



In her former career as a Sheriff's Deputy, Julie Limbocker's friends and coworkers used to joke that she'd never be able to work in a position where customer service was key to success. But the outstanding reputation she has gained as a real estate agent has proven them wrong. "I actually adapted very well," Julie says. "And certain aspects of my former career come in handy. It taught me how to not be taken advantage of and how to be assertive, which is essential when working with bank-owned properties."

A career in real estate hadn't even been on Julie's radar, but when circumstances led to her gaining custody of her granddaughter, she was forced to make some changes. "As part of the custody arrangement the court ordered that I not work outside the home," Julie explains. "So I had to find a career where I could work at home most of the time."

Although it took a few years to really get up and running, Julie now finds real estate to be a great fit. "It's not an easy career to break into, but I'm glad I stuck with it,"

she says. She has built up a strong base of business throughout Stanislaus and Tuolumne Counties, working with first-time home buyers, bank-owned properties, relocations, and anyone who needs her help buying or selling a home. "I feel like I'm very patient and understanding. I don't like to be too pushy. I will explain the benefits of things then back off and let my clients make a decision, while still remaining in contact."

With more than half of her business coming from repeat and referral clients, it's clear Julie knows how to form lasting connections. "I believe in working with a lot of integrity and compassion," she says. "I understand the frustrations and concerns of first-time home buyers and if there's an issue that needs to be resolved, I jump in and help. In some cases, I even pay for things," she continues. "I just recently worked with a young couple who was moving up from their first home. They were getting short on funds, so jumped in and helped by giving them \$1,000 of my commission."

That commitment to looking out for her clients' best interests is just one of the things that keeps Julie's clients coming back, and sharing her name with others. "I think they see that I'm not just looking out for the next dollar," she says. "I get to know them on a personal level and treat my clients as friends."

Staying informed and educating herself about the industry also keeps Julie at the top of her game. "I love learning and truly believe you can never learn enough," she says. "Some people don't understand that, as agents, we have a lot of liability in these deals, so it's important to understand all the different disclosures and laws." She also plans to further her education by studying for her broker's license. "It's not because I necessarily want to own my own brokerage; it's just a personal goal of mine."

When she's not busy with clients, Julie and her husband of 37 years love spending time enjoying the outdoors on their three acres with their pets in tow. "I'm a big animal lover, and I'm always ready to help with anything related to animals."

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