

2021



**READING-BERKS**  
Association of REALTORS®

# Annual Report



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# 2021 BYLAWS CHANGE

An amendment to the Reading-Berks Association of REALTORS® (R-BAR) Bylaws was proposed at the Holiday Luncheon and Annual Meeting on Thursday, December 2nd.

As per the requirements of the Association’s current Bylaws, REALTOR® members were eligible to vote on this amendment and were provided the opportunity to cast their vote via absentee ballot if unable to attend the Annual Meeting in person.

The amendments to the subsections (B) and (F) under Article 5, Section 3 of the Association Bylaws, extended the deadline of new member applicants requirement of completing Association orientation from the previous 90 (ninety) days to 120 (one-hundred and twenty) days.

Please see the new Bylaws, as passed, below:

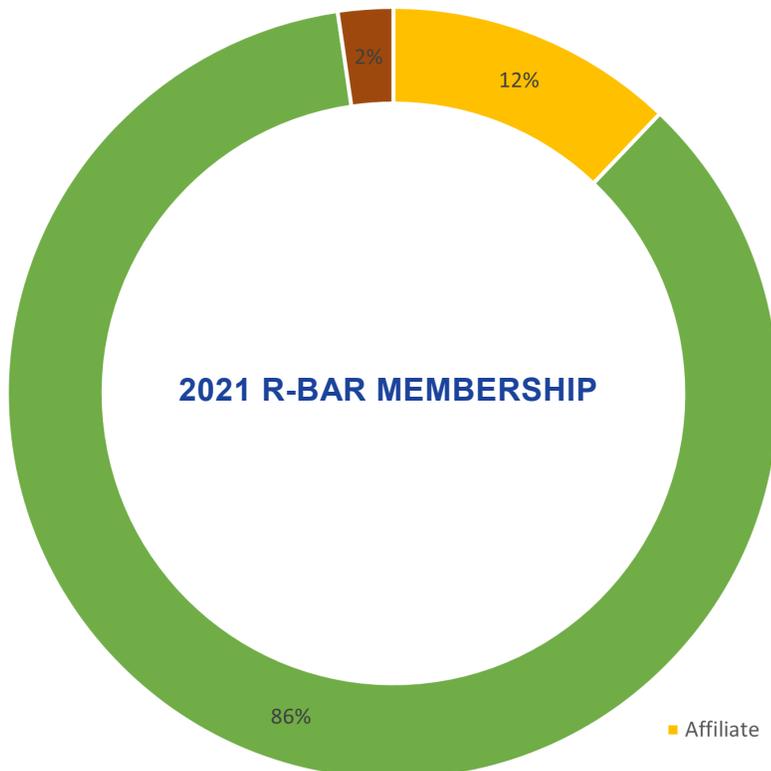
## SECTION 3. ELECTION.

The procedure for election to membership shall be as follows:

(B) If the Board of Directors determines the individual does not meet all of the qualifications for membership as established in the Association’s Bylaws or if the individual does not satisfy all of the requirements for membership, (for example, completion of a mandatory orientation program within **120 (one-hundred and twenty) days from association receipt of application**) membership may be terminated, at the discretion of the Board of Directors. The Board of Directors shall vote on the applicant’s eligibility for membership. If the applicant in question receives a majority vote of the Board of Directors, he/she shall be declared elected to membership and shall be advised by written notice.

(F) New applicants shall complete an Association orientation to understand the services and privileges of being an Association member within 120 **(one-hundred and twenty) days** from receipt of membership application. The content and length of the orientation will be determined by the Board of Directors from time-to-time.

# R-BAR MEMBERSHIP



# 1,255

Members of R-BAR in 2021, including REALTOR® and affiliate members.

■ Affiliate   ■ REALTOR®   ■ Secondary REALTOR®

# GOVERNANCE STRUCTURE



**R-BAR  STAFF**



**BRITTNEY  
BAKER SHURR**

ASSOCIATION  
EXECUTIVE



**COURTNEY  
DOMBROWSKI**

DIRECTOR,  
MARKETING &  
COMMUNICATIONS



**JOHN  
SAVANT**

DIRECTOR,  
GOVERNMENT  
& COMMUNITY  
AFFAIRS



**KATHY  
STOICA**

DIRECTOR,  
OPERATIONS  
& EVENTS

# 2021 BOARD OF DIRECTORS



**Erica Ramus**  
2021 PRESIDENT

**13**  
**10**

Board members sit on R-BAR's Board of Directors

Different offices are represented on our Board of Directors



**Angela Tolosky**  
PAST PRESIDENT



**Jason Burkholder**  
PRESIDENT ELECT



**CJ Levan**  
VICE PRESIDENT



**Gregory Guydish**  
TREASURER



**Antonio Borelli**  
DIRECTOR



**Mark Chaknos**  
DIRECTOR



**Jenniffer Jimenez**  
DIRECTOR



**Tyler Miller**  
DIRECTOR



**Marisol Torres**  
DIRECTOR



**Scott Troxel**  
DIRECTOR



**Victoria Venezia**  
DIRECTOR



**Merlin Weaver**  
DIRECTOR

# 2021 R-BAR MEMBERS SERVING NATIONAL & STATE POSITIONS



In 2021, the below Reading-Berks Association of REALTORS® members represented us at the national level for the listed committees/positions.



