

THE REALTOR REPORT

PRESIDENT'S LETTER

MARCH 2016



2016 Officers and Board of Directors

President: Bridget Wysocki
President-Elect: Bob Williams
Secretary: Judy Plakosh
Treasurer: Michelle Branham
Directors: Lori Bianco
Bob Bixler
Dave Bodell
Karen Crochunis
Ernie D'Achille
Amy Logan
Cindy McConnell
Leslie Pazur
Joan Shanahan
Immediate Past-President
Bev Pietrandrea
Affiliate Director:
Rich Masucci
Association Executive:
Karen Fuller

Hello REALTORS and Affiliates,

May your troubles be less, your blessings be more, and nothing but Happiness come thru your door. an Irish blessing

Happy March to all! What a great month with a lot of positive to look forward to.



Daylight savings time Sunday, March 13th at 2:00 am



St Paddy's Day Thursday, March 17th (my favorite)



The Vernal Equinox better known as SPRING on March 20th at 12:30 am



Easter Sunday on March 27th.

Does it get any better?? I think not! A time for new beginnings!

Business is good and getting better. There is plenty for everyone so be good to one another!

The association has a lot of upcoming events....continuing education, designation course, and community service events. Be sure to read the newsletter for the details and get involved.

SUPPORT RPAC!! We are looking to reach our goal of 188 participants. If you have not paid your fair share of \$15 please consider doing so. Call the association office for assistance.

I LEAVE YOU WITH THESE WORDS OF WISDOM...

The Best way to find yourself is to lose yourself in the service of others. Gandhi

If at first you don't succeed , then skydiving probably isn't for you .



Bridget Wysocki, 2016 President

Beaver County Association of REALTORS®



General Membership Meeting

Questions and Answers about Matrix

Speaker: Megan LaScola of West Penn Multi List

When: Wednesday, April 6th

Where: First Presbyterian Church (252 College Ave, Beaver)

Time: 8:30 Registration

9:00 Breakfast Buffet

Cost: \$10 a person

If you have specific questions about Matrix, email Joan Shanahan at joan@bovardanderson.com and they will be answered at this event.

Registration due by March 30th at association office at 724-774-4126.

Please note if you are unable to attend breakfast but wanting to come for the speaker, you are welcome to. I would be there like 9:30am.



**Feeding the
Community**

Community Service will be collecting non-perishable food items at our membership meetings this year. The items donated will go to help local food banks. Please be sure to bring items to help support the food banks!!

2017 Quarterly REALTOR® Dues Payment

Beaver County Association of REALTORS® will be offering REALTORS® the opportunity to pay their 2017 dues quarterly. The quarterly payments will be due March 30, June 30, September 30, and December 30th. The amount will be \$105 each quarter and if you would like to make the RPAC donation it will be an additional \$3.75 a quarter. You can do payment by credit card and have it charged automatically four times a year. We accept Visa, MasterCard, or Discover. If you prefer you can mail a check quarterly.

If you are interested, please call the association office by **March 20th**, to get this set up at 724774-4126.

UPCOMING EVENTS:



March 10 & 11 CNE®2 Buyer Negotiator Course, Fairfield Inn, Monaca
March 15 & 22 CE Classes at the Fairfield Inn, Monaca
March 16 & 17 New REALTOR CE Classes, Cranberry Twp
March 16 Next Affiliate Meeting, 5:30pm at Thursday's
March 29 Manna Dinner, House of Prayer Church in Aliquippa
March 30 Reservations due for April General Membership Meeting
April 6 General Membership Meeting, First Presbyterian Church
April 22 Last District 6 R Day, Seven Springs



CODE OF ETHICS

Article 12: REALTORS are truthful in their communications and paint a true picture in their advertising and in other public representations.

Welcome New Members: **Anthony Antonio**, **Carolyn Dorn**, and **Edward Werner**
– Berkshire Hathaway, Moon Twp

Switched to BCAR : **Anne Kurzdorfer** – Northwood, Moon Twp;
Jocelyn Verbeke – Exp Realty;

New Secondary: **John Tanney** – EXP Realty

New Office: **EXP Realty**

144A McClelland Road
Canonsburg, PA 15317

888-397-7352
FAX : 412-360-7875

Member Changes: **William Chamberlain** is now with Beaver Valley Realty. His new email Address is william@beavervalleyrealty.com

Karen Simeone is now with Northwood Realty, Cranberry Office.
Her email address is ksimeone@northwood.com

Congratulations to **Karen Crochunis** of Coldwell Banker, Moon Twp who became a Grandmother.

to **Judy Plakosh** of Howard Hanna, Beaver who has a new Granddaughter.

