

The REALTOR® REPORT

President's Message

Triple Crown, Triple Crown, Triple Crown!!! The Pennsylvania Association of REALTORS® won the GOLD! PAR will be honored for achieving the coveted Triple Crown. The Triple Crown award recognizes state associations that meet their state-specific RPAC goals and local associations that meet NAR-specified criteria during the current fundraising year. The Triple Crown is awarded in May at the REALTORS® Legislative Meeting & Trade Expo.

Be encouraged that your RPAC investment is for making our industry better. Please remember to invest at our upcoming General Membership meeting on Wednesday, March 7 @ 11:30 (details p. 3) where we will be having another fabulous and fun RPAC sweepstakes event.

Lorraine Ross
2018 President
724-624-4528

UPCOMING EVENTS

March 7 @ 11:30 am General Membership Meeting
 Spanky D's, 1445 Market St. (Rear building), Bridgewater

March 13 & 20 @9am-4:30pm Continuing Education
 Fairfield Inn, Monaca

March 14@9am BOD Meeting
 2nd Flr Conf. Rm. Huntington National Bank

March 16@9:30am Affiliate Meeting
 2nd Flr Conf. Rm. Huntington National Bank

April 3@8am—10 am BCCC Congressional Breakfast
 with Congressman Keith Rothfus

April 18 Professional Standards Training/Public Policy
 University of Pittsburgh @ Greensburg

May 16@9am—REALTOR Round Table
 First Presbyterian Church, Beaver

May 23 8am@Noon Smart Growth Course
 Fairfield Inn, Monaca



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2018 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





SOUTHWEST FIELD REPORT

The Field Report is published by the PAR Field Program which provides 28 local associations across the state with government affairs representation.

Veronica Cardello—vcardello@parealtor.org

Lunch with Sen. Pat Stefano – State Sen. Pat Stefano met with the **Fayette County Board** to discuss concerns about private property rights, local communities and the state budget. The First-Time Homebuyers Savings Account was also a topic of discussion, as 46 percent of Pennsylvanians report a down payment is a huge obstacle to owning a home. If you are interested in attending a meeting with your area legislator, please contact me at VCardello@PAR Realtor.org.

Registration Open for PAR Public Policy Regional Trainings – Interested in learning how you can advocate and advance your business and the interest of your clients? The Public Policy Regional Training provides you the tools to be engaged in PAR's advocacy efforts and help you better represent your industry. As Realtors®, we are the voice for homeowners and private property rights. This regional training will help you learn how to make the Realtor® voice stronger and become an advocate for real estate.

PAR is offering the training at seven different locations across the commonwealth. All training sessions are free and open to any PAR member, although space is limited and pre-registration is required.

The training session runs from 2- 5 p.m. (registration opens at 1:30 p.m.) and the agenda includes public policy issues, political advocacy and local government affairs efforts.

Regional Training Dates and Locations:

- Wednesday, April 18 – University of Pittsburgh, Greensburg
- Thursday, April 19—The Country Club, Meadville

☆☆

☆☆

BEAVER COUNTY ASSOCIATION OF REALTORS ☆☆☆

RPAC UPDATE ☆☆☆

Total % of Goal Achieved 2018—74.4% ☆☆☆

Total Money Raised in 2018—\$5,580 ☆☆☆

2018 Goal—\$7,500 ☆☆☆

% of Members Investing in 2018—34.8% ☆☆☆

Number of Investors in 2018—174 ☆☆☆

☆☆



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!

MARCH CONTINUING EDUCATION


REGISTRATION:
REALTORS EDUCATIONAL INSTITUTE
WWW.RAMPSSCHOOL.COM
412.661.2682

LOCATION:
FAIRFIELD INN
MONACA
1488 BRODHEAD RD, MONACA, PA 16061

3/13/2018 Navigating the Digital Marketing Meze | 9-12:30
3/13/2018 Sales Agreement & Addende Changes | 1-4:30


3/20/2018 Real Estate Ethics | 9-12:30
3/20/2018 Rules & Regulations | 1-4:30

THANK YOU TO OUR SPONSORS:
The Huntington National Bank-Beaver, Bill Stouffer
First National Bank-Wexford, Harry Wargo
Clearview Federal Credit Union, Tim Murtagh
Design Inspirations, Ltd., Kathleen Kirby



BCAR Members

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Complete your Continuing Education!
Rules and Regulations is MANDATORY and due by the end of the licensing period!
Code of Ethics is now a mandatory Biennial course which means you can take it for credit or non credit but it has to be completed by December 31, 2018!

Save 20%
on your real estate education today!

Just enter promo code **march20** at checkout.




