

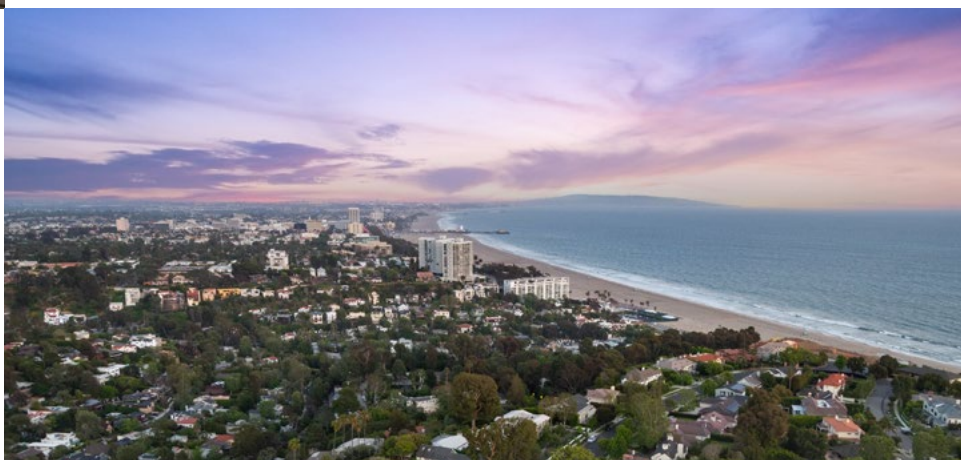
**SMITH & BERG**  
PARTNERS



# Q2 2022

**QUARTERLY LOS ANGELES  
REAL ESTATE MARKET REPORT**

**COMPASS**



19

**Stats on  
Stack Q2 2022**

A look at SBP's success  
for Q2 2022.

20

**SBP  
Interview Series**

Our next guest needs  
no introduction...

22

**Tacos & Tequila**

Highlights from real estate's  
top digital magazine.

27

**Honors &  
Highlights**

SBP wins big.

# SMITH & BERG PARTNERS

**July 2022**

To Our Clients and Friends,

We write to you today with the sun shining brightly on another beautiful Southern California midsummer morning. We continue to feel so very fortunate to live and work in this city and state. 2022 began with (cautious) optimism, and is continuing to present us with some difficult challenges and ever-changing world events, but we hope that you and yours are safe and well. As always, the SBP Team has been working hard, but savoring all the joyous moments with family and friends.

We have enclosed a **Market Update for Q2 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 soon.

All the best,

**F. Ron Smith**

**David Berg**

---

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COMPASS





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## 19 Stats on Stack Q2 2022

\$328,866,787 in sales volume. Check out our epic stats on stack.

## 20 SBP Interview Series

Our next guest needs no introduction...



