

The REALTOR® REPORT

President's Message

So what if Punxsutawney Phil saw his shadow? We have so much more to be grateful for! The 2018 Sales Award Banquet and my installation as BCAR's president was amazing. Great thanks to Beverly Pietrandrea and her committee for their tireless efforts! Congratulations to each and everyone of you for your achievements in 2017.

Even though that furry rodent is predicting more winter, we are all too busy in our industry to stay cooped up! Included in this month's newsletter are a variety of events for you to consider. Just throw on a few more layers of clothing and remember that even groundhogs make mistakes!

UPCOMING EVENTS

- February 14 @ 9am Board of Directors Meeting**
Huntington Bank 2nd Floor Conf. Room
- February 16 @ 9:30am Affiliate Meeting**
Huntington Bank 2nd Floor Conf. Room
- February 19 @ 6:00 pm New Member Orientation**
Huntington Bank 2nd Floor Conf. Room
- February 20 @ 10 am New BOD Member Orientation**
BCAR Office
- February 22 10 am—3pm Beaver County Visionary Conference**
The Club at Shadow Lakes, Aliquippa
- March 7 @ 11:30 am General Membership Meeting**
Spanky D's, 1445 Market St. (Rear of building), Bridgewater
- March 13 & 20 9am-4:30pm Continuing Education**
Fairfield Inn, Monaca
- April 18 Professional Standards Training**
University of Pittsburgh @ Greensburg
- April 24 8am—Noon Smart Growth Course**
Fairfield Inn, Monaca

Lorraine Ross
2018 President
724-624-4528



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2017 Officers & Directors

President: Lorraine Ross
 Pres. Elect: Beverly Pietrandrea
 Secretary: Denise Molchen-Donnelly
 Treasurer: Sherman Hostetter
 Directors: Jeff Ammerman
 Ruthanne Belus
 Lori Mikula Bianco
 Ernie D'Achille
 Silvia Kazas
 Cindy McConnell
 Pamela Miller
 Jeanie Parrish
 Leslie Pazur
 Immediate Past-Pres: Bob Williams
 Affiliate Director: Debbie Bianco
 Association Exec: Rose DeWeese



APPLICATION FOR EMERITUS STATUS

April 2 is the deadline to complete certification forms for REALTOR® Emeritus status for approval in May at the REALTORS® Legislative Meetings & Trade Expo in Washington. REALTOR® Emeritus status recognizes members who have forty years of membership and have completed at least one year of service at the national association level. For applications filed through 2019, the one-year service requirement may also be met through service at the state or local level. Please contact the association office if you qualify. Be prepared to provide what years you served at the national, state and/or local level and to what capacity.

MANDATORY CODE OF ETHICS TRAINING!

All REALTOR® members are required to complete 2.5 hours of Code of Ethics training per two-year cycle. The current training cycle is January 1, 2017 through December 31, 2018. If you have completed your Code of Ethics you MUST send a copy of your certificate of completion to Rose DeWeese at the association office. Failure to comply with this required ethics training is a violation of a membership duty, for which the member can be suspended until training is completed. The only REALTORS® exempt from this requirement are those that currently enjoy REALTOR® Emeritus status.

How can you complete your mandatory ethics requirements?

- Online Training Course at The CE Shop, www.mybcar.theceshop.com
- Take the online CE or Non-CE version through NAR at:
<https://learninglibrary.com/COE/A/HOME?affiliateId=10868&affiliateId=10868>
- REI will hosting another two days of Continuing Ed on Wednesday, March 13 and Wednesday March 20 at the Fairfield Inn in Monaca. Details will be shared as soon as they are available.

Congratulations

Listed on the next few pages are the 2017 Sales Award Winners from BCAR.
Congratulations to everyone!

