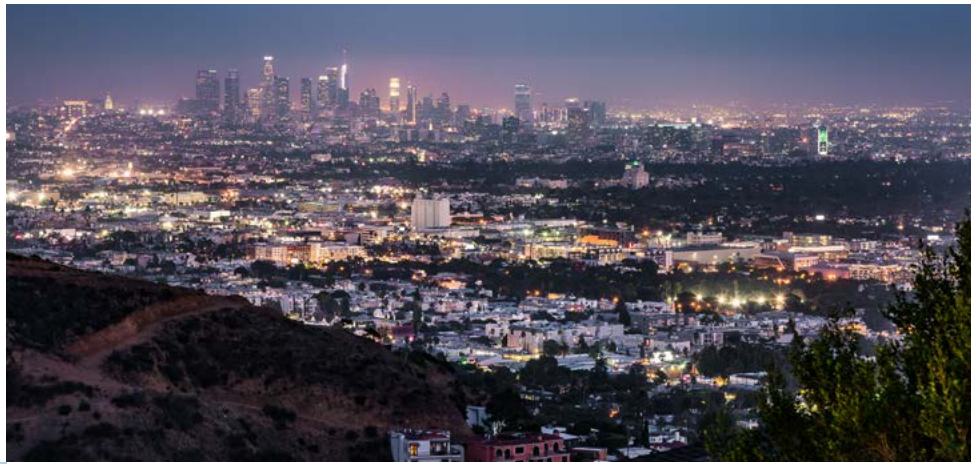


SMITH & BERG
PARTNERS



Q4 2019

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

COMPASS



19

**Stats on
Stack Q4**

A look at Smith & Berg
Partners' success for
Q4 2019.

20

**Extreme Makeover:
SBP Edition**

Before & afters to inspire
your next renovation.

29

Tacos & Tequila

End of the year
blog highlights.

29

**Honors &
Highlights**

Gold stars all around.



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19 Stats on Stack Q4 2019

208 open houses held, 110 homes sold. Check out our epic stats on stack.



