





# Adriana Bacelic

As a San Pedro native and life-long resident, Adriana is an expert on all things South Bay. She is a second-generation Realtor with an excellent understanding of the local community, both as an agent and a neighbor. Her attentiveness to client needs, extensive market knowledge and access to exceptional marketing strategies and cutting-edge technology give Adriana an edge which provides her clients optimal results.

Adriana believes transparency and communication are crucial to a successful relationship. She is respected amongst her colleagues and is a strong collaborator with agents, brokerages and lenders throughout the industry. She prides herself treating every client like a member of her family and making them feel supported and encouraged every step of the way. She is known by her clients as an aggressive negotiator with a fun and compassionate personality.

Adriana is a mother of two young boys and enjoys spending time with her husband and kids. She often travels to Croatia, where she spent years of her childhood visiting her family. She continues the tradition by taking her boys there as often as possible and teaching them the language, which she is fluent in.

Adriana looks forward to serving as your trusted adviser through the buying and selling process and making your experience memorable and enjoyable along the way.

Rolling Hills Estates

35 Peninsula Center Rolling Hills Estates, CA 90274 vistasir.com Adriana Bacelic

Realtor® DRE# 01881787 310.283.4900 adriana@vistasir.com adrianabacelic.vistasir.com

### INTRODUCTION

At Vista Sotheby's International Realty, we are committed to service like no other.

Clients around the world turn to Sotheby's International Realty after considering one key question:

"Who can do the most for me?"



### **TESTIMONIALS**

Adriana was referred to me by a friend who had a wonderful experience with her. I would also recommend Adriana to anyone who wants to buy a house, town-home, or condo. She is professional, reliable, and really nice. She knows the area very well, which was extra helpful for me since I lived a bit away. Adriana has a vast network of people in the real estate industry which really helped us find out all the back-ground info about properties we were interested in. I never felt that Adriana was just trying to get the most money she could off the transaction. In fact, we ended up buying a condo that was way below the price of other properties we were looking at and Adriana encouraged it rather than steering us to the more expensive ones. So, if you're looking for a great, friendly, and reliable real estate agent, call Adriana! When I want to move and buy something else, I will definitely ask Adriana!

-Milay Sinatra, San Pedro, CA

Maria and I can't thank you enough for all the hard work, dedication, and the time you spent in searching, investigating and at the end in helping us to buy our firs home, so quickly. You made it very easy for us. Adriana came to initial meeting with very helpful information and explained her process in a way that definitely showed her expertise in real estate. Super responsive as if you are her only client. Friendly and professional. We most definitely will suggest you to anyone we know who is selling or wanting to purchase a home, you are an expert in your field, and we were lucky to have you as a Realtor.

-Angelo and Maria Vukelja, Temecula, CA

I first worked with Adriana Bacelic in 2012 when my partner and I decided we were going to move in together. Adriana offered us guidance and a personalized experience where we felt supported and not pressured or hurried in any way. If it wasn't for Adriana showing us a listing and advocating that we make a smart financial leap of faith decision, one that would ultimately end up being our investment property, I don't believe we would be where we are today. Thanks to Adriana building a solid relationship with us almost ten years ago, she is our go-to for all of our real estate needs and has been successful with building that same partnership with multiple people we have referred over to her.

-Niko Gracin, Long Beach, CA

Adriana is a rock star agent!! We knew we were in good hands when Adriana helped us purchase our first home in San Pedro in 2017 and were excited to work with her again to upgrade to a larger property and sell our first home in 2021. Adriana worked tirelessly to find us suitable properties for sale, schedule viewings under COVID restrictions, and find the right buyer for our first home. She is extremely knowledgeable about the area and advised on the best strategy to submit a stand-out offer in a very competitive market. She is a terrific communicator, very responsive, and explains every step of the way, making sure her clients feel comfortable with ever decision and negotiation step, from offer to closing escrow. Our family is so grateful for her guidance, support, and thoughtfulness and are so impressed with her positive attitude during the entire home-buying process. We would not hesitate to work with Adriana again and recommend her to anyone looking to buy or sell in the South Bay!

