

SMITH & BERG  
PARTNERS



# Q3 2022

QUARTERLY LOS ANGELES  
REAL ESTATE MARKET REPORT

COMPASS



23

Stats on  
Stack Q3 2022

A look at SBP's success  
for Q3 2022.

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SBP Productions:  
Sip & Spill Series

Filming from Brentwood,  
Venice and beyond.

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Tacos & Tequila

Highlights from real estate's  
top digital magazine.

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Honors &  
Highlights

SBP wins big.

# SMITH & BERG PARTNERS

October 2022

To Our Clients and Friends:

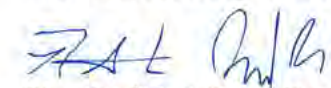
Fall is finally here and we're excited to pull out our cozy sweaters, scarves and pumpkin-spiced everything! We hope that you and yours are safe and well. The SBP Team has been working hard, while continually savoring the joyous moments with our families and friends. We are so grateful to live in this incredible city and state.

The team is always up for a "fun scary" Halloween, but this month we are somewhat more seriously frightened by an upcoming Measure on the November 8th LA city ballot, **MEASURE ULA**:

In a nutshell, Measure ULA asks voters to decide on imposing an additional tax on residential and commercial property sales: 4% additional tax when a property sells/transfers for \$5M+ and a \$5.5% additional tax for transactions \$10M+. Although SBP doesn't often comment on politics, we strongly believe Measure ULA is ill-advised: **VOTE NO**. Simply put, this measure was not thoughtfully conceived. It provides no true game plan for solving the unhoused issue. In fact, the measure doesn't put forth a specific plan on how the money will be used at all, nor does it mandate the money be used exclusively for the unhoused. The LA Times explains more - [HERE](#).

We have enclosed our Market Update for Q3 2022, providing helpful real estate insights to assist in informing any of your real estate interests. Smith & Berg Partners' steadfast commitment to providing excellent service to our community, with an enthusiastic team spirit, along with the utmost care, compassion, confidentiality and 35+ years of real estate expertise continues to distinguish us. **Let us be your next real estate call.**

We look forward to connecting with you soon.



**The Smith & Berg Team**

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COMPASS





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## 23 Stats on Stack Q3 2022

\$465,352,881 in sales volume. Check out our epic stats on stack.

## 25 SBP Productions: Sip & Spill Series

Quenching your thirst for insights from West LA's beverage experts.