Condolences to the family and friends of **Eric Davenport** of Lee Hostetter Real Estate who recently passed away suddenly.

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

Penn State Beaver

Required Pre-Licensing Courses

Real Estate Fundamentals

Mondays and Thursdays

April 25 through June 9, 2016, 6:00 p.m. - 8:00 p.m.

Fee: \$260

Real Estate Practice

Mondays and Thursdays

April 25 through June 9, 2016, 8:15 p.m. - 10:15 p.m.

Fee: \$260

Relicensure Courses:

Ethics in Real Estate

Tuesday, April 5, 2016, 6:00pm-9:30pm

Fee: \$60

Short Sales and Foreclosures

Thursday, April 7, 2016, 1:00 - 5:00pm

Fee: \$60

Fair Housing

Tuesday, April 9, 2015, 6:00pm-9:30pm

Fee: \$60

The Real Estate Closing As You Know It Is Changing

Thursday, April 26, 2016, 1:30-5:00pm

Fee: \$60

Location:

Penn State Beaver
100 University Drive
Monaca, PA

724-773-3700

beaverce@psu.edu

Register with Penn State



The Beaver County Times and
The Beaver County Association of REALTORS®
invite home buyers and sellers to help us celebrate a

**COUNTY-WIDE
OPEN HOUSE**

APRIL 24, 2016

Be sure to visit the Sunday's Times Homes section
on April 24 to see all the local listings.

Realtors: Reserve your open house ad space by **TUESDAY, APRIL 19** for the
SUNDAY, APRIL 24 Times Home Section

*By reserving your ad space early, your real estate office name will appear in our
County-Wide Open House promotional ad on THURSDAY, APRIL 21.*



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- Down payment and closing costs may be gifted
- Non-occupant co-borrowers are allowed!

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- Down payment and closing costs may be gifted
- No Private Mortgage Insurance (PMI) required
- Choose fixed-rate loan amounts up to \$200,000.



Denise Baker
Mortgage Loan Specialist
NMLS #288338
Home Savings Beaver Office
Office: 724-770-0700
Cell: 330-719-5217
Email: dbaker@homesavings.com

Congratulations.....

to our REALTOR® of the Year.....**Amy Logan** of RE/MAX Select, Center Twp
and our Affiliate of the Year.....**Debbie Bianco** of the Beaver County Times.

Beaver County Association of REALTORS® held its annual Installation and Awards Banquet on Tuesday, February 9th at the Club at Shadow Lakes. Bridget Wysocki was installed as the 2016 President and Amy Logan and Debbie Bianco were recognized. Also the sales awards were given out at this event. Listed are our Sales Award Winners. Congratulations to them all!!

1 Million

Joyce Beglin	RE/MAX Select	1,005,500
Patricia Noah	Howard Hanna	1,016,499
Gloria Brown	Berkshire Hathaway	1,064,100
Tera Powell	Howard Hanna	1,151,900
Estelle Evans	Northwood	1,195,950
Denise Baker	Howard Hanna	1,233,500
Dena Baker	Howard Hanna	1,233,500
Jamie Curry	RE/MAX Select	1,256,800
Biba Circle	RE/MAX Select	1,257,300
Janis Ford	RE/MAX Select	1,341,233
Peter Bakertges	RE/MAX Select	1,388,050
Nora Janicki	Northwood	1,476,105

1.5 Million

Pamela Hersperger	Howard Hanna	1,531,900
Jean Randza	Berkshire Hathaway	1,553,100
Lisa Dowling	Northwood	1,571,000
Susan Brown	Berkshire Hathaway	1,599,300
Patty Gall	Berkshire Hathaway	1,614,500
Denise Trenor	RE/MAX Select	1,638,650
Theresa Master	Berkshire Hathaway	1,682,600
Mary Briancesco	Berkshire Hathaway	1,735,465
Wendy Wallace	Northwood	1,763,642
Nicole Prisuta	Howard Hanna	1,817,197
Denise Molchen Donnelly	Howard Hanna	1,828,700
John Gates	Howard Hanna	1,843,250
Mark Gulla	RE/MAX Select	1,898,695
Joyce Deffenbaugh	Berkshire Hathaway	1,903,050
Frank Stefura	Howard Hanna	1,918,600
Judy Plakosh	Howard Hanna	1,940,206

