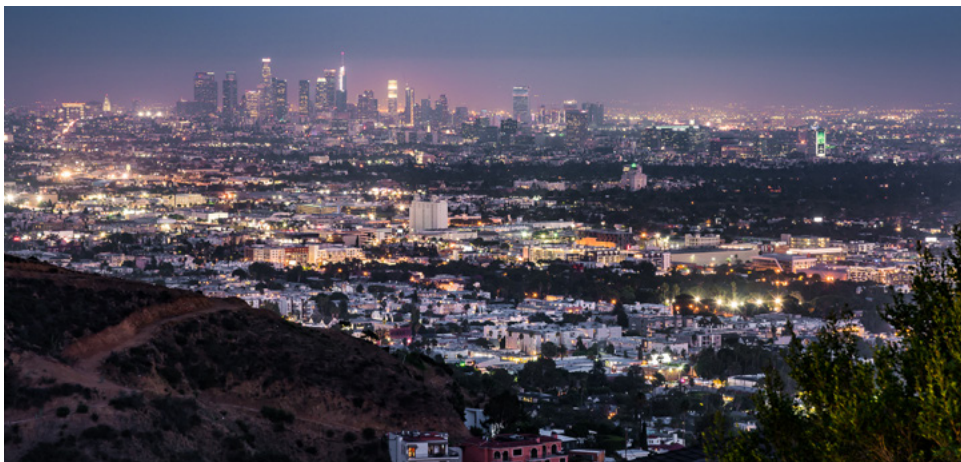


**SMITH & BERG**  
PARTNERS



# Q3 2020

**QUARTERLY LOS ANGELES  
REAL ESTATE MARKET REPORT**

**COMPASS**



19

**Stats on  
Stack Q3 2020**

A look at SBP's success for  
Q3 2020.

20

**SBP's Top Taco &  
Tequila Pairings**

Just a few of our  
favorite things.

29

**Tacos & Tequila**

Highlights from real estate's  
top digital magazine.

27

**Honors &  
Highlights**

Gold stars all around.

# SMITH & BERG PARTNERS

September 2020

To Our Clients and Friends:

It's hard to believe, but here we are at the end of the third quarter. First and foremost, we hope that you and your family are healthy and safe. So much has changed, and continues to evolve, in the world around us. The pandemic has kept many of us at home for months. Some of us have returned to our places of business but nothing is truly the same.

As we have always done, we do want to continue to update you on the current real estate market. We invite you to take a moment to review and reflect. It's likely you may have wondered about the real estate market during your time at home. We have enclosed a *Market Update* for the third quarter of 2020 which may answer some of your real estate questions and possibly generate new ones.

As always, we are available to discuss any of your real estate interests or just to say hello! We are steadfast in our commitment to providing excellent service to our community with compassion and care.

You know where to reach us. We're looking forward to hearing from you.

Stay safe, be well.

Our best to you and yours,



**The Smith & Berg Team**

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COMPASS





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## 19 Stats on Stack Q3 2020

97 Zoom meetings held, 54 homes sold. Check out our epic stats on stack.

## 20 SBP's Top Taco & Tequila Pairings

On a mission to make every day Tuesday.



## 22 Tacos & Tequila

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



## 27 Honors & Highlights

Gold stars received in Q3 2020.

MALIBU  
\$2,175,000

WESTWOOD  
\$1,030,000

BRENTWOOD  
\$2,180,000

PACIFIC  
PALISADES  
\$2,950,000

SANTA MONICA  
\$1,528,636

## Q3 2020 LOS ANGELES SALES

**BY TOP 5 MARKETS:**  
SINGLE FAMILY RESIDENCES,  
MEDIAN PRICE



# BRENTWOOD

## Featured Home

**321 S Chadbourne Avenue, Brentwood Park** FOR SALE


Set within a highly coveted neighborhood across from the Brentwood Country Club, this palatial estate pairs high-end interiors with an incomparable outdoor setting to revel in year-round California living. Through the foyer, an open-concept floor plan flows from the formal living room into the home office, dining room and the adjoining family room and gourmet chef’s kitchen, awash in natural light via glass French doors. Just outside lies a true oasis, complete with a pool and spa, multiple lounge areas for entertaining, a fire pit, built-in BBQ and grassy lawn. Via a grand, spiral staircase, the top floor features four bedrooms, including the primary suite with a spa bath, fireplace, balcony and ample closet space. The home’s lower level consists of a recreation room with wet bar, additional en suite bedroom, cutting-edge movie theater, laundry room, and wine cellar. Additional features include an elevator and five-car subterranean garage. Impressive in size yet comfortable in layout, this Brentwood retreat sets a new benchmark for deluxe luxury living.