**Merlin Weaver**

- ◆ RPAC Trustees Fundraising Committee—Council Representative
- ◆ RPAC Major Investor Council—State Representative



**Erica Ramus**

- ◆ Research Committee—Vice Chair
- ◆ Association Liaison

**8**

Different members represented R-BAR at the state or national levels.



**Pennsylvania Association of Realtors®**

In 2021, the below Reading-Berks Association of REALTORS® members represented us at the state level for the listed committees/positions.



**Jason Burkholder**

- ◆ Horizons Committee—Vice Chair



**Johnathan Savant**

- ◆ Legislative Committee—GAD Member
- ◆ Public Policy Coordinating Committee—GAD Member



**David Mattes**

- ◆ Independent Expenditure Committee—Member
- ◆ Member Services Coordinating Committee—Chair/ At Large



**Marisol Torres**

- ◆ CI&I Committee—Member
- ◆ Diversity Committee—Member



**Mark Mohn**

- ◆ Legislative Committee—Member
- ◆ RPAC Committee—Member



**Victoria Venezia**

- ◆ RPAC Fundraising Committee—Member



**Erica Ramus**

- ◆ Finance Committee—Member
- ◆ Keystone Analytics Committee—Member
- ◆ Member Services Coordinating Committee—At Large Member



**Merlin Weaver**

- ◆ Diversity Committee—Member
- ◆ Executive Committee—Member
- ◆ Horizons Committee—Chair
- ◆ Strategic Oversight Committee—Member
- ◆ Liaison—PAR District 4 DVP

# LEGISLATIVE ADVOCACY

## GOVERNMENT AFFAIRS COMMITTEE

Our Government Affairs Committee works with local, state & federal officials to advocate the interests of REALTORS® and defends the rights of private property owners. The committee also promotes housing affordability, access and opportunity. The committee assists in fundraising and awareness of the REALTORS® Political Action Committee.

Committee Chair: Jaime Perez (pictured) Co-chair: Marisol Torres

Committee Members: Brad Weisman, Brandon Lesagonicz, Brittney Baker Shurr, CJ Levan, Craig Prutzman, Dave Snyder, David Mattes, Diane Longacre, David Renninger, Eva Eisenbrown, Glenda DeLillo, Jenniffer Jimenez, Katie Hetherington Cunfer, Marcus Gonzalez, Mark Mohn, Marshall Lytle, Merlin Weaver, Michael McDevitt, Pete Gustis, Sharon Kehres, Victoria Venezia



# \$15,000+

Raised at the **The R-PAC Grand Slam** held again this year at FirstEnergy Stadium, home of the Reading Fightin Phils.



This year's **Legislative Breakfast**, held at the Doubletree in Reading, featured discussions on local, state and national topics impacting the real estate industry with the following legislators:

- 1** U.S. Representative, Dan Meuser
- 1** Chief of Staff for PA State Senator Judy Schwank, Bill Evans
- 3** PA State Representatives, Ryan Mackenzie, Mark Gillian, Barry Jozwiak



## 2021 ADVOCACY

# 6

 Major advocacy wins

### Making Your Transactions Easier

- ◆ HB 523 passed into law as 2021 Act 75, improving financing options for homes with shared private roadways
- ◆ Point of Sale Inspection—repealed in Birdsboro, opposed in several other municipalities

### Driving Economic Development

- ◆ Berks County Housing Task Force formed to address the housing shortage
- ◆ Support passenger rail restoration between Reading and Philadelphia
- ◆ Involved in nearly a dozen strategic economic development plans throughout the county

### Supporting Real Estate Professionals

- ◆ PAR and R-BAR worked for months to pass HB 1849 which would permanently extend the livestreamed education waivers. This bill is still awaiting final passage.

