

TERRIE O'CONNOR

REALTORS

Laurin Steiger of Terrie O'Connor Realtors Saddle River Group Earns SRES Designation

Laurin Steiger, sales associate at Terrie O'Connor Realtors Saddle River Group, has earned the special Seniors Real Estate Specialist (SRES) designation. By completing the required additional education necessary for this distinction, Laurin has acquired "extensive knowledge" of the real estate market as it relates to the 50 and over sector and their unique and specific needs.



Laurin has found a growing demand among her clients and in many cases client's parents for experience and guidance in the 50+ market. In order to accommodate the needs and provide counseling and services to the growing senior population, Laurin found it necessary to further educate herself and become proficient in this area. This includes becoming knowledgeable in reverse mortgages and understanding the many housing options available for different active lifestyles as well as continuing care retirement communities.

"I felt it was important to attain the education to help address each individual's specific needs and find the lifestyle that is optimal for them, said Laurin. "Sometimes the best decision for the individuals may be finding suitable ways to keep them in their homes as opposed to selling." Many of Laurin's customers are becoming empty nesters with grown children who are looking to downsize. Children of seniors are dealing with parents who express the need to downsize but yet their parents want to stay in the area to be close to their family and friends. Other clients have chosen to stay in their homes but find that their homes need to be modified to adjust to their long-term lifestyles. Laurin takes pride in providing emotional support, compassion, and the education needed to help seniors transition with ease through what can be a daunting process. Her experience has also included helping families with estate sale transactions.

Laurin provides additional services such as coordinating clients with qualified home inspectors, movers, attorneys and other real estate related experts.

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