

SMITH & BERG
PARTNERS



Q1 2022

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

COMPASS



19

**Stats on
Stack Q1 2022**

A look at SBP's success
for Q1 2022.

20

**Win Big
on the Blog**

Enter our epic
giveaways.

22

Tacos & Tequila

Highlights from real estate's
top digital magazine.

27

**Honors &
Highlights**

Gold stars all around.

SMITH & BERG PARTNERS

April 2022

To Our Clients and Friends,

It never ceases to amaze us how quickly time flies! 2022 has begun with (cautious) optimism, and has presented us with some difficult world events, but we hope that you and yours are safe and well. We have been working hard, but certainly savor all moments with family and friends, as well as activities that bring us joy.

We have enclosed a **Market Update for Q1 2022**, with confidence it will provide some helpful real estate insights and assist in informing any of your real estate interests. As always, we are available to discuss any real estate questions – or just to say hello and check-in.

Smith & Berg Partners' steadfast commitment to providing excellent service to our community, with an enthusiastic team spirit, along with the utmost care, compassion and real estate expertise continues to distinguish us. Let us be your next real estate call.

We're looking forward to connecting with you.

All the best,



F. Ron Smith



David Berg



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19 Stats on Stack Q1 2022

\$172,863,861 in sales volume, check out our epic stats on stack.



20 Tacos & Tequila: Your Gateway to Giveaways

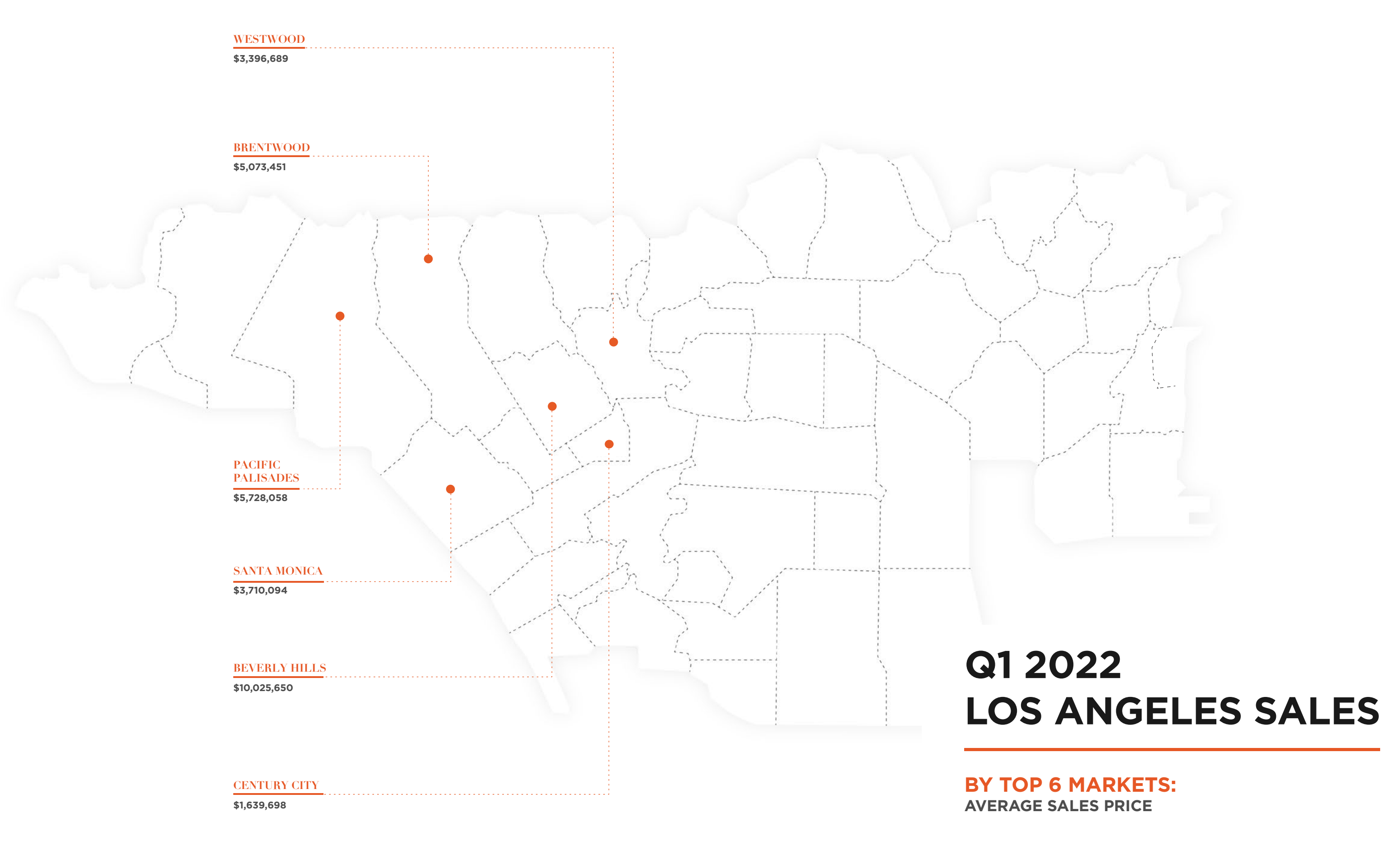
Subscribe now to win big.

