

THE REALTOR REPORT

April 2017

PRESIDENT'S LETTER

APRIL SHOWERS BRING MAY FLOWERS...

Are you growing your business? What can BCAR do to assist you? Is there a topic or speaker that we could partner with to enhance your success? Joining us at April's General Membership meeting will be PAR President Kathy McQuilken who will be speaking about your investment in RPAC, the importance of membership and marketing the REALTOR® Brand. The May meeting will feature Steri-Clean Pittsburgh discussing hoarding and biological clean ups as well as our newest Affiliate member Bactronix Corp. that will address mold cleanup and erasing the DNA of previous home owners.

BCAR has partnered with PAR's Field Representative Program. Veronica Cardello will be assisting our organization with all matters pertaining to National, State and Local governmental issues. At a recent meeting with Congressman Keith Rothfus we discussed the upcoming renewal on the Flood Insurance Act which expires September 30, 2017. Veronica, David Bodell and myself will be attending the Annual Congressional Breakfast where Congressman Rothfus is scheduled to talk on the growth of the region and legislation regarding this matters.

A few "Save the Date" items:

- April 18th BCAR members are serving Manna Dinner in Aliquippa. If you can donate money or time please call the association office.
- The Countywide Open house will be held on Sunday, April 30th. Please check with your office regarding participation in this event.
- June 5th will be the date for the ever-popular Affiliate sponsored REALTOR Bingo. Details to follow
- Coming soon...First Aid, CPR and Self Defense Safety seminar. Details to follow.

REMEMBER to start your day by saying:

I AM THE VOICE OF REAL ESTATE

IF ITS MEANT TO BE, IT'S UP TO ME

I HAVE TO MAKE IT HAPPEN OR WONDER WHAT HAPPENED

Bob Williams
President 2017

2017 Officers & Board of Directors

President: Bob Williams

President-Elect: Lorraine Ross

Secretary: Judy Plakosh

Treasurer: Ruthanne Belus

Directors: Lori Bianco

Bob Bixler

David Bodell

Ernie D'Achille

Cindy McConnell

Jeanie Parrish

Leslie Pazur

Bev Pietrandrea

Immediate Past-President:

Bridget Wysocki

Affiliate Director:

Emily Kutzavitch

Association Executive:

Rose DeWeese

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CAPITOL REPORT

RELRA amendment bill introduced

Rep. Greg Rothman (R-Cumberland) recently introduced House Bill 863, which would amend the Real Estate Licensing and Registration Act. PAR supported this legislation in the last legislative session and encouraged these amendments. House Bill 863 would incorporate the following requirements to RELRA:

- An additional 15 hours for salesperson pre-licensure education, allowing for a grandfathering process for those already enrolled in classes.
- A high school diploma or equivalent be required for licensure as a real estate salesperson.
- All courses for salesperson licenses be completed within five years prior to the date of taking and passing the exam, allowing for a grandfathering process for those already enrolled in classes.
- Allow licensees to conduct Broker Price Opinions with requirements.

Property Assessment Reform Task Force

Pennsylvania legislators are looking at property assessment reform. The general assembly's Local Government Commission has created the Assessment Reform Task Force, which is set to meet for the second time next month.

The task force is looking at ways to develop and implement remedies to address recommendations in recent House Resolution reports related to modernization, efficiency, transparency and fairness of the property assessment process in Pennsylvania.

The task force is made up of:

- Four members of the Local Government Committees, equally appointed from the Senate and House majority and minority caucuses.
- An appointment from the Department of Community and Economic Development.
- An appointment from the Dept. of Revenue.
- Appointments from the LGC, County Commissioners Association of Pennsylvania, Assessors' Association of Pennsylvania, Legislative Budget and Finance Committee and State Tax Equalization Board.

RPAC – Working For You! Calls for Action

When Congress is considering legislation that affects the real estate industry, NAR calls on its members to act. Simply by contacting your Member of Congress through an e-mail or a phone call, you can ensure that your business remains strong. NAR members join together and speak with one loud, powerful voice.

