

**SMITH & BERG**  
PARTNERS



# Q4 2020

**QUARTERLY LOS ANGELES  
REAL ESTATE MARKET REPORT**

**COMPASS**



19

**Stats on  
Stack Q4 2020**

A look at SBP's success for Q4 2020.

20

**SBP's Top BBQ Take-  
Out Spots of 2020**

Everything's better on the grill.

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**Tacos & Tequila**

Highlights from real estate's top digital magazine.

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**Honors &  
Highlights**

Gold stars all around.

# SMITH & BERG PARTNERS

**January 2021**

To Our Clients and Friends:

2020 is in our rearview mirror.

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 arrival of the vaccine brings much needed hope.

As always, we want to continue to update you on the current real estate market. We invite you to take a moment to review and reflect.

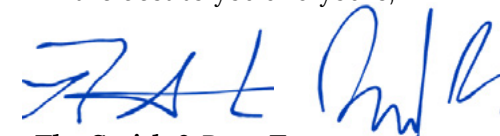
It's likely you may have wondered about the real estate market during your time at home. We have enclosed a Market Update for the fourth quarter of 2020 which may answer some of your real estate questions and possibly generate new ones.

As always, we are available to discuss any of your real estate interests or just to say hello! We remain 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.

All the best to you and yours,



**The Smith & Berg Team**

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11740 SAN VICENTE BLVD, SUITE 203  
LOS ANGELES, CA 90049  
310.500.3931 | TEAM@SMITHANDBERG.COM

**COMPASS**



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## 19 Stats on Stack Q4 2020

88 Zoom meetings held, 134 homes sold. Check out our epic stats on stack.

## 20 SBP's Top BBQ Take-Out Spots of 2020

This ain't our first rodeo.



## 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 Q4 2020.

**MALIBU**  
\$2,911,250

**WESTWOOD**  
\$1,289,500

**BRENTWOOD**  
\$2,267,500

**PACIFIC  
PALISADES**  
\$2,846,500

**SANTA MONICA**  
\$1,325,350

# Q4 2020 LOS ANGELES SALES

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

# BRENTWOOD

## Featured Home

**745 & 747 Moreno Avenue, Brentwood** FOR SALE

Built by Thomas James Homes, this brand new duplex has been professionally designed, hand crafted to fit your needs, and comes with a full 10 year new home construction warranty. This transitional Brentwood farmhouse displays white board and batten siding with black windows and trim. Each residence in this duplex offers four bedrooms, four full baths, a powder bath and a two car garage. Enter the foyer to discover a first floor guest bedroom with en suite bath and walk in closet, dining room with sliding doors to the side yard, and a powder bath. The gourmet kitchen has an island with bar seating, walk in pantry and study with a built-in desk, and it overlooks the great room with a fireplace and sliding doors to the covered patio. Ascend the stairs to find a loft, laundry room, two secondary bedrooms with en suite baths, and a balcony. The grand suite has double doors which open to a spa-like bath, boasting a freestanding tub, walk in shower, dual sink vanity, linen and walk in closet. Each unit is separately metered for electric, gas and water, and will be delivered vacant.

[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**  
Clark St - Brentwood



**BEST GRUB**  
Baja Norté



**BEST TAKE-HOME COCKTAILS**  
Thunderbird

**MEDIAN PRICE**  
OCT - DEC 2020

\$2,267,500

↑ +22.5% UP FROM  
OCT - DEC 2019

**TOTAL LISTINGS**  
OCT - DEC 2020

158

↑ +33.9% UP FROM  
OCT - DEC 2019



## Fourth Quarter 2020: Brentwood Market

	OCT - DEC 2020	OCT - DEC 2019	% Change
Median Price Per Square Foot	\$817	\$747	+9.4%
Median Days on Market	30	46	-34.8%
Total \$ Volume	\$519.04M	\$330.10M	+57.2%
Median Negotability	-3.1%	-4.2%	+1.1%

# WESTWOOD

## Featured Home

**10660 Wilshire Boulevard PH1, Westwood** SOLD

Set high above the Wilshire Corridor is this truly one-of-a-kind penthouse with south-west 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 primary 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. Welcome home.

[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**  
Brewin' Coffee



**BEST GRUB**  
Tacos 1986



**BEST TAKE-HOME COCKTAILS**  
Skylight Gardens

**MEDIAN PRICE**  
OCT - DEC 2020

\$1,289,500

↑ +8.6% UP FROM  
OCT - DEC 2019

**TOTAL LISTINGS**  
OCT - DEC 2020

174

↑ +14.5% UP FROM  
OCT - DEC 2019



## Fourth Quarter 2020: Westwood Market

	OCT - DEC 2020	OCT - DEC 2019	% Change
Median Price Per Square Foot	\$731	\$714	+2.5%
Median Days on Market	25	31	-19.4%
Total \$ Volume	\$349.48M	\$342.21M	+2.1%
Median Negotability	-2.8%	-2.4%	-0.4%

