

The REALTOR® REPORT

I would like to begin by thanking all the Veterans for their service to our country and to us. Your service touches my heart and I pray everyday that you are blessed for all that you gave to keep our flag flying high and our freedom strong! "Thank You."

This year is quickly flying by!! The market has been unbelievable! We are seeing a multitude of changes in all areas of Beaver County. This is why it is so important that we stay in touch with the ever changing environment. As NAR and PAR has said over and over, we are the "Voice of Real Estate". We need to be in the know, so we can educate our buyers and sellers when they are making one of the most important decision of their lives. **This is why we put on programs and events for all of you.** These programs are meant to educate you on the happenings and changes in the County and in our profession. The events are for us to network with each other and keep us in the know.

This month we rejuvenated the Broker Council program with Mary Demas from Howard Hanna as the chairperson. Mary presented Representatives Bernstine, Marshall, and Josh Konecheck who spoke on the connection they have with the Realtors. They are willing to work with us in making it better for us, our buyers and sellers. Also in attendance was Victoria Adamson from Josh Kail's office. Rose DeWeese described some of BCAR's local benefits and Veronica Cardello reviewed the benefits at the state level as well as the whole idea behind a Broker Council. It was a great event and well attended. Thank you Mary and your committee for all the hard work! It is important that all the Brokers attend the next meeting which will be held in September. This is a great way to make sure we stay in the know for the present and to be a vital part of the changes that will be happening in Beaver County and the surrounding counties. We need to be a part of this! Looking forward to seeing all of the Brokers in September, so mark your calendar now!

Recently I was interviewed by Greater Pittsburgh's New Home for an article on the revival of Beaver County's housing market. The piece is very flattering about our community and the growth we can look forward to. Please feel free to download the Spring 2019 issue at www.greaterpittsburghnewhome.com.

Wishing all the Fathers a "Happy Father's Day" & a "Great June"!
Enjoy Life!

Beverly



Inside this Issue

Southwest Field Report	2
Cornhole Tournament	3
CE Requirements	4
New Member Orientation	5
C2EX/PAR Committee Application	6
Pirates REALTOR Day	7
WELCOME New Members	8
BCAR Affiliate Ads	9-10

2019 Officers & Directors

President:	Beverly Pietrandrea
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Shelley Hysong

Association Executive
Rose DeWeese



SOUTHWEST FIELD REPORT

The Field Report is published by the PAR Field Program which provides local associations across the state with government affairs representation.

Veronica Cardello—vcardello@parealtor.org



RPAC Hall of Fame Inductees Honored

Ron Croushore with Berkshire Hathaway HomeServices The Preferred Realty in Pittsburgh, Al Perry with Century 21 Advantage Gold in Philadelphia, Helen Hanna Casey with Howard Hanna Real Estate Services in Pittsburgh, Jane Maslowski with Keller Williams Realty in Blue Bell and Deb Weidman-Phillips with Long & Foster Real Estate, Inc in Blue Bell were all honored at the National Association of Realtors® RPAC Hall of Fame Ceremony in Washington, D.C. on Tuesday, May 14.



Beaver County Association of Realtors

Total % of Goal Achieved 2019—91.22%

Total Money Raised in 2019 — \$6,814.00

2019 Goal— \$7,470.00

% of Members Investing in 2019— 44.78%

Number of Investors in 2019—223

Beaver County Association of REALTORS® Affiliates Present:



FIRST EVEN

CORNHOLE TOURNAMENT

Thursday, June 20, 2019

Registration: 5:30 pm

Location: Highland Vets

376 Park Rd., Chippewa

\$30 per Team of Two

*** Or \$15 if you are just coming alone ***

FOOD, FUN & PRIZES

****No Coolers Allowed****

RSVP by May 31, 2019

bcar3@mybcar.net or 724.774.4126

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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>

BEAVER COUNTY ASSOCIATION OF REALTORS®



NEW MEMBER ORIENTATION & CODE OF ETHICS TRAINING

**WEDNESDAY, JUNE 19
@ 6PM**

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

RSVP by Thursday, June 13
To 724.774.4126 or
bcar3@mybcar.net



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

Commitment to Excellence

In November 2018, NAR introduced the Commitment to Excellence, also known as C2EX, a program that empowers Realtors® to demonstrate their professionalism and commitment to conducting business at the highest standards. Realtors® defined professionalism in this industry more than 100 years ago when they created the Code of Ethics. C2EX takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism ranging from customer service to use of technology.

