

SMITH & BERG
PARTNERS



Q2 2021

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

COMPASS



19

**Stats on
Stack Q2 2021**

A look at SBP's
success for Q2 2021.

20

**SBP's Top Tequila
Cocktail Recipes**

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 2021

To Our Clients and Friends:

Welcome to an epic Summer 2021.

It's truly exciting to get back to a version of normal—eating out at restaurants, gathering with friends, traveling to see family we have so dearly missed—it all feels exceptional.

It's also a great time to revisit home projects that you have been thinking about!

We look forward to providing an additional opinion and engaging in some light to moderate mental lifting as well. Just ask! We're here to help.

It's likely you may have wondered about the current real estate market. We have enclosed a Market Update for the second 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 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.

Our best to you and yours,



The Smith & Berg Team

11740 SAN VICENTE BLVD, SUITE 203
LOS ANGELES, CA 90049
150 S RODEO DR, SUITE 100
BEVERLY HILLS, CA 90212

310.500.3931 | TEAM@SMITHANDBERG.COM

COMPASS



TABLE OF CONTENTS

08 Featured Neighborhoods

Brentwood	08
Westwood	10
Pacific Palisades	12
Santa Monica	14
Bel Air	16

19 Stats on Stack Q2 2021

3 in person team meetings, 134 homes sold*. Check out our epic stats on stack. **YTD*



20 SBP's Top Taco & Tequila Pairings

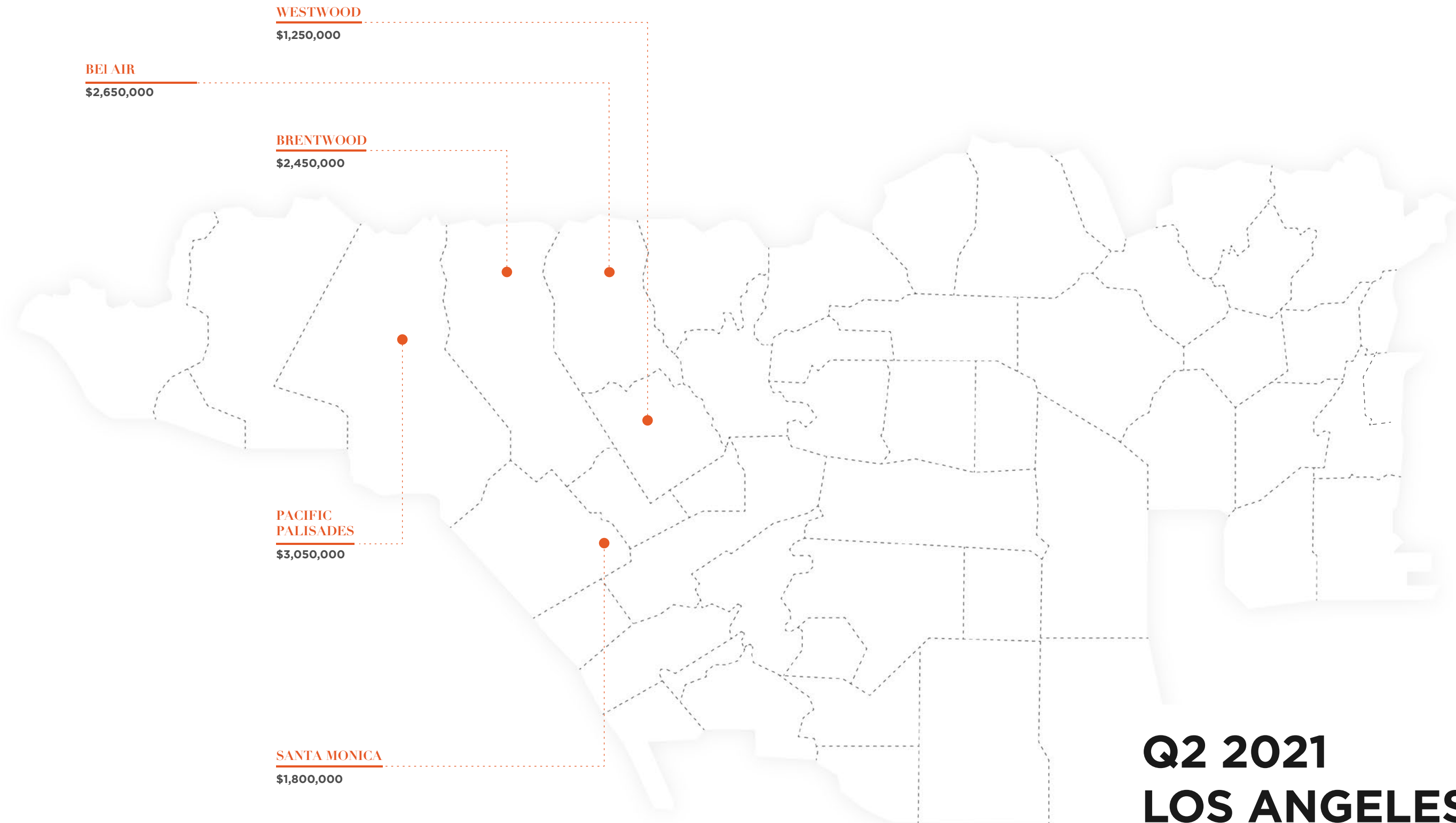
On a mission to make every day Tuesday.

