

SMITH & BERG
PARTNERS



Q1 2020

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

COMPASS



STAY AT HOME EDITION

19

**Stats on
Stack Q1 2020**

A look at SBP's success for Q1 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

April 2020

To Our Clients and Friends:

First and foremost, we hope that you and your family are healthy and safe. So much has changed in the world as we knew it, and counted on it, to be. We want to let you know that we are steadfast in our commitment to providing excellent service to our community, with compassion and care.

You may have wondered about the current state of the real estate market. We have enclosed the Smith & Berg Partners Q1 Report which we hope will provide you some useful information and make you smile.

Please reach out to discuss any real estate related thoughts, concerns or questions. Or just to say hello. As always, we'd love to hear from you.

All the best to you and yours,



Smith and Berg Partners



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19 Stats on Stack Q1 2020

42 Zoom meetings held, 41 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 Q1 2020.

MALIBU
\$2,035,000

WESTWOOD
\$1,200,000

BRENTWOOD
\$2,075,000

**PACIFIC
PALISADES**
\$2,195,000

SANTA MONICA
\$1,640,000

Q1 2020 LOS ANGELES SALES

BY TOP 5 MARKETS:
SINGLE FAMILY RESIDENCES,
MEDIAN PRICE

BRENTWOOD

Featured Home

868 North Norman Place, Brentwood IN ESCROW

Set within a private Brentwood cul-de-sac, this Cape Cod offers the ultimate indoor/outdoor layout for coastal-inspired California living. The open foyer flows into the living room, study, formal dining area, butler's pantry, and onward into the gourmet chef's kitchen equipped with Subzero, Wolf and Miele appliances and the great room with a fireplace. Warm white oak floors create a bright, airy ambiance to complement an inrush of natural light via collapsible glass doors onto the large tree-lined back yard featuring an outdoor patio with a pool, spa and built-in BBQ. The home features 5 bedrooms and 7 baths, including the master retreat with a living area, fireplace, generous dual closets, and a luxury master bath. Additional features include Sonos sound system, Control4 smart home technology, 10 rooftop skylights, storage room, laundry room and large 2-car garage with ample room for additional storage. This stunning home sets a new standard for casual, sophisticated 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. 1



BEST CUP OF JOE
Caffe Luxxe



BEST GRUB
Jon & Vinny's



BEST COCKTAILS
S Bar

MEDIAN PRICE
JAN - MAR* 2020

\$2,075,000

↑ +9.2% UP FROM
JAN - MAR 2019

TOTAL LISTINGS
JAN - MAR* 2020

73

↓ -22.3% DOWN FROM
JAN - MAR 2019



First Quarter 2020: Brentwood Market

	JAN - MAR* 2020	JAN - MAR 2019	% Change
Median Price Per Square Foot	\$845	\$772	+9.5%
Median Days on Market	49	43	+14%
Total \$ Volume	\$224.38M	\$279.22M	-19.6%
Median Negotability	-3.2%	-3.8%	+0.5%

*California's "Safer at Home" order was implemented on March 19, 2020.

*California's "Safer at Home" order was implemented on March 19, 2020.

WESTWOOD

Featured Home

10527 Kinnard Avenue, Westwood SOLD

Situated in a highly sought-after Westwood neighborhood, this elegant Contemporary Tudor pairs authentic details with modern flair in a supremely lush urban setting. Through the foyer, an open floor plan flows through elegant archways commencing in the great room with a fireplace, formal dining room, gourmet chef's kitchen and into the adjacent living area lined with French doors that open to the backyard. The home features three bedrooms, including the master suite with ample closet space, bath with dual vanity and doors that open to the pool. Beyond the interior lies a verdant oasis with a pergola-shaded terrace, pool, spa, large pool house embraced by glass French doors, built-in BBQ kitchen, and multiple lounge areas. Conveniently located yet a seeming world away, this Westwood home offers the ultimate in spacious, comfortable and coveted Los Angeles living.

[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
Espressoteric Coffee



BEST GRUB
Taste of Tehran



BEST COCKTAILS
Carmine's

MEDIAN PRICE
JAN - MAR* 2020

\$1,200,000

0% FROM
JAN - MAR 2019

TOTAL LISTINGS
JAN - MAR* 2020

105

↓ -23.4% DOWN FROM
JAN - MAR 2019



First Quarter 2020: Westwood Market

	JAN - MAR* 2020	JAN - MAR 2019	% Change
Median Price Per Square Foot	\$730	\$663	+10.1%
Median Days on Market	32	36	-11.1%
Total \$ Volume	\$179.65M	\$222.96M	-19.4%
Median Negotability	-2.3%	-4.3%	+2.1%

