

2020 Annual Report



2020 PRESIDENT

ROBERT G. MONCAVAGE

ABR® C2EX SFR GRI e-PRO®



**REALTORS® ASSOCIATION OF
METROPOLITAN PITTSBURGH**

1427 West Liberty Avenue—Pittsburgh, Pennsylvania 15226

www.REALTORSpgH.com



I AM A REALTOR®

I Pledge Myself

To strive to be honorable and to abide by the Golden Rule;

To strive to serve well my community, and through it, my country;

To abide by the REALTORS'® Code of Ethics and to strive to conform my conduct to its aspirational ideals;

To act honestly in all real estate dealings;

To protect the individual right of real estate ownership and to widen the opportunity to enjoy it;

To seek better to represent my clients by building my knowledge and competence.

A Proud History

Since 1911, the **REALTORS® Association of Metropolitan Pittsburgh** has served real estate professionals and the community as Western Pennsylvania's most effective voice for private property and industry professionalism.

RAMP, which was originally known as the Pittsburgh Real Estate Board, began with 30 members and has since grown to include over 2,700 residential and commercial REALTORS®.

The organization was a pioneer from the beginning. It was founded just three years after the National Association of REALTORS® and preceded the institution of real estate licensing in Pennsylvania by more than a decade.

Since then, the association has remained at the forefront of public policy and member advocacy. With full-time government affairs and education programs, RAMP is uniquely positioned to provide its members with the tools they need to do business successfully and ethically. The association delivers a multi-part benefit package to its members: political advocacy, top-quality career education, protection of professional ethics, discounted products and services, and regular industry events for REALTORS® to network and learn together.

By shaping legislation and preparing REALTORS® to serve their clients more effectively, **RAMP has delivered the American Dream** to five generations of Pittsburgh-area property owners — and we're working to keep that dream alive today.

2020 RAMP LEADERSHIP

OFFICERS

Robert G. Moncavage
ABR® C2EX SFR GRI e-PRO®
President

James C. Jarrett
ABR® C2EX e-PRO® SRES®
President-Elect

Dominic A. Janidas
ABR® AHWD CCIM® e-PRO®
Secretary-Treasurer

DIRECTORS

Arch W. Autenreith
ABR® CRB CRS GRI SRES®

J. Matthew Barone

G. Michael Bello ABR® AHWD e-PRO®

Ruthanne Belus ABR® SRES®

Anthony J. Cimino

William C. Craig ABR® CRS GRI
SRES® RDCPro

David A. Dean AHWD CIPS C2EX
e-PRO® GREEN SFS SRES® SRS

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CRS e-PRO® SRES®

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Robert P. Freeman

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Charlene Haislip GREEN

Michael Hanlon

Angel Ivey-Johnson

Matthew Ivill e-PRO®

Julie P. Leslie ABR® SRES® e-PRO® PSA

Shirley Boyd McNamara CRB GRI

Anthony J. Mete

Preston Moore

William T. Ondek

David F. Onufer

J. Reed Pirain ABR® CRS GREEN ASP

David A. Progar

Linda Schell Rakers

Michelle A. Schocker ABR® CIPS

Melissa Shipley SRES® SRS

Jerry Y. Speer CPM®

Dale N. Swanton ABR® SRES®

Micole C. Tucker

Erik C. Wagner

STAFF

John Petrack, RCE C2EX GRI e-PRO®
Executive Vice President

Eileen Baehr, e-PRO®
Board & PSAC Secretary/IREM

Kari Ballenger
Appraisal Institute Administrator

Mary Ann Hertzog, e-PRO®
Bookkeeper

Matthew N. Vermeire
Government Affairs Director

Jeffery Zirngibl, e-PRO®
Membership Director/Office Manager

Dawn Parasolick, MBA, MA
Education Director, REALTORS® Educational Institute

Brett M. Woodburn, Esquire
Legal Counsel

Timothy Curran, CPA
Accountant & Counsel

R-DAY 2020: Virtual Pursuit

FEATURED PRESENTATIONS

EVERYTHING YOU THOUGHT YOU KNEW ABOUT SOCIAL MEDIA

VINNY SULLIVANO

Vinny Sullivan has been in the Real Estate Industry since 2014. Before entering the industry as a licensed salesperson, he was the Lead Counselor at a local Drug & Alcohol Treatment facility in Southwestern Pennsylvania.

While working in the field as a multi-million dollar producing real estate agent, his technological skill-set allowed him to create marketing strategies that outshined many other agents in his office, so Vinny found himself working for larger teams (behind the scenes), helping them create higher quality & lead generating marketing systems.

Vinny owns and operates his own marketing agency, 'Five Rings Creative', which works with many local and small businesses OUTSIDE of the real estate industry.



THE BEST OF THE PAR LEGAL HOTLINE

HANK LERNER, ESQUIRE

Hank Lerner is the director of law & policy for the Pennsylvania Association of REALTORS®. In his role he oversees the Standard Forms and Professional Standards programs, and works on all sorts of various legal/regulatory/compliance issues for the association. He is a frequent speaker on legal, ethical and risk reduction issues around the state and beyond, and has served on several National Association of REALTORS® committees and in other roles.

Hank earned his bachelor's degree from the University of Pittsburgh and his law degree from William and Mary Law School. He has been admitted to the bar since 1994, and has been with PAR in a variety of positions since 2000.



R-DAY 2020: Virtual Pursuit

Thank you to the following **AFFILIATE PARTNERS OF RAMP** for their sponsorship of the trivia contest!



PNC

Kathleen Santa

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Housemaster Home Inspections

Jocelyn Cilik

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Jocelyn.cilik@housemaster.com



Victorian Finance

Sonny Bringol & Anthony DeLuca

412-854-4500

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Miranda Gula

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Miranda.Gula@onlinehsa.net



Keystone Building Inspections

Maria Stinger

412-788-5416

Maria@KeystoneBuildingInspections.com



Home Warranty of America

Stacy Reis

412-713-0692

Stacy.reis@hwahomewarranty.com



Guaranteed Rate

Jeffrey Mountain and Justin Lazzaro

412-607-5117

Branches.rate.com/pa/Pittsburgh/3345-penn-ave



Next Era

Richard Katz

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NextEraHome.com/realtor



MyWay Mobile Storage

Ed Sickmund

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2-10 Home Buyers Warranty

Linda Schell Rakers

412-552-1471

LSchell@2-10.com



LONG LIVE HAPPY HOMES®

HOW RAMP HAS WORKED FOR YOU

2020 MILESTONES

A BRIEF SUMMARY

OF RECENT

REALTOR®

ACCOMPLISHMENTS

POLITICAL ADVOCACY

- Developed mobile strategies to impact local, state, and federal officials.
- Mobilized membership to encourage the state legislators and Governor's office to declare the real estate industry as essential.
- Advocated for the CARES Act, pushing for stimulus emergency loans, and unemployment for independent contractors and brokerages.
- Successfully passed remote notary legislation.

EDUCATION

- First Real Estate School in Pennsylvania to hold live virtual classes in response to the COVID 19.
- Enrollment on the rise for both Pre-license and Brokerage courses.
- Improved overall State Exam results with consistently higher than average scores across the State.
- Faculty grew to over 50 specialized educators.
- Honored by Pittsburgh Business Times as a member of its "Top Schools" list.

MISCELLANY

- As with the great majority of you, RAMP moved all essential and operational governance sessions to a virtual platform.
- We've also renewed our agreement with the Tech Helpline, considered to be an invaluable service free to all RAMP members.
- We're in the process of updating our website. Please be patient—temporary inconvenience, hopefully a long-lasting improvement.
- Our **Community Service Committee**, with immense assistance from our **Affiliate Partners**, expanded the number of projects this year because **"That's Who We R" - KUDOS TO THEM!**
- Our school, REI, is in the process of launching a Minority Scholarship program.
- Our very own **PRESTON MOORE**, 2015 RAMP President has been elected 2021 Treasurer of our State Association.

STRATEGIC PLAN – 2019—2020

Approved by Board of Directors 12/21/2018

Mission

The REALTORS® Association of Metropolitan Pittsburgh's mission is to protect private property rights, enhance the professional and ethical conduct of our members, and to be the recognized voice of real estate.