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.



Q2 2021 LOS ANGELES SALES

BY TOP 5 MARKETS:
SINGLE FAMILY RESIDENCES,
MEDIAN PRICE

BRENTWOOD

Featured Home

11791 Chenault Street, Brentwood

FOR SALE

Set within a highly convenient Brentwood locale just moments from the coveted shopping and dining of San Vicente, this Michael Lee-designed modern masterpiece combines the best in sophisticated California living and naturally inspired comforts. Awash in natural light via large windows and skylights, the two-story foyer flows seamlessly into an office with inspirational views, dining room, full bar and dual living areas separated by a freestanding travertine fireplace. The state-of-the-art chef's kitchen is equipped with Miele appliances and a large butler's pantry. This open-concept main level is enveloped by floor-to-ceiling glass sliding doors that open to the home's zen-like outdoor space, complete with multiple lounge areas, built-in BBQ and sparkling pool and spa, all embraced by tall hedges for total serenity. Via a floating staircase, find four en suite bedrooms, including the luxe primary suite with an immense closet, astounding spa bath with dual shower, soaking tub and its own balcony amid the treetops. On the home's lower level, discover a large living space, temperature-controlled wine room, full bath, guest quarters with en suite, gym, and spacious home theater all with direct access to the backyard. A true architectural feat, this home sets a new standard for modern living on one of Brentwood's most sought-after streets.

[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
APR - JUN 2021

\$2,450,000

↑ +31.4% UP FROM
APR - JUN 2020

TOTAL LISTINGS
APR - JUN 2021

243

↑ +176.1% UP FROM
APR - JUN 2020



SECOND QUARTER 2021: Brentwood Market

	APR - JUN 2021	APR - JUN 2020	% Change
Median Price Per Square Foot	\$833	\$784	+6.2%
Median Days on Market	16	26	-38.5%
Total \$ Volume	\$919.7M	\$294.48M	+212.3%
Median Negotability	-1.6%	-4.2%	+2.6%

WESTWOOD

Featured Home

10639 Wellworth Avenue, Westwood

SOLD

SOLD \$432,000 OVER LIST PRICE!

Set upon an expansive lot in a coveted Westwood neighborhood, this masterfully designed Modern Farmhouse pairs spacious, sunlit interiors with sophisticated, custom finishes for a fresh take on California living. Through the foyer, an open-concept layout flows from the great room with a fireplace into the formal dining area and gourmet chef's kitchen, complete with a large center island, Wolf 48' double oven, Sub Zero 36' refrigerator and freezer, state-of-the-art 18' wine cooler and sleek grey cabinetry. Joining the kitchen is a spacious breakfast nook and large living room lined with 5-panel bi-fold glass doors that open to a covered lanai porch and grassy turf backyard with a pool and spa, offering up the most serene urban oasis. The home features five bedrooms, including the luxe primary suite with its own balcony, ample closet space and spa bathroom with dual vanities and a freestanding tub. Additional features include an electric car-ready garage, Marvin doors and windows, and cutting-edge smart-home wiring. Located just moments from Wilshire yet secluded within its own zen-like enclave, this expertly designed Modern Farmhouse is an architectural rarity in Westwood.