# 2021 RPAC INVESTORS

PENNSYLVANIA



\$10,000 initial investment; \$5,000 to sustain (plus \$2,000 President's Circle contributions annually)



**Merlin Weaver**  
Compass Real Estate



\$2,000 initial investment; \$1,500 to sustain



**Erica Ramus**  
Ramus Realty Group



\$1,000 annual minimum



**Jason Burkholder**  
Weichert, Realtors®  
Welcome Home



**Susan Fox McFadden**  
Keller Williams  
Platinum



**Harry Fry**  
RE/MAX of Reading



**David Mattes**  
RE/MAX of Reading



**Mark Mohn**  
RE/MAX of  
Reading



**Brittney Baker Shurr**  
Reading-Berks  
Association of REALTORS®



**Victoria Venezia**  
RE/MAX of  
Reading



**Brad Weisman**  
Keller Williams  
Platinum



\$500.00—\$999.99  
annual minimum



**Sharon Kehres**  
Daryl Tillman Realty Group



**Michael McDevitt**  
Associated Realty  
& Appraisals



**Jaime Perez**  
Keller Williams Platinum



\$250.00 - \$499.99  
annual minimum



**Jim Adams**  
Pagoda Realty



**Tiffany Billingsley**  
Commonwealth  
Real Estate, LLC



**Antonio Borelli**  
Century 21 Gold



**Mitchell Darcourt**  
Pagoda Realty



**Glenda DeLillo**  
Coldwell Banker  
Realty



**David DeTurck**  
David DeTurck,  
REALTOR®



**Eva Eisenbrow**  
Keller Williams  
Platinum



**John Evans**  
Keller Williams  
Platinum



**Jamie Geyer**  
Keller Williams  
Platinum



**Debra Konowal**  
Stewart Abstract



**Marshall Lytle**  
Commonwealth  
Real Estate, LLC



**Philip Macaronis**  
RE/MAX of  
Reading



**Tyler Miller**  
Keller Williams  
Platinum



**Michael Rivera**  
Keller Williams  
Platinum



**Zylkia Rivera**  
Keller Williams  
Platinum



**Johnathan Savant**  
Reading-Berks  
Association of  
REALTORS®



**John Schmoyer**  
Fulton Mortgage  
Company



**Todd Sell**  
Pagoda Realty



**Angela Tolosky**  
Weichert, Realtors®  
Neighborhood One



**Steve Trego**  
Trego Insurance  
Agency



\$99.00 - \$249.99  
annual minimum

**The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to help elect candidates who understand and support their interests.**

Eric Angstadt  
Yohanny Baret  
Rose Beck  
Susan Bernhard  
Sandra Bieber  
Joseph Bilek  
Katie Broskey  
Jose Candelaria  
Gabiella Carannante  
Peter Champagne  
Robin Clemons  
Jeffrey Crosby  
Susan Diguglielmo  
Eric Donahue  
Elizabeth Egner  
Bonnie Eshelman  
Bill Evans  
Taylor Ferretti  
Venus Fioravanti  
Ronald Flowers  
Joette Frey  
Angelo Giannotti  
Collier Golden  
Kathleen Greiss  
Peter Gustis  
Jeroen Harmsen  
Donald Hutchison

Realty Wise  
Daryl Tillman Realty Group  
RE/MAX of Reading  
Realty One Group Exclusive  
RE/MAX of Reading  
Compass Real Estate  
Keller Williams Platinum  
RE/MAX of Reading  
Keller Williams Platinum  
Coldwell Banker Central PA  
RE/MAX of Reading  
Pagoda Realty  
RE/MAX of Reading  
RE/MAX of Reading  
RE/MAX of Reading  
RE/MAX of Reading  
Springer Realty Exton  
RE/MAX of Reading  
RE/MAX of Reading  
Berkshire Hathaway  
HomeServices Homesale Realty  
RE/MAX of Reading  
Turnberry Construction Group  
Assist2Sell Smart Choice Realty  
Daryl Tillman Realty Group

Jenniffer Jimenez  
Rebecca Johnson  
Nancy Jones  
Bradford Kissam  
Patricia Kofke  
Darren Kostival  
Kevin Kozo  
Gary Kubovcsak  
Barry Lausch  
  
Brandon Lesagonicz  
Diane Longacre  
Keith Malone  
Linda Manzella  
Melanie Mattes  
James McHale  
Eric Miller  
  
Melissa Newkirk  
Penny Noll  
Cynthia Oswald  
Rochelle Owens  
Mark Owens  
Arlene Lee Parisi  
Jean Pedersen  
Patricia Rapposelli