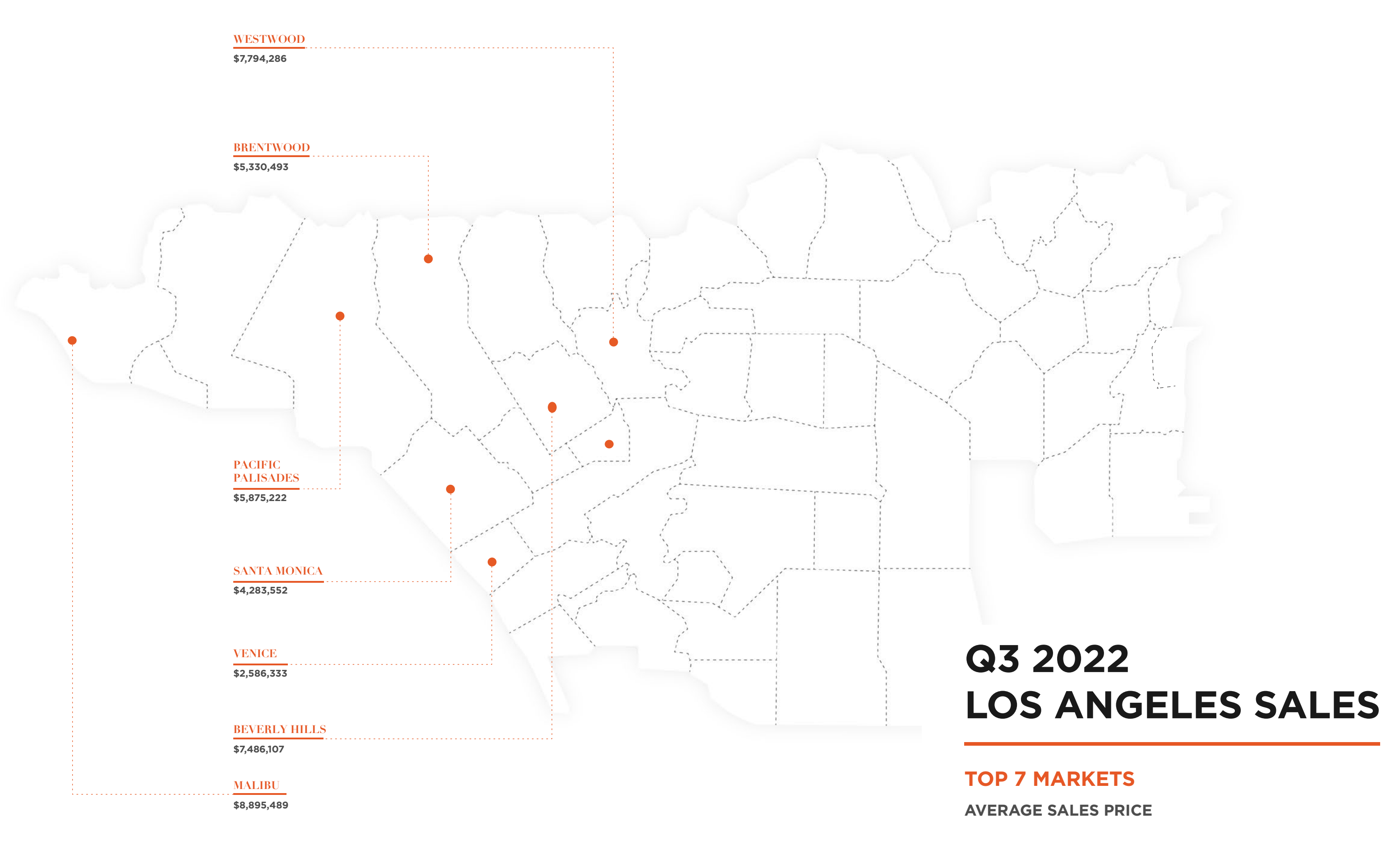
## 26 Tacos & Tequila

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

## 31 Honors & Highlights

SBP wins big.





# Q3 2022 LOS ANGELES SALES

TOP 7 MARKETS  
AVERAGE SALES PRICE

# BRENTWOOD

## Featured Home

466 Halvern Drive, Brentwood For Sale \$6,995,000


Set behind gates in a coveted Brentwood enclave is this secluded retreat with expansive views over the lush hillsides and out to the twinkling city lights below. With three quarters of an acre of land, the property offers a secure, gated entry, lush landscaping, plenty of parking, and separation from neighbors. Upon entry, the living spaces immediately captivate with voluminous ceiling height, stunning architectural features, and large windows for an abundance of natural light. The main level offers two living areas, a formal dining room, gourmet kitchen, wet bar, powder bath, mud room, and three en suite bedrooms, including the downstairs primary suite with access to the back patio. A great room with vaulted, wooden ceilings and a feature fireplace combines the casual living area and the open-concept kitchen with a large seated peninsula, viking appliances, and a charming breakfast nook. Upstairs find two additional bedrooms, inclusive of the spacious second level primary suite with access to two balconies, a fireplace, an office, and a spa-like bath covered in stone finishes and featuring dual vanities, a soaking tub, and oversized shower with bench seat. Both relaxing and entertaining is a breeze at this home as the main living areas all access the backyard where the wooden pool deck offers spectacular sunset vistas, an outdoor fireplace, and both covered and uncovered lounge areas just off a grassy side yard. The entrance to the secure property is through an automatic or pedestrian gate with lower level parking, and a tree-lined driveway up to the attached two-car garage and carport with access directly into the mud room. Between the prime location, sweeping outdoor spaces, and exceptional views, this home is the ideal opportunity to experience the best of Los Angeles 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**  
Pizzana

