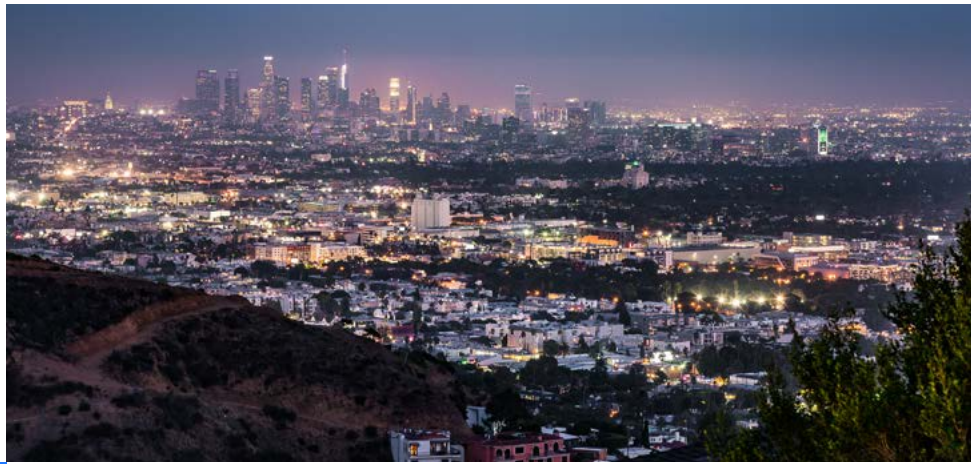


SMITH & BERG
PARTNERS



Q2 2020

QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT

COMPASS



STAY AT HOME EDITION

19

Stats on
Stack Q2 2020

A look at SBP's success for
Q2 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

July 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 this Q2. The pandemic has kept many of us at home for months.

We do want to continue to update you on the current real estate market, as we always have. 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 2nd 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 Q2 2020

91 Zoom meetings held, 26 homes sold. Check out our epic stats on stack.

20 SBP's Top Taco & Tequila Pairings

On a mission to make every day Tuesday.