2 Million

Lori Bianco	RE/MAX Select	2,022,600
Mary Kay Marburger	Howard Hanna	2,039,320
Judy Cleary	Berkshire Hathaway	2,044,750
Rhonda Shearer	RE/MAX Select	2,149,717
Gretchen Kelley	Howard Hanna	2,168,407
Karen Morrow	RE/MAX Select	2,193,450
Janet McDonough	Northwood	2,220,159
Chad Leonberg	RE/MAX Select	2,324,505
Dee Phillips	Berkshire Hathaway	2,377,743

2.5 Million

Debbie Sample	RE/MAX Select	2,512,450
Michelle Branham	Howard Hanna	2,550,400
Randy Forner	Berkshire Hathaway	2,574,075
Jill Dehart	Bovard-Anderson	2,672,820
Karen Crochunis	Coldwell Banker	2,679,500
Ruth Cattivera	Howard Hanna	2,737,350
Silvia Kazas	Howard Hanna	2,764,621
Leslie Pazur	Berkshire Hathaway	2,866,600
Kim Hostetter	RE/MAX Select	2,893,900
Tammy Romesburg	Coldwell Banker	2,900,849

3 Million

Tina Rupp	Coldwell Banker	3,139,800
Robert Dutcher	Northwood	3,204,443
Leslie Chaklos	Northwood	3,300,850
Joann Gennaro	RE/MAX Select	3,409,120
Christine Sandusky	Howard Hanna	3,090,500
Yvonne Goff	Howard Hanna	3,113,746
Bruce Fleming	Bovard-Anderson	3,129,622
Bridget Wysocki	Howard Hanna	3,264,948

3.5 Million

Cindy McConnell	Howard Hanna	3,236,050
Pat Whigham	Coldwell Banker	3,541,061
Kathleen Green	RE/MAX Select	3,602,292
Betty Patterson	Howard Hanna	3,720,900
Laurel Rae	RE/MAX Select	3,730,000
Jessica Farinelli	Howard Hanna	3,844,831

4 Million

Karen Hutman	Howard Hanna	4,081,507
Mindy McKee	RE/MAX Select	4,405,802

4.5 Million

Charles Dobish	RE/MAX Select	4,572,300
Leah Wulster	Howard Hanna	4,637,148
Janeen Agudio	Howard Hanna	4,672,900
Lisa Mendicino	RE/MAX Select	4,894,514
Susan Daniel	Howard Hanna	4,915,255

5 Million

Kathryn Pfister	Coldwell Banker	5,158,785
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5.5 Million

Leigha Peters	RE/MAX Select	5,519,800
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6 Million

Pam Keczmer	Howard Hanna	6,432,000
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6.5 Million

Angela Peluso	Howard Hanna	6,398,740
Rita Brimmeier	RE/MAX Select	6,565,700
Jeanna Bendik	Northwood	6,627,110
Mary Anne Peluso	Town Center Assoc.	6,728,400

7 Million

Amy Logan	RE/MAX Select	7,160,220
Bev Pietrandrea	Bovard-Anderson	7,469,750

10 Million

Melissa Gulla	RE/MAX Select	10,052,451
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11 Million

Michael Bassilios	Howard Hanna	11,283,945
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Top Individual—Residential**Individual w/Assistant**

Jan Livingston 8,124,687

Berkshire Hathaway **Top Residential w/assistant****Teams****5.5 Million**

Scott & Tabitha Fosnot 5,791,755

RE/MAX Select

9 Million

Brooke & Michael Witterman 9,210,029

RE/MAX Select

Lynn Peterson & Nancy Kristian 9,378,467

Berkshire Hathaway

17 Million

The Nancy Rossi Group 17,162,069

RE/MAX Select **Top Team Residential****Commerical**

Tracie Eckel-Ward 1,000,000

Bovard-Anderson

Elaine Savoldi 7,821,800

Town Center Associates **Top Individual Commerical****New Construction**

BJ Mike 5,001,300

Berkshire Hathaway **Top Individual New Construction****Teams**

Corey Olszanski & Joe Gradwell 3,489,352

Bovard-Anderson **Top Team New Construction**



Pennsylvania
Association of
Realtors*

LAST DISTRICT 6 R-DAY!!