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.



Q1 2022 LOS ANGELES SALES

BY TOP 6 MARKETS:
AVERAGE SALES PRICE

BRENTWOOD

Featured Home


1900 Mandeville Canyon Road, Brentwood Sold for \$8,250,000

Beauty, elegance, impeccable quality and space for everyone! This custom stone estate designed by architect Gus Duffy has all the wow factors to truly impress. Set behind a gated driveway for ultimate seclusion, you will find a one of a kind resort style property with nearly 7,000 sq. ft and meticulous attention to detail that makes this home truly special. Tastefully designed interiors with custom stonework, groined ceilings, vaulted beams, custom doors/sliders overlooking the most serene grounds one can find. Large chef's kitchen w/Sub Zero & Wolf appliances, water purification system, two laundry rooms, smart home automation, elevator, custom movie theater and impressive 3-car garage. Extraordinary primary suite w/office, private balcony, soaking tub, see-thru fireplace, 2 private water closets and large steam shower. This home is designed for elegant entertaining yet still comfortable for casual living. Don't miss this opportunity in prime lower Mandeville Canyon! SBP represented the buyer in this transaction.


VIEW PROPERTY

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
Blue Bottle Coffee



BEST GRUB
SUSHI MIYAGI



BEST BAR
Bar Toscana



FIRST QUARTER 2022: Brentwood Market

**AVERAGE
SALES PRICE**
JAN - MAR 2022

\$5,073,451
⬆️ +10.5% UP FROM JAN - MAR 2021

	JAN - MAR 2022	JAN - MAR 2021	% Change
Average Price Per Square Foot	\$1,518	\$1,269	+19.6%
Total Number of Sales	81	92	-12.0%
Highest Sale Amount	\$19.3M	\$24.1M	-20.00%

BEVERLY HILLS

Featured Home

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


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**
Maude

 **BEST BAR**
Wally's




FIRST QUARTER 2022: Beverly Hills Market

	JAN - MAR 2022	JAN - MAR 2021	% Change
Average Price Per Square Foot	\$1,930	\$1,309	+47.4%
Total Number of Sales	121	96	+26.0%
Highest Sale Amount	\$75.0M	\$35.2M	+113.1%

