



Family comes first for Windsor real estate professional Julie Bondy. In fact, it's what prompted her to seek a career in real estate. "When I was having my first baby, who is now 14, I was working for the City of Windsor tourism department," she recalls. "I was doing a lot of traveling and wanted something that I could perhaps do part-time while also caring for my kids." Julie had grown up with her dad in the building business, so making the transition to real estate felt like a natural progression. But that plan to do it only part-time? That didn't exactly happen. "I was a top producer my first year so it definitely became a full-time job and then some," she adds with a laugh.

Julie has built a thriving business serving residential clients throughout Windsor Essex County. "I work with a lot of first-time home buyers and young families," she says. It's rare to find an agent whose entire business is made up of repeat and referral clients, but Julie can claim that distinction. "I'm fortunate that I really don't have to prospect anymore," she says. "But I do market to my existing clients."

Julie's kids feature prominently in all of her marketing efforts, and it has helped her cultivate a reputation as an agent families can trust and feel comfortable working with. She lives up to that reputation by following one simple rule. "In my business, and in all of life, I treat people the way I would like to be treated," she says. "I think that if I would want to know something, then my clients would want to know it, too. I'm very transparent with how I conduct my business and I'm always looking out for my clients' best interests."

Early in her career, a senior agent mentored Julie and taught her something she's never forgotten. "He told me that success in this business is about building relationships with clients and the community, and it's still what I strive to do." Her community involvement revolves around Autism Ontario. "My son, Hunter, has autism, so I'm very involved with them," she says. "I'm the chapter President and active in planning our annual Give Your Heart to Autism fundraiser."

Julie has been honored for her volunteer efforts by the City of Windsor with their Volunteer of the Year award. Her professional achievements have garnered notice as well. She was named Rookie of the Year her first year as an agent, and she has been Manor Realty's Top Saleswoman every year since 2002.

Always grateful to receive those honors, Julie stresses that they're not what motivates her the most. "What I really love about real estate is meeting and developing relationships with all kinds of different people I might not have met otherwise," she says. "I find a lot of satisfaction in helping people — even when the situation gets tough."

Not surprisingly, when she's away from work, Julie is all about spending quality time with her family. Along with her son, she also has a 10-year-old daughter, Lauren. "We love to go to the beach and swim, and get away on vacation when we can," Julie says.

Going forward, Julie has plans to continue growth in residential sales and new homes. "My husband is a builder with Signature homes, and currently has two new developments underway. We are excited to continue growing that side of the business."

Julie Bondy

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