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PACIFIC PALISADES

Featured Home

14967 Camarosa Drive, Pacific Palisades FOR SALE

Masterfully designed by renowned architect Ken Ungar, this modern-meets-classic estate sits on a rare 18,522 S.F. 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 master 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, gym, wine room, staff quarters and 3-car garage. Just moments from the new Palisades Village and the area's most sought-after schools, this new 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
Alfred Coffee



BEST GRUB
Pearl Dragon (don't judge)



BEST COCKTAILS
The Draycott

MEDIAN PRICE
JAN - MAR* 2020

\$2,195,000

↓ -17.8% DOWN FROM
JAN - MAR 2019

TOTAL LISTINGS
JAN - MAR* 2020

59

↓ -21.3% DOWN FROM
JAN - MAR 2019



First Quarter 2020: Pacific Palisades Market

	JAN - MAR* 2020	JAN - MAR 2019	% Change
Median Price Per Square Foot	\$935	\$1,011	-7.5%
Median Days on Market	45	27	+66.7%
Total \$ Volume	\$205.42M	\$243.42M	-15.6%
Median Negotability	-2.9%	-1.7%	-1.2%

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SANTA MONICA

Featured Home

410 Lincoln Blvd, Santa Monica FOR SALE

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
Love Coffee Bar



BEST GRUB
Dialogue



BEST COCKTAILS
Elephante

MEDIAN PRICE
JAN - MAR* 2020

\$1,640,000

↑ +9.3% UP FROM
JAN - MAR 2019

TOTAL LISTINGS
JAN - MAR* 2020

116

↓ -26.1% DOWN FROM
JAN - MAR 2019



First Quarter 2020: Santa Monica Market

	JAN - MAR* 2020	JAN - MAR 2019	% Change
Median Price Per Square Foot	\$979	\$954	+2.6%
Median Days on Market	33	34	-2.9%
Total \$ Volume	\$232.38M	\$320.9M	-27.6%
Median Negotability	-2.4%	-2.3%	-0.1%

*California's "Safer at Home" order was implemented on March 19, 2020.

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MALIBU

Featured Home

21322 Pacific Coast Highway, Malibu FOR SALE

Situated on a highly coveted stretch of La Costa Beach in Malibu, this 4-bedroom home is a one-of-a-kind piece of art conceptualized by an internationally acclaimed designer. Replete with eclectic, high-end interiors, the British beach chic home opens into a spacious, sunlit foyer greeted by unobstructed ocean views via floor-to-ceiling glass doors, offering the best in indoor-outdoor California living. An open-concept layout flows among the main level living room, formal dining room and chef's kitchen, as well as the home theater and guest bedroom, all embraced by a wraparound beachfront deck with exclusive beach access. The second level features 3 additional bedrooms, including the oceanfront master suite with a stone-clad bath and its own balcony to revel in unmatched coastal serenity. Beside the sea and beyond the ordinary, this quirky Malibu retreat offers an artistic take on sought-after beachfront living that Angelenos can only dream of.

[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
Blue Bottle Coffee



BEST GRUB
Malibu Beach Inn



BEST COCKTAILS
Moonshadows

MEDIAN PRICE
JAN - MAR* 2020*

\$2,035,000

↑ +24.3% UP FROM
JAN - MAR 2019

TOTAL LISTINGS
JAN - MAR* 2020

54

↓ -12.9% DOWN FROM
JAN - MAR 2019



First Quarter 2020: Malibu Market

	JAN - MAR* 2020*	JAN - MAR 2019	% Change
Median Price Per Square Foot	\$889	\$844	+5.4%
Median Days on Market	75	53	+41.5%
Total \$ Volume	\$156.69M	\$170.9M	-8.3%
Median Negotability	-7.8%	-5.4%	-2.3%

*California's "Safer at Home" order was implemented on March 19, 2020.

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42 ZOOM

CONFERENCES HELD

12

**NUMBER OF DAYS
SBP AGENTS**



WORKED IN THEIR CARS TO
ESCAPE THEIR CHILDREN

SMITH

2020 Q1

— STATS ON STACK —

BERG

84

WEEKLY

ONE - ON - ONE

coaching meetings with
the team

NUMBER OF TIMES
HANDS WASHED



41 HOMES

IN TOTAL SOLD

Longest period of time without checking texts



2.5 HOURS



while having a Netflix party

FUN FACT >>

THE LARGEST TELEPHONE
CONFERENCE CALL OF ALL TIME
INCLUDED 16,972 PARTICIPANTS



SMITH & BERG'S
TOP TACO
& TEQUILA
PAIRINGS

CACTUS TAQUERIA
 CARNE ASADA TACO
 X
 CLASE AZUL BLANCO

GUERRILLA TACOS
 SWEET POTATO TACO
 X
 DOS ARTES ANEJO

LOQUI
 POLLO PRIMO TACO
 X
 CLASE AZUL REPOSADO

TACOS 1986
 ADOBADA TACO
 X
 DON JULIO 1942

TEDDY'S RED TACOS
 BEEF BIRRIA TACO
 X
 CASA DRAGONES BLANCO

TACOS TU MADRE
 CRISPY FISH TACO
 X
 CASADORES REPOSADO

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 that are still delivering while we practice social distancing? 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).