AVERAGE
SALES PRICE

JAN - MAR 2022

\$10,025,650

 +61.3% UP FROM JAN - MAR 2021

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
Espressoteric Coffee Co



BEST GRUB
Violet Bistro



BEST BAR
The Tuck Room

**AVERAGE
SALES PRICE**
JAN - MAR 2022

\$3,396,689
⬆ + 13.8% UP FROM JAN - MAR 2021



FIRST QUARTER 2022: Beverly Hills Market

	JAN - MAR 2022	JAN - MAR 2021	% Change
Average Price Per Square Foot	\$1,353	\$1,105	+22.4%
Total Number of Sales	37	34	+8.8%
Highest Sale Amount	\$9.0M	\$8.0M	+13.1%

PACIFIC PALISADES

Featured Home

1345 Chautauqua Boulevard, Pacific Palisades For Sale for \$10,995,000


Featuring expansive ocean views from every level, this rare home is ideally positioned in the heart of Pacific Palisades. Upon entering, you'll find voluminous ceilings, light oak hardwood floors and soaring windows and skylights that accentuate this dreamy, naturally sunlit home. The main level includes two living areas, one with a fireplace and a large balcony overlooking the backyard facing the Pacific, ideal for California's coveted indoor/outdoor flow, along with the kitchen and two bedrooms. The large chef's kitchen is complete with stone countertops, a breakfast nook, walk-in pantry, and an adjoining dining room with captivating coastline views. Upstairs are two secondary bedrooms, each with impressive views, and the substantial primary suite with walls of windows facing the ocean, dual walk-in closets and a spa-like bath with a steam shower, whirlpool tub and access to a private roof-top retreat with mountain and city views. The expansive backyard features a pool and spa, complete with a spacious patio, perfect for entertaining and large gatherings, and a glass-enclosed deck surrounding the pool. Additionally, the home offers a gym, wine cellar, media/screening room complete with surround sound, wet bar, and speakers and AV wiring throughout. Finally, the home also has parking for five vehicles including a 2-car garage with built-in storage. Boasting incredible ocean and mountain views from every angle, this home provides the best of the best of West Los Angeles living with effortless access to exceptional shopping and dining options at Palisades Village, the beach and endless hiking trails. Your dream home awaits!


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**
Estate Coffee

 **BEST GRUB**
Cafe Vida

 **BEST BAR**
Hank's Palisades

AVERAGE
SALES PRICE
JAN - MAR 2022

\$5,728,058

 +15.9% UP FROM JAN - MAR 2021



FIRST QUARTER 2022: Pacific Palisades Market

	JAN - MAR 2022	JAN - MAR 2021	% Change
Average Price Per Square Foot	\$1,693	\$1,509	+12.2%
Total Number of Sales	77	105	-26.7%
Highest Sale Amount	\$19.7M	\$19.2M	+2.9%

SANTA MONICA

Featured Home

848 25th Street, Santa Monica Sold for \$5,277,600


Experience Cape Cod year-round with this stunning East Coast traditional in the heart of Santa Monica. The formal entry greets you to a sweeping staircase where rich walnut wood floors, chandeliers and high ceilings give this home a sense of sophistication and style. The main floor features a formal living room, two ensuite guest bedrooms and a formal dining area that opens to a front porch through double French doors. The well-appointed chef's kitchen has stainless Thermador appliances, built-in buffet, farm sink, wine fridge and butler's pantry. A built-in banquette overlooks the spacious family room with grand fireplace and a built-in speaker system for endless entertaining. The lush backyard oasis is ideal for large gatherings and enjoying outdoor meals, equipped with a full kitchen and built-in Viking grill. The upper level features three large bedrooms, inclusive of the luxe primary suite with fireplace, two walk-in closets and a private balcony overlooking the yard, while the primary bath features double sinks, separate shower and large soaking tub. Comes with detached two-car garage and enhanced by smart home integrations, including iPad controlled TV, thermostat, home speaker system and remote skylights for letting in the cool ocean breeze. Live out your dream California lifestyle just moments from Montana Avenue, Brentwood Country Mart and the beach.