Vision

To vigorously advocate on behalf of our REALTOR® members, the real estate industry, and the real estate consumer.

Core Customers

The Core Customers of the REALTORS® Association of Metropolitan Pittsburgh are its REALTOR® members.

Goals:

- Real Estate Advocacy
- Professionalism
- Operational Excellence
- Consumer Outreach
- Membership Engagement
- Financial Management

GET ACTIVE! RAMP NEEDS YOU!

Would you be willing to spend just a small amount of time to volunteer and make a BIG difference?

GET ACTIVE IN RAMP

Many committee volunteer options are available.

Please consider joining in. Make new connections.

COMMITTEES

Budget-Finance
Bylaws
Executive
Headquarters
Legal Action
Nominations
Professional Standards/Arbitration
Global Business-Diversity Council
Strategic Planning

REALTOR® RELATIONS

Andron Epiphanon Fraternity
Affiliates
Fair Housing
Annual Installation
Communications
Commercial
Education
Community Service
Public Relations
Young Professionals/Technology
Social
Membership

GOVERNMENT RELATIONS

Candidate Screening
State Issues
Local Issues
RPAC Fundraising
Tax/Assessments
Voter Registration
Issues Mobilization
Commercial Issues
Regional Outreach

REPORT OF THE PRESIDENT

Robert G. Moncavage, ABR® C2EX SFR GRI e-PRO®

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Bob@PriorityRealty.net

2020 has been a crazy year for sure. If I hear the word “unprecedented” one more time my head is going to explode. I certainly never envisioned a year like this. Our industry, and world, was turned upside down, backwards, sideways and inside out. The efforts, responses and understanding that our members and Association have undertaken through the last several months is nothing short of spectacular. Watching as we went from total shutdown to learning new ways of doing business and interacting with one another and the public filled me with pride. Being there, living it and having a hand in the directions and guidance that needed to be created was beyond time consuming also but exciting. Our ability to open our businesses back up was a tribute to an amazing group of volunteers at the local, state and national levels. Without the firsthand knowledge, I would have a hard time understanding the countless hours that have been spent to advance the industry to where it exists today. Having lived through, I can safely say the individual hours are in the 1000s. Without the hard work of so many Realtor members and partners, our industry may well still be shuttered in Pennsylvania. To be sure, it would look much different than it does now, and not likely for the better.

It was difficult to accept that social distancing, limited interaction and wearing a mask would be the orders of the day. So many of our annual events had to be shelved or taken to the cloud. Zoom was a kids’ show on PBS when I was growing up. Now it’s a mainstay for conducting business and even personal get togethers. My first virtual board of directors meetings scared the daylight out of me. Now, it’s second nature.

As we finish up the last month of 2020, I think it’s important to look at some of the accomplishments that RAMP has achieved. Here are just **A FEW** of the noteworthy accomplishments of the past 12 months:

- Our Community Service Committee has been very active in the community despite social distancing constraints. We’ve prepared and distributed meals for the homeless at Daily Bread on the Northside in the Spring and Fall. We’ve helped Light of Life Rescue Mission organize and restock their store. We’ve joined forces with Regional Asset District to landscape planting beds in the City and North Hills and clean them up at the end of season.
- We hosted a blood drive event in November at our RAMP office. The collection efforts will potentially help nearly 50 people with blood needs. Additionally, Vitalant provided meals to the food bank based on our donors.
- The REALTORS® Education Institute continues to experience strong performance. REI has offered more and more varied classes during the year including 2020 continuing ed requirements, designation opportunities and broker classes. It did so while having to navigate a new landscape of virtual classes. I taught the first virtual class and I have to say that REI staff did such an amazing job getting everything started from scratch. My class went off virtually without a hitch. (pun intended)
- Our YPN Committee is running a food drive with drop off locations throughout the county at member offices and RAMP headquarters.
- Our Government Affairs Committee does so much that it blows me away. Their report lists so many of their achievements. Their help, support and attention has helped us to stay on top of the ever-changing landscape of the COVID regulations and decrees. Of particular note in this election year, ALL RAMP supported candidates won their perspective sets! I’m going to start asking Matt for lottery picks with that kind of track record.

REPORT OF THE PRESIDENT

Robert G. Moncavage, ABR® C2EX SFR GRI e-PRO®

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- Our Affiliate members are amazing and supportive. They help sponsor so many of the events RAMP offers thereby keeping event costs low and, in many cases, free. Even with this crazy year, the Affiliate Committee was there for recommendations, brainstorming and sponsorship. Their professional services are always there when you need help; from financing to closing to inspections and more.
- These are just a few of the accomplishments RAMP has achieved. There are so many more to list and opportunities for involvement. RE-Day (that's this), YPN, AEF, PAR, NAR and lots more acronyms. You get the idea.
- While this last item can't be categorized as an accomplishment, per se, it is very noteworthy...RAMP Staff. What RAMP has done for us throughout this pandemic cannot adequately be put into words. Keeping an organization as large, complex and with as many moving parts is a challenge during good times. Having to completely reimagine and retool such an organization, with limited experience, limited time and an even more limited budget is nothing short of a miracle. They did it...beautifully, timely and professionally. But not without a lot of pain and anxiety. Sorry staff. I didn't mean to make it harder.

As 2020 President, I am proud and pleased to be able to offer this report on the direction, vibrance and service of our organization. Our members, the communities we serve and real estate industry in general benefit from the great work the Realtors® Association of Metropolitan Pittsburgh does every day. These results and accomplishments are the combined efforts of many people, both members and staff, mostly operating behind the scenes. Their contributions of time and talent often go unnoticed but their help, support and guidance are well deserving of my thanks and praise and that of everyone in this great Association. I truly appreciate everyone who brings their ideas and experience to the table time and time again.

As I look forward to another year as your President (yes, I'm back for 2021), you can expect to see more things. Honestly, some of them I haven't even envisioned yet. I welcome and encourage your feedback, ideas and suggestions. No idea, suggestion, comment, concern or recommendation is too small or seemingly too unimportant. To make the coming year successful, now more than ever, we need YOUR support...NOW! We need people who are willing to step up and get involved with our Association. ANY involvement is welcomed. Attend our events. Join a committee. Take a class. Teach a class. Get a designation. Come to a meeting. Read our newsletter. Follow our Facebook page. Visit our website.

Giving back to our industry benefits everyone. I can't even begin to describe how rewarding my experience has been. The amount of knowledge and insight I've gained, the friendships I've forged and the help and support I've received from almost everyone I've encountered is incredible. My involvement with this organization has been one of the most valuable, worthwhile and satisfying things I've done...so far!

I hope, pray, trust, and believe that 2021 gives us the opportunity to return to what we are used to. I won't use "new normal" because that's now passé. (Plus I used that decades ago, long before it was a sound bite). Please join us.

REPORT OF THE SECRETARY-TREASURER

Dominic Alan Janidas, ABR® AHWD CCIM e-PRO®

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Finance Committee Overview

- Oversight of all Association finances
- Compliance with both our internal financial policies and mandatory requirements of our National Association
- Construction of our annual budget projection, managing RAMP's reserve accounts, and investments
- Make financial recommendations to the Board of Directors for discussion and approval, modification, or, sometimes denial.
- Working with the President and RAMP staff to execute decisions made by the Board

2020, a Year in Review

It's clear that this year has been a trying one for all of us, all around the globe. COVID-19 has essentially changed everything we do, not only as real estate professionals, but also as people in general. It has made us think differently, act differently, and respond differently to a scenario not really previously considered.

I don't know about you, but personally, this year has been a humbling one and has allowed me to look inward and remember what is important to me, my family, and my loved ones. It has given me – and most likely everyone reading this – an opportunity to reconnect with ourselves in a way we haven't in a long time. But, most importantly, this year has taught me a lot about myself, and my ability to adapt, to change, and to persevere.

