

# Dillsburg Banner - Section B



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## REAL ESTATE: Carpenter Builds Relationships

**Steven M. Nesbit**  
Feature Writer/Dillsburg Banner

If there was a documentary about Olivia Carpenter's real estate career, you would see a young woman, 31 years old, with two children (a 3-year-old and a 7-year-old) at home. The phone rings and the 7-year-old runs to answer it. It's a man by the name of Vernon Anderson. Olivia called him earlier about a property that was for sale and now her life was about to change. Two months later, Vernon called Olivia and said, "I'm opening a real estate office in Dillsburg. Would you be interested in working as an agent at Anderson Real Estate?"

Olivia's father was in real estate; so was her grandfather. Her father dealt with commercial real estate. Her grandfather came to the United States from Italy and sold fruit from a wagon during the Great Depression. Later, he began to buy properties - large properties in Baltimore.

"My father managed those properties and I had been studying the real estate business to the point where I could've been licensed at any time. So, I went and talked to Vernon and that was it. In 1981, I became a real estate agent," she said.

"I'm an agent. That's what I do. I still sell real estate ... I had my associate broker's for years, and only in 2008 did I actually initiate my license to become a broker. So, I'm now broker of record for Keller Williams Keystone Real Estate."

Olivia explained that the broker is responsible for everything. A broker is responsible to ensure the

### Following in the footsteps of her father and grandfather, Dillsburg agent sees the true value of selling real estate

business is acting in a legal fashion. Everything within the real estate company is listed with the broker, the agent is only a representative for the broker.

"The bottom line is, it's always the broker who is responsible for the actions of

the agent," said Carpenter. "Therefore, my job is to make sure agents understand the legal responsibilities of the contract and the legal responsibilities to the client, be it a buyer or a seller. That's what a broker does."

The agent goes out, sells

the property and writes the contract for the house. The broker reviews the paperwork to ensure it meets the guidelines of the Commonwealth of Pennsylvania. Olivia only spends a few hours per week reviewing agents' paperwork.

The majority of her time is spent actually selling houses.

Carpenter once heard a speaker who said, "Find something you love to do and then find somebody to pay you to do it."

"I'm still selling houses," she said. "It's my passion!"

Olivia thinks of herself as a tour guide in addition to a real estate agent. "My parents were history buffs, and I loved tour guides as a kid. We'd go to D.C. all the time and I'd love listening to the guides. I went to the White House, to Congress, to Annapolis, to Gettysburg and places like that. Lucky me. I found a career that allows me to be a tour guide every time I show a house. I was fortunate to find what I truly love to do. Now I'm a broker, too, so I've advanced to about the highest level in the real estate business.

As far as accomplishments, Olivia has been a member of the Harrisburg Association of Realtors Winners Circle for more than 20 years. The Winners Circle is earned in recognition of peoples' accomplishments throughout each year regarding the volume of real estate they sell.

"I have a fairly good idea of what volume I'm going to do by the end of the year. Luckily, I've been fairly consistent," said Carpenter. "Now that's not to say that the last few years haven't been difficult. They have, but there have been six-figure years, too. When I started, my first sale was at 15.5 percent. That was the interest rate. So, it went from 15.5 percent and steadily went down to 3.25 percent, which is what it is near today. That's a huge difference in the ability to sell. We should be having a tremendous real estate market at 3.25 percent."

Carpenter doesn't spell success with dollar signs. She says, "Success is the people you've met," and that people



Photo by Daniel Zampogna

**Olivia Carpenter is now the broker of record for Keller Williams Keystone Real Estate, York. There is a misconception that Carpenter moved to York, but she didn't. All of her house listings are in this area from Harrisburg to Dillsburg.**

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Realtor builds on relationships*

### NORTHERN LACROSSE

Northern Boys' Lacrosse Week in Review (4/15 - 4/21)

If you put a lacrosse stick

in a boy's hand, some say he will never want to put it down. Going into overtime for the third time in four

games, the Northern boys' lacrosse team took that sentiment to the extreme in their match against Trinity on Monday, April 16.

