

THE REALTOR REPORT

Beaver County Association of REALTORS®

PRESIDENT'S LETTER

MARCH 2015



2015 Officers and Board of Directors

President: Bev Pietrandrea

President-Elect: Bridget Wysocki

Secretary: Judy Plakosh

Treasurer: Michelle Branham

Directors: Bob Bixler

Dave Bodell

Rita Brimmeier

Ernie D'Achille

Lisa Dowling

Peg Gahles

Amy Logan

Cindy McConnell

Joan Shanahan

Immediate Past-President

Leslie Chaklos

Affiliate Director:

Rich Masucci

Association Executive:

Karen Fuller

Dear Realtors and Affiliates,

Well, maybe someone needs to tell winter that it is time for Spring!!! However, it looks like it hasn't stopped the housing market. It appears as though the buyers and sellers are thinking Spring from what I have been hearing. So, we are off to a great start! Wishing you all the "Luck of the Irish" in the coming months!

RPAC is doing well in its membership drive and BCAR is at 33% with our goal being set at 40%. I know we can reach this goal with Leslie in charge and the membership behind us. Thanks to all of you that have already donated. If you would like information on RPAC, please contact Karen or Leslie.

We are well on our way in getting the standard core complete by March 31th. We do have the "Strategic Plan" completed and we are awaiting our board approval, which should happen this month. Then, it is onto PAR.

We will be adding some new sections to the BCAR website. Take a look and let us know what you think.

We will be having a group of Realtors attending the "Realtor Really" at Seven Springs in April. Please see the flyer in the following pages. Try to attend because it looks like a great time plus it includes CE class! Hope to see you there.

Don't forget the "Night at the Races" sponsored by the "Affiliates." This is a great time and a great way to support our "Affiliates." BCAR will be drawing a dinner for 2 and a horse package (\$45.00 value) on April 1" at the Penn Bistro breakfast meeting. BCAR will also be drawing 2- \$50.00 cash prizes during the "Night of the Races." Winner must be present to win, so I will see you there!!!

Our March membership meeting was held at Shadow Lakes and was hosted by the Northwood Airport Realtors. Thank you Northwood Airport office and Lisa Dowling for spearheading it. Lori Bianco was the winner of the Irish Hat filled with lottery tickets compliments of Northwood. Our planned speakers could not make since we had snow, but thanks to Erica from the "Beaver County Chamber of Commerce", she saved the day with a great overview on the Chamber. It was enlightening to find out how we can utilize the Chamber for our business and all the many networking events they have. If you missed the meeting give Erica a call to find out how it can benefit your business. Thanks again to Erica and her staff for coming through for us.

Ed McLaughlin also gave us an update on the "Government Affairs" committee. This committee is designed to be in the know on the events and changes in our government that affects our profession. If you would like to be a part of this committee, please contact Ed.

We also would like to thank Jessica Farinelli for chairing the YPN program. Young Professional Network is a committee that will be working on events and marketing ideas for the realtors. If you are interested, call Jessica.

RPAC fundraiser for the March meeting was a drawing for a "Summer Basket" filled with summer picnic items and a Costco gift card. The lucky winner was Joe Vular. A free April membership meeting voucher (\$15.00) was also drawn and Donna Kline from Wells Fargo was the winner.

As always for the success of our association, we look to you to assist us in continually improving our programs. If you have ideas or want to be part of a committee, see the flyer in the following pages and call the chairperson or Karen.

Wishing you all the "Luck of the Irish" this month.

ENJOY LIFE, Beverly



Beaver County Association of REALTORS®

General Membership Meeting

Speaker: Bryan McClain on the Changes to the Sales Agreement

When: Wednesday, April 1, 2015

Where: Penn Bistro (615 Penn Ave, New Brighton)

Time: 8:15am Registration

9:00am Breakfast Buffet

Host Office– Bovard-Anderson
Company

Cost: \$15/person

Reservations due by March 25th at BCAR office 724-774-4126.

