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REAL ESTATE

Q&A

Mark Douglas

Mark Douglas has sold luxury real estate on the Westside since 1990. An agent with Douglas Elliman, find out here how he's built a successful career and reputation over the past 30 years.

Tell us a bit about your childhood—where did you grow up? Any hobbies or interests?

Douglas: I was fortunate to grow up here on the Westside. My early years were spent in Westwood and Brentwood. I used to play all over the UCLA campus as a kid sneaking into Pauley Pavilion to watch practice and popping to Westwood Village for the Arcade.

Later on, Barrington Park became my safe haven and favorite place to go every day. Life-long friendships were created during those years. I spent all my hours there playing sports and waiting for the ice cream man.

My parents' best friends during the '70s lived in Pacific Palisades on Ocampo Drive, and we would come visit on the weekends. The Hacienda, the Bay, the park and The Hot Dog Show were all on the list.

I went to Palisades High School and then University of Colorado at Boulder.

We purchased our first home in 1996 right behind the park on Alma Real Drive and haven't left! I truly loved coaching my kids at the park in all the different sports. Unbelievable memories and friendships and future clients were created on those fields. The ability for my family to walk and bike around town was priceless during those years.

What was your first job?

Douglas: My first job (other than lemonade stands) was being the gopher for my father's Beverly Hills office. I was 11 years old and rode the RTD 76 from Brentwood to Beverly Hills. I'd get off and skateboard down to the office in town on Canon Drive.

I would do odd jobs like the mail, dropping checks off at banks and pretty much anything Stella wanted me to do. The individual agents in that office back then



Mark Douglas

were legendary, many of which went on to establish their own real estate companies. Making \$100 for the whole week was an amazing feeling!

What inspired you to enter the world of real estate?

Douglas: I was introduced to real estate at an early age. My father started a company in 1971 (Jon Douglas Company) and it became very much part of our family over the years. Managers and agents were always visiting the house and around during the holidays.

I ended up getting my license when I was 20 during my college years at Boulder, assuming it might be my path. My mom, Sue Ellen, who has been a top agent her entire career, wanted me to be a coach. I should have listened to her!

How does your experience help you when working with clients today?

Douglas: With about 30 years of experience, I have been fortunate to witness many different angles of real estate. I'm interacting daily with buyers, sellers, agents, inspectors, lenders, escrow companies, etc. It can be like the Wild Wild West during certain years around here and you better be prepared.

Establishing and maintaining strong relationships with the other agents in the area is super important. Being patient and really listening to my clients is the key.

I was groomed to always "do the right thing" and offer them the absolute, honest truth and advice



With family

Photos courtesy of Mark Douglas

when we approach a property with concerns. My ultimate goal is to make sure they understand the facts and are comfortable with their choice moving forward.

What areas do you represent clients in?

Douglas: I have been lucky to represent clients in all the Westside niches like the Palisades, Brentwood, Santa Monica, Westwood, Bel Air, Malibu, Westchester, Culver City and Manhattan Beach. I've been lucky to have sold mobile homes, condos, townhomes, land and several single-family homes over the years.

Tell us about one of your favorite current listings.

Douglas: My favorite listing is 16224 Shadow Mountain Drive in Pacific Palisades. It's located behind private gates, and offers that sense of security and the ability to have it all within minutes of the Village.

The lots are large and have beautiful views of the mountains and ocean and wintertime sunsets. This residence offers six beds, eight baths, and is ready for your personal touches and memories to be made.

The fabulous backyard includes a pool, spa, outdoor cabana, kitchen/barbecue, fire pit, wine cellar and putting green. It is off market for the holidays but can be purchased. Asking price is \$11.5 million.

What are some of the effects that the coronavirus pandemic has had on local real estate?



Ivy the dog

Douglas: The coronavirus seems to have made people aware of "just how important our homes are to us" with school and work often taking place at home now. The market has been very active in certain price ranges throughout the Palisades and other Westside neighborhoods. The showings are more limited, but private, and one could argue more effective than an actual open house scenario.

What do you do for fun when you are not working?

Douglas: I'm a homebody for sure but I enjoy being outdoors. I love playing basketball, football and volleyball with any kids that are willing. I love the hot sand and jumping into our amazing ocean. I can easily be convinced to go to Lake Tahoe, Mammoth, Idaho, Colorado and Mexico.

I love walking our dog Ivy and having my wife Joan and three kids (Matt 23, Lauren 21, Caroline 19) all home together again.

What a blessing to live in the Palisades, where the Land meets the Sea.