Individual Residential

14 Million

Anthony Leone - RE/MAX Select Realty

12 Million

Darla Jobkar - Northwood Realty Services

10 Million

Amy Logan - RE/MAX Select Realty

8 Million

Melissa Gulla - RE/MAX Select Realty

7 Million

Mendicino Lisa - RE/MAX Select Realty

Angie Peluso - Howard Hanna Real Estate

Denise Canacci-Walters - Howard Hanna Real Estate

Kathy Pfister - Coldwell Banker Real Estate Services

6 Million

Mary Anne Peluso - Town Center Associates

Charles Dobish III - RE/MAX Real Estate Solutions

Justin Baker - Northwood Realty Services

5 Million

Peggy Greb - RE/MAX Select Realty

Tina Rupp - Coldwell Banker Real Estate Services

Leah Wulster - Howard Hanna Real Estate

Janeen Agudio - Howard Hanna Real Estate

Melissa Hill - Northwood Realty Services

Beverly Pietrandrea - Bovard Anderson Company

4 Million

Barbara Cardinale - Coldwell Banker Real Estate Services

Leigha Peters - RE/MAX Select

Christine Sandusky - Howard Hanna Real Estate

Mindy McKee - RE/MAX Select Realty

Jennifer Drass - Coldwell Banker Real Estate Services

Winnie McCann-Powers - Coldwell Banker Real Estate Services

Megan Rummel - Clear Choice Enterprises

John W. Sergeant III - Howard Hanna Real Estate

Mark Gulla - RE/MAX Select Realty

Biba Circle- Howard Hanna Real Estate

Pamela Kecmer - Howard Hanna Real Estate

Michelle Branham - Howard Hanna Real Estate

Individual Residential

3 Million

Laurel Rae - RE/MAX Select Realty
Susan Daniel - Howard Hanna Real Estate
Stephanie Ramer - Howard Hanna Real Estate
Joyce Deffenbaugh - Berkshire Hathaway HomeService
Bruce Fleming - Bovard Anderson Company
Leslie Pazur - Berkshire Hathaway HomeService
Jane Strano - Howard Hanna Real Estate
Karen Morrow - RE/MAX Select Realty
Caitlin Schreiber - Howard Hanna Real Estate

2 Million

Jessica Farinelli - Howard Hanna Real Estate
John Gates - Northwood Realty Services
Stefani Jazudek - Coldwell Banker Real Estate Services
Mary Kay Marburger - Howard Hanna Real Estate
Karen Hutman - Howard Hanna Real Estate
Randy Forner - Berkshire Hathaway HomeService
Sandy Pursglove - Coldwell Banker Real Estate Services
Pamela Miller - Northwood Realty Services
Anne Kurzdorfer - Coldwell Banker Real Estate Services
Tammy Romesburg - Coldwell Banker Real Estate Services
Leslie Chaklos - Northwood Realty Services
Betty Patterson - Howard Hanna Real Estate
Amanda Barbano - Northwood Realty Services
Jill Dehart - Bovard Anderson Company
Linda Diffendal - Coldwell Banker Real Estate Services
Yvonne Goff - Howard Hanna Real Estate
Ruth Cativera - Howard Hanna Real Estate
Gretchen Kelley - Berkshire Hathaway HomeService
Bridget Wysocki - Howard Hanna Real Estate
Frank Stefura - Howard Hanna Real Estate
JoAnne Gehm - Berkshire Hathaway HomeService
Cindy McConnell - Howard Hanna Real Estate
Randa Boling - Howard Hanna Real Estate
Shearer Rhonda - RE/MAX Select Realty
Mary Briancesco - Berkshire Hathaway HomeService
Terri Nowakowski - Northwood Realty Services
Dawnelle Shrawder - Howard Hanna Real Estate
Devan Parise-Cercione - Howard Hanna Real Estate
Lisa Lathom - Coldwell Banker Real Estate Services
Jean Randza - Berkshire Hathaway HomeService
Susan Ivey - Berkshire Hathaway HomeService

Individual Residential

1 Million

Robin Augustine - Howard Hanna Real Estate
Michelle Stringer - Northwood Realty Services
Judy Cleary - Berkshire Hathaway HomeService
Wendy Wallace - Howard Hanna Real Estate
Karen Super - Howard Hanna Real Estate
Patti Noah - Howard Hanna Real Estate
Joyce Beglin - Northwood Realty Services
Dee Phillips - Berkshire Hathaway HomeService
Michael Miller - EXIT Realty Services
Selina Blinn - Berkshire Hathaway HomeService
Charles Casbourne - Clear Choice Enterprises
Lisa Dowling - Northwood Realty Services
Jason Phillips - Berkshire Hathaway HomeService
Marcia Davis - Berkshire Hathaway HomeService
Lori Mikula Bianco - RE/MAX Select Realty
Peter Bakertges - RE/MAX Select Realty
Jacqueline Cooper - Howard Hanna Real Estate
Michelle Krut - Howard Hanna Real Estate
Joan Shanahan - Bovard Anderson Company
John R. Sergeant - Howard Hanna Real Estate
Rachel Kerr - Howard Hanna Real Estate
Jeanie Parrish - SWC Realty
Toni Colbert - Howard Hanna Real Estate
Silvia Kazas - Howard Hanna Real Estate
Laura Crawley - Howard Hanna Real Estate
Michael Callaway - Howard Hanna Real Estate
Alexandra Rice-Setfura - Howard Hanna Real Estate
Randy Buffington - Northwood Realty Services
Kate Na-Shatal - Northwood Realty Services
Harry Schmidley - Northwood Realty Services
Denise Molchen-Donnelly - Howard Hanna Real Estate
Cheryl Hartle - Northwood Realty Services
Tina Reed - Berkshire Hathaway HomeService
Patty Gall - Berkshire Hathaway HomeService