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
APR - JUN 2021

\$1,250,000

↓ -20.5% DOWN FROM
APR - JUN 2020

TOTAL LISTINGS
APR - JUN 2021

261

↑ +252.7% UP FROM
APR - JUN 2020



SECOND QUARTER 2021: Westwood Market

	APR - JUN 2021	APR - JUN 2020	% Change
Median Price Per Square Foot	\$738	\$716	+3.1%
Median Days on Market	15	29	-48.3%
Total \$ Volume	\$563.8M	\$105.3M	+435.3%
Median Negotability	0.0%	-2.1%	+2.1%

PACIFIC PALISADES

Featured Home

14100 Rustic Lane, Pacific Palisades

FOR SALE

Set upon more than 2.3 acres of lush grounds in Rustic Canyon, this grand Hamptons-style estate evokes an elevated design sensibility among an ultra-secluded setting that cannot be found elsewhere in Pacific Palisades. Featuring 8,162 SF of living space among a main home, guest house and pool house, the estate is replete with sophisticated details, high-beamed ceilings, wood floors and spectacular views over the luxuriant grounds. Offering remarkable living spaces, the main home includes formal dining, two living rooms, library, media room and gourmet chef's kitchen with a marble island, all opening to an immense front porch set to rolling greenery views. The grand primary suite showcases vaulted ceilings, its own balcony, sitting room, fireplace, and two closets and spa baths. A true oasis with sprawling lawns and immaculate landscaping, the estate's picturesque outdoor setting features a mature David Austin rose garden with 100+ English roses, an impressive kitchen garden that produces seasonal vegetables, fruits and herbs, an expansive apple orchard, abundant citrus trees, bocce ball court, pool and spa with an outdoor kitchen and pool house, and guest home with its own front porch and kitchenette. A truly one-of-a-kind property in Los Angeles, this Rustic Canyon estate is the ultimate setting to realize your most legendary, secluded compound.

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
Juicy Ladies



BEST GRUB
Cafe Vida



BEST TAKE-HOME COCKTAILS
The Draycott

MEDIAN PRICE
APR - JUN 2021

\$3,050,000

↑ +3.4% UP FROM
APR - JUN 2020

TOTAL LISTINGS
APR - JUN 2021

191

↑ +180.9% UP FROM
APR - JUN 2020



SECOND QUARTER 2021: Pacific Palisades Market

	APR - JUN 2021	APR - JUN 2020	% Change
Median Price Per Square Foot	\$1,192	\$1,019	+16.9%
Median Days on Market	14	26	-46.2%
Total \$ Volume	\$779.6M	\$245.6M	+217.4%
Median Negotability	-0.6%	-3.7%	+3.2%

SANTA MONICA

Featured Home

1208 Georgina Avenue, Santa Monica

SOLD

SOLD FOR \$2,582,200 OVER LIST PRICE!

Welcome home. This secluded compound in Santa Monica features an inimitable two-story Craftsman nestled beyond tall hedges on a 23,190 square foot lot. This is a one-of-a-kind living opportunity amid one of the most coveted locales north of Montana. Showcasing spectacular architectural design from coved ceilings, arched doorways and a conservatory, all thoughtfully restored over the years, the home features a bright, airy floor plan, flowing effortlessly outside via glass French doors to one of Santa Monica's most extraordinary outdoor settings. The home offers 5-bedrooms and 4.5-bathrooms, inclusive of a main floor bedroom and the second-level primary retreat with vaulted ceilings, seating area with fireplace and a spa-like bath. Outside, find an expansive deck, lush, manicured gardens with mature fruit trees, a beautiful pool, detached one-bedroom guest home, and a large rustic barn that offer a dream-worthy sanctuary to relax, entertain and revel in year-round California living. Pairing authentic architectural details with inspiring natural surroundings, all while moments from San Vicente, this rare compound is ready to start its new chapter.

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
Interstellar



BEST GRUB
Birdie G's



BEST BAR
The Bungalow

MEDIAN PRICE
APR - JUN 2021

\$1,800,000

↑ +24.1% UP FROM
APR - JUN 2020

TOTAL LISTINGS
APR - JUN 2021

357

↑ +151.4% UP FROM
APR - JUN 2020



SECOND QUARTER 2021: Santa Monica Market

	APR - JUN 2021	APR - JUN 2020	% Change
Median Price Per Square Foot	\$991	\$939	+5.5%
Median Days on Market	17	18	-5.6%
Total \$ Volume	\$944.2M	\$279.0M	+238.4%
Median Negotability	-0.4%	-1.2%	+0.7%

