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MEET

# THOM SANDROCK & JULIE LOCKWOOD

*As Thom Sandrock begins his day, he takes in the Front Range through a unique lens. Coffee in one hand and computer in the other, he absorbs real estate market reports. He compares mean and median housing prices and notes any increases or decreases in property values. Thom's attention to numbers, consistent focus on market trends, and real estate experience have all made his brokerage, Sandrock Real Estate, a go-to business for buyers and sellers across Boulder County.*

Thom's keen eye for the technical elements of real estate can be traced back to his childhood in Ohio. "Growing up, my Dad was an architect," says Thom. Throughout his formative years, Thom's family lived in almost a dozen different homes. His Father bought the properties with the intention of flipping them. Thom helped his Dad remodel each home. "I remember sanding trim from a young age—I didn't really have a choice," jokes Thom. Thom's Mother, who is Greek, also brought architectural influence to the family routine. "Whenever we would go to Greece, we would check out architectural tours," reflects Thom. ●●●



Thom's parents built a foundation for their son that served as a springboard for his entry into Colorado's real estate business. "So many people in our industry have a good eye for staging, but they've never put in a sewer or had to divert water with a sump pump," says Thom. While working with his Dad, Thom did everything from fixing toilets to installing electrical wiring. He can see through the surface elements of a home to its bones. Thom's comprehensive understanding of the structural integrity of a house and his intimate knowledge of the market are a powerful combination. "Having a realtor who knows whether a property is a good investment is key," he says.

While Thom planted the seed for his real estate career in Ohio, Boulder County is where, decades later, it took root. In the late 1990's, Thom completed a dual degree in finance and philosophy at The Ohio State University. Upon graduation, he worked as a financial analyst at Bank One (now Chase) analyzing fiduciary investments for trust clients. Just over a year into his position, Thom headed west. "I came out on a snowboarding trip and absolutely fell in love with the area and the mountains," he says. Within a month

of returning to the Midwest, Thom handed in a letter of resignation and relocated to Boulder.

Several weeks after his move to the Front Range, Thom began a new job with another finance firm. During this time, Thom also crossed paths with his now-wife, Ellie. "We met on a blind date within two months of my move to Boulder," says Thom. The couple, who have been married for 17 years, have taken on the adventure of life together. Not long after Thom settled into his work as a financial analyst in Boulder, he returned to school at the University of Colorado. This time, for a degree in music where he graduated first in his class. It was during this period that he founded Guitar Boulder, a music studio offering guitar and bass lessons to members of the community. As Ellie and Thom welcomed their first son Nathan (11) into the world, it was Ellie who encouraged Thom to give up his job in finance. By the time the couple's second son Andrew (9) arrived, Thom developed a rhythm of stay-at-home-Dad duties by day and music instruction by night.



**IF YOU PAY IT FORWARD, IT ALWAYS COMES BACK TO YOU.**



As Nathan and Andrew began school, Thom began looking for a way to be home for dinner with the family. While real estate may not seem like a logical jump to some people, the transition was an easy one for Thom. "I do feel like there is a lot of cross over between music and real estate," he says. He compares the emotional problem solving he has shared with countless students to the life transitions he supports for home buyers and sellers. "When I am with clients, I feel like I am better at reading them, knowing their needs, and listening to their ideas," Thom says. His sphere in the music world has also been a huge resource in his new role as a Managing Broker. "I've had four students buy properties from me because they trust me," he says.

In 2018, Thom earned his real estate license and began working for Colorado Highlands Realty as an Associate Broker. In between property sales, Thom was still teaching guitar lessons and sitting for real estate examinations. "On the day of my two-year anniversary, I became a Managing Broker."

Thom launched Sandrock Real Estate in March 2020. With the backdrop of the pandemic, Thom held on and remained optimistic. "Showings were shut down right as I started the business," he reflects. But with Thom's attention to the market and his strong business background, it wasn't long before Sandrock Real Estate got off the ground. Today, Thom's team includes his wife Ellie as well

as two licensed agents, Julie and Brad. Each member of the team brings a unique skillset and energy to the brokerage.

Ellie has a keen eye for the legal elements of the real estate business. With a Master of Studies in Law from the University of Colorado Law School, Ellie drafts leases and looks over contracts for the brokerage. "She is the one in charge of the books and is the one who keeps me in line," says Thom with a laugh.

Brad, who joined Sandrock Real Estate in 2021, has a wealth of experience in the real estate business. He focuses primarily on commercial real estate. His expertise in this area builds on his time at the Burns School of Real Estate at University of Denver, where he received a degree in Real Estate and Construction Management.

Julie rounds out the Sandrock team. Julie's family is close to Thom and Ellie's family, with their kids being in the same grade at school. Like Thom, Julie wore a different hat before becoming an Associate Broker. She spent two decades in the technology world as a project manager (coincidentally enough, she also graduated from The Ohio State University with a degree in business and attended the University of Colorado where she earned her MBA). Her natural leadership and ability to translate between different arenas has been an asset to her work in real estate.

Julie sees relationships as a key element of business. "A lot of times real estate is an emotional decision," she says. She enjoys working with her clients to envision their future. She sees real estate as an investment opportunity as well as a way to support one's lifestyle and goals. Julie also joined the Sandrock team in 2021.

Sandrock Real Estate is a home-grown, home-based Boulder County business. "We are a family-owned brokerage that is community based," says Thom. "We strive to be a local agency dedicated to providing the best service to our clients." Thom and his team live out the community mantra that the brokerage places front and center. Thom and Julie's husband Todd coach flag football for their sons. You can find both of their families on football, soccer, and lacrosse fields throughout the Front Range, as well as at local restaurants, events, and trails. They also enjoy camping and biking together.

Thom and his team not only seek to immerse themselves in the community, but they are also committed to giving back. One of the many organizations to which Thom donates serves individuals with Sturge Weber Syndrome. A dear friend's son was diagnosed with the disease, which involves abnormal formation and growth of blood vessels and is often associated with seizures. Sandrock Real Estate works with the organization to purchase gifts for closings. "If you pay it forward, it always comes back to you," says Thom.

In two short years, Thom and his team have built Sandrock Real Estate from the ground up. "It's been an amazing ride. I feel super blessed and lucky," he reflects. With the company's community roots and commitment to its clients, the business is only at the beginning of many opportunities to come.