April 22, 2016 8:30 to 5PM
Seven Springs Mountain Resort

Join your fellow agents, sponsors, affiliates, and vendors for a farewell to old friends as the Districts are remapped in 2017!

3.5 Hours of MCE with International Speaker, [Jackie Leavenworth!](#) "Legal Lifesavers" will run from 9AM to 12:30PM.

\$50

PAR Presidential update over lunch

NEW FORMS session 2:30 to 3:30 including, Reply to Inspection!

Prizes!!

Enjoy the sponsors, affiliates, and vendor displays throughout the day.

RPAC Fund Raisers!

Morning and afternoon refreshments with YUMMY lunch buffet!

Discounted room rate of \$129 PRIOR to April 8, mention District 6 R-Day

Call 800-452-2223

[Click here for registration!](#)

Steps to Registering on line with a credit card or check. Click on the link above.

Click at bottom if NOT a member of CSAR to open registration. Fill in info.

Open e-mail. Log in. Agree.

Fill in new password. Back to Log in.

Register for event. On right hand side District R-Day. Register.

Fill in. Register. Submit.

Receive confirmation.

Questions Call Pam 814-266-2206

Coach Jackie's course is subsidized by a generous grant from the
Pennsylvania Realtors Education Foundation

**If you are having a hard time registering for the last
District 6 R Daythen go to**

http://www.usamls.net/popup_ams_event.asp?l_id=8462&evID=42

LOCAL CONTINUING EDUCATION CLASSES

CONTINUING EDUCATION

MARCH 15 & 22

MONACA, PA



➔ **MARCH 15, 2016**

Real Estate Ethics
9 a.m. - 12:30 p.m.

**RPR/Pricing Property Using
an Automatic Valuation Model**
1 - 4:30 p.m.

➔ **MARCH 22, 2016**

Stigmatized Properties
9 a.m. - 12:30 p.m.

New Construction
1 - 4:30 p.m.

LOCATION:
Fairfield Inn
1438 Brodhead Road
Monaca, PA 15061

COST:
\$40 per class

REGISTRATION:
By phone - 412.561.2682
or online
www.rampschool.com

➔ [Find the course
descriptions here!](#)

Brought to you by:

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of REALTORS®**

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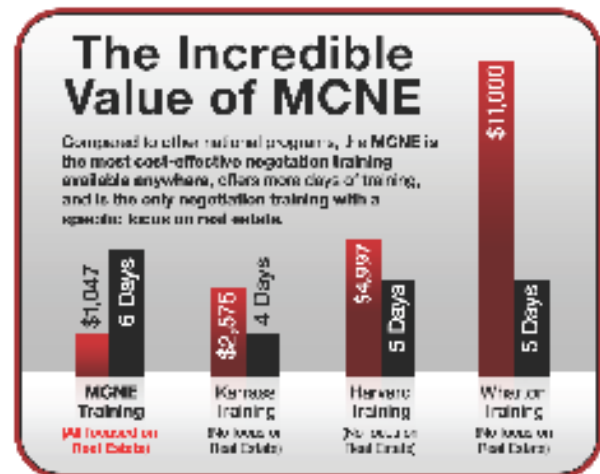
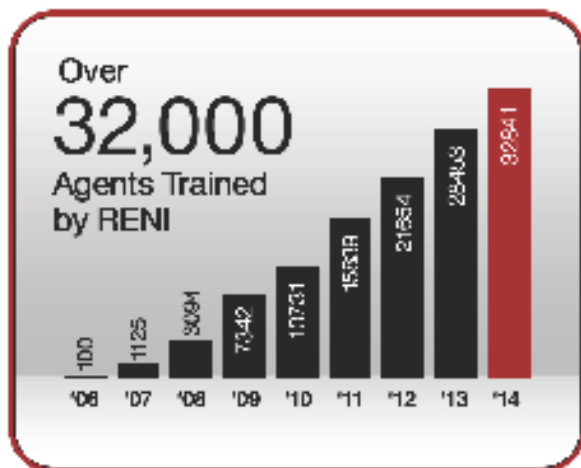