Manna Project Donors and Volunteers

Beaver County Association of REALTORS® would also like to thank Pam Hersperger of Howard Hanna, Anthony Leone of RE/MAX Select, and Corey Olszanski of Bovard-Anderson Company. Their names were omitted by accident last month for their donation or volunteering for the Manna Project Event.

THANK YOU

The Beaver County Association of REALTORS® would like to thank Micah and Dorothy Aukscunas, of Parcels N Promos in Beaver for taking the pictures at the Installation and Awards Banquet.

CODE OF ETHICS

Article 17: REALTORS® arbitrate financial disagreements with other REALTORS® and with their clients.



Real Estate Fundamentals & Practice

Real Estate Fundamentals

Mondays & Thursdays, April 27 through June 15, 2015, 6-8 p.m.

Fee: \$250

Real Estate Practice

Mondays & Thursdays, April 27 through June 15, 2015, 8:15-10:15 p.m.

Fee: \$250

Location: Penn State Beaver, 100 University Drive, Monaca, PA

Register Online:

<http://www.beaver.psu.edu/CE/10526.htm>

Call 724-773-3700

WELCOME new members: **Kate Na-Shatal** – Coldwell Banker, Moon Twp; **Jodi Fiedler** – Howard Hanna, W Sub; **Mary Kukich** – Howard Hanna, Seven Fields; **Jay Bennett** – Northwood, Cranberry Twp; **Jessica Ramish** – Northwood, Wexford; **Nicole Poth** – Berkshire Hathaway, Moon Twp;

Reactivated: **Teresa Gadberry** – RE/MAX Select, Cranberry Twp; **Ryan Ray** – Berkshire Hathaway, Moon Twp; **Suzonne Bechtold** – Berkshire Hathaway, North Hills;

Member Changes: **Nicole Poth** of Berkshire Hathaway, Moon Twp has a new email address nicolepoth@thepreferredrealty.com

New Affiliate: Wells Fargo Home Mortgage Renovation Division

3240 Washington Road
McMurray, PA 15317

412-863-1524

Fax: 855-395-5056

Email: william.p.stouffer@wellsfargo.com

Bill Stouffer

Michael Wright

Penn Suburban Abstract, LLC
301 Smith Drive
Cranberry Twp, PA 16066

724-776-9750

877-992-5673

Fax: 724-776-4744

Email: j.sprout@pennsuburbanabstract.com

Joni Sprout

Janine Frank-Korenich

Affiliate Changes: **Windows R Us North** has a new sales representative **Jeff Martin**. Jeff's email address is jeff.windowsrusnorth@gmail.com

CONDOLENCES to the family and friends of **Sandy Robinson** of Northwood, Moon Twp office. Sandy passed away in December. I just heard and wanted to share with the membership.

Realtors: Are Your Clients Looking for a Lender?

Clearview Federal Credit Union offers First Mortgages and Home Equity Loans!

First Mortgages

- First Time Home Buyer
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- Conforming Mortgages
- Non-Conforming Mortgages
- Land Loans

Home Equity Loans

- Fixed Rate Home Equity Loans
- Variable Rate Home Equity Lines of Credit





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Center Twp. Branch
210 Golfview Dr.

Chippewa Branch
Chippewa Square, 2652 Darlington Rd.

Hopewell Twp. Branch
2646 Brodhead Rd.



