

REALTOR® RAPPER

FEBRUARY 2011

**2011 Officers and
Board of Directors**

President: Keith DeVries
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Secretary: Leslie Bostaph-Pazur
Treasurer: Michelle Branham
Directors: Lisa Dowling
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Janice Razaire
Michael Witterman
Rudy Zetz, Jr
Immediate Past-President
Peg Gahles
Affiliate Director:
Ellen Caputo
Association Executive:
Karen Fuller

Calendar of Events:

February 10 Affiliate Meeting

February 14 Valentine's Day



February 16 Board of Directors Meeting

February 21 President's Day



February 23 Reservations for March Membership Meeting Due

February 24 New Member Orientation

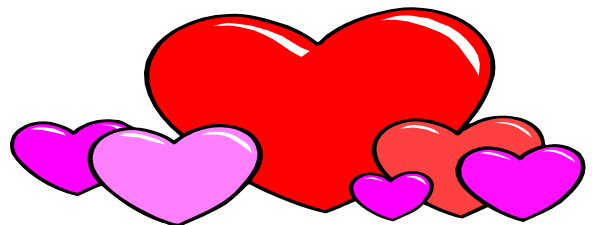
(Details for class in Rapper)

March 2 General Membership Meeting at Monaca Turners

(Details in Rapper)

March 24 Affiliate Sponsored Seminar at Jeffries Landing

(See flyer in Rapper)





Beaver County Association of REALTORS®

General Membership Meeting

Guest Speaker: Jenn Carr from Credit Justice Services

Host Office: Coldwell Banker Airport/Beaver Regional

WHEN: Wednesday, March 2, 2011

WHERE: Monaca Turners
(1700 Brodhead Road, Monaca)

TIME: 6:00pm Social Hour

COST: \$14 / person

Buffet Dinner:

Baked Chicken, Rigatoni,
Ham, Salami & Cheese Tray,
Tossed Salad, Rolls & Butter
and Ice Cream Ball for dessert.

**Call BCAR at 724-774-4126
by February 23rd for a reservation.**

Relicensure Courses offered by Penn State

The Landlord-Tenant Relationship
Friday & Saturday, February 18 & 19
9:00am to 4:00pm

So Many Investors, So Little Time
Tuesday, March 15
9:00am to 12:30pm

I Thought You Were Working With Me
Thursday, March 17
5:00pm to 8:30pm

Attitude is All I Have
Saturday, March 19
9:00am to 12:30 pm

<http://www.beaver.psu.edu/CE/10752.htm>

Or call 724-773-3700

New Member Orientation

When: Thursday, February 24, 2011
Where: Huntington Bank Conf Rm 208
(671 Third Street, Beaver)

Time: 6:00pm to 9:00pm
Cost: No Charge!

This class is for new licenses to real estate. This class reviews the benefits of being a REALTOR® member plus goes over the Code of Ethics. Attending this class will satisfy the Quadrennial Code of Ethics Training that is required by the National Association for 2012. This class is **mandatory** for your membership.

Call BCAR at 724-774-4126 for a reservation.



Banquet Donations

BCAR and the Banquet Committee would like to **thank** those who donated to this year's Installation / Awards Banquet. We appreciated your continued support.

All Spec Home Inspections
American General Service Corp
Beaver County Times
Excel Mortgage
Hancock County Savings Bank
Home Savings & Loan Company
HouseMaster Inspections

Housing Opportunities of BC
J.L. Camp Inspection Service
Keystone Closing Services
PA Land Title
RE/MAX Select
T.A. Closing Network

Affiliate Changes: ESB Bank has a new representative...

Jonathon Newell
j.newell@esbbank.com

ESB Bank
600 Lawrence Avenue
Ellwood City, PA 16117

724-934-8988
Fax 724-934-8990

Mortgage lending Solutions has a new representative... **Pete Roknich.**

Quad County Homes now **Your Parade of Homes.** James Aukscunas, who passed away suddenly August 2010, was the sole proprietor of Mass Media Publications and Quad County Homes. Micah James Aukscunas is announcing his new company James Media publishing "Your Parade of Homes".

