



2025

ANNUAL

REPORT

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Organizational Chart



2025 Board of Directors



David Snyder
President



Eva Eisenbrow
Past President



Melissa Fox
President-Elect



Mark Chaknos
Secretary



Glenda DeLillo
Treasurer



Antonio Borelli
Director



Julia Curry
Director



Scott Jaraczewski
Director



Sharon Kehres
Director



Brandon Lesagonicz
Director



Lacey Pennypacker
Director



Lisa Tillman
Director



Brad Weisman
Director

Outgoing Board Directors



Eva Eisenbrow
Coldwell Banker Realty
2021-2025
2024 President



Antonio Borelli
Century21 Gold
2021-2025



Mark Chaknos
Keller Williams
Platinum Realty
2020-2025
2024 & 2025
Secretary



Glenda DeLillo
Coldwell Banker Realty
2023-2025
2024 & 2025
Treasurer

Executive Committee

President, Chair - **Dave Snyder**
Past President - **Eva Eisenbrown**
President-Elect - **Melissa Fox**
Secretary - **Mark Chaknos**
Treasurer - **Glenda DeLillo**

Finance Committee

Treasurer, Chair - **Glenda DeLillo**
Members - **Antonio Borelli, Dave Snyder, Jason Burkholder, Julia Curry, Eva Eisenbrown, Melissa Fox**

Bylaws Task Force

Chair - **Dave Snyder**
Members - **Antonio Borelli, Scott Jaraczewski, Mike McDevitt, Lisa Tillman, Brad Weisman**

Policy Task Force

Chair - **Julia Curry**
Members - **Eva Eisenbrown, Glenda DeLillo, Jenniffer Jimenez, Brandon Lesagonicz**

Strategic Plan Task Force

Chair - **Melissa Fox**
Members - **Jen Barkman, Mark Chaknos, Laura Culp, Courtney Dombrowski, Odette Gacet, Nelson Gamez, Sharon Kehres, Steve Kope, Mark Mohn, Lacey Pennypacker, Tina McCoy**

Staff



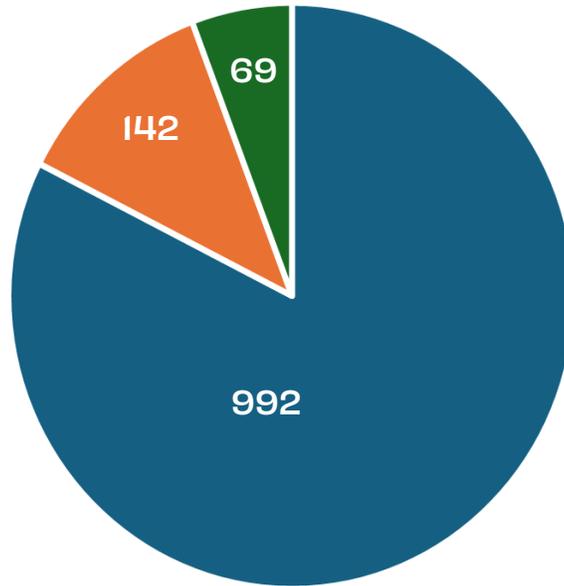
4 years with R-BAR
Courtney Dombrowski
Marketing & Communications Director

3 years with R-BAR
Laura Culp
Membership & Events Director

2 years with R-BAR
Mark Mohn
Government Affairs Director

>1 year with R-BAR
Ali Columbus
Association Executive

Membership at a Glance



■ REALTOR® Members ■ Affiliate Members ■ Other (CIC Only, Non-Member Sales, Etc.)

Membership Breakdown

Membership Type	Count
REALTOR® Members	992
Affiliate Organizations	45
Affiliate Members	97
Other Categories (CIC only, Non-Member Sales, etc.)	69
TOTAL R-BAR Members (as of 12/10/2025)	1,203

Our REALTOR® members represent **79** different brokerages.

Bylaws Change

1 task force to brainstorm, discuss, and determine Bylaws changes.

2 town hall meetings held to answer questions and receive feedback.

1 special REALTOR® meeting to vote on the Bylaws changes.

186

Yes

0

No

0

Abstain

14 of **21** Articles in the Bylaws were updated or changed.

Did You Know?

R-BAR had **1** sign on our building replaced with our new logo.

R-BAR's suite number **350** was added to the complex directory.



National Association of REALTORS® NAR Committee Members

2 R-BAR members represented the Association at the National level.



Jason Burkholder
Public Policy Coordinating Committee
Member at Large



Merlin Weaver
RPAC Trustees Fundraising Committee
Member: Regional Representative

1 NAR Leadership Conference attended in Chicago by Ali Columbus, Association Executive & Melissa Fox, President- Elect.



Congratulations , Jason Burkholder!

*Jason was one of
three PA REALTORS®
selected to serve as a
NAR Director.*



Pennsylvania Association of REALTORS® PAR Committee Members



Jason Burkholder
Board of Directors
NAR Director



Sharon Kehres
Legislative Committee
District Appointment (PE)

Grievance & Professional Standards Committee

17

R-BAR REALTOR® members volunteered to sit on the Grievance & Professional Standards Committee.

