

SMITH & BERG
PARTNERS



Q3 2021

**QUARTERLY LOS ANGELES
REAL ESTATE MARKET REPORT**

COMPASS



19

**Stats on
Stack Q3 2021**

A look at SBP's success
for Q3 2021.

20

**SBP's Top Taco &
Tequila Pairings**

Just a few of our
favorite things.

29

Tacos & Tequila

Highlights from real estate's
top digital magazine.

27

**Honors &
Highlights**

Gold stars all around.

SMITH & BERG PARTNERS

October 2021

To Our Clients and Friends:

Welcome to an epic Fall 2021.

It's exciting to get back to (a version of) normal. It's been exceptional to have the team in the office. We've really missed each other and are happy to safely gather once again.

We hope that you have found your own moments of joy in your home and perhaps on an adventure or two. It's likely you may have wondered about the current real estate market. We have enclosed a Market Update for the third quarter of 2021 which may answer some of your real estate questions and possibly generate new ones. As always, we are available to discuss any of your real estate interests or just to say hello and check-in.

We are committed to providing excellent service to our community with compassion and care.

You know where to reach us. We're looking forward to hearing from you. Stay safe, be well.

Our best to you and yours,



The Smith & Berg Team

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COMPASS

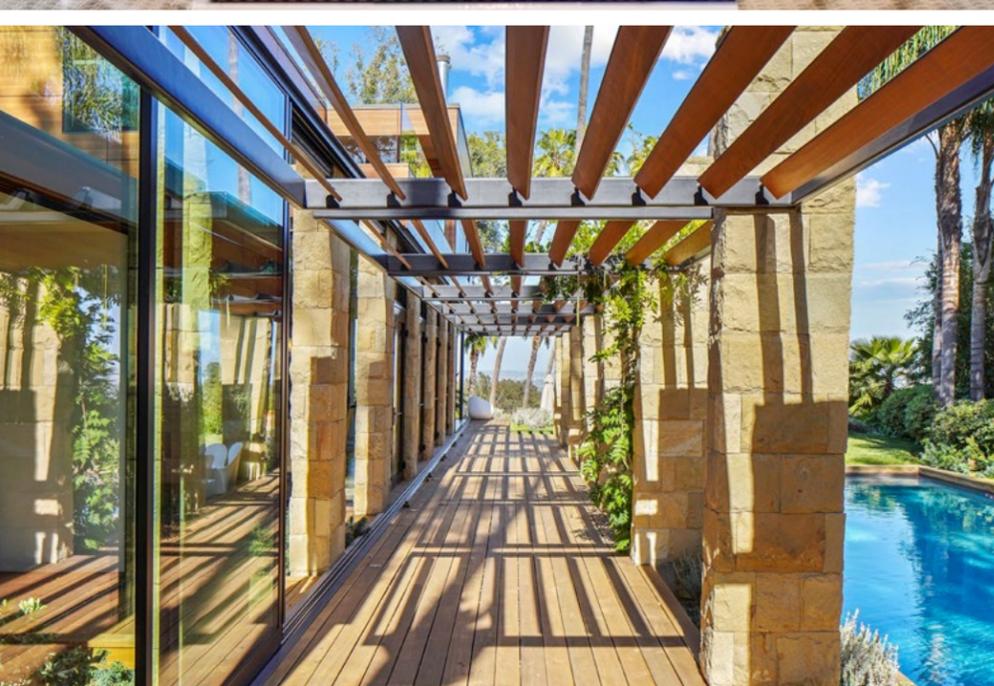


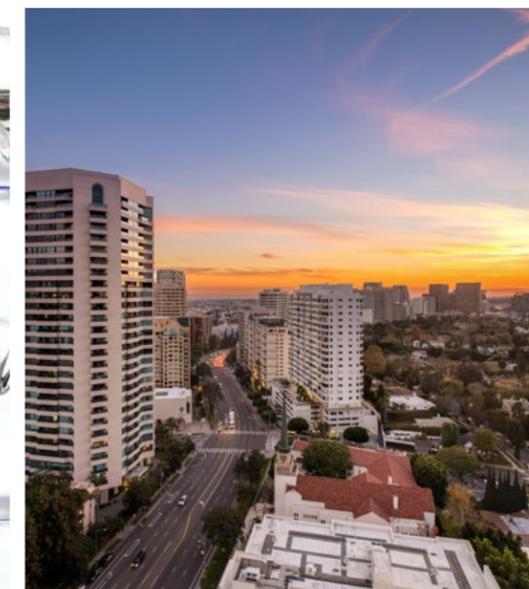
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19 Stats on Stack Q3 2021

