

# The REALTOR® REPORT

## President's Message

Hi Everyone!

### **A MESSAGE FROM THE NEW HAND BEHIND THE PEN!**

Read your newsletter! If my article is short and sweet there will be more time to read through the great upcoming events and information that you need to know about!

We have a new line up for this year and it is awesome!

### **Starring Rose DeWeese, Association Executive**

#### **Who is Veronica Cardello?**

#### **Where will Jeanie Parrish host our General Membership meetings?**

#### **How many community service places will Jeanni Prescan find?**

#### **Will the RPAC fund raiser get us an award this year?**

#### **How many Affiliates does it take to keep a REALTOR® updated?**

The answers to these and more questions will follow in the months ahead right here in YOUR REALTOR® REPORT!

The newsletter is emailed to the entire membership the first week of every month and it is posted on the website. Be sure to look for it!

If you need me I am only a phone call away!

**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



BEAVER COUNTY ASSOCIATION OF REALTORS®



2017 SALES AWARDS LUNCHEON  
and  
INSTALLATION OF 2018 PRESIDENT  
Lorraine Ross

**“REALTOR MADE”**



**Presenting  
REALTOR® of the Year and Affiliate of the Year**

January 25, 2018 at 11:30 am  
The Club at Shadow Lakes  
2000 Beaver Lakes Blvd.  
Aliquippa PA 15001

**\$27.00**

RSVP to Rose DeWeese at [bcar3@mybcar.net](mailto:bcar3@mybcar.net)  
By January 16, 2018  
*Buffet Luncheon*



# SAVE THE DATE



## BEAVER COUNTY VISIONARY CONFERENCE

*Hosted by the Beaver County Economic Development Task Force*

**Thursday, February 22, 2018**

**9 am – 3 pm**

**The Club at Shadow Lakes**

**Opportunities to meet and greet experts in  
development and community team building**

**Join us for a day of speakers, exhibits and networking**

**Be a part of this major kick off to a new era  
in Beaver County**

*Details to follow*

**On December 26, 2017 John McLaughlin, of Bovard Anderson and  
Past President of BCAR, passed away.  
Our deepest condolences to his entire family and friends.**

### UPCOMING EVENTS

January 9, 2018—2017 Sales Awards from Brokers due  
 January 10, 2018—9 am BOD Meeting, Huntington Bank Conf Room  
 January 19, 2018—9:30am Affiliate Meeting, Huntington Bank Conf Room  
 January 25, 2018—11:30am Installation & 2017 Sales Awards Banquet

### WELCOME NEW BCAR MEMBERS

#### **Primary Members**

Lisa Walker, Northwood Realty-Airport  
 Vincent Cardinale, Coldwell Banker-Airport  
 Kevin Chechak, Northwood Realty-Wexford  
 Colleen Murray, EXP Realty-Pittsburgh



### JANUARY 2018 CONTINUING EDUCATION UPDATE

The CE Shop is the leader in online real estate education which is why we've partnered with them to help you meet your Continuing Education requirements. To fit your required professional development into your busy schedule, go to our customized website:

[www.mybcar.theceshop.com](http://www.mybcar.theceshop.com)

Don't have a minute to get your continuing education in this month? The CE Shop runs monthly specials to get your CE in anytime you have a break. Please visit the site to discover the incredible prices and convenience of on-line continuing education classes.

### NEW AND REVISED STANDARD FORMS

A total of ten new or revised standard forms on the PAR Standard Forms webpage will be published for members' use. Most of the forms are landlord-tenant forms; revised forms include the Exclusive Listing for Rent Contract (Form XLR), the Residential Lease (Form RL) and the Change in Lease Terms Addendum (Form CLT).