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



How to Decorate with the Coolest Colors of 2020

1/14/20

Keep it cool.

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



SBP Gets Caffeinated: Our Favorite Coffee Joints in LA

1/22/20

Sip your way to jet fuel heaven.

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

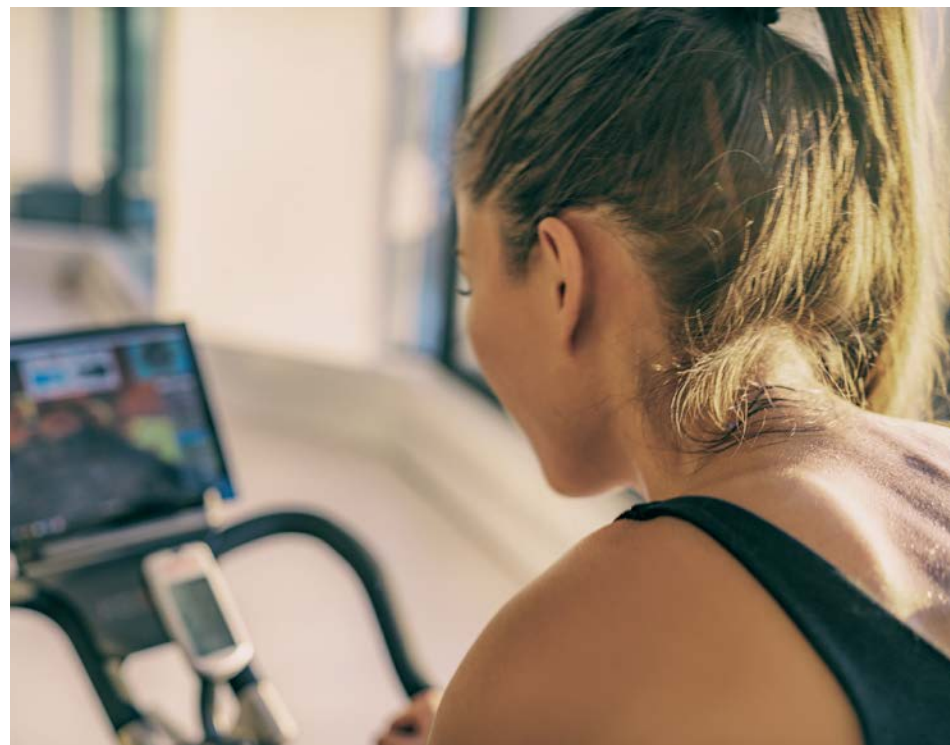
January

3 Ways to Jumpstart Your Health Resolutions from Home

1/1/20

Splurge and sweat.

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



10 Things Kobe Bryant Taught Us About Hard Work & Perseverance

1/28/20

10 maxims from Mamba.

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

February

Make Your Oscar Picks for the Chance to Win an iPad

2/3/20

Guess away and strike gold.

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



The SBP Method of Tidying Up: How to Bring Your Home to Market

2/19/20

Amp up your curb appeal.

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



10 Architects You Need to Follow on Instagram Right Now

2/25/20

Stoke your creative fire.

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



March

How to Protect Yourself & the Community from COVID-19

3/12/20

The power's in our (sanitized) hands

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

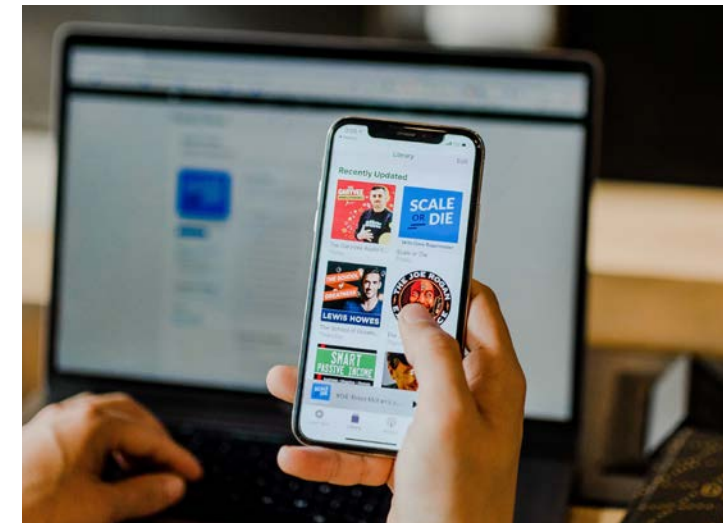


4 Ways to Get Sh!t Done at Home

3/17/20

SBP's top tips and tricks.