 **BEST BAR**  
S Bar

AVERAGE  
SALES PRICE

JUL - SEP 2022

\$5,330,493

↓ -3.1% DOWN FROM JUL - SEP 2021



## THIRD QUARTER 2022: Brentwood Market

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$1,662	\$1,505	+10.4%
Total Number of Sales	71	99	-28.3%
Highest Sale Amount	\$16.5M	\$62.6M	-73.6%



# PACIFIC PALISADES

## Featured Home


1476 Amalfi Drive, Pacific Palisades **LEASED \$38,000/month**

Set beyond gates in the coveted Riviera of Pacific Palisades, this Spanish-inspired abode pairs exquisite, authentic details with modern flair among its 5,823-square-foot floor plan. Through the two-story foyer, an inrush of natural light creates a stunning canvas for quintessential California living, drawing one forth into the great room with exposed wood beam ceilings, the formal dining room and onward into the gourmet chef's kitchen. The kitchen is complete with top-tier appliances, a breakfast nook and adjoining family room embraced by floor-to-ceiling glass doors. The home features six bedrooms, including the luxe primary suite with an expansive spa-like bath that features two steam showers, a free-standing tub and dual closets. Beyond the home's interior lies an unrivaled outdoor sanctuary with a built-in BBQ, pool, spa, and one-bedroom cottage. Secluded within its own lush enclave yet moments from the best of Pacific Palisades, this Riviera architectural home presents a one-of-a-kind find on LA's Westside.


**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**  
Estate Coffee



**BEST GRUB**  
Hank's



**BEST BAR**  
The Draycott



## THIRD QUARTER 2022: Pacific Palisades Market

**AVERAGE  
SALES PRICE**  
JUL - SEP 2022

**\$5,875,222**  
⬇️ -7.1% DOWN FROM JUL - SEP 2021

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$1,593	\$1,877	-15.10%
Total Number of Sales	58	105	-44.8%
Highest Sale Amount	\$28.5M	\$83M	-65.70%



# SANTA MONICA

## Featured Home

304 14th Street, Santa Monica In Escrow \$5,495,000


Set on a serene, tree-lined street North of Montana, is this 6-bedroom, 4-bathroom architectural home that embodies the best of Santa Monica living. The property captivates upon entrance into the gated front yard where stunning walls of glass framed in wood encompass the formal entryway where you are met by double height ceilings, medium-toned hardwood floors and thoughtful design features. The spacious interiors include multiple living areas positioned towards the lush greenery of the backyard, all with access to the stone tiled patio. Flow through the dining room past an entire wall of hidden cabinetry into the chef-inspired kitchen with Wolf range, wine fridge and breakfast nook. Towards the front of the home, access the main floor bedroom where French doors open to the front patio, and at the back, find stairs down to the lower level for a large rec room or home theater. Upstairs are five spacious bedrooms, including the primary suite with an expansive closet and spa-like bath with separate shower and soaking tub. Across a wooden deck, find a bedroom with an ensuite bath and separate entrance that would make a wonderful second primary or the ideal home office. Entertaining is a breeze with the backyard enveloped by mature trees for a private oasis, and featuring a covered and uncovered patio, built-in BBQ and large grassy area – there’s even room to add a pool! Set in a class of its own, this extraordinary architectural property offers a luxurious living experience with moments-away access to endless premier shopping, dining and entertainment offerings in LA’s Westside.

[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.