VIEW PROPERTY


VIRTUAL TOUR

## 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**  
Caffe Luxxe



**BEST GRUB**  
Sushi Sasabune



**BEST COCKTAILS**  
Bar Toscana

**MEDIAN PRICE**  
JUL - SEP 2020

\$2,180,000

↑ +32.1% UP FROM  
JUL - SEP 2019

**TOTAL LISTINGS**  
JUL - SEP 2020

144

0% FROM  
JUL - SEP 2019



## Third Quarter 2020: Brentwood Market

	JUL - SEP 2020	JUL - SEP 2019	% Change
Median Price Per Square Foot	\$837	\$737	+13.6%
Median Days on Market	24	35	-28.6%
Total \$ Volume	\$499.39M	\$440.42M	+13.4%
Median Negotability	-1.8%	-2.0%	+0.2%



# WESTWOOD

## Featured Home

10593 Kinnard Ave, Westwood COMING SOON

This charming home in desirable Westwood offers four bedrooms and baths, presenting crisp white horizontal siding, board and batten, black wood shutters, asphalt roof shingles and a covered front porch. The entry expands into an entertainer’s dream with a formal dining room and oversized great room with a fireplace. The kitchen is a chef’s dream full of storage, a large island and even a nook for sunny breakfasts. The first floor bedroom is perfect for a modern home office or an overnight guest. The upstairs opens up to a large loft and two secondary bedrooms, one with an en suite bath. The expansive grand suite has a pitched ceiling and grand bath which provides modern luxuries like dual sink vanity, free standing tub and shower and an oversized walk-in closet.


VIEW PROPERTY

VIRTUAL TOUR

## 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**  
Nuka Cafe

 **BEST GRUB**  
Sunnin Lebanese Cafe

 **BEST COCKTAILS**  
STK



## Third Quarter 2020: Westwood Market

	JUL - SEP 2020	JUL - SEP 2019	% Change
Median Price Per Square Foot	\$724	\$706	+2.5%
Median Days on Market	23	27	-14.8%
Total \$ Volume	\$220.77M	\$437.15M	-49.5%
Median Negotability	-2.3%	-1.2%	-1.1%

**MEDIAN PRICE**  
JUL - SEP 2020

\$1,030,000

↓ -6.4% DOWN FROM  
JUL - SEP 2019

**TOTAL LISTINGS**  
JUL - SEP 2020

143

↓ -30.2% DOWN FROM  
JUL - SEP 2019



# PACIFIC PALISADES

## Featured Home

14967 Camarosa Drive, Pacific Palisades IN ESCROW


Masterfully designed by renowned architect Ken Ungar, this modern-meets-classic estate sits on a rare 18,522 S.F. corner lot in the exclusive Huntington neighborhood of Pacific Palisades. Pairing an open, airy layout with elegant East Coast flair, the home offers inimitable details throughout its interiors, from the state-of-the-art chef's kitchen to the expansive great room lined with hideaway glass pocket doors and each of the six bedrooms, including the luxe primary suite with a fireplace, dual closets and a marble-clad bath. Beyond the interior lies a stunning outdoor oasis with a covered lounge area and fireplace, sprawling backyard and large pool & spa, offering an idyllic setting for the most discerning entertainer. While additional features include a home theater, an epic gym, the perfect entertainer's bar and wine room combination, staff quarters, and 3-car garage. Just moments from the new Palisades Village and the area's most sought-after schools, this newly built estate offers the best in contemporary comfort and coveted convenience.

