

SMITH & BERG
PARTNERS



Q4 2021

QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT

COMPASS



19

Stats on
Stack Q4 2021

A look at SBP's success
for Q4 2021.

20

SBP's Top Taco &
Tequila Pairings

Just a few of our
favorite things.

22

Tacos & Tequila

Highlights from real estate's
top digital magazine.

27

Honors &
Highlights

Gold stars all around.

SMITH & BERG PARTNERS

January 2022

To Our Clients and Friends:

Welcome to the New Year.

Although we find ourselves continuing to deal with COVID-19 concerns, we hope that you and yours are well and found moments of holiday joy in your home and, perhaps, on an adventure or two.

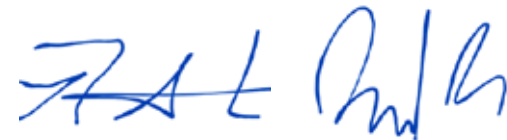
We have enclosed a Market Update for Q4 2021, with confidence it will provide some helpful real estate insights and assist in any real estate decisions you may contemplate for 2022. As always, we are available to discuss any of your real estate questions, interests - or just to say hello and check-in.

The world continues to adjust; what has not changed, however, is 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.

We're looking forward to connecting with you.

Stay safe and be well.

Our best to you and yours,



The Smith & Berg Team

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COMPASS



TABLE OF CONTENTS

08

Featured Neighborhoods

Brentwood	08
Beverly Hills	10
Pacific Palisades	12
Santa Monica	14
Century City	16

19

Stats on Stack Q4 2021

\$568,559,753 in sales volume, \$133,698,742 through referrals. Check out our epic stats on stack.



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.

BEVERLY HILLS

\$8,126,813

BRENTWOOD

\$6,489,440

**PACIFIC
PALISADES**

\$4,988,926

SANTA MONICA

\$4,172,416

CENTURY CITY

\$2,273,436

Q4 2021 LOS ANGELES SALES

BY TOP 5 MARKETS:
AVERAGE SALES PRICE

BRENTWOOD

Featured Home

22 Oakmont Drive, Brentwood FOR SALE


A rare opportunity on one of the most exclusive streets in Brentwood Park, this newly constructed eight-bedroom masterpiece blends opulent luxury with California's coveted indoor-outdoor lifestyle. From architect Ken Ungar, comes this immaculate estate consisting of 12,800 square feet of meticulously crafted living space using the finest materials available. The main level offers formal entertainment areas equipped with elegant bars, living room, dining room, and spacious family room accentuated by white oak hardwood floors, coffered and beamed ceilings, stunning fixtures, fireplaces, and windows that allow an abundance of natural light. The inspiring chef's kitchen features stainless steel Wolf and Sub Zero appliances, built-in Miele coffee machine and beautiful stone countertops and backsplash. More than a bedroom, the sprawling primary suite is in a class of its own, with a private wraparound balcony, double custom walk-in closets and sitting room with fireplace, along with a marble-clad primary bath with double vanity, soaking tub, and standing shower centerpiece. The lower level offers a state-of-the-art home theater, personal gym, temperature controlled wine room, and games room with a bar. An expansive backyard offers rare and spectacular city views and immersive outdoor living, with a sparkling pool with spa, built-in kitchen, dining area and heated lounge with fireplace. This Brentwood dream home offers every luxury one could imagine in an unparalleled location.


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**
Pizanna

 **BEST BAR**
A.O.C

AVERAGE
SALES PRICE

OCT - DEC 2021

\$6,489,440

⬆ +45.83% UP FROM OCT - DEC 2020



FOURTH QUARTER 2021: Brentwood Market

	OCT - DEC 2021	OCT - DEC 2020	% Change
Average Price Per Square Foot	\$1,587	\$1,261	+25.9%
Total Number of Sales	117	98	+19.4%
Highest Sale Amount	\$56.6M	\$22.1M	+156.1%

BEVERLY HILLS

Featured Home

801 North Alta Drive, Beverly Hills In Escrow


Situated behind secure gates on over half an acre just north of Sunset Boulevard in Beverly Hills, this glamorous Hollywood Regency-style estate offers timeless elegance in one of the city’s most exclusive neighborhoods. Surrounded by tall privacy hedges that create a sense of seclusion, the front of this four-bedroom features a large motor court that leads to a stunning formal entranceway. The interior of the home is adorned with Mid-Century details, including ornate crown moldings, original fixtures, fireplaces and chandeliers, with a unique blend of luxurious wood and stone finishes. The single-story layout features high ceilings with skylights, French doors and floor-to-ceiling windows that fill each room with natural light. The exquisite chef’s kitchen comes with Sub-Zero and Thermador appliances. The great room offers spacious living space with a built-in wet bar, vaulted ceilings and large windows overlooking the pool, while the adjacent den includes custom shelving and decorative wood paneled finishes. The primary bedroom is expansive and comes with a gas fireplace, walk-in closets, and a spa-like ensuite bath with double-vanity, soaking tub with jets, and private access to the backyard. A serene backdrop for everyday outdoor living, the backyard features beautiful landscaping, a spacious pool and plenty of open patio space for entertaining.