Austin Real Pros, Realtors®  
Keller Williams Platinum  
RE/MAX of Reading  
Keller Williams Platinum  
RE/MAX of Reading  
RE/MAX of Reading  
RE/MAX of Reading  
Springer Realty Exton  
RE/MAX of Reading  
RE/MAX of Reading  
HomeServices Homesale Realty  
RE/MAX of Reading  
RE/MAX of Reading  
RE/MAX of Reading  
RE/MAX of Reading  
Turnberry Construction Group  
Assist2Sell Smart Choice Realty  
Daryl Tillman Realty Group  
Weichert, Realtors®  
Neighborhood One  
Realty Wise  
RE/MAX of Reading  
Weichert, Realtors®  
Neighborhood One  
RE/MAX of Reading  
RE/MAX of Reading  
Keller Williams Platinum  
Keller Williams Platinum  
Coldwell Banker Central PA  
Keller Williams Platinum  
RE/MAX of Reading

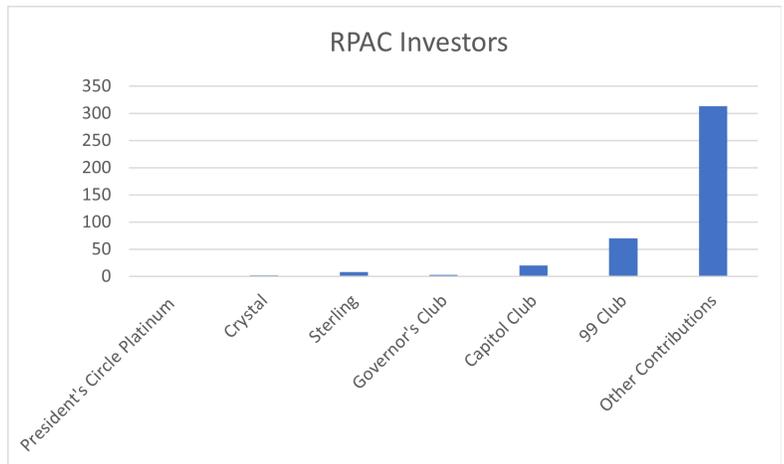
Sharon Rohrbach  
Robert Schmitz  
Mark Shanaman  
Jeffrey Sicher  
Patricia Smith  
Christopher Smith  
Kevin Snyder  
Richard Sosa

Faith Sprecher  
Kate Steffy  
Lisa Tillman  
Daryl Tillman  
Edward Tobias  
Jamie Tritz  
Randy Weidner  
Gregory Werner  
Chris Werner  
Brittney Whitford  
James Williams

RE/MAX of Reading  
Keller Williams Platinum  
RE/MAX of Reading  
Realty One Group Exclusive  
RE/MAX of Reading  
Daryl Tillman Realty Group  
RE/MAX of Reading  
Springer Realty  
Berkshire Hathaway  
HomeServices Homesale Realty  
Keller Williams Platinum  
Daryl Tillman Realty Group  
Daryl Tillman Realty Group  
RE/MAX of Reading  
American Financial Network  
RE/MAX of Reading  
RE/MAX of Reading  
RE/MAX of Reading  
Daryl Tillman Realty Group  
RE/MAX of Reading



**99+ RECEPTION**



RPAC Wins

**\$41,000.18**

Total amount raised for RPAC by R-BAR members in 2021

**40.6%**

Participation in RPAC contributions in 2021!

**2nd**

In membership participation in PAR's large board category



Alexa Sanchez, chair of the 2021 PAR RPAC Fundraising Committee, poses with members and staff in recognition of R-BAR's 2021 RPAC contributions.



New RPAC Wall of Fame installed in 2021

# 2021 REALTOR® EMERITUS

The REALTOR® Emeritus program is a special membership status honoring those REALTORS® who have maintained their membership for 40 years or more. Eligibility requirements include 1. Forty (40) years of REALTOR® or REALTOR ASSOCIATE® (or both) membership. and 2. Proof of one (1) year of service\* at the National Association level.

R-BAR was proud to recognize the following member as our newest REALTOR® Emeritus:



**Peter Champagne**  
Coldwell Banker Realty

*\* Service" is defined as serving as an NAR officer, director, committee member, Federal Political Coordinator, Global Ambassador, or Global Coordinator to a country with which NAR holds a reciprocal agreement.*

# 28

The total number of active R-BAR members with Emeritus status

## DIVERSITY, EQUITY, & INCLUSION

### Diversity, Equity, and Inclusion Committee

The Diversity, Equity, and Inclusion Committee works to cultivate diverse leadership and an inclusive environment that adequately represents the demographics of the communities we serve, to expand member knowledge of fair housing laws and protections through educational opportunities and partnerships, and to serve as an ambassador to minority real estate organizations and business leagues throughout Berks County.