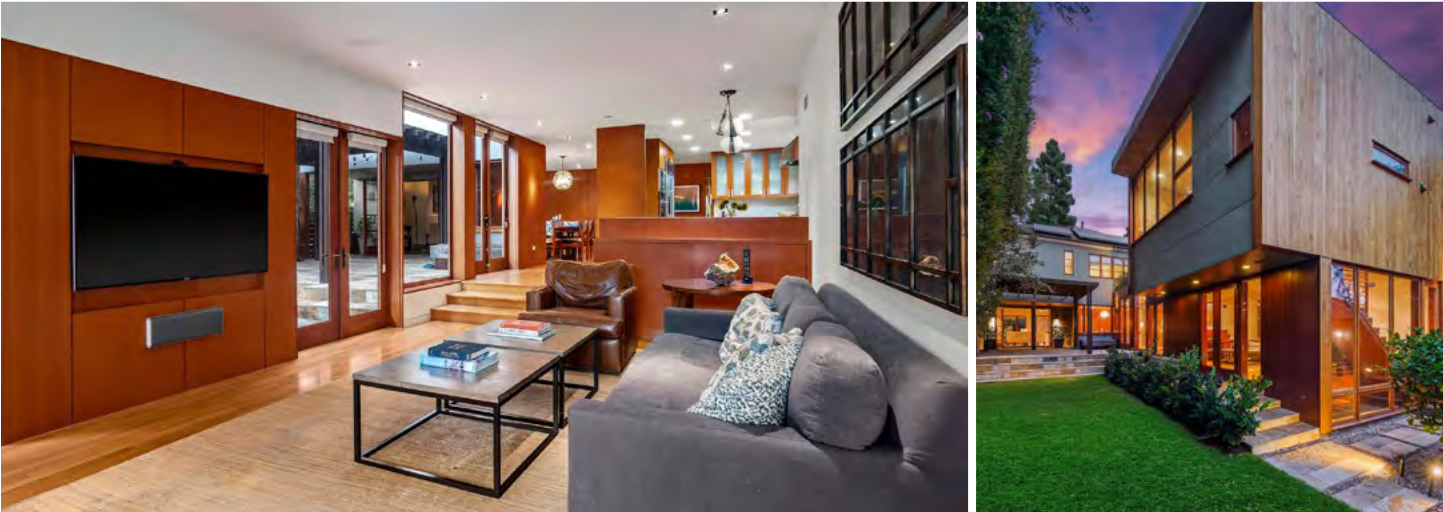
**BEST CUP OF JOE**  
Gnarwhal Coffee Co.



**BEST GRUB**  
Elephante



**BEST BAR**  
Ester’s Wine Bar



## THIRD QUARTER 2022: Santa Monica Market

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$1,792	\$1,763	+1.6%
Total Number of Sales	67	119	-43.7%
Highest Sale Amount	\$19.5M	\$12.7M	+53.1%

**AVERAGE  
SALES PRICE**  
JUL - SEP 2022

**\$4,283,552**  
⬆ +2.4% UP FROM JUL - SEP 2021



# BEVERLY HILLS

## Featured Home

625 North Sierra Drive, Beverly Hills Sold for \$10,100,000

SOLD FOR 135% OF LIST PRICE IN 10 DAYS | \$2,224/SF


Grand five-bedroom Traditional offers timeless luxury and one-of-a-kind character just moments from the finest restaurants and amenities in Beverly Hills. Built in 1938, this elegant neoclassical estate features spacious interiors adorned with hardwood floors, high crowned ceilings and custom period detailing, from the grand entrance foyer and dining room to a formal living room with wood fireplace and French doors leading to the outdoor patio. A stately library features a hidden wet bar, built-in cabinetry and fireplace, while the kitchen features granite countertops, a butcher block island, double ovens and a spacious butler's pantry. The primary suite is decorated with ornate floral wallpaper and features a private balcony, large dressing area, walk-in closets, and ensuite bath. Four additional guest bedrooms complete the upper level, including an oversized guest suite with separate living area and large balcony overlooking the yard. Beautifully landscaped with magnificent magnolia trees in the front and a backyard with grassy lawn and privacy hedges, the outdoor living areas include a spectacular pool with spa and covered, brick topped patio with built-in BBQ. A detached three-car garage and gated motor court provide plenty of room for up to nine cars. Rare opportunity in one of the city's most coveted neighborhoods.


VIEW PROPERTY


VIRTUAL TOUR

## The Neighborhood Rundown

With a reputation as the "it" place for Hollywood celebrities and high-profile residents, Beverly Hills is one of the most sought after places for quiet luxury living. North Beverly Park boasts lush, sprawling estates like Trousdale and Gateway overlooking Greater L.A., while modern upscale eateries and designer boutiques can be found minutes away on Rodeo Drive. Locals, however, will find that the neighborhood's real charm lies in its tranquil, easy-going community.