Congratulations to **Ernie D'Achille** of Northwood Realty in Beaver and **Cochran "Jerry" Fleming** of Bovard-Anderson Company in receiving their Emeritus Awards. This award is given by National and State Associations for 40 years of membership.

to **Jan Livingston** of Coldwell Banker, Cranberry who received her ABR designation.

to **Gregg Hill** of T.A. Closing Network. Gregg recently passed the PA Title Agents Exam and is now a National Sales Manager and a "Licensed Title Agent"

Condolences to the friends and family of **Henry Wonsiecki** of Acme Realty. Henry was a long time REALTOR® member with 54 years in real estate.

*** If you have something you would like to put in the Rapper, just call BCAR at 724-774-4126 and we will get it in for you. ***

All items for the Rapper must be in by the first Friday of each month.



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Butler Branch—Jim McGinnis • Keri Connelly • Kathy Hartzell



Mark your Calendars!

Thursday March 24th, 2011

Registration @ 1:30pm

Seminar to start @ 2:00pm PROMPTLY

Jeffries Landing

1440 Riverside Drive

Bridgewater, PA 15009

Affiliate Sponsored Seminar

INDUSTRY UPDATES & CHANGES

Round-table discussions to include~

- *Technology / Social Networking*
- *REALTOR® Safety / Tips*
- *Foreclosures / Tax Sales*
- *Know your Customer*
- *Energy Audits*
- *Mortgage Knowledge*

Question and Answer session to follow! Affiliate representatives from Mortgage, Closing & Title, Insurance, Appraisal, Home Inspection, and Financial Advisors will be there to answer questions.

Cost is only \$5.00 and includes Snacks, Beverages & Raffle

Win a \$100 gas card donated by Parkvale Savings Bank

*You must pre-register with the Association Office at 724-774-4126
in order to win.*

Meet and Greet Happy Hour to follow.

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Center Twp. Branch
210 Golfview Dr.

Chippewa Branch
Chippewa Square, 2652 Darlington Rd.

Hopewell Twp. Branch
2646 Brodhead Rd.

**The Beaver County Association of REALTORS® would like to
congratulate all the Sales Award winners for 2010.**

2010 SALES AWARDS

1 MILLION

1 Deborah Strobel	Acme Realty	1,000,000 (25 Units)
2 Pamela Hersperger	Howard Hanna	1,014,103
3 Anna Maria Folmar	Howard Hanna	1,021,978
4 Marcy Tarquinio	Howard Hanna	1,047,500
5 Silvia Kazas	Howard Hanna	1,060,200
6 Peter Bakertges	RE/MAX Select	1,095,900
7 Janis Ford	Bovard-Anderson Company	1,139,200
8 Joyce Trinen	Town Center Associates	1,164,675
9 Darlene McCarrell	Howard Hanna	1,169,150
10 Nancy Kristian	Prudential	1,221,375
11 Karen Morrow	Keller Williams	1,231,241
12 Mike Musolin	Frank Stefura Realtors	1,261,675
13 Charles Casbourne	Howard Hanna	1,269,583
14 Bridget Wysocki	Howard Hanna	1,341,650
15 Ruth Cattivera	Howard Hanna	1,470,835
16 Janeen Agudio	Frank Stefura Realtors	1,477,400

1.5 Million

17 Joseph Vular	Coldwell Banker	1,529,000
18 Jean Randza	Prudential	1,555,160
19 Joan Shanahan	Bovard-Anderson Company	1,598,300
20 Cynthia McConnell	Howard Hanna	1,625,700
21 Lisa Dowling	Northwood	1,629,750
22 Randy Forner	Prudential	1,644,400
23 Doug Rees	Frank Stefura Realtors	1,726,233
24 Kathleen Green	Keller Williams	1,949,750
25 Wendy Wallace	Frank Stefura Realtors	1,982,475

2 MILLION

1 Leigha Peters	RE/MAX Select	2,003,160
2 Barbara Cardinale	Coldwell Banker	2,021,650
3 Gina Coast	Northwood	2,041,500
4 Leslie Bostaph	Prudential	2,047,590
5 Jan Razaire	Howard Hanna	2,083,153
6 Lydia Ialongo	C/21 Preferred Properties	2,084,300
7 April Camp	Northwood	2,142,950
8 Aimee Tustin	Northwood	2,255,300
9 Tina Guido	RE/MAX Select	2,324,653
10 Kathy Pfister	Coldwell Banker	2,374,580
11 Kimberly Hostetter	Sherman Hostetter Group LLC	2,465,267

