

ADRIANA BACELIC

Written by Haley Freeman



In 2010, Adriana joined her mother and began her career as a Realtor®. “Everyone in her office had known me since I was little, and one day we were talking about it, and she suggested that I may want to try going out on my own. I really wanted to establish myself and know that I could do it.”

Adriana knew she wanted to remain in her home community of South Bay, preferably near the beach. And as a member of a multinational family, it was also important to her to find a company with a strong international presence. Then she met with Vista Sotheby’s International Realty in Redondo Beach and learned they were opening an office only a block away from the sand. “I think it was meant to be,” she says. “Sotheby’s has an interconnected global network, and we get phone calls from all over the world from people looking for properties, especially in the affluent South Bay. It’s nice to have offices in so many locations throughout the world where we can send out and receive referrals, or go meet with clients in person.”

This year, Adriana traveled to her family’s home country of Croatia and did just that. “I just had a baby and wanted him to meet my grandma. I was also excited because Sotheby’s had recently opened an office in the city of Split. It was kind of like a dream falling into place for me when I was able to meet clients there this summer and begin building a relationship with that office. My husband is from Italy, and there is a huge Croatian and Italian community in San Pedro. Developing business with this community is really driving me right now. I’m bringing my two great passions together.”

Adriana Bacelic grew up knowing real estate was in her blood. Some of her earliest memories include sitting in her mother’s real estate office after school or helping out at open houses on weekends. She recalls, “One of my favorite games she played with me was guessing the square footage, and I would get a little prize. At a really young age I realized what real estate could do for people. It’s not just about a house. It’s a home and an investment. I learned to appreciate the importance of that, and I wanted to be a part of it.”



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Adriana’s lifetime of real estate education, local expertise and international reach are further enhanced by her genuine desire to see that her clients have an outstanding real estate experience. “Even though I’ve been around the business my entire life, nothing compares with going through the process yourself. After my husband and I purchased our first home, I gained a whole new respect for what my clients are going through. I realized firsthand how stressful a real estate transaction can be, even for a Realtor®! We have all the same problems anyone else does when we’re buying a home. I learned how important it is to do everything you can to relieve your clients’ stress. It’s great to be able to say to them, ‘I’ve been there. We’re in this together, and we’re going to take these steps to get this done.’”

Straightforward and honest, Adriana faithfully communicates throughout a transaction, providing guidance without being pushy. She would rather help a client purchase a home they can comfortably afford, than one that costs more and will feel like a burden later. “I want them to love what they’re buying and be able to enjoy it without the stress of worrying every day about how they’re going to pay the mortgage. One of the lenders I work with, Corey Schumacher at Kinecta, is amazing, and he looks at it the same way.”

The trust Adriana builds with her clients inevita-

bly evolves into lasting friendships. “It’s important to me that when people think of me, they say, ‘This is my friend. She is also a Realtor®.’”

Adriana’s husband, Dominic Agrusa, is a contractor and owner of Agrusa Construction. They share a passion for homes, and he is a great resource of advice about property renovations. “It’s nice to have him there sometimes to go through open houses and look at properties with me.”

Adriana brings the best of her local expertise and global perspective together in real estate, and she strives to serve every client with the same level of excellence. “I think when people hear the Sotheby’s brand, they automatically think of luxury. I provide luxury service to every client; the price point isn’t what matters. To me, luxury consists of the way we treat people, not what the home is worth. Everyone deserves the best service.”

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