Sign up for REALTOR® Party Mobile Alerts

Text REALTOR to 30644 to have national and state calls for action sent directly to your phone.

Your 2017 BCAR RPAC Chair,
Leslie Chaklos





REGISTER TO VOTE

The deadline to register to vote in the primary election in Pennsylvania is **April 17**. The primary election is an election in which a political party nominates its candidates for an upcoming general election. To be eligible to vote in Pennsylvania's primary election this spring, you must be registered and enrolled in a political party to vote in that party's primary.

There are several ways to register to vote:

- Register through the Pennsylvania Department of State's online application.
- Register at a County Voter Registration Office or other designated sites.
- Register by mail.
- Register at a PennDOT photo center.
- Register at many other state government offices.

Not sure if you're already registered? Visit VotesPA.com to check your registration status.



UPCOMING EVENTS

- April 7 9am General Membership Meeting ~ *First Presbyterian Church*
- April 12 @ 9am Board of Directors Meeting ~ *Huntington Bank Building*
- April 18 @ 5pm Manna Dinner ~ *House of Prayer, Aliquippa*
- April 21 @ 9:30 am BCAR Affiliate Meeting ~ *Huntington Bank Building*
- April 30 **COUNTY WIDE OPEN HOUSE**
- May 3 @ 9am General Membership Meeting ~ *First Presbyterian Church*
SAVE THE DATE: Monday, June 5, 2017 BCAR Affiliate BINGO AT CENTER STAGE IN MONACA!

WELCOME NEW BCAR MEMBERS

Primary Members:

Julia Rywolt -Northwood, Cranberry
Kimberly Carter-Berkshire Hathaway. Beaver
Noah Noysser—RE/MAX Select, Wexford
Kara Williams—Neighborhood Realty Services
Fred Smith—Coldwell Banker, North Hills
Diane Duganich—SWC Properties, LLC

Reactivated Members:

Karen Simeone—Coldwell Banker

Secondary Members:

Renee Dean — Howard Hanna, New Castle
Denise Walters—Howard Hanna, Chippewa
George Hackett— Coldwell Banker, North Hills

New Affiliate Members:

Premier Mortgage & Home Equity, Charles & Kara Nardone
2558 Darlington Rd., Beaver Falls PA 15010
Tel: 724-843-2336 Email: cnardone@premiermtghe.com

* * *

Member Updates

Condolences to the family of **Karl Urda** (Kristufek Agency) longtime member and past president of BCAR, who passed away last month.

Congratulations to **Melinda McKee** (RE/MAX Select, Cranberry) for receiving her Associate Broker License.

Beaver County Association of REALTORS®

Community Service Manna Dinner

Where: House of Prayer
2100 Irwin St.
Aliquippa PA 15001

When: Tuesday, April 18

Time: 5:00 – 7:00 pm

Please give of your time or send a donation to help support this worthy cause. Our Community Service Projects reflect BCAR's commitment to the families and neighborhoods where we work. Please call 724.774.4126 to add your name as a Volunteer or make a donation. *THANK YOU!*



CONGRATULATIONS

BEAVER COUNTY ASSOCIATION
OF REALTORS

2017 EMERITUS MEMBERS

Frank D'Amico

Berkshire Hathaway HomeService-Beaver

John McLaughlin

Bovard Anderson-Beaver

Joetta "Nicky" McLaughlin

Bovard Anderson-Beaver

Darlene Zarnich

Commonwealth Real Estate-Rochester

Congratulations

2016 Sales Awards Winners

Please note that Leslie Pazur, Lynn Peterson & Nancy Kristian were not correctly labeled as Berkshire Hathaway REALTORS in last month's article. See highlighted fields on next two pages for corrections.

