

SMITH & BERG
PARTNERS



Q4 2022

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

2022 YEAR IN REVIEW

COMPASS



07

**Stats on
Stack Q4 2022**

A look at SBP's success
for Q4 2022.

24

**SBP Gets a Fresh
New Website**

AND official rights to
TacosandTequila.com.

26

Tacos & Tequila

Highlights from real estate's
top digital magazine.

31

**Honors &
Highlights**

SBP wins big.

SMITH & BERG PARTNERS

February 2023

To Our Clients and Friends,

Welcome to 2023! Although the first weeks of this new year have been both a bit colder than we're used to and very rainy in Los Angeles, it's truly wonderful to be back in the SBP offices with the team. All the treasured holiday moments spent with our families and friends, both near and far, have lifted our collective spirits. We're fully ready for an epic year ahead.

We navigated a very interesting real estate market in 2022 and are extremely proud to say our sales volume exceeded \$466M. More importantly, we helped 162 fabulous clients through all aspects of their transactions last year, whether they were buying or selling. The SBP team was especially gratified to be awarded numerous accolades in '22, including being named the #1 Team on LA's Westside by the Wall Street Journal and Real Trends and once again as Leaders of Influence by the Los Angeles Business Journal.

We are happy to share our **Market Update for Q4 2022 – Special Edition: Year in Review**, full of 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 36+ 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.

Our very best to you and yours; wishing you a healthy, happy and invigorating New Year,


F. Ron Smith


David Berg

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COMPASS



TABLE OF CONTENTS

07

Stats on Stack Q4 2022

\$467M in sales volume. Check out our epic stats on stack.

10

Featured Neighborhoods

Brentwood	10
Pacific Palisades	12
Santa Monica	14
Beverly Hills	16
Westwood	18
Malibu	20
Venice	22



24

SmithandBerg.com Gets a New Look

As does our digital magazine, now on TacosandTequila.com.

