



Written by H. K. Wilson

Realtor® Julie Prigmore is an Orange County native who has lived in the Inland Empire for more than 30 years. She began her real estate career in 2000, and she is one of a few agents who has spent her entire career with the same company. She has adapted through many market ups and downs, acquiring the skills necessary to best serve her clients in changing markets.

Julie began her career as a residential listing agent and corporate relocation expert. When the market crashed, many relocation properties became corporate owned, and she transitioned to corporate real estate. This opportunity also opened the door to handling bank-owned properties. She explains, "It was a good springboard to working directly with the banks, since there is more written work you have to do and certain reports and market analysis."

Today, as a member of CENTURY 21 Award Superstars, Julie works in Moreno Valley and the surrounding areas with an emphasis on bank-owned properties and investors. She still handles traditional purchase and sale transactions upon request. "I list bank-owned properties for several different banks, and I work primarily with investors who have properties they'd like to sell."

Julie says she enjoys working with all market segments, as each has its own unique rhythms. "When I'm working with regular folks, it's rewarding to give someone the keys to their new home or help them



move on to whatever they need to do next in life. With bank-owned and investors, it's more business driven and a lot less emotionally taxing. Most bank-owned properties are in horrible condition, and the bank will rehab with the priority to sell to an owner occupant. It's gratifying to help take the property back to the standards of the neighborhood, knowing that we will be putting a family into a nice home, while at the same time raising property values by improving the community. Sometimes, certain banks want me to be part of the buying and rehabbing process. I have a broad list of vendors I've worked with over the years, and it's fun to see the transformation happen. The investors I work with are currently flipping properties."

Everything a Realtor® Should Be

Julie's strong communication skills, market knowledge and reliability are reasons her clients repeatedly come back to her and refer others. She has received many heartfelt Zillow reviews like this one: "I've worked with Julie on multiple transactions since 2005. Her market knowledge cannot be surpassed. If you are interested in buying or selling a property from vacant land to a multi-unit building, you will be doing yourself a service by contacting Julie. She is everything other Realtors® are not — responsive, knowledgeable and honorable."

Another client commented: "Julie is one of the most honest and kind real estate agents I have ever dealt with. During the whole process of selling our home she made it easy, even when unforeseen circumstances came about. I would, without any reservation recommend Julie to sell your home, as she will not only sell your home with a professional touch, but will go the second mile for your benefit."

Julie is a proud military mom whose two sons have both served. "My oldest son is out of the military now. He was in the National Guard working with a Canine Explosive Detection team. His dog is a yellow Lab named Vanna. Now he is working for a national security firm that handles events and getting to hang out with his dog. My younger son is on active duty in Afghanistan and is based in Colorado."

A love of animals is something the whole family shares. "I have two dogs, a Lab and a Shepherd, and a cat who is a Garfield wannabe. My Lab is a

therapy dog. I did all the training with her, and now she visits facilities in the area. It's been a lot of fun working with her."

To celebrate her milestone 50th birthday, Julie took on the challenge of running her first half marathon in La Jolla in 2019. "It's something I've always wanted to do, and I thought it would be a great way to celebrate. It was so hard, but I really loved it. I'm preparing to do Chip and Joanna Gaines' Silo District Marathon in Texas in the Spring. My boyfriend is going to do it with me."

Now entering her 20th year in the industry, Julie has more than 15 years of experience in corporate relocation and 10 years' experience working with bank-owned properties. Few agents possess her depth of market knowledge or can match her in customer service. She says, "I genuinely care about doing a good job for clients, no matter who they are."

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