Antonio Borelli, Jason Burkholder, Mark Chaknos, Pete Champagne, Paul Ernst, Eva Eisenbrown, Nelson Gamez, Dawn Hickernell, Sharon Kehres, Brandon Lesagonicz, Tyler Miller, Arlene Parisi, Dave Snyder, Daryl Tillman, Angela Tolosky, Vicki Venezia

1

Jason Burkholder elected as 2026 PAR District 4 Vice President.

2026 DISTRICT VICE PRESIDENTS		
DISTRICT 1 Stephanie Biello	DISTRICT 5 Terry Solomon-August	DISTRICT 9 Mark Kibbe
DISTRICT 2 Michael Maerten	DISTRICT 6 Tamra Peroni	DISTRICT 10 Julie Sebock
DISTRICT 3 Dayna Gray	DISTRICT 7 Dawn Avery	
DISTRICT 4 Jason Burkholder	DISTRICT 8 Douglas Meagher	

PAR Directors

Melissa Fox, Nelson Gamez, Sharon Kehres, Dave Snyder, Vicki Venezia
Alternates: Jason Burkholder, Dave Mattes

PAR Meetings

4

PAR meetings attended throughout the year: Winter, Spring, Fall & Legislative meetings.



2023 - 2025 Strategic Plan

In 2023, R-BAR launched a three-year Strategic Plan to guide our work, strengthen our membership, and advance the real estate profession in Berks County. As 2025 concluded this plan, we're proud to reflect on how these priorities shaped our actions and outcomes.

1 Establish the Association as the leading source of information to members, the community and the media on real estate related matters.

2023-2025 Accomplishments:

- Completed a comprehensive member communications audit, with survey findings having shaped future communication strategies.
- Launched planning and discovery work for a future website redesign to better serve members and the public.
- Expanded fair housing and DEI education to ensure members and the community understand the impact of both on real estate through the promotion of Fairhaven and At Home with Diversity trainings.

2 Create a culture of volunteerism where members are actively engaged in the Association.

2023-2025 Accomplishments:

- Increased broker and office engagement through ongoing in-office meetings.
- Established office liaison role to improve communication between R-BAR & member offices.
- Built deeper collaboration with Polley Associates by signing 3-year contract.

3 Ensure Association membership and finances are healthy and sustainable.

2023-2025 Accomplishments:

- Conducted a comprehensive review of Association Bylaws, with updates passed in 2025.
- Began development of a policy framework to support future governance needs.
- Revamped affiliate and tiered sponsorship programs.

4 Expand the Association's position as the leading advocate for private property rights and property ownership in Berks County.

2023-2025 Accomplishments:

- Built and sustained relationships with regional and industry partners, including planning commissions and housing organizations.
- Advanced advocacy coordination through Government Affairs initiatives.
- Continued outreach to encourage broader RPAC participation and investors.

Find our 2026-2028 Strategic Plan on our [website!](#)

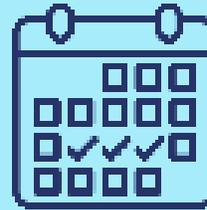
2025 Annual State of the Market Report Berks County, PA



Median Sold Price

2025 - \$290,000
 2024 - \$275,000
 2019 - \$172,700
 2017 - \$162,248

Days on Market



2025 - 23
 2024 - 22
 2019 - 45
 2017 - 52

Manufactured Homes Sold Under \$100K



2025 - 1
 2024 - 8

Units Sold

2025 - 4,113
 2024 - 4,132
 2019 - 5,378
 2017 - 5,210

Fast Fact

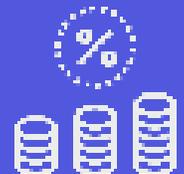
From July 2002 until Sept. 2022, rates were over 6.5% for a fiscal quarter only twice: Summer 2006 & Summer 2007

Showings

2025 - 68,735 for 4,790 listings
 2024 - 68,245 for 4,652 listings

Did you know?

Oct. 1998 was first time interest rates were under 6.5%



New Construction

2025 - 124 new construction homes sold
 22 homes were under \$300,000
 2024 - 143 new construction homes sold



Questions?

Contact Mark Mohn
 Government Affairs Director
mark@realestateinberks.com
 610-375-8458 ext. 108
www.realestateinberks.com

