



The First Name In Fine Properties
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NEWS FROM LOIS SCHNEIDER REALTOR

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Lois Schneider Realtor Specializes in New Market

According to the U.S. Census Bureau, over 7,900 people will turn 60 every day this year. Taking that statistic into consideration, it is no surprise that local Realtors are preparing to understand and adapt to the changing housing needs of older Americans. As Seniors Real Estate Specialists (SRES), the team at Lois Schneider Realtor joins a larger national effort in offering expert guidance, from a senior perspective, on real estate trends, selling a home, financing, and buying or renting a new one. Additionally, through the team's professional network these specialists have the ability to put home buyers age 55-plus in contact with elder law attorneys, C.P.A.s with elder expertise, estate planners, reverse mortgage specialists, insurance agents and independent and assisted living communities. And once the decision to move has been made, the team also assists with the details of the move, including estate sale specialists and moving companies.

To earn the SRES designation, a Realtor must complete a specialized training program and demonstrate both knowledge and skill in assisting clients in this growing demographic. At Lois Schneider Realtor, eleven agents have successfully completed the coursework and experience required to earn the title of an SRES. The realtors recently certified as an SRES are Cindy Bienemann, Kara Crooks, Roey Dangler, Rochelle Dempsey, Maren Dinsmore, Mary Jo Herr, Susan Hunter, Ginny Jordan, Sandra Long, Debbie Lupton and Judy Watson.

Senior home buyers and sellers or their adult children who are assisting in the process are looking more and more to these specialists as a way to gain a truly customized experience that guarantees the knowledge and understanding of the circumstances and choices facing these home buyers. For more information or to speak with a Senior Real Estate Specialist, you may contact Lois Schneider Realtor at (908) 277-1398.

Caption for Photo: Seniors Real Estate Specialists take a break from their meeting in the conference room of Lois Schneider Realtor. Pictured from left are Sandra Long, Cindy Bienemann, Maren Dinsmore, Judy Watson, Ginny Jordan, Roey Dangler, and Rochelle Dempsey.