

TOP AGENT

MAGAZINE

MICHELLE GRACI



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“I go above and beyond for my clients,” Michelle Graci explains, while discussing her business. The daughter of a contractor, real estate was always a part of her life. After working in the production industry, she decided to take the leap and become a real estate agent in 2012. She hasn’t looked back since, and can’t imagine having any other career. Today she works with Rodeo Realty, serving the greater Los Angeles area. Over the years, the high profile homes of celebrities have become somewhat of a specialty

for Michelle, as clients appreciate her discretion and work ethic. But Michelle is happy to help any and all types of buyers, sellers and investors with their real estate needs. Her main priority is guiding them throughout the transaction and helping them make the right decision.

“I don’t believe people should be pushed into a sale, I think they really need to make sure they take the time to find the perfect house,” Michelle explains. “I like to tell them, ‘if it’s



not this house, then a better one will come along.” Although she has seen some agents take a more aggressive approach, Michelle truly believes that it is always better to support a buyer or seller throughout the transaction. Understanding the emotional and financial stresses that can come with buying or selling, she takes her job very seriously, and is

completely supportive of her clients every step of the way. This includes offering a full turn-key service so her clients do not have to worry about a thing. “I think at the end of the day, my clients remember me more for being a concierge, luxury type agent. I make sure their homes are taken care of and that they have the support they need.”



Although real estate is Michelle's main passion, she also loves giving back to the community. She has partnered with a charity called MVP (Merging Vets and Players), which helps veterans in the area. "Whenever anyone working with this charity gives me a referral for a property worth over \$1 million, we donate \$5,000 back to the charity," she explains. "On top of that, if any other people in the local community ask me to donate that money to their school or program of choice for a sale over \$1 million, we donate another \$5,000 back to that," she explains.

This organization holds such a strong place in Michelle's heart that even her son volunteers for the program. "I do believe giving is growing, and growing is giving. You have to do both. You have to give back to the community in order to grow your business."

Genuinely caring for both her community and her clients, it is no surprise that Michelle has collected countless five-star reviews about her service. One recent testimonial read, "Her extensive real estate knowledge, calm and collected demeanor and amazing attitude car-



ried us through the whole selling and buying process. It was truly a breeze! She listed our home on a Thursday and with her incredible marketing tactics we had multiple **OVER ASKING PRICE** offers by the weekend! She carefully selected the most appropriate buyer and quickly executed the negotiations. During

the same weekend we found our new home at an open house. She somehow effortlessly juggled both our sale and our purchase (with a contingent offer based on the sale of the current home). Thanks to Michelle we sold our home for more than we had expected and we were in our new home a month later.”



Currently, Michelle is working on growing her business even more, and is excited to market her newest listing 1279 Ozeta Terrace, a beautiful home originally built for Lana Turner. “It has become a celebrity oasis, with Liza Minnelli, Lindsay Lohan, Diana Agron and others call-

ing it home,” she explains. And as Michelle’s business continues to expand, her love for the industry will undoubtedly grow with it. “I just love placing good families in good homes, and I love making people money on their real estate goals and endeavors.”



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