Diversity, Equity, & Inclusion Committee 2021 Chair: Jenniffer Jimenez (pictured)  
2021 Committee Members: Jaime Perez, Jason Burkholder, Marisol Torres, Erica Ramus, Mark Mohn, David Mattes, Sharon Kehres, Jasmine Quezada



# 25

Participated the Fairhaven: Fair Housing Simulation Contest where REALTORS® assessed how well they adhere to fair housing principles.



# 20

Attended Diversity in the Workforce and Stories from a Philadelphia Judge program with Honorable Roger F. Gordon



# 9

Attended Three Secrets to Housing Stability in the 21st Century: Diversity, Equity & Inclusion with Adrian Garcia

# PROFESSIONAL DEVELOPMENT

## PROFESSIONAL DEVELOPMENT COMMITTEE

The Professional Development Committee works to identify educational topics of interest and knowledge-based gaps that exist within R-BAR's membership, and coordinates educational seminars, designation classes, and new member orientation to convey important information to members.



Professional Development 2021 Chair: Sharon Kehres (pictured)  
2021 Committee Members: Brandon Lesagonicz, Jenniffer Jimenez, Angela Tolosky, Erica Ramus, Heidi Wosak, Eleanor Weber, Susan Atkins, Lorraine Klahr, Carmen Chiumento, Alex Jackson, Jason Burkholder

**119**

Approximate number of new members who attended New Member Orientation in 2021

**20**

Attendees for *Best Practices for Choosing REALTOR® Champions* program

**39**

Attendees for the *Bright MLS Policy and Accuracy* program presented by Kurt Miller, Director, MLS Policy

**30**

Attendees for the presentation on *Where Are All the New Homes* presented by Matthew Breyer, local builder/owner of Breyer Construction and Landscape, LLC

**90**

Attendees at *A Conversation on the Do's and Don'ts Regarding Landlord/Tenant Actions* which included a panel of lawyers and our own R-BAR member, Angela Tolosky

**25**

Attendees for the *Standard Forms Update* with PAR's Desiree Brougher

**17**

Attendees for *Real Estate Safety Matters* CE session for Realtor® Safety Month

**21**

Attendees for the one and only in-person Lunch and Learn in 2021, sponsored by Fulton Mortgage on *First Time Home Buyers*

**bright**  
MLS

**21**

Number of programs offered by Bright MLS, including monthly webinars for R-BAR membership and new member training on how to get started with Bright and search essentials for the MLS.



This independent provider of real estate education works closely with R-BAR to offer designations, certification, prelicensing, and continuing education in our facility and online.

**8**

Sets of Real Estate Practice (45 hours per set) & Real Estate Fundamentals (30 hours per set) offered

**5**

Additional CE classes from October—December 2021 for 2022 cycle, including 3 Ethics courses provided

# 99.35%

Total percentage of required R-BAR members who completed their Code of Ethics Requirement

Code of Ethics cycle 6 ended December 31, 2021. REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The cycle requirement is every three years. Cycle 7 is January 1, 2022—December 31, 2024.

### COMMITMENT TO EXCELLENCE

The National Association of REALTORS® has initiated a Commitment 2 Excellence (C2EX) program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.

**We are PROUD of our Endorsed Members**



 <b>Pamela Beissel</b>	 <b>Jason Burkholder</b>	 <b>Julia Lynn Curry</b>	 <b>Mayleene DeFreece</b>
 <b>Gabrielle Dietrich</b>	 <b>Jack Evans</b>	 <b>Jenniffer Jimenez</b>	 <b>David Kantner</b>
 <b>Tyler Miller</b>	 <b>Mark Mohn</b>	 <b>Melissa Newkirk</b>	 <b>Erica Ramus</b>
 <b>John Savant</b>	 <b>Kate Steffy</b>	 <b>Dana Stout</b>	 <b>Scott Troxel</b>
 <b>Victoria Venezia</b>	 <b>REALTOR®</b>	 <b>Merlin Weaver</b>	

# COMMUNITY INVOLVEMENT

## OUTREACH COMMITTEE

Our Outreach Committee focuses on planning and implementing public service projects and functions. The committee seeks to enhance the positive perception and public awareness of REALTORS® and the value of their services. It also aims to provide support to relevant charities and community programs.