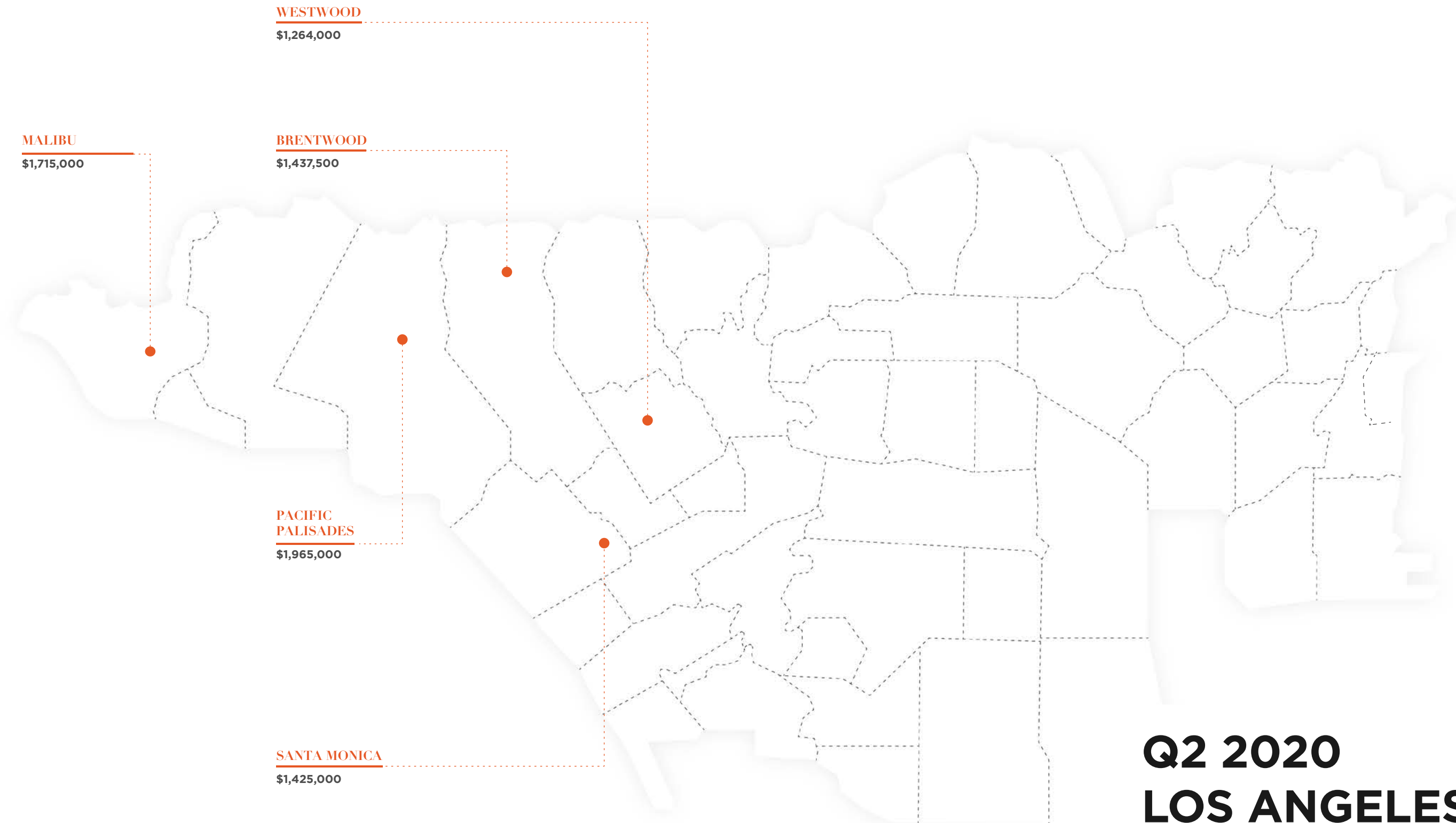


22 Tacos & Tequila

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

27 Honors & Highlights

Gold stars received in Q2 2020.



Q2 2020 LOS ANGELES SALES

BY TOP 5 MARKETS:
SINGLE FAMILY RESIDENCES,
MEDIAN PRICE

BRENTWOOD

Featured Home

256 N Barrington Avenue, Brentwood FOR SALE


Secluded beyond hedges within its own lush enclave, this Brentwood estate sits on an expansive 23,000+ sq. ft. lot in a highly coveted neighborhood, with convenient proximity to Archer and Brentwood Schools. The spacious home features stately details throughout with mahogany and cherry hardwood floors, French sconces and chandelier, and custom cabinetry. The gourmet chef’s kitchen is sure to entice with Brazilian granite countertops, Travertine floors, and Viking and Sub Zero appliances. The estate offers 5 bedrooms including the deluxe master suite with fireplace, spa bath with limestone floors and three walk in closets. As well as a guest suite with separate entrance and kitchenette. Just outside lies a serene oasis comprising a grassy lawn, Pebble Tec finish pool and spa surrounded by Beijing Green slate and two waterfalls. Pairing timeless flair with a space that modern-day individuals crave, this Brentwood estate offers the best in California 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
Joe & the Juice



BEST GRUB
Pizzana



BEST COCKTAILS
Bar Toscana

MEDIAN PRICE
APR - JUN* 2020

\$1,437,500

↓ -30% DOWN FROM
APR - JUN 2019

TOTAL LISTINGS
APR - JUN* 2020

21

↓ -85.3% DOWN FROM
APR - JUN 2019

*California’s “Safer at Home” order was implemented on March 19, 2020.



Second Quarter 2020: Brentwood Market

	APR - JUN* 2020	APR - JUN 2019	% Change
Median Price Per Square Foot	\$784	\$842	-6.9%
Median Days on Market	16	28	-42.9%
Total \$ Volume	\$57.04M	\$479.29M	-88.1%
Median Negotability	-2.2%	-2.2%	0.0%

*California’s “Safer at Home” order was implemented on March 19, 2020.