26

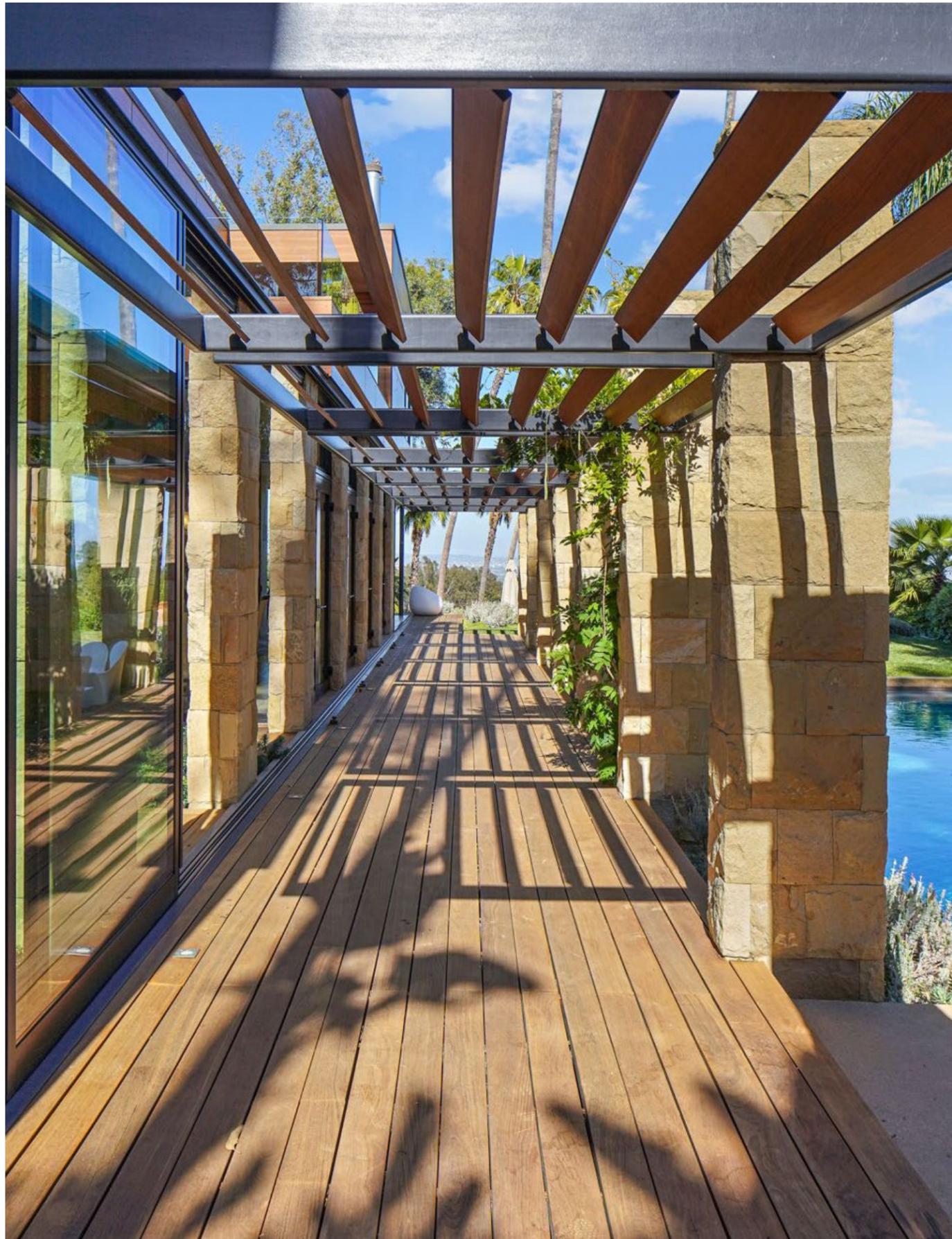
Tacos & Tequila

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

31

Honors & Highlights

SBP wins big.