 **BEST CUP OF JOE**  
Aharon Coffee & Roasting Co.

 **BEST GRUB**  
Sant'olina

 **BEST BAR**  
The Bar Room

**AVERAGE  
SALES PRICE**  
JUL - SEP 2022

**\$7,486,107**  
↓ -4.3% DOWN FROM JUL - SEP 2021



## THIRD QUARTER 2022: Beverly Hills Market

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$1,763	\$1,831	-3.70%
Total Number of Sales	75	131	-42.7%
Highest Sale Amount	\$42M	\$31M	+35.5%



# WESTWOOD

## Featured Home

1400 Holmby Avenue, Westwood Sold for \$3,210,000


Nestled within the highly coveted enclave of Westwood, 1400 Holmby is an inviting 3-bedroom, 2-bathroom home that exemplifies the greatest qualities of Westside living. Upon entering this classic Tudor home, gorgeous vaulted ceilings and hardwood flooring are revealed immediately along with large windows that allow for radiant natural light throughout the space. The property is filled with expansive living areas to make your own including the living room with high ceilings and a gas/wood-burning fireplace, the den that would make the ideal home office or study and the formal dining room with access to a secluded deck. The kitchen features ample storage and comes equipped with a double oven, pantry, breakfast nook, and marble countertops. Down the hall are two guest bedrooms joined by a jack and jill bath and the primary suite with a walk-in closet and bath featuring a dual vanity and separate shower and jetted tub. The backyard offers a covered porch and a stone tiled patio space, all secluded by privacy hedging. Additionally, there is a 2-car garage with easy access into the home and ample cool-storage space that could be used as a wine cellar. Set on a quiet tree-lined street in the heart of Westwood, this property stands as a prime example of the best of West Los Angeles living.

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**  
Espresso Profeta



**BEST GRUB**  
Hamasaku



**BEST BAR**  
Broxton Brewery & Public House




## THIRD QUARTER 2022: Westwood Market

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$1,307	\$1,381	-5.40%
Total Number of Sales	14	31	-54.8%
Highest Sale Amount	\$61M	\$47.6M	+27.9%

**AVERAGE  
SALES PRICE**  
JUL - SEP 2022

\$7,794,286

 +29.6% UP FROM JUL - SEP 2021



# MALIBU

## Featured Home

0 Murphy Way, Malibu Sold \$2,550,000


Soaring above Paradise Cove Beach and PCH is Malibu’s most desirable estate lot! Just under two acres of land in one of the most sought after locations in Malibu is this unrivaled property with unobstructed, 180 degree views of the California coastline. Situated within Malibu Riviera, an area with neighboring homes valued over \$20M, the well-maintained lot is prime for development with the opportunity to build your dream home or someone else’s. With utilities in place, the lot stretches across Murphy Way with ocean views at the front and views of the Santa Monica Mountains and Escondido Falls at the back. Just moments from PCH, the property offers the best of both worlds, sitting in a secluded residential area while conveniently located minutes from some of Los Angeles’s most infamous dining, entertainment and shopping destinations. Your next opportunity awaits!

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**  
Lucky's



**BEST BAR**  
Nobu



## THIRD QUARTER 2022: Malibu Market

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$2,855	\$2,317	+23.2%
Total Number of Sales	45	92	-51.1%
Highest Sale Amount	\$70.4M	\$57.2M	+23%