VIEW PROPERTY


VIRTUAL TOUR

## 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**  
Matthew's Garden Cafe



**BEST COCKTAILS**  
The Draycott

**MEDIAN PRICE**  
JUL - SEP 2020

\$2,950,000

↑

+1.0% UP FROM  
JUL - SEP 2019

**TOTAL LISTINGS**  
JUL - SEP 2020

131

↑

+11.0% UP FROM  
JUL - SEP 2019



## Third Quarter 2020: Pacific Palisades Market

	JUL - SEP 2020	JUL - SEP 2019	% Change
Median Price Per Square Foot	\$1,077	\$1,107	-2.8%
Median Days on Market	34	30	+13.3%
Total \$ Volume	\$452.47M	\$475.74M	-4.9%
Median Negotability	-2.8%	-3.2%	+0.4%



# SANTA MONICA

## Featured Home

**410 Lincoln Boulevard, Santa Monica** IN ESCROW


Timeless, Hamptons style home pairs a refined sensibility with casual California flair, situated in a prime Santa Monica locale just moments from San Vicente, Montana and the coast. Replete with large picture windows and glass sliding doors, the sunlit home offers the ultimate indoor-outdoor layout that flows from the foyer into the main level great room, formal dining room, offices, state-of-the-art kitchen, and adjoining living room, both of which open seamlessly to the outdoor patio and extensive backyard entertainment area. The home features seven bedrooms with six being en suite, including the luxe master with dual closets and spa-like bath with a steam shower and soaking tub. Additional features include an elevator, rooftop sanctuary with a jacuzzi and panoramic views, 2,400 S.F. basement with full kitchen, two laundry rooms, and cutting-edge Control4 home automation. Conveniently located yet a seeming world away, this beautifully designed retreat is a true Santa Monica rarity.

[VIEW PROPERTY](#)


[VIRTUAL TOUR](#)

## 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.



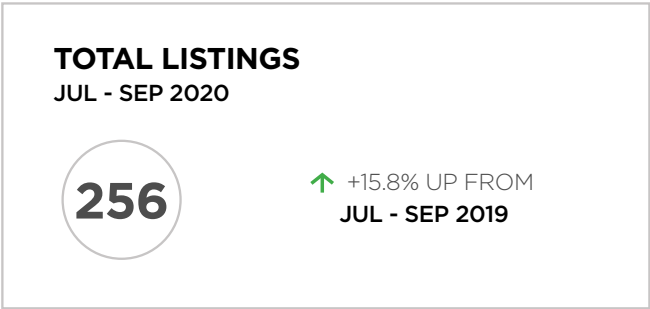
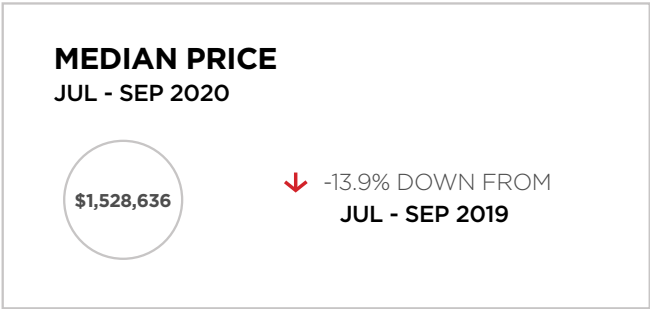
**BEST CUP OF JOE**  
Bluestone Lane



**BEST GRUB**  
Rustic Canyon



**BEST COCKTAILS**  
Massilia



## Third Quarter 2020: Santa Monica Market

	JUL - SEP 2020	JUL - SEP 2019	% Change
Median Price Per Square Foot	\$968	\$957	+1.2%
Median Days on Market	19	34	-44.1%
Total \$ Volume	\$578.41M	\$520.54M	+11.1%
Median Negotability	-1.7%	-2.4%	+0.7%



# MALIBU

## Featured Home

18319 Clifftop Way, Malibu SOLD


Striking museum contemporary in Malibu’s coveted Sunset Mesa neighborhood featuring sensational Santa Monica Mountain and Pacific Ocean views, and offering the best in secluded coastal living. An open-concept floor plan abounds throughout the main level great room, dining area and upscale chef’s kitchen, flowing outdoors via disappearing walls of glass to the split-level entertainment deck with a waterfall feature, fire pit and incredible infinity pool, all backdropped by extraordinary mountain and canyon views. The home features three generous en suite bedrooms, including the master suite with ocean views that span all the way to Palos Verdes and a portico between the bedroom and spa bath. Additional features include a full laundry room and two-car garage with storage. Replete with artistic touches, creative flair and carefully chosen finishes, this tranquil clifftop haven offers a sought-after modern ambiance in a supremely natural setting.

