

SMITH & BERG
PARTNERS



Q1 2021

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

COMPASS



19

**Stats on
Stack Q1 2021**

A look at SBP's
success for Q1 2021.

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 2021

To our Clients and Friends:

2021 is shaping up to be an epic year for business based on the first 90 days.

First of all, we hope that you and your family are healthy and safe. So much has changed and continues to evolve in the world around us.

We've sharpened our BBQ skills, binged hundreds of hours of memorable and forgetful programs and become maestros of Zoom along the way.

But as always, we are here to continuously update you on the current real estate market.

Enclosed is a Market Update for the first quarter of 2021 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 say hello! We remain steadfast in our commitment to providing excellent service to our community with compassion and care.

You know where to reach us.

We look forward to hearing from you.

Be safe and stay thirsty.

All the best to you and yours,



The Smith & Berg Team

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COMPASS



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19 Stats on Stack Q1 2021

88 Zoom meetings held, 58 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 all around.

MALIBU
\$2,243,000

WESTWOOD
\$1,187,500

BRENTWOOD
\$2,140,000

**PACIFIC
PALISADES**
\$3,165,000

SANTA MONICA
\$1,692,000

Q1 2021 LOS ANGELES SALES

BY TOP 5 MARKETS:
SINGLE FAMILY RESIDENCES,
MEDIAN PRICE

BRENTWOOD

Featured Home

360 S Anita Avenue, Brentwood FOR SALE

Set upon a highly coveted corner lot in Brentwood, this Traditional East Coast-style estate boasts six bedrooms and seven bathrooms among an expansive 6,592-square-foot floor plan. Pairing classic details with modern flair, the home features multiple light-filled living spaces on the main level, in addition to a formal dining room and state-of-the-art chef's kitchen with an extensive butler's pantry, two dishwashers, wet bar and built-in wine fridge. Upstairs, find three spacious bedrooms, including the immense primary suite with vaulted ceiling, travertine fireplace, access to its own balcony overlooking the backyard, and two spa bathrooms with a double-size shower, jetted tub, dual walk-in closets and skylights. A true Brentwood oasis, the home's lush outdoor space is embraced by hedges and features a solar heated pool and spa, stone fireplace, built-in BBQ and pergola-shaded dining space for unrivaled relaxation or entertaining. Conveniently located just moments from San Vicente yet a seeming world away, this estate sets an entirely new benchmark for sophisticated 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
Caffe Luxxe



BEST GRUB
Baltaire



BEST BAR
Bar Toscana

MEDIAN PRICE
JAN - MAR 2021

\$2,140,000

↑ +10.1% UP FROM
JAN - MAR 2020

TOTAL LISTINGS
JAN - MAR 2021

120

↑ +51.9% UP FROM
JAN - MAR 2020



First Quarter 2021: Brentwood Market

	JAN - MAR 2021	JAN - MAR 2020	% Change
Median Price Per Square Foot	\$812	\$843	-3.6%
Median Days on Market	28	48	-41.7%
Total \$ Volume	\$378.1M	\$242.7M	+.55.8%
Median Negotability	-2.1%	-3.6%	+.15%

WESTWOOD

Featured Home

1318 Warner Avenue, Westwood FOR SALE

Set within a highly convenient locale just moments from Wilshire, this contemporary five-bedroom home sits on a private lot in a quiet Westwood neighborhood near Fairburn Elementary. Showcasing a distinct architectural facade with wood and concrete, the home opens into a spacious 4,210 SF floor plan with rich hardwood floors and ample natural light via large windows throughout each space. The great room showcases a stunning stone fireplace, flowing onward into the open-concept living room, dining area and gourmet chef's kitchen with a 10-foot island and premier appliances. Via a glass-lined staircase, access the luxe primary suite with attached spa bath featuring a soaking tub, dual sinks and large shower with rainhead, as well two secondary bedrooms joined by a jack and jill bath with a wet room. The home's serene outdoor setting includes tall hedging, new artificial turf and a wooden deck with plentiful space to relax, entertain or play with the little ones, while a nearly 2,000 SF rooftop lounge boasts incredible Westwood skyline views. Additional features include a home theater, office, main level den, ample storage, and full two-car garage. A true oasis in a coveted Westwood area, this contemporary retreat offers a world unto itself while mere steps from everything you both want and need.

