

The REALTOR® REPORT

Dear Realtors® and Affiliates,

HELLO MAY! What a month it is going to be. First, let's recap April! You know that old saying, "April Showers bring May flowers! Well, if we put that saying in our world it would be April Listings brings May **SOLD!** Well, that is what is happening. The home market is busy with low inventory. Remember when the market is this busy we must make sure we follow the guidelines that are set in place. The "Realtor® Open House" weekends seem to be a success. Please give us your feedback about this event.

A huge "Thank You" to Pam Miller for her outstanding involvement with BCAR. Pam was very instrumental in several committees. Pam is headed in a different direction and we wish her all of God's Blessing and much happiness. BCAR welcomes two new board members Jeanni Prescan and Judy Plakosh. We are very excited to have them on board. Condolences and prayers to the family of Diane Duganich who passed away this month. Diane was an active Realtor® for over 40 years. Also, please continue to keep Elias Kazas, son of Realtor® member Silivia Kazas and their family in your prayers during their time at St Jude's Hospital.

I am fortunate to have attended several events that pertain to the changes that are taking place in Beaver County. Here is a short recap: Congressional Breakfast with Conor Lamb on April 8, which was sponsored by BCAR. The Corridors of Beaver County, hosted by the Pittsburgh Business Times on April 25. This was a very informative panel that addressed the positive and negative issues that face Beaver County as it grows. We as Realtors® should be in the KNOW! I realize that we have restrictions on what we are governed to say, but we should be aware on the ever-changing county and get involved. One of the most interesting meetings I attended recently was the Focus Summit Event that Lance Grable is presenting to Beaver County for the involvement of all residents. This program is asking YOU to help the county determine focus and direction. Lance Grable is also our guest speaker for BCAR's May 3 General Membership Meeting. This is another meeting designed to have you be in the KNOW! Attend this meeting! Hear about the upcoming changes that are occurring in Beaver County and be part of the development! Denis Sutter, Executive Director of the Habitat for Humanity will also be speaking on the opportunities and the mission of his organization. I would like to see a full house at this event. The committee chairs of these events work hard to bring you programs of interest! We need to take time out of our busy schedules to hear, educate and be a part of the future of Beaver County! Breakfast and prizes will be provided thanks to our ever supportive and wonderful affiliates!

The Beaver County Chamber of Commerce and BCAR have joined forces to help the incoming temporary and permanent residents find rental housing. We created links to each of our websites and added a Rental/Property Management directory for rentals only. Emails were sent out to all Brokers to participate in this. Brokers, if you have any questions, please reach out to Rose for more information or join us at the upcoming Broker Council Breakfast that will be occurring tentatively in May. Please look for emails on this event. We are looking to make this council very active again. We are also looking for committee members for the "Realtor Auction Committee". Please call me at 724-713-2337 if you are interested in being a part of this committee.

Wishing you a great May!!

God Bless and Always remember to "ENJOY LIFE"

Beverly



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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

Legislative Meet and Greet – The Beaver County Association attended a legislative meet and greet with Congressman Conor Lamb. The congressman gave an update on jobs, new businesses, the energy sector and community development. These topics are a part of his plan to create lasting partnerships with local organizations throughout the county including public, private and non-profit.

Realtor® Clean Up Day – The Lawrence County Board participated in a clean-up day with the residents of the city of New Castle and local business owners. The clean-up day was to kick off the revitalization efforts promoted through the Lower Eastside housing project.

RPAC Purse Bash – Thank you to all who participated in the Butler County Association annual purse bash. This successful event had over 70 Realtor® members participating and raised over 320% of our 2019 goal. Congratulations!

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.

Upcoming Events

Apr. 22 – Last day to register to vote

May 9 – District 9 R-Day

May 13 to 17 – NAR Legislative Meetings and Trade Expo

May 14 – Last day to request an absentee ballot

May 21 – 2019 Pennsylvania primary election day

June 3 to 5 – PAR Spring Business Meetings



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®



GENERAL MEMBERSHIP MEETING

GUEST SPEAKERS:

**DENIS SUTTER, EXECUTIVE DIRECTOR
HABITAT FOR HUMANITY**

DENIS WILL BE PROVIDING AN OVERVIEW OF THE SERVICES THAT HABITAT FOR HUMANITY PROVIDES TO THE COMMUNITY AND TO YOUR CLIENTS.

**&
LANCE GRABLE, DIRECTOR, BEAVER COUNTY
OFFICE OF PLANNING AND REDEVELOPMENT**

COME FIND OUT WHAT THE COUNTY IS WORKING ON IN THE PLANNING, REDEVELOPMENT AND GIS DEPARTMENTS! LANCE WILL BE SHARING UPCOMING PROJECTS AND SO MUCH MORE!!

Friday, May 3, 2019

Registration: 8:30am

9 am – Noon

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

FREE Continental Style Breakfast

**FREE TO BCAR MEMBERS* THANKS TO THESE BCAR AFFILIATE SPONSORS:
NO SHOWS WILL BE BILLED \$10**



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**RSVP BY FRIDAY, APRIL 26
BCAR3@MYBCAR.NET OR 724.774.4126**

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: (See coupon below)
<https://www.mybcar.com/onlineeducation.cfm>

Beaver County Association of REALTORS® Affiliates Present:



Thursday, June 20, 2019

Registration: 5:30 pm

**Location: Highland Vets
376 Park Rd., Chippewa**

\$30 per Team of Two

FOOD, FUN & PRIZES

****No Coolers Allowed****

RSVP by May 31, 2019

bcar3@mybcar.net or 724.774.4126



WHAT YOU MAY NOT KNOW ABOUT RENOVATION LENDING



You are cordially invited to a Renovation Lending Workshop
Be part of the conversation to better serve your buyers and sellers

Wednesday May 15th 9:00AM

King's Restaurant – Monaca

**Robert Williams will also be here to discuss your buyer's Title pitfalls
when purchasing REOs...what you need to know**

Hosted by:



William Stouffer

VP of Mortgage Lending, Regional Renovation Specialist

William.Stouffer@grarate.com

Grarate.com/WilliamStouffer

O: 412.395.7981 — T: 408.335.0639

6305 University Boulevard, Moon Township, PA, 15108

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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

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

BOVARD ANDERSON COMPANY

Margo Black

BERKSHIRE HATHAWAY HOME SERVICES

James Peters—Cranberry (US 19)

COLDWELL BANKER

Raechel DeVinney—North Hills

Lisa Whitman—Airport

eXp REALTY

Laura Butterfield

NAR SAFETY ALERT SYSTEM LAUNCHED

The National Association of REALTORS® has created a page for reporting member safety threats. For cases in which a physical or cyber threat to members warrants national attention, the REALTOR® Safety network will deploy an alert via social media. For incidents that don't meet the criteria for a national alert, the network will inform the local association.

The reporting page can be found at:

<https://www.nar.realtor/safety/realtor-safety-alert-submission-form>

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.

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