And RAMP is no different. 2020 has made us stronger as an Association altogether. It's made us more flexible, adaptable, and ready to take on any challenge. When we couldn't do in-person classes – boom – virtual classes. When we couldn't meet in person for board meetings – boom – virtual sessions. When our industry was shut down and we couldn't practice real estate – boom – RAMP staff, the executive committee, and RAMP members alike were all advocating for change and helping to get our industry heard.

Though we may not have had the year we were expecting, everyone stuck together and made sure our voices were heard, and everyone helped RAMP to move forward when every opportunity was there to fall back.

Financial Recap

It's been a trying year, sure, but RAMP and the Finance Committee are happy to share that we have persevered through 2020 and have a positive report to present:

REPORT OF THE SECRETARY-TREASURER

Dominic Alan Janidas, ABR® AHWD CCIM e-PRO®

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- First and foremost, it is important to understand that while Association income is down about 4.3% year-over-year due to COVID-19 and the subsequent loss of event income, expenses are also down greatly by 18.8% in various categories, but mainly events and travel.
- So, actually, our year-over-year income over expenses has been up about 14.2%
- Our reserve accounts remain healthy.
- Our investment account has almost fully recovered to its pre-pandemic level, being down only 2.2%
- RAMP's property next door at 1415 W. Liberty saw the vacation of its former tenant, but at the quick response of Jerry Speer and the Commercial Committee, they were able to get the space filled with a new commercial tenant. Non dues revenue allows us to keep dues level.
- RAMP needed to make some improvements to their headquarters (HVAC systems needed to be repaired/replaced), and it was decided to replace the units. This is what the reserve accounts are there for.
- In accordance with the National Association of REALTORS® Core Standards, RAMP follows strict guidelines and financial policies including an annual review by an independent CPA firm. This year's review showed that our policies, procedures, and accounting methods were all satisfactory, well-executed, and met or exceeded the core standards set by NAR. These reports are available for review by any member. All you have to do is ask to see them.
- Member dues were not increased and haven't in the last 10+ years

This has been a year for the history books to say the very least. It has taken long hours, many meetings, and a lot of tough decisions from so many individuals to help keep RAMP moving forward, despite the challenges we have faced. I wanted to give a special thank you to the entire RAMP staff for working diligently to keep us on track, to keep us moving, and to keep us creative. Your willingness to go the extra mile has absolutely helped us be successful. Thank you!

I would also like to thank the Finance Committee, the Board of Directors, and all of our members for your incredible support. What a year to be a Secretary-Treasurer. I have learned so much and have experienced more than I ever anticipated in this role. Thank you for trusting me with this great responsibility and I look forward to continuing to serve RAMP and its members.

REPORT OF THE EXECUTIVE VICE PRESIDENT

2020 A Measure of Vision

John Petrack, RCE C2EX GRI e-PRO®

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A television show, or a year that we'll not soon forget. Despite the many challenges that the past year has created, the residential segment of the real estate industry has posted a banner year both locally and nationally. Portions of the commercial brokerage business have stayed healthy and other sectors, needless to say, are evolving.

What has amazed me is the resiliency of our members. Let alone their ability to adapt, I can find a variety of silver linings that the Covid cloud has created. You, our members have expanded your technological and virtual tool kits. Learning quickly to conduct business and serve your clients in a proficient and professional manner. I feel that nothing will ever replace face to face communication, but the virtual world and its use have provided us with the second best option. The use of drone photography and virtual tours have expanded. Offering the real estate consumer both a service and a convenience. And obviously, I would be remiss if I didn't mention virtual meeting rooms.

In many ways, the circumstances of 2020 have improved our vision.

Your Association has also learned to adapt. In mid March, with the cancellation of all in person meetings, the team at RAMP moved to virtual platforms to maintain operations. In what amounted to an extremely busy time. Calls and emails regarding unemployment assistance, business restrictions and our advocacy efforts grew exponentially. Your staff at RAMP responded remarkably as communications to and for membership quickly became a 24/7 norm. This was especially evident with respect to advocacy. Literally, hundreds of calls, emails, and texts were made to elected officials on behalf of our membership. Eventually resulting in the reopening of the real estate industry in Pennsylvania. Our state association is also deserving of praise towards this end.

Another major victory for the real estate industry was the passing of legislation permitting remote notarization. The importance of this cannot be understated. Thank you to all of our members that assisted by contacting state representatives and senators and or contributing to RPAC.

On the national level, NAR launched the Right Tools Right Now program. Offering our members a myriad of free or discounted services and educational opportunities. Also, in the light of the discovery of discriminatory acts and hate speech by some real estate practitioners nationally, NAR has strengthened our Code of Ethics to combat this issue and have asked that all levels of the Association expand its efforts of diversity, inclusion, and fair housing.

To end this report on a glorious note, our very own Preston Moore, 2015 RAMP President, was elected Treasurer of the Pennsylvania Association of REALTORS®. Preston's commitment to the industry and our Association are extremely admirable. We extend our congratulations and a heartfelt "THANK YOU" for his contribution of time and talent on our behalf.

THAT'S WHO RAMP MEMBERS



REPORT OF THE ASSOCIATION LEGAL COUNSEL

The Legal Scene

Brett M. Woodburn, Esquire

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What a remarkable year this has been. We are in the midst of a pandemic, real estate was designated as a 'non-essential' element of our daily lives, interest rates for mortgages hit all-time lows, and when Realtors[®] were permitted to practice their profession we saw a volume of transactions that were higher than anything we've seen since at least the early 2000's. How have all of these changes, events and pandemics affected the legal scene for RAMP Members?

I am pleased to report that the legal affairs of the Association for 2020 have been healthy. Working with this year's leadership team has been very rewarding and they are to be commended for how they helped the Association navigate many of the uncertainties that have confronted our Members. Working closely with Executive Vice-President John Petrack, and Professional Standards and Arbitration Committee Secretary Eileen Baehr, RAMP's legal affairs continue to be managed professionally, and are in very good order.

We continue to see an increase in both complaints filed against RAMP Members, and several of those complaints have been elevated to hearings or arbitrations; sometimes both! We all take great pride in maintaining the high ethical standards of RAMP Members. It seems that the urgency of the market has been compounded by the stresses and uncertainties generated by COVID-19. These frustrations seem to be bleeding into transactions. Many times complaints stem from misunderstandings or miscommunications; sometimes the allegations are very serious. When the complaints are filed, they are reviewed by the Grievance Committee. Those complaints that warrant further consideration are heard by the Professional Standards and Arbitration Committee and are promptly addressed. Both of these committees bring credit to the Association with their professionalism, impartiality, and good judgment.

We continue to keep an eye on developments coming out of the Governor's Office as the administration continues to evaluate the spreading of the virus and takes steps responding to the circumstances. Executive Orders should be viewed as law, unless there are specific instructions to the contrary. For example, an Executive Order might state that some or all of the provisions in a given Order are 'strongly encouraged' while other Orders might 'mandate' certain behaviors. The State Real Estate Commission is charged with enforcing the laws of the Commonwealth and this does include mandates initiated through Executive Orders. In these instances we need to put our personal views aside and lead by example. That means keep up to date on the information circulated by NAR, PAR and RAMP. It is incumbent upon all Realtors[®] to know what is required and what is recommended, and to adhere to the practices and procedures implemented by your brokers.

We continue to be proactive in our efforts to assure that RAMP avoids legal difficulties and complies with governing laws and regulations. I continue to attend all meetings of the Board of Directors, the Professional Standards and Arbitration Committee, the Grievance Committee, and when necessary, meetings of the Executive Committee. This year, I attended the virtual NAR Annual Conference in an effort to continue to provide RAMP with cutting edge information that may affect how its Members practice real estate.

REPORT OF THE REALTORS® EDUCATIONAL INSTITUTE

REI “Report Card”

Dawn Parasolick, MBA MA, Education Director

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Despite being shut down for a few months due to COVID-19 quarantine, REALTORS® Educational Institute had a remarkably great year, serving over 1,800 students with a faculty of over 50 experts. We educated students from all areas of Western Pennsylvania in our designation, broker, pre-license, and continuing education programs. In addition to having education programs for real estate licensees and appraisers, we expanded to include all real estate related education including programs for attorneys. This sets us apart from other schools and makes us known as the education experts for everything real estate related.