15 CE Credit Hours + 1 Broker Credit

TWO (2) of the SIX (6) Required Course to Obtain the MCNE®

(MCNE®) – CNE® 2: BUYER NEGOTIATION COURSE



Click on the Link Below or Type Link into your Browser to **REGISTER!**

<http://www.cvent.com/d/1rqrp1>

DATE: March 10th & 11th, 2016
LOCATION: Fairfield Inn & Suites Monaca
 1438 N. Brodhead Road
 Monaca, PA 15061 **\$299.00**
TIMES: 8:30 AM - 5:00 PM
INSTRUCTOR: Mike Walker - National Instructor

Sponsored By: The Beaver County Association of REALTORS

For questions, please contact our customer support at info.mcne@gmail.com



**NEW AGENT
MANDATORY
CONTINUING
EDUCATION**

MAR 16 & 17

CLASSES:

**General Module
Wed, Mar 16th**

**Residential Module:
Thurs, Mar 17th**

TIMES:

9:00 a.m. - 4:30 p.m.

LOCATION:

**Hyatt Place Cranberry
136 Emeryville Dr.
Cranberry Twp., PA 16066**

COST:

\$80 per class

REGISTRATION:

**By phone
412-561-2682
or online**

www.rampschool.com

**REALTORS®
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Agents who received their license after December 1, 2013 or are taking continuing education to renew their license for the first time are required to take 14 hours in these mandatory Commission-developed "New Agent" courses.



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MEMBER BENEFITS

So many times we hear, what do we get for our membership to the Beaver County Association of REALTORS®

Well, take a minute and read the benefits. This ad has been running once a month in the Beaver County Times all year.

Thank you to the Times for running it.



Our Partners have Privileges

BCAR REALTOR Benefits

BENEFITS OFFERED TO BOTH PRIMARY AND SECONDARY MEMBERSHIPS

MONTHLY MEMBERSHIP MEETINGS

- Educational
- Networking opportunities

EDUCATION

- New Member Orientation
- Continuing Education Classes
- Code of Ethics Training

ANNUAL AWARDS

- Sales Awards
- REALTOR® of the Year
- Emeritus Award

WEBSITE

MONTHLY NEWSLETTER

ADVERTISING DISCOUNT IN THE BEAVER COUNTY TIMES

- Home Buyer's Guide
- Here's my card
- Sunday Open Houses
- Progress Edition

AFFILIATE CONTRIBUTION

- Education
- Holiday Beginnings



We are a professional organization dedicated not only to our members but to the community needs. We are very active in fund raising and supporting local charities.

Also members of the National Association of REALTORS® and the Pennsylvania Association of REALTORS® and receive all the benefits they offer.

BCAR Affiliate Benefits

Affiliates are companies who have services in the real estate industry or benefits for REALTORS members.

