

The REALTOR® REPORT

President's Message

Hello Everyone!

I am so lucky to be able to relay GOOD news and thanks again this month!

What incredible affiliates we are lucky to have as part of our association. This year's REALTOR® Round table was all about YOU! YOU picked the topics and they answered all YOUR questions! Thank You BCAR Affiliates for making it a successful event!

AND...another member benefit for our association provided by NAR. YOU can claim your **free** website account **and** access **FREE** educational resources, webinars, podcasts and support through The NAR Edition website. You should have received an email from Placester a few weeks ago about how to claim your site. Please go to <https://placester.com/websites-for-realtor-benefits-program/> to get started. Did I mention it is **FREE?**

Take advantage of an opportunity to show your business by participating in person and bringing your step-in sign to our 4th of July Midland Parade FLOAT. Walk along the 1 mile route and pass out candy to the thousands of spectators. Please see page 4 for details and let Rose know you will be attending.

Finally, I was honored to have attended the NAR - Realtors Legislative Meetings and Trade Expo in Washington D.C. last month. What a great experience and so overwhelming to see how BIG we are and what a voice we have in legislation. So many meetings and yet so little time. Of course we celebrated the Commemoration of the 50th Anniversary of the Fair Housing ACT. With over 20,000 in attendance from all over the country one can be very proud of becoming the best in this profession with so much to support all we stand for, NAR, PAR, and the Beaver County Association of REALTORS!

Until next month when I will have more good news,

Lorraine Ross

2018 BCAR President

724-624-4528

UPCOMING EVENTS

June 4-6 PAR Business Meetings, Harrisburg

June 20 6:30-8:30 pm-REALTOR Bowling-Mania

Sheffield Lanes, Aliquippa

July 4—Midland Parade

SAVE THE DATE - OCTOBER 4 BCAR MYSTERY EVENT



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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

Monitoring Ordinances – New Castle officials are considering significant fee increases for property owners if a building is vacant. This proposed ordinance would affect residential and commercial properties alike. We are currently monitoring this ordinance and working with city officials to protect private property rights. If you are currently conducting business in the city of New Castle, please contact me at vcardello@parealtor.org for more information. Follow-up information to follow in next month's report.

RPAC Phone-a-Thon – Thank you to PAR President Todd Umbenhauer for helping **BCAR** with their RPAC phone-a-thon on April 26. This event drove their investments up to 106 percent of their fundraising goal for 2018, making this the first year ever for the association to achieve their fundraising goal. Congratulations Beaver County Association! To invest in RPAC, please visit PARealtorPAC.org.



Hill Day – The **Beaver County Association, Butler County Association, Greater Allegheny-Kiski Area Board, Lawrence County Board and Realtors® of Westmoreland, Indiana & Mon Valley** met with our local legislators in Harrisburg to discuss the First-Time Homebuyers Savings Account Program.

This program would allow Pennsylvanians to save toward the purchase of a first home and the money could be deducted from their state income tax. Representatives who we met with included Robert Matzie, Jim Marshall, Daryl Metcalfe, Jeff Pyle, Aaron Bernstine, Donna Oberlander, Chris Sainato, Parke Wentling, Eric Nelson, Dave Reed, Ryan Warner, Mike Reese and Joseph Petrarca. If you would like to schedule a meeting with your local legislator concerning this legislation, please contact me via email.

Let's Make a Difference! – In an effort to advocate on behalf of smart growth principles, the **Beaver County Association, Butler County Association, Greater Allegheny-Kiski Area Board** and **Realtors® of Westmoreland, Indiana & Mon Valley** are hosting NAR's Smart Growth for the 21st Century course. The course focuses on existing assets of the community, the long-term implications of various development patterns and their fiscal impacts. Attendees will include Realtors®, municipal officials, county officials, revitalization groups and state legislators. Realtors® needing continuing education credit will be able to receive four credit hours. Strategies being taught are how to introduce smart growth principles into their communities and county/municipal comprehensive plans. If you would like to register for one of these events, please contact me at vcardello@parealtor.org.

BCAR Affiliates present



REALTOR®
BOWLING-MANIA!