Sales Awards Continued

2.5 MILLION

12 Rhonda Shearer	Coldwell Banker	2,554,670
13 Melinda McKee	RE/MAX Select	2,570,968
14 Melissa Hill	Northwood	2,598,093
15 Tammy Romesburg	Coldwell Banker	2,668,550
16 Beverly Pietrandrea	Bovard-Anderson Company	2,848,450
17 Mike Alberti	RE/MAX Select	2,921,600
18 Doris Yantos	Howard Hanna	2,979,406

3 MILLION

1 Leslie Chaklos	Northwood	3,023,100
2 Lynn Peterson	Prudential	3,026,360
3 Rite Brimmeier	RE/MAX Select	3,037,158
4 Karen Hutman	Howard Hanna	3,081,180
5 Bryan Donaldson	Achieve Realty	3,164,200
6 Michelle Branham	Coldwell Banker	3,253,100
7 Pamela Keczmer	Howard Hanna W-Sub	3,276,525
8 Angela Peluso	Howard Hanna	3,299,924
9 Amy Logan	RE/MAX Select	3,430,664
10 Melissa Gulla	RE/MAX Select	3,446,450

3.5 Million

11 Patricia Noah	Howard Hanna	3,528,557
12 Ida Workley	Prudential	3,634,579
13 Keith DeVries	RE/MAX Renaissance	3,851,800
14 Richard Maiella	C/21 Preferred Properties	3,984,600

4 MILLION

1 Joann Gennero	RE/MAX Select	4,127,612
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5 MILLION

1 Winnie McCann Powers	Coldwell Banker	5,186,081
2 Susan Brown	Prudential	5,207,650

5.5 Million

3 Jan Livingston	Coldwell Banker	5,904,495
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6 MILLION

1 Mary Ann Peluso	Town Center Associates	6,329,250
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8.5 MILLION

Matt Ohlsson Top Residential	Coldwell Banker	8,599,355
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Sales Awards Continued

TEAMS

2.5 MILLION

Stephanie Muntean & Jeff Ammerman	Northwood	2,789,399
Jack and Shirley Lyden	Prudential	2,804,279

4 MILLION

Marilyn Caplan/June Erath	Prudential	4,021,456
Brenda & John Petkunas	Howard Hanna-W Sub	4,341,880

4.5 Million

Vanessa Augspurger & Sally Heimbrook	Prudential	4,694,800
Scott & Tabitha Fosnot	RE/MAX Select	4,719,660

6 Million

Brooke & Michael Witterman	RE/MAX Select	6,120,960
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8.5 MILLION

<i>Susan & Austin Daniel</i>	<i>Howard Hanna W-Sub</i>	<i>8,814,050</i>	<i>Top Team</i>
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COMMERCIAL

1 Million

<i>Joe Sabella</i>	<i>Town Center Associates</i>	<i>1,029,000</i>	<i>Top Commercial</i>
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Congratulations to **Joe Vular** of Coldwell Banker Airport/Regional Office on receiving the 2010 **REALTOR® of the Year Award**.

A special Thank You and Congratulations to **Ernie D'Achille** of Northwood, Beaver and **Cochran "Jerry" Fleming** of Bovard- Anderson in receiving their **Emeritus Award** for 40 years of service.



Calendar of Events:

- February 16 Board of Directors Meeting
- February 23 Reservations for March General Membership Due
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[Click here to view calendar of events on our website](#)