BEL AIR

Featured Home

850 Linda Flora Drive, Bel Air

IN ESCROW

Designed by renowned architect Michael Kovac, this iconic Contemporary in Bel Air features striking translucent glass that has earned both its name The Lantern House and a feature in Sense of Place: Elements of California Modernism, a book showcasing Kovac's collection of landmark residences. Custom built by Balcorp Construction, the home opens to reveal reclaimed oak flooring and an open-concept layout that flows seamlessly outdoors via disappearing walls of glass. The main level offers multiple living spaces with a warm, inviting aesthetic, and a gourmet chef's kitchen with Caesarstone countertops, Miele and Gaggenau appliances and custom Poliform cabinets. Via a grand staircase lined with German imported Channel Glass, discover the primary suite that encompasses the entire upper level, complete with lounge, balcony, and dual closets and spa baths. The lower level offers a media room, wine room and guest suite or office with a private entrance. Spectacular views from downtown to the coast accent the ultimate outdoor oasis with a deck, grassy lawn, pool/spa, BBQ, and firepit. Additional features include an elevator, gym, Lutron Home Automation and a highly durable exterior made of Trespa Panels. A true emblem of architectural sophistication, this Michael Kovac masterpiece is among the most notable of its kind not only in Bel Air, but all of Los Angeles.

VIEW PROPERTY

VIRTUAL TOUR

The Neighborhood Rundown

Just beyond its iconic arched entrance gates along Sunset Boulevard, Bel Air boasts some of the most magnificent private estates in the world. Forever timeless and old world affluent, this westside neighborhood is almost entirely residential and tucked away behind bucolic landscaping and long canyon roads. Its secluded location in the foothills of the Santa Monica mountains provide picturesque scenery and absolute privacy for its high-profile residents.



