

Dear Realtors and Affiliates,

Well it is August already!! Heading into the home stretch of 2019!!

It has been a very odd market this summer for homes sales! Quiet one day and crazy the next! Hope all of you are faring well through it all!

We have been busy working on the Annual Fundraiser and have come up with many new ideas. Please mark your calendars for the evening of Wednesday, November 6, 2019 at The Club at Shadow Lakes. This event supports non-profit organizations in Beaver County and gives the Realtors® the opportunity to give back to the residents of Beaver County. See you there!!

This is one event you won't want to miss! It is Realtor Safety month and we have much in store for you! Please remember to mark your calendars for September 5<sup>th</sup> beginning at 9am at the First Presbyterian Church of Beaver located on College Ave. Our guest speaker is the Director of Enforcement at the PA HR Commission, Jinada Rochelle. Looking to have a full house for this event.

Wishing all the families a safe and Wonderful School Year!

Have a great August and if there is anything you need please call!

We are always here for you!!!

ENJOY LIFE!!

*Beverly*



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## SAVE THE DATES

**9-5-2019 @ 9am General Membership Safety Meeting**

***@ The First Presbyterian Church in Beaver***

Details see p. 4

**9-18-2019 @ 6pm New Member Orientation**

***@Conference Room 208, Huntington Bank Bldg.***

**10-7-2019 @ 9am-12:30pm Mandatory CE**

***@ The First Presbyterian Church in Beaver***

(This class is for agents licensed before 12-1-2017)

**10-14-2019 & 10-23-2019 @ 9am-4:30 New Agent Modules**

***@The First Presbyterian Church in Beaver***

(This class is for agents licensed on or after 12-1-2017 OR who are get relicensed for the FIRST time)

**10-23-2019 BCAR Affiliate's 2nd Annual Incredible Race**

Are you a contender? Adrenaline junky? Highly competitive? This event is for you! Organize a team of 4 and "Let the games begin!" Winning and Losing teams will be published in The Beaver County Times.

**11-6-2019 BCAR Annual Fundraiser**

***@ The Club at Shadow Lakes***

BCAR's Annual event to raise money for Beaver County non-profits. Details to be announced soon.

**12-5-2019 Holiday Beginnings**

***@ The Highland Vets, Chippewa***

BCAR Affiliates sponsor the event of the season with merry music, food and a few gifts from Santa's Sack.

**FALL  
CONTINUING  
EDUCATION  
PROGRAM!**

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*courses*

Mon, Oct 7 | 9 AM - 12:30 PM  
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Mon, Oct 14 | 9 AM - 4:30 PM  
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Wed, Oct 23 | 9 AM - 4:30 PM  
**NEW AGENT GENERAL \$80**

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your to do list!*

*registration*

[www.RAMPschool.com](http://www.RAMPschool.com)

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**Beaver County Association of REALTORS®**

# REALTOR® SAFETY

**\*\*FREE\*\* General Membership Meeting**

**Speaker: Jinada Rochelle, Pennsylvania Human Relations Commission**

**TOPICS: Legal rights for Protected Classes (Persons of disability, seniors, etc.) AND Support Animals!**

**FREE BREAKFAST BUFFET**

**AND Safety Tips & Epic Safety Items from BCAR Affiliate Sponsors:**

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**September 5, 2019 9-11am**

**First Presbyterian Church of Beaver  
 252 College Ave, Beaver**

**RSVP by August 26 - 724.774.4126 or  
 bear3@mybcar.net**

**BEAVER COUNTY ASSOCIATION OF REALTORS®**



# **NEW MEMBER ORIENTATION & CODE OF ETHICS TRAINING**

**WEDNESDAY,  
SEPTEMBER 18 @ 6PM**

650 Corporation St.  
Conference Room 208  
(Entrance is in rear of  
Huntington Bank Building in  
Beaver)

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RSVP by Thursday, Sept. 12  
To 724.774.4126 or  
bcar3@mybcar.net

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**650 CORPORATION ST, SUITE 401 \* 724.774.4126 \* WWW.MYBCAR.COM**