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 Keczmer - 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-Cerccone - 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



WELCOME NEW BCAR® MEMBERS

REALTORS®

Jamie Hulick—Berkshire Hathaway HomeServices, Beaver
Leslie King & Meg Garvin—Berkshire Hathaway HomeServices, Cranberry
Renee Statler & Alyssa Costantino—Berkshire Hathaway HomeServices, Moon Twp.
Christopher Johnston—Berkshire Hathaway HomeServices, Sewickley
Andrew Rodenbaugh—Coldwell Banker, Moon Twp.
Brandy VeVerka—eXp Realty, Pittsburgh
Richard Greenhouse—Greenhouse Real Estate, Inc.
Demetri Hahn & Christopher Pearson—Howard Hanna Real Estate, Beaver
Tracy Lynn Winchell & Dionne O'Dell—Howard Hanna Real Estate, Chippewa
Mark Tribone, Anne Beach & Julie Miller—Keller Williams Realty, Wexford
Rebecca Savage, Marissa Morrison & Haley Brnjilovic—Northwood Realty, Beaver
Jeannine Dabecco—Northwood Realty Services, Airport
Roamell Edwards—Northwood Realty Services, Squirrel Hill
Heather Wolf Nevill—RE/MAX Select Realty, Center Twp.
Adam Cannon—RE/MAX Select Realty, Coraopolis

AFFILIATES

First National Bank

Harry Wargo ~ wargo@fnb-corp.com
724.778.3994
202 Devine Dr., Wexford PA 15090

LLG Engineering Consulting LLC

Louis Gambogi ~ llgenr@gmail.com
412-352-3928
114 Dauntless Dr., Pittsburgh PA 15235

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.

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 be hosting the Code of Ethics course on Tuesday, March 20 at the Fairfield Inn in Monaca. Please use this link to register for that class:
<http://www.realtorspgh.com/Education/Shop-by-Search/CategoryID/3/ProductID/359>



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 NMLS # 792055

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For more information, please contact:



William Stouffer

Loan Officer

NMLS ID: 126079

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Beaver, PA 15009

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c - 412.863.1524


e - William.P.Stouffer@huntington.com

www.huntington.com/mortgage/stouffer-william

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All loans are subject to application and credit approval, satisfactory appraisal and title insurance. Terms, conditions and loan programs are subject to change without notice. Other terms, conditions and restrictions may apply.



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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**

BEAVER COUNTY
ASSOCIATION of
REALTORS®

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www.mybcar.com

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650 Corporation St
Suite 401
Beaver PA 15009

*

724.774.4126

Fax: 724.774.1984

*

bcar3@mybcar.net

*

Association
Executive

Rose DeWeese



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Please remit all
submissions for
The REALTOR®

Report

by the last
business day of
the month.

Thank you!

SHADOW OF A DOUBT



GROUNDHOG DAY AND HOME SALES AND PRICES

Can a groundhog and his shadow predict the direction of existing-home sales and prices in the year ahead?

You decide. Here is what happened the past 20 years:

SEES A SHADOW

HOME PRICES

↑ **3.8%**

HOME SALES

↑ **2.3%**

SEES NO SHADOW

HOME PRICES

↑ **0.3%**

HOME SALES

↑ **3.4%**

* Averages based on YoY median sales price and existing sales increases from 1997-2017.



BEAVER COUNTY ASSOCIATION of REALTORS

*

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Suite 401
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E-mail:
bcar3@mybcar.net

Association Exec.
Rose DeWeese
*

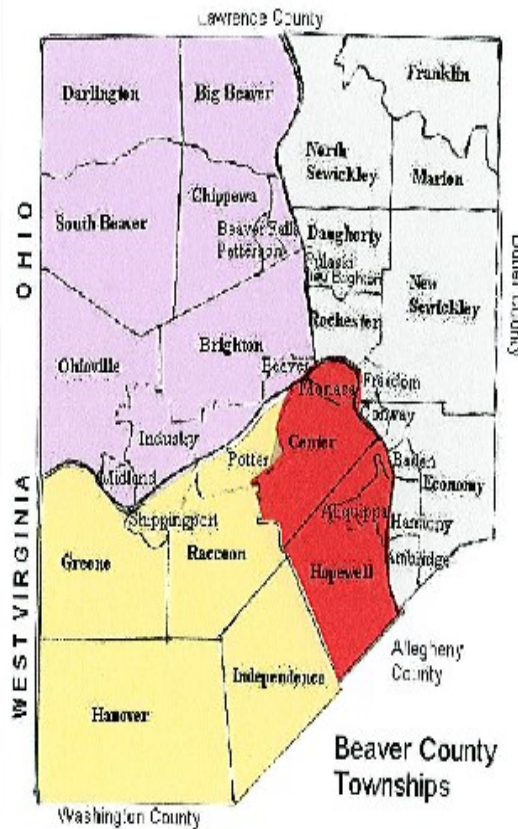
THE REALTOR REPORT DEADLINE

Please remit all submissions for The Report by 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.