20 Extreme Makeover: SBP Edition

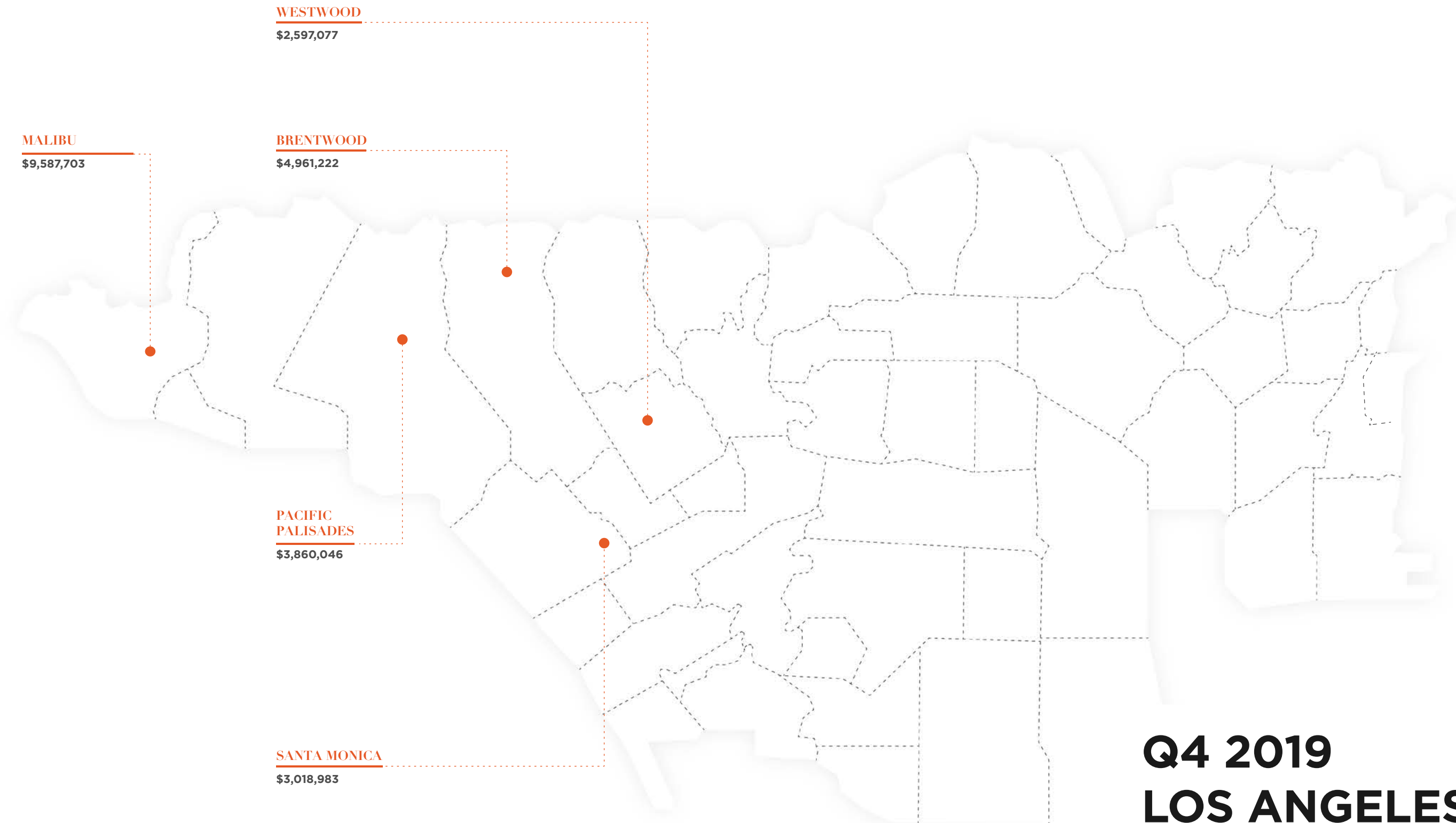
SBP's latest and greatest renovations.

22 Tacos & Tequila

Real estate trends, L.A. happenings, tacos, tequila and all sorts of other nonsense—on the blog now.

29 Honors & Highlights

Gold stars received in Q4 2019.



Q4 2019 LOS ANGELES SALES

BY TOP 5 MARKETS:
SINGLE FAMILY RESIDENCES,
AVERAGE SOLD PRICE

BRENTWOOD


Featured Home


241 North Rockingham Avenue SOLD


Masterfully designed by Paul Williams, this Neo-Georgian architectural combines elements of elegance and ease in an unrivaled Brentwood Park locale. Recently renovated by Tichenor & Thorpe with interiors by Michael Smith, the home offers a rare opportunity to own a timeless, classic estate tastefully updated with all modern luxuries. Classic interior Williams’ elements remain, including the original restored paneling, staircase with intricate wrought-iron balustrade in the entrance hall and gentle curves carved into the ceilings. The home features 7 bedrooms, including the master suite with a sitting area, fireplace and deck with views, plus a secret staircase connecting to a downstairs library. Beyond the interior lies a spectacular backyard with a pool, pool house and extensively landscaped yard overlooking the canyon. Refined yet comfortable, this Brentwood estate presents an incomparable opportunity to live luxuriously in a convenient LA setting.

The Neighborhood Rundown

Brentwood offers high-style boutiques and trendy restaurants that are balanced by secluded and often palatial houses in the foothills of the Santa Monica Mountains. Providing the ultimate refuge for residents while maintaining a distinct presence in greater Los Angeles culture, Brentwood is notable for The Getty, historic Brentwood Country Mart and hotspot-lined San Vicente Boulevard.