Outreach Committee 2021 Committee Chair: Jack Evans (pictured)  
2021 Committee Members: Sue Bernhard, Jason Burkholder, Alyssa Damiani, Tina Hogue, Jake Hughes, Todd Hummel, Deb Konowal, Lacey Pennypacker, Erica Ramus, Erica Wennell



**400+**

Baskets donated to Safe Berks, Mary's Shelter and OneLuv Outreach during **Easter Baskets for Berks 2021**

Documents shredded and half of a truckful of electronics recycled during **Electronic Recycling and Shredding Event**

**5,843 lbs**



Your Blood. Their Hope.  
**MILLER-KEYSTONE**  
BLOOD CENTER

**11**

Members donated at the **2021 Annual Blood Drive**

Food donated to Helping Harvest during October's **7th Annual Food Drive**

**3,670 lbs**



Number of years in a row Iron Valley Real Estate of Berks has collected the most pounds of goods per agent (18lbs in 2021) to win the Food Drive Trophy

**3**



**180**

Meals delivered on Thanksgiving Day for the **36th Annual Meals on Wheels**

Gifts donated to Children's Home during **The 2021 Angel Tree Project**

**136**



**\$738.26**

Raised on **R-BAR's REALTOR® Ring Day** benefiting the Salvation Army

# \$4,126.74

Total amount raised at the **2nd Annual 5K Run for Shelter** benefiting Habitat for Humanity of Berks County and Neighborhood Housing Services of Greater Berks, in support of homeownership and neighborhood revitalization.



## R-BAR CARE

# 1

R-BAR Care request was fulfilled in 2021. This non-profit benevolent fund was created to provide R-BAR members a financial reprieve in a time of need.

## 2021 NAR GRANTS

**Broker Involvement Grant**—used for Legislative Breakfast on Oct. 14th.

Allows local and state associations to create Broker activities which align with the Broker Engagement Committee's and Broker Engagement Council's purpose: increase broker engagement, representation and feedback regarding NAR's programs, services and strategic priorities.

**Commercial Innovation Grant**—used for CIC Downtown Walking Tour on June 17th.

Provides local and state REALTOR® associations with the opportunity to apply for funds to assist in providing new commercial services or programs.

**RPAC Fundraising Grant**—used for RPAC Grand Slam on Aug. 26th.

The RPAC Fundraising Grand assists state and local associations in hosting fundraising events and activities designed to increase RPAC fundraising receipts and RPAC participation.

# EVENTS & ENTERTAINMENT

## ENTERTAINMENT COMMITTEE

The Entertainment Committee plans and executes R-BAR social events, membership meetings and networking opportunities throughout the year.



Entertainment Committee 2021 Committee Chair: Deb Konowal (pictured)  
Committee Members: Jason Burkholder, Leo Harvey, Jake Hughes, Todd Hummel, Tina McKoy, Lacey Pennypacker, Erica Ramus, Steve Trego, Erica Wennell

The virtually held **Annual Installation Event** inducted the 2021 Board of Directors including 2021 Board President, Erica Ramus. The **2020 Awards** were announced at the event with the following receiving awards:

**REALTOR® of the Year:**

Merlin Weaver

**Affiliate of the Year:**

Debra Konowal, Stewart Abstract

**Grow with Berks Award:**

Pamela Shupp Menet and David Hunter

**Municipal Official of the Year:** Ken Pick, Berks County Redevelopment Authority

**Volunteer of the Year:**

Jerry Amadio



# 12

Members who participated in the **Women's Golf Clinic** held at Manor Golf Course.

# 122

Registered for the **Summer Picnic** at Jim Dietrich Park for all members and their families



# 15

Teams played in the **Annual Golf Tournament** held at the Reading Country Club

## Congrats to Our Tournament Winners!

1st Flight—1st Place  
Matt Dolinsky, Ryan Holloway, Josh Sapna, Jose Candelaria

2nd Flight—1st Place  
Jamie Ware, Leo Harvey, Taylor Gibson

1st Flight—2nd Place  
Tim Melcher, Scott Jaraczewski, Brian Esterly, Max Cluster

2nd Flight—2nd Place  
Mike McDevitt, Pete Champagne, Craig Binkley, Thomas Bellairs

# 98

Attended the **Annual Holiday Luncheon and Annual Meeting** held at Mimmo's Italian Restaurant



# R-BAR NETWORKING

## YOUNG PROFESSIONALS NETWORK

The Young Professionals Network (YPN) helps young real estate practitioners become more business savvy by hosting regular networking events, communicating with other YPN members, and sharing tips and tricks.



Young Professionals Network 2021 Committee Chair: Brandon Lesagonicz (pictured)  
Committee Members: Angela Tolosky, Autumn Sanger, Justina Ott, Merlin Weaver, Jenniffer Jimenez, Alan Patke, Erica Ramus



**6** Super heroes, in addition to other R-BAR members, worked with the community to clean Pendora Park in Reading.

**25** Attended the YPN sponsored Virtual Speaker Series—*Growing Your Business in the Off Season* featuring speakers Jordan Pyle, Piper Knoll, and Sam Medvene.