INDIVIDUAL RESIDENTIAL

1 MILLION

Amanda Barbano	Northwood
Michael L. Miller	SWC Properties
Ruth Cattivera	Howard Hanna
Judy Cleary	Berkshire Hathaway
Caitlin Schreiber	Howard Hanna
Susan Ivey	Berkshire Hathaway
Dena Barker	Howard Hanna
Silvia Kazas	Howard Hanna
Judy Plakosh	Howard Hanna
Wendy Wallace	Howard Hanna
Michelle Tirreno	Northwood
Frank Stefura	Howard Hanna

1.5 MILLION

David Wojtlowski	Howard Hanna
Theresa Master	Berkshire Hathaway
Michelle Stringer	Northwood
Bruce Fleming	Bovard-Anderson
Denise Molchen-Donnelly	Howard Hanna
Janis Ford	RE/MAX Select

2 MILLION

Pattie Noah	Howard Hanna
Nora Janicki	Northwood
Peter Bakertges	RE/MAX Select
Laura Crawley	Howard Hanna
Leslie Chaklos	Northwood
Rachel Kerr	Howard Hanna
Lori Mikula Bianco	RE/MAX Select
Mary Kay Marburger	Howard Hanna
Stephanie Ramer	Howard Hanna
Yvonne Goff	Howard Hanna
Jean Randza	Berkshire Hathaway
Biba Circle	Howard Hanna
Janet McDonough	Northwood
Jill Dehart	Bovard-Anderson

2.5 MILLION

Gretchen Kelly	Howard Hanna
Rhonda Sheerer	RE/MAX
Jessica Farinelli	Howard Hanna
Mary Briancesco	Berkshire Hathaway
Joyce Deffenbaugh	Berkshire Hathaway
Karen Morrow	RE/MAX Select
Debbie Sample	Berkshire Hathaway
Mark Gulla	RE/MAX Select

3 MILLION

Randy Forner	Berkshire Hathaway
Tammy Romesburg	Coldwell Banker
John Gates	Howard Hanna
Betty Patterson	Howard Hanna

3.5 MILLION

Bridget Wysocki	Howard Hanna
Christine Sandusky	Howard Hanna
Janeen Agudio	Howard Hanna

4 MILLION

Pat Whigham	Coldwell Banker
Michelle Branham	Howard Hanna
Jane Strano	Howard Hanna
Leigha Peters	RE/MAX Select
Kathy Green	RE/MAX Select
Joanne Gennaro	RE/MAX Select

4.5 MILLION

Laurel Rae	RE/MAX Select
Leslie Pazur	Berkshire Hathaway
Karen Hutman	Howard Hanna
Susan Daniel	Howard Hanna
Tracy Dewit	Coldwell Banker

Congratulations

Listed below are the 2016 Sales Award Winners from our association.
Congratulations to everyone!



5 MILLION

Amy Logan RE/MAX Select
Pam Kecmer Howard Hanna
Beverly Pietrandrea Bovard-Anderson
Mary Anne Peluso Town Center Assoc.
Jeanne Bendick Northwood

INDIVIDUAL RESIDENTIAL SALES WITH ASSISTANTS

Jan Livingston Berkshire Hathaway
Dawn Foster Northwood
Matt Ohlsson Coldwell Banker

TEAM RESIDENTIAL

5.5 MILLION
Charles Dobish RE/MAX Select
Stefani J. Jazudek Coldwell Banker
Brenda & John Petkunas Howard Hanna
Scott & Tabitha Fosnot RE/MAX Select
Jeff Ammerman & Stephanie Muntean RE/MAX Select
Brooke & Michael Witterman RE/MAX Select
Lynn Peterson & Nancy Kristian Berkshire Hathaway
Tina Rupp Coldwell Banker
Rob Dutcher RE/MAX Select
Kathryn Pfister Coldwell Banker
Leah Wulster Howard Hanna
Rita Brimmeier RE/MAX Select
Gia Albanowski Berkshire Hathaway
Michael Reed & John Shutey Berkshire Hathaway

6 MILLION

COMMERCIAL SALES

7 MILLION
Melinda McKee RE/MAX Select
Elaine M. Savoldi Town Center Associates
Hal Martin Howard Hanna
Tracie Eckel-Ward Bovard-Anderson

9 MILLION

Melissa Gulla RE/MAX Select
Angela Peluso Howard Hanna

NEW CONSTRUCTION

11 MILLION
John Perry Coldwell Banker
Corey Olszanski & J Gradwell Bovard Anderson



Thanks to everyone who made the day special for our association!

