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## **Jones joins Residential Properties Ltd. as sales associate**

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Rachel Jones

Providence, RI Rachel Jones has joined Residential Properties Ltd. (RPL) as a sales associate. Before coming to RPL, Jones received various accolades including the Diamond Sales Award from the Northern Rhode Island Board of Realtors for the past three years, the “Best of Zillow” award, and most recently the Excellence in Real Estate Award from Providence Monthly which will be released in the July 2020 edition.

Jones also had the highest number of transactions in her office for 2019 at her previous brokerage. When asked about the transition from her previous company, Jones says the biggest difference is that at RPL the whole company is at her disposal whenever she needs them, either in person or remotely. “Everyone is so responsive and really wants to help you succeed. I have been in direct communication with [president & CEO Sally Lapidès] throughout this transition and it really speaks to how she runs her company.”

Now that Jones is here, she brings a strong book of business that she has been nurturing to the company, and a willingness to share information and tips. Her open-mindedness and enthusiasm to learn from others provides her with the right mindset to grow. This will help her future aspirations to become an associate broker and possibly manage her own office someday. For now, though, she is looking to become an expert on the fantastic benefits RPL offers and share them with her clients.

“I see how colleagues in the office respond to queries, and share information. I know my clients will certainly benefit from this. Having immediate access to not just photographers and floorplans, but a firm that offers custom websites for listings, Matterport, and Video at a time like this will give my clients the highest level possible of exposure for their listings,” said Jones.

Jones is most excited to continue the growth of her business on the East Side of Providence and the neighboring areas. According to Jones, the admiration she has for this area is another piece of what drew her to Residential Properties:

“Before I even became an agent I noticed how prominent this firm was on the East Side. I have a very special place in my heart for the East Side, and I so appreciate the culture and history here. Yes, being a sales associate is my job title, however, I have a passion for the homes in this area.

Every time I get to see one, it's an adventure and learning experience. I really felt that RPL could feed that passion, which ultimately made my decision," said Jones.

Not just a fan of the East Side, Jones is a big supporter of her community and hosts an Instagram Live series called "Community Engagement" on IG TV each week. There she discusses important information in a fluid economy. Guests include real estate attorneys, tax professionals, local small business owners, and more.

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