There are several new landlord-tenant forms that will be released, as well, including the Lead-Based Paint Hazards Disclosure for Rentals (Form LPDR), a Cooperating Broker Compensation Agreement for Rentals (Form CBCR) and a Tenant's Moveout Notice (Form TMN). Other forms that have undergone minor revisions are the Agreement for the Sale of Commercial Real Estate (Form ASC), the Buyer (Tenant) Agency Contract (Form BAC), the Non-Exclusive Buyer Agency Contract (Form NBA) and the Buyer's Financial Information Sheet (Form BFI).

All of the changes can be seen on PAR's Standard Forms webpage by selecting "2018 revisions" from the drop-down menu.

## 2017 SALES AWARDS

After months of evaluating our Annual Sales Award process, BCAR's Board of Directors voted to change our Policy & Procedures at our last monthly meeting, with respect to the Sales Awards/Annual Production Awards policy. **The new process will entail every broker making the determination for the categories listed below rather than a BCAR committee.**

Brokers will be invited to attend and present certificates of recognition to the individuals in your office that they deem worthy to award. The deadline to remit the sales application will be Tuesday, January 9th. The 2017 Sales Awards/Installation Banquet will be on Thursday, January 25<sup>th</sup>, 2018 at The Club at Shadow Lakes (see p. 2 for details).

### I. **ANNUAL PRODUCTION AWARDS**

#### A. General Guidelines

- i. BCAR will recognize REALTOR<sup>®</sup> members who have been chosen by the Broker of Record in their respective offices for the categories that said broker deems worthy. Once category winners have been established an email from the broker will be sent to BCAR's Association Executive and Awards Chairperson for the compilation of certificates for the Installation/Sales Award Banquet. Brokers will be afforded the opportunity to present awards or designate an individual from their respective offices to be present at the banquet for the distribution and acknowledgment of these awards
- ii. Nominee must be a BCAR member to qualify for the award in the subject year
- iii. Award certificates will be produced by the Association and recognized at the annual banquet.
- iv. All Awards to be turned in by January 9<sup>th</sup> of the New Year.

#### B. Sales Award Categories to be designated by the Broker of Record:

##### **Residential**

Individual Residential

Team/Group Residential

Individual Residential w/one or more licensed or unlicensed assistants

##### **New Construction**

Individual New Construction

Team/Group New Construction

##### **Commercial**

Individual Commercial

Team/Group Commercial

*The Sales Awards Application and Volume list is available to all brokers and can be found on our website at [www.mybcar.com](http://www.mybcar.com). After you sign in using your user name and password, please hover over the tab "Association Information", then click on "Other Documents". If you do not have access to our site, please call the association office at 724.774.4126.*

**BEAVER COUNTY ASSOCIATION OF REALTORS®**

**SALES AWARD APPLICATION**

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Category: \_\_\_\_\_

Dollar Production: \_\_\_\_\_

**Guidelines:**

- 1. Must be a BCAR member with one million or more in sales volume to qualify for an award.
- 2. Production verification to be approved by broker.
- 3. No referrals out of the selling area will be counted unless agent holds an active license in that state.
- 4. Brokers are accountable for the validity of award volumes.
- 5. All awards to be turned in by JANUARY 9<sup>th</sup> of the new year. Absolutely no exceptions.

**Residential**

\_\_\_\_ Individual Residential      \_\_\_\_ Team/Group Residential

\_\_\_\_ Individual Residential w/one or more licensed or unlicensed assistants

**New Construction**

\_\_\_\_ Individual New Construction      \_\_\_\_ Team/Group New Construction

**Commercial**

\_\_\_\_ Individual Commercial      \_\_\_\_ Team/Group Commercial

**BROKER VERIFICATION**

I, \_\_\_\_\_ a REALTOR® in good standing with  
The Beaver County Association of REALTORS®, hereby affirm that this application is true and correct.

\_\_\_\_\_  
Signature of Applicant

Certification of Employing Broker during the qualifying year:

I hereby recommend for a Sales Award, REALTOR® \_\_\_\_\_  
and verify that the itemized document of lists/sales is true and correct.

