

# The REALTOR® REPORT

Good Day Everyone,

It has been a very exciting February for the association.

We started with the Beaver County Chamber of Commerce “State of the County.” What an interesting program. If you want to be aware of the happenings of the county start attending these events. Be in the know!!! There are plenty of upcoming events to attend.

February brought the PAR Standard Forms General Membership meeting. What an awesome program! Over 90 in attendance! Everyone that attended learned the truth about the forms right from PAR Standard Forms Manager, Desiree Brougher, Esq., who created and oversees these documents, and it was FREE!!! Thanks to our wonderful BCAR Affiliates who sponsored the entire event which featured a great breakfast and door prizes. Please remember to utilize BCAR Affiliates in your daily business. If you were not able to make it, try for the next BCAR General Membership Meeting. We would love to see you! Please let me know if there is any topic or speaker that you would be interested in.

Now looking into March. We have the March Madness of Continuing Ed & Green Designation. Sign up now before it is too late. Space is limited! Get the mandated classes out of the way early so you can do business knowing all your CE classes are completed. Ease your Mind!!!

We also have many fun events coming down the pike for all of you. Please make sure you look at all the exciting events we are considering and plan to attend!

As always if there is something that you need, let me know. We need all of you to make this association a success!

Have a great March!!!

God Bless and always remember to “ENJOY LIFE”

Beverly



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## 2018 Officers & Directors

President:	Beverly Pietrandrea
Pres. Elect:	Sherman Hostetter
Secretary:	Denise Molchen-Donnelly
Treasurer:	Ruthanne Belus
Directors:	Jeff Ammerman
	Lori Mikula Bianco
	Barb Cardinale
	Ernie D’Achille
	Pamela Miller
	Jeanie Parrish
	Leslie Pazur
	Bridget Wysocki

Immediate Past-President  
Lorraine Ross

Affiliate Director  
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](mailto:vcardello@parealtor.org)**

**County Commissioners Update** – The **Beaver County Association** and the **Realtors® Association of Westmoreland, Indiana and Mon Valley** attended the state of the county events with their county commissioners. The commissioners gave an update on local issues, including jobs, new businesses in the area, the housing market and community development. These topics are a part of both newly implemented comprehensive plans for Beaver and Westmoreland counties.

**Public Policy Regional Training** – PAR will hold a regional training on all things government affairs on Wednesday, April 3 at the Sunnehanna Country Club in Johnstown from 2 to 5 p.m. and on Thursday, April 4, at the Grove City Country Club from 2 to 5 p.m., both following the Professional Standards training in the morning. The Public Policy Regional Trainings are open to any PAR member, although space is limited at each location and pre-registration is required. **Register now!**

**Did you know?** – In Pennsylvania, special elections are held as needed when a current elected official leaves office before his/her term expires. Voters must select someone to replace that person and the election may be held during a general election, during a primary election or on a different day designated by the proper authority. The county or counties running the special election must advertise the date and locations for the special election, as well as the candidates running for office. Everyone living in that district the candidates will represent can vote in the special election. For more information please visit the PA Department of State.

**Request a Visit** –Over the past year, I've had the opportunity to meet with several offices as a guest speaker during their monthly office meetings. I've talked about the field program, the importance of investing in RPAC and addressed our legislative efforts. I look forward to attending more office meetings and meeting more Realtors®. Any office that would like to schedule a visit should contact me via email.

# MARCH MADNESS EDUCATION PROGRAM!

REALTORS® Educational Institute

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Win prizes!

*courses*

March 25-26, 2019 | 9 AM - 5 PM  
**GREEN** DESIGNATION TWO-DAY COURSE!  
15 hours CE plus 1 broker credit! \$300

March 19, 2019 | 9 AM - 12:30 PM  
Your 2020 renewal **mandatory CE**

March 19, 2019 | 1 - 4:30 PM  
Biennial **Ethics** course

The more classes you register for, the more shots at the hoop!