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**
Dogtown Coffee

 **BEST GRUB**
pasjoli

 **BEST BAR**
The Misfit




FIRST QUARTER 2022: Santa Monica Market

	JAN - MAR 2022	JAN - MAR 2021	% Change
Average Price Per Square Foot	\$1,692	\$1,461	+15.8%
Total Number of Sales	127	132	-3.8%
Highest Sale Amount	\$12.2M	\$15.5M	-21.6%

AVERAGE
SALES PRICE

JAN - MAR 2022

\$3,710,094

 +12.1% UP FROM JAN - MAR 2020

CENTURY CITY

Featured Home

1 W Century Boulevard, Penthouse 38B For Sale for \$18,900,000

Penthouse 38B at The Century, LA’s most esteemed luxury building, has been transformed into a masterpiece of fine craftsmanship and Manhattan-style Art Deco design. Soaring high above Century City with unparalleled views from the San Gabriel Mountains to downtown to the Pacific, this sprawling seven room residence offers 5,320 square feet of living space that evoke a bygone golden era of decadence and romance, when the Rockefeller’s ruled New York and ocean liners like the SS Normandie glided across the sea. From the moment you enter the Grand Foyer by direct-access elevator you’re immediately immersed in a warm and opulent experience adorned with hand-carved woodwork, metal and stone finishings made to the highest standards imaginable. The first impression is truly unforgettable, with each environment brought to life by a sense of elegance and grandeur, showcasing rare and remarkable materials, fixtures and objects from throughout history and around the world. Stepping out onto the nearly 600 square feet of outdoor terraces places you at the pinnacle of Los Angeles, with far-reaching jetliner views that overlook the entire city. Curated by the current owners, the museum-quality collection of 1930s paintings, sculptures, antiques and artifacts is also available for purchase separately. An extraordinary opportunity for a highly discerning buyer to own the crown jewel penthouse 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
Farm Cup Coffee