The Banquet Committee

Lisa Dowling
Beverly Pietrandrea
Ruthanne Belus
Bob Williams
Michell Stringer
Lori Mikula Bianco
Northwood Realty-Airport office

COUNTY WIDE OPEN HOUSE

If you are having an open house during the County Wide Open House on Sunday, April 30th and would like blue REALTOR "R" balloons to use, please contact Rose at the association office to arrange a time to pick them up.

The Times 

The Beaver County Times and
The Beaver County Association of REALTORS®
invite home buyers and sellers to help us celebrate the

COUNTY-WIDE

O P E N

HOUSE

APRIL 30, 2017

Be sure to visit the
Sunday's Times Homes
Section to see all the
local listings.

REALTORS®: Reserve
your open house ad
space by
TUESDAY, APRIL 25

GOT CHANGES?

If you have switched offices, changed your email or moved you need to contact the association office so we can update your records.

BCAR WEBSITE

Our website is a good place to check on the calendar of events throughout the year, but did you know that you can upload a photo and build a bio for yourself on our website? Here's how...

- Go to www.mybcar.com
- Click on Member login at top of page
- Use your RE License number as the User Name AND Password (use all caps for letters)
- Please note that if you have any phone number/address/office changes you **MUST** call the association office to update your information. Thank you!



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ACRE of Beaver County




We are a group of all types of businesses who have been helping each other for over 10 years to grow in many facets

“Provide a trade association for real estate investors for networking, education and community services”


Website: www.acrebeaver.org
Phone: 724-277-OWN1 (6961)


MOLD and ODOR CONTROL



The Bactronizing Process




- ▶ **Efficient**
- ▶ **Effective**
- ▶ **Economical**




QUESTION

What does Bactronix provide to the realtor, the seller and the buyer?



ANSWER

Accelerated closure of the sale



Vincent J. Valicenti
 Phone: 412-375-7886 Fax: 412-375-7892
 Email: vvalicenti@bactronix.com
 Website: www.bactronix.com



Excel Mortgage Group, Inc.
 325 Beaver Street
 Beaver, PA 15009

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 Fax 724-775-3133

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Bill Roorback Owner /Sr.Loan Specialist Cell: 724-462-5151 broorback@xcmortgage.com NMLS #140581	Mona Simmons Loan Specialist Cell: 724-561-3158 mona@xcmortgage.com NMLS #144218
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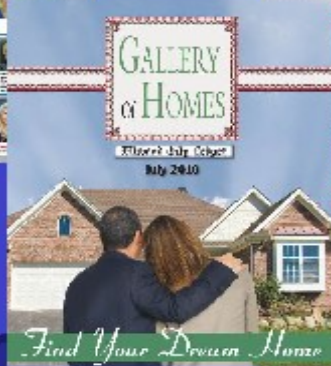
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GENERAL MEMBERSHIP MEETING

WHEN

Wednesday,
May 3, 2017
9:00 – 11:00 am

WHERE

First Presbyterian
Church

252 College Ave, Beaver PA 15009

FEATURING · Steri-Clean, Pittsburgh &
Bactronix Corp. · RPAC Raffle · Door Prize ·
Breakfast

\$10.00 payable at the door

RSVP

724.774.4126

bcar3@verizon.net

Highlights

BACTRONIX –

Fighting the Invisible
Enemy. Eliminating
the DNA of the
previous owners.

STERI-CLEAN

*Hoarding, odors,
blood, bodily fluids,
human waste, tear
gas, finger print
dust, used needles,
animal urine and
droppings.* Nothing
catches the realtor
off guard, right? Be
prepared to handle
these situations with
confidence by
knowing what to say
to your clients, how
to ease their fears
and what the
solutions are to
quickly restore the
property to a safe,
welcoming
environment.