We believe in the importance of providing education that helps members increase their skills, proficiency, knowledge and professionalism. We offered six designations/certifications in the past year including the Senior Real Estate Specialist, Accredited Buyers Representative, ePRO, and Green.

Our pre-license class enrollment numbers are steady. Except for a dip in enrollment due to COVID-19 from April – June, we have averaged about 50 students in these monthly classes (in class and online). Great prices, a consistent program, and an exceptional faculty attracts students from all over Southwestern Pennsylvania. Due to courses being virtual now, we have seen students enroll from other areas in Pennsylvania which boosts enrollment numbers. Our students keep proving the excellence of our program with higher than average State Exam results. Hard work, communication, great instructors, and fine-tuning curriculum is to credit.

Broker courses are doing very well this year with increased enrollment since the COVID quarantine when we were shut down for a few months. REI is the only school with a complete broker program in Western Pennsylvania. Students have the opportunity to complete the 16 credit education requirement in about one year from the date they begin, and students can start at any time. Because of the completeness of our program and an exceptional faculty, our broker program is the top program in the region. We offer a mix of day and evening classes (and online classes) to accommodate real estate professionals on different schedules. This is a great help to our members seeking a license upgrade.

We added new walking tours for CE credit in the Market Square Area, the Cultural District, Mexican War Streets, and Mount Lebanon. After COVID hit, faculty worked together to very successfully and effectively convert the walking tours to virtual tours using google maps, video recording of tours, and photography.

Continuing education went well for license renewal deadline which was extended to August 29, 2020. COVID certainly gave us a challenge but faculty pulled together with training for a terrific virtual education program. REI offered members and students free one-on-one training to use Zoom in order to get their hours completed. We have a knowledgeable team of instructors offering many new interesting courses which met the needs of our members. We plan on continually expanding our onsite and virtual CE program and plan to provide education for 13 brokerages/organizations virtual or in-person whenever that is feasible.

REPORT OF THE REALTORS® EDUCATIONAL INSTITUTE

REI “Report Card”

Dawn Parasolick, MBA MA, Education Director

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Online courses supplement our classroom offerings and have little expenditure other than advertising and time spent record-keeping. We have a full line up of classes including the Mandatory CE and will add new courses in 2021.

Kudos to our faculty who continue to receive outstanding evaluations from the students, with average ratings of 4.8 on a 5.0 scale. We commend our instructors for their passion and knowledge in their subjects. Our instructors are dedicated to the Association and the School and we couldn't succeed without them.


Many thanks goes to the RAMP staff and the team environment encouraged by our EVP, John Petrack and RAMP President Bob Moncavage.

I would like to thank the Board of Directors for continued support and, as always, I welcome your comments and suggestions.

www.RAMPschool.com

**THE TOP
REAL ESTATE
CLASSES,
PERIOD.**

**REAL ESTATE CAREERS
APPRAISERS
ATTORNEYS - CLE**



**RAMPschool.com
412-561-2682**



A MESSAGE FROM NAR DIRECTOR



**NATIONAL
ASSOCIATION OF
REALTORS®**

J. Reed Pirain, ABR® ASP CRS GREEN

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- National convention sessions were remote, as were May's National meetings
- Membership has hit a record (last highest was 2007) Approx. estimating 1,424,000 members by year end Project 1,380,000 members for 2021
- Non dues revenue was down 10 mil due to lack of meetings with sponsors, higher membership, lack of travel and there has been no hires since March (approx. 30 employees)
- Investments are back in black since March and our NAR reserve is stable at wanted levels
- Remodel of lobby and conference room on schedule for NAR Headquarters. Out of all other NAR buildings only one space is for lease in Washington DC

Association Executive Committee request to amend the Core Standards to add Diversity, Equity and Inclusion and a Fair Housing Component. For associations to have annual certification they must conduct or promote such changes, and these changes must also be included in leadership development education/training. All were approved.

Credentials & Campaign Rules requested to add a social media audit of a candidate. This action was approved

Legal Action Committee had three action items. Item 1 - was to support a case in the amount 14,623.50 to assist in a challenge against an ordinance that affects private property rights. Item 2 - was to obtain a policy in the amount of 1,740,060 to protect associations and members that own a MLS. Item 3 - that NAR purchase a Patent Infringement Liability Policy at a cost of 129,469. All three were approved

Multiple Listing Issues & Policies Committee had eight action items. All were advanced. Item 1 - to add sanctions and disciplinary guidelines and to enforce. Items 2 and 3 together, that if an individual violates three sanctions in one year, they must go to a hearing. Item 4 - MLS to process a complaint without revealing the complainant's name. Item 5 - that Web API data access provided to participants and subscribers. Item 6 - that users provide accurate data and be required to correct any known errors. Item 7 - MLS to be required to provide tech support/customer service, was approved. Item 8 - MLS to provide a policy of identifying potential fair housing violations.

Conventional Financing and Policy Committee had one action item, That FHFA leadership be changed from one (1) person to a five (5) person panel, was approved

A MESSAGE FROM NAR DIRECTOR

J. Reed Pirain, ABR ASP CRS GREEN
412-343-6206 x 204
reed@ppmrealty.com

Federal Taxation Committee had two action items, Item 1 - to support tax policies that provide a targeted, additional gain exclusion or other tax relief to older homeowners and others that have lived in principal residence and have unrealized gains much higher than current law maximum exclusions, was approved. Item 2 - to support policies that provide tax incentives to lower the barriers to the creation of more residential units available for purchase for the purpose to balance out housing inventory, was approved

Land Use Property Rights & Environment Committee had one action item to revise the Land use, Property Rights & Environmental Policy positions to clarify, update and to modernize the existing statements.

Professional Standards Committee had six actions items, Items 1 through 3 were grouped together, to amend Policy Statement about REALTORS® using harassing/hate speech, slurs, on race, sex, color, handicap, family status, national origin, sexual orientation, or gender identity and establishing sanctioning guidelines. Item 4 - is a final approval request that adds a clear message to Policy Statement 29 that NAR is committed to the highest ethical standards for its members, effective upon final approval. Item 5 also for final approval to send a clear message that NAR condemns speech and conduct, becomes effective immediately. Item 6 - that the definition of "Public Trust" include all discrimination against the protected classes under Article 10 of the Code of Ethics and all fraud, and limit the reporting requirement to final ethics decisions involving real estate related activities and transactions, was also approved

RPAC: 452,041 investors, (9,000 new this year) 32% participation, goal for year is 37%.

THAT'S WHO WE 
REALTOR®

A MESSAGE FROM PAR DISTRICT 10 VICE PRESIDENT

From Harrisburg to “Home”

David A. Dean, AHWD C2EX CIPS e-PRO®
GREEN SRES® SRS SFS BA
2020-2022 - NAR Director
2019 REALTOR® of the Year—RAMP
2018 President—RAMP
412-741-2200 x 532
ddean@howardhanna.com

Letter From District 10 Vice-President Pennsylvania Association of REALTORS®

During this unprecedented time of concern and frustration, the Pennsylvania Association of REALTORS® (PAR) was hard at work ensuring that real estate would be essential and safe for both agents and the public. From March through September, PAR and its staff and line officers were the primary catalyst that pushed for mobile notary services, legislation making real estate essential, back channel communications and town hall zoom meetings with state officials regarding Pandemic Unemployment Insurance (PUI) and protocols for safe real estate practices and addendums for legal protections. Under the leadership of Bill Festa (2020 PAR President), Chris Raad (PAR President-Elect 2021), Chris Beadling (PAR Vice President) and Al Perry (PAR Treasurer) the state association transitioned to the new “normal” by utilizing software platforms that enabled greater transparency and participation.

PAR saw a 30% increase in REALTOR® participation at its Spring and Fall Business meetings utilizing Zoom as REALTORS® from all over the Commonwealth were able to participate live during important association meetings and educational forums. REALTOR® champions were in no short supply in 2020 as PAR Past President and State Legislator Todd Polinchock spearheaded a bill requiring real estate to be essential which passed the House - just one of many examples of why WE invest in RPAC.