-Gergana Burns, San Pedro, CA









### **TESTIMONIALS**

My wife and I recently had the pleasure of working with Adriana as our realtor for the purchase of our new home. From the very beginning, Adriana made it clear that she was dedicated to finding us the perfect home that fit our needs and budget. She listened to our wants and needs, and was always available to answer any questions we had. Adriana's knowledge of the local market was exceptional and she was able to show us properties that we would have never found on our own. She also provided valuable guidance throughout the entire process, and her attention to detail was second to none. Adriana's was able to secure the home we wanted in an extremely volatile market. We cannot recommend Adriana enough. She truly went above and beyond to make sure our home buying experience was a success. Her professionalism, dedication and attention to detail made the process stress-free and enjoyable. If you're looking to buy or sell a home, we would ONLY recommend Adriana. She's an outstanding realtor and friend who truly cares about her clients.

-Eric Fizulich, San Pedro, CA

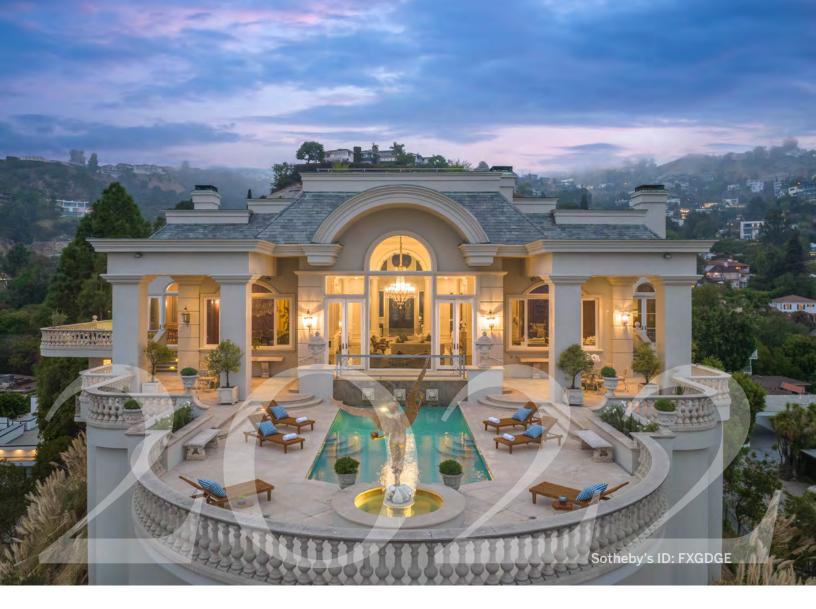
Adriana, is the most energetic, friendly, and intelligent agent we have come across. She was referred to us by a family friend for the exceptional work she had done with this individual during multiple buying and selling ventures. My wife and I started our first home buying adventure in the middle of a total sellers market. Adriana was there with us every step of the way. She never made us feel unimportant or a second thought. In fact, she explained every single thing to us in a simple and easy to understand manner without making us feel like we were out of our depth. We honestly don't think we would have been able to secure our first home without her. She was patient and kept us grounded through 18 separate offers, as you can imagine it was quite frustrating being rejected over and over again. Each time we lost a house, we would go back to the drawing board, reevaluate our priorities, and get back out there to see more houses. Adriana is a machine and was always sending us the latest listings, we had to have seen over 100 houses over our time searching. Adriana didn't skip a single beat. After a few months we finally found our perfect home and just moved in. Not only did we purchase our first home, we now have a new friend in Adriana. She put us first throughout the entire process and was simply exceptional. I would highly recommend her services, she is not only amazing real estate agent, but also an amazing human being. We cannot thank her enough for making our first home purchase a breeze!

-Sean Cruz, Lakewood, CA

We could not have been more pleases with the sales experience with Adriana. We have bought and sold a number of houses in the past but have never had as good an experience or as attentive an agent. We will never use another agent in the So Cal area. My wife and I HIGHLY recommend her. Adrianna, thanks again. Richard and Diane Paetz, San Pedro, CA

Adriana made buying our first home an uncomplicated, low stress experience. At our first meeting she was truly interested in getting to know us and helping us find a home that fit who we are and what we were looking for. Looking at homes on our own was at times an exhausting process, but once we connected with Adriana, her knowledge and expertise streamlined everything and made things much more manageable and productive. I believe first time and veteran home buyers alike could benefit from Adriana.