BEST GRUB
Lumière



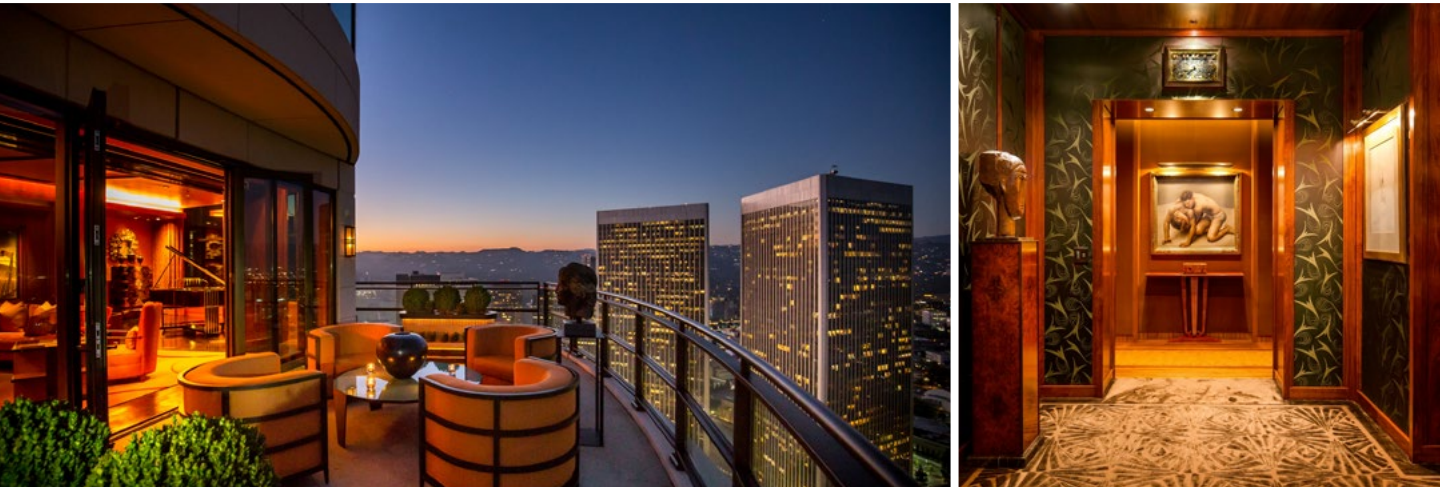
BEST BAR
Terra at Eatly

**AVERAGE
SALES PRICE**

JAN - MAR 2022

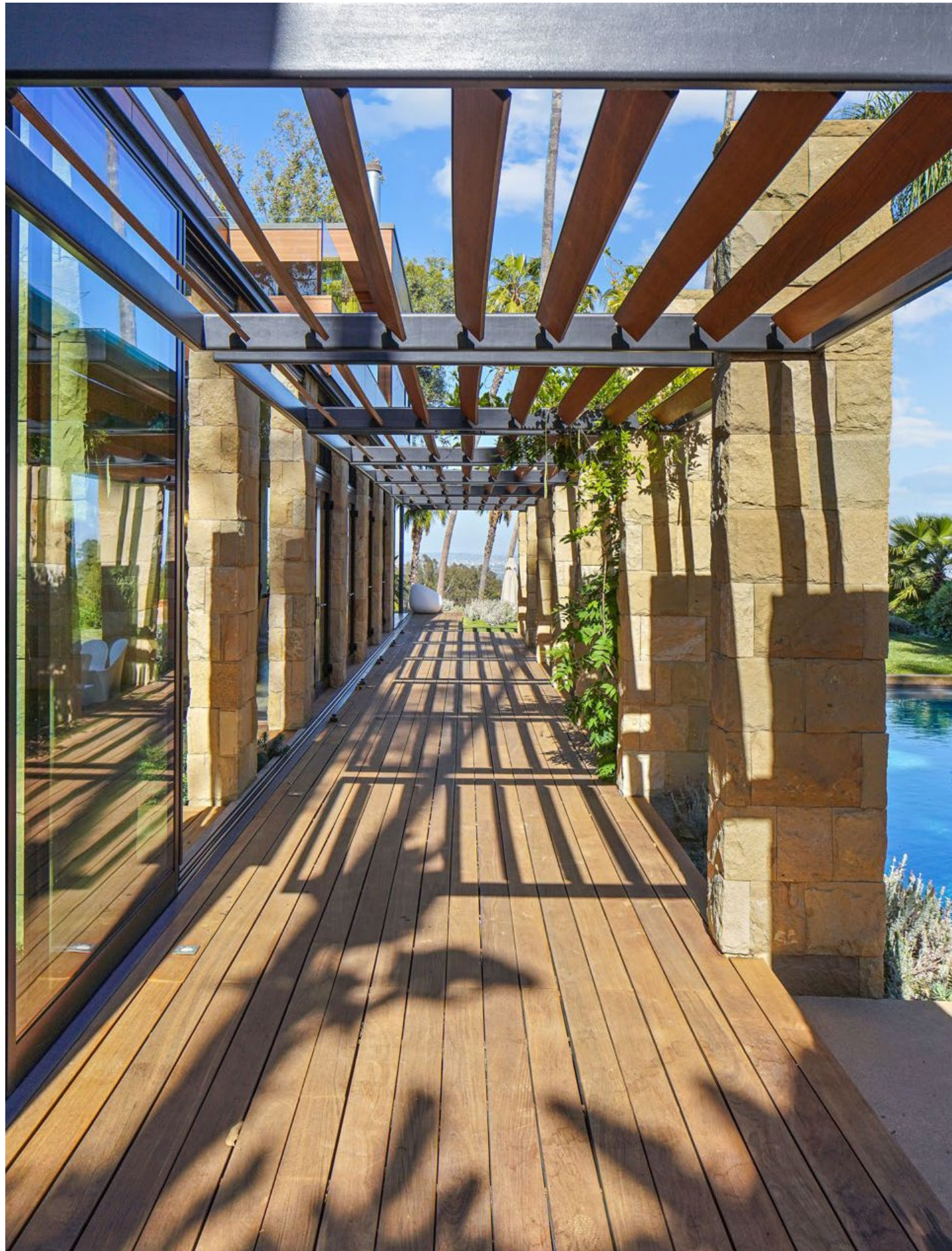
\$1,639,698

⬆️ +0.8% UP FROM JAN - MAR 2021



FIRST QUARTER 2022: Century City Market

	JAN - MAR 2022	JAN - MAR 2021	% Change
Average Price Per Square Foot	\$934	\$873	+7.0%
Total Number of Sales	43	26	+65.4%
Highest Sale Amount	\$6.9M	\$4.9M	+40.8%



13 

— IN PERSON —
TEAM MEETINGS

\$172,863,861

**IN PENDING
&
CLOSED HOMES**

SMITH

2022 Q1

— **STATS ON STACK** —

BERG

40 HOMES

IN TOTAL SOLD

130

ONE - ON - ONE

coaching meetings with
the team

20 MEETINGS
AT CAFFE LUXE



clients and friends

Longest period of time without checking texts

 — **04 HOURS** — 
◆◆ *during the Super Bowl* ◆◆

FUN FACT >>

**LOS ANGELES WAS
THE FIRST CITY TO MEASURE
THE SPEED OF LIGHT**



What started as a fun platform to post irreverent content has turned into real estate's leading digital magazine — and we're only getting started. On Tacos & Tequila, discover compelling content about real estate, travel, food, culture and beyond — but not without reward, of course. Our team has upped the ante on the blog with not-to-be-missed giveaways like Oscar contests and Super Bowl prop bets, all with iPads, restaurant gift cards, coveted tickets and so much more at stake. Subscribe now and enter to win big.



SUPER BOWL COMMERCIALS OF THE PAST
Highlights with SBP's F.Ron, David & Morty



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:
smithandberg.com/tacos-tequila



JANUARY

SBP on Making 2022 Their Best Year Yet

01/05/22

We're kicking this year into high gear.

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

Don't Look Back: 12 Predictions for 20

01/13/22

Our projections so you can stay current.

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

2021 in Review: SBP's Q4 Market Report

01/20/22

See SBP's successes.