## **Real Estate Continuing Education Requirements 2018-2020 Renewal Period**

### **RENEWING YOUR PA REAL ESTATE LICENSE FOR THE FIRST TIME?**

**Here is what you MUST know:**

**YOU need to complete:**

- **The 7-Hour General Module (“The Big Picture”)**  
As well as your choice of either:
- **The 7-Hour Residential Module “Gaining Insight of the Residential Market”**  
or
- **A 7-Hour Commercial Module**

**Other CE and Broker Classes will not satisfy the CE commitment for new real estate licensees for May 2020.**

### **NOT YOUR FIRST RODEO?**

**(You have renewed your PA Real Estate License at least once)**

Brokers and Salespersons must complete a total of **14 hours of continuing education by 5/31/20** to renew their real estate license.

**The required courses for this renewal period are:**

- **1.5 Hours—Property Management**
- **2 Hours —Advertising**

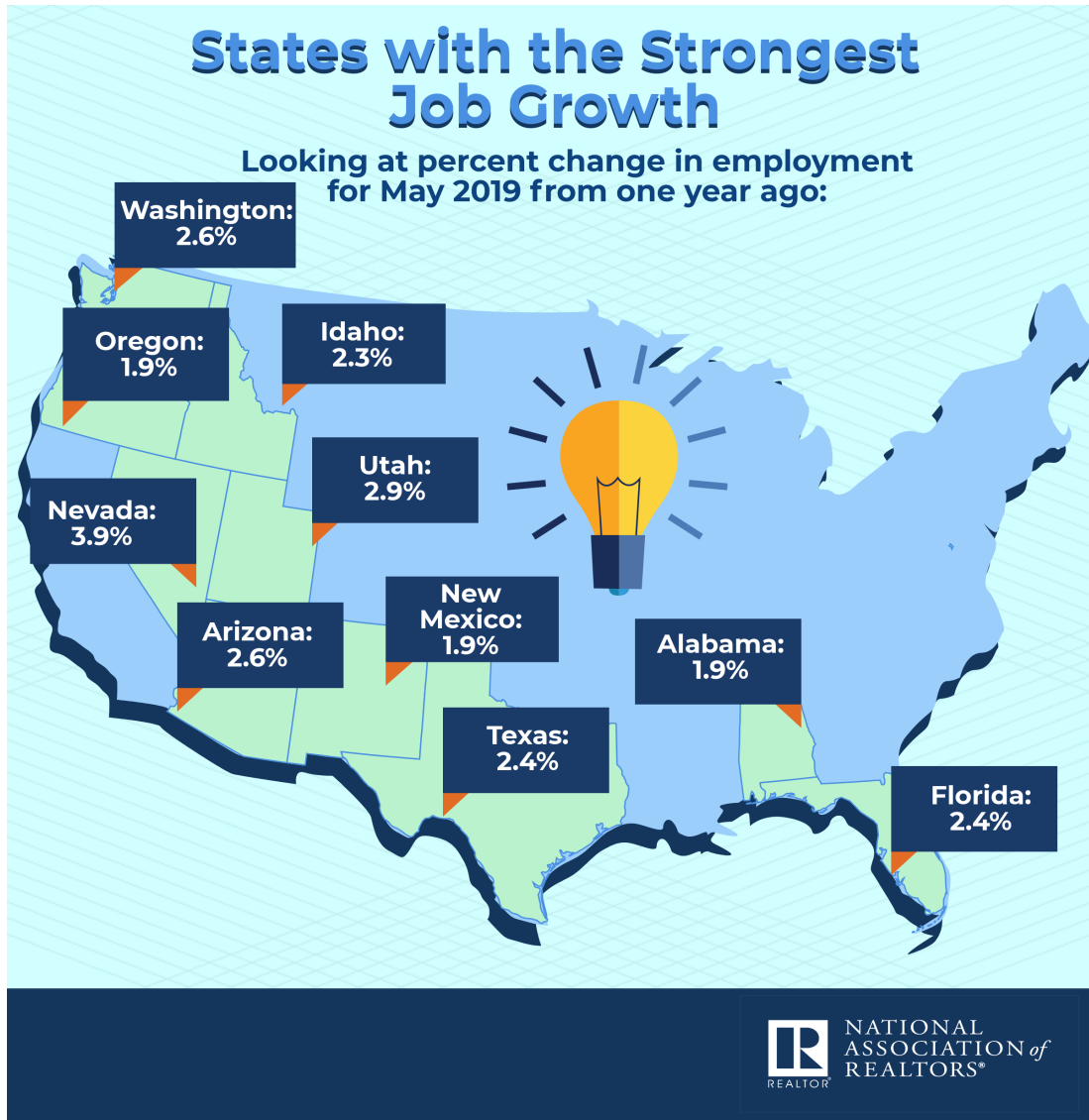
The remaining hours can be comprised of elective CE courses or a broker course to complete the remainder of your course work.

