

central california edition

BROKER ★ AGENT

magazine



Joy Chabot
broker/agent of the month

Joy Chabot's Road to Real Estate Stardom

by Amber Edwards

photography by Neil Hudson, Hudson Photography



broker/agent
of the **month**

Amedee Chabot, better known to friends and family as Joy for her unrelenting optimism and bubbly nature, has had the kind of life you see in the movies. But casting directors needn't look far to find a big Hollywood name to play her—the entertainer turned actress turned real estate agent could play herself.

Joy's road to stardom began at age two when she was crowned Baby of the Year in a Chicago pageant. Following her family's relocation to Los Angeles, her parents enrolled her in the Children's Screen Guild and she was in several movies, television shows and performances until her mid-teens when she took a break to focus on her schooling and showing her horses.

Before long though, Joy was pulled back into the spotlight and found herself competing in beauty pageants, eventually winning Miss USA and placing in Miss World. Her presence in the Miss World competition put her in contact with Bob Hope, who invited her along on the USO Tour with big names like Lana Turner, Anita Bryant and Janis Paige. "Bob Hope was an absolute inspiration to me. I saw a man who was not only devoutly professional but also unbelievably selfless. You don't meet people like that often and I internalized a lot of his goodness and try to follow his example."

The tour led her back to the big screen where she did several movies before she tired of being typecast for her exceptional looks. Eventually Amedee decided that Latin cinema was a better match for her abilities so she relocated with her family and quickly rose to fame within that genre. "My experiences during this time were amazing. I was able to show my range more for the first time and as a bonus I picked up a lot of Spanish which has become huge conducting business in an area where there is a large Hispanic population."

But Joy's desire to spend time with her family and children led to her settle in the Merced area. She dedicated her energy to her family, farm and ranch life.

In 1992 she decided to sell some of her property in Mexico and discovered she had a real flair for real estate. "My friends began to ask for my help selling their properties and I realized that all my experiences with people had groomed me perfectly for real estate. I had learned to be comfortable in various experiences, fast on my feet and how to both lead and take direction."

When she returned to Merced, she followed up with it. She started by working at a real estate office, as a coordinator of real estate classes. "I was good at instructing newcomers but I realized I was suppressing my own abilities and needed to get my license and be out in the field." So Joy immersed herself in her new career as a REALTOR® but given the dwindling local economy was immediately faced with strife. "We were seeing houses worth \$250,000 dropping to \$75,000. This was not an area people wanted to live and buyers were scarce. If we sold something over \$100,000 then that was really something."

I refuse to be anything other than absolutely me—a caring friend and a dedicated REALTOR® who gives 100%.