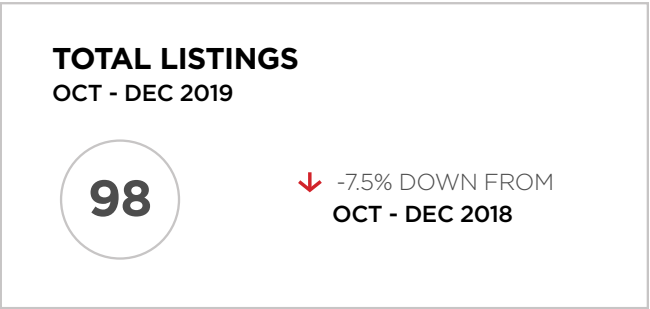
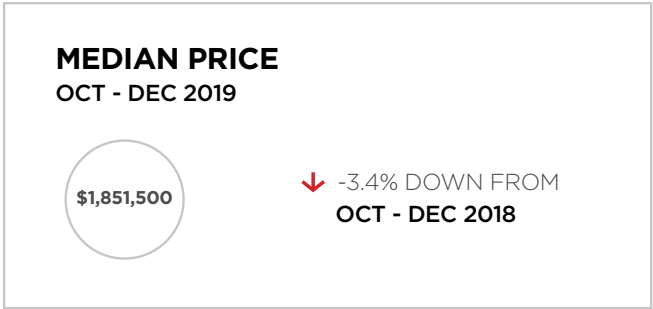
**BEST CUP OF JOE**
Alfred Coffee

**BEST GRUB**
Pizzana

**BEST COCKTAILS**
Bar Toscana



Fourth Quarter 2019: Brentwood Market



| | Oct - Dec 2019 | Oct - Dec 2018 | % Change |
|------------------------------|----------------|----------------|----------|
| Median Price Per Square Foot | \$797 | \$775 | +2.8% |
| Median Days on Market | 46 | 28 | +64.3% |
| Total \$ Volume | \$276.41M | \$369.04M | +25.10% |
| Median Negotability | -4.2% | -3% | -1.2% |



WESTWOOD


Featured Home


10660 Wilshire Boulevard Penthouse 1 SOLD


Set high above the Wilshire Corridor is this truly one-of-a-kind penthouse with southwest views. Through the entry, an open-concept floor plan immediately captivates with light French Oak floors, drawing one forth into the expansive foyer, formal dining room and state-of-the-art chef's kitchen, complete with a marble island, Viking appliances and adjacent seating area. The single-level floor plan flows onward into an en suite bedroom and spacious great room with a fireplace, lined with floor-to-ceiling glass sliding doors that open to a stunning terrace with panoramic city-to-ocean views. The condo features three additional bedrooms, including the remarkably grand master suite with a luxurious marble-clad bath that serves as host to dual vanities, a free-standing tub, two showers and ample closet space. An undeniable rarity in the LA condo market, this penthouse pairs well-appointed, extravagant interiors with security, utmost privacy and convenience.

The Neighborhood Rundown

Westwood has upscale residential and commercial vibes, best known for being home to UCLA and the family-friendly Westwood Village. The neighborhood attracts a diverse crowd of residents, from out-of-towners to entertainment professionals and celebs. On a typical day, expect to see students studying at Espresso Profeta and locals eating at Fundamental LA or, more often than not, heading to red carpet events.

**BEST CUP OF JOE**
Espresso Profeta

**BEST GRUB**
Audrey at the Hammer

**BEST COCKTAILS**
Broxton

Fourth Quarter 2019: Westwood Market

| | Oct - Dec 2019 | Oct - Dec 2018 | % Change |
|------------------------------|----------------|----------------|----------|
| Median Price Per Square Foot | \$721 | \$698 | +3.3% |
| Median Days on Market | 30 | 20 | +50% |
| Total \$ Volume | \$264.49M | \$302.23M | -12.50% |
| Median Negotability | -2.4% | -1.7% | -0.8% |