Sarah Jones, Tujunga, CA



### Trust in Vista

\$2.12B

2022 TOTAL SALES 1,122

2022 CLOSED TRANSACTIONS

8

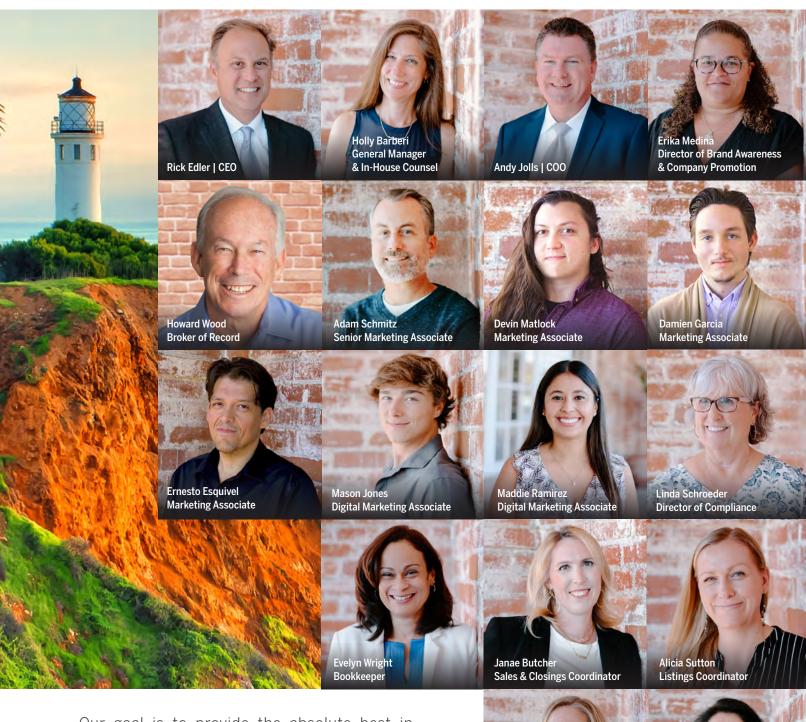
**OFFICES** 

267

ELITE AGENTS 18,360

FOLLOWERS ON SOCIAL MEDIA

### Unparalleled Support



Our goal is to provide the absolute best in professional support to our growing group of elite agents. The agents at Vista Sotheby's International Realty credit their support team for finishing smooth transactions and acting as loyal advocates along the way.







# Globally Connected

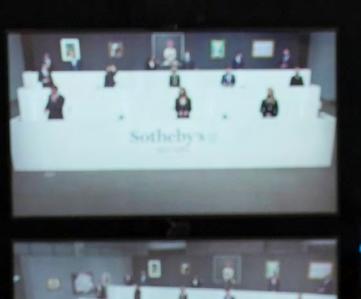
Sotheby's International Realty® is the only truly global real estate brand, with a network of residential brokerage companies in more than 81 countries and territories. Through our personal relationships, our sellers reach a highly qualified group of global clientele.

# Our Brand, Your Advantage

The Sotheby's International Realty® brand is built on the centuries-long prestige of the world's preeminent auction house. Our unmatched reputation gives our listings the best-in-class exposure they deserve and it assures buyers they are working with experts they can trust no matter where they are in the world.







NEW YORK







LONDON





# A Unique Collaboration

The properties represented by our network are exclusively promoted to the affluent clients of Sotheby's auction house through events, signature publications, digital newsletters, and brand initiatives such as The Collection, which showcases a curation of notable and private listings

# Exclusive Partnerships, Superior Exposure

The exposure and worldwide reach of our listings sets us apart. We partner with media powerhouses to introduce your home to discerning audiences worldwide. We complement those efforts with targeted digital and print advertising plans that are often exclusive to Sotheby's International Realty. In addition to your home being showcased on sothebysrealty.com, it will also be marketed on more than 100 local Sotheby's International Realty® websites.