Hancock County Savings Bank, FSB





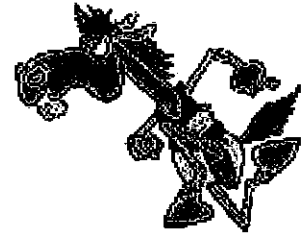
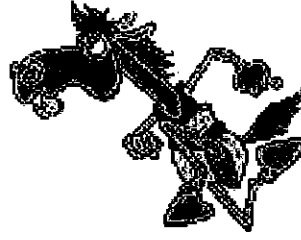
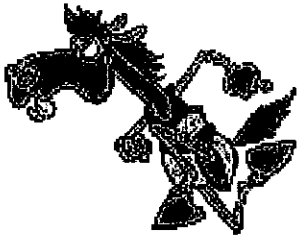
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|--|--------------------------------|---------------------------------------|

 **Free Online Banking and Bill-Pay at**
www.hcsbank.com 



Night at the Races Thursday May 14, 2015

**6:00 Cocktails
6:30 Dinner
7:30 Post Time!**

**Join us for a night of Horse Racing at the
American Serbian Club, Aliquippa**

**We will have 7 races, including an Auctioned race
10 horses per race – 50/50 Chinese Auction
Derby Hats - TOP 3 WIN PRIZES!!!**

Pre-Sale Tickets:

\$45.00 per couple includes Buffet Dinner & Horse

\$25.00 per single – Buffet Dinner & Horse

\$19.00 per single – Buffet Dinner

Horse Only - \$10.00

Registration Due By May 4th!!!!

**Purchase your horses early, they will sell fast! Prize awarded to owner of winning horse
per race. Creatively Name your horse- Programs provided.**

Don't be the last one crossing the finish line! Hurry and sign up today!





HORSES FOR SALE

Night at the Races

Thursday May 14, 2015

American Serblan Club, Aliquippa, PA

Cocktails 6:00 p.m. - 8:30 p.m. Dinner - 7:30 p.m. POST TIME

This is a fundraiser for the Beaver County Realtors hosted by the Affiliates!

Purchase your horses early - They will sell FAST!

_____ \$45 per couple (Includes 2 dinners / 1 horse)

_____ \$25 per single (Includes 1 dinner / 1 horse)

_____ \$10 per additional horse

_____ \$19 for buffet dinner only

Creatively Name Your Horse(s) - Programs Provided

| Name of Horse | Name of Owner |
|---------------|---------------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |

Pre-payment preferred. Purchase your tickets and horses today, for payment contact: BCAR at 724-774-4126 Fax: 724-774-1984 or Email this form to BCAR3@verizon.net

Name: _____ EMAIL: _____
TOTAL: \$ _____ **Check #** _____ **Phone:** _____
 Visa/Mastercard _____ **Exp Date:** _____
3Digit Code _____ **Address:** _____

District 6

REALTOR®

RALLY



Pennsylvania
Association of
REALTORS®

Pre-register by April 7th using the attached form. Registration will also be taken at door.

\$60 after April 7th and on-site

You must be on time for start of CE to get credit.

Date: Tuesday, April 14, 2015

Seven Springs Mountain Resort

8:30 Registration & Sign-In

9:30 to 11:30 CE/Program

11:30 to 2:00 Lunch, Speaker, Vendor

Exhibits

2:00 to 3:30 Finish CE

3:30 to 5:00 Vendor Exhibit, Prizes, and RPAC Event

Join your fellow Realtors® for a continental breakfast, 3.5 hours CE, buffet lunch, speakers, prizes and RPAC drawings with cash bar.

Cost: \$50.00

The CE class is entitled "Preparing and Presenting a Great CMA"



Pennsylvania
Association of
REALTORS®

District 6 REALTOR® RALLY

Seven Springs Mountain Resort

Tuesday, April 14, 2015 Cost: \$50

Registration 8:30 am

3 easy ways to register:

1. Email complete registration to info@csaor.org
2. Fax completed registration to: 814-269-2117
3. Mail completed registration to : CSAR 334 Bloomfield St, Ste 201, Johnstown, Pa 15904

Contact Seven Springs about discounted overnight rate: 800-452-2223 or 866-437-1300

Mention District 6 REALTOR® Rally, call by March 14th to ensure discounted rate

District 6 REALTOR® RALLY

Name: _____

(as it appears on license)