13 in person team meetings, 136 homes sold. 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.

WESTWOOD
\$3,672,686.50

BRENTWOOD
\$3,278,427

**PACIFIC
PALISADES**
\$3,917,287

SANTA MONICA
\$2,732,438.50

CENTURY CITY
\$2,174,028

Q3 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
Joe and the Juice



BEST GRUB
A.O.C. Brentwood



BEST BAR
Vincenti Ristorante

AVERAGE SALES PRICE

JUL - SEP 2021

\$3,278,427

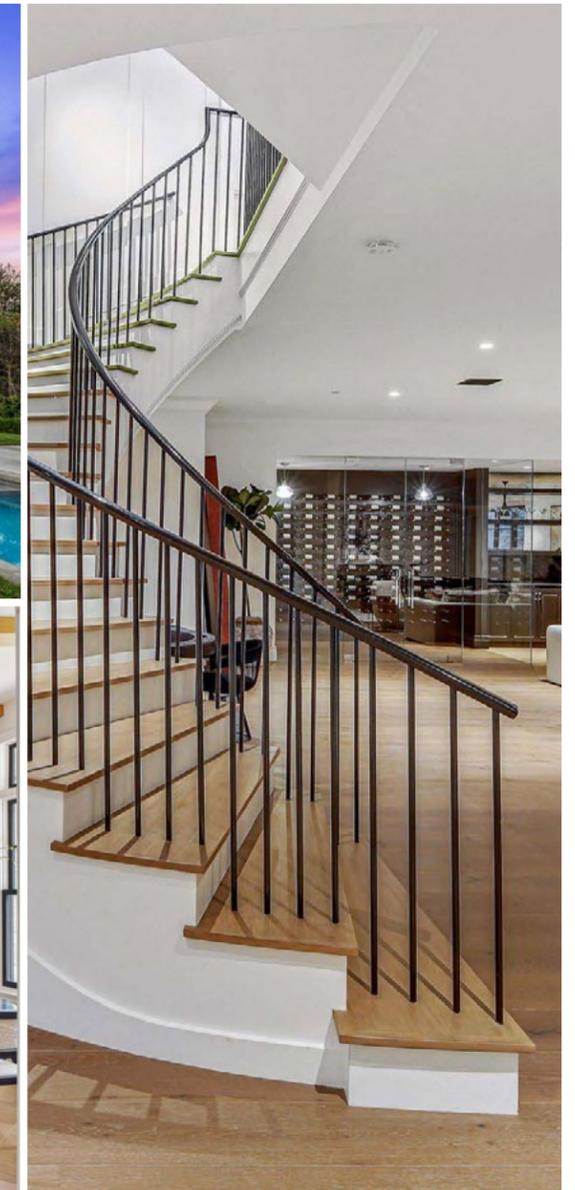
↑ +9.72% UP FROM
JUL - SEP 2020

TOTAL ACTIVE LISTINGS

JUL - SEP 2021

219

↓ -17.67% DOWN FROM
JUL - SEP 2020



THIRD QUARTER 2021: Brentwood Market

	JUL - SEP 2021	JUL - SEP 2020	% Change
Average Price Per Square Foot	\$1,118	\$933	+19.8%
Total Number of Sales	184	152	+21.1%
Highest Sale Amount	\$62.6M	\$25.8M	+142.6%

