



What is SRES®?

SRES® is a 16,000+ member real estate organization designed and conferred by the Real Estate Buyer's Agent Council of the National Association of REALTORS®. Its members are uniquely qualified to address the real estate needs of homebuyers and home sellers over the age of 50. Its members practice in 50 states and in Canada.

What special skills do SRES® designees have?

REALTORS® who have earned the SRES® designation have demonstrated knowledge and expertise in counseling clients age 50-plus through major financial and lifestyle transitions, such as relocating and refinancing or selling a family home.

What unique knowledge do SRES® designees have?

Such REALTORS® have received special education in topics, including the application of federal laws for Housing for Older Persons Act; ways to use pensions, 401k accounts and IRAs in real estate transactions; and the effect of Medicare, Medicaid and Social Security on financial decisions. In addition, they are able to refer clients to the correct experts on tax law, probate and estate planning and have special sensitivity to the needs of 50-plus clients. Such practitioners also stay well-informed on housing trends and legislative issues that affect 50-plus clients.

What topics can members address?

Among the topics SRES® designees can discuss include:

- Senior housing options (assisted living, active adult communities, and so forth)
- Reverse mortgages
- Use of retirement vehicles for real estate investing
- Downsizing
- Financial scams
- Aging in place
- Universal design
- 1031 Exchanges
- Tax-deferral strategies

- Relocation
- Second homes
- International retirement

SRES® can refer you to SRES® designees in your area who can comment on real estate issues and trends specific to 50-plus homeowners and home sellers.

For a media referral, contact:

Jennifer S. Rzeszewski
SRES® Council Coordinator
National Association of REALTORS®
430 N. Michigan Avenue
Chicago, IL 60611
Toll Free: 1-800-500-4564
Direct: 1-312-329-8485
Fax: 1-312-329-8232
jrzeszewski@realtors.org