MEDIAN PRICE
OCT - DEC 2019

\$1,163,200

↓ -8.8% DOWN FROM
OCT - DEC 2018

TOTAL LISTINGS
OCT - DEC 2019

125

↓ -29.4% DOWN FROM
OCT - DEC 2018

PACIFIC PALISADES


Featured Home

1476 Amalfi Drive FOR LEASE


Set beyond gates in the coveted Riviera of Pacific Palisades, this Spanish-inspired abode pairs exquisite, authentic details with modern flair among its 5,823-square-foot floor plan. Through the two-story foyer, an inrush of natural light creates a stunning canvas for quintessential California living, drawing one forth into the great room with exposed wood beam ceilings, the formal dining room and onward into the gourmet chef’s kitchen, complete with top-tier appliances, a breakfast nook and adjoining family room embraced by floor-to-ceiling glass doors. The home features six bedrooms, including the luxe master suite with an expansive spa-like bath that features two steam showers, a free-standing tub & dual closets. Beyond the home’s interior lies an unrivaled outdoor sanctuary with a built-in BBQ, pool, spa & one-bedroom cottage. Secluded within its own lush enclave yet moments from the best of Pacific Palisades, this Riviera architectural presents a one-of-a-kind find on the Westside.

The Neighborhood Rundown


Pacific Palisades is among the most polished, highbrow residential areas in Los Angeles with extravagant homes, spectacular ocean views and incredible hiking trails. Here, find the new Palisades Village, a highly curated collection of stylish boutiques and specialty shops, as well as several local joints that exude authentic small-town charm.



BEST CUP OF JOE
Estate Coffee



BEST GRUB
Blue Ribbon Sushi



BEST COCKTAILS
Porta Via



MEDIAN PRICE
OCT - DEC 2019

\$2,496,000

↓

-4% DOWN FROM
OCT - DEC 2018

TOTAL LISTINGS
OCT - DEC 2019

93

0% DOWN FROM
OCT - DEC 2018

Fourth Quarter 2019: Pacific Palisades Market

| | Oct - Dec 2019 | Oct - Dec 2018 | % Change |
|------------------------------|----------------|----------------|----------|
| Median Price Per Square Foot | \$978 | \$919 | +6.5% |
| Median Days on Market | 42 | 32 | +31.3% |
| Total \$ Volume | \$283M | \$323.67M | -12.60% |
| Median Negotability | -4.1% | -4.2% | +0.1% |

SANTA MONICA


Featured Home

721 23rd Street SOLD


Situated just north of Montana in Santa Monica is this timeless European-style home, masterfully remodeled with uncompromising quality and detail. Designed with understated luxury, sophistication and warmth, the home’s distinctive floor plan integrates living spaces with the outdoors via tall French doors. A formal living room features an impressive antique fireplace and access to the front fountain-patio while the dining room and family room face the rear citrus-tree garden with an outdoor fireplace, large swimming pool and spa. A discerning chef’s kitchen is host to a bespoke Lacanche range, artisan cabinets, Calacatta gold marble and top drawer Miele appliances. On the second level are five bedrooms, including an extraordinary master suite with a fireplace, sitting area, dual spa-like bathrooms and closets, and its own private balcony. Additional features include a two-car garage with two EV chargers and ample storage.

The Neighborhood Rundown


Brimming with beautiful homes, bustling beaches, upscale shopping and plenty of fine dining, Santa Monica is among the most iconic shoreside cities in Los Angeles. From the landmark Santa Monica Pier to the Third Street Promenade, the coastal metropolis offers every modern necessity just moments from its quaint tree-lined residential streets.



BEST CUP OF JOE
Caffe Luxxe



BEST GRUB
Fia



BEST COCKTAILS
Esters Wine Shop & Bar



MEDIAN PRICE
OCT - DEC 2019

\$1,799,500

↑ +10.7% UP FROM
OCT - DEC 2018

TOTAL LISTINGS
OCT - DEC 2019

210

↑ +9.9% UP FROM
OCT - DEC 2018

Fourth Quarter 2019: Santa Monica Market

| | Oct - Dec 2019 | Oct - Dec 2018 | % Change |
|------------------------------|----------------|----------------|----------|
| Median Price Per Square Foot | \$989 | \$946 | +4.5% |
| Median Days on Market | 40 | 24 | +66.7% |
| Total \$ Volume | \$493,21M | \$410.74M | +20.1% |
| Median Negotability | -3.5% | -2.7% | -0.8% |

