



this issue

Annual Fundraiser	2
Continuing Ed	3
Welcome New Members	4
2019 Top Producers	5-8
Banquet Highlights	9
BCAR Affiliate Ads	10-12

**Mission**

The Beaver County Association of Realtors® is the principle resource for membership by providing relevant and needed information, services and education to uphold the ethics and professionalism of real estate practice.

**Vision**

BCAR is committed in being the visionary for the future for our members and community.

**Value**

The members of the BCAR are committed to being the conduit for the future of our membership and the communities we serve.

President's Report

Greetings and Congratulations to all the amazing Realtors® that were honored on Thursday, February 6 at the BCAR Annual Awards Banquet. A special acknowledgement to Rudy Zetz on becoming Realtor® Emeritus for 40 years as a Realtor® and four-time BCAR President. Congratulations also to Lori Mikula Bianco, our BCAR Realtor® of the Year and Dave Belanger as our Affiliate of the Year. Please see pages 5-8 for the all-star lineup of those that qualified for sales recognition and pictures from our event on page 9.

Also, please help me welcome the newly appointed directors to the Beaver County Association of Realtors® for 2020 – Bridget Wysocki and Randy Klingensmith. They will be joining our current list of directors: Jeff Ammerman, Leslie Pazur, Barbara Cardinale, Lori Mikula Bianco along with the newly elected board members Leslie Chaklos, Jeanie Parrish and Lorraine Ross. The executive committee consists of Judy Plakosh-President Elect, Denise Molchen-Donnelly-Secretary, Brooke Witterman-Treasurer, Bev Pietrandrea-Immediate Past President and Sherman Hostetter-President. And the brains that keeps it all together and working like a well-oiled machine is Rose DeWeese-Association Executive.

Please feel free to contact any one of us with your concerns and ideas. As I mentioned last month, we want and welcome member involvement from all of our members. Get involved with your association, the affiliates, our committees, project and/or the board. It takes a little work to get involved but the payback is worth it. The more you invest the better your return.

We are looking for project ideas that BCAR can pilot in a few communities this year to show our willingness to help our communities as well as exposure for the BCAR agents involved in the project and our real estate profession.

We want your input and participation!!!!

Please check page 3 for upcoming Continuing Ed that is applicable to anyone licensed before December 1, 2017. If you can't make these course and would prefer taking the classes online please use our co-branded site at:

[www.mybcar.com/onlineeducation.cfm](http://www.mybcar.com/onlineeducation.cfm)

Sherman Hostetter  
724.603.2333

2020  
Officers & Directors

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Sherman Hostetter

President Elect

Judy Plakosh

Treasurer

Brooke Witterman

Secretary

Denise Molchen-Donnelly

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Lori Mikula Bianco  
Barb Cardinale  
Leslie Chaklos  
Randy Klingensmith  
Jeanie Parrish  
Leslie Pazur  
Lorraine Ross  
Bridget Wysocki

Immediate Past President

Beverly L. Pietrandrea

Affiliate Liaison

Joe Newtz

Association Executive

Rose DeWeese

# IT'S IN THE BAG!

BCAR'S Annual Fundraiser/Purse Bash raised over \$10,000 for Beaver County non-profits. Pictured below are the recipients of YOUR generosity! Thank you!



Frank Wilson & Kevin Campanaro – Housing Opportunity of Beaver County



Major Evelyn Hopping – Salvation Army



Corky Romeo – Wings for Vets



Marie Timpano – The Cornerstone of Beaver County



Mike Grubbs – Special Olympics



Brandi Pupi - Aliquippa Impact



Bonnie Phillipps – Yellow Ribbon Girls



Rene Fencil – New Horizons School



Darlene Thomas – Women's Center of Beaver County



Denis Suter – Habitat For Humanity

**REALTORS EDUCATIONAL INSTITUTE**

**THE BEAVER COUNTY MARCH MADNESS CE PROGRAM IS BACK! MARCH 12 & 18, 2020**



**DOOR PRIZES!**

**FREE LUNCH!**

*details:*

Only \$40 per course!