WESTWOOD

Featured Home

10660 Wilshire Blvd, Penthouse 4, Westwood FOR SALE


Set high above the Wilshire Corridor is this beautiful penthouse among the exclusive Wilshire Manning. Showcasing spectacular views that span all the way to the Pacific, the spacious penthouse features an open-concept floor plan that flows from the great room into an adjoining den with a bar, a formal dining room and gourmet chef’s kitchen with a breakfast nook, while an expansive terrace lies just outside with a dining area and stunning city vistas. The penthouse features 4 bedrooms and 4.5 bathrooms, including the generous master suite with a large spa bath, sauna and ample closet space. A rarity in the LA condo market, this penthouse pairs well-appointed interiors with Wilshire Manning’s exclusive amenities, including a concierge, two side-by-side parking spaces, a fitness center, pool, spa and more.


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 Violet Bistro or, more often than not, heading to red carpet events.

 **BEST CUP OF JOE**
Espresso Profeta

 **BEST GRUB**
Violet Bistro

 **BEST COCKTAILS**
Broxton

MEDIAN PRICE
APR - JUN* 2020

\$1,264,000

↓ -5.9% DOWN FROM
APR - JUN 2019

TOTAL LISTINGS
APR - JUN* 2020

18

↓ -90.6% DOWN FROM
APR - JUN 2019

*California’s “Safer at Home” order was implemented on March 19, 2020.



Second Quarter 2020: Westwood Market

	APR - JUN* 2020	APR - JUN 2019	% Change
Median Price Per Square Foot	\$811	\$752	+7.9%
Median Days on Market	24	22	+9.1%
Total \$ Volume	\$30.07M	\$396.65M	-92.4%
Median Negotability	+2.2%	-1.0%	+3.2%

*California’s “Safer at Home” order was implemented on March 19, 2020.

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. 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 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, an epic gym, the perfect entertainer’s bar and wine room combination, staff quarters, an elevator, 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**
Caffe Luxxe

 **BEST GRUB**
Cafe Vida

 **BEST COCKTAILS**
Modo Mio

MEDIAN PRICE
APR - JUN* 2020

\$1,965,000

↓ -12.8% DOWN FROM
APR - JUN 2019

TOTAL LISTINGS
APR - JUN* 2020

9

↓ -90.4% DOWN FROM
APR - JUN 2019

*California’s “Safer at Home” order was implemented on March 19, 2020.



Second Quarter 2020: Pacific Palisades Market

	APR - JUN* 2020	APR - JUN 2019	% Change
Median Price Per Square Foot	\$1,005	\$942	+6.6%
Median Days on Market	25	21	+19%
Total \$ Volume	\$24.3M	\$262.5M	-90.7%
Median Negotability	-3.6%	-0.9%	-2.8%

*California’s “Safer at Home” order was implemented on March 19, 2020.

SANTA MONICA

Featured Home

1508 Georgina Avenue, 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.



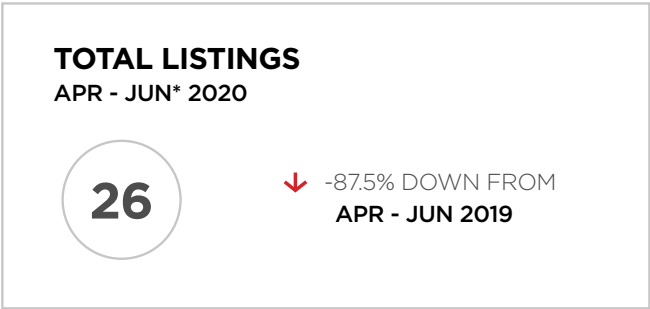
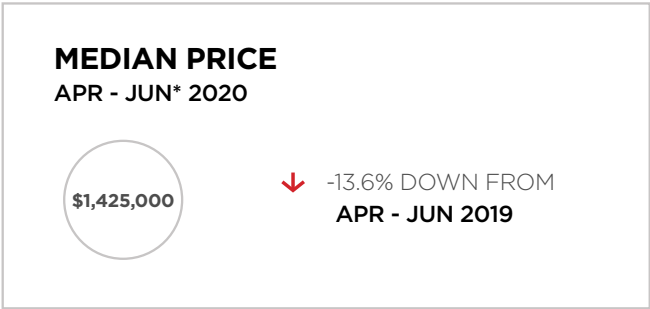
BEST CUP OF JOE
Dogtown Coffee



