

RAPPER

Beaver County Association of REALTORS®

FEBRUARY 2012

PRESIDENT'S LETTER



2012 Officers and Board of Directors

President: Vic (Bill) Smith
President-Elect: Rudy Zetz, Jr
Secretary: Peg Gahles
Treasurer: Michelle Branham
Directors: Lisa Dowling
Lisa Hough
Pam Kecmer
Shirley Lyden
Leslie Pazur
Beverly Pietrandrea
Janice Rzaire
Michael Witterman
Bridget Wysocki
Immediate Past-President
Keith DeVries
Affiliate Director:
Ted George
Association Executive:
Karen Fuller

Wow what a great banquet on January 28. The two co -chairs for the banquet, Shirley Lyden and Jean Randza, did an unbelievable job with the help of Leslie Pazur and Bev Pietrandrea. How about all the gift cards that were given out? Congratulations to all of the sales award winners. Many Realtors had a good year, let's hope many more have a good year this year. A special thanks to Peg Gahles, Mike Witterman, Rudy Zetz, Frank D'Amico, Joe Vular and Lisa Dowling for their part in the great program. This shows the many talents we are blessed to have in our association, and now there is even more room for new realtors to be a part of this. The most important part of the night was the presentation of the Realtor of the Year, given to Michelle Branham. If you were there and saw the look on her face, it told it all. Rumor has it that this was the first time anyone has ever seen Michelle speechless. Congratulations to Michelle for receiving the award. A special thanks to all the Brokers and the Affiliates who helped sponsor this great event.

There are many great things coming up in the future, the whole year's program has been planned out by the program committee. Darlene Zarnich and Frank D'Amico have planned many great meetings. Lisa Hough, the chair for the education committee, has been working on CE classes; the list will be in the Rapper. The March meeting will be a salute to our great Affiliates. The meeting will show what help is available to you. There will be many give aways at this meeting, so please make every effort to attend this meeting as well as all of the scheduled meetings this year. I look forward to seeing you at the March meeting. God Bless.

Vic



Show your pride
Wear you REALTOR Pin

Beaver County Association of REALTORS®

General Membership Meeting

“Now what do I do and which Affiliate do I call?”

Question and Answer Session by the Affiliates
Great Opportunity to meet the affiliates and learn the services they offer.

When: Wednesday, March 7, 2012
Where: Javy's in Ambridge
Time: 6:00pm Registration
7:00pm Buffet Dinner
Cost: \$16 / person

Reservations Due By February 29th Call 724-774-4126
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SUPPORT YOU ASSOCIATION AND COME TO THE MEETING!!!

CONGRATULATIONS to the REALTOR of The Year

Michelle Branham of Coldwell Banker

2011 Sales Award Winners

Top Producer Winnie McCann Powers of Coldwell Banker

Top Team Producer Susan and Austin Daniels of Howard Hanna W Sub.

Top Commercial Joe Sabella of Town Center Associates

Congratulations to ALL SALES AWARD WINNERS!!

All Sales Awards list in Rapper

REMINDER.....

**If you make changes to your membership like switch offices or
change your email, be sure to let the association know.**

We rely on the membership for our information.

Calendar of Events:



February 16 Affiliate Meeting, Huntington Bank at 9:30am

February 29 Reservations due for Membership Meeting

March 6 Code of Ethics & Short Sale, Tax Sale & Foreclosure CE Classes

March 7 General Membership Meeting, Javy's in Ambridge

April 4 Professional Standards Training at Westmoreland Co. Community College

April 11 Marcellus Shale & True Forms CE Classes

CODE OF ETHICS

Article 15: REALTORS® make only truthful, objective comments about other real estate professionals.



WATCH for a Who's Who Section in the March Rapper.
This is an opportunity to get to know other REALTORS in our association.