11 

— IN PERSON —
TEAM MEETINGS

\$467M

TOTAL SALES VOLUME FOR 2022

SMITH

2022 Q4

— STATS ON STACK —

BERG

162 HOMES

— SOLD —

IN 2022

20

MEETINGS AT
CAFFE LUXE



with clients and friends

162

**FAMILIES
SERVED
IN 2022**

Longest period of time without checking texts



— **02 HOURS** —



◆◆ *NYE to Bring in the New Year* ◆◆

FUN FACT >>

**IF LA WERE ITS OWN COUNTRY,
ITS ECONOMY WOULD BE
BIGGER THAN THAT OF
SAUDI ARABIA & SWITZERLAND.**

WESTWOOD
\$1,736,624

BRENTWOOD
\$6,239,654

PACIFIC PALISADES
\$6,428,345

SANTA MONICA
\$3,398,936

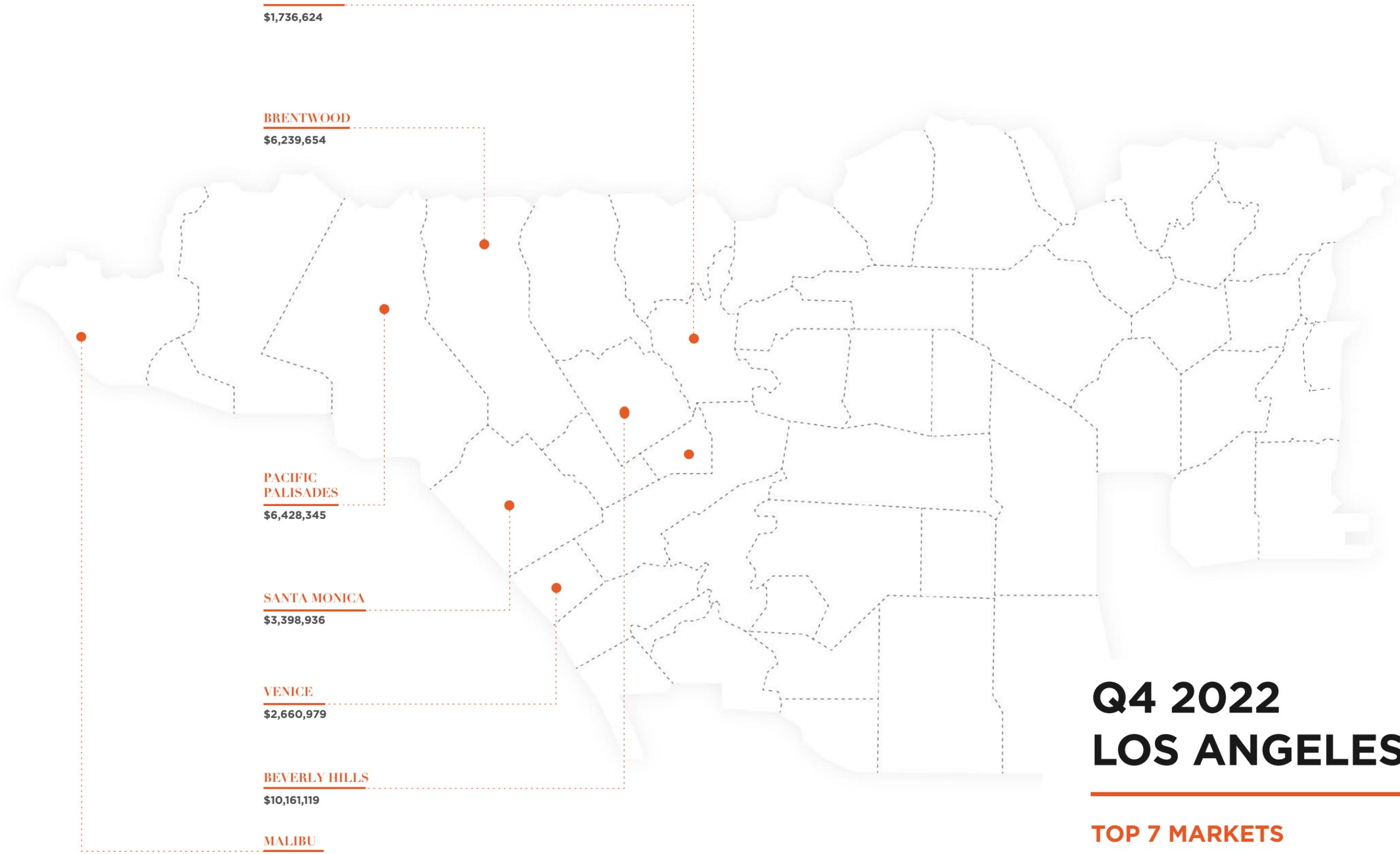
VENICE
\$2,660,979

BEVERLY HILLS
\$10,161,119

MALIBU
\$6,461,528

Q4 2022 LOS ANGELES SALES

TOP 7 MARKETS
AVERAGE SALES PRICE



BRENTWOOD

Featured Home

430 South Bundy Drive, Brentwood For Sale \$12,700,000

Blending sophisticated East Coast style and modern California flair, this brand-new Brentwood home is a masterpiece of both design and function on a rare half-acre lot. Through the grand foyer, white oak floors lead you through an open floor-plan with vaulted ceilings and Fleetwood sliding glass doors that flood the home with natural light. The main level flows effortlessly between multiple living areas, including a living room with fireplace, formal dining area, and butler's kitchen with extensive walk-in pantry including temperature-controlled wine fridges. Adjacent is a well-appointed gourmet kitchen with SubZero and Wolf appliances (4 ovens and 3 dishwashers), Cambria countertops, and breakfast nook. At 10,199 square feet, this home features 7 bedrooms, inclusive of the primary wing with its own sitting room and balcony, a double-sided fireplace and luxurious bath with double shower, two walk-in closets, dual vanities, and soaking tub. On the main level, there is a secondary primary suite with access to a private patio. Surrounded by mature privacy hedging and extensive landscaping, the home's exterior is a true oasis. The expansive backyard includes a 12' x 45' heated saltwater pool and spa with retractable safety cover, built-in outdoor kitchen, and both open-air and covered patio spaces. A well-appointed guest home with full kitchen, living room, bedroom, laundry, and bath, makes this property the ideal resort-like compound to both relax and entertain. Additional features include a theater, wet bar, Savant Smart System, security cameras and alarm system, full 3-car garage with two EV chargers, Waterworks fixtures throughout, all livable space above ground, and multi-zoned irrigation system. This just-completed tour de force beckons a sophisticated Westside lifestyle just moments from Brentwood's best restaurants, shopping and amenities.

[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
Alfred Coffee



BEST GRUB
Baltaire



BEST BAR
Thunderbird Bar



FOURTH QUARTER 2022: Brentwood Market

	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$1,552	\$1,587	-2.2%
Total Number of Sales	52	117	-55.6%
Highest Sale Amount	\$33.5M	\$56.5M	-40.8%