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
La Colombe Coffee



BEST GRUB
Hinoki & the Bird



BEST BAR
The Rooftop by JG

AVERAGE SALES PRICE

JUL - SEP 2021

\$2,174,028

↑ +85.2% UP FROM
JUL - SEP 2020

TOTAL ACTIVE LISTINGS

JUL - SEP 2021

68

↑ +3.03% UP FROM
JUL - SEP 2020



THIRD QUARTER 2021: Century City Market

	JUL - SEP 2021	JUL - SEP 2020	% Change
Average Price Per Square Foot	\$958	\$753	+27.2%
Total Number of Sales	36	15	+140.0%
Highest Sale Amount	\$7.25M	\$2.85M	+154.4%

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
Caffe Luxxe



BEST GRUB
Porta Via



BEST BAR
Enoteca 5

AVERAGE SALES PRICE

JUL - SEP 2021

\$3,917,287

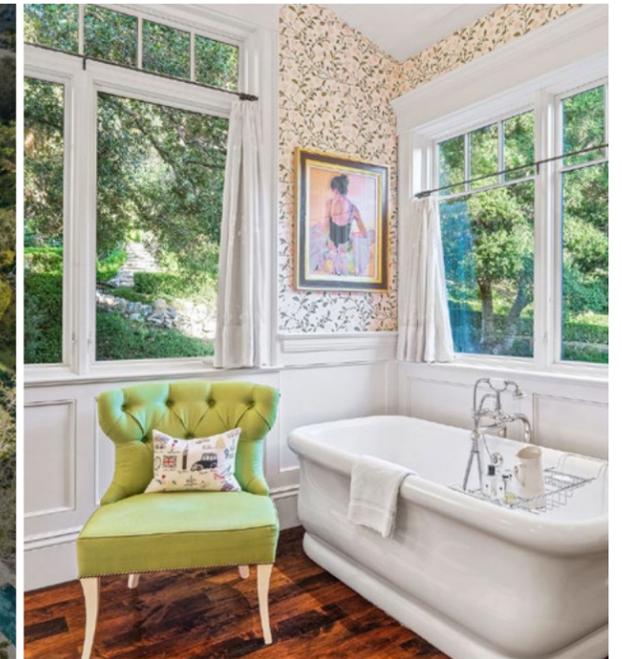
↑ +43.4% UP FROM
JUL - SEP 2020

TOTAL ACTIVE LISTING

JUL - SEP 2021

143

↓ -32.55% FROM
JUL - SEP 2020



THIRD QUARTER 2021: Pacific Palisades Market

	JUL - SEP 2021	JUL - SEP 2020	% Change
Average Price Per Square Foot	\$1,359	\$1,067	+27.3%
Total Number of Sales	126	115	+9.6%
Highest Sale Amount	\$83M	\$19.7M	+321.3%

SANTA MONICA

Featured Home

848 25th Street, Santa Monica SOLD

RECORD BREAKING SALE!

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
LaLa Land Kind Cafe



BEST GRUB
Birdie G's



BEST BAR
The Misfit

AVERAGE SALES PRICE

JUL - SEP 2021

\$2,732,438.5

↓ -6.4% DOWN FROM
JUL - SEP 2020

TOTAL ACTIVE LISTINGS

JUL - SEP 2021

474

↑ +15.89% UP FROM
JUL - SEP 2020



THIRD QUARTER 2021: Santa Monica Market

	JUL - SEP 2021	JUL - SEP 2020	% Change
Average Price Per Square Foot	\$1,362	\$2,372	-42.6%
Total Number of Sales	273	235	+16.2%
Highest Sale Amount	\$12.7M	\$19.8M	-35.9%