BEST GRUB
Cassia



BEST COCKTAILS
Chez Jay



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



Second Quarter 2020: Santa Monica Market

	APR - JUN* 2020	APR - JUN 2019	% Change
Median Price Per Square Foot	\$942	\$956	-1.5%
Median Days on Market	11	22	-50%
Total \$ Volume	\$44.95M	\$501.79M	-91.0%
Median Negotability	0.0%	-1.4%	+1.4%

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

MALIBU

Featured Home

31360 Broad Beach Road, Malibu SOLD


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.

[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
Malibu Farm Pier Cafe



BEST GRUB
GEOFFREY’S



BEST COCKTAILS
Rosenthal Wine Bar

MEDIAN PRICE
APR - JUN* 2020*

\$1,715,000

↓

-3.9% DOWN FROM
APR - JUN 2019

TOTAL LISTINGS
APR - JUN* 2020

8

↓

-91.2% DOWN FROM
APR - JUN 2019



Second Quarter 2020: Malibu Market

	APR - JUN* 2020*	APR - JUN 2019	% Change
Median Price Per Square Foot	\$759	\$854	-11.1%
Median Days on Market	75	51	+47.1%
Total \$ Volume	\$16.56M	\$256.75M	-93.6%
Median Negotability	-6.4%	-6.9%	+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.



91 ZOOM

CONFERENCES HELD

\$69,000,000
IN PENDING
&
SOLD HOMES

SMITH

2020 Q2

— STATS ON STACK —

BERG

84

VIRTUAL

ONE - ON - ONE
coaching meetings with
the team

NUMBER OF TIMES
HANDS WASHED



26 HOMES

IN TOTAL SOLD

Longest period of time without checking texts



— **1.5 HOURS** —



◆◆◆ while taking a virtual cooking class ◆◆◆

FUN FACT >>

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



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

MARISCOS JALISCO

FRIED SHRIMP TACO

X

CLASE AZUL BLANCO

BAR AMÁ

CHORIZO PUFFY TACO

X

DOS ARTES ANEJO

GUISADOS

MOLE POBLANO TACO

X

CLASE AZUL REPOSADO

HOLBOX

SCALLOP TACO

X

DON JULIO 1942

SKY'S GOURMET TACOS

CRAWFISH TACO WITH "SASSY SAUCE"

X

CASA DRAGONES BLANCO

SONORATOWN

TRIPA TACO

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.

CHECK OUT THE BLOG



April

How to Spice Up Your Next Zoom Meeting with Wallpaper

4/14/20

Up the ante on your next Zoom call.

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



How the Pandemic Will Redefine Home As We Know It

4/21/20

The future of home changes course.

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



You're Probably Drinking Tequila Wrong. Here's How to Do It.

4/30/20

Sip the SBP way.

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

May

Lessons We've Learned From The Last Dance

5/13/20

Timeless tenets from the best.

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



How We're Shaping a New Normal Post-COVID

5/20/20

Change, inevitable. Growth? Optional.

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



How to Create the Ultimate Home Gym Without Breaking a Sweat

5/27/20

Tips for an inspiring space to sweat.

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



June

Crucial Anti-Racism Resources to Help Us Listen & Learn

6/3/20

It's time to be a part of the solution.

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



20 Local Black-Owned Businesses to Support Right Now

6/10/20

Think & shop local.

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



Life Lessons We've Learned From Dad

6/17/20

Words of fatherly wisdom.

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



F. RON
SMITH



DAVID
BERG



NATHAN
STADLER



SEWIT
ESHETU



TREVOR
EDMOND



ROBERT
MORTON



RICK
TORRES



BRANDON
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HANNAH
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COURTNEY
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