

Rabideau Klein Brief

FLORIDA MULTIMILLION DOLLAR MARKET

RESIDENTIAL REAL ESTATE

APRIL 2025



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RESIDENTIAL PROPERTY HIGHLIGHT: SINGLE-FAMILY ULTRALUXURY HOMES

At \$1B Over Last Year, Q1 Luxe Market is Alive and Well

During Quarter One, Florida's ultra-luxury home market niche of residences priced at \$5 million saw nice gains in selling prices, number of homes sold and number of new listings. The mean sale price of those advertised in the Multiple Listing Service (MLS) increased 6%, to \$7.4 million as compared to \$7 million during the first quarter of 2024. The total in sales revenues for the quarter logged in at \$4.108 billion this year, overtaking last year's \$3.115 billion by almost a billion.

The largest sale of last month, and also of Q1, was orchestrated by Jordan Karp, who represented both the buying and selling parties. The property, a never-lived-in waterfront mansion at 66 La Gorce Circle in Miami Beach closed at \$60 million. The largest listing of March was a custom-built mansion at 284 Bal Bay Drive in Bal Harbour. Daniel Hertzberg of Coldwell Banker Realty has the "trophy home" priced at \$78 million.

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	CITY	SALE DATE	MLS NUMBER
\$60,000,000	JORDAN KARP <i>Jordan Karp, LLC</i>	JORDAN KARP <i>Jordan Karp, LLC</i>	66 La Gorce Circle	Miami Beach	13-Mar	A11762109

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 <i>The Corcoran Group</i> CHRISTOPHER LEAVITT <i>Douglas Elliman Palm Beach</i>	MARGIT BRANDT <i>Premier Estate Properties</i>	10 Tarpon Isle	Palm Beach	May-24	RX-10939073
\$122,125,121	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	ZACHARY VICHINSKY <i>Bespoke Realty Florida</i>	18 Lagorce Circle	Miami Beach	Oct-24	A11529138
\$72,250,000	DORA PUIG <i>Luxe Living Realty</i>	DORA PUIG <i>Luxe Living Realty</i>	4736 N. Bay Road	Miami Beach	Oct-24	A11307492
\$62,500,000	MIRCE CURKOSKI <i>One Sotheby's International Realty</i>	JILL EBER <i>Coldwell Banker Realty</i>	98 Lagorce Circle	Miami Beach	Jun-24	A11310107
\$60,000,000	JORDAN KARP <i>Jordan Karp, LLC</i>	JORDAN KARP <i>Jordan Karp, LLC</i>	66 La Gorce Circle	Miami Beach	Mar-25	A11762109
\$51,631,500	LAWRENCE MOENS <i>Lawrence A. Moens Associates</i>	SUZANNE FRISBIE <i>The Corcoran Group</i>	200 Via Palma	Palm Beach	Jul-24	23-1752
\$51,250,000	JAMES MCCANN <i>Premier Estate Properties</i>	PHATAVANH OLSEN <i>Douglas Elliman Palm Beach</i>	200 S. Ocean Blvd.	Palm Beach	May-24	RX-10956908
\$50,500,000	SENADA ADZEM <i>Douglas Elliman Real Estate</i>	SENADA ADZEM <i>Douglas Elliman Real Estate</i>	16171 Quiet Vista Circle	Miami	Jan-25	RX-11039393
\$49,600,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	315 Chapel Hill Road	Palm Beach	May-24	RX-10924786
\$49,123,100	MARK GRIFFIN <i>Bear's Club Sotheby's International Re</i>	CATHERINE MCGLENNON <i>Engel & Voelkers Delray Beach</i>	1400 S. Ocean Blvd.	Palm Beach	Feb-25	RX-10919514