**Beaver County
Association of
REALTORS®**
*"The Voice of Real
Estate"*



MEMBER BENEFITS

One of your BCAR member benefits is this monthly ad that The Beaver County Times graciously runs for you and our association. Please take a minute to read the benefits of your membership.

Thank you to The Beaver County Times for being a wonderful partner and advancing the goals of our



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The Times

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to provide marketing resources.

Become a BCAR Member Today!

– Our Partnership has Privileges –



REALTOR® Membership Benefits

Benefits Offered to Both Primary and Secondary Members

<ul style="list-style-type: none"> ✓ MONTHLY MEMBERSHIP MEETINGS <ul style="list-style-type: none"> • Educational • Networking opportunities ✓ EDUCATION <ul style="list-style-type: none"> • New Member Orientation • Continuing Education Classes • Code of Ethics Training ✓ ANNUAL AWARDS <ul style="list-style-type: none"> • Sales Awards • REALTOR® of the Year • Emeritus Award 	<ul style="list-style-type: none"> ✓ ADVERTISING DISCOUNT IN THE BEAVER COUNTY TIMES FOR <ul style="list-style-type: none"> • Monthly Home Buyer's Guide • Twice a Month Here's My Card • Sunday Real Estate Showcase ✓ AFFILIATE CONTRIBUTION <ul style="list-style-type: none"> • Education • Holiday Beginnings ✓ MONTHLY NEWSLETTER ✓ WEBSITE <ul style="list-style-type: none"> • mybcar.com
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Affiliate Membership Benefits

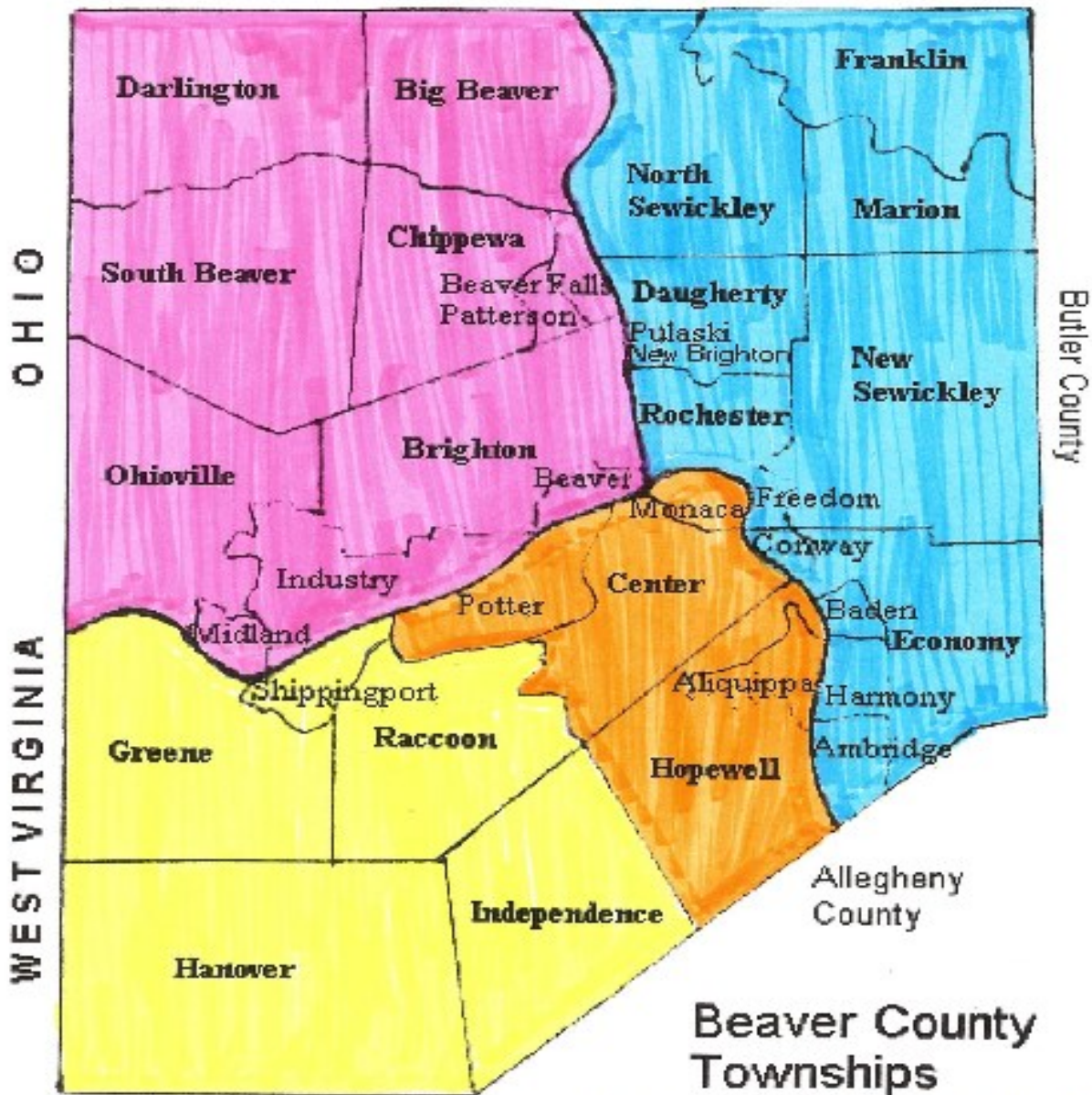
Affiliates are companies who have services in the real estate industry or benefits for REALTORS® members.