When: Wednesday, June 20 ~ 6:30 – 8:30 pm

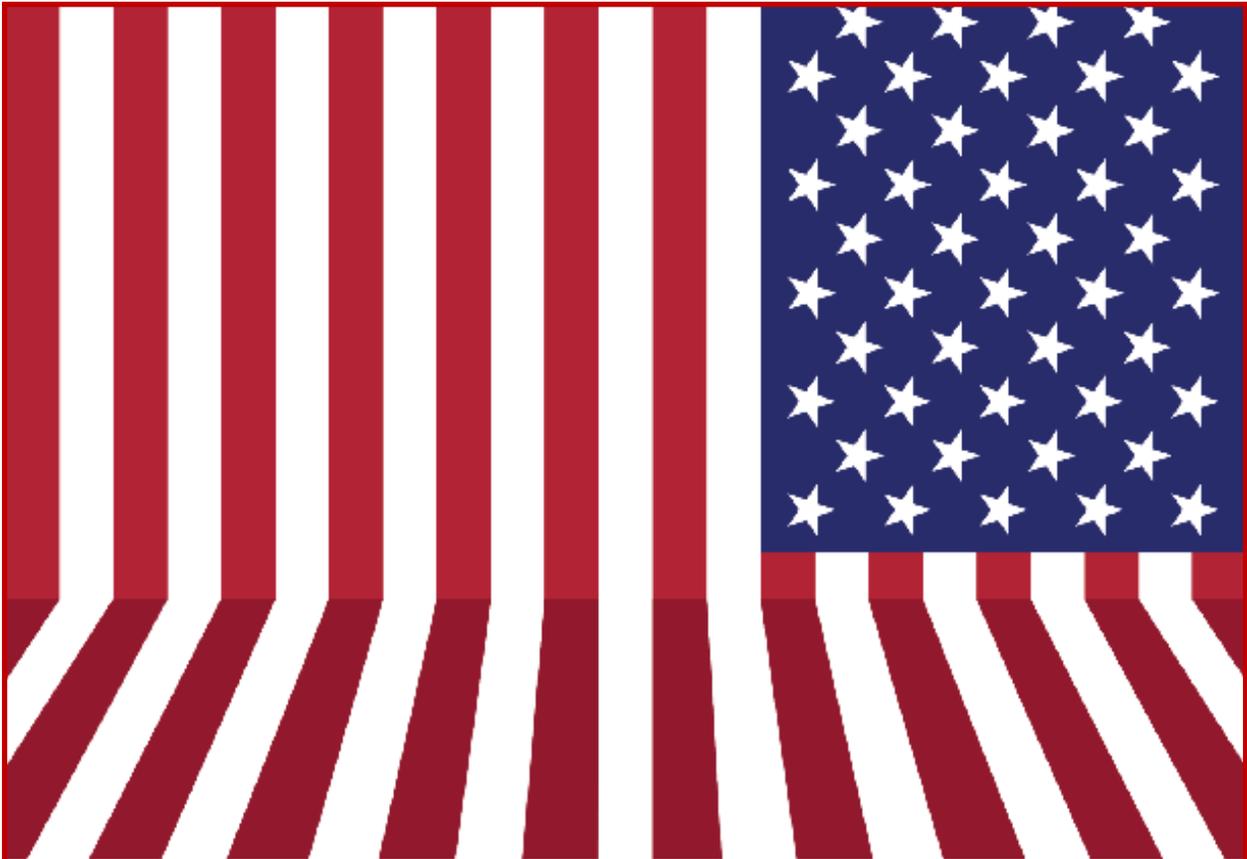
Where: Sheffield Lanes, 818 Racoon St., Aliquippa

\$25.00 Registration includes

- **2 hours or 2 games (whichever comes first)**
- **Pizza, Wings, Hoagies, Water & Soda**
- **Shoes**

RSVP by Friday, June 1
724.774.4126 or bcar3@mybcar.net





Midland 4th of July Parade

Climb on board the BCAR Float!

Meet us at 8:00 am at the far end of Midland that day to decorate.

Parade starts at 10am

Wear your company colors and throw candy along the one-mile route!

Call Rose DeWeese if you want to bring your Step In Sign **(\$25 per sign)**



Website benefit

Beaver County Association of REALTORS® is proud to announce that all REALTORS® now have access to a free Placester IDX website through the Realtor Benefits Program!

Your free website includes a mobile-ready design, IDX listing integration, custom domain mapping, editable “About” and “Testimonial” pages, mortgage calculator widget, and social media icons to highlight your social profiles.

In addition to the free website, Beaver County Association of REALTORS® has partnered with Placester to provide you access to a vast library of educational resources, webinars and podcasts about how to brand yourself online and grow your business. Please visit <https://placester.com/websites-for-realtor-benefits-program/> to get started.

We hope you enjoy this member benefit!

PAR Travel benefit

In an effort to offer more value for our members, PAR has secured preferred access to a discount travel booking site that offers our members exclusive hotel room rates that are up to 70% lower than any other public online travel website or hotel website.

This travel booking website has over 800,000 hotels to choose from and the online search & booking process is identical to all the other popular travel websites so you can book with ease and absolute confidence that you're getting the lowest possible rates.