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



*nss: no statistical significance

15 of 145 in Florida's \$5M-plus ultraluxury category

MLS-ADVERTISED MARCH HOUSE SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$60,000,000	JORDAN KARP <i>Jordan Karp, LLC</i>	JORDAN KARP <i>Jordan Karp, LLC</i>	66 La Gorce Circle	Miami Beach	13-Mar	A11762109
\$45,636,900	Non MLS Member	ANTONIO CHACON <i>Preferred Real Estate Brokers</i>	2000 Iorio Street	St. Cloud	1-Mar	J986879
\$45,000,000	LIZ HOGAN <i>Compass Florida</i>	MATTHEW DUGOW <i>Compass Florida</i>	40 Palm Ave.	Miami Beach	5-Mar	509201066
\$40,500,000	JULIANNE WRIGHT <i>EXP Realty</i>	LYSANDRA WU <i>Luxe Properties</i>	720 NW 179th Terrace	Miami Gardens	20-Mar	A11698004
\$34,000,000	REX MILLER <i>William Raveis Real Estate</i>	TAYLOR CANADA <i>Gulf Coast International Properties</i>	3880 Rum Row	Naples	7-Mar	224104651
\$31,000,000	JUDGE MOSS <i>Sotheby's International Realty</i>	MARLEY OVERMAN <i>Illustrated Properties</i>	1160 N. Ocean Blvd.	Palm Beach	25-Mar	RX-11034714
\$28,500,000	CANDACE FRIIS <i>The Corcoran Group</i>	JONATHAN POSTMA <i>Coldwell Banker</i>	2367 S. Ocean Blvd.	Highland Beach	14-Mar	RX-11001380
\$24,290,425	JEANNE DESANCTIS <i>Illustrated Properties</i>	MARGIT BRANDT <i>Premier Estate Properties</i>	402 S. Beach Road	Jupiter Island	20-Mar	A11723191
\$23,500,000	DORA PUIG <i>Luxe Living Realty</i>	DANIELA BONETTI <i>One Sotheby's International Realty</i>	4445 Lake Road	Miami	21-Mar	A11692513
\$22,000,000	OLIVER LLOYD <i>Douglas Elliman</i>	MARKO GOJANOVIC <i>One Sotheby's International Realty</i>	4744 N. Bay Road	Miami Beach	21-Mar	A11725665
\$19,784,826	REX MILLER <i>William Raveis Real Estate</i>	REX MILLER <i>William Raveis Real Estate</i>	138 15th Ave S	Naples	31-Mar	224027734
\$18,500,000	TAYLOR CANADA <i>Gulf Coast International Properties</i>	DAN SOKOLOWSKI <i>Platinum Real Estate</i>	1537 Gordon Drive	Naples	26-Mar	225006338
\$18,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	240 W. Rivo Alto Drive	Miami Beach	24-Mar	A11708133
\$17,250,000	LOURDES ALATRISTE <i>Douglas Elliman</i>	DEXTER BRANDAO <i>Chez Realty</i>	8805 Arvida Drive	Coral Gables	5-Mar	A11714586
\$17,000,000	SANDRA ALEXANDER <i>One Sotheby's International Realty</i>	SALLY DALEY <i>Daley & Company</i>	6600 N. Highway A1A	St. Lucie	21-Mar	RX-11050814

15 of 537 in Florida's \$5M-plus ultraluxury category

MLS-ADVERTISED MARCH HOUSE LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$78,000,000	DANIEL HERTZBERG <i>Coldwell Banker Realty</i>	284 Bal Bay Drive	Bal Harbour	Miami-Dade	6-Mar	A11757976
\$49,000,000	ADRIAN REED <i>William Raveis Real Estate</i>	6 Riverview Road	Jupiter Island	Martin	20-Mar	A11763421
\$48,500,000	MATT JOHNSON <i>EXP Realty</i>	12940 50th Street S	Wellington	Palm Beach	3-Mar	RX-11068517
\$48,500,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	55 E. San Marino Drive	Miami Beach	Miami-Dade	5-Mar	A11756792
\$45,000,000	AMY CARPENTER <i>DuPont Registry Realty</i>	84 Isla Bahia Drive	Fort Lauderdale	Broward	28-Mar	A11767301
\$45,000,000	SENADA ADZEM <i>Douglas Elliman</i>	9200 Rockybrook Way	Delray Beach	Palm Beach	28-Mar	RX-11075961
\$44,950,000	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	1742 S. Ocean Blvd.	Palm Beach	Palm Beach	3-Mar	RX-11069085
\$41,000,000	BELA CHUZYHK <i>Azora Realty</i>	205 Ocean Blvd.	Golden Beach	Miami Dade	18-Mar	A11766009
\$39,900,000	LUCRECIA LINDEMANN <i>Destaca</i>	540 Leucadendra Drive	Coral Gables	Miami Dade	31-Mar	A11774032
\$39,500,000	JILL HERTZBERG <i>Coldwell Banker Realty</i>	1535 W. 27th Street	Miami Beach	Miami-Dade	3-Mar	A11749176
\$39,500,000	ALEXANDER GOLDSTEIN <i>Miles Goldstein Real Estate</i>	501 Middle River Drive	Fort Lauderdale	Broward	17-Mar	A11764711
\$38,650,000	MARGIT BRANDT <i>Premier Estate Properties</i>	1740 S. Ocean Blvd.	Palm Beach	Palm Beach	3-Mar	RX-11070177
\$38,650,000	STEPHEN PLOOF <i>Hilton Hilton</i>	480 S. Ocean Blvd.	Palm Beach	Palm Beach	14-Mar	RX-11072335
\$36,500,000	SUSAN TURNER <i>The Corcoran Group</i>	245 S. Beach Road	Jupiter Island	Palm Beach	8-Mar	RX-11069545
\$35,500,000	MICHELLE THOMAS <i>Premier Sotheby's International Realty</i>	30 3rd Ave. S	Naples	Collier	12-Mar	225022028