Special dietary needs: _____

Office: _____ Local Association: _____

Phone: _____ License #: _____

NRDS #: _____ Email: _____

Form of payment: Check made payable to District 6

Visa

Mastercard

Acct #: _____ Exp Date: _____

Security code from back of card (3 digit): _____

Name on Card: _____

Billing Address: _____

UPCOMING EVENTS:



March 11th Board of Directors Meeting
March 24th New Member Orientation
March 25th Professional Standards Training
March 25th Reservations Due for April Membership Meeting
April 1st General Membership Meeting, Penn Bistro for Breakfast
May 4th Registration & Payment due for the Night at the Races
May 14th Night at the Races, American Serbian Club at 6pm.

2016 Quarterly Dues Payment

Would you like to take advantage of paying your 2016 REALTOR dues quarterly? Well now you can.....The amount will be \$105.00 and it will be charged quarterly to your credit card on March 30, June 30, September 30 and December 30. That will make your dues payment \$420.00. If you would like to include the rpac donation your dues payment would be increased slightly at \$3.75 a quarter. You could also mail a check in quarterly if you prefer. Please note that if NAR and PAR would raise their dues for 2016 that increase would have to be paid as well.

The first payment is March 30th, so if you would like to take advantage of this please call the association office at 724-774-4126 by **March 23rd**.

Sgt. Joshua Rimer Memorial Walk

My name is Karen Fuller, the Association Executive for the Beaver County Association of REALTORS®. My nephew, Sgt. Joshua Rimer was killed in Afghanistan in July 2009. He was 24 years old. He was a graduate of Freedom High School and grew up in New Sewickley Twp. As a family we are honoring my nephew by holding this walk in his memory. April 18th would have been his 30th birthday. If you would like to participate in the walk or make a donation, please go to the website www.walkforjosh.com. If you have any questions, you can reach me at the association office 724-774-4126.

Thank you to the Beaver County Association of REALTORS®
for their support and letting me advertise this function.



Date:
April 18, 2015

Time:
Registration starts at 10:00 a.m.
11:00 a.m. - 2:00 p.m. Memorial Walk

Location:
Green Valley Park, New Sewickley Twp.
184 Snyder Drive
Rochester, PA 15074

Pricing:
\$10 per person (includes t-shirt)
Registration deadline is March 15, 2015

\$15 per person after deadline
(includes t-shirt while supplies last)

Proceeds from walk to benefit:
The Yellow Ribbon Girls (who ship care packages to soldiers overseas)
and Battle Buddies (who furnish counseling and service dogs for soldiers with PTSD)

PRIZES AWARDED FOR FUNDRAISING TO TOP INDIVIDUAL AND TOP TEAM

To Register:

www.walkforjosh.com

Registration and Fundraising forms
are on the website.

Contact us at Shannon (Rimer) Fenton

Email: sdr175@gmail.com



*Chinese Auction
50/50 Raffle*

Food & Bake Sale

Entertainment

2015 NAR Membership Cards Available

You as members can download a free NAR membership card or order a plastic one for just \$5.00. The card can be customized with the member 's name, designations and NRDS ID number, and allows access to benefits like those offered through Hertz and .REALTOR, the official 2015 membership card sponsors. Go to www.realtor.org, click on member benefits, then on member guide, and the click my card (located in the top right side) You will have to have your nrds # to access.

SAVE THE DATE

The Affiliates are sponsoring an education event titled "RESPA Update Seminar" on Thursday, July 16th at Presbyterian Church on College Avenue in Beaver. This will included the changes that will take effect August 1st. Watch for more details.

New Member Orientation

Beaver County Association of REALTORS is sponsoring New Member Orientation on Tuesday, March 24th at 6pm inside the Huntington Bank in Beaver, second floor conference room 208. This class is for the new REALTOR members of BCAR. This class is mandatory for your membership. We will review the benefits of being a REALTOR member and the Code of Ethics. Plus you will be sworn in and receive your REALTOR® pin.