### THE WALL STREET JOURNAL.



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() the Trade Desk

Instagram

**NIKKEI** 

(LUXURY ESTATE)

**EXPANSION** 

The New York Times

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FINANCIAL TIMES

facebook

MANSION GLOBAL

Google



**South China Morning Post** 

PROPRIÉTÉS

**James**Edition

PropGOLuxury

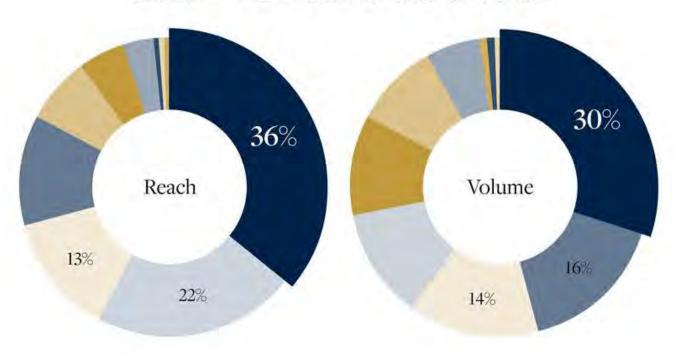
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### **Public Relations**

As the most profiled luxury real estate brand in the news, Sotheby's International Realty provides unmatched editorial exposure for notable properties.

Our public relations team fosters relationships with leading media outlets to build awareness for our brand, while managing its reputation and to generate exposure for your listings.

### 2022 - H1 Press Share of Voice

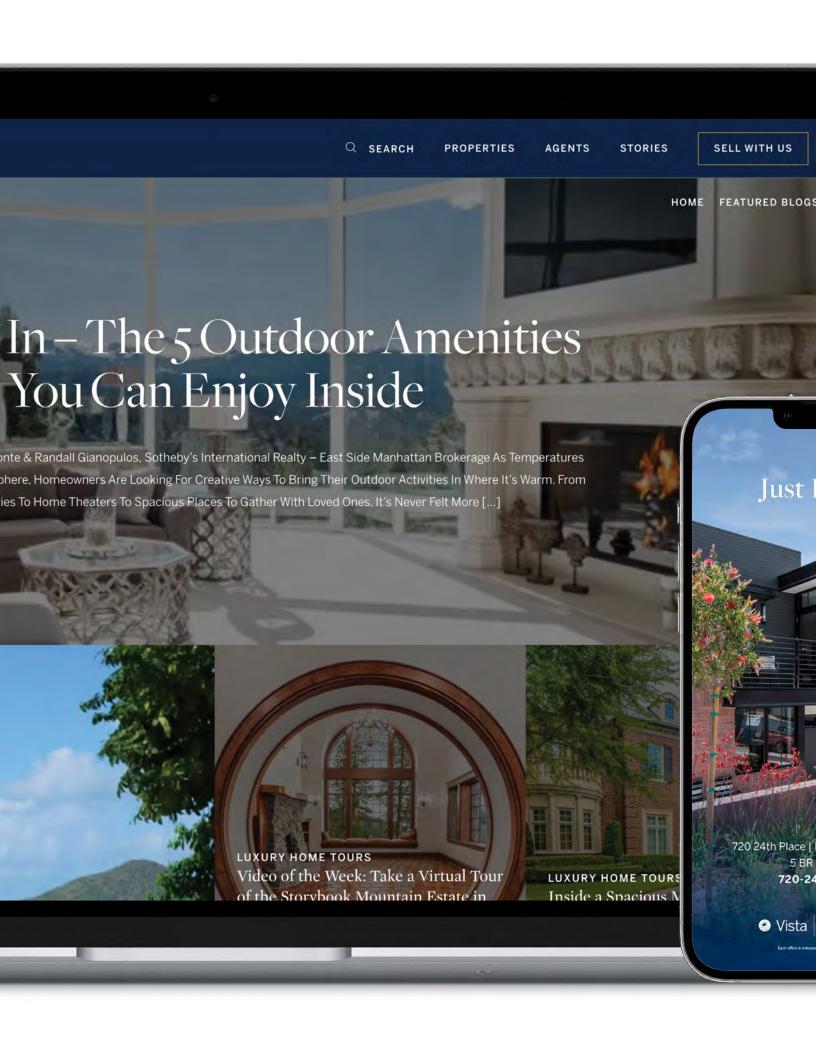


### SOTHEBY'S INTERNATIONAL REALTY





Source: Meltwater, January 1, 2022 – June 30, 2022.
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## Social Media