One week prior, the Polar Bears defeated York Suburban in overtime when Evan Werner's third goal of the night gave Northern the road victory. They then lost a heartbreaker in double overtime to Lower Dauphin on Wednesday, April 18.

Monday night saw the Shamrocks of Trinity come to town. Northern seemed to have the game in hand as they took an 8-3 lead into the final frame. However, a string of penalties left the Polar Bears shorthanded for extended periods of time. The Shamrocks took full advantage of these miscues and roared back, outscoring the home team 6-1 in the fourth quarter to tie the contest 9-9 at the end of regulation.

John Gamber came out determined to finally have the kind of breakout game fans have been anticipating all season. No. 11 capped a six-goal, three-assist performance, finding the back of the net with 42 seconds left in the four-minute overtime period for Northern. Kevin Lytle added three goals and Evan Werner scored another for Northern. In goal, Zach Shumberger had 11 saves. Zach Martick and Werner each tallied one assist. Derek Davis and Zach Shope tied for the team lead with five ground balls, followed by Gamber (4), Lytle (3), Shumberger (3), Luke Lynes (3), Werner (2), Richard Settle (2), Jack Armstrong (1), Tristan Kalinay (1), Josh Levalley (1), Martick (1) and

*Continued on 5B  
NHS Lacrosse*



Curt Werner/Dillsburg Banner

**It is anyone's ball as it flies high in the air while the rain was falling. Northern's No. 11, John Gamber, and No. 18, Tristan Kalinay (in white), are sandwiched between Susquehannock players also going for the ball.**

**The Northern Polar Bear lacrosse team defeated Susquehannock in a driving rain on Saturday, April 21, 8-7 in overtime. This was the fourth overtime game of the year, of which the Bears have won three.**

### NORTHERN TRACK AND FIELD

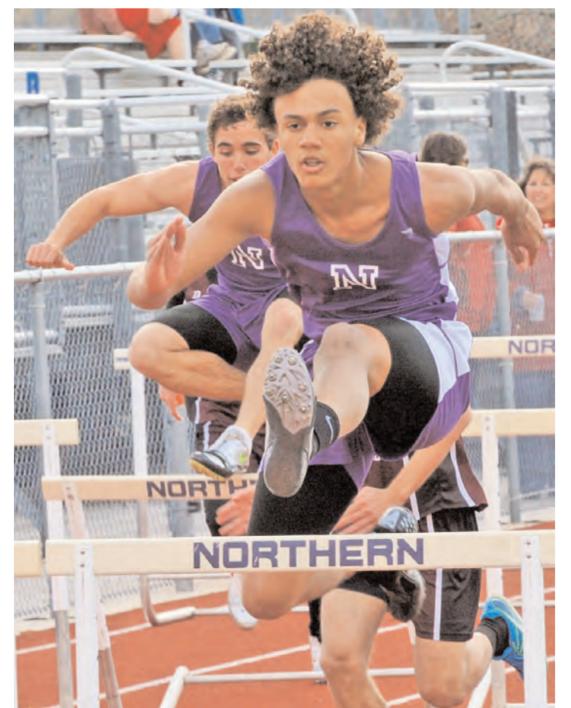
## Bears to Penn Relays

**Joe Guty**  
Staff Reporter/Dillsburg Banner

Two Northern High School track and field stars will compete in the Penn Relays this Thursday and Friday in Philadelphia. While the meet, held at Franklin Field, is known as the largest relay carnival in the world, it is also a showcase for high school, college and Olympic-caliber athletes competing in individual events. Northern freshman Kennedy Shank is slated to compete in the high school girls' pole vault championship on Thursday, April 26, and senior Bobby Smutsky will throw in the high school boys' javelin championship on Friday, April 27.