Reservations can be made at 724-774-4126 by March 17th. Seating is limited.

COMMITTEE CHAIRS –2015

AUCTION.....Vic Smith
AFFILIATES..... Debbie Bianco
BUDGET..... Bridget Wysocki
BY-LAWS.....Judy Plakosh
COMMUNITY SERVICE.....Peg Gahles / Tera Powell
EDUCATION..... Michelle Branham
FINANCE.....Michelle Branham
GRIEVANCE..... Judy Plakosh
INFORMATION TECHNOLOGY.....Bruce Fleming
INSTALLATION/AWARDS BANQUET.....Bridget Wysocki
LEGISLATIVE..... Ed McLaughlin
MEMBERSHIP & HISTORIAN.....Judy Plakosh
PROFESSIONAL STANDARDS.....Lisa Dowling
PROGRAM.....Lisa Dowling/Bob Williams
STEAK GATE / PICNIC.....Cindy McConnell
PUBLIC RELATIONS.....Tera Powell
RPAC.....Leslie Chaklos
STRATEGIC PLANNING.....Bridget Wysocki
BROKER COUNCIL CO-ORDINATOR.....Pat Boylan
YPN (Young Professional Network).....Jessica Farinelli
AFFILIATE DIRECTOR..... Rich Masucci

Here is BCAR Committee Chair people for 2015. If you would like to be a part of a committee, please contact the chairperson or the association office.

Many hands make light work!!



Have you made your RPAC donation this year?

If you would like to donate contact the association office or RPAC Chairperson Leslie Chaklos. BCAR would like to meet their goal of 40% REALTOR participation.



Call for Action

The Beaver County Association of REALTORS® is requesting their member to take action and participate in all State and National Calls to Action. In the past 6 months we have requested you to participate in Calls to Action for Mortgage Forgiveness Tax Relief Act and Extend TRIA—Terrorism Risk Insurance Act of 2002. It only takes a few minutes to take action. Be sure to participate!!!

Design Inspirations

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Mona Simmons
Loan Specialist
Cell: 724-561-3158
msimon@excelmortgage.com
NMLS #144218



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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