*registration*

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*location:*

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***BCAR Sales Awards Banquet & Installation of Beverly L. Pietrandrea***



2018 Realtor® of the Year  
Lorraine Ross



William McFalls, PAR President & Jo Etta  
"Nicky" McLaughlin installing Bev Pietrandrea



2018 Affiliate of the Year  
Kathleen Kirby

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Guaranteed Rate Affinity Co.—Bill Stouffer, Regional Renovation Specialist  
HSA Home Warranty-Joel Bolinger  
Sherman Hostetter Group**

**Silver**

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Gatehouse Media  
Farmers National Bank of Canfield-Ted George  
Hancock County Savings Bank, FSB  
Howard Hanna Real Estate Services-Beaver & Chippewa**

**Bronze**

**J.L. Camp Inspection Services, Inc.  
Rite Rug Flooring, Dave Belanger  
Housing Opportunity of Beaver County-Frank Wilson & Kevin Campanaro**



Recognized as Realtor® Emeritus, Lee W. Hostetter pictured with wife, Marjorie.



Thank you to Vic and Lois Smith for their many years of orchestrating the BCAR Annual Charity Auction.



eXp Realty



RE/MAX Select Realty—Center Township



Bill McFalls, PAR President, Adam Pietrandrea & Beverly Pietrandrea



Berkshire Hathaway HomeServices, Moon Twp.



Sally Heimbrook just left the building!

# Congratulations

**Congratulations to the following BCAR members that produced over  
\$1 Million in production during 2018**

## INDIVIDUAL RESIDENTIAL

<b>\$17 Million</b>	
Anthony Leone-RE/MAX Select Realty	\$17,394,849
<b>\$11 Million</b>	
Melissa Gulla-RE/MAX Select Realty	\$11,851,730
<b>\$9 Million</b>	
Lisa Mendicino-RE/MAX Select Realty	\$9,307,075
<b>\$8 MILLION</b>	
Karen Campbell-Coldwell Banker Real Estate	\$8,804,800
Amy Logan-RE/MAX Select Realty	\$8,472,350
<b>\$7 MILLION</b>	
Joanne Gehm-Berkshire Hathaway HomeServices	\$7,476,610
Peggy Greb-RE/MAX Select Realty	\$7,057,915
Megan M. Rummel-Clear Choice Enterprises	\$7,019,565
<b>\$6 MILLION</b>	
Mary Anne Peluso-Town Center Associates, LLC	\$6,895,850
Kathryn Pfister-Coldwell Banker Real Estate Services	\$6,744,086
Angela Peluso-RE/MAX Select Realty	\$6,366,620
Janeen Agudio-Howard Hanna Real Estate	\$6,261,720
<b>\$5 MILLION</b>	
Mindy McKee-RE/MAX Select Realty	\$5,904,606
Mark Gulla-RE/MAX Select Realty	\$5,849,748
Jeffrey Ammerman-RE/MAX Select Realty	\$5,420,195
Laurel Rae-RE/MAX Select Realty	\$5,135,335
<b>\$4 MILLION</b>	
Biba Lubenski-Howard Hanna Real Estate	\$4,972,950
Melissa Hill-Berkshire Hathaway HomeServices	\$4,911,520
Bridget Wysocki-Howard Hanna Real Estate	\$4,893,110
Rita Brimmeier-RE/MAX Real Estate Solution	\$4,851,245
Joann Gennaro-RE/MAX Select Realty	\$4,724,500
Jessica Farinelli-Howard Hanna Real Estate	\$4,657,399
Tracy Dewit-Coldwell Banker Real Estate Services	\$4,642,240
Jeni Drass-RE/MAX Select Realty	\$4,562,650
Kim Hostetter-RE/MAX Select Realty	\$4,542,200
J.R. Sergeant-Howard Hanna Real Estate	\$4,348,100
Dawn Foster-Berkshire Hathaway HomeServices	\$4,336,535
Barbara Cardinale-Coldwell Banker Real Estate Services	\$4,298,300
Lisa Lathom-Berkshire Hathaway HomeServices	\$4,292,033