RESIDENTIAL PROPERTY HIGHLIGHT: CONDOMINIUM ULTRALUXURY HOMES

Ultraluxe Condo Niche Secures Almost \$1B During Q1

Of the MLS-advertised Florida condos that made or surpassed the \$5 million mark during Q1, a much smaller niche than detached homes, the segment's median selling price dipped 4% to \$6.75 million, however, the number of sales increased 43%. As advertised in the MLS, there were 110 condos that sold for a total of nearly a billion, \$909.417 million in sales revenues, as compared to the 77 condo sales that totaled \$634.212 million, last year.

The top five Q1 sales in the category also made the Top 10 of the last 12 months. The largest of the four was the purchase of Penthouse 1, 7001 Fisher Island Drive, an 87 Park Tower property, in January. Dina Goldentayer of Douglas Elliman represented both the buyer and seller for the \$29 million sale. The other four were the top three March sales, clocking in at \$27.5, \$25, and \$24 million; and a \$22.5 million February sale.

CONTACTS

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	CITY	SALE DATE	MLS NUMBER
\$27,500,000	JOHN SANDBERG <i>Compass Florida</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	9111 Collins Ave., N1021	Surfside	21-Mar	AX-11714118

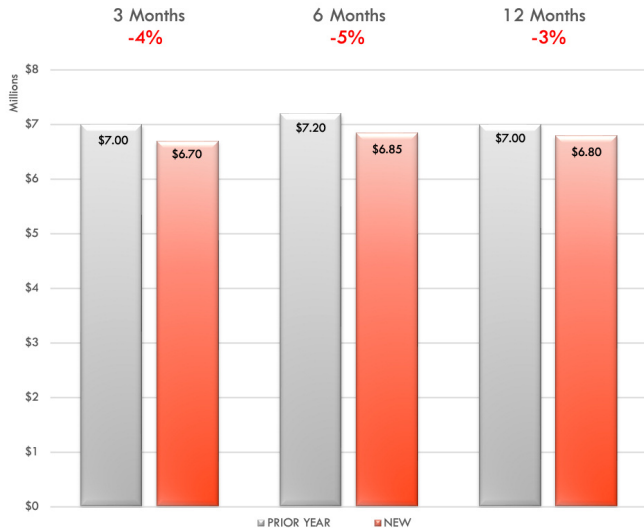
TOP 10 MLS-ADVERTISED CONDO SALES — LAST 12 MONTHS

SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	LOCATION	SALE DATE	MLS NUMBER
\$37,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	DON PINGARO <i>Official Real Estate</i>	7001 Fisher Island Drive, Ph 1	Miami Beach	Jun-24	A11507600
\$33,000,000	CHAD CARROLL <i>Compass Florida</i>	STEPHAN HERMIDA <i>Engel Volkers Miami</i>	1451 Brickell Ave., Ph 56	Miami	Oct-24	A11515752
\$29,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	8701 Collins Ave., Ph 1702	Surfside	Jan-25	A11676573
\$27,988,425	CHRISTIAN ANGLE <i>Christian Angle Real Estate</i>	SUZANNE FRISBIE <i>The Corcoran Group</i>	1100 S. Flagler Drive, 2302	West Palm Beach	Apr-24	RX-10892877
\$27,500,000	JOHN SANDBERG <i>Compass Florida</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	9111 Collins Ave., N1021	Surfside	Mar-25	AX-11714118
\$25,000,000	DINA GOLDENTAYER <i>Douglas Elliman</i>	CHRISTOPHER JUDE <i>PGutman</i>	5775 Collins Ave., Ph 2	Miami Beach	Apr-24	A11478573
\$25,000,000	MICHAEL GOLDSTEIN <i>Acqualina Realty</i>	BENJAMIN MOSS <i>Compass Florida</i>	17975 Collins Ave., 470 1/2	Sunny Isles Beach	Mar-25	A11764383
\$24,000,000	SARAH WILLIAMS <i>Societe Real Estate</i>	GINETTE BEHAR <i>Societe Real Estate</i>	125 Ocean Drive, Ph 702	Miami Beach	Mar-25	A11738003
\$22,500,000	JUDY ZEDER <i>Coldwell Banker Realty</i>	JULIAN COHEN <i>Douglas Elliman</i>	2811 S. Bayshore Drive, Ph A	Miami	Feb-25	A11678713
\$21,244,000	GEORGIA KOPELOUSOS <i>Michael Saunders & Company</i>	MICHAEL MOULTON <i>Michael Saunders & Company</i>	1561 Gulf Of Mexico Drive, 201 & 202	Longboat Key	Sep-24	A4624339