Last Thursday, April 19, Shank established a Bostic Field stadium record of 11-02 while winning the pole vault in a meet against Trinity, Bible Baptist and Harrisburg Christian. Shank's mark erased the record of 11-01 set by Georgia Williams, of Bermudian Springs, in 2009. The freshman paced the Lady Polar Bears, who scored 90 points but fell short to Trinity's 144 total. Harrisburg Christian posted 27 points and Bible Baptist tallied seven. Brittany Roberts helped the Northern girls in the field events as she won the shot put (35-10) and discus (104-03).

Other Lady Polar Bear placers in the top three included Shank (100-meter hurdles - 18.51), Darby Anderson (1600-meter run - 5:49.29 and 3200-meter run - 13:28.64), Michelle Yeager (800-meter run - 2:29.68),



Curt Werner/Dillsburg Banner

**Northern's David Cuckovic places first in the high hurdles against Gettysburg on Thursday, April 12.**

Monique Brown (high jump - 4-02), Hannah Davis (400-meter run - 1:03.78), Ali Hippensteel (long jump - 13-09.50 and triple jump - 29-10-50) and Madison Bleiler (discus throw - 88-11, javelin - 78-09 and shot put - 31-00).

In the boys' meet, Bobby Smutsky led the way with victories in the 100- (11.21) and 200-meter dashes, javelin (172-10) and the 4x100 relay. The Polar Bears edged the Shamrocks, 128-124. Harrisburg Christian scored 15 points and Bible Baptist had four.

Other individual event winners included Jason Barbaretta, who clocked 10:45.66 - his best 3200-meter time this season - Dan LaFrance (pole vault - 12-00) and Connor Foschi (discus - 129-09). Top three placers were Foschi (javelin - 146-07), Mitch McCullough (shot put - 38-10 and discus - 118-01), Eric McFadden (triple jump - 37-02.50 and long jump - 17-09.25), Collin Thomas (triple jump - 35-

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NHS Track and Field*

# Realtor builds on relationships

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have given her far more than she has given them. "I'm still friends with the very first person I ever sold a house to and that was 31 years ago," she said. "The second person I sold a house to, I just listed their father's house. Oh, my goodness, it's not a short-term relationship. These are long-term relationships because you're dealing with people."

She works with people who are dealing with the largest investment they'll ever make. "The involvement is very emotional. It involves families; it involves divorces; it involves deaths. It's not about the physical house. There is so much more involved," said Carpenter. "You can become a counselor. I've had to go to people who are crying. I've had to go to a person's house whose husband just dropped dead. There's been so many times I have gone to their home because I was involved already in their day-to-day life. But those relationships are long-term. I'd say the greatest success is the relationships that are enduring, and my clients would be there for me if I needed them. I'm very passionate about this. It's the people. It's not the money; it's the people."

Carpenter doesn't have to keep working right now, but she loves what she does. "It's a great generational thing," she said. "The grandparents have the kids, the kids call me, their kids call me. It's a family affair."

A typical day begins with a trip to the office. She actually works from three different office locations. She has an office in her home or she visits any of the Keller Williams offices depending on where she wants to be at the end of the day. After arrival, there's a lot of paperwork. Copies have to be made and there are emails to

check. Then the phone calling begins.

"There is a kind of regeneration always in motion," she said. "If I would see someone at the mall that I had sold a house to 10 years ago, I would cross the mall, because one thing about real estate is you have to keep yourself in front of people. They're not going to remember Olivia Carpenter when their child or their parents go to sell their house. So, every day I devote a portion of time to contacting what we call our database, which includes people that I know and people that I've sold to. I just touch base with them and have a friendly chat."

The rest of her day varies. "Today, I have to show houses, so from 11 a.m. to 2 p.m., I'll be showing people houses. At 2:30 p.m., I have to go

real estate. There's no vacations away from work anymore because I've got my iPad, iPhone and laptop. I never get totally away from real estate.

If a real estate agent is in the office, he's not making any money. You need to be out in your car. That's my philosophy."

In 2008, after about 28 years in the business, Keller Williams came to Olivia and asked her if she would consider moving from her office in downtown Dillsburg to a new office on the Carlisle Pike. Soon after, she was asked if she would go to York and help open an office there. She became the broker of record for that office.

