



Having once gone through a negative real estate purchase experience, Rachel Liberati, of Howard Hanna Real Estate Services, set out to become a REALTOR® who actually put other's best interests before her own.

Although this was in 2009, just after the market crashed, and she was in Chicago — which happened to be one of the worst markets in the nation at the time — Rachel decided to go

for it anyhow. “Everyone thought I was crazy but I really felt it was the right move for me. I figured if I could do it then, being a brand new agent in Chicago and not knowing anyone, then I could do it anywhere and anytime,” Rachel explains. “So I gave it a shot and it took off.”

And just one year later, when she and her husband were expecting their first child, they decided to move back home to Ohio, and Rachel started all over again. “I’ve been doing this now for 12 years and I just have a blast getting to know people,” says Rachel, who serves the Chagrin Valley, Hunting Valley, and Gates Mills area. “I tend to try to help anyone who comes my way,” Rachel said. “I could have a sale that’s \$150,000, or I can have a sale that’s \$3 million, it’s just a matter of where your connections lead you.”

Rachel’s clients appreciate her relaxed way of doing business all while maintaining strong ethical standards. “I believe in ethics and in karma. I have a really strong moral compass, so I know that if I’m working in my clients’ best interest, then I can sleep at night and I never have to worry about anything.” Rachel also believes in letting her clients set the pace of the process to make it less stressful and more enjoyable. “I always tell my clients we’ll follow their schedule and go at their pace.

You’ll never get rushed by me or pressured into doing something you don’t want to do.”

The relationships she forms with clients and colleagues alike are such an important aspect of Rachel’s business and something she really focuses on with intention. In an industry that can often be cut-throat and competitive, Rachel prefers to work as one big team with others in her office, even though she works as an individual agent. “Peer relationships are so important because they can end a deal before it’s even started. I’m more of a ‘team-get-the-deal-done’ person rather than being like a bulldog,” Rachel says.

Working as an individual agent is also something Rachel prides herself on, especially when it comes to the milestones and achievements she has attained all on her own. She recently made the list of the Top 3% of agents in the country, which she is most proud of. Additionally, she has received the National Sales Excellence Award, the Mega Million Dollar Sales Award, OAR President’s Sales Award and Hanna’s Best of the Best Award. She’s also a HH Champion’s Club Member and a Homes of Distinction Specialist.

Outside of her work in real estate, Rachel enjoys painting, playing tennis, spending time with her kids, traveling, and tending to the little farm on their property. She also chairs the Chagrin Falls Trike & Bike, which supports pediatric cancer research at Cleveland Children’s Clinic.

As she looks ahead, Rachel’s goal is simply to keep providing top-quality service to her clients for as long as possible. “I would like to remain on my own. As much as I love a team environment, I like knowing that my clients are going to get me every time,” Rachel stated. “They’ll never have to worry about being pawned off to an assistant or anything like that for as long as I can do this job. I want to help people find their home and make the strongest investment possible.”

## RACHEL LIBERATI

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