Welcome New Members: Kay Bender—Howard Hanna, Beaver;
Corey Olszanski—RE/MAX Select, Monaca

Member Changes: Jeff Ammerman is now with Northwood Realty Service in Zelienople
Brian Baker, (new email brianbaker@remax.net) Pat Boylan, Kathy Green, Leslie
Gruzinski, Karen Morrow, and Denise Trenor are now with RE/MAX Select,
Monaca.
Joyce Beglin is now with RE/MAX Select, Cranberry Twp.
David Kramer is now with Ann Miranda Properties.
Dawnelle Shrader now with Howard Hanna West Suburban.

Congratulations to Bob Williams of Howard Hanna, Beaver who was recently elected as 2012 Chairman of Hopewell Planning Commission. In the past Bob also served as a Member, Secretary and Vice Chair.

Banquet Program Change: It was listed in the program at the banquet that Pam Keczmer was with Coldwell Banker. Pam is with Howard Hanna W Suburban. Sorry for any confusion.

*** If you have something you would like to put in the Rapper, just call BCAR at 724-774-4126 and we will get it in for you. ***

All items for the Rapper must be in by the FIRST FRIDAY of each month.

Effective with all case number assignments after April 5, 2010, FHA will increase the upfront mortgage insurance premium to 2.25%.

There is still some time to take advantage of the current premium. Let us help your buyers save some money and purchase their dream home.

Please call me if you have any questions.



Ted George
Vice President
724-561-1033 [phone] 877-300-3271 [fax]
ted.george@huntington.com



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2011 SALES AWARDS

NAME	OFFICE	AMOUNT
1 Million		
1 Bianco, Lori	RE/MAX Renaissance	1,000,000.00
2 Hersperger, Pamela	Howard Hanna	1,005,399.00
3 Shanahan, Joan	Bovard-Anderson	1,008,375.00
4 Gall, Patty	Prudential	1,033,750.00
5 Kazas, Sylvia	Howard Hanna	1,037,129.00
6 Dowling, Lisa	Northwood	1,058,900.00
7 Debo, Colleen	Bovard-Anderson	1,090,000.00
8 Casbourne, Charles	Howard Hanna	1,130,449.00
9 Musolin, Michael	Frank Stefura Realtors	1,136,233.00
10 Shumsky, Glenn	Coldwell Banker	1,164,500.00
11 Guido, Tina	RE/MAX	1,212,000.00
12 Eastgate, Ken	Coldwell Banker	1,219,900.00
13 Hough, Lisa	Coldwell Banker	1,278,080.00
14 Yantos, Doris	Howard Hanna	1,309,508.00
15 Goff, Yvonne	Howard Hanna	1,345,200.00
16 Ford, Janis	Bovard-Anderson	1,366,600.00
17 Bakertges, Peter	RE/MAX	1,419,200.00
18 McConnell, Cynthia	Howard Hanna	1,425,400.00
19 Wallace, Wendy	Frank Stefura Realtors	1,448,850.00
20 Scott, Kelly	Howard Hanna	1,464,700.00
21 Steinbrink, Dawn	Coldwell Banker	1,484,250.00
22 Maloney, Eve	Coldwell Banker	1,485,300.00
23 Workley, Ida	Prudential	1,496,100.00
24 Noah, Patricia	Howard Hanna	1,529,900.00
25 Amper, Susan	Keller Williams	1,558,918.34
26 Sergeant, John	Howard Hanna	1,574,900.00
27 Romesburg, Tammy	Coldwell Banker	1,647,000.00
28 Colangelo, Lori	Howard Hanna	1,687,635.00
29 Dehart, Jill	Bovard-Anderson	1,726,800.00
30 Bhatia, Neera	Coldwell Banker	1,751,800.00
31 Randza, Jean	Prudential	1,757,800.00
32 Whigham, Patricia	Coldwell Banker	1,774,160.00
33 Camp, April	Northwood	1,794,500.00
34 Tustin, Aimee	Northwood	1,832,951.00
35 Brown, Susan	Prudential	1,888,500.00
36 Pazur, Leslie	Prudential	1,923,900.00
37 Agudio, Janeen	Frank Stefura Realtors	1,976,600.00