We craft exclusive social media content for people passionate about fine living. We have a growing number of more than 1M followers viewing our content on Instagram, YouTube, Facebook, TikTok, Pinterest, LinkedIn, Twitter, WeChat, and our popular RESIDE® Blog. Our award-winning YouTube channel has more video views and more subscribers than any other real estate brand.

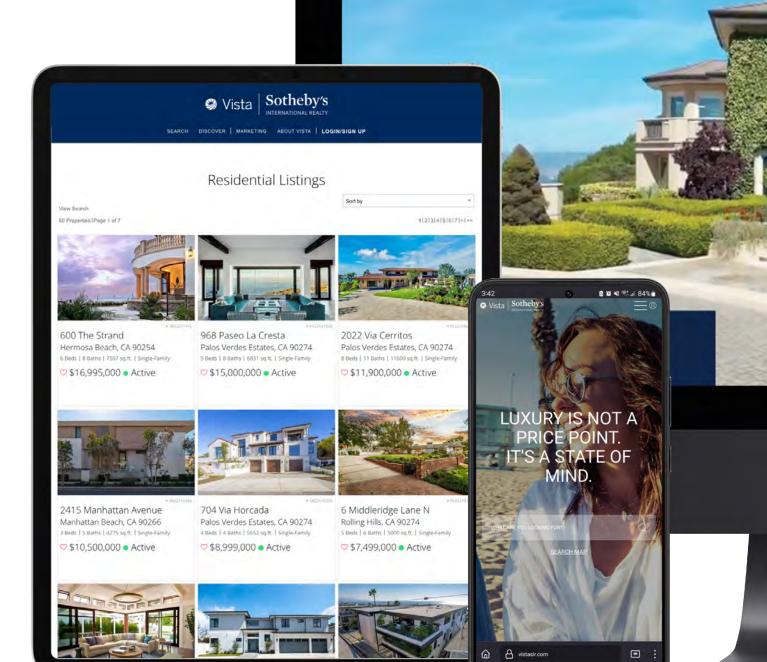
# sothebysrealty.com

Our website, enhanced in 14 languages, engages millions of buyers every month, immersing them in your home through rich content such as high-resolution photography, ultra-high-definition videos and virtual reality tours.

The rich and relevant content available on sothebyrealty.com, enables the site to get the best ranking positions in search engines like Google, maximizing the chances for a buyer to find your home.

Listings from around the globe can be accessed seamlessly on any device, and mobile users can directly text a sales associate from any listing page.