\_\_\_\_\_  
Broker of Record/Manager

\_\_\_\_\_  
Date

Note: If an applicant has worked for more than one office during the calendar year of the sales award, he/she must submit a separate signed application from each employing Broker/Manager.



## Construction Loans Guaranteed by the FHA

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- Available for a variety of income levels

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- Requires less cash up front for down payment and closing costs
- A co-applicant can help you qualify, even if they don't live in the house
- Provides financing options, even if your credit is less than perfect

### For more information, please contact:



#### William Stouffer

Loan Officer

NMLS ID: 126079

671 Third Street

Beaver, PA 15009

p - 724.561.1033

c - 412.863.1524


e - William.P.Stouffer@huntington.com

[www.huntington.com/mortgage/stouffer-william](http://www.huntington.com/mortgage/stouffer-william)

Huntington is not acting on behalf of the FHA or the Federal Government.

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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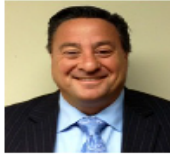
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Vice President of Sales and Marketing

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**rmasucci@bsstitle.com**  
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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)**



**Ted George**  
Branch Officer  
Mortgage Loan Counselor  
Phone: 724-277-2044  
Mobile: 724-692-4168  
Fax: 724-277-2044

Phone: 724-277-2044  
Mobile: 724-692-4168  
Toll Free: 1-888-990-8273  
tgeorge@farmersnationalbank.com  
farmersnationalbank.com

501 Third Street | Beaver, PA 15001



## 2018 REALTOR DUES

THANK YOU to all the fabulous members that have already paid your 2018 dues. Please note that this year you will be required to pay your dues on line if you are using a credit card. The instructions to pay online are below:

1. Go to **www.realtor.org**
2. Click on **PAY DUES**
3. **Sign in** using your username and password, if you do not have a username and password w/NAR then be prepared with your NRDS number\* to do so.
4. Click on **MY INVOICE**
5. You will see "Member Invoicing and Billing Year 2018" Click on **"PAY MY 2018 INVOICE"**

PAR will be processing RPAC contributions when you pay your 2018 dues. They have set the level of donation at \$25.00 which is what most associations collect, **HOWEVER** you are able to adjust that amount to \$15.00 which is the investment level that BCAR has suggested in the past.

If you are a secondary member paying with a credit card, please call the association office or return your invoice with credit card information.

\*NRDS number can be found at [www.mybcar.com](http://www.mybcar.com). Sign in using your Real Estate License number as your Username **AND** Password (Please use all caps for letters).

If you are paying with a check, no changes to the former process have been made. Please print out the invoice on the next page if you have lost or did not receive one from your broker.

**THANK YOU!**

**BEAVER COUNTY ASSOCIATION OF REALTORS®**

**2018 REALTOR® Dues Invoice**

650 Corporation St., Suite 401  
Beaver PA 15009

Email: [bcar3@mybcar.net](mailto:bcar3@mybcar.net) Website: [www.mybcar.com](http://www.mybcar.com)  
Phone: 724.774.4126 Fax: 724-774-1984

NAME: \_\_\_\_\_  
NRDS #: \_\_\_\_\_  
OFFICE: \_\_\_\_\_  
OFFICE ADDRESS: \_\_\_\_\_  
LICENSE#: \_\_\_\_\_ EMAIL: \_\_\_\_\_

**CREDIT CARDS - NEW FOR 2018**

If you are a PRIMARY member paying by credit card, you will need to pay online at [www.realtor.org](http://www.realtor.org) to have your payment processed. You will be asked to sign in with your NAR username and password to access the site. If you are not registered with NAR you will need your NRDS # (provided above) and last name. Membership dues paid with a credit card will no longer be accepted by our local office.