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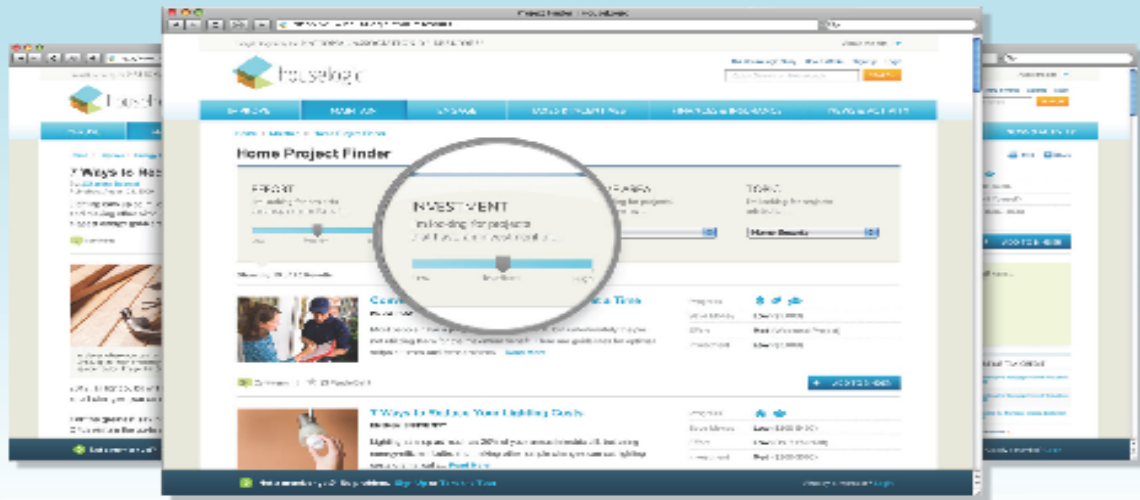
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A consumer website brought to you by the NATIONAL ASSOCIATION OF REALTORS®

HouseLogic is a home owner's single source for information to protect, maintain, and enhance the value of their home.



What is HouseLogic?

HouseLogic is the NATIONAL ASSOCIATION OF REALTORS® comprehensive consumer website geared to helping home owners make smart decisions to enhance, maintain, and protect the value of their home.

It includes hundreds of original, authoritative articles on such topics as home improvement, maintenance, finance, taxes, insurance, and community issues. There are even articles on home buying and selling.

Why did NAR build a consumer website?

HouseLogic, a world-class, best-of-breed home ownership site, is a centerpiece of NAR's strategic goal to strengthen the relationship between REALTORS® and consumers. NAR has been a champion of home ownership rights and opportunities for more than a century. Helping consumers become more informed, responsible home owners is important to the stability and value of the housing market.

What is the REALTOR® Content Resource?

The REALTOR® Content Resource, brought to you by NAR, is available exclusively to members. It entitles you to add free home ownership content from HouseLogic to your marketing materials.

How much does it cost to use the REALTOR® Content Resource?

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What's the best way to use the free content available through the REALTOR® Content Resource?