How can you complete your Continuing Ed?  
We are thrilled that you asked!

- **Attend BCAR sponsored CE that will be announced via email, newsletter & our website**

or

- **Take your classes online at The CE Shop**  
**<https://mybcar.theceshop.com>**



### Annual Job Creation in Real Estate Eases to 49,900 in May 2019

- In May 2019, payroll employment in real estate (NAICS 531) increased 49,900 from one year ago, down by 15 percent from one year ago.
- As of May 2019, there were 1.7 million employed in real estate (NAICS 531). This level has surpassed the peak level of about 1.5 million in July 2006. In comparison, existing home sales on an annualized basis totaled of 5.43 million in May 2019 is still below the peak of 7.26 million in September 2005. The annualized existing home sales to real estate employment (NAICS 531) ratio was 3.1 in May 2019 compared to about five in mid 2008.
- By state, the states with the largest share of employment in real estate, rental, and leasing (NAICS 53) are Florida (5.7%), New Jersey (5.6%), Colorado (5.4%), Nevada (5.3%), Utah (5.2%), Arizona (5.2%), Wyoming (5.1%), and Montana (5%).

# 6 INNOVATIVE WAYS TO TACKLE THE HOUSING CRISIS



As home prices rise and inventory tightens up across the country, states and cities are proposing innovative solutions to provide more homes for more people. Check out ways your community could alleviate a housing shortage.



## 1 BUILD BACKYARD HOMES



IT COSTS AN AVERAGE OF **\$156,000** TO BUILD AN ACCESSORY DWELLING UNIT IN THREE PROGRESSIVE NORTHWESTERN CITIES – PORTLAND, SEATTLE AND VANCOUVER, B.C.<sup>1</sup>

Limited land poses a significant challenge to building more homes. Accessory dwelling units (ADU) allow additional homes to be built on existing lots. These homes come with lower construction costs and can be great options for young professionals, aging parents, or students.

## 2 FLIP PUBLIC LAND



Did you know local government can contribute land toward housing projects? Cities like Washington, DC and Boston, Massachusetts and towns like Frisco, Colorado are addressing the need for affordable housing options by allocating vacant or under-utilized lots for new housing projects.<sup>2</sup>

## 3 REVAMP PARKING LOTS



As ride-sharing and public transportation expands, many parking garages will go unused. City planners are thinking of ways to repurpose existing parking garages, from installable pods that can be used as temporary housing to converting entire parking garages into residential space.<sup>3</sup>

## 4 RENOVATE HISTORIC BUILDINGS



**13.5%** OF THE NATION'S TOTAL HOUSING UNITS WERE BUILT PRIOR TO 1940<sup>4</sup>

Increasing the housing supply doesn't always have to mean new construction. States like Maryland, New Jersey, Minnesota, and Rhode Island are developing building "smart codes" to encourage the alteration of existing buildings.

## 5 MAKE HOMES MODULAR



BY 2025, **10% OF HOMES** WILL BE MODULAR<sup>5</sup>

Building new houses can be costly and time-consuming. Modular homes are partially built in a factory and then shipped to the housing site to cut costs and time. Modular home construction technology is advancing to create better quality, greener, and cheaper homes.