AVERAGE SALES PRICE

OCT - DEC 2022

\$6,239,654

↓ -3.8% DOWN FROM OCT - DEC 2021

PACIFIC PALISADES

Featured Home

The Riviera Residence, Pacific Palisades **For Sale \$22,768,000**

A triumph of traditional-meets-modern architecture by William Hefner and interior designer Annette English, this bespoke estate is set in the coveted Riviera neighborhood of Pacific Palisades. Crafted to perfection, this meticulously designed home seamlessly blends both traditional and contemporary elements, with a standing-seam-metal-pitched roof, split-face limestone and wood siding, and generously proportioned steel and wood-framed windows that give the home a timeless look. As you step inside, the view from the entry door through to the backyard captivates. The entrance hall, adorned with a Starphire Glass floating staircase and a painted glass wall inspired by artist Gerhard Richter, sets the stage for a truly enviable experience. Every exquisite moment of the home was intentionally constructed, creating a setting for both relaxation and entertaining, from the spectacular lighting design to the leather inset door pulls by Rocky Mountain Hardware to the key living spaces being enveloped by natural light and lush greenery from windows on three sides. One of these spaces is the luminous living room, where a floor-to-ceiling fireplace of split-face limestone and steel-framed windows and doors spanning 16 ft. offer views to the central courtyard, precisely designed to mimic a natural landscape. The home includes a proper office with custom built-ins, a gym fit for personal training, a lower level lounge or theater room, Dornbracht fixtures, well-appointed bathrooms with full slab showers and separate tubs, and a 5-car subterranean garage. The enchanting garden provides a tranquil retreat with a heated outdoor dining area and lounge, 55 ft. lap pool, and spa, all surrounded by mature privacy hedging. A rare showpiece in an unbeatable location — don't miss the opportunity to call it home.

[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.