Thurs, Mar 12th:

- 9 AM - 12:30 PM  
Mandatory CE Advertising/Property Management with Mary Lynne Deets, M.Ed., SRES
- 1 - 4:30 PM  
Code of Ethics with Mary Lynne Deets, M.Ed., SRES

*sponsors:*



Wed, Mar 18th:

- 9 AM - 12:30 PM  
The Impact of Real Estate on a Balance Sheet with Brian Bohn, CPWA®, CFP®, CPA
- 1 - 4:30 PM  
Social Media Trends in Real Estate with Vinny Sullivano, Marketing Expert



*location:*

Fairfield Inn  
1438 Brodhead Rd,  
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Register at [www.RAMPschool.com](http://www.RAMPschool.com) > Continuing Education

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

### **BERKSHIRE HATHAWAY HOMESERVICES**

Frank Hanzel – Cranberry

### **HOWARD HANNA REAL ESTATE**

Tawnya Roman - Beaver

### **REALTY ONE PLATINUM**

Thomas Medovitch - Pittsburgh

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

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

YOU need to complete:

- The 7-Hour General Module (“The Big Picture”)

As well as your choice of either:

The 7-Hour Residential Module or A 7-Hour Commercial Module

**Other CE & 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 AND 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.

- Take your classes online at The CE Shop

**<https://mybcar.theshop.com>**

# CONGRATULATIONS!

Congratulations to the following BCAR members that produced over  
\$1 Million in production during 2019