MALIBU


Featured Home


31360 Broad Beach Road FOR SALE


Set upon a coveted half acre lot with 80 feet of rare beach frontage on Malibu’s Broad Beach, this innovative architectural compound from renowned architect Chris Sorensen redefines quintessential California living. Masterfully designed to optimize an indoor/outdoor lifestyle, the newly updated 5-bedroom home is comprised of three structures that flow seamlessly to a central, multi-level terrace with lush landscaping, an outdoor kitchen, built-in BBQ, fire pit, pool, jacuzzi and direct, sought-after access to the beach. The prized offering includes a two-level fitness and relaxation hideaway; a retreat of its own that serves as host to the deluxe ocean view master and great room; and third structure with additional bedrooms, state-of-the-art kitchen and adjoining living and dining rooms, all embraced by floor-to-ceiling glass doors that open to the beachfront terrace. Appointed with luxurious details throughout, from oak and stone floors to far-reaching Pacific Ocean views from every room and parking for 10 cars, this Malibu compound provides the ultimate seaside setting to live, relax and entertain.

The Neighborhood Rundown

Serene and sun-soaked, Malibu is undoubtedly Los Angeles’ most coveted seaside retreat. Via a dreamlike route along Highway 1, Angelenos get a front row seat to the pristine coastline and remarkable oceanfront homes that maintain a distinct sense of privacy. Here, jagged cliffs, secluded coves and the city’s most exclusive residential neighborhoods draw celebrities, entertainment industry tycoons, sun-seeking daytrippers and surfers to experience its stunning shores.

**BEST CUP OF JOE**
Malibu Farm Pier Cafe

**BEST GRUB**
Nobu

**BEST COCKTAILS**
The Blue Lounge



Fourth Quarter 2019: Malibu Market

MEDIAN PRICE
OCT - DEC 2019
 ↓ -21.8% DOWN FROM OCT - DEC 2018

TOTAL LISTINGS
OCT - DEC 2019
 ↑ +7.5% UP FROM OCT - DEC 2018

| | Oct - Dec 2019 | Oct - Dec 2018 | % Change |
|------------------------------|----------------|----------------|----------|
| Median Price Per Square Foot | \$645 | \$846 | -23.7% |
| Median Days on Market | 58 | 105 | -44.8% |
| Total \$ Volume | \$215.71M | \$261.69M | -17.6% |
| Median Negotability | -7.4% | -8.5% | +1.1% |