**INDIVIDUAL RESIDENTIAL****\$3 MILLION****\$3 MILLION**

JoAnna Naylor-Berkshire Hathaway HomeServices	\$3,968,300
Beverly L. Pietrandrea-Bovard Anderson Company	\$3,958,300
Joyce Deffenbaugh-Berkshire Hathaway HomeServices	\$3,953,500
Michelle Branham-Howard Hanna Real Estate	\$3,903,475
Leigha Peters-RE/MAX Select Realty	\$3,820,500
Leah Wulster-Howard Hanna Real Estate	\$3,725,070
Janet Duzicky-RE/MAX Select Realty	\$3,713,095
Charles Dobish-RE/MAX Select Realty	\$3,709,865
Linda M. Diffendal-Coldwell Banker Real Estate Services	\$3,706,649
Brenda & John Petkunas-Howard Hanna Real Estate	\$3,653,900
Jane Strano-Howard Hanna Real Estate	\$3,639,700
Stephanie Ramer-Howard Hanna Real Estate	\$3,608,881
Pat Mrkonja-RE/MAX Select Realty	\$3,336,800
Tina Rupp-Coldwell Banker Real Estate Services	\$3,157,294
Selina Blinn-Berkshire Hathaway HomeServices	\$3,114,105
Stefani Jazudek-Coldwell Banker Real Estate Services	\$3,112,011
Betty Patterson-Howard Hanna Real Estate	\$3,102,600

**\$2 MILLION**

Marcia Davis-Berkshire Hathaway HomeServices	\$2,944,800
Susan Daniel-Howard Hanna Real Estate	\$2,937,500
Bruce Fleming-Bovard Anderson Company	\$2,913,000
Pam Kecmer-Howard Hanna Real Estate	\$2,885,060
Lisa Walker-Berkshire Hathaway HomeServices	\$2,879,798
Randa Boling-Howard Hanna Real Estate	\$2,852,000
Jennifer Engle-Berkshire Hathaway HomeServices	\$2,810,900
Rhonda Shearer-RE/MAX Select Realty	\$2,696,825
Christine Sandusky-Howard Hanna Real Estate	\$2,637,950
Tammy Romesburg-Coldwell Banker Real Estate Services	\$2,637,765
Joe Vular-Coldwell Banker Real Estate Services	\$2,574,847
Leslie Chaklos-Berkshire Hathaway HomeServices	\$2,564,300
Jeannine Dabecco-Berkshire Hathaway HomeServices	\$2,557,650
Janis Ford-RE/MAX Select Realty	\$2,482,442
Lori Bianco-RE/MAX Select Realty	\$2,476,000
Jean Randza-Berkshire Hathaway HomeServices	\$2,405,300
Tina Reed-Berkshire Hathaway HomeServices	\$2,343,304
Rosanna Coccoli-Berkshire Hathaway HomeServices	\$2,265,400
Susan Ivey-Berkshire Hathaway HomeServices	\$2,251,600
Caitlin Schreiber-Howard Hanna Real Estate	\$2,200,400
Leslie Pazur-Berkshire Hathaway HomeServices	\$2,160,450
Jill Dehart-Bovard Anderson Company	\$2,153,095
Yvonne Goff-Howard Hanna Real Estate	\$2,104,600
Cheryl Hartle-Berkshire Hathaway HomeServices	\$2,073,374

**INDIVIDUAL RESIDENTIAL****\$2 MILLION (continued)**

Linsey Lutton-Howard Hanna Real Estate	\$2,055,736
Silvia Kazas-Howard Hanna Real Estate	\$2,014,023

**\$1.5 MILLION**

Mary Briancesco-Berkshire Hathaway HomeServices	\$1,952,300
Karen Super-Howard Hanna Real Estate	\$1,931,250
Amanda Barbano-Coldwell Banker Real Estate Services	\$1,859,470
Frank Stefura-Howard Hanna Real Estate	\$1,783,860
Wendy Wallace-Howard Hanna Real Estate	\$1,770,306
Peter Bakertges-RE/MAX Select Realty	\$1,731,000
Karen Morrow-RE/MAX Select Realty	\$1,729,506
Maureen Chiafullo-Haid-Berkshire Hathaway HomeServices	\$1,641,500
Dione O'Dell-Howard Hanna Real Estate	\$1,601,100
Karen Lee Hutman-Howard Hanna Real Estate	\$1,586,900
Lisa Dowling-Berkshire Hathaway HomeServices	\$1,553,400
Dan Capalongo-Berkshire Hathaway HomeServices	\$1,523,900