<ul style="list-style-type: none"> ✓ INVITED TO ATTEND ALL FUNCTIONS OF BCAR ✓ AFFILIATE MEETINGS ✓ WEBSITE ✓ SOCIAL NETWORKING 	<ul style="list-style-type: none"> ✓ ADVERTISING <ul style="list-style-type: none"> • Discount in Beaver County Times • Highlight Affiliate Companies in Monthly Newsletter • ½ or Full Page in Monthly Newsletter ✓ AWARDS <ul style="list-style-type: none"> • Affiliate of the Year
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To become a member of the BCAR: 724-774-4126

New Listings: If you have a new listing and would like it to be on the Beaver County Tour you must go to the multi list and pull up the listing. There you will find an agent tour. Click the date that corresponds with the below schedule for the area your listing is in.

Beaver County Realtor Tour



BCAR is proud to announce starting in Sept 2010 a Beaver County Realtor® Tour every Tuesday 10 am to 12 pm. The tour is broken up into zones as follows:

- 1st Tues of the month
- 2nd Tues of the month
- 3rd Tues of the month
- 4th Tues of the month

Realtor's should place the listing they would like on tour in the MLS system no later than noon on Mondays so that the tour can be pulled and printed for distribution.

BEAVER COUNTY ASSOCIATION OF REALTORS

AFFILIATE LISTING

Company Name	Representative	Phone	Email
Acre of Beaver County	Carl Follmer/Penny Jones	724-277-6961	jonespt@comcast.net
AgChoice Farm Credit & Country Mortgages	Alyssa Sheppard & Kathy Hartzell	724-482-2173	asheppard@agchoice.com
All Realty Transfers	Sue Grady & Joseph Budicak, Esq.	724-847-4460	sue@allrealtytransfers.com
American General Services	John Fencil & Rebecca Larson	724-728-9507	agscbeaver@verizon.net
Bactronix Corp.®	Joseph Kleynjans & Vincent Valicenti	855-515-3231	vvalicenti@bactronix.com
Beaver County Times	Debbie Bianco & Cyndi Metzler	724-775-3200	dbianco@timesonline.com
Brokers Settlement Services	Rich Masucci	412-322-4001	rmasucci@bsstitle.com
Cleaview Federal Credit Union	Tim Murtagh & Susan Moore	800-926-0003	tmurtagh@clearviewfcu.org
Deb Herman Marketing Communications	Deb Herman	412-974-2971	deb@DebHermanMarCom.com
Design Inspirations	Kathleen Kirby	724-622-4934	dishades@comcast.net
ECA/Ed Cline Appraisals	Ed Cline & Dave Moore	724-847-3211	appraisals@eca1.com
Excel Mortgage Group	Bill Roorback & Mona Simmons	724-775-3090	mona@xlmortgage.com
Farmer's National Bank	Ted George & Pam Woodling	724-622-4162	tgeorge@farmersbankgroup.com
First Choice Mortgage Services	Linda Martin & Chris Healy	724-772-2022	linda@ourfirstchoice.com
