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Ferne Lambert named manager at Special Properties

MAHWAH SUBURBAN NEWS

Special Properties Real Estate Services, LLC, an exclusive affiliate of Christie's International Real Estate, recently appointed Ferne Lambert as the manager of its Mahwah office. Lambert, who has been a real estate broker in Bergen County for more than 35 years, brings a track record of customer service and experience, and her appointment brings an added level of expertise as the agency expands within northern Bergen County.

Lambert's career in real estate includes various positions in management and sales, as well as 20 years as owner of her own local network of real estate agencies. She achieved this level of success during a time when women in the real estate industry were less common than they are today. Within a year of starting her real estate career in 1976, Lambert rose to top of her fellow agents in property sales. It was then, that Lambert began to speak to women's groups about starting a career in the real estate industry.

As her individual real estate success increased, she opened up her own real estate agency geared towards selling homes and condominiums at all ranges of size and price. Lambert grew her network of agencies to seven offices, when she made the decision to sell the real estate business to a national brand nearly two decades later. She also built a reputation for success in commercial real estate, more specifically the sales of churches around Bergen County.

Lambert says her experience has given her a unique perspective on the business and talent of real estate.

"When I look to hire a new agent, I look for a qualified candidate that is active in the market and has extensive experience in customer service," she said. "Client service and the customer experience are the most important things in our industry, and is often the reason for customers to return years later when they are looking for a new home or investment."

Beyond real estate, Lambert enjoys being an active member of her community and spending time with family and friends. Living in a 200-year-old home, Lambert feels strongly about preserving historic homes in the region, which motivated her to become the president of the Bishop House Foundation.

The organization was established to restore and maintain the historic Ackerman-Dewsnap House on East Saddle River Road in Saddle River, last occupied by the Bishop family. Upon restoration, the Bishop House is used as a meeting place for community organizations, a gallery for cultural exhibits for local artists and artisans, and an historical site for student groups.

Outside the office, Lambert enjoys painting at her lake house on New Jersey's Beaver Lake and spending time with her grandchildren. The Saddle River resident has donated her paintings and portrait commissions to help non-profit organizations raise funds. Lambert also spends time during the warmer weather gardening at her own historic home.