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

12 LA Activities to Check Off Your Bucket List in 2022

01/26/22

The year of trying new things.

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



FEBRUARY

10 Epic Super Bowl Halftime Moments, Plus the Chance to Win an iPad Air

02/01/22

Take home the gold!

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



Super Bowl Commercials of the Past: Highlights with SBP's F. Ron, David & Morty

02/09/22

Press play and reminisce with SBP.

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



Get to Know SBP: An Interview with the Westside's Go-To Real Estate Team

02/17/21

Sit down with the squad.

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



The SBP Guide to Maintaining Your Investment Year-Round

02/17/21

Just like a well-oiled machine.

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



MARCH

SBP Insider's Guide: 8 Mini Vacations to Refresh & Recharge

03/01/22

Ready, set, GO.

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



Enter Morty's Epic Oscars Giveaway to Win Academy Museum Tickets & \$250 Gift Card to The Little Door

03/11/22

Take home the real gold.

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



10 Restaurants Along the LA Marathon Course to Cheer on the Runner in Your Life

03/15/22

On your mark, get set, GO.

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



Morty, F. Ron & David Give Their Oscars Picks Ahead of the Big Day & GIVEAWAY

03/22/21

From SBP Productions™ comes this stellar review of Oscars nominees.

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



HONORS & HIGHLIGHTS

2022

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



Meet Our Team



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DAVID BERG



ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



BOBBY NEELY



PARISA SCHNIDER



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