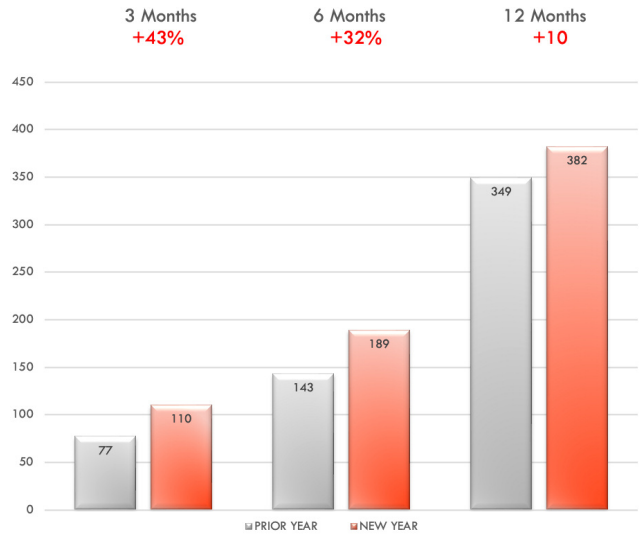
STATE OF FLORIDA
MULTIMILLION DOLLAR REAL ESTATE MARKET

\$5 Million-Plus Condominiums

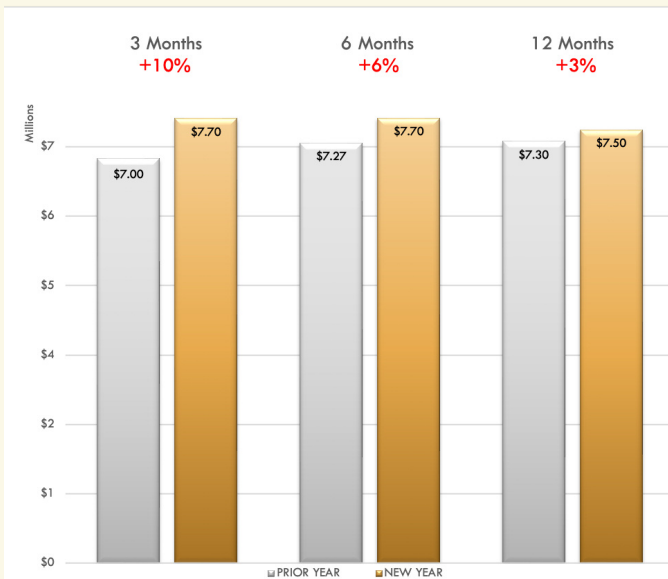
MEDIAN SELLING PRICE
Year-over-year



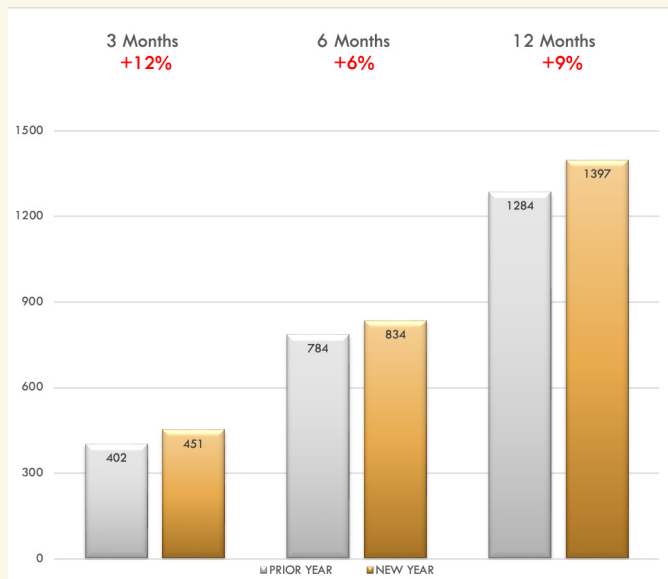
NUMBER OF CONDOS SOLD
Year-over-year



MEDIAN LISTING PRICE
Year-over-year



NUMBER OF CONDOS LISTED
Year-over-year



*nss: no statistical significance

15 of 34 in Florida's \$5M-plus ultraluxury category

MLS-ADVERTISED MARCH CONDO SALES						
SALE PRICE	LISTING AGENT/AGENCY	BUYER'S AGENT/AGENCY	ADDRESS	CITY	SALE DATE	MLS NUMBER
\$27,500,000	JOHN SANDBERG <i>Compass Florida</i>	DINA GOLDENTAYER <i>Douglas Elliman</i>	9111 Collins Ave., N1021	Surfside	21-Mar	AX-11714118
\$25,000,000	MICHAEL GOLDSTEIN <i>Acqualina Realty</i>	BENJAMIN MOSS <i>Compass Florida</i>	17975 Collins Ave., 4701/2	Sunny Isles Beach	14-Mar	A11764383
\$24,000,000	SARAH WILLIAMS <i>Societe Real Estate</i>	GINETTE BEHAR <i>Societe Real Estate</i>	125 Ocean Drive, Ph 702	Miami Beach	31-Mar	A11738003
\$14,900,000	SAMANTHA CURRY <i>Douglas Elliman</i>	Non MLS Member	1100 S. Flagler Drive, 1401	West Palm Beach	10-Mar	RX-10972146
\$13,000,000	SENADA ADZEM <i>Douglas Elliman</i>	JONATHAN POSTMA <i>Coldwell Banker</i>	1000 S. Ocean Blvd., 701	Boca Raton	21-Mar	RX-11045446
\$11,250,000	MICHAEL DUCHON <i>The Corcoran Group</i>	DARIN TANSEY <i>Douglas Elliman</i>	321 Ocean Drive, 201	Miami Beach	24-Mar	A11695945
\$10,900,000	LAZARO RIVERO <i>Rivero Real Estate</i>	LAZARO RIVERO <i>Rivero Real Estate</i>	7264 Fisher Island, 7264	Fisher Island	11-Mar	A11653700
\$10,200,000	IRINA SANG <i>Ilina Kim Sang</i>	IRINA SANG <i>Ilina Kim Sang</i>	19575 Collins Ave., 28	Sunny Isles Beach	31-Mar	A11268038
\$9,874,175	DANA KOCH <i>The Corcoran Group</i>	SPENCER SCHLAGER <i>Douglas Elliman</i>	100 Sunrise Ave., Ph 5	Palm Beach	5-Mar	RX-11055042
\$7,775,000	FLOREAN MADER <i>John R. Wood Properties</i>	SHANNON LEFEVRE <i>John R. Wood Properties</i>	8473 Bay Colony Drive, 1901	Naples	5-Mar	225011399
\$7,600,000	VICTORIA KRASNOV <i>Elevated Property Group</i>	CLAUDIA PINTO <i>Miami Residential Group</i>	17749 Collins Ave., 2901	Sunny Isles Beach	31-Mar	A11661084
\$7,500,000	Non MLS Member	RACHELLE GOLDEN <i>Michael Saunders & Company</i>	1000 Royal Marco Way, 6	Marco Island	7-Mar	224089645
\$7,475,000	Non MLS Member	GEORGIA KOPELOUSOS <i>Michael Saunders & Company</i>	1591 Gulf Of Mexico Drive, 510	Longboat Key	4-Mar	J986762
\$7,405,000	JENNIFER BEQAJ <i>Linda R. Olsson</i>	SPENCER SCHLAGER <i>Douglas Elliman</i>	130 Sunrise Ave., Ph 5	Palm Beach	27-Mar	RX-10979308
\$7,240,000	LINDA OLSSON <i>Linda R. Olsson, Inc.</i>	LORI CRONICAN <i>Douglas Elliman</i>	525 S. Flagler Drive, Gph 3	West Palm Beach	28-Mar	RX-11076071