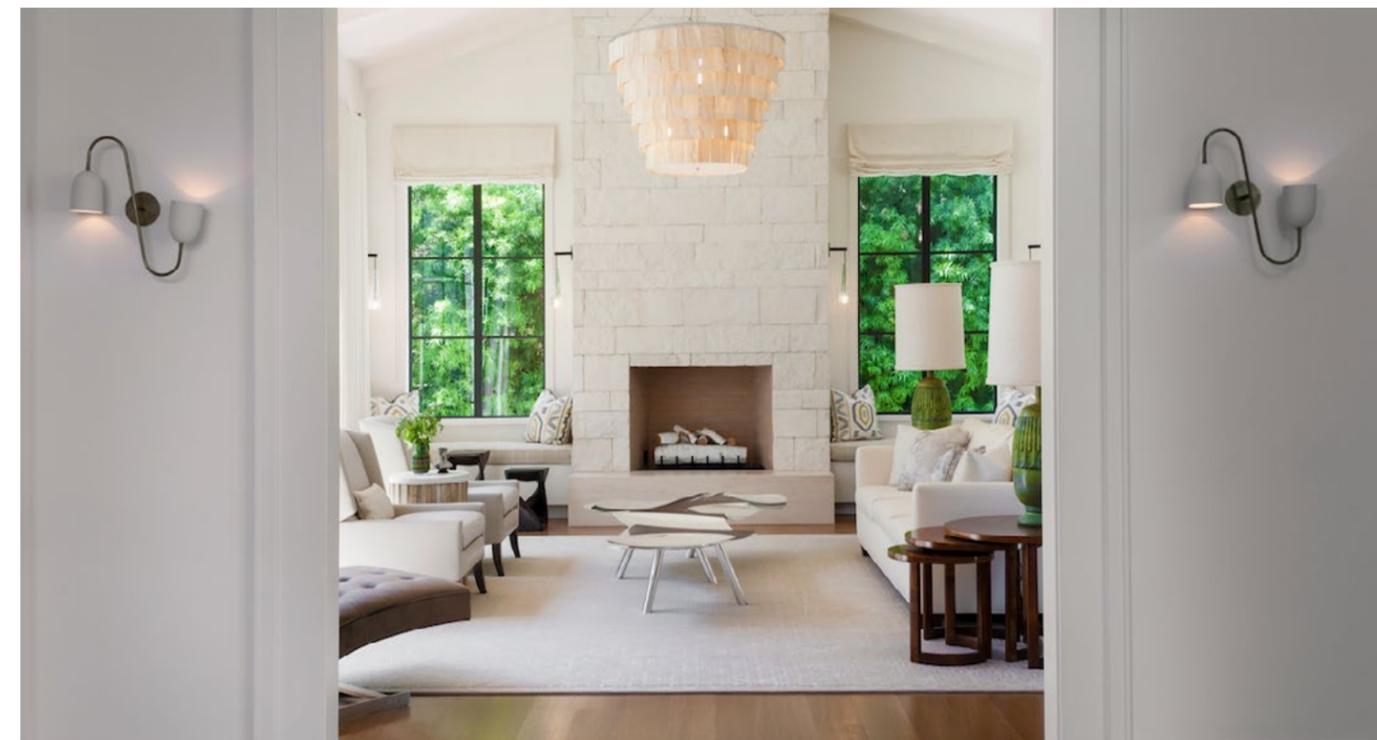
BEST CUP OF JOE
Caffe Luxxe



BEST GRUB
Hank's



BEST BAR
Porta Via



FOURTH QUARTER 2022: Pacific Palisades Market

	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$1,988	\$1,574	+26.3%
Total Number of Sales	58	95	-38.9%
Highest Sale Amount	\$29.5M	\$19M	+55.3%

AVERAGE SALES PRICE

OCT - DEC 2022

\$6,428,345

↑ 108.5% UP FROM OCT - DEC 2021

SANTA MONICA

Featured Home

304 14th Street, Santa Monica Sold \$5,351,800

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
10 Speed Coffee



BEST GRUB
Fia



BEST BAR
Chez Jay



FOURTH QUARTER 2022: Santa Monica Market

	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$1,772	\$1,694	+4.6%
Total Number of Sales	47	101	-53.5%
Highest Sale Amount	\$8.25M	\$12.92M	-36.1%

AVERAGE SALES PRICE

OCT - DEC 2022

\$3,398,936

↓ -18.5% DOWN FROM OCT - DEC 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
La Colombe



BEST GRUB
Wally's



BEST BAR
The Maybourne



FOURTH QUARTER 2022: Beverly Hills Market

	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$2,010	\$1,990	+1.0%
Total Number of Sales	80	115	-30.4%
Highest Sale Amount	\$51M	\$84.5M	-39.6%

AVERAGE SALES PRICE

OCT - DEC 2022

\$10,161,119

↑ +25% UP FROM OCT - DEC 2021

WESTWOOD

Featured Home

136 South Glenroy Avenue, Westwood Hills Sold for \$6,250,000

Just below Sunset Boulevard in a prime pocket of Westwood Hills is this stunning new construction home ideally outfitted for the modern homebuyer. With excellent curb appeal, the home makes an immediate impression with light-colored stack stone siding and a large natural wood front door behind the automatic driveway gate. Upon entry find a wide open floor plan, high ceilings and large windows for abundant natural light. The space is ideal for both relaxation and entertaining with multiple living areas, dining room and an incredible chef-inspired kitchen with island, butler's pantry and breakfast nook. The home has five bedrooms with one on the main level and four upstairs, inclusive of the primary retreat with a private balcony, a generous walk-in closet and spa-like bath with separate shower and soaking tub. From the family room pass through a wall of glass doors to the spacious backyard with a covered patio, built-in outdoor kitchen and turf lawn. Other features of the home include an upstairs laundry room, bar, powder bath, mud room, and attached two-car garage. Situated in a prime location, this home has access to Westwood's most popular amenities and is in close proximity to UCLA, Westwood Village, the Hammer Museum and so much more.

VIEW PROPERTY

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 Kazu Nori
			BEST BAR Barney's Beanery



FOURTH QUARTER 2022: Westwood Market

AVERAGE SALES PRICE OCT - DEC 2022	<h1 style="margin: 0;">\$1,736,624</h1> <p style="font-size: 1.2em; color: #e74c3c;">↓ -48% DOWN FROM OCT - DEC 2021</p>
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	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$858	\$1,371	-37.4%
Total Number of Sales	\$121	59	+105.1%
Highest Sale Amount	\$25M	\$16.75M	49.3%