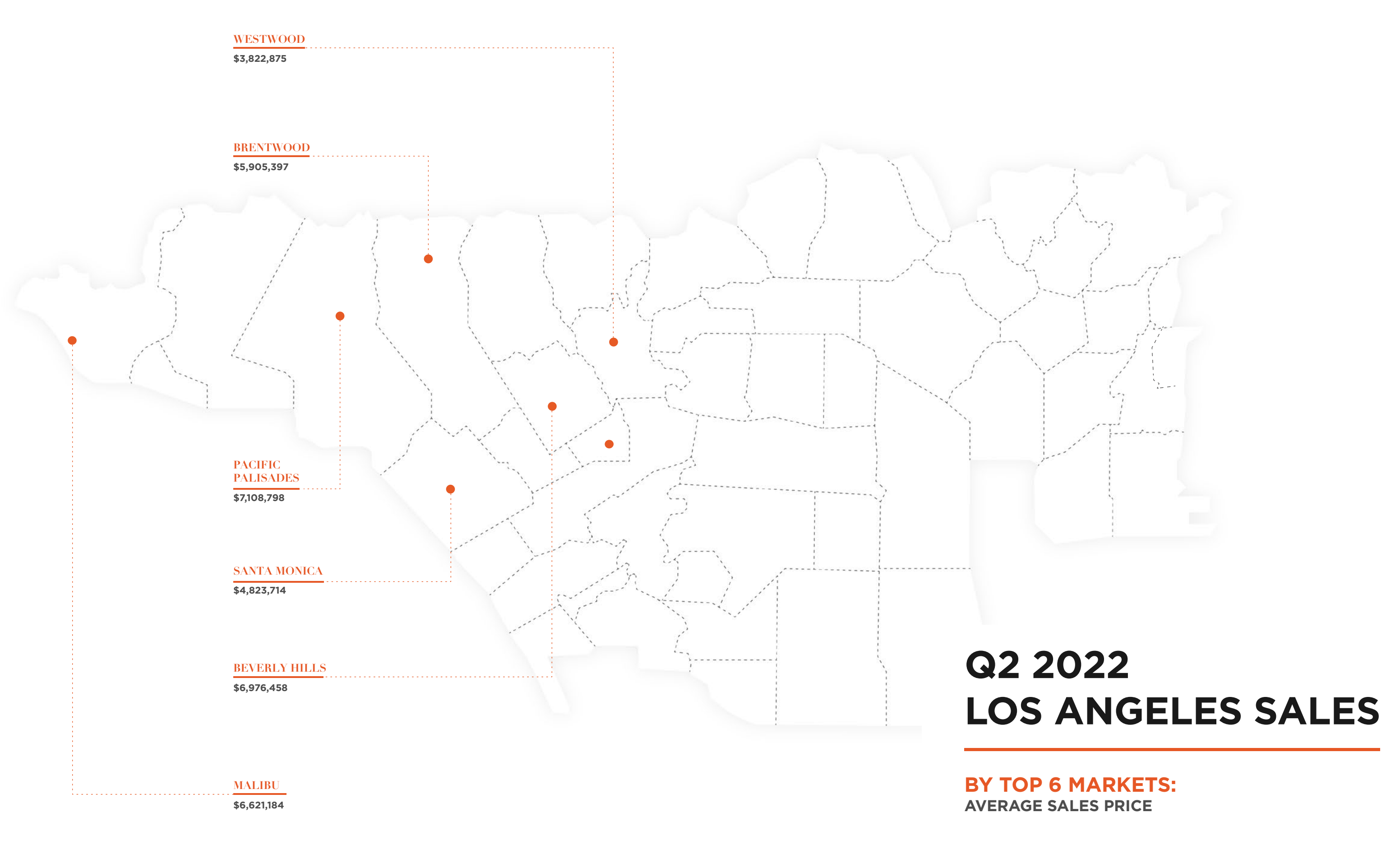
## 22 Tacos & Tequila

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

## 27 Honors & Highlights

SBP wins big.





## Q2 2022 LOS ANGELES SALES

BY TOP 6 MARKETS:  
AVERAGE SALES PRICE

# BRENTWOOD

## Featured Home

1443 North Kenter Avenue, Brentwood For Sale \$6,498,000


Set within Crestwood Hills, this eco-luxe designer Mid-Century home offers a truly one-of-a-kind living experience in Brentwood. The modern classic estate features a curated collection of furnishings and finishes from designers including Ralph Lauren, Christian Liaigre, Minotti and more, in addition to fine art from the likes of Ahmet Ertug, Ori Gersht, Shen Quan, Moeko Maeda and Tiffany — all separately available for sale. The home’s main entrance features a Shou Sugi Ban front door and bonsai adorned atrium that leads to the open-concept living space where reflective glass is accented by unique details and floor-to-ceiling windows. The kitchen is equipped with state-of-the-art Sub-Zero and Wolf appliances, all centered around an island with an authentic 1960s Murano chandelier. Each of the bedrooms is uniquely decorated by renowned designers and with bedding by Duxiana, while the primary suite features a balcony, double closets and a luxe bath with oversized tub with shower. This sensational ‘smart’ house comes with the latest state-of-the-art technology for entertaining friends and family while maximizing comfort and sustainability, including a complete home automation system, Lutron Solar System lighting and solar panels, home theater, high-end surround sound system from Bang & Olufsen, and much more. The wraparound upper balcony and lower deck provide expansive outdoor space for every occasion, with a built-in spa and panoramic views of the city, ocean and canyon below. Pool permits and plans have been approved and are available.