208 OPEN
HOUSES
HELD

\$304,186,277

IN PENDING
&
SOLD HOMES

SMITH

2019 Q4

— STATS ON STACK —

BERG

ONE - ON - ONE

84
WEEKLY

— COACHING MEETINGS

WITH THE TEAM

110 HOMES
SOLD

150
FIST BUMPS
GIVEN



Longest period of time
without checking texts

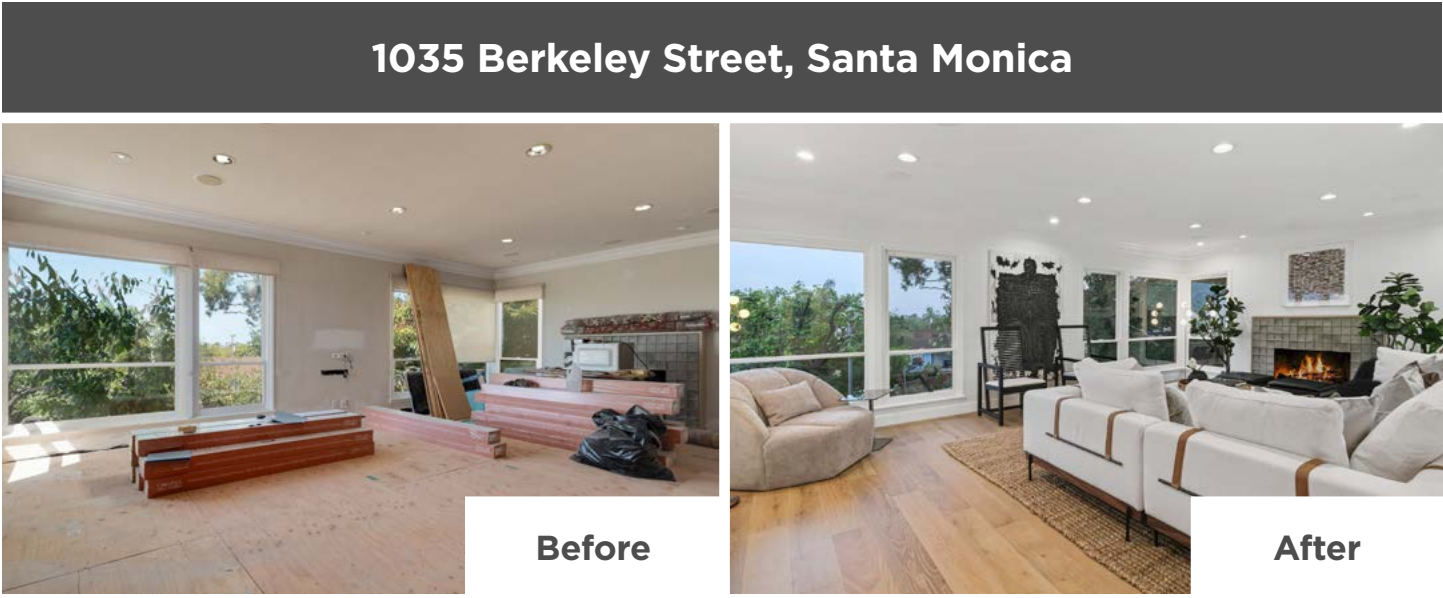
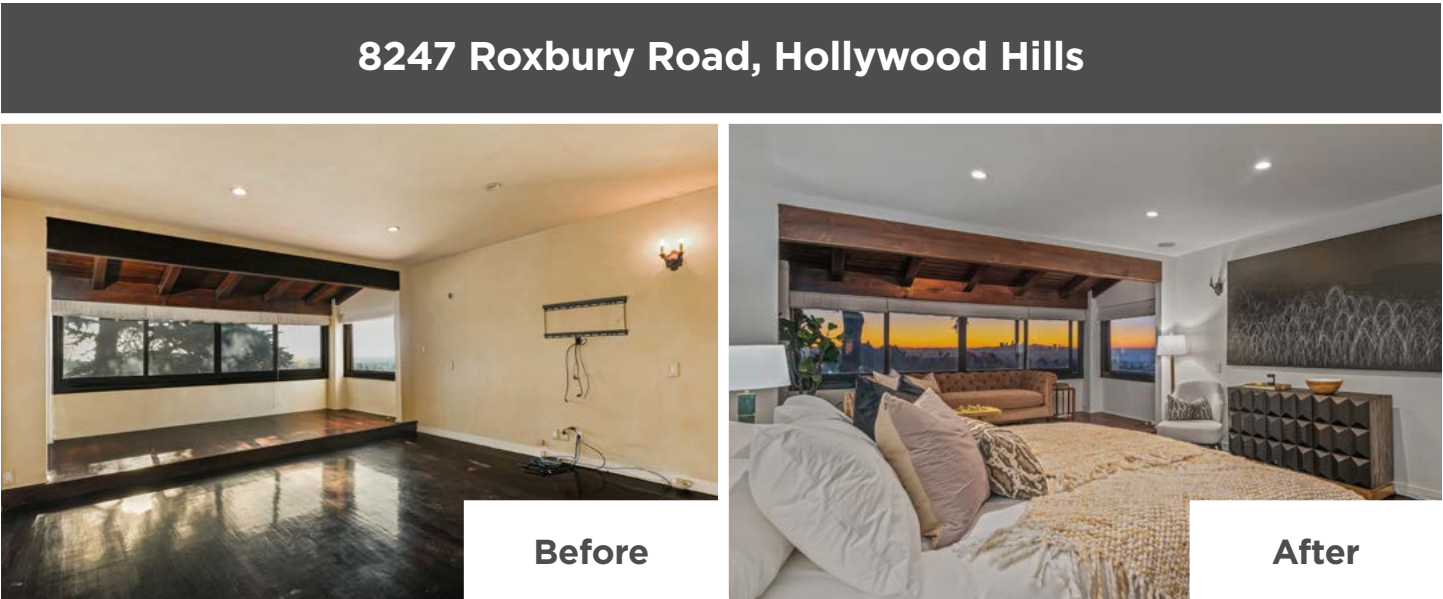
6 hours
... **30 minutes**