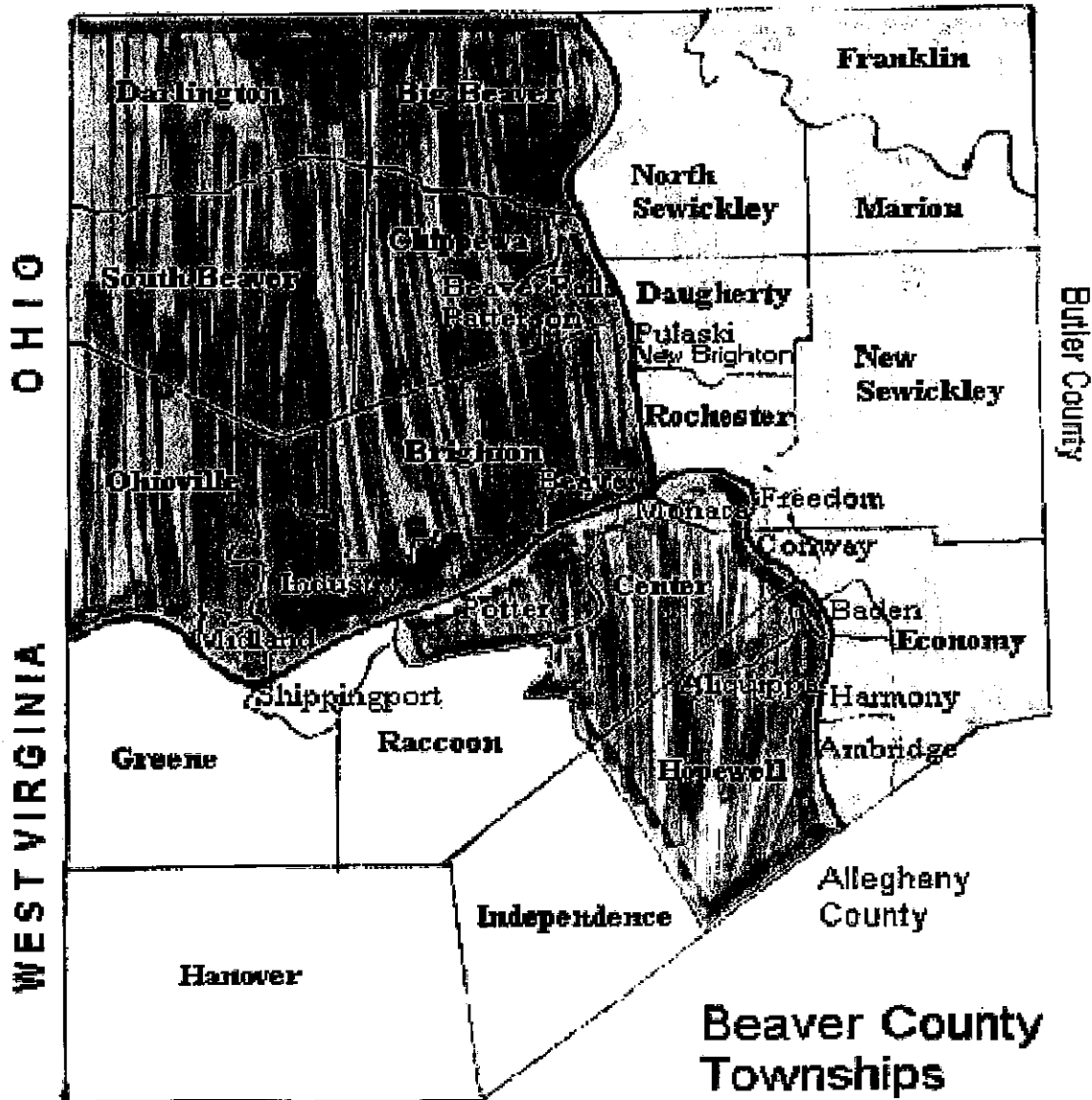
- Discount in Beaver County Times
- Highlight affiliate companies in monthly newsletter
- 1/2 or full Page in monthly newsletter

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:

- o [REDACTED]
- o 2nd Tues of the month
- o 3rd Tues of the month
- o 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

WELLS FARGO HOME MORTGAGE, RENOVATION DIVIS. Phone: 412-863-1524

Representatives: Bill Stouffer and Michel Wright

Serve Allegheny, Beaver, and Butler Counties

Products/Services Offered: REHAB Loans, Conventional Rehab, Renovation 5% Down, FHA 203K Standard & Streamline 3.5% Down, Conventional Investor Rehab, Manufactured or Stick Built. We finance demolition, wells, septic, additions, pools, garages, kitchens etc.

WEST PENN FINANCIAL SERVICE CENTER, INC

Phone: 412-246-2719
Cell: 724-513-6559

Representative: Heather Matuszewski

Serve Western Pennsylvania—Primary Counties Allegheny, Beaver, Butler, Lawrence, Mercer, Washington and Westmoreland

Products/Services Offered: Purchase & Refinance loans: Conventional, FHA, VA, USDA, 1st Time Home Buyer

WIN HOME INSPECTIONS

Phone: 724-683-3144

Representatives: Kevin Miller and Matthew Taylor

Serve Beaver and Butler Counties

Products/Services Offered: Residential Home Inspections

WINDOWS R US NORTH

Phone: 724-772-9000

Representatives: Duane Hardek and Jeff Martin

Serve Armstrong, Beaver, Butler, and Lawrence Counties

Products/Services Offered: Windows, Doors, Roofing, and Siding