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**
Urth Caffé


 **BEST GRUB**
Spago

 **BEST BAR**
Honor Bar

AVERAGE
SALES PRICE

OCT - DEC 2021

\$8,126,813

 +91,3% UP FROM OCT - DEC 2020



FOURTH QUARTER 2021: Beverly Hills Market

	OCT - DEC 2021	OCT - DEC 2020	% Change
Average Price Per Square Foot	\$1,990	\$1,296	+53.55%
Total Number of Sales	115	83	+38.55%
Highest Sale Amount	\$84.5M	\$47.0M	+79.79%

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**
Estate Coffee

 **BEST GRUB**
Hank's

 **BEST BAR**
The Draycott



FOURTH QUARTER 2021: Pacific Palisades Market

**AVERAGE
SALES PRICE**
OCT - DEC 2021

\$4,988,926
⬇️ -3.77% DOWN FROM OCT - DEC 2020

	OCT - DEC 2021	OCT - DEC 2020	% Change
Average Price Per Square Foot	\$1,574	\$1,763	-10.7%
Total Number of Sales	95	186	-48.9%
Highest Sale Amount	\$19.0M	\$39.6M	-52.0%

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**
Cobi’s


 **BEST BAR**
Bar Chloe



FOURTH QUARTER 2021: Santa Monica Market

	OCT - DEC 2021	OCT - DEC 2020	% Change
Average Price Per Square Foot	\$1,694	\$1,559	+8.7%
Total Number of Sales	101	41	+146.3%
Highest Sale Amount	\$12.9M	\$5.5M	+134.5%