**AVERAGE  
SALES PRICE**  
JUL - SEP 2022

**\$8,895,489**  
⬆ +24.7% UP FROM JUL - SEP 2021



# VENICE

## Featured Home

1053 Palms Boulevard, Venice For Sale \$3,898,000


Built in 2022, this contemporary home in Venice is filled with designer details and custom finishes throughout a spacious 3,635 sq. ft. floor plan. Outfitted for the modern homeowner, the property comes with the latest in home tech with an Elan home automation system, whole house alarm with 8 cameras, and a custom security gate with intercom for privacy and peace of mind. Enter to voluminous high ceilings and a bright, sunlit main floor with a great room, powder bath, and ensuite bedroom. Wired for surround sound and flanked by Fleetwood sliding doors that extend the living space onto two outdoor patios, the main floor is ideal for both relaxing and entertaining. A chef-inspired kitchen is the jewel in the center of the home and features custom, contrasting cabinetry with matching appliance covers, top-of-the-line Thermador appliances, and a massive center island. Upstairs, find three ensuite bedrooms, inclusive of the luxurious primary suite that boasts vaulted ceilings, designer woodwork, a fireplace, a walk-in closet with organization, and a spa-like bath with a wet room with two rain-heads, soaking tub, bench seating, and dual sink vanity. The property is fully fenced with privacy hedging for total tranquility and offers a turf lawn and detached 2-car garage with epoxy floors that could also be used as a gym. Additionally, there is a detached ADU or guest suite with a full kitchen, custom closet, full bath, and stackable W/D hookups. Surrounded by the Westside's most popular shops, restaurants, and entertainment, the home is just minutes from Lincoln Blvd, Abbot Kinney Blvd, and the infamous Venice Beach boardwalk. Your dream California lifestyle awaits!


[VIEW PROPERTY](#)


[VIRTUAL TOUR](#)

## The Neighborhood Rundown

Known for its hip style and laid-back culture, Venice is among the city's hottest neighborhoods. Homes here are predominantly modern while quaint walk streets are woven with chic beach bungalows. Residents enjoy the neighborhood's popular selection of restaurants and shops along Abbot Kinney, Rose and Pacific where hotspots like Gjolina and Ospì add an elevated touch to the casual beach scene. With a bustling boardwalk, beautiful homes and a trendy feel, locals prize Venice as one of the Westside's most vibrant communities to live and work.

 **BEST CUP OF JOE**  
Little Lunch

 **BEST GRUB**  
Market

 **BEST BAR**  
Gran Blanco

**AVERAGE  
SALES PRICE**  
JUL - SEP 2022

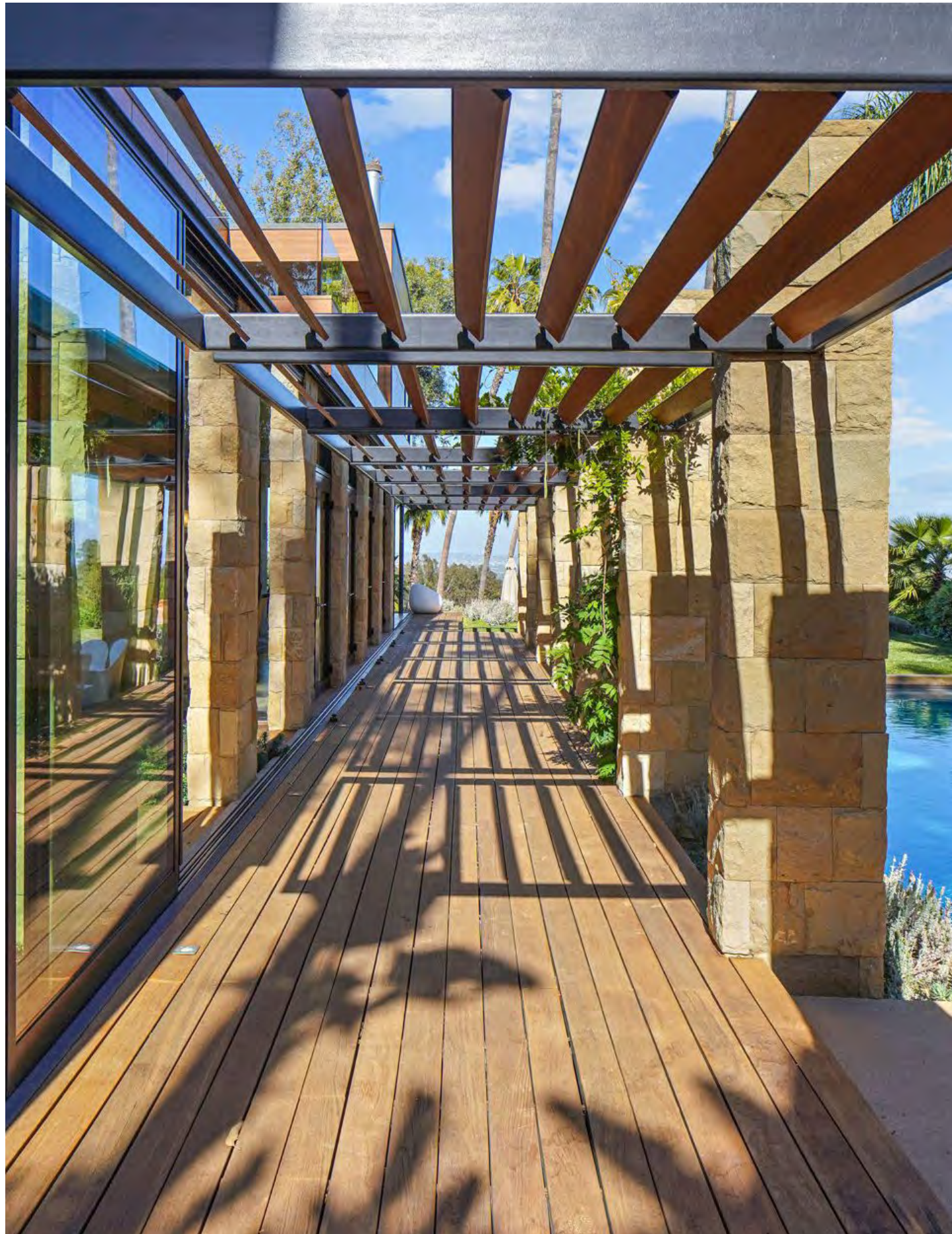
**\$2,586,333**  
↓ -4.4% DOWN FROM JUL - SEP 2021



