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Published as a Newspaper of general circulation as defined in Section 8008 of the Government Code for the City of Beverly Hills, for the Beverly Hills Unified School District, for the County of Los Angeles, for the State of California and for other districts which include the City of Beverly Hills within each such district's respective jurisdiction in accordance with C110591 in Super for Court, California, on February 26, 1998.

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Joyce Rey and Stacy Gottula

## Joyce Rey And Stacy Gottula - Savvy Negotiators With Big Clients

By Victoria Talbot

Legendary Beverly Hills realtors Joyce Rey and Stacy Gottula brought *The Courier* up to Lania Lane for a breathtaking view of the City in a palatial estate leasing for a cool \$475,000 month. We were there just in time; the home was rented within an hour of our visit.

Tucked inconspicuously away from prying eyes, the home crests a nestled hillside off Coldwater Canyon. Cantilevered grape vines wrap the mountainside in green trellises. Behind the majestic villa the hillside is swathed in olive trees, gracefully lending shade and an air of antiquity to the landscape. Each room is framed with windowed views stretching to Palos Verdes and beyond, amidst vaulted ceilings and oversized chandeliers.

Such sumptuous grounds have been the purview of these women since they joined forces to build a winning team.

Joyce Rey wears her success with an air of sophistication and restraint following a career that spans decades of success in the highly competitive Los Angeles market. Since 1978, she has been tackling the business with savvy, establishing her reputation for negotiating landmark estates. Rey has an impressive record that includes being the #1 Coldwell Banker Realtor in the World in June 2011 and in 2012. Her career has seen nearly \$2 billion in sales. She has received the Lifetime Achievement Award from the Greater L.A. Board of Realtors.



**POWER PLAYERS**—The 25-acre estate with guesthouse, vineyards, detached disco/bar, tennis court and detached security center on Lania Lane.

When we met up, Rey was on her way to Europe to ink a deal to represent the sale of a small town... in addition to an estate in Montecito. She has represented celebrities including Sonny and Cher, Nicholas Cage, Ringo Starr and Hugh Hefner. She currently represents Robin Williams' 640-acre Napa Valley estate at a cool \$29.9 million.

Gottula mastered San Francisco real estate before coming to Beverly Hills and ultimately, forming the Joyce Rey/Stacy Gottula Team at Coldwell Banker, achieving the Previews International designation in record time.

The two are recognized internationally for their prestigious clientele, discreet negotiating skills and impressive inventories. Together they boast

\$325 million in residential real estate transactions in 2013.

Focusing on the luxury real estate market, the two are internationally renowned as the realtors for the nation's highest-priced sale for 2010 with "Le Belvédère," listed at \$72 million.

In 2013, the two women sold "Le Palais." Listed at \$58 million, the highest-priced residential sale in Beverly Hills last year.

An article was published in *The Courier* May 16, 2014, headed "Miami of 944 Airole is Also Developer On Four Trousdale Projects." That article referred to fatal accidents in that area which claimed the lives of two Los Angeles police officers and injured others. The article does not imply or infer that Mr. Miami was responsible for the accidents.

**RESIDENTIAL/COMMERCIAL SIGNS**—These commercial real estate signs are on the 400 block of North Beverly Drive and 9400 block of South Santa Monica, residential at 125 Rexford Dr. and 803 Bedford Dr. See some signs? Send your smartphone pics to us at [vtalbot@bbcourier.com](mailto:vtalbot@bbcourier.com). Include date and address.



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**JOHN BYERS LECTURE AND TOUR**—The Santa Monica Conservancy is hosting a lecture June 1 and a tour June 8 of the architecture of John Byers. Featuring authentic Mexican and Latin American adobe, terra cotta roofs and floor tiles, handcrafted wood and wrought iron, Byers was a leader in popularizing a style that has become synonymous with Southern California architecture. The lecture will be at the Unitarian Universalist Church at 3:30 p.m. and the tour will commence from noon to 5 p.m. A reception follows. For tickets call 310-496-3146 or email [info@smconservancy.org](mailto:info@smconservancy.org); for more information visit [www.smconservancy.org](http://www.smconservancy.org) Photo by Dwight Flowers

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