[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
Upside Down



BEST GRUB
Violet Bistro



BEST BAR
Skylight Gardens

MEDIAN PRICE
JAN - MAR 2021

\$1,187,500

↓ -1.0% DOWN FROM
JAN - MAR 2020

TOTAL LISTINGS
JAN - MAR 2021

156

↑ +35.7% UP FROM
JAN - MAR 2020



First Quarter 2021: Westwood Market

	JAN - MAR 2021	JAN - MAR 2020	% Change
Median Price Per Square Foot	\$706	\$720	-2.0%
Median Days on Market	33	34	-2.9%
Total \$ Volume	\$272.5M	\$198.5M	+37.3%
Median Negotability	-3.6%	-2.8%	-0.8%

PACIFIC PALISADES

Featured Home

1126 Monument Street, Pacific Palisades SOLD

Immaculately designed new construction home in Pacific Palisades, just a stone's throw from the Village. Thoughtfully considered open floor plan greets you upon entry with stunning wood detailing, striking fixtures and great use of mixed materials. The home's main level features a spacious living room with floor-to-ceiling glass doors that open to a private yard with a covered patio, pool, spa and built-in BBQ. The gourmet kitchen is open to the living space and features a breakfast nook, butler's pantry and top-of-the-line appliances. Take the stairs or the elevator to the second level where you will find four en suite bedrooms including the luxe primary suite with fireplace, sitting area and spa bath. Further up is the breathtaking rooftop deck with expansive ocean views and space to entertain. The lower level features a movie theater, game room, wine cellar, and the fifth en suite bedroom. With all the space and style that today's homebuyers crave, this impressive new construction home provides the best in LA coastal living.

[VIEW PROPERTY](#)

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
Juicy Ladies



BEST GRUB
Cafe Vida



BEST TAKE-HOME COCKTAILS
The Draycott

MEDIAN PRICE
JAN - MAR 2021

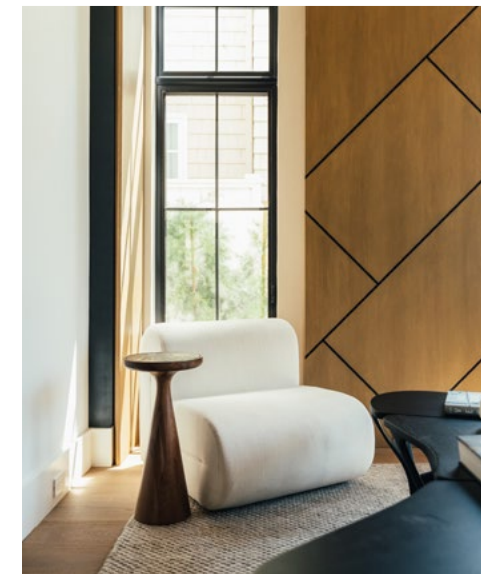
\$3,165,000

↑ +26.3% UP FROM
JAN - MAR 2020

TOTAL LISTINGS
JAN - MAR 2021

130

↑ +80.6% UP FROM
JAN - MAR 2020



First Quarter 2021: Pacific Palisades Market

	JAN - MAR 2021	JAN - MAR 2020	% Change
Median Price Per Square Foot	\$1,043	\$898	+.16.1%
Median Days on Market	37	37	0.0%
Total \$ Volume	\$564.6M	\$253.7M	+.122.6%
Median Negotability	-2.7%	-3.5%	+.0.8%

SANTA MONICA

Featured Home

622 25th Street, Santa Monica SOLD

This stunning traditional Cape Cod home, designed by Clark Remington, is in one of the most desirable locations in Santa Monica. This home is ideally suited for entertaining and comfortable family living with its light and bright central floor plan and automated lighting and shades with customized control system. The main floor includes a formal living room, dining room, study and kitchen with a butlers pantry. The kitchen opens up to a large family room, breakfast area/ nook, and spacious and private backyard. Upstairs you have the primary suite complete with a sitting area, fireplace, large spa bath and an expansive, updated walk-in closet. There are also three additional en-suite bedrooms. Take the elevator down to the basement level which includes a wet bar, 1800 bottle wine cellar, Cinemascope (widescreen) format projection screen with Dolby surround sound audio and gym. This ground level floor also includes an additional guest bedroom and laundry room.

[VIEW PROPERTY](#)

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
Interstellar



BEST GRUB
Birdie G's



BEST BAR
The Bungalow

MEDIAN PRICE
JAN - MAR 2021

\$1,692,000

↓ -3.3% DOWN FROM
JAN - MAR 2020

TOTAL LISTINGS
JAN - MAR 2021

192

↑ +38.1% UP FROM
JAN - MAR 2020



First Quarter 2021: Santa Monica Market

	JAN - MAR 2021	JAN - MAR 2020	% Change
Median Price Per Square Foot	\$953	\$963	-1.0%
Median Days on Market	23	35	-34.3%
Total \$ Volume	\$485.2M	\$327.0M	+.48.3%
Median Negotability	-1.9%	-2.6%	+.0.7%