**\$1 MILLION**

Dawnelle Shrawder-Howard Hanna Real Estate	\$1,499,199
Michael Miller-EXIT Realty	\$1,498,500
Michael Young-Berkshire Hathaway HomeServices	\$1,495,400
Jacqueline Cooper-Howard Hanna Real Estate	\$1,490,581
Ruth Cattivera-Howard Hanna Real Estate	\$1,488,910
Michael Taylor-RE/MAX Select Realty	\$1,487,500
Michelle Biro-Bovard Anderson Company	\$1,462,021
Alexandra Rice-Howard Hanna Real Estate	\$1,406,800
Denise Molchen-Donnelly-Howard Hanna Real Estate	\$1,387,110
Jeanni Prescan-eXp Realty	\$1,385,839
Patricia Noah-Howard Hanna Real Estate	\$1,384,900
Janet McDonough-Berkshire Hathaway HomeServices	\$1,313,140
Cheri Yeager-Howard Hanna Real Estate	\$1,253,400
Michelle A. Krut-Howard Hanna Real Estate	\$1,225,900
Charles R Veazey, Jr.-Clear Choice Enterprises	\$1,166,000
Judy Plakosh-Howard Hanna Real Estate	\$1,126,900
Amanda Grimm-Howard Hanna Real Estate	\$1,126,900
Theresa Master-Berkshire Hathaway HomeServices	\$1,087,800
Mary Kay Marburger-Howard Hanna Real Estate	\$1,085,900
Michele Deutsch-Howard Hanna Real Estate	\$1,035,200
Rachel Kerr-Howard Hanna Real Estate	\$1,023,200
Randy Buffington-Berkshire Hathaway HomeServices	\$1,011,915
Pamela S. Kerry-Howard Hanna Real Estate	\$1,009,900
Susan Herald-Berkshire Hathaway HomeServices	\$1,006,500
Sara Gordon-Howard Hanna Real Estate	\$1,004,900



**INDIVIDUAL WITH ONE OR MORE ASSISTANTS**

<b>\$8 MILLION</b>	
Jan Livingston-Berkshire Hathaway HomeServices	\$8,801,808
Rob Dutcher-RE/MAX Select Realty	\$8,200,000
<b>\$7 MILLION</b>	
Denise Canacci Walters-Howard Hanna Real Estate	\$7,187,348
<b>\$4 MILLION</b>	
Scott Fosnot-RE/MAX Select Realty	\$4,054,274

**TEAM/GROUP RESIDENTIAL**

<b>\$33 MILLION</b>	
Gia Albanowski-Berkshire Hathaway HomeServices	\$33,425,477
Matt Ohlsson of the Georgie Smigel Group-Coldwell Banker Real Estate	\$31,974,279
<b>\$29 MILLION</b>	
Reed/Shutey Team-Berkshire Hathaway HomeServices	\$29,089,076
<b>\$16 MILLION</b>	
Gina Cuccaro-Berkshire Hathaway HomeServices	\$16,465,324
Nancy Rossi Group-RE/MAX Select Realty	\$16,088,608
<b>\$15 MILLION</b>	
Chad Leonberg Team-eXp Realty, LLC	\$15,905,818
<b>\$12 MILLION</b>	
Witterman Group-RE/MAX Select Realty	\$12,777,421
<b>\$10 MILLION</b>	
Lynn Peterson/Nancy Kristian-Berkshire Hathaway HomeServices	\$10,650,208
Michele Frederick Team-eXp Realty, LLC	\$10,383,464
<b>\$6 MILLION</b>	
Jeanne F. Bendik-RE/MAX Select Realty	\$6,548,375
The Joshua Eckelberger Team-RE/MAX Select Realty	\$6,099,541