2 Million

1	Tubbs, Molly	Keller Williams	2,000,000.00
2	Bendik, Jeanne	Northwood	2,009,700.00
3	Forner, Randy	Prudential	2,018,900.00
4	Augspurger, Vanessa	Prudential	2,024,250.00
5	Pietrandrea, Beverly	Bovard Anderson	2,071,900.00
6	Green, Kathy	Keller Williams	2,110,266.00
7	Cardinale, Barb	Coldwell Banker	2,178,293.00
8	McKee, Melinda	RE/MAX	2,181,432.00
9	McCarrell, Darlene	Howard Hanna	2,215,800.00
10	Rees, Doug	RE/MAX	2,323,300.00
11	Perry, John	Coldwell Banker	2,386,809.00
12	Chaklos, Leslie	Northwood	2,405,275.00
13	Wysocki, Bridget	Howard Hanna	2,431,250.00
14	Hunter, Katina	Coldwell Banker	2,432,400.00
15	Peters, Leigha	RE/MAX	2,434,025.00
16	Cattivera, Ruth	Howard Hanna	2,439,400.00
17	Hostetter, Kim	Sherm Hostetter	2,567,900.00
18	Keczmer, Pam	Howard Hanna	2,589,750.00
19	Pfister, Kathy	Coldwell Banker	2,630,309.00
20	Kristine, Nancy	Prudential	2,653,001.00
21	Tarquinio, Marcy	Howard Hanna	2,661,900.00

3 Million

1	Gadberry, Teresa	Coldwell Banker	3,051,750.00
2	Stirling, Tom	Coldwell Banker	3,076,325.00
3	Wills, John	Coldwell Banker	3,289,405.00
4	Peluso, Angela	Howard Hanna	3,325,150.00
5	Mastro, Debbie	Coldwell Banker	3,360,453.00
6	Logan, Amy	RE/MAX	3,407,615.00
7	Razaire, Janice	Howard Hanna	3,466,325.00
8	Livingston, Jan	Coldwell Banker/Prud	3,441,225.00
9	Gennaro, Joann	RE/MAX	3,759,570.00

4 Million

1	Branham, Michelle	Coldwell Banker	4,048,800.00
2	Gulla, Melissa	RE/MAX	4,051,445.00
3	Hutman, Karen	Howard Hanna	4,189,001.00
4	Brimmeier, Rita	RE/MAX	4,249,866.00
5	Peterson, Lynn	Prudential	4,270,640.00
6	Seals, Danielle	Coldwell Banker	4,342,065.00
7	Peluso, Mary Ann	Town Center Assoc	4,762,000.00

5 Million

1	Ohlsson, Matthew	Coldwell Banker	5,389,000.00
2	Mc Cann Powers, Winifred	Coldwell Banker	5,944,111.00

TEAMS**2 Million**

1 Marilyn Caplan/June Erath	Prudential	2,825,122.00
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3 Million

1 Laurel Rae Team	RE/MAX Select	3,370,900.00
2 Scott and Tabitha Fosnot	RE/MAX Select	3,862,700.00

4 Million

1 Stephanie Muntean/Jeff Ammerman	Northwood	4,344,800.00
2 Brenda and John Petkunas	Howard Hanna	4,975,000.00

5 Million

1 Brooke & Michael Witterman	RE/MAX Select	5,877,451.00
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7 Million

1 Drew & Laura Thompson	Coldwell Banker	7,100,673.00
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8 Million

1 Gia Albanowski Team	Prudential	8,495,997.00
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11 Million

1 Susan and Austin Daniel	Howard Hanna	11,249,450.00
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COMMERCIAL

1 Sabella, Joe	Town Center Assoc	2,713,999.76
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Beaver County Association of REALTORS®
would like to say “Thank You” to
the banquet contributors...

ALL REALTY TRANSFER, INC
BEAVER COUNTY TIMES
EXCEL MORTGAGE GROUP, INC
HANCOCK COUNTY SAVINGS BANK, FSB
HOME SAVINGS – DENISE BAKER
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J. L. CAMP INSPECTIONS SERVICES, INC
PA LAND TITLES
PRUDENTIAL PREFERRED REALTY – BEAVER
RE/MAX SELECT REALTY
T. A. CLOSING NETWORK – GREGG HILL

BCAR would like to congratulate
and thank Shirley Lyden and
Jean Randza for a great Installation
and Awards Banquet. Shirley and
Jean were co-chairs for this event
and with the help of Leslie Pazur
put together a great evening.