# PACIFIC PALISADES

## Featured Home

**14967 Camarosa Drive, Pacific Palisades** SOLD

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**  
Caffe Luxxe



**BEST GRUB**  
Casa Nostra Ristorante



**BEST TAKE-HOME COCKTAILS**  
Tallula's

**MEDIAN PRICE**  
OCT - DEC 2020

\$2,846,500

↑ +4.4% UP FROM  
OCT - DEC 2019

**TOTAL LISTINGS**  
OCT - DEC 2020

144

↑ +20% UP FROM  
OCT - DEC 2019



## Fourth Quarter 2020: Pacific Palisades Market

	OCT - DEC 2020	OCT - DEC 2019	% Change
Median Price Per Square Foot	\$1,076	\$1,003	+7.2%
Median Days on Market	22	52	-55.7%
Total \$ Volume	\$526.60M	\$408.69M	+28.9%
Median Negotability	-2.7%	-4.2%	+1.4%

# SANTA MONICA

## Featured Home

**1508 Georgina Avenue, Santa Monica** SOLD

Situated on one of the most coveted streets north of Montana in Santa Monica, this expansive Country English estate maintains its exterior charm while showcasing high-end, modern finishes throughout the newly updated interiors. Set upon an oversized 12,302 S.F. lot, the home immediately captivates with a massive front yard and meticulously maintained facade, opening into a spacious floor plan that flows among the great room, cutting-edge kitchen, formal dining area and adjoining living room. The home features four bedrooms, including the primary suite with a private seating area, ample closet space and spa bath. The outdoor space provides room to roam and the ideal spot for lounging in the California sunshine, as well as a detached entertainment sanctuary with vaulted ceilings, a kitchenette and full bath. Set within the sought-after Franklin School District and just moments from Montana's best shops and restaurants, this immense estate pairs classic architecture with modern edge, setting an entirely new standard for Los Angeles living.

[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**  
Cafe De Mundo



**BEST GRUB**  
Manchego



**BEST TAKE-HOME COCKTAILS**  
Lanea

**MEDIAN PRICE**  
OCT - DEC 2020

\$1,325,350

↓ -28.6% DOWN FROM  
OCT - DEC 2019

**TOTAL LISTINGS**  
OCT - DEC 2020

254

↑ +10.4% UP FROM  
OCT - DEC 2019



## Fourth Quarter 2020: Santa Monica Market

	OCT - DEC 2020	OCT - DEC 2019	% Change
Median Price Per Square Foot	\$947	\$950	-0.3%
Median Days on Market	22	38	-42.1%
Total \$ Volume	\$504.28M	\$590.45M	-14.6%
Median Negotability	-2.2%	-3.0%	+0.7%



# MALIBU

## Featured Home

**19604 Pacific Coast Highway, Malibu** FOR SALE

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

[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**  
Le Cafe De La Plage



**BEST GRUB**  
Broad Street Oyster Co



**BEST TAKE-HOME COCKTAILS**  
Duke's Malibu

**MEDIAN PRICE**  
OCT - DEC 2020

\$2,911,250

↑ +53.2% UP FROM  
OCT - DEC 2019

**TOTAL LISTINGS**  
OCT - DEC 2020

168

↑ +60.0% UP FROM  
OCT - DEC 2019



## Fourth Quarter 2020: Malibu Market

	OCT - DEC 2020	OCT - DEC 2019	% Change
Median Price Per Square Foot	\$1,119	\$916	+22.2%
Median Days on Market	56	60	-6.6%
Total \$ Volume	\$736.50M	\$309.29M	+138.1%
Median Negotability	-6.0%	-7.4%	+1.4%



