volkers Wellington</i>	CAROL SOLLAK <i>Engel &amp; Volkers Wellington</i>	200 Arkona Court, 2201	West Palm Beach	6-Aug	RX-10921924
\$5,650,000	JORGE MARTINEZ <i>One Sotheby's International Realty</i>	CARLA ELLEK <i>Westlake Realty Group</i>	100 S. Pointe Drive, 3205	Miami Beach	19-Aug	A11590742
\$5,375,000	BRICE ZAUMSEIL <i>Luxe Naples Real Estate</i>	JACKIE GANTZER <i>William Raveis Real Estate</i>	13925 Old Coast Road, 2002	Naples	20-Aug	224031127

17 of 85 in Florida's \$5M-plus ultra luxury category

## TOP MLS-ADVERTISED AUGUST CONDO LISTINGS

LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$48,500,000	MICHAEL GOLDSTEIN <i>Acqualina Realty</i>	17901 Collins Di Oceana Ave., Casa	Sunny Isles Beach	Miami-Dade	15-Aug	A11642114
\$42,000,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	9001 Collins Ave., S1011	Surfside	Miami-Dade	23-Aug	A11645228
\$33,000,000	JOYCE GATO <i>Douglas Elliman</i>	9111 Collins Ave., N721	Surfside	Miami-Dade	15-Aug	A11641709
\$19,499,000	VICTORIA KRASNOV <i>Elevated Property Group</i>	17901 Collins Ave., 4705	Sunny Isles Beach	Miami-Dade	7-Aug	A11637092
\$16,900,000	CHAD CARROLL <i>Compass Florida</i>	17749 Collins Ave., Ts 2401/02	Sunny Isles Beach	Miami-Dade	26-Aug	A11644116
\$15,500,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	7034 Fisher Island Drive, 7034	Miami Beach	Miami-Dade	20-Aug	A11642078
\$15,155,000	SUZANNE FRISBIE <i>The Corcoran Group</i>	1355 S. Flagler Drive, L7n	West Palm Beach	Palm Beach	7-Aug	RX-11010828
\$14,900,000	MICHAEL DUCHON <i>The Corcoran Group</i>	9001 Collins Ave., S1009	Surfside	Miami-Dade	16-Aug	A11632519
\$13,900,000	XIMEMA PENUELA <i>Fort Realty</i>	9111 Collins Ave., N317	Surfside	Miami-Dade	3-Sep	A11648539
\$13,250,000	DUSTIN NERO <i>Douglas Elliman</i>	100 S. Pointe Drive, 1006	Miami Beach	Miami-Dade	19-Aug	A11642578
\$13,250,000	GABRIELA DAJER <i>One Sotheby's International Realty</i>	5775 Collins Ave., 1103	Miami Beach	Miami-Dade	12-Aug	A11631774
\$12,978,000	JEFFREY ABREU <i>Cervera Real Estate</i>	300 Biscayne Blvd Way., 3001	Miami	Miami-Dade	14-Aug	A11640864
\$12,530,000	SUZANNE FRISBIE <i>The Corcoran Group</i>	1355 S. Flagler Drive N, P7n	West Palm Beach	Palm Beach	7-Aug	RX-11010832
\$12,500,000	SONIA TOTH <i>Brown Harris Stevens</i>	50 S. Pointe Drive, 2402	Miami Beach	Miami-Dade	22-Aug	A11647004
\$12,330,000	SUZANNE FRISBIE <i>The Corcoran Group</i>	1355 S. Flagler Drive, P15n	West Palm Beach	Palm Beach	7-Aug	RX-11010831
\$11,995,000	LIZ HOGAN <i>Compass Florida</i>	2627 S Bayshore Drive, 3001	Miami Beach	Miami	22-Aug	A11642973
\$11,850,000	ELENA CARDONE <i>EXP Realty</i>	19575 Collins Ave., 33	West Palm Beach	Sunny Isles Beach	29-Aug	A11650101

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#### REFERENCES

BEACHES MLS: Broward, Palm Beaches & St. Lucie REALTORS®

MARS: Miami Association of REALTORS®

NAPLESMLS: Naples 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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