Individual with one or more licensed assistants

13 Million

Gina Cuccaro - Berkshire Hathaway HomeService
Matt Ohlsson - Coldwell Banker Real Estate Services

8 Million

Rob Dutcher - RE/MAX Select Realty
Jan Livingston - Berkshire Hathaway HomeService

Team/Group Residential

31 Million

The Reed & Shutey Team - Berkshire Hathaway HomeService

30 Million

Gia Albanowski - Berkshire Hathaway HomeService

14 Million

Nancy Rossi & Kathleen Belcastro - RE/MAX Select Realty

10 Million

Chad Leonberg Team - eXp Realty

9 Million

Karen Campbell - Coldwell Banker Real Estate Services

8 Million

Brooke & Michael Witterman Group - RE/MAX Select Realty

6 Million

Lynn Peterson/Nancy Kristian Team - Berkshire Hathaway HomeService

Brenda & John Petkunas - Howard Hanna Real Estate

Jeanne Bendik - Northwood Realty Services

5 Million

Jeff Ammerman & Stephanie Muntean - RE/MAX Select

Joshua Eckelberger Team - Northwood Realty Services

Scott & Tabitha Fosnot - RE/MAX Select Realty

4 Million

Dawn Foster - Northwood Realty Services

Individual Commercial

6 Million

Lynette Citro - Berkshire Hathaway HomeService

5 Million

Hal Martin - Howard Hanna Real Estate

Tracie Eckel-Ward - Bovard Anderson Company

Team/Group Construction

5 Million

Corey Olszanski/Joe Gradwell - Bovard Anderson Company



2017 Installation Banquet Honorees
(Clockwise)
2018 REALTOR Emeritus: Ruthanne Belus
2017 REALTOR of the Year: Bob Williams
2018 BCAR President with (left to right Preston Moore, DVP Disprict 10, Lorraine Ross, 2018 BCAR President, Bill Festa, PAR 1st Vice President, Lynn Knapko)
2017 Affiliate of the Year: Rich Masucci with wife, Linda



Ambassadors Serving Beaver County

Mission: Promoting Beaver County development by connecting people, ideas and resources



Stay Connected!

TRANSITION SERIES KICKOFF

Beaver County Visionary Conference

Thursday, February 22, 2018 | 10:00 a.m. – 3:00 p.m.

Guest Registration opens at 9:00 a.m.

The Club at Shadow Lakes

2000 Beaver Lakes Blvd. | Aliquippa, PA 15001

Join the Economic Development Task Force of Beaver County as they welcome regional professionals to discuss expansion planning processes for Beaver County and the surrounding areas. The Task Force will also be presenting the Inaugural Beaver County Visionary Award to a local business owner who has not only created a thriving resource for the community but is transitioning operations to match upcoming Beaver County expansion. Additional award information will be announced in advance of the conference.

Conference Panels

Session 1 – The Possibilities Do Not End with the Cracker Plant, Featuring:

Jim Palmer, President, Beaver County Corporation of for Economic Development (CED)
Brad Davis PE, PMP, Program Manager/Office Leader, Larson Design Group
Anthony Pantoni, Director, Industrial Brokerage, Hanna Langholz Wilson Ellis

Session 2 – Preparing a Workforce for the Jobs of the Future, Featuring:

James V. Denova, Ph.D., Vice President, Claude Worthington Benedum Foundation
Betsy McIntyre, Director of the Tristate Energy & Advanced Manufacturing Consortium,
Community College of Beaver County

Session 3 – Organizing Efficient and Effective Growth in a Transitioning Economy

Pat Ford, Executive Director/Business Development Director of the Northern Panhandle, West Virginia

Keynote Presentation:

Hidden Strengths to Grow Beaver County Business in the Modern Era

By Nate Martin, Founder and CEO of Puzzle Break

Nate, a Beaver County native, has created a novel team building concept in the process of being recognized as the founding father of ESCAPE ROOMS in the United States. Puzzle Break is based in Seattle, WA with operations growing on a global basis. Nate's clients include Amazon, Microsoft and Royal Caribbean Cruise Lines amongst others. He has been featured globally in newspapers and magazines, and has spoken at various national conferences. Nate also recently served as a panelist at the Sundance Film Festival in Park City, UT.