As you can see PAR and the staff and leadership had one focus during this pandemic - the safety of you - the agent and the ability to make the dream of homeownership possible during this tragic period in our nations history. On behalf of the leadership of PAR I want to extend my very best this holiday season and remember...

Stay Safe...Stay Healthy & Stay Happy



parealtors.org

REPORT OF THE RPAC CHAIRMAN



David A. Dean AHWD C2EX CIPS e-PRO®
GREEN SRES® SFS SRS BA
RPAC Major Investor—since 2015
2020 RPAC President's Circle—GOLD Level
2018 PAR RPAC Hall of Fame Inductee
2017 PAR REALTOR® Active in Politics Awardee
2015 RAMP REALTOR® Active in Politics Awardee
RAMPPAC Trustee 2020
RAMPPAC Fundraising Chairperson 2020
PAR RPAC Trustee 2020
2020 NAR FPC PA Congressional District 17: Connor Lamb

412-741-2200 x 532
ddean@howardhanna.com

"If real estate is your PROFESSION, then politics is your BUSINESS" - those words were immortalized by RAMP Past President Richard Stampahar. It was the truth then and it's the truth now. EVERYTHING about real estate has its roots in politics. Every transaction you do is regulated, governed and created by politicians and bureaucrats. To think otherwise risks many gains and protections advocated by those Realtor Champions who invest and act for RPAC.

During these unprecedented times we've seen real estate closed, agents struggling with lost income and future business, lack of communication from local, state and federal officials, and lastly a challenge to make real estate - essential. It was that issue that hampered anything real estate could do during COVID. It was also that challenge that the Realtor Party (RPAC) along with PAR Realtor Caucus drafted legislation sponsored by PAR Past President and State Legislator Todd Polinchock (R) forcing Governor Wolf to open real estate AND make it essential- thereby securing the dream of homeownership.

RPAC and the Realtor Party has been at the forefront of every major COVID initiative that supported realtors across the state. From making Pandemic Unemployment Insurance (PUI) more understandable and accountable, pressing for mobile notary services, and designing legal protections as real estate moves from yellow to green. All of this would not have been possible without the investments and support from RPAC.

If there was ever a critical time to invest in RPAC - 2020 is that very time. We don't know what the future of COVID or other challenges may pose for our industry but your investment will guarantee that our voice will be heard.

YOUR BEST INVESTMENT IN REAL ESTATE



REPORT OF GOVERNMENT AFFAIRS

Co-Chair: Robert Freeman
412-341-7711 x 12
ltabob@gmail.com

Chair: Charlene Haislip, GREEN
412-521-1000 x 242
MetroPittsburghRealEstate@gmail.com

As the COVID-19 Pandemic swept the globe, Government Affairs was faced with some of the strongest challenges for our industry. Real estate in Pennsylvania was shut down, Realtors® were deemed non-essential, and our memberships livelihoods were in jeopardy. Our association and its membership mobilized en masse to get us back to work and do so safely. Realtors® have always worked in the best interest of their clients, their communities, and public safety. Our job this year was to leverage all the political connections we had and communicate with one strong voice to all levels of government. Housing is essential and we were willing to fight for that fundamental idea.

Issues Advocacy: Fighting to Make Realtors® Essential

We took our fight to Congress with the CARES Act; pushing for federal remote notary legislation, direct cash stimulus to citizens, disaster/emergency loans to small businesses and brokerages, federal rent relief funding, and possibly most importantly guaranteeing that the pandemic unemployment program included independently contracting Realtors®.

While our federal government and 49 of 50 states deemed real estate an essential business, Pennsylvania Realtors® were shut down for months. We mobilized our Realtor® Champion state legislative allies to craft House Bill 2412 that would have mandated that real estate was an essential business. Realtors® responded to our call for actions, thousands mobilizing across the state, and earning bipartisan passage of the bill. Unfortunately, the bill was vetoed by the Governor, but not before he was pressured to make real estate essential by executive order. Additionally, we helped pass state remote notary laws, helped push online education classes, and helped fix the backlogged pandemic unemployment system.

Locally, Government Affairs had to deal with COVID-19 issues at the county and municipal level. Many municipal offices and inspectors were not handling in person inspections for occupancy, permitting, and sewer tests. Government Affairs, created proposals for the URA to decrease blight and increase the housing stock. Currently we are on the front lines of the eviction moratorium and rent relief fights. We are working to ensure both tenants and landlords rights and livelihoods are protected. As we look towards to 2021, we will need you all to fight increases in property and transfer taxes while making sure we promote increasing affordable housing.

Organizational Growth and Adaptation

As COVID-19 limited many in person operations, Government Affairs adapted to become more mobile. Our committee and our task forces continued to operate over ZOOM. We conversed with more elected officials that ever before electronically. We vastly expanded the network of members and brokers during the early stages of COVID-19 when correct information was hard to come by. RAMP's Government Affairs remained a strong resource of information.

Candidate Support and Screening

Given the contentious and crucial nature of the 2020 political elections; Government Affairs conducted candidate interviews for state legislative and federal legislative offices. Recommendations were passed to the PA RPAC trustees. As of November 11th, all PA RPAC endorsed state and federal legislative candidates in Allegheny County are either ahead in their races or have been declared victorious.

REPORT OF GOVERNMENT AFFAIRS

Co-Chair: Robert Freeman
412-341-7711 x 12
ltabob@gmail.com

Chair: Charlene Haislip, GREEN
412-521-1000 x 242
MetroPittsburghRealEstate@gmail.com

Engage and Connect with your Government Affairs Department!

RAMP's Government Affairs engages issues mobilization at every level, providing real-time updates on legislative alerts, calls-to-action conducted by NAR and PAR, and election outcomes. Government Affairs will continue to provide coverage on pending items of importance to the REALTOR® community. Connect with Government Affairs on Facebook by "liking" the department's page at "RAMP Government Affairs". If you would like to receive e-mail alerts from Government Affairs or participate in regularly scheduled Government Affairs meetings, please submit your contact information to our Government Affairs Director, Matt Vermeire at MattV@RealtorsPgh.com



REPORT OF THE COMMUNITY SERVICE COMMITTEE

Co-Chairs: Emily Platts
724-452-1100
emilyplatts@howardhanna.com

Michelle Schocker ABR® CIPS
412-833-7700
michelle@swrealtorspgh.com

Michelle Senko
412-343-6206
michelle@ppmrealty.com

Ed Sickmund
412-427-5719
sickmunde@mywaystorage.com

The Community Service Committee of RAMP provides an opportunity for members to serve the southwestern Pennsylvania communities. The pandemic may have changed some of our planned activities but it did not stop us. 2020 proved to be an extremely busy year. The following are the projects that the Committee organized and completed:

Our Daily Bread

Committee members prepared lunch for the homeless and underemployed of our community on May 20th. They gathered to stuff lunch bags with nutritious snacks for over 100 people. Those bags along with freshly grilled burgers and kielbasa were served on Pittsburgh's North Side.

Curb Appeal Day

The Committee's annual Senior Curb Appeal Day consists of members visiting the homes of local senior citizens who are physically unable to maintain the basic curb appeal of their homes. Members pull weeds, plant flowers and spread mulch.

Unfortunately, due to the pandemic, we felt the need to reimagine this project. Therefore, we volunteered with the Western Pennsylvania Conservancy to plant flowers at a couple of community flower gardens. First, we worked at the intersection of Brighton Road and California Avenue on Pittsburgh's North Side on June 15th. The following week on June 24th, we planted flowers at the intersection of Grandview Avenue and McArdle Roadway.



On the morning of October 8th, a few members of the Community Service Committee ventured to the intersection of McKnight Road and McIntyre Road. At this spot, they worked with a staff member of the Western PA Conservancy to clean up a flower garden that was planted in the spring. For three hours, those committee members labored over the flower beds and prepared the site for the coming winter months.



Light of Life Donation Center

The Community Service Committee sent members to the Light of Life Rescue Mission warehouse on the north side of Pittsburgh to help organize and restock the organization's warehouse and store. Members unloaded boxes of donated clothing, sorted and folded the items and stocked the store shelves. These items will be distributed to those in need who will have an opportunity to visit their store.