[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**  
Joe & the Juice



**BEST GRUB**  
Palmeri Ristorante



**BEST BAR**  
Baltaire

**AVERAGE  
SALES PRICE**  
APR - JUN 2022

**\$5,905,397**  
⬇️ +2.5% DOWN FROM APR - JUN 2021



## SECOND QUARTER 2022: Brentwood Market

	APR - JUN 2022	APR - JUN 2021	% Change
Average Price Per Square Foot	\$1,607	\$1,491	+7.8%
Total Number of Sales	116	117	-0.9%
Highest Sale Amount	\$32M	\$43M	-26.6%



# PACIFIC PALISADES

## Featured Home

1038 Embury Street, Pacific Palisades Sold for \$5,850,000

SOLD FOR \$1,100,000 OVER LIST PRICE | \$1,758/SF

Spacious and sunlit 5-bedroom, 6-bathroom Hampton’s style home set on a beautiful tree-lined street in the heart of Pacific Palisades. The home features Surround Sound, a Control 4 Home Automation System and an alarm system. The property boasts high ceilings, detail woodwork, hardwood flooring and skylights that allow in an abundance of natural light. The home’s expansive and sunny kitchen features a double oven, walk-in pantry, a warming drawer, a breakfast nook and stone countertops. All of the bedrooms are en suite, and the primary bedroom enjoys double door entry, a balcony, two walk-in closets, and a marble-clad spa bath. Other features include an upstairs laundry room complete with a sink and added storage and a 2-car garage with direct entrance. Outside, the backyard has a built-in barbecue and a lawn area—tucked away with privacy hedging for the ideal space to lounge and entertain. Located a block away from endless shopping, dining and entertainment options at the Palisades Village, this property’s prime location offers the best of Los Angeles living.

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**  
Porta Via



**BEST BAR**  
Angelini Bar



## SECOND QUARTER 2022: Pacific Palisades Market

	APR - JUN 2022	APR - JUN 2021	% Change
Average Price Per Square Foot	\$1,937	\$1,534	+26.3%
Total Number of Sales	83	103	-19.4%
Highest Sale Amount	\$51M	\$16M	+213.8%

**AVERAGE  
SALES PRICE**

APR - JUN 2022

**\$7,108,798**

⬆ +59.5% UP FROM APR - JUN 2021



# SANTA MONICA

## Featured Home


428 17th St, Santa Monica For Sale \$7,500,000


Unique opportunity to buy your dream home with Thomas James Homes. Enter a contract to purchase this blank canvas and work with the TJH in-house design team to bring your own personal touches to the home. The home is offered at a guaranteed price, meaning no escalating budgets, and comes with a full 10-year new home construction warranty providing peace of mind. Estimated home completion date is the 3rd quarter of 2023.


VIEW PROPERTY

## 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**  
Flower Child


**BEST GRUB**  
Wexler's Deli

**BEST BAR**  
The Bungalow



## SECOND QUARTER 2022: Santa Monica Market

**AVERAGE  
SALES PRICE**  
APR - JUN 2022

**\$4,823,714**  
 +2.6% UP FROM APR - JUN 2021

	APR - JUN 2022	APR - JUN 2021	% Change
Average Price Per Square Foot	\$1,876	\$1,821	+3.0%
Total Number of Sales	63	100	-37.0%
Highest Sale Amount	\$17M	\$48M	-64.1%



# 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**  
Maude



**BEST BAR**  
Wally’s

AVERAGE  
SALES PRICE

APR - JUN 2022

\$6,976,458

⬆️ +1.2% UP FROM APR - JUN 2021



## SECOND QUARTER 2022: Beverly Hills Market

	APR - JUN 2022	APR - JUN 2021	% Change
Average Price Per Square Foot	\$1,716	\$1,572	+9.2%
Total Number of Sales	107	148	-27.7%
Highest Sale Amount	\$31M	\$51M	-39.2%



# 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**  
Ministry of Coffee

 **BEST GRUB**  
Fellow

 **BEST BAR**  
Le Bar de Simon

**AVERAGE  
SALES PRICE**  
APR - JUN 2022

**\$3,822,875**  
⬆ + 52.3% UP FROM APR - JUN 2021



## SECOND QUARTER 2022: Westwood Market

	APR - JUN 2022	APR - JUN 2021	% Change
Average Price Per Square Foot	\$1,379	\$1,211	+13.9%
Total Number of Sales	28	33	-15.2%
Highest Sale Amount	\$8.5M	\$42M	-80.0%



# Malibu

## Featured Home

0 Murphy Way, Malibu In Escrow \$2,998,000


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


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.