MALIBU

Featured Home

19604 Pacific Coast Highway, Malibu SOLD

Situated in a highly coveted cove along the shores of Malibu, this newly remodeled beachside retreat pairs chic, modern style with unrivaled views that stretch from Palos Verdes to Point Dume. Replete with French Oak floors throughout, the 3-bedroom home offers an open-concept floor plan that flows from the entry into the living room with a limestone fireplace, dining room and gourmet kitchen with white Silestone countertops and cutting-edge appliances. The main level is lined with floor-to-ceiling glass doors to maximize natural light and afford effortless access to the balcony overlooking the sea just beyond. Up the beautiful staircase lies three bedrooms, including the luxe primary suite with a limestone fireplace, oceanfront deck, ample closet space and spa bath with dual sinks and a travertine shower with unmatched ocean vistas. With a 2-car garage and exclusive staircase leading directly to the beach, this home offers the ultimate in high-end beachfront living in Malibu.

[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
Nobu



BEST BAR
Moonshadows

MEDIAN PRICE
JAN - MAR 2021

\$2,243,000

↑ +11.0% UP FROM
JAN - MAR 2020

TOTAL LISTINGS
JAN - MAR 2021

168

↑ +114.8% UP FROM
JAN - MAR 2020



First Quarter 2021: Malibu Market

	JAN - MAR 2021	JAN - MAR 2020	% Change
Median Price Per Square Foot	\$991	\$889	+.11.4%
Median Days on Market	77	75	+.2.7%
Total \$ Volume	\$653.5M	\$170.08M	+.284.2%
Median Negotability	-5.5%	-7.8%	+.2.3%



88 ZOOM
CONFERENCES HELD

\$223,295,550
IN PENDING
SOLD HOMES

SMITH

2021 Q1

— **STATS ON STACK** —

BERG

84

VIRTUAL

ONE - ON - ONE

coaching meetings with
the team



NUMBER OF TIMES
YOU HAD TO SAY



**"IT'S ALLERGIES,
NOT COVID"**



58 **HOMES**
SOLD

Longest period of time without checking texts



— **3 HOURS** —



◆ during the return of March Madness ◆

FUN FACT >>

**LA IS THE ONLY NORTH
AMERICAN CITY TO HAVE
HOSTED THE OLYMPICS TWICE**



SMITH & BERG'S TOP TACO & TEQUILA PAIRINGS



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 loco.

CACTUS TAQUERIA

MACHACA PLATTER

X

CLASE AZUL BLANCO

TOCAYA

BARRIO TACO WITH BEEF CHORIZO

X

DOS ARTES ANEJO

TACOS POR FAVOR

CHORIZO & CHEESE SOFT TACO

X

DON JULIO 1942

TACOS TU MADRE

CHIPOTLE TOMATILLO CHICKEN TACO

X

CLASE AZUL REPOSADO

SANTA FE CAFE

BLACKENED FISH TACO WITH PARMESAN CRUST

X

CASA DRAGONES BLANCO

FRIDA TACOS

TACOS NORTEÑOS

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



January

4 LA Designers Predict the Top Home Trends for 2021

01/06/21

What's in and what's out for 2021.

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



SBP's Go-To Stagers Reveal Their Favorite Rooms

01/20/21

We're all about first impressions.

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



Walls That Sell: SBP Agents Unveil How to Make a Bold Vertical Statement

01/27/21

SBP's going off the walls.

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

February

Which Kitchen Countertop is Perfect For You?

02/03/21

Upgrade your island.

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



The Top Cutting-Edge Kitchen Gadgets You Need This Year

02/12/21

Can't handle the heat? Get out of the kitchen.

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



Redo the Loo: Bathroom Designs to Inspire Your Next Renovation

02/18/21

Revamp the meaning of self-care.

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



March

SBP Overhaul Series: How to Reimage Overlooked Spaces in Your Home

03/03/21

Freshen up without breaking the bank.

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



The Women of SBP on Empowerment & Paving a New Way Forward

03/18/21

Meet the girl bosses.

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



How Blockchain is Changing the Real Estate Game

03/24/21

Your guide to the future.

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





HONORS & HIGHLIGHTS

2021

- ***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*** 2020 Top Selling Luxury Real Estate Agents
- ***Hollywood Reporter*** Top 30 Real Estate Agents
- ***Los Angeles Business Journal*** Top Real Estate Agents & Sales
- ***Los Angeles Magazine's*** 2020 Real Estate All-Star Team
- ***Los Angeles Business Journal*** Top Residential Agents



Meet Our Team



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ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



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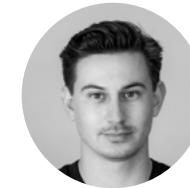
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