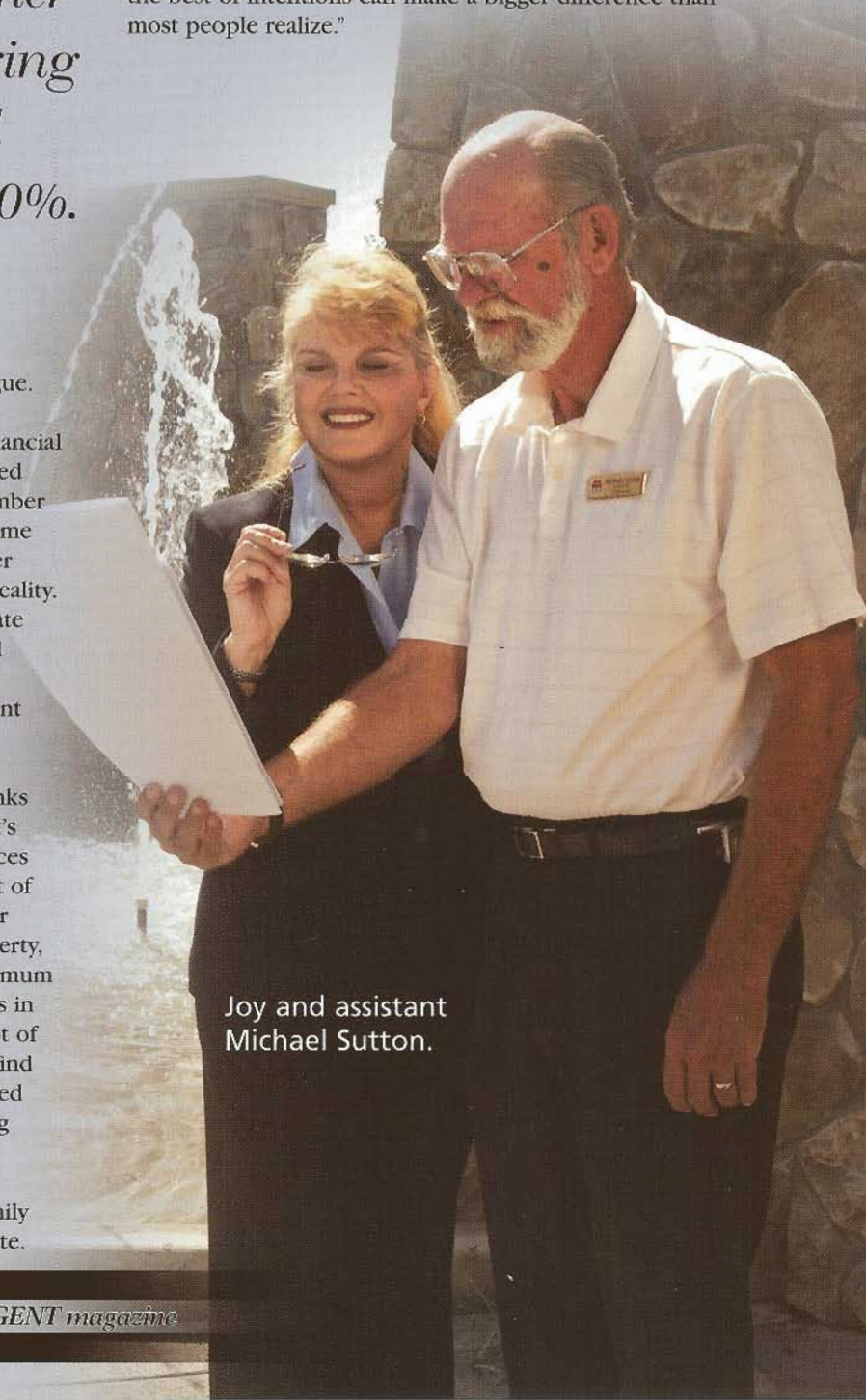
But through government funded programs the good intentioned Joy began to put low-income families into homes that would have previously been out of their league. "These were small miracles we were able to work. I was so in awe at how completely I could help change the financial situations and lives of these people." The lean times helped build Joy's clientele into a loyal group who would remember her when their earning power had increased and it became time to flex their home buying dollars. "Clients remember when a REALTOR® takes the time to make their goals a reality. And they've been really good to me. I genuinely appreciate their repeat business and referrals and know that I could never have been top sales and listing agent for five years in a row and enjoyed the prestige of being Stargate's agent of the year without their support."

Joy is enjoying a market that has sprung back to life thanks in part to commuters and the newly built UC Merced. "It's a very different market than the one I started in. The prices have really skyrocketed." Because of this, Joy spends a lot of time with clients assessing their buying power. "Whether it is a home, ranch, land, commercial or investment property, at this point the rents are still much lower than the minimum payments for a new home. But the purchase of a home is in so many ways the achievement of the biggest dream a lot of people will have. Because of this I work with clients to find where affordable still means proud of what you've worked for. A lot of it is putting myself in their shoes and hustling to find something within their price range."

Joy is humble enough to attribute her success to her family who has stood behind her all the way, the team at Stargate.

"Because of the complexity of this industry, it won't work without a support system. From my assistant, Michael Sutton, my fellow colleagues to my broker, John Wilson, I can count on everyone to lend a hand or offer expertise to ease transactions. In this business everyone needs to support and help each other."

Though Joy admits to spending the majority of her time with her work, which she calls her passion, she also has an avid interest in traveling, volunteer work and working with animal rescues. "My family are my absolute priority in the world and they come first but following that, I think helping others is my favorite thing to do. I often volunteer to help others in crisis and implore others to do the same. One person with the best of intentions can make a bigger difference than most people realize."



Joy and assistant Michael Sutton.



Joy Chabot

Phone 209) 383-9722

Cell 209) 761-0648

Fax 209) 383-9852

alchabot@aol.com

www.joyofrealestate.com

Animals have taught me about giving without the expectation for something in return.

But people aren't Joy's only projects. "I make a point saving animals and trying to get the word out to spay and neuter is a very important part of my life. I'm a caregiver by nature and I find it hard to resist taking in these disregarded unwanted pets once a part of someone's family. Through the years my pets, have taught me a very important lesson in life. Life is about giving without the expectation for something in return."

In fact, Joy combines her pleasure with business, often times bringing stray cats into work with her. Clients can find them strolling the halls or curled atop her filing cabinet. "Sometimes, the other agents in the office come into her office just to stroke the cat to relieve stress that they are feeling at the time. It's nice to have that kind of release."

This kind of low-key, maverick behavior is just typical Joy. "A lot of the things I do are unorthodox but that's who I am. I refuse to be anything other than absolutely me. Clients can know that I'm a caring friend and a dedicated professional REALTOR", and I always give one hundred percent. That's my promise to them." ★