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



Listen & Learn: 8 Podcasts to Keep You Sharp

3/24/20

Stay smart and self isolate.

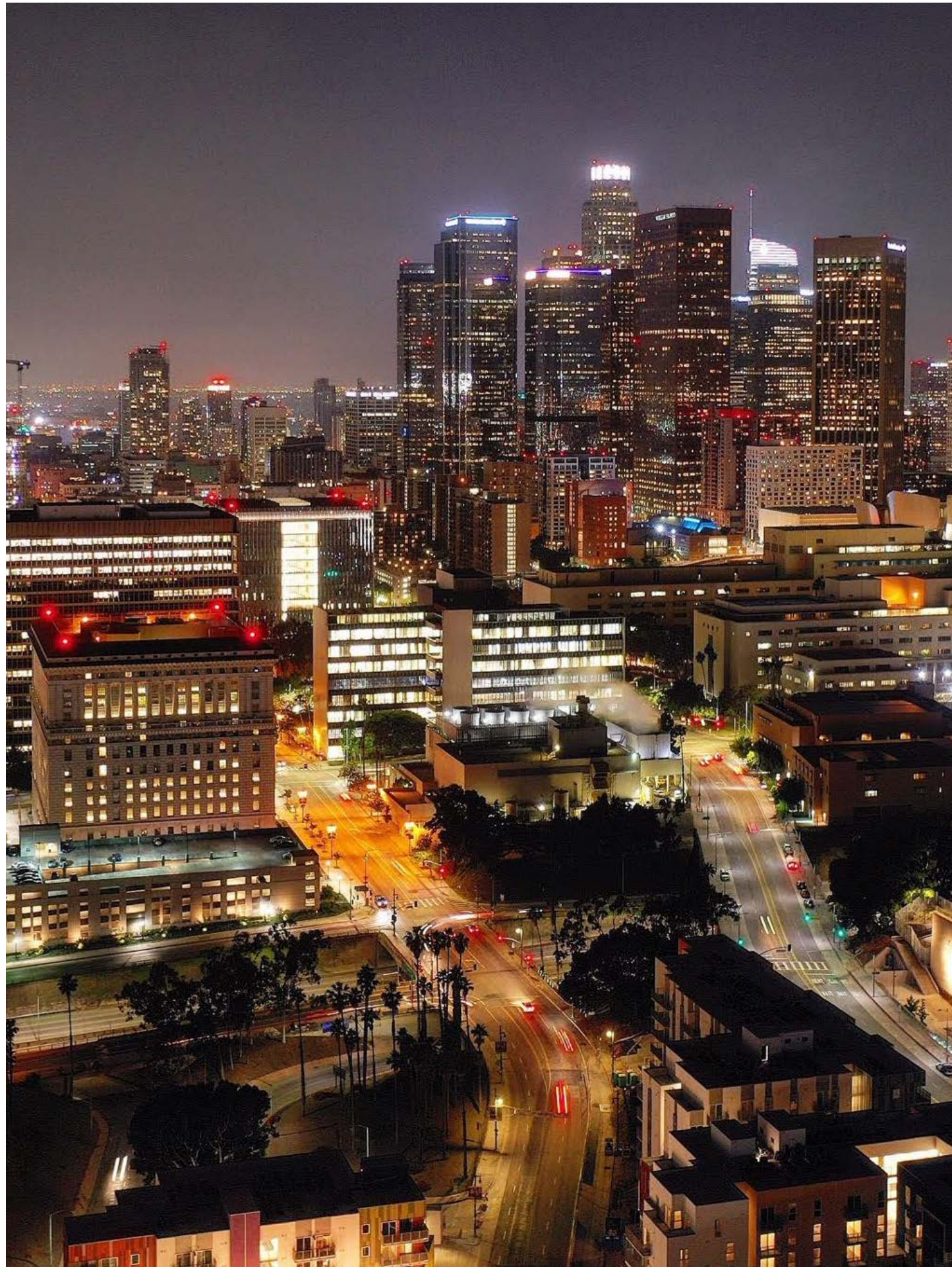
To read full stories visit blog [here](#).



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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DAVID BERG



NATHAN STADLER



SEWIT ESHETU



TREVOR EDMOND



ROBERT MORTON



RICK TORRES



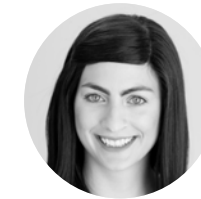
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A leading Westside team at
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