In addition to hotels, you can also book discounted flights, vacation rentals, cars, and entertainment tickets.

Individual registration to access this booking site is fast and easy. It only requires a user name, password, and valid email address. Get started at <https://www.bookingcommunity.com/par/>

2018 PAR Award Program Open

The 2018 PAR Award Program is underway: Applications for the Realtor® of the Year Award, Realtor® Active in Politics Award and the Lifetime Achievement Award can be found at parealtor.org. Applications are due at PAR by July 1.

Nominees may be carried over and reconsidered for the award for two years, with updates to the nominee's application provided as necessary. Recipients will be named during PAR's Fall Business Meetings on Sept. 25.

Any applications PAR receives will be shared with the local association president and association executive where the nominee is a member of for consideration and approval. Please feel free to

Appraiser's Life: How Busy Are You?

by Ed Cline, SRA, AI-RRS, GAA, RAA, MNAA

NOTE: This article from 2016 is a reprint from Working RE. While that may seem a long time ago there is plenty of pertinent information for everyone to learn a thing or two.

Was 2016 a better year for you than 2015? With all the hype about an appraiser shortage, all of us should have had a banner year in 2016 and 2017 should be following suit, right? How busy are you?

I have an appraisal firm which services western Penn. (Pittsburgh) and eastern Ohio (Youngstown). Our firm experienced a decrease in volume from 2015 to 2016; we were down roughly 13% in Penn. and 20 percent in Oh. from 2015 to 2016. This year, 2017, is starting out slowly and if it keeps at this pace it will be slower than 2016. After looking at our volume I reached out to other appraisers in my market and they ALL experienced a decrease in volume. One of our client contacts, who we have had a great relationship with for years, recently moved to a new company. Eager to continue the relationship, we were put in contact with the new AMC which this new company deals with. So, as any good appraiser does, we contacted the AMC. We were unhappy to hear that this AMC pays \$275 for a full URAR but sometimes they will go "all the way up to \$300" ... lucky us. They also demand an extremely quick turn time for these ridiculous fees.

For a reference point, the VA pays \$450 in our market. Not only does this AMC pay poorly but we consider them to be a slow pay; that is that you must pester them to give you the money you've earned. To be fair to this AMC, they are not the lowest paying one in our market; we still receive requests to do a full URAR for \$250. This is the same fee we received when I started in 1986, over 30 years ago. It does not appear that they are familiar with Customary and Reasonable fees from Dodd Frank. Can you believe at least one AMC spokesperson had the audacity to claim publicly recently that there are appraisers who are not treating AMCs fairly? A lot of AMCs have been treating us unfairly for decades.

To be fair this is not true of every AMC. In 2016, while reviewing our monthly volumes, we noticed that a good client just disappeared. And like we do, we contacted the client to make sure we didn't do anything wrong and to see if there was some need for improvement. This client informed us that they were happy with our work, however, we were on reserve status. They told us they simply had too many appraisers and needed to cut back on their list and we were not the only firm to be put on reserve status. Obviously, we are in a market that is over saturated with appraisers willing to work for extremely low fees and quick turn times. These low fees, ridiculous turn times, and the extreme decrease in volume over the past year are undeniable proof that there is an oversupply of appraisers.

I am sure you are thinking that there is no way you can conclude that there is a nationwide oversupply of appraisers based on two regions (cities). You are correct that two regions may not be reflective of the entire county. And then shouldn't the opposite be true? We have "experts" continually pointing to as many as 10 cities stating that they are proof that there is a nationwide appraiser shortage and therefore the minimum requirements for a residential appraiser should be greatly diminished. All their evidence proves is that there is a shortage of appraisers in those 10 cities. I am confident that my two regions are not the only areas where there is an oversupply.

Meeting with the AQB

We attended the public meeting of the Appraiser Qualifications Board (AQB) in St. Louis (November 18th, 2016). I took one of my trainees with me following my recent story in Working RE on trainees so that the Board could have an opportunity to actually talk with someone who is currently going through the process. It appeared to us that there was not a single person in the audience who was in support of the proposed changes as they were presented to lower the standards for appraisers. If I remember correctly there was only one other full time residential appraiser there. – From what Ed and Matt remember this is a true statement.