**CHECKS**

AMOUNT ENCLOSED: \_\_\_\_\_ CHECK NUMBER: \_\_\_\_\_

*Note: Please make checks payable to BCAR.  
Checks returned for insufficient funds will be levied with a \$25.00 NSF fee.*

**SECONDARY MEMBERSHIP - \$25.00**

Primary Membership held at: \_\_\_\_\_

AMOUNT ENCLOSED: \_\_\_\_\_ CHECK NUMBER: \_\_\_\_\_

*Note: Secondary memberships are available to REALTORS® that hold a primary membership in another association. **Secondary members, please call 724.774.4126 to pay with credit card.***

**Dues Paid AFTER January 1, 2018 are subject to \$50 Late Fee**

NAR	\$ 155.00	
PAR	150.00	
LOCAL	130.00	
RPAC	<u>15.00</u>	Voluntary donation to RPAC*
<b>TOTAL</b>	<b>\$ 450.00</b>	

\* \* \*

Membership to the Association of REALTORS is a three-way agreement. Therefore, all dues are paid to the local Association who then forward dues payments to the National and State Association on your behalf. The 2018 dues include a \$35.00 mandatory assessment by NAR of all REALTORS® to fund a nationwide public awareness campaign.

For the year 2018, the nondeductible portions of PAR and NAR dues for income tax purposes are as follows:

PAR: Of the \$150 per member dues, 10% (\$15) is nondeductible by members for income tax purposes.

NAR: Of the \$120 per member dues, 42% (\$50) is nondeductible by members for income tax purposes.

The \$35 Public Awareness assessment is fully deductible.

**ANY DUES NOT PAID BY DECEMBER 31, 2017 WILL INCUR A \$50 LATE FEE  
ACCORDING TO ARTICLE 10 SECTION 4 OF THE BYLAWS WHICH  
PROVIDES THAT ALL DUES ARE OWED AND PAYABLE ON JANUARY 1<sup>st</sup>.**

\*REALTORS® Political Action Committee

**BEAVER COUNTY ASSOCIATION of REALTORS**

\*

650 Corporation St.  
Suite 401  
Beaver PA 15009  
Phone:  
724-774-4126  
Fax:  
724-774-1984  
E-mail:  
bcar3@mybcar.net

Association Exec.  
Rose DeWeese  
\*

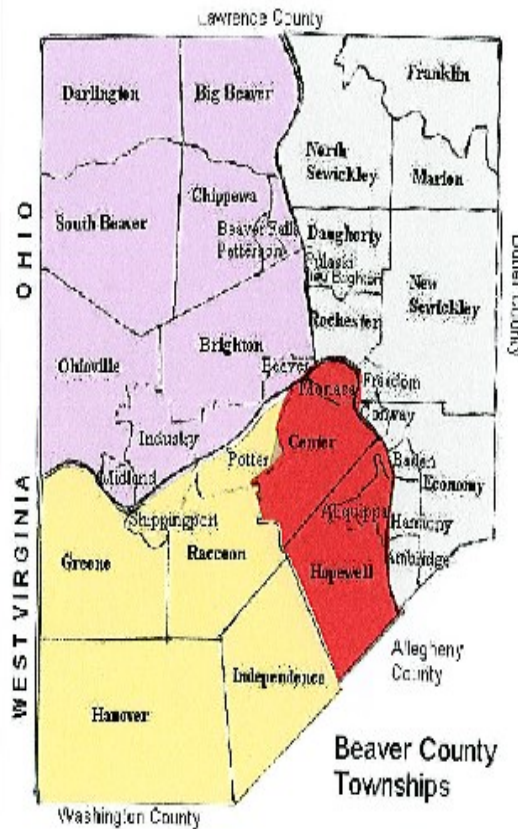
**THE REALTOR REPORT DEADLINE**

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:

- 1<sup>st</sup> Tuesday of the month
- 2<sup>nd</sup> Tuesday of the month
- 3<sup>rd</sup> Tuesday of the month
- 4<sup>th</sup> 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.