while binge-watching season 3 of
The Marvelous Mrs. Maisel

FUN FACT The Guinness World Record
for binge-watching is **94 hours**



As you likely know by now, the SBP team is huge into makeovers. And no, we don't mean physically. When bringing a home to market, we seize every opportunity possible to take the guesswork out of what your home can be. Because in our opinion? First impressions rule. It takes some blood, sweat and tears to get there, but providing buyers with a sleek, clean canvas allows them to visualize a home's full potential. Take a peek at our latest renovations and hop on the makeover bandwagon.



Tacos & Tequila

When the Smith & Berg Partners team combines tacos and tequila (collectively our two favorite things) there's an outpour of ideas both prolific and nonsensical. This is where the blog comes in. Here, you can read up on what's catching our interest as of late—whether that be epic new developments in L.A. or the best sushi spots in town—and hop on the cult-favorite Tacos & Tequila train.

To read full stories visit:

smithandberg.com/tacos-tequila



October

Sweet Kicks: A Look at SBP's Shoe Game

10/8/19

Just another reason why we're all sole mates.



SBP's Spot On Sports Forecast

10/15/19

We're calling the shots.



The Ultimate SBP Guide to Building from the Ground Up

10/23/19

Plan, prepare, execute.



Decor Daydreaming: 12 Interior Designers to Follow on IG Right Now

10/29/19

Indulge in some delicious decorative daydreaming.

November

5 Hard-Hitting Questions Every Home Buyer Should Ask

11/13/19
It's just like speed dating.



Maintaining Zen at Your Holiday Table: 5 Steps and an Epic Tequila Cocktail

11/19/19
Breathe, take a swig of tequila and be thankful.



Ski Like a Local: SBP's Favorite Slopes Within 2 Hours of LA

11/25/19
Shred America's best slopes in no time.



December

6 Foolproof Ways to Live a Charitable Lifestyle

12/3/19
Add some kind to your daily grind.



Holiday Must-Dos for the LA Host

12/10/19
Keep calm and be merry.



SBP's Favorite Holiday Sides & Sips

12/17/19
Close out the decade with decadence.