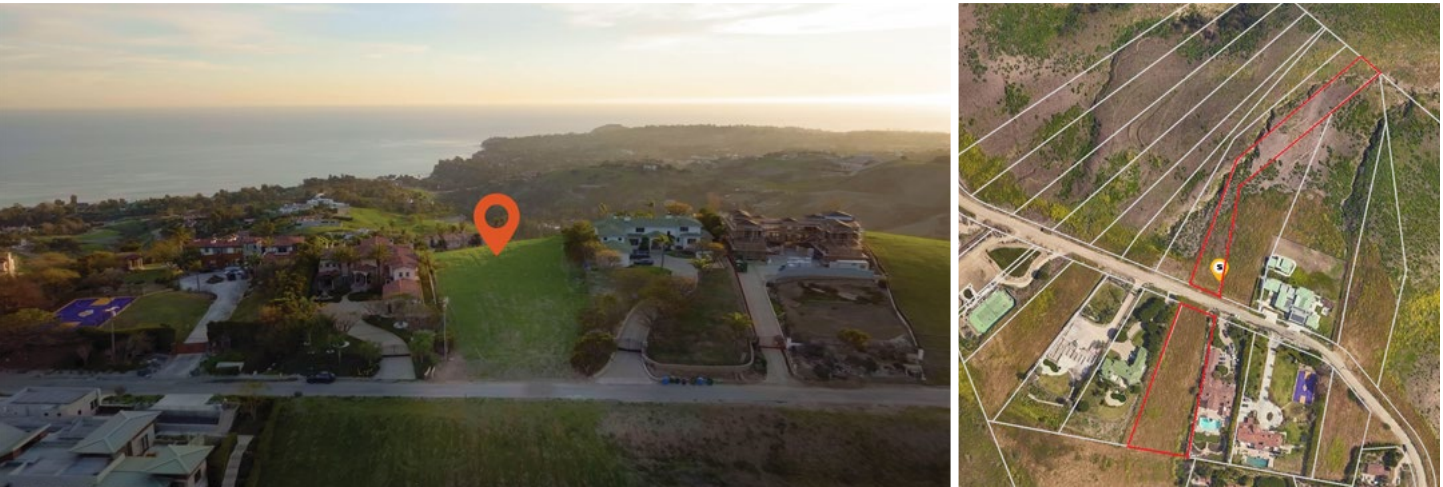
BEST CUP OF JOE  
Be Cafecito



BEST GRUB  
Malibu Farm



BEST BAR  
Barefoot Bar at Duke's




## SECOND QUARTER 2022: Malibu Market

	APR - JUN 2022	APR - JUN 2021	% Change
Average Price Per Square Foot	\$2,143	\$2,136	+0.3%
Total Number of Sales	87	94	-7.4%
Highest Sale Amount	\$49M	\$29M	+68.3%