## INDIVIDUAL RESIDENTIAL

### \$21 MILLION

Anthony Leone - RE/MAX Select Realty \$21,723,953.00

### \$12 MILLION

Jan Livingston -Berkshire Hathaway HomeServices \$12,895,146.17

### \$11 MILLION

Nancy Rossi - RE/MAX Select Realty \$11,706,498.00

### \$10 MILLION

Renee Dean - Howard Hanna Real Estate \$10,976,125.00

Michele Fausnacht - Berkshire Hathaway HomeServices \$10,954,294.00

### \$8 MILLION

Mark Gulla - RE/MAX Select Realty \$8,776,000.00

Megan Rummel - Clear Choice Enterprises \$8,538,348.00

Amy Logan - RE/MAX Select Realty \$8,465,770.00

Adam Cannon - Piatt Sotheby International Realty \$8,290,270.00

### \$7 MILLION

Leah Wulster - Howard Hanna Real Estate \$7,926,098.00

Melissa Gulla - RE/MAX Select Realty \$7,631,800.00

Jason Mazzei - Keller Williams Realty \$7,426,230.00

Ryan Ray - Berkshire Hathaway HomeServices \$7,244,444.00

Biba Lubenski - Howard Hanna Real Estate \$7,219,550.00

### \$6 MILLION

Lisa Lathom - eXp Realty \$6,885,617.00

Tracy Dewit - Coldwell Banker \$6,473,663.00

Laurel Rae - RE/MAX Select Realty \$6,007,682.00

### \$5 MILLION

Charles Dobish III - RE/MAX Real Estate Solutions \$5,793,195.00

Christine Grady - Coldwell Banker \$5,713,800.00

Stefani Jazudek - Coldwell Banker \$5,684,600.00

Jenni Drass - RE/MAX Select Realty \$5,676,983.00

Leigha Peters - RE/MAX Select Realty \$5,658,200.00

Kathryn Pfister - Coldwell Banker \$5,631,870.00

Betty Patterson - Howard Hanna Real Estate \$5,590,400.00

Susan Daniel - Howard Hanna Real Estate \$5,389,580.00

JoAnne Gehm - Berkshire Hathaway HomeServices \$5,310,785.00

Jeff Ammerman - RE/MAX Select Realty \$5,100,000.00

Janeen Agudio - Howard Hanna Real Estate \$5,085,695.00

Rita Brimmeier - RE/MAX Select Realty \$5,070,400.00

Mindy McKee - RE/MAX Select Realty \$5,000,000.00

**\$4 MILLION**

Lisa Walker - Berkshire Hathaway HomeServices	\$4,857,100.00
Scott Fosnot - RE/MAX Select Realty	\$4,791,316.00
Mary Anne Peluso - Town Center Associates	\$4,582,750.00
Tina Rupp - Coldwell Banker	\$4,566,752.00
Gina Mercorelli-Diaz - RE/MAX Select Realty	\$4,434,629.00
Barb Cardinale - Coldwell Banker	\$4,430,100.00
Karen Morrow - RE/MAX Select Realty	\$4,262,545.00
Jeanne Bendik - RE/MAX Select Realty	\$4,255,794.00
Joann Gennaro - RE/MAX Select Realty	\$4,241,900.00
Linda Diffendal - Coldwell Banker	\$4,167,800.00
Melissa Hill - Berkshire Hathaway HomeServices	\$4,159,581.00
Lisa Mendicino - RE/MAX Select Realty	\$4,124,083.00
J.R. Sergeant - Howard Hanna Real Estate	\$4,016,962.00
Joshua Mabin - Piatt Sotheby International Realty	\$4,005,998.00
Pamela Keczmer - Howard Hanna Real Estate	\$4,004,400.00

**\$3 MILLION**

Arthur Evans - RE/MAX Select Realty	\$3,954,000.00
Michelle Biro - Bovard-Anderson Company	\$3,941,590.00
Anne Kurzdorfer - Keller Williams Realty	\$3,675,500.00
Beverly Pietrandrea - Bovard-Anderson Company	\$3,666,700.00
Jessica South - RE/MAX Select Realty	\$3,662,500.00
Lisa Bossong - Keller Williams Realty	\$3,588,300.00
Janet Duzicky - RE/MAX Select Realty	\$3,446,375.00
John Gates - Berkshire Hathaway HomeServices	\$3,431,055.00
Bill Chamberlain - eXp Realty	\$3,385,585.00
Patricia Whigham - Coldwell Banker	\$3,359,650.00
Michael Young - Berkshire Hathaway HomeServices	\$3,326,000.00
Gretchen Kelley - Berkshire Hathaway HomeServices	\$3,286,750.00
Bridget Wysocki - Howard Hanna Real Estate	\$3,262,800.00
Marilyn Mosso - Keller Williams Realty	\$3,253,200.00
Mia Petersen - Berkshire Hathaway HomeServices	\$3,206,000.00
Selina Blinn - Berkshire Hathaway HomeServices	\$3,189,373.00
Pilar Meyer - Realty One Group Gold Standard	\$3,166,400.00
Rosanna Coccoli - Berkshire Hathaway HomeServices	\$3,124,970.00
Shari Braithwaite - Berkshire Hathaway HomeServices	\$3,063,706.00
Maura Vetica - Berkshire Hathaway HomeServices	\$3,043,300.00

**\$2 MILLION**

Jane Strano -Howard Hanna Real Estate	\$2,859,497.00
Sara Lowman - Berkshire Hathaway HomeServices	\$2,852,149.00
Amanda Barbano - Coldwell Banker	\$2,787,177.00
Michelle Branham - Howard Hanna Real Estate	\$2,758,050.00
Karen Super - Howard Hanna Real Estate	\$2,676,758.00
Frank Stefura - Howard Hanna Real Estate	\$2,663,700.00
Michele Deutsch - Howard Hanna Real Estate	\$2,636,000.00
Lori Bianco - RE/MAX Select Realty	\$2,622,000.00
Leslie Pazur - Berkshire Hathaway HomeServices	\$2,585,600.00
Christine Sandusky - Howard Hanna Real Estate	\$2,581,900.00
Megan Laughlin - Howard Hanna Real Estate	\$2,534,150.00
Tammy Romesburg - Coldwell Banker	\$2,531,640.00
Patricia Mrkonja - RE/MAX Select Realty	\$2,490,000.00
Cheryl Hartle - Berkshire Hathaway HomeServices	\$2,462,650.00
Stephanie Ramer - eXp Realty	\$2,452,700.00
Kristin Dulaney - Howard Hanna Real Estate	\$2,430,466.00
Leslie Chaklos - Berkshire Hathaway HomeServices	\$2,386,100.00