Number of members who attended paint night at Ridgewood Winery

**11**



After the 5K Run for Shelter, YPN hosted a post-run Libations Mixer at B2 Bistro



## COMMERCIAL AND INDUSTRIAL COUNCIL (CIC)

The Commercial and Industrial Council (CIC) is for those REALTORS® and associate members doing business in the commercial real estate industry. With literally decades of experience, fellow members can help you with any local commercial transaction. With access to a network of individuals in the commercial real estate market, CIC members meet monthly to discuss various commercial and industrial opportunities in the area as well as get professional training and development. R-BAR members can join for only \$35 annually!

CIC held meetings with municipal planners from several local governments including Berks County, Sinking Spring and Wyomissing for updates to economic development and changes to local zoning and permitting processes.



**100+**

REALTORS®, developers and local officials attended the Downtown Walking Tour

# LEGAL RESOURCES

R-BAR is part of the PAR Professional Standards Cooperative as one of 31 associations out of 40 statewide to participate.

Out of 45 Code of Ethics complaints filed state-wide, 3 were associated with R-BAR members.

## R-BAR PROFESSIONAL STANDARDS COMMITTEE

In order to participate with the statewide cooperative, our association is responsible in providing local level volunteers to sit on the Professional Standards Committee. All members complete training. The committee responsibilities include reviewing potential ethics violations submitted by members of the association and/or consumers, holding hearings as warranted, and determining appropriate disciplinary action in accordance with the NAR Code of Ethics and Arbitration Manual.

### 2021 Appointees:

Cheryl Arroyo | William Beards | Craig Binkley  
Mary Brickner | Jason Burkholder | Peter Champagne  
Paul Ernst | Peter Gustis | Gregory Guydish  
Douglas Hayward | Dawn Hickernell | Sharon Kehres  
Kim Marks | Tyler Miller | Arlene Lee Parisi  
Joe Peterson | Erica Ramus | Kate Steffy  
Craig Stringer | John Sylvester | Angela Tolosky  
Victoria Venezia | Deborah Wurtz

**23**

Appointed to the Professionals Standard Committee for R-BAR

The National Association of Realtors® Code of Ethics lies at the heart of being a Realtor®. Since its adoption in 1913, the Code has promoted time-honored principles that are generally defined as:

- ✓ **Loyalty** to clients
- ✓ **Fiduciary duty** to clients
- ✓ **Cooperation** with competitors
- ✓ **Truthfulness** in statements & advertising and **non-interference** in exclusive relationship that other Realtors® have with their clients.

## R-BAR's NEWEST MEMBER BENEFIT: SUPRA eKEYS

As of October 18th, 2021, R-BAR offers Supra eKEYS as a member benefit

Supra eKEYS Basic is now available through R-BAR. This allows those doing business outside of Berks County, who encounter Supra lockboxes, to request eKEYS from R-BAR instead of other associations. To register for an eKEY or for more details on this member benefit, visit [www.realestateinberks.com/ekeys](http://www.realestateinberks.com/ekeys).

### FIRST 30 DAYS

**99**

New eKEYS issued

**23**

eKEY users switched their eKEYS to R-BAR

### REMAINDER OF 2021

**7**

New eKEYS issued

# R-BAR COMMUNICATIONS

**152** eblasts were sent to **1,180** subscribers

These eblasts include the R-BAR Insider, Professional Development emails, In Memory notifications, event reminders, advocacy updates, and other important membership information.

**65** Real Estate in Berks eblasts sent to **1,025** subscribers

These eblasts include affiliate and sponsor advertising, open house announcements, broker open house announcements, and information on upcoming events hosted by members.

**1,120** Approximate number of homes and offices that received the quarterly newsletter, Property Lines

**20** Average number of ad spaces sold per issue of Property Lines, including sponsorship advertisements

**7** Advertisements per month, on average, were sold and occupied on R-BAR's website



**1.3K** Page likes for public R-BAR page



**282**  
Followers



**1.1K**  
Followers



**270**  
views of

**615** Members in private R-BAR REALTORS® group

**15**

recordings and videos uploaded

# R-BAR AFFILIATE MEMBERS

Affiliate Membership in the Reading-Berks Association of REALTORS® provides a direct link between real estate industry specialists and the 1,000+ local REALTOR® members here at R-BAR. They join us in advocating for homeownership rights, improving our communities, and serving our clients to meet all the needs throughout and beyond the purchase process.