Also a Special THANK YOU to
Paula Ochs of Prudential who was
the Program & Graphics Designer
for this event.

This event would not be a success
without your support...Thank You!!!

BEAVER COUNTY ASSOCIATION OF REALTORS®

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March 6, 2012

Code of Ethics

9:00 am till 12:30 pm

Holiday Inn Express

Cost \$40.00

Short Sale, Tax Sale, & Foreclosure w/ Brad Dornish

1:00pm till 4:30pm

Holiday Inn Express

Cost \$40.00

April 11, 2012

Marcellus Shale

9:00 am till 12:30 pm

Holiday Inn Express

Cost \$40.00

True Forms

1:00pm till 4:30pm

Holiday Inn Express

Cost \$40.00

Seating is Limited
Register Early!!

QUESTIONS...
CALL BCAR AT
724-774-4126

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Beaver County Association of REALTORS® General Membership Meetings 2012

MONTH	DATE	EVENT	SPEAKER	LOCATION
January	1/28/2012	Banquet	X	Beaver Valley Golf Club
February	2/1/2012	No Meeting	X	X
March	3/7/2012	Affiliate Program <i>"Now what do I do?" Question and Answer Session by Affiliates</i>	Powerpoint Pres - Affiliates	Javy's
April	4/4/2012	Appraisals <i>"Now what do I do when the appraisal doesn't come in?"</i>	Appraiser Michelle Bradley	Monaca Turners
May	5/17/2012	Night at the Races	Affiliates	American Serbian Club
June	6/6/2012	Marcellus Shale <i>"Now what do I do when Marcellus Shale approaches?"</i>	Bill McNees - Attorney	Monaca Turners
July	7/4/2012	No Meeting	X	X
August	8/1/2012	No Meeting	X	X
September	9/5/2012	Happenings in BC	Jim Palmer- BC Corp Economic Devel.	Monaca Turners
October	10/3/2012	2nd Annual Steak Gate	Chair Bev Pietrandrea	Two Mile Run (tent.)
November	11/7/2012	Annual Auction	Chair Vic Smith	Javy's
December		Holiday Beginnings	Affiliates	TBA