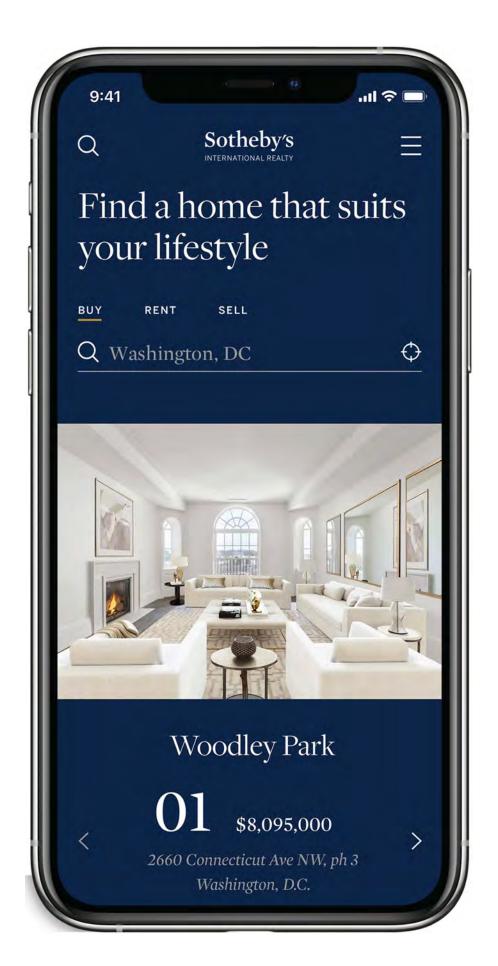


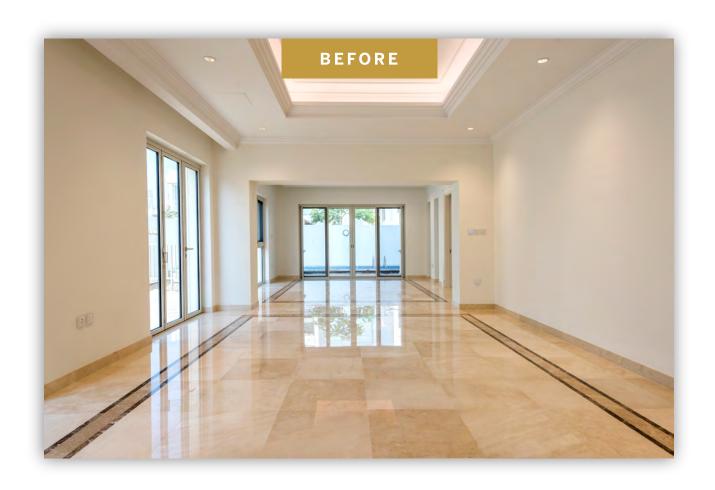
# Apple TV

Our innovative Apple TV app gives consumers the big-screen details of our properties from the comfort of their living rooms. It's the best way to explore a home from afar. Our app is the only one that lets users explore by lifestyle and amenities, highlight properties and recent searches, and view property videos.

# SIR Mobile

Our mobile app — now in 14 languages — is the only luxury real estate app that serves properties around the world. You can experience homes on your mobile device with property videos and 3D tours.







# Virtual Staging

Virtual staging is the transformation of photos into virtually staged scenes to make listings that are not furnished or in need of a refresh, look more appealing.

Virtually staged photos can improve marketing exposure of properties across sothebysrealty.com, Apple TV, SIR Mobile, and the brand's syndication partner websites.

At Sotheby's International Realty, we are proud to work with the best virtual staging experts in the industry.

# RESIDE® Magazine

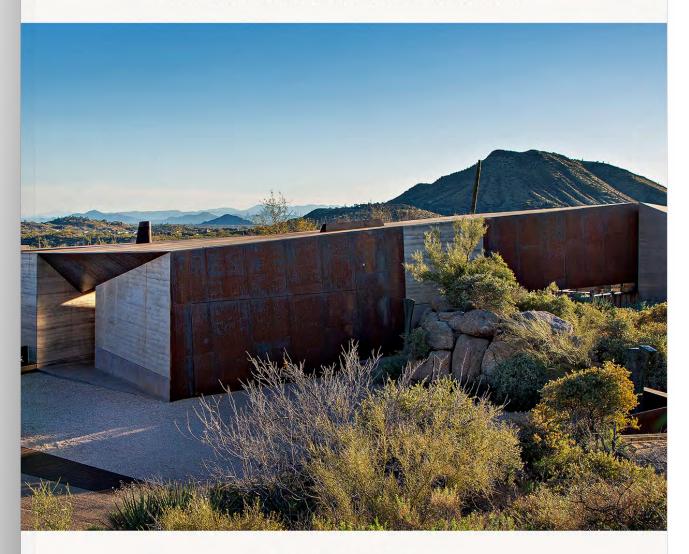
RESIDE is the Sotheby's International Realty® magazine devoted to the absolute finest in inspirational homes and lifestyles from around the world. Our magazine features captivating, in-depth stories and photography centered around Sotheby's Auction, interior design trends, architecture, locations, lifestyles and more.

Presented in print and digitally, RESIDE is a distinctly powerful way to differentiate our brand in the market and drive exposure to your property. All the content is artfully curated by Sotheby's International Realty and Sotheby's auction house, to impress and engage readers.