Hancock County Savings Bank	Chrystal Duke & Debbie Walker	800-225-1620	cduke@hcsbank.com
Heritage Security & Service	Greg Peluso & David Peluso	724-857-3371	title@heritagesecurity.net
Home Savings & Loan-Beaver	Denise Baker	724-770-0800	dbaker@homesavings.com
Home Savings & Loan-Cranberry Twp.	Rob Good	724-309-2356	rgood@homesavings.com
HouseMaster Inspections	Jocelyn Cilik & Ivan Cilik	724-772-5593	jocelyncilik@housemaster.com
Housing Opportunities of Beaver County	Frank Wilson & Kevin Campanaro	724-728-7511	fwilson@hobcinfo.org
HSA Home Warranty	Joel Bolinger	412-657-6265	joel.bolinger@onlinhsa.com

BEAVER COUNTY ASSOCIATION OF REALTORS

AFFILIATE LISTING

Company Name	Representative	Phone	Email
Huntington National Bank	William Stouffer	412-883-1524	william.p.stouffer@huntington.com
Insurance Unlimited Services	Craig Nunamaker & Bethanne Homitz	724-728-2620	ins@insuranceunlimited.org
J.L. Camp Inspection Services, Inc.	Tom & Terri Laurito	724-495-2331	terri@jlcampinspections.com
Keymax Settlement Services	Lori LaMarca & Jeff Reed	724-933-6330	llmarca@keymaxsettlement.com
Liberty Mutual Insurance	Emily Kutzavitch	724-776-2350	emily.kutzavitch@libertymutual.com
Mars National Bank	Shelley Hysong	724-742-2800	shysong@marsbank.com
Mortgage Lending Solutions	Chris Williams	724-774-9464	cj@mortgagelendingsolutions.com
Paul Davis of Western PA	Lori Jeannette & Tracy Kelosky	724-758-6540	wnpa@pauldavis.com
Penn Suburban Abstract	Joni Sprout	724-776-9750	j.sprout@pennsuburbanabstract.com
Powers Appraisals	R. Garret Powers & Angela Javorsky	330-533-8957	rgpapp@zoominternet.net
Precision Home Inspections, Inc.	Shawn Bruce	724-628-6838	precisionhome@zoominternet.net
Premier Mortgage & Home Equity	Charles & Kara Nardone	724-843-2336	cnardone@premiermtghe.com
Rite Rug Direct	Dave Belanger	724-407-4036	davidbelanger@riterug.com
Signature Settlement Services	Andrew & Erika Bromley	724-728-8873	info@ssstitle.com
SingleSource	Ed Austin & Susan Cioc	866-620-7577	eaustin@singlesourceproperty.com
Steri-Clean Pittsburgh	Rachel Cline & Molly Suehr	724-516-4000	rcline@steri-clean.com
T.A. Closing Network	Susan Brody & Janet Sittig	412-531-1050	closings@taclosing.com
Top Flite Financial	Ryan Cuffle	330-501-9528	rcuffle@topflitefinancial.com
Union Building & Loan Savings Bank	Jamie Prah & Amanda Albanese	724-775-1609	aalbanese@unionblsb.com
Victorian Finance	Sonny Bringol, Jr. & Jim Skal	412-854-4500	info@victorianfinance.com
West Penn Financial Service Center, Inc.	Heather Matuszewski & Nicole Carlin	412-391-3200	heather.m@westpennfinancial.com



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