Subject to change with notification

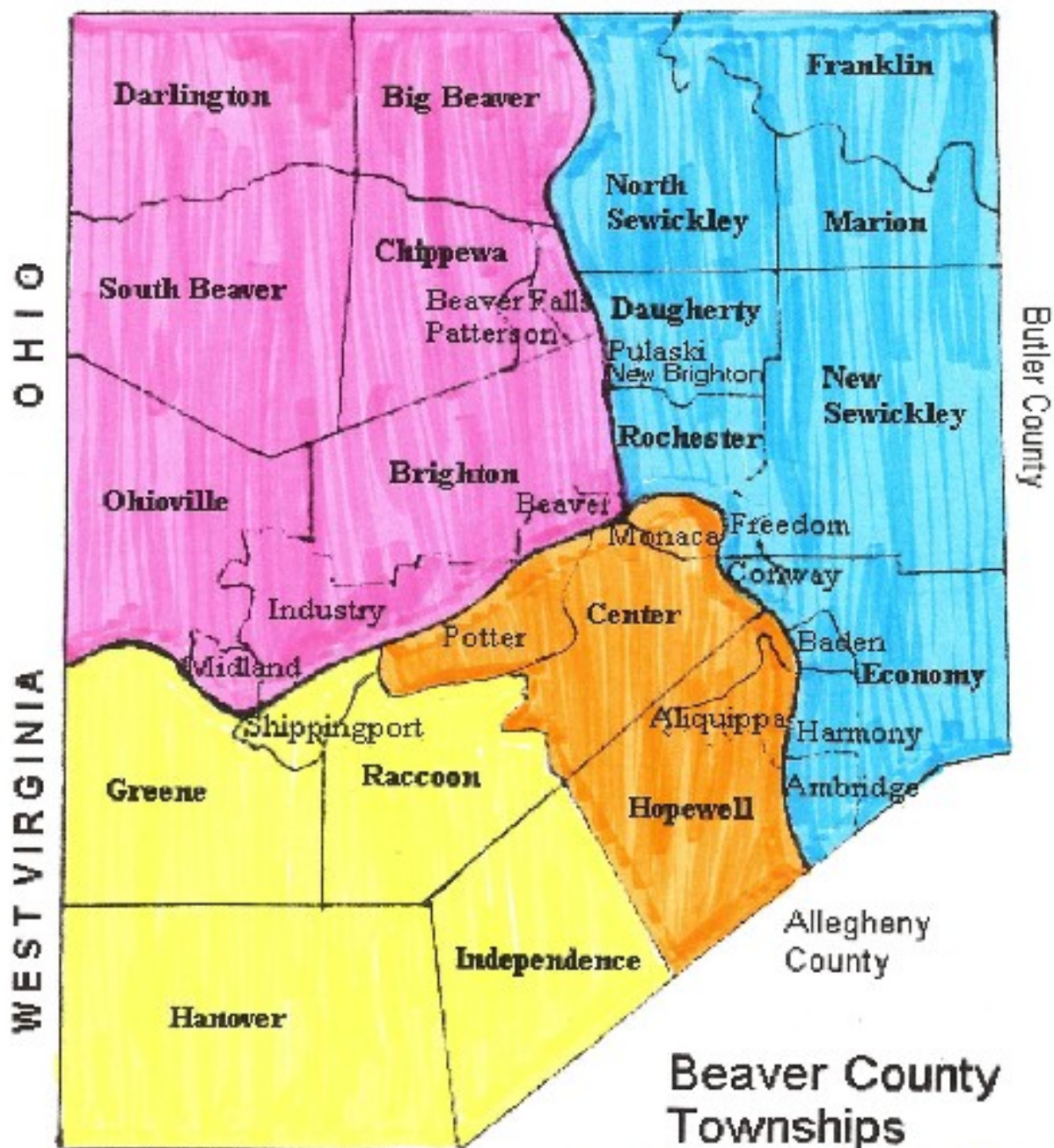
Support your association and attend the meetings!!

PROFESSIONAL STANDARDS TRAINING

The 2012 Professional Standards Training will be held on April 4, 2012 at the Westmoreland County Community College. The time is 9:00 am till 12:30 pm. We like to car pool for this event.

All member of Professional Standards have to be recertified per our Policy and Procedures. To register go to <http://www.parealtor.org/2012-professional-standards-training-seminars/> or call the association office at 724-774-4126.

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®

650 Corporation Street
Suite 401
Beaver, PA 15009

Phone: 724-774-4126
Fax: 724-774-1984

E-mail: bcar3@verizon.net
Website: www.mybcar.com



AFFILIATE INFORMATION

INKSTAR, LLC

Phone: 724-847-2940

Representatives: Rich and Susan Fudrich

Serve surrounding area

Products/Services Offered: Business Printing—Business Cards, Stationery, Brochures, Design Services, Bulk, and Mailings

J.L. CAMP INSPECTION SERVICES, INC

Phone: 724-495-2331

Representatives: Tom and Terri Laurito

Serve Allegheny, Beaver, Butler, Lawrence and Washington Counties

Products/Services Offered: Home Inspections, Pest (WDI) Inspections, Well Testing, Septic Testing, Radon Testing, and Mold Testing

JAMES MEDIA (Your Parade of Homes)

Phone: 724-728-7511

Representative: Mike Aukscunas

Serve Tri-State Area

Products/Services Offered: Print and Web Marketing

KERR AGENCY

Phone: 724-843-1087

Representative: Gary Young

Serve Pennsylvania, Ohio, and Maryland

Products/Services Offered: Personal Home/Auto Insurance ; Small Business and Commercial; Life and Annuities Products

Note: Information displayed in alphabetical order and supplied by the affiliates from the 2012 Affiliate Information.