Issue 34 Spring 2023

# RESIDE

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Smythe Sotheby's & Jones INTERNATIONAL REALTY

# EACH REPORTER

### Redondo Beach stays ahead in waterfront lawsuit

### By Tyler Shaun Evains

a voter-approved bat waterfront developm Canal Redondo Beach has won another legal battle against the developer that wanted to rebuild the town's waterfront, but the yearslong lawsuit is still far from overhough the developer said the recent ruling won't impact the overall lawsuit. The California Court of Appeal recently and the standard of the sta

### Southwest under s of storm cancellation

Airline had canceled nearly 2,600 flights nationally, including many from LAX, other airfields

### By Michael Hixon and Kristy Hutchings Staff writers

and Kristy Mutchings
Study writers

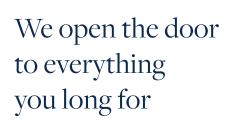
Throngs of Southwest Airlines passengers were stranded across Southern
California on Tuesday as severe winter
weather triggered cancellations and delayed flights throughout the nation.
Officials with the U.S. Department of
Transportation issued a statement calling
the transportation issued a statement calling
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Art, music showcase: Young Artist Society hosts two days of creativity Friday and Saturday. PAGE 2







Nothing compares.

VISTASIR.COM



310.546.7611

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED | DRE #01922362

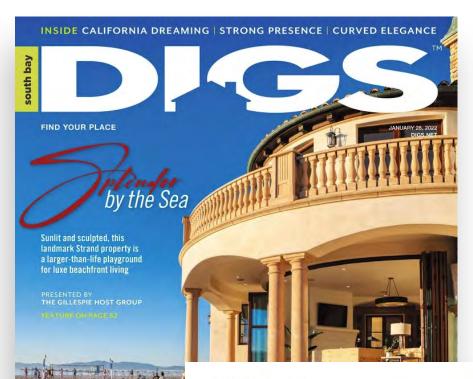
BEACH BEACH | HERMOSA BEACH | REDONDO BEACH | PALOS VERDES PENINSULA | LONG

# The Beach Reporter

The Beach Reporter is a weekly community newspaper serving some of the most affluent areas of Los Angeles County. For over 40 years, It has been serving the coastal beach cities of Manhattan Beach, Hermosa Beach and Redondo Beach. The Beach Reporter is considered a primary source of local news and events information, as well as a leading guide to local Real Estate listings, covering some of the most dynamic areas in the South Bay.

# DIGS<sup>TM</sup> Magazine

DIGS is the authoritative voice and media hub for luxury real estate in Southern California. DIGS creates and distributes media, creative, audio, video, print, and other content marketing assets that add value to their marketing partners by connecting and building relationships with active home consumers (buyers/sellers) in our local real estate community



SWEET DIGS | 600 THE STRAND



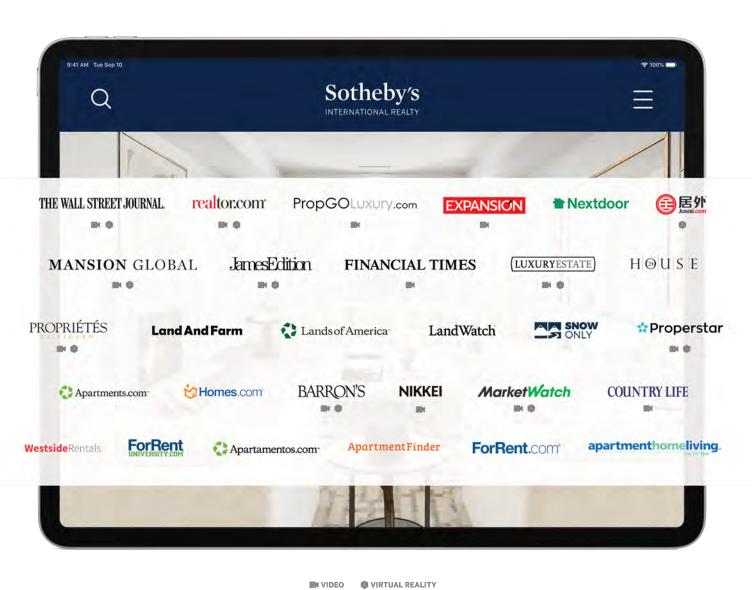
EAD SOUTH ALONG the Strand, from the Hermosa Beach Pier towards Redondo Beach, and you'll notice a shift in scenery. The sand flatters since to broad, easy ton avigate stretch of beachfront. Here, Strand homes are more level with the sand than at other points, and there's a heightned sense of east hat comes from the area being less populated by beachgoers and passersby. An mid-point, between the bustle of Pier Avenue and the peaceful expanse of Redondo's King Harbor, there's 600 The Strand: In a sea of remarkable occentration promits it's hand