**88** ZOOM  
 CONFERENCES HELD

**\$275,184,843**  
 IN PENDING  
 SOLD HOMES

**SMITH**  
 2020 Q4  
 — STATS ON STACK —  
**BERG**

**84**  
 VIRTUAL  
 ONE - ON - ONE  
 coaching meetings with  
 the team

NUMBER OF TIMES  
 HANDS WASHED



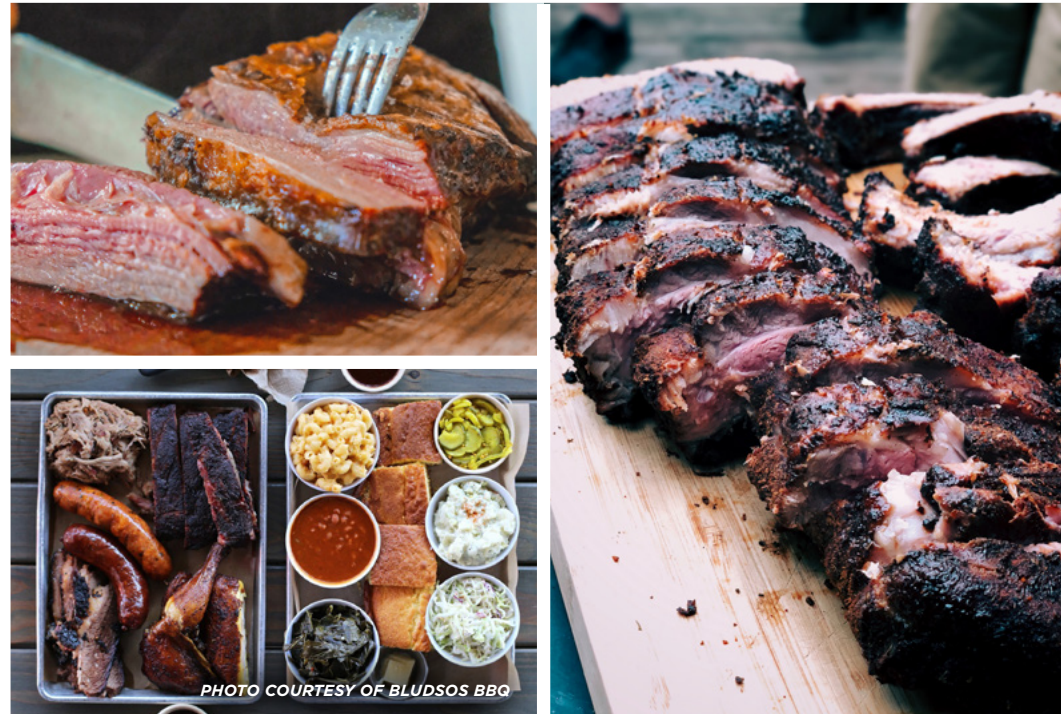
**134 HOMES**  
 IN TOTAL SOLD

Longest period of time without checking texts  
 — **1.5 HOURS** —  
 during our virtual white elephant party

**FUN FACT >>**  
 BEVERLY HILLS WAS ORIGINALLY  
 A LIMA BEAN RANCH.



SMITH & BERG'S  
FAVORITE  
**BBQ**  
TAKE-OUT SPOTS OF 2020



We've spent a lot of 2020 perfecting our cooking skills and even more of it ordering take-out from nearby joints — especially when the aforementioned cooking failed. But not only that, it's been hugely important to support local restaurants during a time when they need it most. Beyond tacos, our team has been big on BBQ as of late, so we compiled a list of our favorite slabs from the best local pitmasters.

— HERE'S WHAT WE'RE ORDERING —

**HOLY COW BBQ**

SANTA MARIA TRI-TIP  
WITH SMASHED TATERS

**BLUDSO'S BBQ**

FAMILY-STYLE BRISKET  
WITH MAC N' CHEESE

**SLAB**

SPARE RIBS WITH  
COLESLAW

**MAPLE BLOCK MEAT CO.**

SANTA MARIA TRI-TIP WITH  
SMASHED TATERS



# 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)



## October

### Raise Your Voice & Vote: Real Estate Props For Your Consideration

10/13/20

Your guide to Prop 15 and 21.

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



### Smith & Berg on How to Establish Strong Company Culture, Even From Home

10/21/20

Tips for creating a positive work environment.

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



### How to Inspire Your Team to Achieve the Impossible

10/29/20

For when the going gets tough.

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

# November

## Are You Ready for the Work-From-Anywhere Era?

11/4/20

A cornerstone of the future.

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



## SBP on How to Design Any Space with Effortless Intention

11/11/20

Set out on a path of purpose.

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



## Ways to Turn Stress into Your Biggest Asset

11/17/20

The power is in our hands.

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



# December

## 5 Small Home Renovations that Pack a Punch

12/7/20

Refresh your abode.

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



## How SBP is Decorating with Pantone's Colors of the Year

12/18/20

Put Ultimate Gray & Illuminating Yellow to work.

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



## See Ya, 2020! What We've Learned & What's Up Next

12/30/20

Onward and upward.

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





# HONORS & HIGHLIGHTS

## 2020

- *Los Angeles Magazine's* 2020 Real Estate All-Star Team
- *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* 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



ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



HANNAH PILKINGTON



BRANDON SMITH



RICK TORRES



KATY YAMBAO



RYAN BERGUM



COURTNEY WELSH



PARISA NIZKAD



KRISTA MASELLA



LEXI DONCHEY

**Address**

11740 San Vicente Blvd Suite 203  
Los Angeles, CA 90049

**Website**

[smithandberg.com](http://smithandberg.com)

**Email**

[team@smithandberg.com](mailto:team@smithandberg.com)

**Phone**

310.500.3931

**Social**

[@smithandberg](https://www.instagram.com/smithandberg)

A leading Westside team at

**COMPASS**

**SMITH & BERG**  
PARTNERS

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[smithandberg.com](https://smithandberg.com)

11740 San Vicente Blvd, Suite 203 Los Angeles, CA 90049  
team@smithandberg.com | 310.500.3931 | @smithandberg

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