BEST CUP OF JOE
Interstellar



BEST GRUB
Birdie G's



BEST BAR
The Bungalow

MEDIAN PRICE
APR - JUN 2021

\$2,650,000

↑ +1.9% UP FROM
APR - JUN 2020

TOTAL LISTINGS
APR - JUN 2021

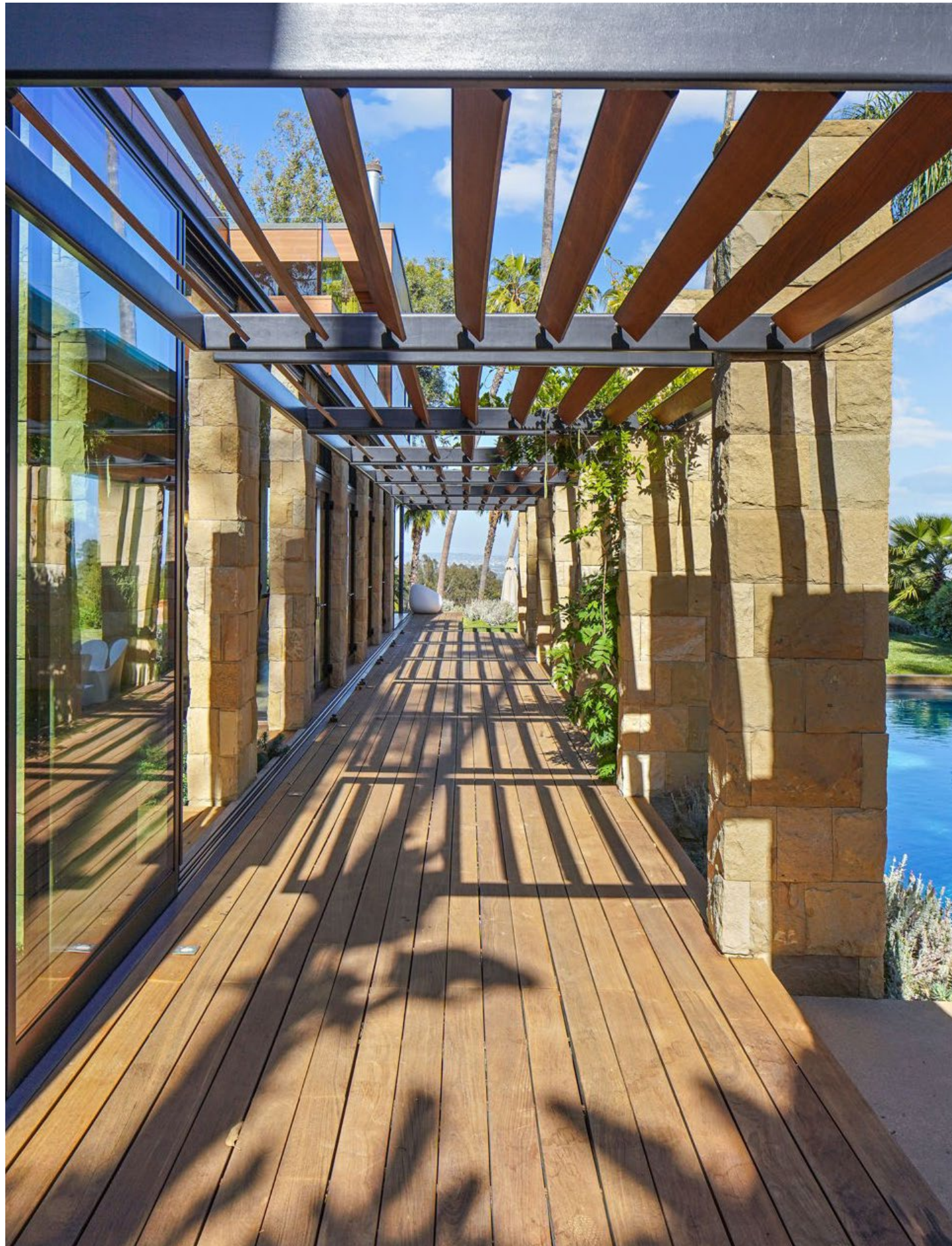
84

↑ +162.5% UP FROM
APR - JUN 2020



SECOND QUARTER 2021: Bel Air Market

	APR - JUN 2021	APR - JUN 2020	% Change
Median Price Per Square Foot	\$867	\$742	+16.9%
Median Days on Market	28	32	-3.4%
Total \$ Volume	\$401.01M	\$234.6M	+71.0%
Median Negotability	-2.5%	-9.1%	+6.6%



03 
 — IN PERSON —
TEAM MEETINGS

\$309,984,263
 IN PENDING
 &
 SOLD HOMES

SMITH

2021 Q2

— STATS ON STACK —

BERG

84

ONE - ON - ONE

coaching meetings with
the team



12 COFFEE
DATES



clients and friends

134 HOMES
SOLD

Longest period of time without checking texts

1.5 HOURS

during our first in person team meeting

FUN FACT >>

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

SMITH & BERG'S TOP TEQUILA — COCKTAIL RECIPES —



Nothing — and we repeat NOTHING — says summer like a refreshing tequila cocktail. Preferably beside the ocean or a pool, with a taco in the other hand, but we won't get nit-picky. This season, say goodbye to your boring old tequila soda or sour-mix marg and steal some recipes from the tequila aficionados themselves. And if you're making a big batch? You know where to reach us...

CLASSIC PALOMA

What's better than a classic, subtly sweet Paloma? Opt for a great blanco tequila like Casa Dragones and sip your way into a delicious grapefruity haze.

INGREDIENTS

Kosher salt	1 tablespoon fresh lime juice
1 grapefruit wedge	1/4 cup tequila
1/4 cup fresh grapefruit juice	1/4 cup club soda

PREPARATION

Pour some kosher salt on a plate. Rub half of the rim of a highball glass with a grapefruit wedge and dip the glass in salt. Combine the grapefruit juice, lime juice and tequila in the glass, add ice and top off with club soda. Garnish with a grapefruit wedge if you're feeling fancy.

EL PEPINO

One of our favorite tequila cocktails is called El Pepino. Pineapple, cucumber, lime, tequila — if that doesn't scream summer, we don't know what does.

INGREDIENTS

1.5 oz silver tequila	1/2 oz pineapple juice
1/4 oz agave nectar	1/2 Cointreau
3/4 oz lime juice	1/4 inch-thick slice of cucumber

PREPARATION

Muddle the cucumber inside a tall glass. Add the rest of the ingredients to ice and stir away. Go ahead and garnish with an extra slice of cucumber, and maybe even a wedge of lime or a sprig of basil!

JAIME DOLE

Our very own Tyler Drinkwater created the Jaime Dole while working as a beverage director at the seafood restaurant Harlow in Midtown East. It's somewhat wintry but we think the spices are a unique addition to a summer classic.

INGREDIENTS

1.5 - 2 oz Casamigos silver tequila
 3 oz mulled pineapple with cinnamon, clove, star anise, allspice, orange and lemon peel
 Dash of orange liqueur

PREPARATION

To create the mulled juice, simmer cinnamon, clove, star anise, allspice, orange and lemon peel in pineapple juice for an hour. Cool and strain, combine all of the ingredients in a shaker and pour into a martini glass.

THE LONG SURRENDER

Another of our go-to summer cocktails is called the Long Surrender. If it sounds intimidating, it's because there's a good amount of spice that is the perfect complement to a great, smoky tequila.