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- Blog
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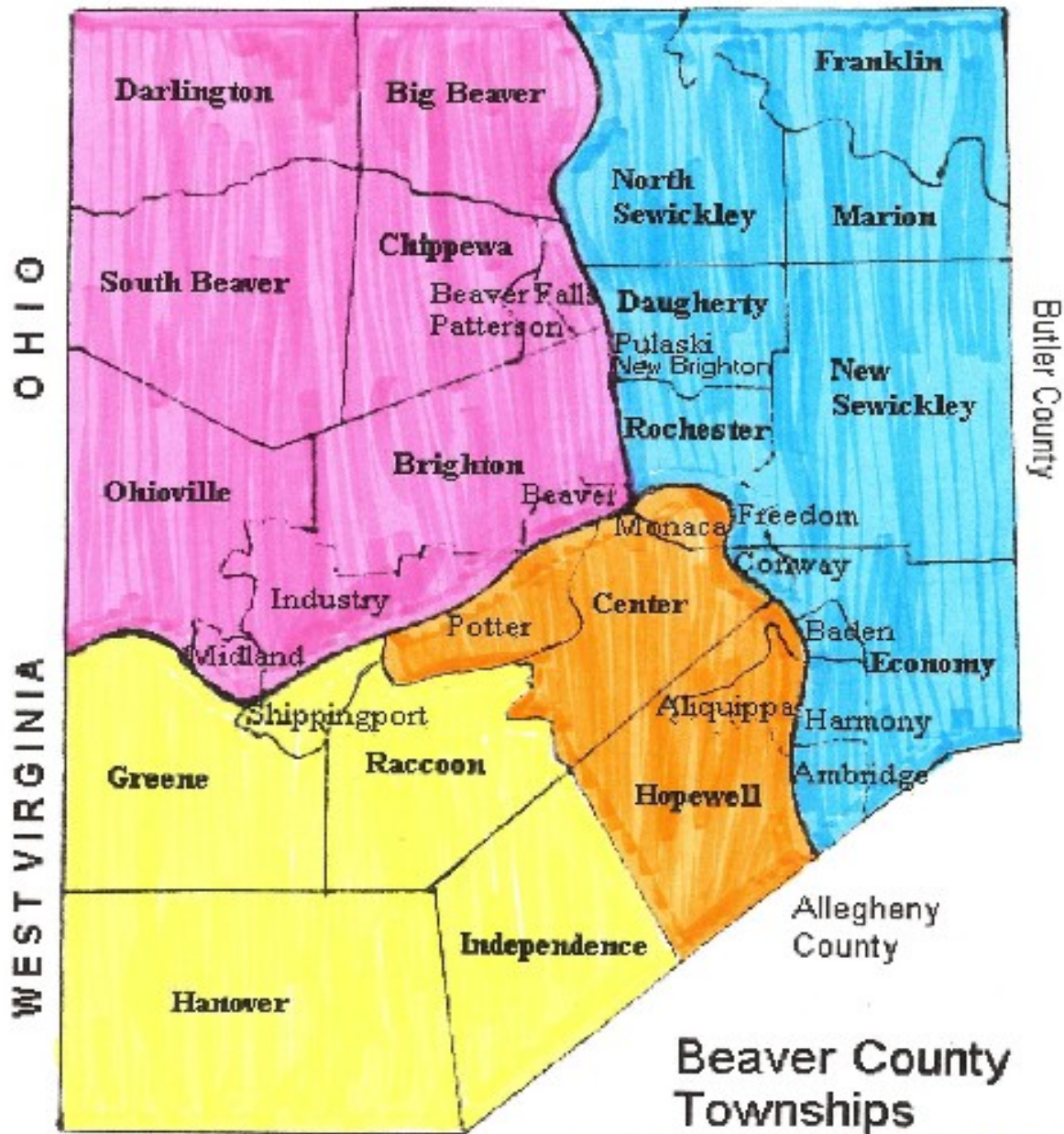
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CODE OF ETHICS

Article 3: REALTORS® cooperate with other real estate professionals to advance their clients' best interests.

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: 724-7741984

E-mail: bcar3@verizon.net
Website: www.mybcar.com



AFFILIATE INFORMATION

THE REAL ESTATE MAGAZINE / INKSTAR

Phone: 724-847-2940

Representatives: Rich and Sue Fudurich

Serve Beaver County and 4 Surrounding Counties

Products/Services Offered: Real Estate Advertising, Graphic Design and Custom Printing of: Business Cards, Letterhead, Envelopes, Brochures, Postcards, Door Hangers, Flyers, Carbonless Forms, Invitations, Event Programs and more.

SIGNATURE SETTLEMENT SERVICES AGENCY, LLC

Phone: 724-728-8873

Representatives: Jeffrey A Reed and Robert Williams

Serve all of Pennsylvania, Missouri, Kentucky, Georgia and Tennessee

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T.A. CLOSING NETWORK

Phone: 800-899-1051

Representatives: Gregg Hill and Patti DeGennaro

Serve Pennsylvania and 15 Other States

Products/Services Offered: We are a full service Title Insurance Company offering a complete range of title and escrow services for Attorneys, Banks, REALTORS®, Mortgage Brokers, and Credit Unions. We provide title and escrow services on flexible schedule with the ability to provide closings in 16 states. Experience and expertise are fundamental to every service we provide, from application to closing.

WEST PENN FINANCIAL SERVICE CENTER, INC.

Phone: 412-246-2719

Representative: Heather Matuszewski, License #24441, NMLS #135376

Serve Western Pennsylvania

Products/Services Offered: Residential Mortgages for new home purchases and refinances. We offer Conventional Loans with or without PMI, FHA, VA, USDA, and PHFA Bond (1st time home buyer) loans.

Note: Information displayed in alphabetical order and supplied by the affiliates from the 2011 Affiliate Information.