At approximately 7,507 square feet, the estate-sized home sits on a generous corner lot that's as meticulously sculpted as its fresh, right interior. The property's dimensions make it nearly impossible to match in size, qualifying it as one of the largest properties on the Strand. "It has an extra eighten-by-a-hundred feet that the City has deeded to the property," explains real

Strand: In a sea of remarkable oceanfront properties it's hard not to slow down and gaze a bit longer at this residence.

estate agent Jack Gillespie. "So it's actually two and a half lots. It's as big as you can get on the Strand." Tidy green landscaping and open-air spaces, carved out for beachfront dining and relaxing, are interspected along an exterior that's been so defity linked with the home's interior, the two realms seem to blend as one.

To break down the home's scale, as well as for eye-catching visual appeal, the G-bedroom and S-bathroom residence has been designed not as a single boxy mass, but as a series of interacting volumes. And its extent, characterized by a series of classic archways and colonnaded balconies, makes no apologies for its grand look. Nor, when you set phrungh the front doors, does the entrance hall, which reaches up two levels and gives om uch natural light and sky views it's hard not to instantly feel more bougant. There's an oval stairwell to anchor the impressive space and serve as the home's centre—sunny and free-flowing, courtey of an octagonal skylight and a well-placed network of windows and interior balconies.



EN TIDEO

 $\hbox{*Properstar will expand our syndication portfolio by 34 additional websites}.$ 

## Property Syndication

The exposure and worldwide reach of our listings is a crucial piece of what sets us apart from the rest of the industry. Our global media partners include the most authoritative news, lifestyle, and financial voices, as well as real estate-centric websites. Once a home is showcased on sothebysrealty.com, it is syndicated to more than 30 international websites that are leaders in their categories and markets, and will also be marketed on more than 100 local Sotheby's International Realty® websites.

# Sotheby's Concierge Auctions

Sotheby's Concierge Auctions is the leading global marketplace for luxury real estate auctions. This partnership between Anywhere Real Estate Inc. and Sotheby's auction house gives Sotheby's International Realty credibility and legitimacy in the auction sale format for luxury properties.

Auctioning a property enables homeowners and agents to accelerate the timing of a sale to as little as 60 days. In fact, auctions can build interest and competition for properties in a finite time period, just as they do for expensive artwork, wine, and cars.

In September 2022, Sotheby's Concierge Auction's global sales achieved \$915 million in competitive bids.

# Sotheby's CONCIERGE AUCTIONS





NEWYORK





Despite the ups and downs last year brought with it, the Southern California real estate market has proven itself to be incredibly resilient. With homes moving so quickly, now is a great time to buy, sell, or start getting ready for the spring selling season. I would love to hear what your goals are for this year and to help you create a plan to put those goals into action! Above all, I hope this new year greets you with a renewed optimism of what lies beyond the horizon.

Wishing you a happy and healthy start to 2021,

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#### Vista Vision

Vista Vision is an optional monthly agent-centered email newsletter with relevant real estate market info sent to the agent's provided contact list. Our agents have the choice to distribute a personalized message, as well as our specially curated collection of real estate market statistics, articles and videos with specific relevance to our market and their business. Regular, engaging and relevant content, delivered to their spheres, keeps our agents at the forefront of our hyper-competitive market.

#### Our Distinction.

We deliver a singular experience to every client by going above and beyond their individual needs. We connect with consumers who share our elevated vision by leveraging our brand's heritage and sterling reputation. We utilize our advantage as a global luxury real estate network to provide unparalleled reach, and partner with leading media to obtain the best possible exposure. Our listings are showcased with the highest quality production and the latest technology for even greater impact.





## Vista Offices