Both the AQB and the Appraisal Foundation stated that low fees are an impediment to attracting our next generation of appraisers. They also stated that it is their responsibility to do what is in the public's best interest first and not to try to influence fees. I agree that low fees are a big problem and that their duty is to the public interest but I do question their position on not influencing fees. What the Foundation and especially the AQB need to understand is that their decisions always affect fees. If they continue to move forward on the "alternative path," code name for decreasing the standards for a residential appraiser, they will greatly increase the supply of appraisers, most of whom I would consider to be underqualified. This will most likely put a halt to any modest increase in fees that appraisers in some parts of the country are experiencing, and more importantly, it will allow "questionable" AMCs, who pay fees that I received 30 years ago, to continue to ignore Dodd Frank by refusing to even consider paying customary and reasonable fees. Conventional wisdom says that we can't compete for top college prospects with companies who are paying graduates \$80,000 or \$100,000 or more right out of college and therefore we need to get rid of the "Barriers to entry" that are now in place. Guess what? Stagnating and possibly decreasing fees are not attractive to new appraisers either or to the top ones with decades of experience. I am sure that there are a few recent college grads who may make this type of money, but I think most are having trouble finding jobs and end up taking anything they can find.

On the other hand, if the AQB does nothing and leaves the current standards in place that have only been in effect since January 2016, it will also affect fees. This will keep the nationwide supply of appraisers in balance. As the free market reacts, fees will reach an equilibrium that will allow us to hire the best next generation of appraisers possible. I am not talking about large fee increases from the AMCs who pay us fairly but I do anticipate a large increase in fees from the AMCs that ignore customary and reasonable fees that Dodd Frank requires. Is that such a bad thing?

No matter what camp you're in, appraiser shortage, no shortage; those who want to lower the standards or keep them as is, we all share the belief that some, if not all of the problem is low fees. I love this profession and have never woken up one day not wanting to go to work. I can tell you without a doubt that I would not have been as successful in any other profession as I am as an appraiser. This is a great profession let's spread the word.

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MANDATORY BIENNIAL CODE OF ETHICS TRAINING! DUE DECEMBER 31, 2018

The National Association of REALTORS® requires that every two years REALTORS® **MUST** complete **Code of Ethics Training**. The current compliance cycle is January 1, 2017 through December 31, 2018. Some of you may have taken this as Continuing Ed. If you have taken the Code of Ethics be sure to supply Rose DeWeese at the association office with a copy of your certification.

How can you complete your mandatory ethics requirements?

If you have not taken Code of Ethics as Continuing Ed or received it in New Member Orientation then please review the information below as to how you can complete this mandatory requirement.

•Online Training Course at The CE Shop
www.mybcar.theceshop.com

•Online Training Course with NAR
<https://learninglibrary.com/COE/A/HOME?affiliateId=10868&affiliateId=10868>

Any questions? Please call 724.774.4126



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For more information, please contact:

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Loan Officer

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*The term does not include charges by other parties, such as those for property taxes, transfer taxes, property insurance, flood insurance, mortgage insurance, owner's title insurance, guarantee fees, bond fees, state revenue stamps, city revenue stamps, seller concessions or cash back to the borrower.

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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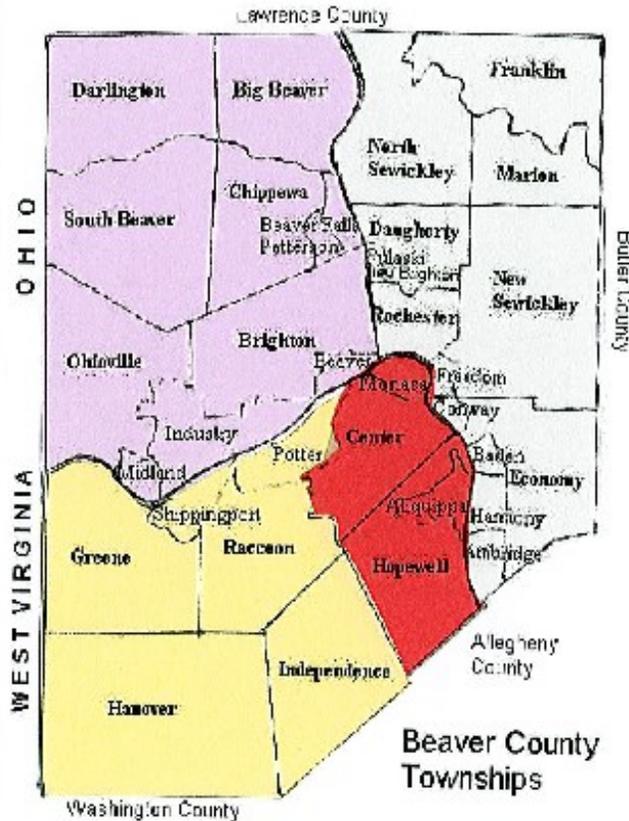
A decorative border of tropical leaves in shades of green, yellow, and blue surrounds a central dark green circle. The leaves include monstera and palm-like shapes.

Mystery Event

10.04.18

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with your office crew.
So, save the date.
You know it's going to be great.

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.