WESTWOOD

Featured Home

10593 Kinnard Avenue, Westwood IN ESCROW

Built by Thomas James Homes, this brand new home has been professionally designed, hand crafted to fit your needs, and comes with a full 10 year new home construction warranty. Located in vibrant Westwood, this five bedroom, four bath home from our Evergreen Collection presents a traditional display of crisp white siding with black wood shutters and doors. Just inside, discover a bedroom with full bath, perfect for overnight guests or working from home, plus a formal dining with gray painted ceiling and antique bronze light fixtures to complement those at the kitchen. Prepare gourmet meals in the kitchen, which boasts an island with bar seating, walk in pantry, breakfast nook and stainless steel appliances, such as a Bertazzoni gas range. Cozy up for movie night by the gas fireplace of the great room, or open the sliding doors to the back patio for a BBQ with friends. Make your way upstairs to find three secondary bedrooms, two secondary baths, a linen closet and laundry room with sink. Unwind in the grand suite which features a vaulted T&G ceiling with beam and luxurious bath with dual sink vanity, freestanding tub, walk in shower and closet. Interior finishes include wide plank oak flooring throughout the main floor, white shaker cabinets, beautiful quartz countertops and polished chrome plumbing fixtures.

[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
Fellow



BEST BAR
Le Bar de Simon

AVERAGE SALES PRICE

JUL - SEP 2021

\$3,672,686.5

↑ +47.5% UP FROM
JUL - SEP 2020

TOTAL ACTIVE LISTINGS

JUL - SEP 2021

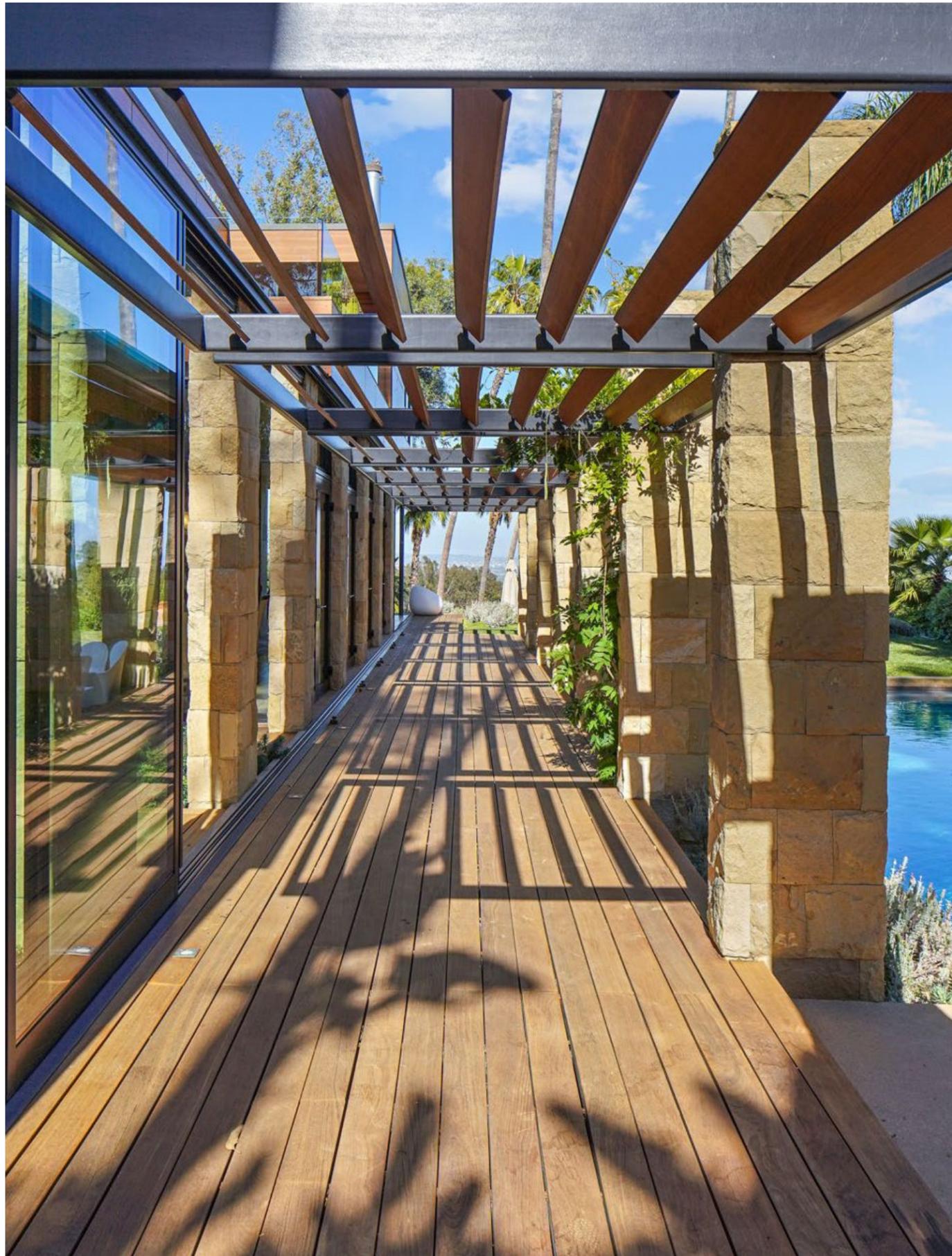
312

↓ -10.60% DOWN FROM
JUL - SEP 2020



THIRD QUARTER 2021: Westwood Market

	JUL - SEP 2021	JUL - SEP 2020	% Change
Average Price Per Square Foot	\$1,401	\$996	+40.7%
Total Number of Sales	133	86	+54.7%
Highest Sale Amount	\$47.7M	\$6.8M	+601.5%



13
 — IN PERSON —
TEAM MEETINGS

\$571,676,216
IN PENDING
&
SOLD HOMES

SMITH
 2021 Q3
 — STATS ON STACK —

143
ONE - ON - ONE
 coaching meetings with
 the team

BERG

14 LUNCHES AT
BALTAIRE

136 HOMES
 SOLD

— WITH —
 clients and friends

Longest period of time without checking texts
 — **1.5 HOURS** —
 1.5 hours during the Olympics Women's
 Skateboarding Finals.

FUN FACT >>
 LA IS THE ONLY NORTH
 AMERICAN CITY TO HAVE
 HOSTED THE OLYMPICS TWICE