REPORT OF THE COMMUNITY SERVICE COMMITTEE

Our Daily Bread

On November 3, 2020, the Community Service Committee volunteered to serve lunch to the underserved and underemployed of Pittsburgh's Northside community. This project was arranged through the Northside Congregate Feeding Program also known as Our Daily Bread. The Our Daily Bread program provides lunch on Tuesdays, Thursdays, and Sundays. They coordinate with other organizations in the Northside to ensure that a hot meal is available every day of the week.

The Committee provided a food truck from Carnivores/The Pub of 333/The Lot from the Oakmont area. For lunch, each person was given a hamburger and hot dog, french fries, soup, granola bar, bottled water and cupcakes. We served over 160 meals.

The funding for the project was made possible by a Pennsylvania Association of Realtors® Century of Service grant. PAR's Century of Service grants allow local Realtor® organizations to help make a difference in their communities during the state association's 100th anniversary.

Thank you to all of the committee members who participated in these projects: Michelle Schocker, Michelle Senko, Emily Platts, Ed Sickmund, Stacy Reis, Hollie Hooper, Lisa Freeman, Mary Ellen Donato, Jim Jarrett, Dawn Bierker, Jason Corna, Deborah Friedman, Maria Stinger, Preston Moore, Bob Moncavage, Jim Jarrett, Max Lieberth, Tracy Harris, Jeff Zirngibl, John Petrack and Dawn Parasolick.

If you would like to join the committee and participate in the activities in 2021, please send an email to RealtorsReachingOut@realtorspgh.com.



REPORT OF THE RAMP FOUNDATION

REALTORS® Coming Together

Lisa J. Freeman
412-341-7711 x 3
lisafree1@aol.com

2020 RAMP FOUNDATION TRUSTEES

Lisa J. Freeman, President
Elisa A. Ciotti, Vice President
Michelle A. Schocker, Secretary
John Petrack Treasurer
Arch W. Autenreith
Erin L. Autenreith
James C. Jarrett
Anthony J. Mete
Robert G. Moncavage
Preston Moore

REALTORS® ASSOCIATION OF
METROPOLITAN PITTSBURGH
FOUNDATION

Our annual event “Fashion for a Cause” was canceled due to COVID-19. In its place, we did a small teaser video which included several REALTORS® modeling, as well as our NAR 1st Vice President Leslie Rouda Smith. Previewing the film at a mini event, “Party on the Patio”, at the Crowne Plaza Hotel, REALTORS® and guests’ generous donations, enabled us keep our level of giving.

We presented Emmaus Community of Pittsburgh a check in the amount of \$12,000, to further assist in providing group homes for over 30,000 intellectually challenged adults waiting for group housing in Pennsylvania.

We will also be selling “Mystery Gift Boxes”, valued at \$150 or more, for a donation of \$25.00.

This year has been a struggle for all of us and we are grateful to the generosity of those who donated to the RAMP Foundation.

Help us help others—Donate to the RAMP Foundation

www.RAMPFoundation.com

Coming in June, 2021!



*5th Annual
Fashion for a Cause*

**50
Shades
of
Blue**

To Benefit Emmaus Community of Pittsburgh

REALTORS® ASSOCIATION OF
METROPOLITAN PITTSBURGH
FOUNDATION

REPORT OF THE AFFILIATE COMMITTEE

Your Approved Partners

Linda Schell Rakers
412-552-1471
lschell@2-10.com

The Affiliate members of RAMP remain a great resource for the REALTOR® population. Your Affiliate Partners stand ready to provide products and services to support you and your clients from preapproval to closing.

The COVID-19 pandemic interrupted quite a few of our plans for 2020. However, the Affiliate Committee was still able to accomplish a few items, such as:

- ◆ Sponsored the 2020 Installation of Officers and Awards Celebration in January,
- ◆ Hosted a Pop-Up Networking Event featuring a tasting bar from McLaughlin Distillery,
- ◆ Provided topics and instructors to the REI continuing education curriculum,
- ◆ Sponsored R-Day 2020: Virtual Pursuit

We thank those that participate in our events and allow us to be your Partners. And, if you have never attended an Affiliate Committee event, we hope 2021 is the year that you can come out and have fun with us.

Your Affiliate Partners – Here to support you!



FACEBOOK – Like us on Facebook!

The Affiliate Members have their own
Facebook page at [FB.com/AffiliatePartners](https://www.facebook.com/AffiliatePartners)

REPORT OF THE MEMBERSHIP DEPARTMENT

Membership Recognition

Jeffery Zirngibl e-PRO

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jeffz@realtorspgh.com

5 YEARS

Sophia Alexiades	Shanna Funwela	Amy P Marks	Brian D Thatcher
Cherie Altsman	Guy J Galasso	Michael J McDonald Jr.	Michael Thatcher
Emily R Austin	Beth A Gardner	Thomas McDonell ABR GREEN	Courtney L Tolner ABR SRS
Linda O Backo SRES	Aaron R Garland	Judy B McGinnis	Ashley Toth
Tawnya M Baier	Angela Gentile	Marissa McGraw	Deborah Trammell
Lauren Battaglia	Matthew L Gillespie	Rita Mincin	Michaela Tripon SRS
Jeffrey K Bennett	Patricia L Grasinger	Kimberly B Murray	Alex Tulandin
Thomas Berich	Dana L Grau CCIM	Paul R Murray	Edward F Voelker Jr.
Ian K Black	Jonathan Growall	Anita Nischal	Charles A Wallace
Matt Bonosky	Lisa V Haberstroh	Eric H O'Brien	Deborah Walton SRES
Tricia E Brooks	ABR GREEN SRES	David F Onufer	Stephanie Wanamaker
Patricia L Brust	Patricia L Helwich	Cambryn Pharis	Robert Z West
Robert L Buchanan III	Lisa A Herbert ePRO	Sean Polosky	Jesse Wig
James P Carrigan	Carol Herron	Christopher J Pope	Michele R Williams
Jennifer Cash Wade ePRO	Constance B Hickey	Mark A Pryor	Rashid Williams
Helen H Cestra	Paula Hinston SRS	Brandon J Renzi	Kristen M Wilson
Rebecca Church	Carlene Hospodar	Monica Reynolds	Jason Zalin
ABR PSA ePRO	Elizabeth E Huber	John Ricciuti Jr.	Jingli Zhang
Erica Clark	Lars R Hummel	Jay Robinson	
Paul M Colley	Lorraine M Husok	Sharon J Rosa	
Nia Condrey	Jess Hutchinson	Caryn L Rosenthal	
Michael E Connor Jr.	Karen Itteilag ABR PSA	Dave Runco ABR C2EX	
Lauren Coulter	Adnan Iye	Jason K Ruzich	
Amanda Crevar	Donna M Jezowicz	Elaine Sandhaus	
Travis R Crocker	Anthony B Karam	Deborah L Sawchak ABR SFR	
Jennifer A Crouse	Bridget Kelly	SRES SRS	
John P Davis III	Cheryl M Kibe	Paul Schober	
Lisa M Davis	Steven R Kowatic	Michael D Scholler	
Tamara L Davis	Jessica Krach	Bonnie Seech	
Shannon M Dears	Hannah Krause	Victoria R Seewald	
Susan Deely	Kurtis G Krebs	James R Silsley	
Danielle D Delmonico	Stewart F Kretz	Philip P Sirianni	
Amanda Dickens	Angela Krzyzanowski	Jeffrey S Sisk	
Anthony S DiLuccia	Elijah D LaBelle	Jaime Smith	
Kirsten L Donatelli	Dawn L Landis	Kelly A Smith	
Regis A Donovan Jr.	Joseph R Lawrence	Jeffrey B Stapinski	
Tatjana Douglas	Michael Levenson	Cynthia A Stein	
Jessica Dunlap	Adam Longshore	Dylan T Stephens	
Heather L Edmondson	Krista N Lorenzo	Christopher Stock	
Annie H Engel	Teresa A Love SRA	D. Lawton Stokes	
Jennifer L Engel	Kenneth V Lucci	Stephen R Stormer	
Jennifer Faure	Scott H Luff	Benjamin J Straub	
Christopher L Ferketic SRES	Jeffrey J Mach	Veronica Szabo	
Sherri L Flaherty ABR	Suzanne Mackulin	Kimberly S Tague	
Kelly R Fraasch SRES	Brett Maksin	Taylor M Takacs	

These pages recognize members for their **consecutive** years of membership in the REALTORS® Association of Metropolitan Pittsburgh. In a few cases, the REALTOR® may have been a member for more years than shown but at some point had a break in their membership.