**INDIVIDUAL COMMERCIAL**

<b>\$3 MILLION</b>	
Tracie Eckel Ward-Bovard Anderson Company	\$3,400,000
<b>\$2 MILLION</b>	
Elaine M Savoldi-Town Center Associates, LLC	\$2,918,103
<b>\$1 MILLION</b>	
Hal Martin-Howard Hanna Real Estate	\$1,036,000

**BEAVER COUNTY ASSOCIATION OF REALTORS®**



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

**WEDNESDAY,  
MARCH 13, 2019 @  
6PM**

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

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RSVP by Thursday, March 7 to  
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## WELCOME NEW BCAR REALTOR® MEMBERS

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*Beaver Grade Rd., Moon Twp.*—**Ashley Blair-Lightholder**

*Parkwood Dr., Cranberry*—**Holly Batykefer & Dustin Almquist**

*US 19-Cranberry*—**Makenna Topf**

*Fox Chapel*—**Brian Strellick**

### COLDWELL BANKER

*Airport*—**Marsha Shackelford**

### EXP REALTY

**Lori Burnette**

### HOWARD HANNA REAL ESTATE SERVICES

*West Suburban*—**Mary Helen Arp**

*Beaver*—**Alex Hersperger**

### KELLER WILLIAMS

*Sewickley*-**Kathy McNeely**

### PREMIER PROPERTY MANAGEMENT SERVICES

**Maggie Martin**

## UPCOMING EVENTS

March 13—9am - **BOD Meeting**, Huntington Bank Bldg., Conf. Room 208

March 13-6pm **New Member Orientation**, Huntington Bank Bldg., Conf. Room 208

March 15-9:30am **Affiliate Meeting**, Huntington Bank Bldg., Conf. Room 208

April 4 9am—**Professional Standards Training**, Grove City Country Club

April 8 am —BCCC Congressional Breakfast @ Heritage Valley Health Systems

*(see page 10 for details)*

## BCAR General Membership Meeting

On Wednesday, February 13, Desiree Brougher, PAR Standard Forms Manager, updated BCAR's membership on the recent updates to the Standard Forms. With over 90 individuals in attendance most everyone learned *how* the changes are made and what impact that they have on buyers, sellers and REALTORS®!

Thank you to the following BCAR Affiliate sponsors for sponsoring this event!  
BCAR members enjoyed free admission and breakfast!

**Broker's Settlement Services, Inc.**

**Fairway Independent Mortgage Corporation**

**Guaranteed Rate Affinity**

**Hancock County Savings Bank, FSB**

**Mars Bank**

**RiteRug Direct**

**Seese Drone Services**



*BCAR Affiliates pictured from left:*

**Rich Masucci & Matt Buckley-Broker's Settlement Services,  
Bill Stouffer-Guaranteed Rate Affinity, Dean Seese-Seese Drone Services,  
Shelley Hysong-Mars Bank, Kevin Duffy-RiteRug Direct, Chrystal Duke, Kaylee  
Richter, Debbie Walker & Karen Simpson-Hancock County Savings Bank.**

***Not pictured: Mattie Easton-Fairway Independent Mortgage Corporation***

BEAVER COUNTY CHAMBER OF COMMERCE  
**ANNUAL**  
**CONGRESSIONAL BREAKFAST**

WITH CONGRESSMAN CONOR LAMB



APRIL 8, 2019  
8:00 AM

Heritage Valley Health System | Coghlan Education Center  
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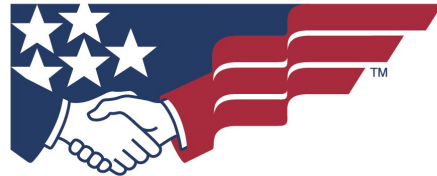
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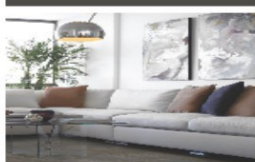
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