VIEW PROPERTY


VIRTUAL TOUR

## 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**  
Joules & Watts Coffee



**BEST GRUB**  
Malibu Farm



**BEST COCKTAILS**  
Carbon Beach Club

**MEDIAN PRICE**  
JUL - SEP 2020

\$2,175,000

↑ +35.9% UP FROM  
JUL - SEP 2019

**TOTAL LISTINGS**  
JUL - SEP 2020

160

↑ +64.9% UP FROM  
JUL - SEP 2019



## Third Quarter 2020: Malibu Market

	JUL - SEP 2020	JUL - SEP 2019	% Change
Median Price Per Square Foot	\$980	\$835	+17.3%
Median Days on Market	63	75	-16%
Total \$ Volume	\$639.55M	\$380.77M	+68.0%
Median Negotability	-6.5%	-7.7%	+1.1%





**97** ZOOM

CONFERENCES HELD

**\$134,282,560**

**IN PENDING**

**SOLD HOMES**

**SMITH**

2020 Q3

— STATS ON STACK —

**BERG**

**84**

VIRTUAL

ONE - ON - ONE

coaching meetings with the team

NUMBER OF TIMES  
HANDS WASHED



**54 HOMES**

IN TOTAL SOLD

Longest period of time without checking texts



**48 HOURS**



for Yom Kippur

**FUN FACT >>**

THERE ARE 11 MILES WORTH OF  
HIDDEN TUNNELS BENEATH LA





You should know by now that we're pretty big on tacos and tequila in the SBP family. After all, we do have a blog titled after the killer pairing. So, why not capitalize on the culinary combo by supporting local restaurants? Here, find our top five favorite tacos from nearby joints, the best tequilas to pair each with and go crazy (that is, if you haven't already).

# SMITH & BERG'S TOP TACO & TEQUILA PAIRINGS

## CONI'S SEAFOOD

MARLIN TACO

X

CLASE AZUL BLANCO

## GISH BAC

BARBACOA TACO

X

DOS ARTES ANEJO

## CASA DE CAMPO

MAMA'S VEGAN TACO

X

CLASE AZUL REPOSADO

## BLUE PLATE

LOBSTER TACO

X

DON JULIO 1942

## TLT FOOD

THE MALIBU

X

CASA DRAGONES BLANCO

## CHICHÉN ITZA

TACOS DE COCHINITA PIBIL

X

CASADORES RESPOSADO





# 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](https://smithandberg.com/tacos-tequila)



## July

### 5 Staples for Team Connectivity As We Work Remotely

7/8/20

Sticking together from afar.

To read full stories visit blog [here](#).

### Windows Down, Volume Up: SBP's Ultimate Summer Playlist

7/15/20

Savor the sounds of summer.

To read full stories visit blog [here](#).

### DIY Home Hacks: How to Make the Office Your Favorite Room

7/21/20

Up the ante on your WFH digs.

To read full stories visit blog [here](#).



# August

## 6 Tips for Picking the Perfect Homesite

8/5/20

Get going on the home of your dreams.

To read full stories visit blog [here](#).



## 4 Ways to Revamp Your Social Etiquette Without Being Rude

8/12/20

Revamp your formalities.

To read full stories visit blog [here](#).



## 8 Documentaries to Spark Unmatched Inspiration

5/27/20

Find inspiration without leaving your couch.

To read full stories visit blog [here](#).



# September

## 10 Pre-Made Cocktails to Up the Ante on Labor Day Weekend

9/2/20

Crack or pop a cold one.

To read full stories visit blog [here](#).



## Reap What You Sow: How to Turn Your Kitchen into a Growable Garden

9/9/20

Hydroponics that are anything but garden variety.

To read full stories visit blog [here](#).



## How to Combat Climate Change Right at Home

9/22/20

Save the planet and your wallet.

To read full stories visit blog [here](#).







# HONORS & HIGHLIGHTS

## 2020

- 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
- *Los Angeles Business Journal* Top Real Estate Agents & Sales





# Meet Our Team



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A leading Westside team at  
**COMPASS**



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