REPORT OF THE MEMBERSHIP DEPARTMENT

Membership Recognition

Jeffery Zirngibl, e-PRO

412-563-5200 x 216

jeffz@realtorspgh.com

10 YEARS

Paola H Andrae
Jennifer M Barnick GREEN
Robbins W Bobbitt
Donald M Boyle ePRO
Michael W Cowden
Maureen T Divers
Molly Finley
Lesley Foulk
Gloria R Fuller
Beverly Fusco
Brent W Gephart
Robert M Green ePRO
Timothy C Gyves
Cheryl Hawn ABR GRI SFR
David Henninger
William Jacoby
Stefani J Jazudek
Andrew M Krasnow
James L Maloney
Janet L McKay SRES
Lynn G Niman
Chris A Olds
Jennifer L Rausch
Melissa Reich GREEN
Jamie L Rossi GREEN
Caryn B Rubinoff
Emily B Schwartz
Tamera L Sorco SRES
Lori P Springer
Juliette A Thomas
Pamela J Tracy SFR SRES
Stephanie J Zoffel SRES

15 YEARS

Rinaldo A Acri
Roxane D Agostinelli SRES ePRO
Lynne Y Bingham
Joanne Bogert
Barbara M Bolls ABR CRS
Nicky R Bova SRES SRS
John W Ceranic III ePRO
David A Dean AHWD C2EX CIPS
GREEN SFS SRES SRS ePRO
Leo E Decanini
Nancy Dorn SRES ePRO
Timothy F Downey Jr
Lori A Dzuka
Deborah Friedman
Jeanne E Gardone ASP ePRO
Danielle M Gundlach
Brian K Kerr
Beverly M Koribanic CRS ePRO
Colleen Lehman
Rosemarie A Lepore PSA
Michael A Liguori
Jeffrey D Lunderstadt ABR SRES
Eileen Lusk
Betsy Lyons AHWD
Patti McCaffrey
Marilyn J Mielnicki SFR
Virginia A Mills
LeSans Montgomery ABR
Patricia Morgan
Ernestro S Nicastro
William J Oberst GREEN
Perizat N Palichat
Susan Rodeheaver
Sheila Seiling ABR RRS SRS
Brian M Sergi-Curfman ABR CRS
GREEN SRES
Jill Stehnach ABR ASR GRI
Janet V Strang GREEN
Sandra A Swasey ABR SRES
David J Tepsic
Sharon Wallace-Platt
James Yarish
Christine E Yarosz
Jordana M Zober Cutitta ABR GREEN

20 YEARS

Kathleen E Barge SRES
Patricia A Beharry
Ruthanne Benson
Terry Bienvenue
Sharon Blumberger ABR
Raymond Blystone ABR
Cynthia L Bodnar-Winslow ePRO
Kay Caravaggio
Christine E Caropresi ABR
Maureen O Cavanaugh
Daniel A Cohen
Pamela J D'Alessandro
Lorraine C Easton ABR
Linda J Ehland
Carroll W Ferguson CRS GRI
Ronald J Graf ePRO
Ann Heinauer
Petrie C Holmes
Cynthia Hovan
Elizabeth A Hoyson ABR
Karen Isenberg ABR
J. Mark Jennings
Lorraine R Kelly
Theresa M Lloyd
Marlene A Lotzmann
Doris P Marston
William P McCabe Jr.
Kitty Onufer CRS
William J Ostrow
Marlene M Sausman ABR CRS GRI
Porter H Scott Jr.
Melissa M Seitz
Shalini Tandon
Carol L Walkowski
Diana C Wolpert

REPORT OF THE MEMBERSHIP DEPARTMENT

Membership Recognition

Jeffery Zirngibl, e-PRO

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jeffz@realtorspgh.com

25 YEARS-LIFE MEMBERSHIP

Melissa E Blazer
Janice R DeCarlo ABR GREEN
Susan G Demko
Ausra M Gause ABR
Joseph L Goldston
Lynn M Maier CRS
Ronald R May
Marilyn P Merenstein
Sharon R Mingo ABR CRS GREEN GRI
Karen L Minnitte
Christopher T Murphy
Patrick T Murray
William T Ondek
Deborah L Platts
Lu M Ryan SRES ePRO
Mina Sotoodehfar
Robert W Stevenson
Joan E Thomassey
Donna Tremonti GRI
Molly E Vitlar ABR GRI
Suzy M Voss
Cathleen M Wanserski CRS

EMERITUS MEMBERSHIP (40+ YEARS)

Bruce L Atchison CPM GRI
Woody J Barefoot
R. Robert Barone GRI SRA
Stephen J Barone MAI
Hope P Bassichis GRI
Robert W Baum CRB
William Behrend
Ruthanne Belus ABR SRES
John F Benson CRB GRI
Thomas M Ceponis CRB
Dennis Cestra CRP GRI IFA SRA
Betty J Christopher
ABR CRB CRS GRI QSC
Richard E Creo CRB
Ronald F Croushore CRB
Barbara B Cusick
Martin W Dowling
Mary Lou Enrietto GRI
Robert C Erkel
Dorothy Faber CRS GRI
Marcia S Freeman CRB GRI
Robert P Freeman
Edward M Goldston IFAS
Carl Grasha
Carl H Griffith Jr. CRB CRS GRI
George A Hackett
Helen Hanna Casey CRB GRI
Howard W Hanna III CRB CRS GRI
Howard W Hanna Jr. IFAS
Joan Heinz CRS GRI
Leslie M Hosack
Oliver T Jackson
Elaine G Kirsch GRI MAI SRA
James H Kossis
Alan D Kurtz CRB
Robert M Lavelle

G. Theodore Lorch Jr.
Joseph J Mangine
Nancy Mathews CRS GRI
R. Dennis McClelland
CAE CMP RCE ePRO
Robert F McClurg
Daniel L McCown MAI SRA SRPA
Shirley Boyd McNamara CRB GRI
Anthony J Mete
Robert L Murrer MAI
Robert B Nell Jr. MAI SRA
Carol C Palomera CRB GRI SRES
James A Peers
John Petrack GRI RCE ePRO
Michael F Ragan GAA
Mark R Ratti ABR CRS GRI
William W Rielly Sr. MAI SRA
Gloria J Schucolsky CRB CRS GRI
Benedict J Serratore
Vallee Shore-Fallat CRS GRI
Janice C Smarto
ABR AHWD CRB CRS GRI LTG PMN
Helen V Sosso ABR CRB GRI
Jerry Y Speer CPM
Phyllis L Spiegel CRS GRI
Robert C Stephenson CPM SIOR
Helen P Stratigos
Joseph A Tarquinio CRS GRI
Erik C Wagner
Charles A Weisberg MAI SRA
Mary Ann Wellener ABR CRB CRS GRI
Tex Weston GRI
Jan Wetzel GRI
Glenn L Williams
Terrence D Wright CRB GRI
Bette A Zrimsek CRB CRS GRI SRES