15 of 141 in Florida's \$5M-plus ultraluxury category

MLS-ADVERTISED MARCH CONDO LISTINGS						
LIST PRICE	LISTING AGENT/AGENCY	ADDRESS	CITY	COUNTY	LIST DATE	MLS NUMBER
\$85,000,000	ZACHARY VICHINSKY <i>Bespoke Real Estate Florida</i>	6800 Fisher Island Drive, 6802	Miami Beach	Miami Dade	21-Mar	A11745701
\$35,000,000	ANTHONY NASSER <i>Compass Florida</i>	300 Biscayne Blvd Way, Ph 5701	Miami	Miami Dade	13-Mar	A11761788
\$30,000,000	DEREK VARONA <i>Sea Grove Realty</i>	900 Brickell Key Blvd., 3403	Miami	Miami Dade	21-Mar	A11768732
\$27,500,000	ETHAN ASSOULINE <i>Douglas Elliman</i>	18501 Collins Ave., Sk2301	Sunny Isles Beach	Miami Dade	20-Mar	A11758978
\$26,500,000	FREDRIK EKLUND <i>Douglas Elliman</i>	1671 Collins Ave., 14a	Miami Beach	Miami-Dade	7-Mar	A11758390
\$25,900,000	JORGE MARTINEZ <i>One Sotheby's International Realty</i>	100 S Pointe Dr 2803	Miami Beach	Miami-Dade	4-Mar	A11752761
\$25,000,000	MICHAEL GOLDSTEIN <i>Acqualina Realty</i>	17975 Collins Ave., 4701/2	Miami Beach	Sunny Isles Beach	4-Mar	A11764383
\$24,000,000	SETH SEMILOF <i>Haute Real Estate</i>	1000 Biscayne Blvd., 5101	Miami	Miami Dade	26-Mar	A11771593
\$24,000,000	FREDRIK EKLUND <i>Douglas Elliman</i>	1671 Collins Ave., 12A	Miami Beach	Miami-Dade	2-Mar	A11755075
\$23,000,000	LOURDES ALATRISTE <i>Douglas Elliman</i>	1000 Biscayne Blvd., 5801	Miami	Miami Dade	25-Mar	A11769882
\$21,650,000	DUSTIN NERO <i>Douglas Elliman</i>	9001 Collins Ave., S207	Surfside	Miami-Dade	3-Mar	A11754129
\$21,300,000	CHRISTINE DE CASTRO <i>CMC Real Estate</i>	5 Grove Isle Drive, Ph L05	Coconut Grove	Miami Dade	25-Mar	A11770308
\$20,000,000	CYNDE VELEZ <i>Aperture Lifestyle Real Estate</i>	4021 Gulf Shore Blvd., Ph 11	Naples	Collier	16-Mar	225027928
\$19,642,000	TATIANA EVERETT <i>Compass Florida</i>	125 Ocean Drive, U0303	Miami Beach	Miami Dade	18-Mar	A11761192
\$17,000,000	MARIA GIOIA <i>Luxury Living Realty</i>	7813 Fisher Island Drive	Miami Beach	Miami Dade	12-Mar	A11762058



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dklein@rabideauklein.com
grabideau@rabideauklein.com

Our real estate law firm has provided trusted representation for buyers and sellers of Florida properties for over fifteen years. The Board Certified Real Estate attorneys at Rabideau Klein and their dedicated team of paralegals have extensive experience in high-end real estate, business formation, finance, cross-border, and related matters. We provide thoughtful, personalized guidance through the legal process of each of our clients' property transactions including the purchase and disposition of single-family homes, condominiums, co-ops, vacant land, investment and commercial properties.

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 Assoc. of REALTORS

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