



Beginning her career at a real estate law firm, Julie McElyea gained a great deal of experience by working in foreclosure and bankruptcy. Eventually she decided she wanted something more positive, as well as more flexible in order to spend time with her children, and decided to obtain her real estate license in 2013. Establishing herself very quickly, she successfully opened her first office in Channahon,

Illinois in 2015, which is now manned by an exceptional team of agents. Julie has recently opened her second office in Bonita Springs, Florida with ambitious plans to expand the team to 7-10 members by the end of the year.

In the 15 years she's been in the industry, Julie has truly made a name for herself. It would seem as though she was destined for success — Julie was inducted into the RE/MAX hall of fame for reaching \$1,000,000 in sales after only four years as an agent, and has also been featured in multiple magazines, most notably the Wall Street Journal two years in a row.

Her rate of repeat and referral clientele has reached a minimum of 75%, and with good reason — Julie is set apart from her peers in a wide variety of ways. Foremost is her passion for the work she does and the people she serves. Julie has always felt that being an agent means guiding, assisting, and most importantly, representing one's clients to the best of her ability. She cherishes getting to know each client and fostering long term relationships with them. At the end of the day, nothing is more rewarding for her than knowing she has truly helped and that her clients trust her to help their loved ones as well.

Before she was an agent, Julie had several disappointing experiences with inconsiderate REALTORS®, and

this led her to conclude, “There had to be a better way. You just have to care about your clients, about your job, about what you're doing. And that will show through in your work.” This is the ethic Julie brings to the office with her every single day.

Such dedication to care and compassion is apparent both in Julie's work and in her community engagement. She frequently works with veterans, and is closely involved in all four of her children's extracurricular activities (dance and martial arts). She also regularly donates through RE/MAX to the Children's Miracle Network, a nonprofit organization that raises funds for children's hospitals. In the small amount of time Julie has outside work and community activities, she enjoys trips to the beach and socializing as often as she can.

Julie's favorite aspect of real estate is its dynamic nature. As a REALTOR®, Julie is constantly learning and growing, always experiencing something new, and sees this ongoing evolution as core to her success. In the spirit of growth and change, she understands and values the challenges of the business, and offers clear advice to those pursuing a similar path: “Never give up. The only way to fail is to quit believing in yourself.”

With this philosophy in mind, Julie plans to continue learning and expanding her business, especially by focusing on new construction and development, in which she has expertise. This is a corner of the industry Julie believes to be overlooked, and so she hopes to apply her specialized experience and push herself to new levels, all the while providing the best service possible to her clients. Her pioneering spirit makes Julie stand out in the industry and gives her business an edge. If you are looking for an experienced REALTOR® who has the resources you need at her fingertips, there is no better option than Julie McElyea!

*Julie McElyea*

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