AEF—RING OF EXCELLENCE AWARDS—2019 PRODUCTION

2019 TITANIUM AWARDEES

INDIVIDUALS

John Adair

Coldwell Banker Real Estate

Kathe Barge SRES

Howard Hanna Real Estate Service

Jane E. Herrmann

Berkshire Hathaway HomeServices The Preferred Realty

Kevin Mihm ABR ABRM CIPS CRB CRS

Howard Hanna Real Estate Services

Brian Teyssier GRI EPRO

RE/MAX Real Estate Solutions

TEAMS

Dan Kite ABR CRS and Adriene Eggert

Berkshire Hathaway HomeServices The Preferred Realty

John Geisler ABR CRS GRI, Team

Coldwell Banker Real Estate

Karen Marshall EPRO –The Karen Marshall Group

Keller Williams Realty

Bob Moncavage ABR GRI ePRO

Priority Realty LLC

Doreen L. Walters ABR

Berkshire Hathaway HomeServices The Preferred Realty

Jeff Weiner

Weiner Real Estate

2019 PLATINUM AWARDEES

INDIVIDUALS

Mary Ann Brettell

Howard Hanna Real Estate Services

Doug Burig GRI, Associate Broker

Keller Williams Realty

Helen Cestra

Howard Hanna Real Estate Services

Richard A. Charles CRS GRI

RE/MAX South, Inc., REALTORS®

Lynn Dempsey

Coldwell Banker Real Estate

Molly Finley

Howard Hanna Real Estate Services

2019 PLATINUM AWARDEES

Susan Kaczorek

RE/MAX C.S.I., REALTORS

Deborah E. Kane

Howard Hanna Real Estate Services

Sara Leitera

Berkshire Hathaway HomeServices The Preferred Realty

Monica Mahla

Coldwell Banker Real Estate

Sue Malagise SRES

Howard Hanna Real Estate Services

John Marzullo

Howard Hanna Real Estate Services

Lynn Niman

Berkshire Hathaway HomeServices The Preferred Realty

Lu Ryan SRES ePRO

Howard Hanna Real Estate Services

Kimberly L. Stotemyer

Coldwell Banker Real Estate

Monice Ming Tong

Keller Williams Realty

Stephanie Veenis

Howard Hanna Real Estate Services

TEAMS

The Lori Bost Team

Howard Hanna Real Estate Services

Nick Bova SRES SRS

Berkshire Hathaway HomeServices The Preferred Realty

Lisa Gasperoni and Rebekah Siegel, ABR, e-PRO, SRES

Howard Hanna Real Estate Services

Dan Haeck SRES PSA, Team

Coldwell Banker Real Estate

Marianne Hall

Howard Hanna Real Estate Services

Darla K. Jobkar ABR CRS GRI

Berkshire Hathaway HomeServices The Preferred Realty

Kelly Kuzemchak

Berkshire Hathaway HomeServices The Preferred Realty

Susan Rodeheaver

Howard Hanna Real Estate Services

Trudy Ward and Meredith Ward Ley

Howard Hanna Real Estate Services

Lisa Wilson SRES

RE/MAX Select Realty

AEF—RING OF EXCELLENCE AWARDS—2019 PRODUCTION

2019 GOLD AWARDEES

INDIVIDUAL

Mary Kay Abdulovic
Berkshire Hathaway HomeServices The Preferred Realty

Linda Olga Backo SRES
Coldwell Banker Real Estate

Jenny Barnick GREEN
One80 Real Estate Services LLC

Christine Caropresi ABR
Howard Hanna Real Estate Serv.

Rebecca Church ABR ePRO PSA
Coldwell Banker Real Estate

Elisa Ciotti GREEN ePRO
Priority Realty LLC

Carroll W. Ferguson CRS, GRI
Howard Hanna Real Estate Serv.

Maureen Fullerton
Howard Hanna Real Estate Services

Maria Lane SRES
Coldwell Banker Real Estate

Krista Lorenzo
Coldwell Banker Real Estate

Deanna Marra
Howard Hanna Real Estate Services

Dee Minear
Howard Hanna Real Estate Services

Linda J. Pelkofer CRS SRES GREEN
Berkshire Hathaway HomeServices The Preferred Realty

Kitty Sue Pfahl ABR CRS
Howard Hanna Real Estate Services

Kelly Pyle
Berkshire Hathaway HomeServices The Preferred Realty

Cindy Rack SRES
Keller Williams Realty

Gail H. Scott
Howard Hanna Real Estate Services

Carissa Sitterly
Howard Hanna Real Estate Services

Colleen Steigerwalt
Howard Hanna Real Estate Services

Roseann M. Vamos ABR
Howard Hanna Real Estate Services

TEAMS

Dave Bryant EPRO
Berkshire Hathaway HomeServices The Preferred Realty

Angie Popa SRES, Team
Keller Williams Realty

2019 SILVER AWARDEES

INDIVIDUAL

Terry Bienvenue
Howard Hanna Real Estate Services

Bernadette Bishop Pirollo SRES
Berkshire Hathaway HomeServices The Preferred Realty

Matthew Bonosky
Keller Williams Realty

Lee Borellis ABR RRS SRES
Howard Hanna Real Estate Services

Amanda Cullen
Howard Hanna Real Estate Services

Jane Davis
Howard Hanna Real Estate Services

Leigh Friday
Howard Hanna Real Estate Services

Ausra Gause ABR
Howard Hanna Real Estate Serv.

Brent Gephart
Howard Hanna Real Estate Serv.

Philomena R. Gross
Keller Williams Realty

Mildred Karolski (Millie)
Howard Hanna Real Estate Services

Megan Kronz
Howard Hanna Real Estate Services

Julie P. Leslie ABR SRES EPRO PSA
Coldwell Banker Real Estate

Bruce W. "Mac" McIlrath CRB
Keller Williams Realty

Maria S. Moore CRS
Century 21 Rise Realty

Neil R. Penz
Howard Hanna Real Estate Services

Barbara Pfendler
Howard Hanna Real Estate Services

Kimberly Phares
Howard Hanna Real Estate Services

Katherine Roberts
Howard Hanna Real Estate Services

Christina Robertson
Howard Hanna Real Estate Services

Roseann M. Scolieri
Howard Hanna Real Estate Services

Denise Serbin
Howard Hanna Real Estate Services

Lauren Shepherd
Howard Hanna Real Estate Services

AEF—RING OF EXCELLENCE AWARDS—2019 PRODUCTION

2019 SILVER AWARDEES

INDIVIDUAL

Vallee Shore-Fallat CRS GRI
Berkshire Hathaway HomeServices The Preferred Realty

Daniel Seigel
Keller Williams Realty

Sandra Smith
Keller Williams Realty

Linda M. Taylor
Howard Hanna Real Estate Serv.

Linda M. Taylor
Howard Hanna Real Estate Serv.

Christine Yanosick
Howard Hanna Real Estate Services

TEAMS

The Tina Groce, ABR SRES - Team
Coldwell Banker Real Estate



TITANIUM

\$20 million and 40 closed units OR 100 closed units

PLATINUM

\$10 million to \$19,999,999.99 OR 52 to 99 closed units

GOLD

\$5.0 million to \$9,999,999.99 OR 40 to 51 closed units

SILVER

\$3.0 million to \$4,999,999.99 OR 31 to 39 closed units

BRONZE

\$2.0 million to \$2,999,999.99 OR 24 to 30 closed units

2019 BRONZE AWARDEES

INDIVIDUAL

Chris Britt
Howard Hanna Real Estate Services

Erin Wolfe Cucarese
Howard Hanna Real Estate Services

Lori A. Dzuka
Howard Hanna Real Estate Services

Rob Ferrari
Howard Hanna Real Estate Services

Laura Geary
Howard Hanna Real Estate Services

Sabrina Geraci
Howard Hanna Real Estate Services

Hollie L. Hooper
Howard Hanna Real Estate Services

Tracey P. Khalil
Howard Hanna Real Estate Services

Marian M. Miller AHWD SRES
Keller Williams Realty

Betty Moraca ABR CRB CRS GRI
Howard Hanna Real Estate Serv.

Kathleen Narr
Howard Hanna Real Estate Services

Marcie Parrish ABR ASR CRS SRES
RE/MAX C.S.I., REALTORS

Mario P. Rudolph
Howard Hanna Real Estate Services

Tammy Shiel
Howard Hanna Real Estate Services

Jennifer Stout SRES
Howard Hanna Real Estate Services

Tony Tenfelde
Howard Hanna Real Estate Services

Marsha Thompson
Howard Hanna Real Estate Services

Alice Vaday
Howard Hanna Real Estate Services

Michele Williams
Howard Hanna Real Estate Services

Bunny Wolff
Berkshire Hathaway HomeServices
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