## THIRD QUARTER 2022: Venice Market

	JUL - SEP 2022	JUL - SEP 2021	% Change
Average Price Per Square Foot	\$2,011	\$1,796	+12.0%
Total Number of Sales	60	74	-18.9%
Highest Sale Amount	\$6.9M	\$7.4M	-7.5%





13



— IN PERSON —  
TEAM MEETINGS

\$465,352,881

TOTAL SALES VOLUME

— CLOSED & PENDING —

SMITH

2022 Q3

— STATS ON STACK —

BERG

130

ONE - ON - ONE

coaching meetings with  
the team



20 MEETINGS  
AT CAFFE LUXE



W  
I  
T  
H

clients and friends

37 HOMES

IN TOTAL SOLD

Longest period of time without checking texts



— 03 HOURS —



◆ during a weekend getaway to Red Rocks Amphitheater ◆

FUN FACT >>

THE CITY OF LOS ANGELES USES  
GOATS TO PREVENT WILDFIRES





## OUT OF OFFICE: DRINKS EDITION

Throughout this year, Founding Partners F. Ron Smith and David Berg have hit the road to carry out a series of epic interviews with connoisseurs in their respective fields — from LA's most expertly crafted margarita to wildly popular natural wines, non-alcoholic drinks for the sober curious and the best coffee from around the globe. The full breadth of beverages, if you will. Tune into our latest episodes of Out of Office: Drinks Edition featuring Robert Lopez of [Casablanca Restaurant](#), Helen Johannesen of [Helen's Wines](#), Daniel Vogel of [Boisson](#) and Garry Chau of [Caffe Luxxe](#) for stellar insights and, of course, plenty of laughs.



**OUT OF OFFICE: SBP POPS INTO VENICE'S  
ICONIC CASABLANCA RESTAURANT**

**SBP'S EXCLUSIVE WINE TASTING WITH HELEN'S  
WINES + THE CHANCE TO WIN A 6-MONTH WINE  
CLUB MEMBERSHIP**



**OUT OF OFFICE: SBP GETS SOBER CURIOUS  
AT BOISSON IN BRENTWOOD**



**COFFEE & COMMUNITY:  
AN INTERVIEW W/GARY CHAU  
OF CAFFE LUXXE**



**SUBSCRIBE NOW**





# 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:  
[tacosandtequila.com](https://tacosandtequila.com)

## JULY



### Farm to Table at Your Doorstep - They Deliver!

07.09.22

Skip the market and support local farms.  
To read the full story, visit [here](#).