INGREDIENTS

Blanco tequila	Lime juice
Dry curaçao	Agave nectar
Ancho chile liqueur	Firewater tincture
Passionfruit liqueur	

PREPARATION

Add each ingredient to taste, combine in a shaker and pour over ice. You won't regret this one.



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



April

What the Pandemic Taught Us About Parenting

04/08/21

We turned to the parents of SBP to learn just how they've handled their little ones in a pandemic.

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



How Remote Work is Shifting Our Urban Landscape

04/15/21

This past year ushered in a lot of changes - here's what's to come.

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



Things a Designer Would Never Do at Home

04/22/21

Simply put? Take it from the experts.

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

May

SBP's Guide to the Perfect Mother's Day, Plus Lessons We've Learned From Mom

05/06/21

Here's to all the women out there effortlessly handling the hardest job in the world.

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



A Guide to Wining & Dining Your Way Through Napa (and LA)

05/13/21

We rounded up the ultimate guide to wining and dining your way through the region.

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



Why We Need to Reevaluate Our Relationship With Home

05/27/21

Our team got together to detail how we need to reassess the way we dwell within our digs.

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



June

F. Ron & Tracy Smith on Building an Iconic Modern Farmhouse in Brentwood

06/03/21

We sat down with F. Ron and Tracy to learn just how they realized their iconic Brentwood Farmhouse.

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

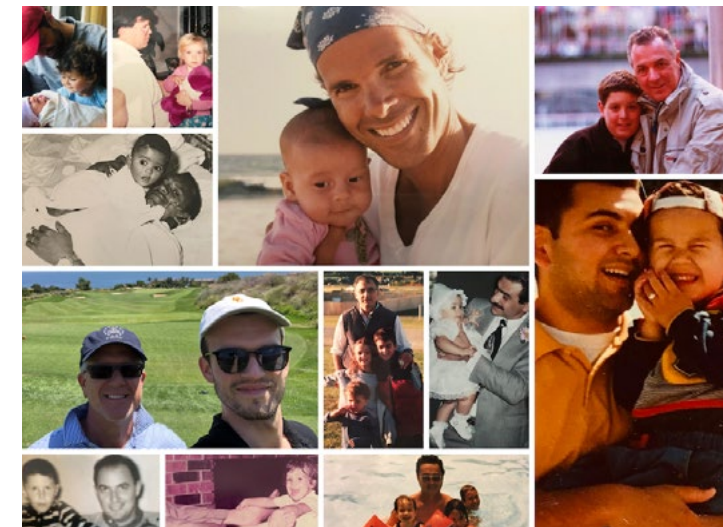


SBP Guide: The Best Father's Day Gifts for Every Type of Dad

06/10/21

SBP wishes a very Happy Father's Day to all the dads out there.

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



How to Deck Out Your Outdoor Space According to Your Zodiac Sign

06/17/21

With endless options available to deck out your backyard, why not match your tastes with the alignment of the stars?

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





HONORS & HIGHLIGHTS

2021

- REAL Trends & *Wall Street Journal's* 2021 #1 Medium Sized Team on LA's Westside
- Top 1% Compass California
- REAL Trends & *Wall Street Journal's* Top 250 in the Nation
- *Variety Magazine* Showbiz Real Estate Elite
- *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



F. RON SMITH



DAVID BERG



ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



HANNAH PILKINGTON



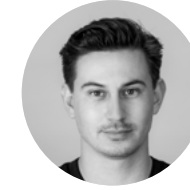
BRANDON SMITH



RICK TORRES



KATY YAMBAO



RYAN BERGUM



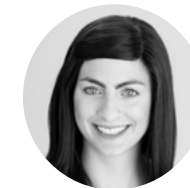
TYLER DRINKWATER



COURTNEY WELSH



PARISA NIKZAD



KRISTA MASELLA



GARRETT SANDERS



ANDRES VARGAS

Address

11740 San Vicente Blvd Suite 203
Los Angeles, CA 90049

150 S Rodeo Dr, Suite 100,
Beverly Hills, CA 90212

Phone

310.500.3931

Website

smithandberg.com

Social

@smithandberg

Email

team@smithandberg.com

A leading Westside team at
COMPASS

SMITH & BERG
PARTNERS

smithandberg.com

11740 San Vicente Blvd, Suite 203 Los Angeles, CA 90049
150 S Rodeo Dr, Suite 100, Beverly Hills, CA 90212
team@smithandberg.com | 310.500.3931 | [@smithandberg](#)

A leading Westside team at

COMPASS