**Ambassadors
Serving
Beaver County**

Mission:
Promoting Beaver County
development by
connecting people,
ideas and resources



Stay Connected!

Checks should be payable to:

Economic Development
Task Force of Beaver County
PO Box 484, Beaver, PA 15009

Be a Part of the Vision!

Beaver County Visionary Conference
Thursday, February 22, 2018 | 10:00 a.m. – 3:00 p.m.
Demand is High! Space is Limited!

Conference Sponsorships

Contact Bridget Wysocki: bwsocki@howardhanna.com | (412) 974-8592

Visionary.....\$1,000 Contribution

- Featured on power point throughout the event
- Full page ad in program book
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Event Tickets

Contact Janeen Agudio: janeenagudio@howardhanna.com | (724) 544-9704
\$60.00 | Buffet lunch provided

Name: _____

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Yes, I will attend Total Amount Due: _____

Note: A separate registration sheet is required for each attendee joining you.



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For more information, please contact:



William Stouffer

Loan Officer

NMLS ID: 126079

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c - 412.863.1524

e - William.P.Stouffer@huntington.com

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Beaver County Association of REALTORS®

GENERAL MEMBERSHIP MEETING

Trish Digliodo, President of Paramount Co-op will give us an update on their work in helping to revitalize the Main Streets of Beaver County. Hear about what is happening with Ambridge's \$2.5 million Streetscape Project in the Spring and so much more!

where:

Spanky D's – 1445 Market St., Rear
Bridgewater

r.s.v.p.

bcar3@mybcar.net or 724.774.4126

when:

Wednesday, March 7th @ 11:30 am

\$10.00
Cash or Check
at door

Beaver County Association of REALTORS®

Cordially invites you to attend
New Member Orientation
 &
Code of Ethics Training
Monday, February 19, 2018 at 6:00 pm
650 Corporation St. Floor 2-Conference Room
 (Entrance is in rear of Huntington Bank Building in Beaver)
RSVP TO Rose DeWeese by Friday, February 9, 2018
 724.774.4126 or email bcar3@mybcar.net

Robert O. Williams
Signature

2-19-2018
Date

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**BEAVER COUNTY
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REALTORS**

*

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E-mail:
bcar3@mybcar.net

Association Exec.
Rose DeWeese
*

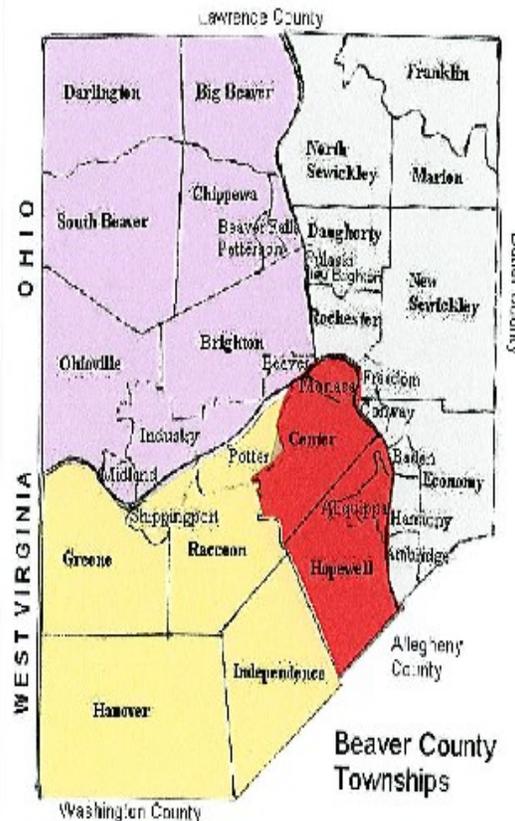
**THE REALTOR
REPORT
DEADLINE**

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the last
business day of
the month.
Thank you.

*

Place an ad in our
monthly
publication.
Full Page-\$100
Half Page-\$50

BEAVER COUNTY REALTOR® TOUR



The Beaver County REALTOR® Tour is every Tuesday 10:00 am – 12:00 pm.
The tour is broken up into zones as follows:

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

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 NO LATER THAN NOON ON MONDAYS and pull up the listing. There you will find an agent tour. Click the date that corresponds with the schedule listed above for the area your listing is located.