"When I did that, the people around Dillsburg felt that I was selling real estate in York and not locally.

Honestly, in 31 years, I've only ever sold one house in York. I don't do it because that would be competing with those agents, and I refuse to do that," said Carpenter. "There is a misconception that I moved to York, but I didn't. All my listings that I have for sale are houses in this area from Harrisburg to Dillsburg. I think it is very important to note that I have houses listed in the city of Harrisburg, Carlisle, Hampton Township, Mechanicsburg and Dillsburg."

People have asked about the key to her success. She said, "I can take a perfect stranger. Let's say they're from North Dakota. I work with a lot of people from out of town coming into this area. Within five minutes, you would think that we had known each other our entire life. Maybe it's the Italian in me, I don't know. It's a curiosity that I have about other people. I want them to feel comfortable. If people feel comfortable, they'll trust you. In order to sell, a person has to be comfortable, because if they're



Photo by Daniel Zampogna

**Olivia Carpenter is on the phone during a typical work day after she has finished the paperwork, made copies and checked her emails at any one of the three Keller Williams' offices where she works.**

**"Selling houses is my passion."**

**"Success is the people you've met."**

**"I'm an agent. That's what I do. I still sell real estate."**

*-Olivia Carpenter*

to a real estate settlement in New Bloomfield. So, we travel a lot. I can easily travel 100 miles in a day. Today, I'll be in Mechanicsburg and then I'll travel to New Bloomfield. In the car, I'm on the phone. I don't text. If I'm on the phone, I'm setting up appointments. I always have a lot of open houses on Sundays. It's a seven-day a week job. It's not that you're working eight hours a day every day, but every day I do something associated with

## NMS Honor Roll Continued from 2B

Alexandra Melchert, Michael Mescall, Megan Michaels, Luke Molsky, Abby Monko, Christian Nase, Amanda Noll, Lily Ott, Dylan Pierce, Alison Reed, Curtis Robison, Blake Rondon, McKenna Rosensteel, Elihu Ruel, Joshua Schratz, Abigail Searfoss, Madison Seitchik, Christian Shindel, Andrew Smith, Derek Smith, Ethan Spencer, Kiersten Staley, Josiah Stetler, Emma Strouse, Dominik Topper, Sierra VanSickler, Amber Wagner, Madison Waits, Kate Weber, Rachel Wedemeyer, Austin K. Wenger and Austin Wonders.

8th Grade Honor Roll:

Tia Albert, Evan Amsrud, Andrew Aumen, Olivia Baker, Alyssa Becerra, Jacob Bender, Karley Berry, Sarah Berry, Allysha Bittinger, Jonah Brandt, Mackenzie Bream, Matthew Brekosky, Carly Burns, Noah Casey, Jamie Cashman, Jessica Crawford, Chelsea Danner, Joshua DeWitt, Rebecca Emig, Emily Fanton, Scott Forbes, Candace Gerber, Skylar Goff, Jacob Graybill, Kaitlyn Gwozdecki, Rachel Hennessy, Katherine Hixenbaugh, Codi Hutnick, Eric Jacobs, Becca Johnson, Zoe Kamin, Emma Kauffman, Logan Klein, Austin Kraus, Richard Lavery, Zachary LeBarron, Michaela Lowery, Madeleine Lucas, Brennan Maynard, Erin McKay, Kenneth McKeever, Sean Meckley, Allison Mizerak, Kenneth Murray, Bruce Naylor, Joshua Petery, Gunnar Renninger, Jonathan Ross, Leanna Russell, Dakota Santo, Matthew Sechrist, Triston Sorah, Elaina Sprigg, Blake Stuckey, Alyssa Swartz, David Tristan, Amber Vandevender, Jennifer Walker, Jacob Weller, Abigail Wiles and Derekk Wolf.

## Where Are They Now?

Did you graduate from NHS in the 1980s or 1990s? Who in your class would be a good candidate for an alumni feature? If you want to refer someone, please email their name, phone number and a few sentences to [snestbit3@comcast.net](mailto:snestbit3@comcast.net).

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