## 6 DESIGN FOR THE SPACE



Cities and towns come with intricate systems of roads, public transportation and infrastructure. Cities like Seattle, Washington are redeveloping properties to be transit-oriented and easily integrated with the existing street grid.<sup>6</sup>

**COULD ANY OF THESE WORK FOR YOUR COMMUNITY? START TALKING TO YOUR LOCAL AND STATE OFFICIALS!**

<sup>1</sup> [www.nar.realtor/en-common-ground/accessory-dwelling-units](http://www.nar.realtor/en-common-ground/accessory-dwelling-units)  
<sup>2</sup> [images.magnetmail.net/images/clients/UJI\\_DC/UJI\\_Public.andReport\\_Final020215.pdf](http://images.magnetmail.net/images/clients/UJI_DC/UJI_Public.andReport_Final020215.pdf)  
<sup>3</sup> [www.oncommonground-digital.org/oncommonground/winter\\_2019\\_evolve\\_form\\_of\\_housing/MobilePage?replica.action?pr=2&folio=26&pg26](http://www.oncommonground-digital.org/oncommonground/winter_2019_evolve_form_of_housing/MobilePage?replica.action?pr=2&folio=26&pg26)  
<sup>4</sup> [www.govcrim.org/gov-data/transportation-infrastructure/age-year-built-for-homes-in-cities.html](http://www.govcrim.org/gov-data/transportation-infrastructure/age-year-built-for-homes-in-cities.html)  
<sup>5</sup> [www.forbes.com/sites/nigehilken/2018/11/15/affordable-housing-from-postwar-prefab-to-modern-modular-construction-pgs-2/#2e2e313e5084](http://www.forbes.com/sites/nigehilken/2018/11/15/affordable-housing-from-postwar-prefab-to-modern-modular-construction-pgs-2/#2e2e313e5084)  
<sup>6</sup> National Association of Home Builders: How Did They Do It? New Opportunities for Affordable Housing







## **ADWERX—NAR BENEFIT**

**WHO:** Adwerx is a simple and effective platform designed to boost your digital marketing strategy by building awareness of your real estate business, winning more referrals, and promoting your listings to a group of targeted homebuyers online. Adwerx's innovative technology enables your ads to target and follow local prospects as they use mobile apps and Facebook, and browse the web on sites like realtor.com® and other popular home search sites, plus premium non-real estate sites including NYTimes, CNN, Yahoo, local news sites, and thousands more.

**WHAT:** Available exclusively to NAR members, you'll receive 15 percent additional impressions, or bonus views, on newly purchased and renewed campaigns\* created on the Adwerx platform. What does this mean? An impression is when your ad shows up on a website. In other words, it's when an ad is viewed. So, if you originally targeted 10,000 ad views per month, it will target 11,500 ad views. Plus, this offer provides extra value when stacked with any existing Adwerx offers you may already enjoy through your brokerage, local association, or other Adwerx partner.

**HOW:** Visit [adwerx.com](http://adwerx.com) to create ad campaigns with 15% bonus views or to add the bonus views to your existing subscriptions. Be sure to have your NAR Membership ID (NRDS ID) handy and add at checkout when prompted. To get started or for personal assistance visit [about.adwerx.com/NAR](http://about.adwerx.com/NAR), call 888-622-5771, or email [NARsupport@adwerx.com](mailto:NARsupport@adwerx.com).

\* Will not be applied to currently running campaigns or to automated listing ads provided by your brokerage.

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**Check it out on YouTube at:  
<https://youtu.be/OL06w9UXLSM>**

## **Welcome New BCAR REALTOR® Members**

### BERKSHIRE HATHAWAY HOME SERVICES

Leah Krawchyk-Wexford  
Scott Newman-Allison Park  
Amy Vann-Beaver (Corporation St.)  
Lesley VanVorce-Airport (Beaver Grade Rd.)

### COLDWELL BANKER

Jennifer Tylenda-South Hills  
Deirdre Cogley-Airport

### eXp REALTY

Daniel Austin

### KELLER WILLIAMS REALTY

Richard Kasowski, Jason Mazzei & Joanne Ross-Wexford

### RE/MAX SELECT REALTY

Sarah Fitzpatrick-Moon Twp.

### TOWN CENTER ASSOCIATES


Melanie Tress

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# interested in group volunteering?



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Thank you to the BCAR Affiliates listed below for the sponsorship and support of our First Ever BCAR Affiliate Cornhole Tournament. Even though the rain persisted we all had fun tossing our soaking wet bean bags and trying to keep score!



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