
Nancy Stenger Joseph joins Crowley Realty

Jun 18, 2013

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Nancy Stenger Joseph

Crowley Associates Realty Inc. announces the recent addition of agent Nancy Stenger Joseph of Lewes to the firm's Rehoboth Beach sales office.

Sherry Ternahan, owner/broker, says Stenger Joseph brings unparalleled services to Crowley's real estate clients. "As a lifelong resident of the area, Nancy has extensive local knowledge to share. That, coupled with her years of expertise in sales, advertising and marketing, makes her a rare commodity in this business." Ternahan said. "She's able to point clients to the best town, neighborhood and home for their particular needs using local perspective, something newcomers just can't do."

Stenger Joseph has witnessed unprecedented growth and repeated cycles of drastic market changes since moving here as a child, right after the '62 Storm. "Nothing surprises me any more. One thing has held true throughout the years, though. Regardless of what's happening on Wall Street, our area is a wonderful place to live, invest and vacation; so even during down cycles, local real estate has held its value."

Prior to joining Crowley Associates, Joseph sold and designed advertising for the Cape Gazette newspaper and was owner/publisher of two popular local guides, Best Places in Town and Delaware Beach Weddings. Well known for promoting independently owned, local businesses, she has earned numerous regional advertising design awards, as well as local and statewide recognition for exemplary service including a chamber of commerce Good Samaritan Award, Governor's Tourism Award and Good Neighbor of Business Award.

Joseph credits her prior success to individualized customer service and her knack for listening confidentially to clients and directing them toward their vision. "Most people need help clarifying what they really want. It requires timely, relevant research and expert guidance along the way. I'm finding myself using

the same skills I've always used, so it's been a natural transition. My sales/marketing experience is proving to be invaluable to real estate clients. One thing that sets me apart from other agents is that I'm a research hound." She also says her research experience is proving useful in helping discern the best price for properties, whether clients are selling or buying. "It's not just a matter of typing in the MLS number and using the top three comparable properties that appear. No two properties are identical. You have to know what to look for," she said.

Joseph says besides it being absolutely delightful reconnecting with old friends, neighbors and former business associates, she's finding it especially gratifying to assist first-time buyers and newcomers to the area. "Knowing I've helped someone find the best property or buyer is beyond rewarding. In my opinion, there's a perfect property match for everyone if you know how and where to look and are willing to do the research," she said.

According to Joseph, even though some people have visited the beach area for years, many have still only scratched the surface of what's available here. "Living here year-round is totally different from vacationing here. People need someone who really knows the area to take them through the paces of what it will be like traveling to their various daily destinations." Noting that each town and neighborhood has its own distinct characteristics, she adds, "It's extremely upsetting to hear someone say they bought in the wrong locale considering their particular interests or lifestyle, simply because they didn't know the area. I'm finding that my longtime, local insight is of great value to clients."

"Nancy is a good fit here because we've always put the needs of our clients first. The outstanding reputation we've earned in dealing with the public was accomplished by the personal touch we place on every transaction," said Ternahan.

Crowley Associates Realty, a family-owned and -operated company with offices in Rehoboth Beach and Bethany Beach, has been serving sales and rental clients since 1973. It now offers more than 650 rental properties and a staff of seasoned real estate professionals. Nancy Stenger Joseph, Realtor, can be reached at 302-227-6131, by email at nancysbestplaces@gmail.com or in person at 20250 Coastal Hwy., Rehoboth Beach.

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