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

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

Le Cafe de la Plage



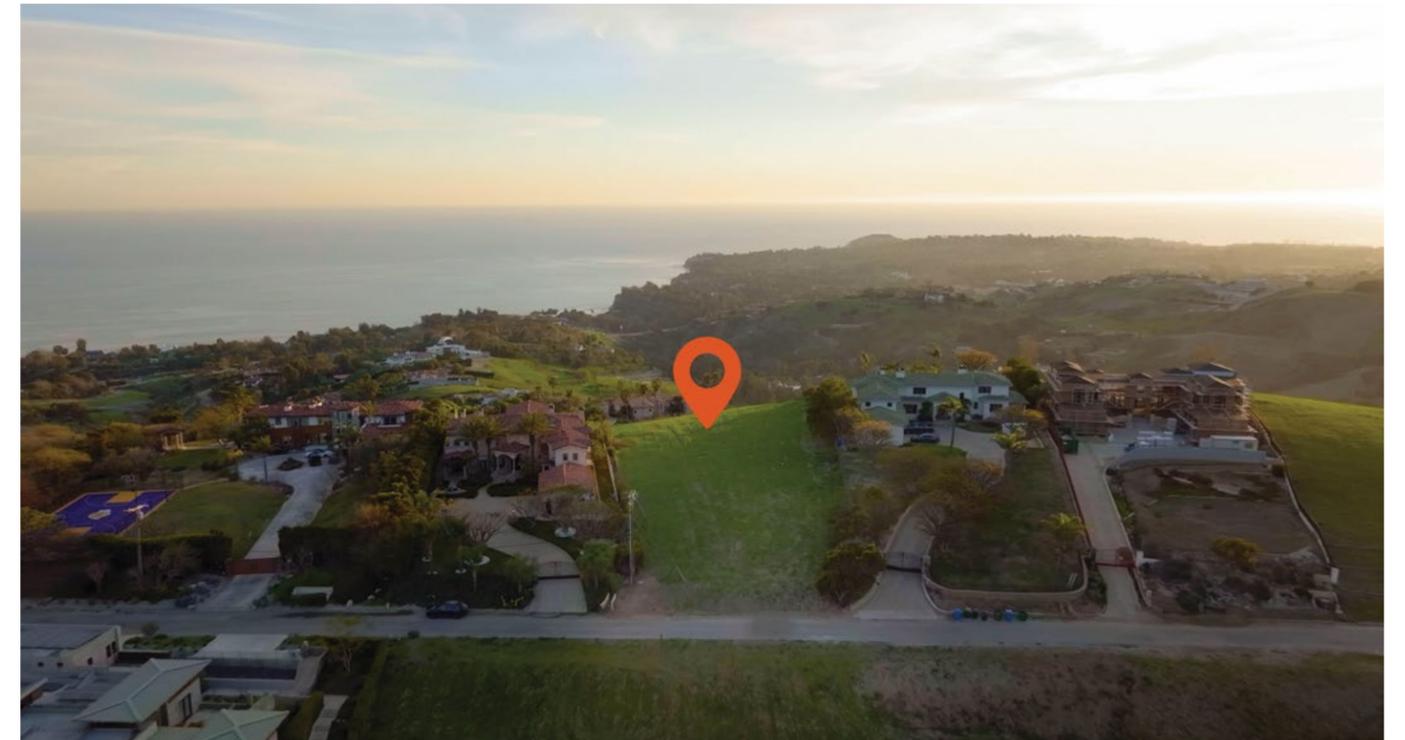
BEST GRUB

Broad Street Oyster



BEST BAR

V's Restaurant & Bar



FOURTH QUARTER 2022: Malibu Market

	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$2,103	\$1,871	+12.4%
Total Number of Sales	72	85	-15.3%
Highest Sale Amount	\$90.45M	\$21.8M	+314.9%

AVERAGE SALES PRICE

OCT - DEC 2022

\$6,461,528

↑ +22.1% UP FROM OCT - DEC 2021

VENICE

Featured Home

1053 Palms Boulevard, Venice **Sold \$3,785,000**

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 Gjelina and Ospi 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
Flowerboy Project



BEST GRUB
Ospi



BEST BAR
The Lincoln



FOURTH QUARTER 2022: Venice Market

	OCT - DEC 2022	OCT - DEC 2021	% Change
Average Price Per Square Foot	\$1,549	\$1,290	+20.1%
Total Number of Sales	47	144	-67.4%
Highest Sale Amount	\$7.23M	\$8.1M	-10.7%