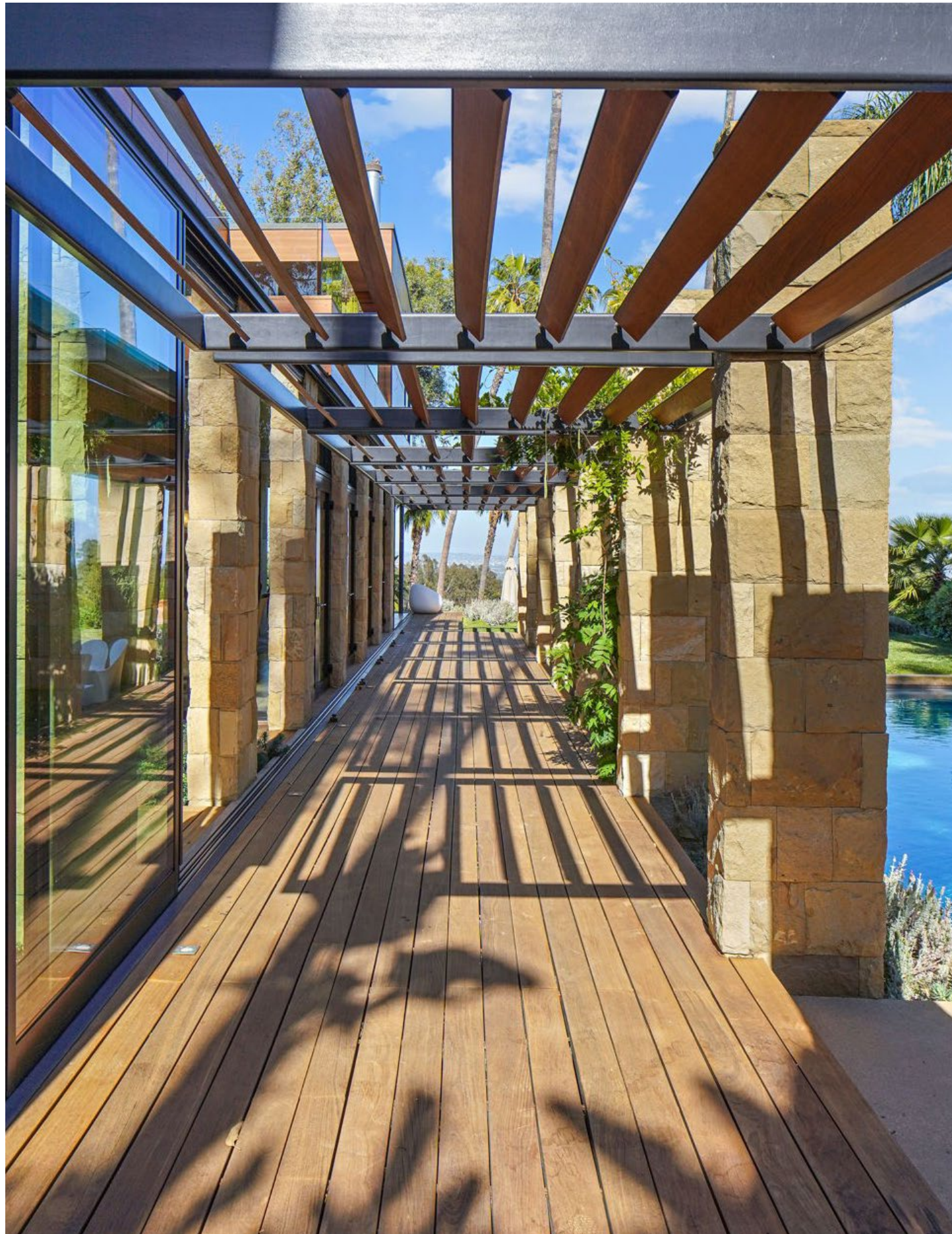
AVERAGE  
SALES PRICE

APR - JUN 2022

\$6,621,184

 +2.7% UP FROM APR - JUN 2021





**13** 

— IN PERSON —  
**TEAM MEETINGS**

**\$328,866,788**

**TOTAL SALES VOLUME**

— **CLOSED & PENDING** —

**SMITH**

2022 Q2

— **STATS ON STACK** —

**BERG**

**62 HOMES**

IN TOTAL SOLD

**130**

**ONE - ON - ONE**

coaching meetings with  
the team



**20 MEETINGS**  
**AT CAFFE LUXE**



**W  
I  
T  
H**

*clients and friends*

*Longest period of time without checking texts*



— **05 HOURS** —



◆◆ *during the 4th of July Block Party* ◆◆

**FUN FACT >>**

**SANTA MONICA'S PACIFIC WHEEL  
IS THE FIRST AND ONLY  
SOLAR-POWERED FERRIS WHEEL**





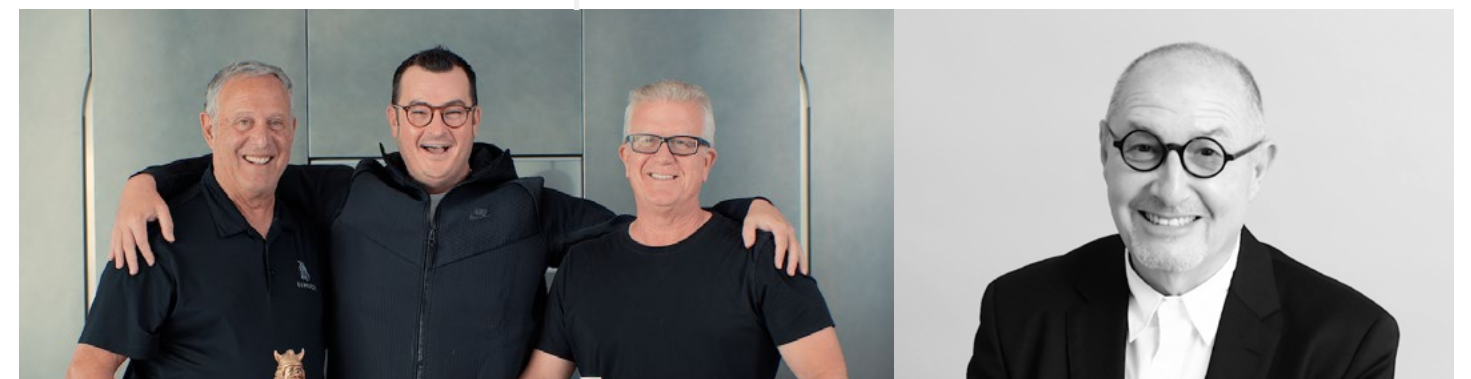
SBP's next guest needs no introduction (listen David Letterman...we've got your co-executive producer Robert 'Morty' Morton on our side now). In Q2, Founding Partners F. Ron Smith and David Berg carried out some epic interviews with experts in their respective fields — organization, wine and beer. Random combo? We think not. Check out our latest conversations with Amy Suddelson of The Nimble Nest, Helen Johannesen of Helen's Wines and David Altshuler of Einstök Beer for killer insights and, of course, plenty of laughs.

# THE SBP INTERVIEW SERIES



**THE NIMBLE NEST'S TOP TIPS FOR  
TRANSFORMING YOUR HOME & LIFE  
THROUGH ORGANIZATION**

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



**TACOS & TEQUILA ON THE ROAD:  
BEER TASTING WITH CO-FOUNDER  
& CEO OF EINSTÖK**



**ROBERT MORTON  
Q&A**



**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)

## APRIL



### The Nimble Nest's Top Tips for Transforming Your Home & Life Through Organization

04.02.22

Turn your house into a home.

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



### Q1 Wrap-Up: The SBP Market Report

04.13.22

The latest and greatest from SBP.

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



### SBP's Exclusive Wine Tasting With Helen's Wines + The Chance to Win a 6-Month Wine Club Membership

04.20.22

Talk about an epic giveaway.