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.

BLUE PLATE TACO

BAJA FISH TACO
X
CLASE AZUL BLANCO

CHULITA

BARBACOA TACO
X
DOS ARTES REPOSADO

TACOS TU MADRE

CHIPOTLE TOMATILLO CHICKEN TACO
X
EPIFANIA

FRIDA

TACOS DE CAMARON
X
CASA DRAGONES BLANCO

TREJO'S CANTINA

STEAK ASADA
X
DON JULIO 1942

LOQUI

PORK ON FLOUR TORTILLA
X
TEARS OF LA LLORONA



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



JULY

Breaking Down Feng Shui Principles with The House Club's Master Zhi Wang

07/01/21

Bring some harmony into your abode.

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



Maverick Design Talks Decor Staples for Each Room in the House

07/07/21

Things to make every room sparkle and shine.

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



New LA Restaurants We're Drooling to Try for Every Single Dish of the Day

07/14/21

Delicious grub for around-the-clock.

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

AUGUST

The SBP Team's Top Tokyo Olympic Moments

08/04/21

Going for the gold.

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



5 Homes with Interiors Designed to Showcase Your Stellar Art Collection

08/09/21

Walls that do, indeed, talk.

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



80s Decor Trends We're Still Obsessing Over Today

08/25/21

What's fresh and back in style.

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



SEPTEMBER

15 Shows We Can't Wait to Binge This Fall

09/01/21

Mark your calendars and get comfy.

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



Buying and Selling Real Estate: Your Biggest Questions, Answered!

09/09/21

On a mission to make your life easier.

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



Get to Know SBP's Smith & Berg...in 60 Seconds!

09/17/21

Up close and personal with the head honchos.

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* 2020 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



F. RON SMITH



DAVID BERG



ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



HANNAH PILKINGTON



BRANDON SMITH



RICK TORRES



KATY YAMBAO



BOBBY NEELY



TYLER DRINKWATER



PARISA SCHNIDER



RYAN BERGUM



COURTNEY WELSH



KRISTA MASELLA



GARRETT SANDERS



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A leading Westside team at
COMPASS

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