This innovative engagement tool encourages participation in all levels of the Realtor® organization. It's not a designation or a course. It's not a requirement, but a benefit available to all NAR members at no additional cost.

To get started, log in to **www.C2EX.realtor** and take the self-assessment that measures your proficiency in each of the elements of professionalism, known as the C2EX Competencies. Based on your results, the platform will generate customized learning paths, recommend experiences, and provide tools and resources to increase your knowledge and enhance your skill sets.

Be an advocate for the future of our industry. Be committed to excellence.

Booking Community

BookingCommunity.com is PAR's travel partner offering exclusive access to unpublished hotel room rates that are up to 70% less than any other hotel direct website or travel websites such as Expedia, Travelocity, and Hotels.com.

There are over 800,000 hotels for members to choose from and the online search & booking process is identical to all the other online travel websites so members can book with ease and absolute confidence that they are getting the lowest possible rates. This offer is exclusive to PAR members so login to gain access here!

2020 PAR Committee Application Open

The 2020 PAR committee application is now open. If you have an interest in being a member of a PAR committee in 2020, then please take a moment to apply online at PARealtor.org.

To find an opportunity that interests you, please check out the PAR committee descriptions. If you find a committee that appeals to you, add it to the list of your top three choices. Be sure to include if you're interested in serving as a member or leader of that particular committee.

The deadline for responding to this call for volunteers is **Wednesday, June 5**.

Members will be notified of their committee appointments in the fall. If you have any questions, please do not hesitate to contact Leah Krnjaic at 1-800-555-3390.

Lawrence County Board of REALTORS®

along with PAR District #9

"Pirates REALTOR® DAY"



Vs.



PITTSBURGH PIRATES vs. PHILADELPHIA PHILLIES

SATURDAY, July 20, 2019 @ 7:05pm

Game Ticket costs are \$41 !

Our seats are in section 2 & 4 and are 1st come 1st serve!

Any additional seats needed will be located as close as possible.

We will also put together a "Tailgate Party" prior to the game! \$9 Donation B.Y.O.B.

*Tailgate Party starting @ 3 pm and includes food & bottled water!
Details of Tailgate Party will follow to Ticket holders.*

It is "Vintage Bobblehead" Night!

A Vintage Bobblehead/1979 World Series 40th Anniversary Celebration



(First 20,000 Fans Receive A Free Bobblehead)

Tickets will be grouped by individual party sizes.
I will try to group everyone in as close proximity as possible.

Contact me ASAP to reserve your tickets!

Subject to availability. This is first come first serve.

All payments due by June 5, 2019

Hotel group reservations will be available (T.B.D.)

Please call or e-mail **Joe Carofino** for reservations or questions: **724-462-3067**

(Mail Payment to: 4647 Ellwood Road, New Castle, PA 16101)

joecarofino@gmail.com

"Let's go BUCS"

Welcome New BCAR REALTOR® Members

BERKSHIRE HATHAWAY HOME SERVICES

Joseph Bordonaro—Cranberry

Michael Hale –Cranberry

Abby Black, Daniel Sellman & Michael Stewart(Airport)

Lois Shaffer (Beaver, Corporation St.)

COLDWELL BANKER

Dominique Nunley-South Hills

RE/MAX SELECT REALTY

Marissa Marroni-Center Twp.

GOT RENTALS?

Recently all BCAR Brokers/Office Managers were notified that the BCAR Website has been updated to include a separate listing for consumers to find brokerages that show rental properties. If you are a Broker or an Office Manager and have not received notification regarding the new Rental/Property Management tab on our site, please contact Rose DeWeese at bcar3@mybcar.net or 724.774.4126. Thank you.

BEFORE YOU CLOSE

BCAR was recently contacted by the Boro of Ambridge to inform our Realtor members that they have enacted a “Pre-Sale” inspection Ordinance prior to scheduling a closing. Please visit their website at :

<https://www.ambridgeboro.org/index.as>

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Kathleen took the time to help me decide and made my experience so easy. Woody the installer and Kathleen went the extra mile and removed the old caulking all over my window sill and touched up holes at no extra cost. I love the results and the way they back their excellent products! Thank you, Kathleen-Harriet K

Design Inspirations

18 Months Deferred Interest Financing * Contact Business for more Details



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