AVERAGE SALES PRICE

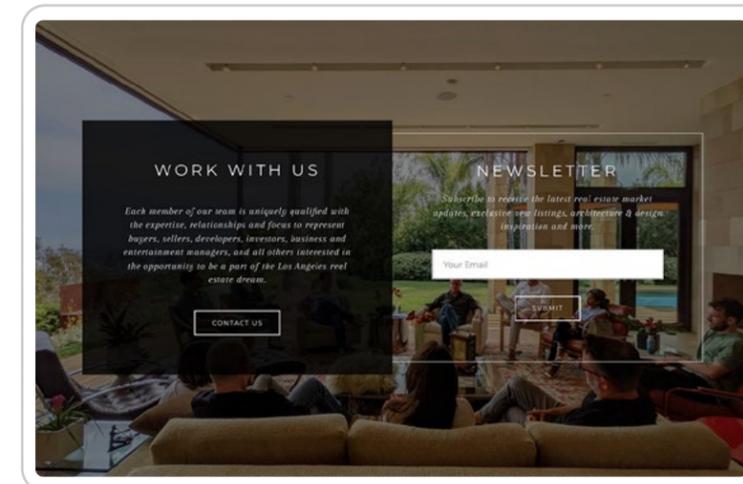
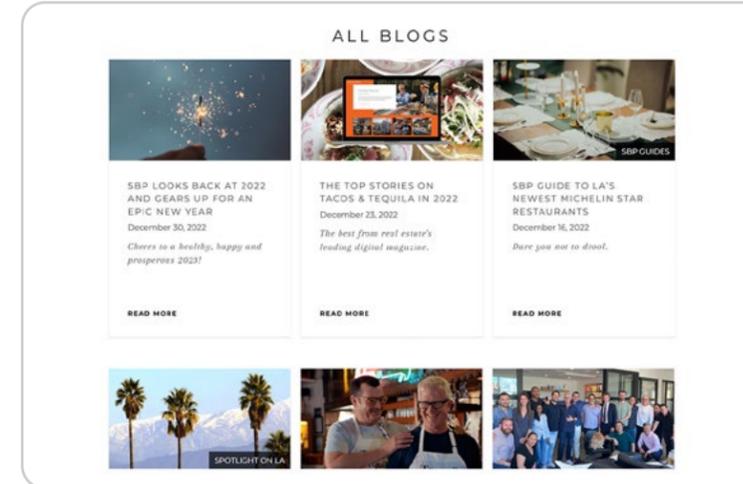
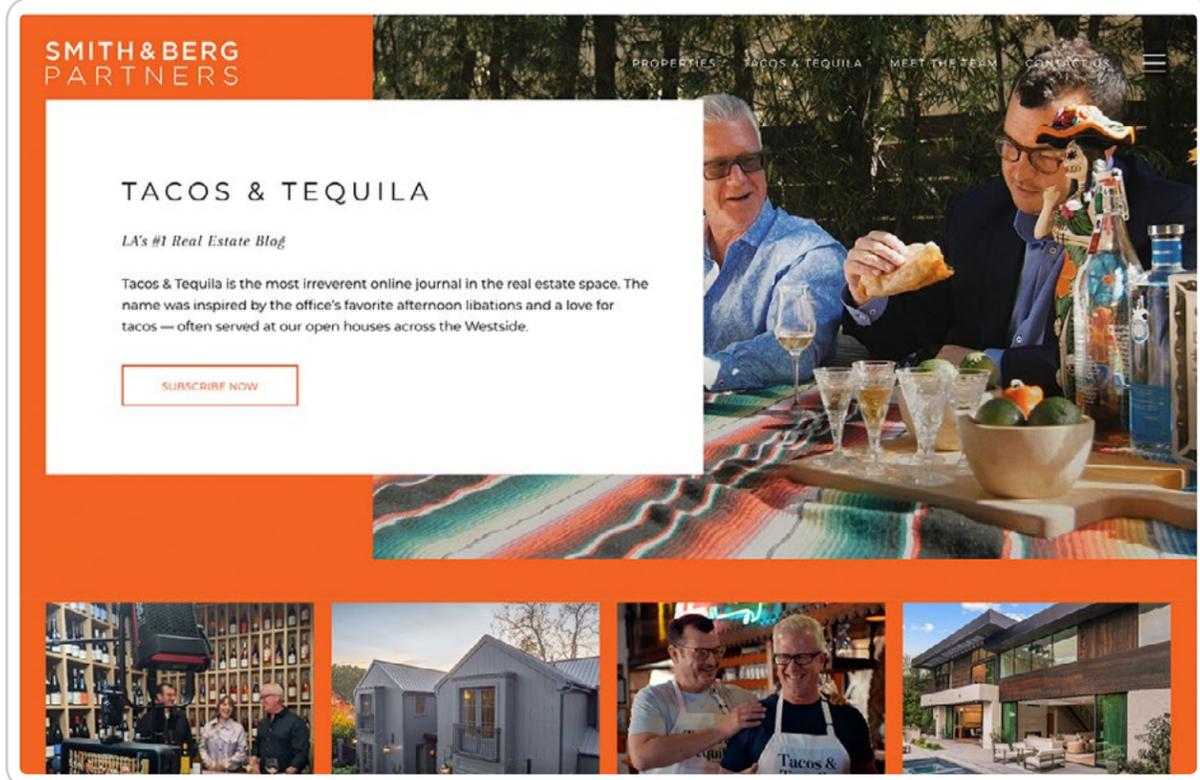
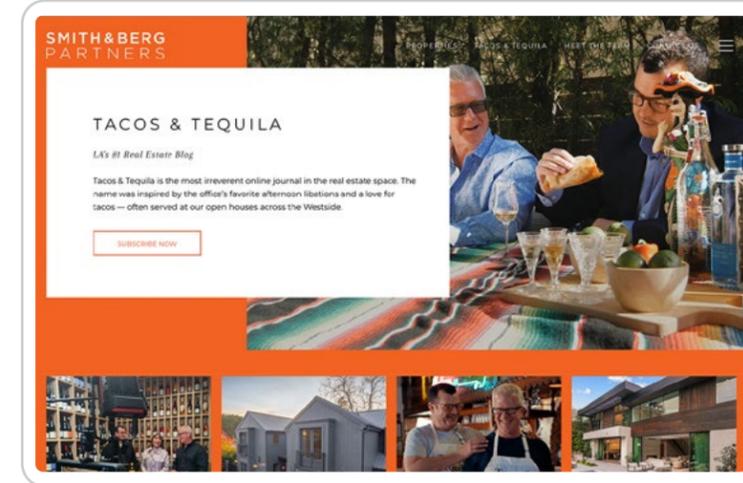
OCT - DEC 2022