# 73

affiliate companies equaling

# 152

affiliate members

Adams Window Fashions  
Advanced Water Resources, Inc.  
All County and Associates, Inc  
All-N-1 Chimney's & More  
Anderson Insurance Brokers  
Bachman's Roofing, Building & Remodeling, Inc.  
Backland Services  
Barry Isett & Associates, Inc.  
Bartush Signs, Inc.  
Bestonium, LLC  
Berks Realty Services  
Better Life Inspection Company  
Boyer Engineering, LLC  
Bright MLS  
Dan Williams Photography  
Daniel Rivera—Individual Member  
Diamond Credit Union  
Door-To-Door Home Inspections, Inc.  
Fairway Independent Mortgage  
Fidelis Mortgage Corporation  
Flanagan State Bank  
Fleetwood Bank  
Fox Rothschild LLP  
Fulton Mortgage Company  
Gateway Mortgage Group  
Greater Reading Chamber Alliance  
Guard Home Warranty  
Home Builders Association of Berks County  
HomeTeam Inspection Service of Reading-Berks  
Ira G. Mohler & Son, Inc.  
Knies Insurance Group  
L&L Services  
Lapp Gas Appliance  
Maple Crest Construction  
MAX Mortgage  
Members 1st Federal Credit Union

MID PENN BANK  
Miller Law Group, LLC.  
Mortgage America/Wyomissing  
Motto Mortgage - Scott DeFrees  
National Property Inspections  
NHS of Greater Berks  
Northpointe Bank  
Orrstown Bank  
Paramount Residential Mortgage Group  
PETRO Home Services  
Pillar to Post  
Polley Associates  
Pride Abstract & Settlement Services  
Pro Max Fence Systems, LLC  
PuroClean of Northern Lancaster County  
REEACT  
Regal Abstract  
Reliable Inspections  
Reliable Moving  
Residential Mortgage Services  
Riverfront Federal Credit Union  
Sentry Abstract Company  
Spatenhaus Drone Photography  
Stewart Abstract of Berks County  
Suburban Property Inspections  
Sun Federal Credit Union  
Sunrise Restorations Insulation Contractor  
Sweet Water Woodworks, LLC  
Tidewater Mortgage Services, Inc.  
Tompkins VIST Bank  
Traditional Mortgage  
Trego Insurance Agency, LLC  
Turnberry Construction Group  
US Health Advisors  
Victory Bank  
Visions Federal Credit Union  
Wise Interior

# 2021 R-BAR SPONSORSHIP PROGRAM

R-BAR's Annual Sponsorship Program is a comprehensive program for real estate-affiliated businesses interested in maintaining quality relationships within the industry. The tiered program incorporates event sponsorships, advertising, marketing, business presentations, and networking opportunities.

THANK YOU to the **16** companies who sponsored R-BAR in 2021!

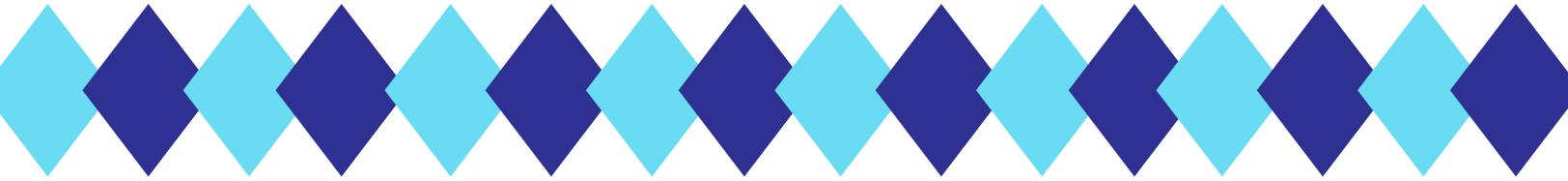
**THAT'S WHO WE REALTOR** **2021 Sponsors** **READING-BERKS Association of REALTORS®**

**DAN WILLIAMS photography** **GENERAL CONTRACTING** Commercial ■ Industrial ■ Residential **Polley ASSOCIATES SCHOOL OF REAL ESTATE**

**HomeTeam INSPECTION SERVICE**

**Fulton Mortgage Company** **Jamison APPRAISAL Services** **RMS Residential Mortgage Services** **VISIONS FEDERAL CREDIT UNION**

Bright MLS, Fleetwood Bank, Greater Reading Chamber Alliance  
Mortgage America - Wyomissing, Northpointe Bank,  
PETRO Home Services, Stewart Abstract, Tompkins VIST Bank



The Reading-Berks Association of REALTORS® promotes a high standard of professionalism, advocates for private property rights and strives to improve the quality of life in our communities.



# READING-BERKS Association of REALTORS®



NATIONAL  
ASSOCIATION *of*  
REALTORS®



**Pennsylvania  
Association of  
Realtors®**

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