AVERAGE SALES PRICE
OCT - DEC 2021

\$4,172,416
 +4.8% UP FROM OCT - DEC 2020

CENTURY CITY

Featured Home

1 W Century Boulevard, Penthouse 38B FOR SALE


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**
Blue Bottle Coffee


 **BEST GRUB**
Craft

 **BEST BAR**
Toscanova

AVERAGE
SALES PRICE

OCT - DEC 2021

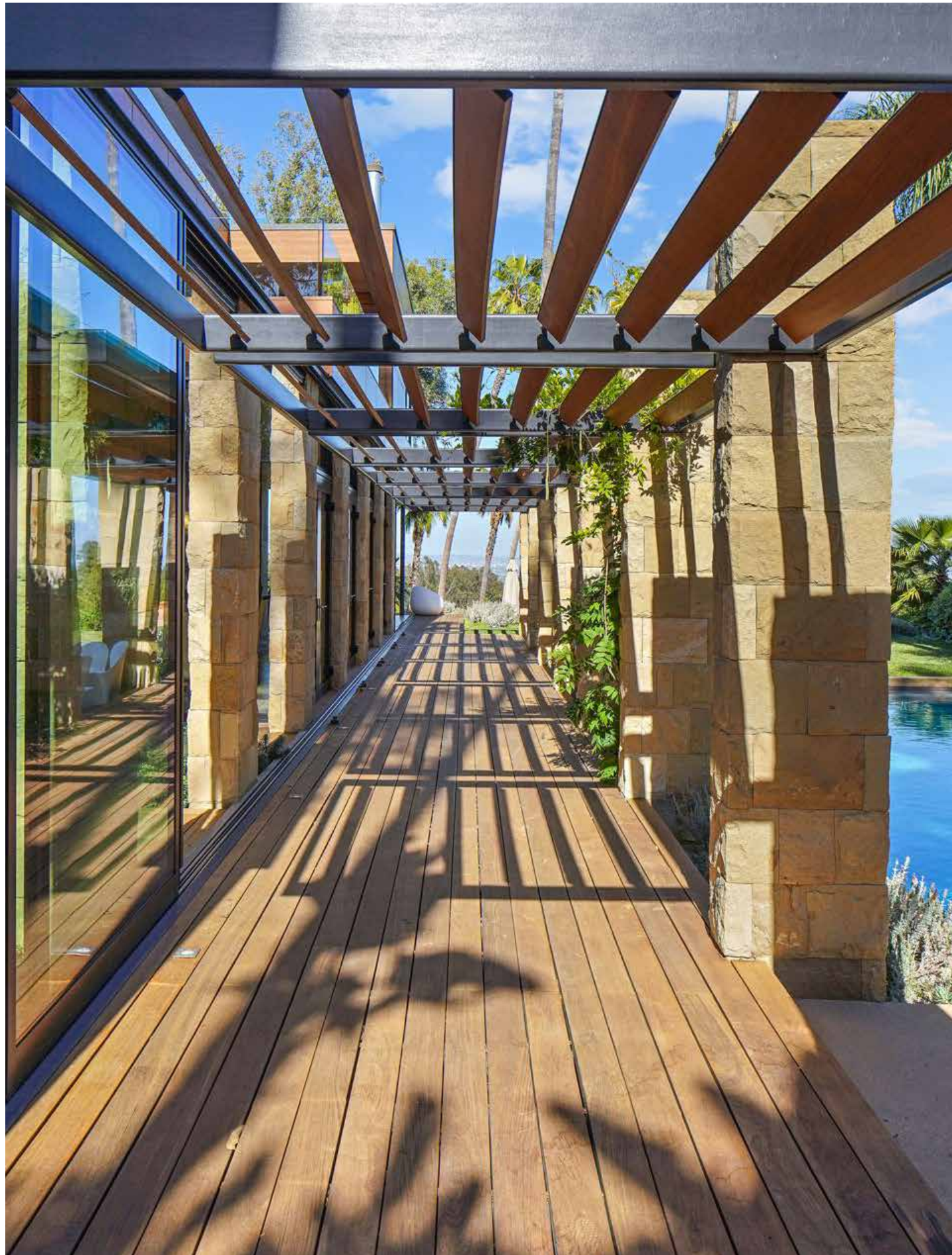
\$2,273,436

 +69.8% UP FROM OCT - DEC 2020



FOURTH QUARTER 2021: Century City Market

	JUL - SEP 2021	JUL - SEP 2020	% Change
Average Price Per Square Foot	\$1,659	\$705	+135.3%
Total Number of Sales	39	26	+50.0%
Highest Sale Amount	\$7.9M	\$4.8M	+64.6%



11 

— IN PERSON —
TEAM MEETINGS

\$568,559,753

TOTAL SALES VOLUME

— **CLOSED & PENDING** —

SMITH

2021 Q4

— **STATS ON STACK** —

BERG

143

ONE - ON - ONE

coaching meetings with
the team



14 LUNCHES AT
BALTAIRE
— WITH —
clients and friends

\$133,698,742 SALES VOLUME THROUGH
REFERRAL BUSINESS

WITH **\$100,274,056**

GOING TO OUTSIDE AGENTS

270 **SOLD**
HOMES

Longest period of time without checking texts



24 HOURS



◆◆ during the New Year's holiday ◆◆

FUN FACT >>

THE FILM INDUSTRY MOVED TO
LOS ANGELES TO FLEE THOMAS
EDISON'S PATENTS



SMITH & BERG'S TOP TACO & TEQUILA PAIRINGS



You should know by now that we're pretty big on tacos and tequila in the SBP family. After all, we do have a blog titled after the killer pairing. So why not capitalize on the culinary combo by supporting local restaurants? Here, find our top five favorite tacos from nearby joints, the best tequilas to pair each with and go loco.

LA CABAÑA

CRISPY BEEF TACO
X
CLASE AZUL BLANCO

TACOS POR FAVOR

CHORIZO CHEESE SOFT TACO
X
DON JULIO 1942

TREJO'S TACOS

SPICY SHRIMP TACO
X
DOS ARTES ANEJO

GLORIA'S CAFE

TACOS DE PESCADO
X
CASA DRAGONES BLANCO

PACO'S TACOS

TACO DE POLLO ASADO
X
EPIFANIA



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



OCTOBER

5 Outrageous Architectural Homes Across North America

10/07/21

Design innovation at its finest.

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



6 New Michelin-Star Restaurants We're Lining Up For in LA

10/13/21

Best of the best, right in our backyard.

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



LA's Best Tacos & Tequila Pairings with F. Ron Smith & David Berg

10/22/21

Join their journey and go loco.

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



8 Last-Minute Halloween Costumes You Can Throw Together in a Flash

10/29/21

Your quickest and most epic get-up yet.

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



NOVEMBER

6 Epic Ski Holidays That Are Worth the Splurge

11/03/21

Top-dollar slopeside hotels.

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



SBP's Official Holiday Party Playlist

11/10/21

Press play and party on.

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



WTF You Can't Say at the Holiday Table!

11/11/21

Go for LOL, not WTF.

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



Coming in Hot: F. Ron & David's 2022 Real Estate Predictions (VIDEO BLOG)

11/23/21

Spicy answers and hilarious, wincing faces.

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



DECEMBER

Never Stop Never Stopping: SBP's Favorite Podcasts for Staying Current

12/01/21

Listen in and learn away.

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



SBP Secrets to Staging Your Home For Greatest Sales Success

12/09/21

The experts weigh in.

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



SBP's Favorite Festive Cocktails For the Holidays

12/15/21

Jolly good drinks.

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



Blooper Reel: SBP Looks Back on 2021

12/30/21

This year's best moments.

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



HONORS & HIGHLIGHTS

2021

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



Meet Our Team



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ROBERT MORTON



SEWIT ESHETU



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