\$2,660,979

↑ +28.7% UP FROM OCT - DEC 2021

SBP SNAGS
**TACOSAND
 TEQUILA.COM**

AND THE WEBSITE GETS
 A FRESH NEW LOOK



That's right, folks. The Westside's leading real estate team has gained official rights to none other than TacosandTequila.com. Head on over to explore the digital magazine now, and while you're at it, peruse our sleek, new website where you can discover fresh listings, meet the team and get in touch with total ease. It might be cliché but...new year, new us.



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

OCTOBER



The Issues with LA's Mega-Mansion Tax & Why You Should Vote No

10.08.22

Everything you need to know to vote no. To read the full story, visit [here](#).



Plan Your Fall Getaway to These New Boutique Hotels in Southern California

10.15.22

The first article in our new HIT Series. To read the full story, visit [here](#).



Q3 Lowdown: The SBP Market Report

10.22.22

Your real estate update has arrived. To read the full story, visit [here](#).



SBP Guide: The Best Neighborhoods For Trick-or-Treating in LA

10.29.22

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

NOVEMBER



Coffee & Community: An Interview with Gary Chau of Caffe Luxxe

11.05.22

Press play and get caffeinated.

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



The SBP Guide to Navigating Mortgage Rates in Today's Market

11.12.22

What's going on, and what's going to happen.

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



WTF, You Can't Say That at the Holiday Table! | Part II

11.19.22

Always go for LOL, not WTF.

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



The SBP Team Gets Grateful

11.26.22

Sending love and thanks.

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

DECEMBER



TacosandTequila.com Becomes the Official Home of SBP's Award-Winning Digital Magazine

12.03.22

YUP, you heard us!

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

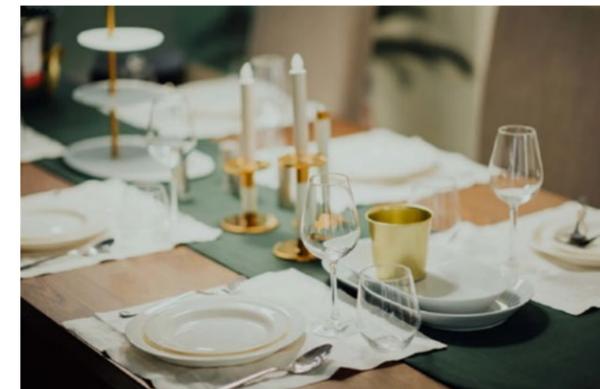


6 Activities for Your Winter in LA Bucket List

12.10.22

Experience the spirit of the season
without the cold.

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



SBP Guide to LA's Newest Michelin Star Restaurants

12.17.22

Snag a resy and indulge.

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



The Top Stories on Tacos & Tequila in 2022

12.24.22

The best from real estate's leading
digital mag.

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 2021, 2022
- **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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A leading Westside team at
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