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



### Netflix is a Joke Fest + What to Stream if You Can't Attend

04.27.22

Our favorite and funniest comedy specials.

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



MAY



Here's to Mom: SBP's Mother's Day Traditions

05.04.22

Today and every day.  
To read the full story, visit [here](#).



The LA Mayoral Election: Everything You Need to

05.11.22

Get out and vote!  
To read the full story, visit [here](#).



SBP Guide: Last-Minute Memorial Day Weekend Getaways

05.17.22

Book your trip and thank us later.  
To read the full story, visit [here](#).



Tacos & Tequila on the Road: Beer Tasting with Co-Founder & CEO of Einstök

05.25.22

Press play and join the party.  
To read the full story, visit [here](#).

JUNE



SBP Guide: The Best Bagel Joints in Los Angeles

06.01.22

West Coast bagels unlocked.  
To read the full story, visit [here](#).



BP Guide: The Ultimate LA Pride Event Calendar

06.07.22

Get out and show some pride.  
To read the full story, visit [here](#).



SBP on Their Greatest Life Lessons From Dad

06.15.22

Wishing a very Happy Father's Day.  
To read the full story, visit [here](#).



Here's Why Buying For Your College Student Makes Sense

06.22.22

Reap the rewards of ownership.  
To read the full story, visit [here](#).





## HONORS & HIGHLIGHTS

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# 2022

- ***Real Trends & Wall Street Journal's*** #1 Large-Sized Team on LA's Westside / #6 in the Nation 2022
- ***Los Angeles Business Journal*** Top 30 Real Estate Agents
- ***Variety Magazine Showbiz*** Real Estate Elite 2022
- ***Los Angeles Business Journal*** Leaders of Influence: F. Ron Smith & David Berg
- ***Los Angeles Magazine's*** 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



F. RON SMITH



DAVID BERG



ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



BRANDON SMITH



KATY YAMBAO



BOBBY NEELY



PARISA SCHNIDER



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A leading Westside team at  
**COMPASS**



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