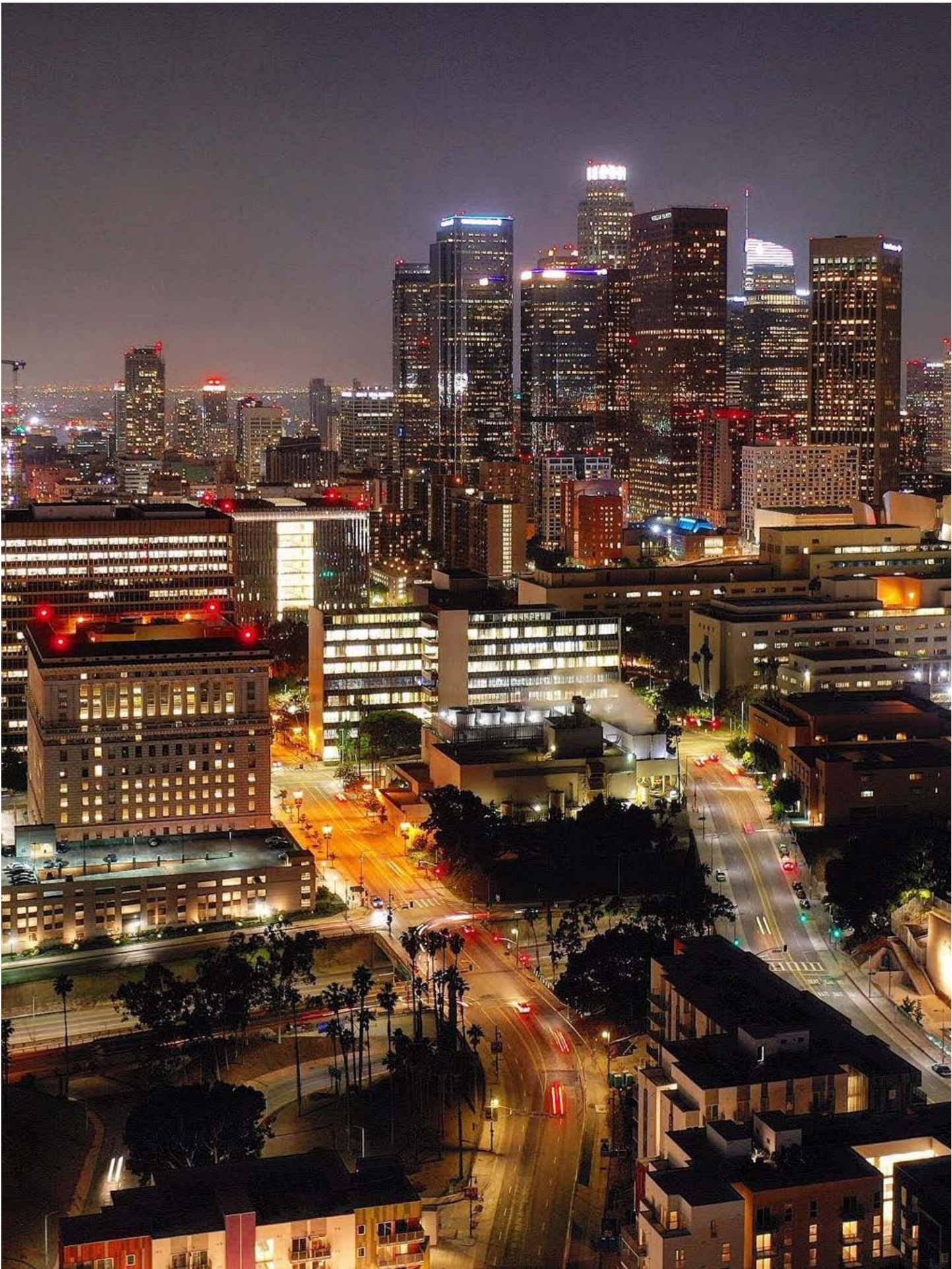




HONORS & HIGHLIGHTS

2019

- 2019 *Variety Magazine* Showbiz Real Estate Elite
- Top 1% Compass California
- REAL Trends & *Wall Street Journal's* Top 250 in the Nation
- Named Top 10 Team in Los Angeles by *Wall Street Journal* and REAL Trends
- *The Real Deal's* 2019 Top Selling Luxury Real Estate Agents
- *Hollywood Reporter* Top 30 Real Estate Agents



Meet Our Team



F. RON
SMITH



DAVID
BERG



NATHAN
STADLER



SEWIT
ESHETU



TREVOR
EDMOND



ROBERT
MORTON



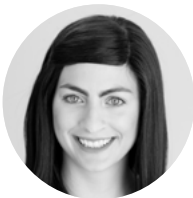
RICK
TORRES



BRANDON
SMITH



COURTNEY
WELSH



KRISTA
MASELLA



HANNAH
PILKINGTON



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