Bruce Fleming - Bovard-Anderson Company	\$2,337,540.00
Charles Veazey - Clear Choice Enterprises	\$2,330,611.00
Jean Randza - Berkshire Hathaway HomeServices	\$2,316,400.00
Jason Phillips - Berkshire Hathaway HomeServices	\$2,313,000.00
Patti Noah - Howard Hanna Real Estate	\$2,301,900.00
Maureen Chiafullo-Haid - Berkshire Hathaway HomeServices	\$2,285,400.00
Karen Huebner - Berkshire Hathaway HomeServices	\$2,183,300.00
Mary Briancesco - Berkshire Hathaway HomeServices	\$2,181,499.00
Jill Dehart - Bovard-Anderson Company	\$2,167,700.00
Sandra Pursglove - Coldwell Banker	\$2,079,800.00
Rhonda Shearer - RE/MAX Select Realty	\$2,078,300.00

**\$1.5 MILLION**

Janis Ford - RE/MAX Select Realty	\$1,925,338.00
Ronald Schneider - Berkshire Hathaway HomeServices	\$1,911,780.00
Cindy McConnell - Howard Hanna Real Estate	\$1,792,460.00
Cynthia Russell - RE/MAX Select Realty	\$1,792,355.00
Judy Cleary - Berkshire Hathaway HomeServices	\$1,788,428.00
Linda Siemons - Coldwell Banker	\$1,782,494.00
Jacqueline Cooper - Howard Hanna Real Estate	\$1,710,650.00
Karen Crochunis - Coldwell Banker	\$1,699,800.00
Lori Bruce - Howard Hanna Real Estate	\$1,678,500.00
Yvonne Goff - Howard Hanna Real Estate	\$1,662,753.00
Jamie Curry - RE/MAX Select Realty	\$1,647,500.00
Randy Forner - Berkshire Hathaway HomeServices	\$1,634,500.00
Cheri Yeager - Howard Hanna Real Estate	\$1,622,800.00
Amanda Grimm - Howard Hanna Real Estate	\$1,615,900.00
Jeannine Dabeco - Berkshire Hathaway HomeServices	\$1,569,300.00
Rachel Marchionda - Howard Hanna Real Estate	\$1,558,270.00
Sara Gordon - Howard Hanna Real Estate	\$1,553,500.00
Ruth Cattivera - Howard Hanna Real Estate	\$1,541,266.00
Christine Hyatt - RE/MAX Select Realty	\$1,516,850.00
Melissa Kozik - Howard Hanna Real Estate	\$1,507,350.00

**\$1 MILLION**

Haley Brnjilovic - Berkshire Hathaway HomeServices	\$1,449,575.00
Joyce Beglin - Berkshire Hathaway HomeServices	\$1,395,500.00
Kim Callahan - Coldwell Banker	\$1,389,000.00
Hal E. Martin - Howard Hanna Real Estate	\$1,387,962.00
Caitlin Schreiber - RE/MAX Select Realty	\$1,306,000.00
Paul Musko - Coldwell Banker	\$1,300,000.00
Jeanni Prescan - eXp Realty	\$1,272,575.00
Kimberly Hostetter - RE/MAX Select Realty	\$1,266,200.00
Michelle Krut - Howard Hanna Real Estate	\$1,262,026.00
Jaime Mecchia - Howard Hanna Real Estate	\$1,261,400.00
Dawn Fowler - Berkshire Hathaway HomeServices	\$1,252,500.00
Daniel Johnson - Berkshire Hathaway HomeServices	\$1,230,100.00
Peter Bakertges - RE/MAX Select Realty	\$1,225,702.00
Karen Lee Hutman - Howard Hanna Real Estate	\$1,215,075.00
Michele Long - Keller Williams Realty	\$1,193,000.00
Wendy Wallace - Howard Hanna Real Estate	\$1,192,827.00
Joan Shanahan - Bovard-Anderson Company	\$1,169,500.00
Mary Kay Marburger - Howard Hanna Real Estate	\$1,138,923.00
Margo Black - Bovard-Anderson Company	\$1,084,050.00
Denice McConville - Coldwell Banker	\$1,076,900.00
Lisa Dowling - Berkshire Hathaway HomeServices	\$1,040,000.00