### SBP on Investing in Real Estate

07.16.22

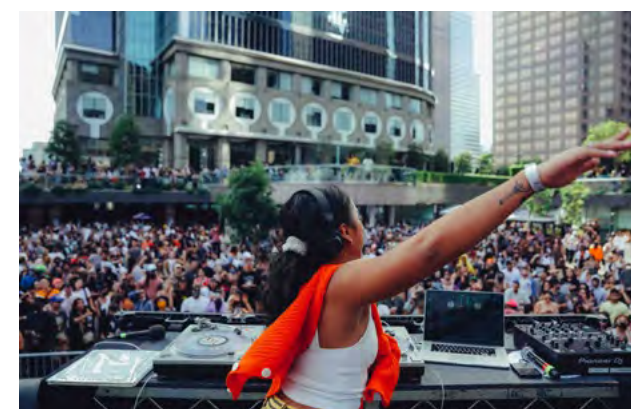
Get the best bang for your long-term buck.  
To read the full story, visit [here](#).



### Watch & Learn: SBP's Favorite Summer Cocktails

07.23.22

Sippin' on summer.  
To read the full story, visit [here](#).



### Music to Our Ears: Free Summer Concerts in LA

07.30.22

Let the good times roll.  
To read the full story, visit [here](#).



AUGUST



Out of Office: SBP Pop’s Into Venice’s Iconic Casablanca Restaurant

08.06.22

Tacos, tequila...you get it.  
To read the full story, visit [here](#).



3 Life Lessons From Legendary Sportscaster Vin Scully

08.13.22

Words of wisdom from the late icon.  
To read the full story, visit [here](#).



The SBP Guide to Brunch on the Westside

08.20.22

Our faves, from north to south.  
To read the full story, visit [here](#).



Inside the Ever-Evolving Transformation of Rodeo Drive

08.27.22

What’s going on and what’s in store.  
To read the full story, visit [here](#).

SEPTEMBER



The Rise & Fall of iBuyers and Why Real Estate Agents Prevail

09.03.22

Tradition > technology  
To read the full story, visit [here](#).



The Best Margaritas in LA, PERIOD.

09.10.22

Sip your way into tequila heaven.  
To read the full story, visit [here](#).



12 New TV Shows We’ll Be Binging This Fall

09.17.22

Grab the remote, popcorn and dig in.  
To read the full story, visit [here](#).



SBP Guide: 11 LA Restaurants with a View

09.24.22

Sight-seeing is best done with a cocktail.  
To read the full story, visit [here](#).





## HONORS & HIGHLIGHTS

# 2022

- **Real Trends & Wall Street Journal's** #1 Large-Sized Team on LA's Westside / #6 in the Nation 2022
- **Los Angeles Business Journal** The List: Top 100 Residential Real Estate Agents 2022
- **Hollywood Reporter** Top 30 Real Estate Agents 2022
- **Variety Magazine** Showbiz Real Estate Elite 2022
- **Los Angeles Business Journal** Leaders of Influence: F. Ron Smith & David Berg 2022, 2021
- **Los Angeles Magazine's** Real Estate All-Star Team 2022
- Top 1% of **Compass**
- **The Real Deal's** Top Selling Luxury Real Estate Agents 2022
- **Los Angeles Business Journal** Top Real Estate Agents & Sales 2022





# Meet Our Team



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DAVID BERG



ROBERT MORTON



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TREVOR EDMOND



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BRANDON SMITH



KATY YAMBAO



BOBBY NEELY



PARISA SCHNIDER



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A leading Westside team at  
**COMPASS**



**SMITH & BERG**  
PARTNERS

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A leading Westside team at

**COMPASS**