INVITED TO ATTEND ALL FUNCTIONS OF BCAR

AFFILIATE MEETINGS

WEBSITE

SOCIAL

NETWORKING

ADVERTISING

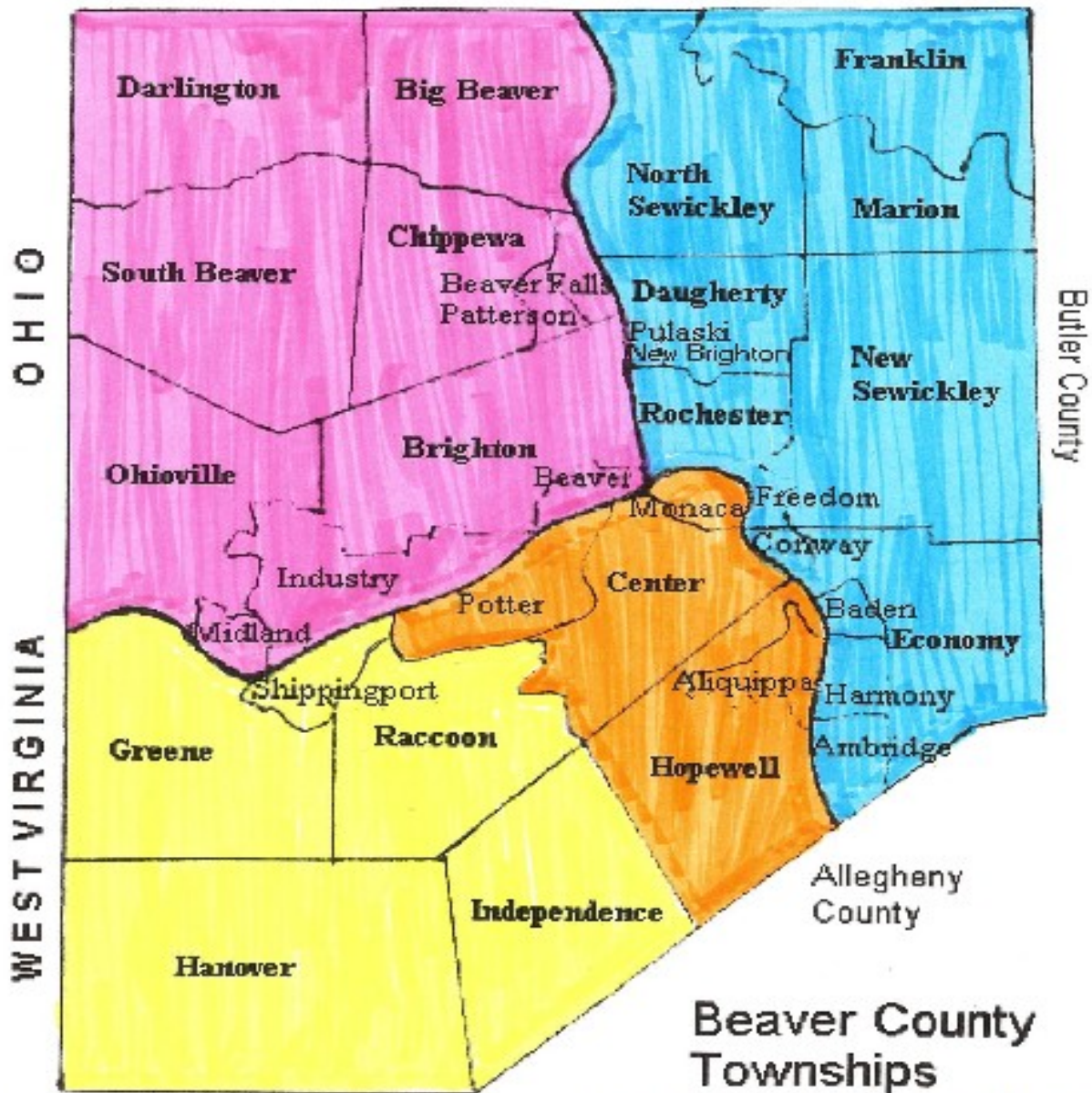
- Discount in Beaver County Times
- Highlight affiliate companies in monthly newsletter
- ½ or full Page in monthly newsletter

We are given the opportunity as professionals to work alongside the REALTORS® with their support. With a group effort, we give back to the community and help support local charities.

Contact the Beaver County Association of REALTORS
at 724-774-4126 for your membership today.

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 and pull up the listing. There you will find an agent tour. Click the date that corresponds with the below schedule for the area your listing is in.

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

HANCOCK COUNTY SAVINGS BANK, FSB

Phone: 800-225-1620

Representatives: Debbie Walker and Chrystal Duke

Serve PA: Allegheny and Beaver County, Parts of Washington County; OH: Columbiana and Jefferson Counties; WV: Brooke, Hancock and Ohio Counties

Products/Services Offered: Purchase, Refinance, Construction Loans, Bi-weekly Loans, First Time Home Buyers, Fixed and Adjustable Rate Loans, 80/20 Loans and Lot Purchase. We do not sell our loans!!

HERITAGE SECURITY & SERVICE CO. INC.

Phone: 724-857-3371

Representatives: Gregory J. Peluso and David C. Peluso

Serve Allegheny, Beaver, Butler, Lawrence, and Mercer Counties

Products/Services Offered: Land Title Insurance

HOME SAVINGS & LOAN

Phone: 724-770-0700

Representatives: Denise Baker

Serve Allegheny, Beaver, Butler, Clarion, Crawford, Mercer, and Washington Forest Counties

Products/Services Offered: Home Equity Loans, Construction Loans 5% down with PMI & without PMI, VA Loans, Manufactured Homes, Modulares, USDA FHA, Conventional Refinance, HARP Loans, Welcome Home along with PA Housing down payment assistance, Jumbo Loans, Doctor Loans, Lot Loans, and Portfolio Loans,

HOME SAVINGS

Phone: 724-309-2356

Representative: Rob Good

Serve Beaver County

Products/Services Offered: Mortgages