### INDIVIDUAL WITH ONE OR MORE ASSISTANTS

	<b>\$8 MILLION</b>	
Angela Peluso - RE/MAX Select Realty		\$8,269,300.00
	<b>\$6 MILLION</b>	
Denise Canacci - Howard Hanna Real Estate		\$6,214,252.00

### TEAM/GROUP RESIDENTIAL

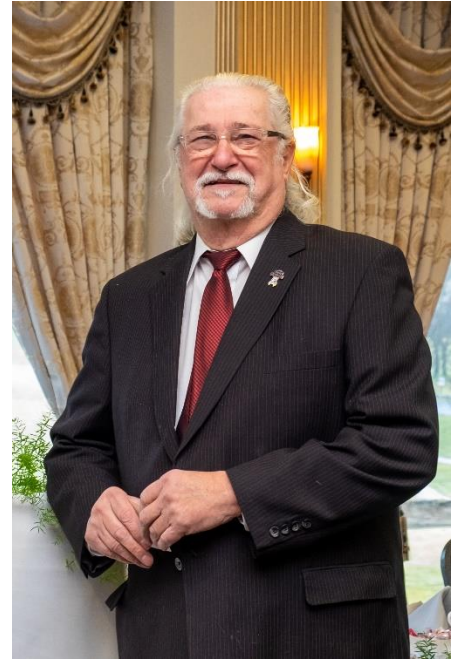
	<b>\$70 MILLION</b>	
The RSY Team - Michael Reed, John Shutey & Joe Yost Berkshire Hathaway HomeServices		\$70,886,393.00
	<b>\$39 MILLION</b>	
Gia Albanowski - Berkshire Hathaway HomeServices		\$39,096,543.00
	<b>\$27 MILLION</b>	
Matt Ohlsson - Coldwell Banker		\$27,283,225.00
	<b>\$19 MILLION</b>	
Gina Cuccaro - Berkshire Hathaway HomeServices		\$19,514,123.72
	<b>\$15 MILLION</b>	
Chad Leonberg Team - eXp Realty		\$15,051,434.00
	<b>\$9 MILLION</b>	
Brooke Witterman Team - RE/MAX Select Realty		\$9,857,196.00
	<b>\$8 MILLION</b>	
Peterson/Kristian Team - Berkshire Hathaway HomeServices		\$8,913,996.60
	<b>\$7 MILLION</b>	
Joshua Joshua Eckelberger - RE/MAX Select Realty		\$7,090,880.00
	<b>\$5 MILLION</b>	
Brenda and John Petkunas- Howard Hanna Real Estate		\$5,670,200.00
	<b>\$4 MILLION</b>	
Theresa Gadberry Team - RE/MAX Select Realty		\$4,997,350.00
	<b>\$1 MILLION</b>	
Amy Alexander- Berkshire Hathaway HomeServices		\$1,909,600.00

### INDIVIDUAL COMMERCIAL

	<b>\$1 MILLION</b>	
Elaine Savoldi - Town Center Associates		\$1,365,011.00



## The Beaver County Association of Realtors® Installation and Sales Awards Banquet



**Pictured Above:** 2020 BCAR President, Sherman Hostetter, Jr. with 2020 PAR President, William Festa (left)  
2020 Realtor® Emeritus, Rudy Zetz of Oxford Realty-Center Township (right)

**Pictured Below:** BCAR 2019 Realtor® of the Year, Lori Mikula Bianco of RE/MAX Select Realty, Monaca (left)  
BCAR Affiliate of the Year, David Belanger of Rite Rug Flooring, Cranberry (right)



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- Home Buyer's Guide, distributed on the fourth Wednesday of each month
- Home Preview Page every Sunday, to showcase your listing alongside other REALTORS®
- Realtor Blocks to highlight your listing

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