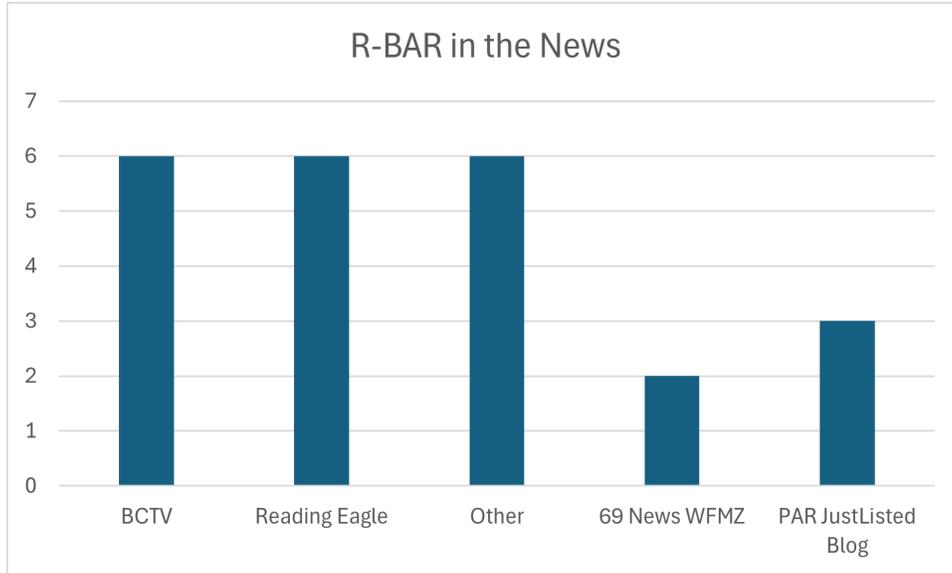
Information provided by Bright MLS



quarterly reports, including the above annual report, were created this year.

Communications

Press Releases

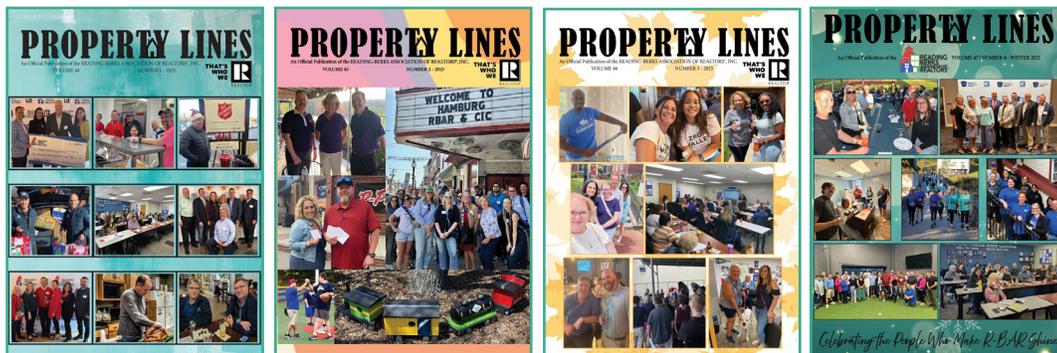


R-BAR or the Reading housing market were featured **20** different times in:

8 different media outlets.

3 PAR JustListed articles, including REALTOR® Reach Out Month, Red Kettle Campaign, & Hispanic Heritage Month where Ernie Salgado was featured.

1 featured spotlight by 69News WFMZ regarding the Glidden Site Tour.



154 pages of content in **4** additions of Property Lines.

Member Benefits

1 new member benefit added in 2025 through Moselem Springs Golf Club.

1 new Supra eKey partnership with Luzerne County.

3 R-BAR members participated in the Win-Win program, earning 25% off of their 2026 local dues for recommending 3 organizations to the Association as affiliates: **Jennifer Blankenbiller, Antonio Borelli, and Scott Jaraczewski.**

REALTOR® Emeritus

REALTOR® Emeritus status recognizes those who have a cumulative 40 years of membership and completed at least one year of association service at the national (NAR) level (requirements as of 2015).

Combined, our active REALTOR® Emeritus members have **1,275** years in the real estate business!

1965 is the earliest year one of our REALTOR® Emeritus members joined NAR.

26 active R-BAR members have achieved REALTOR® Emeritus status.

- Robert Ahner
- Thomas Bellairs
- Sandra Bieber
- James Brumbach
- Michael Chaknos
- Pete Champagne
- Dave DeTurck
- Wink Dietrich
- Sheri Dougherty
- Jack Fry
- John Gross
- Douglas Haring
- Douglas Hayward

- Donald Hutchison
- Edward Jenkins
- Donald Lebo
- Fred Levering
- Marshall Lytle
- Joe Peterson
- E. Dianne Reed
- Jeff Sicher
- Jeffrey Stout
- John Sylvester
- Conrad Vanino
- Betty Volk
- Randall Weeber

2025 R-BAR Award Winners

5

R-BAR awards were presented at the 2025 Year-End Brunch.

30

nominations overall were provided by members for the various categories.



Ernie Salgado
REALTOR® of the Year



Fulton Mortgage Company
Affiliate of the Year



Sue Bernhard
Volunteer of the Year



Jeremy Zaborowski
Grow with Berks Award



Tony Veloz
Municipal Official of the Year

Social Happenings

54 attended the fiesta-themed Summer Kickoff at Craft 2700.



3 social hours were held throughout the year.



1 Year-End Brunch was held with a coronation (if you know, you know).



1 Pumpkin REALTOR® was created & displayed for Pumpkin People of Wyomissing.



Affiliate Organizations

Affiliate Advisory Committee

Chair - **Steve Kope**

Vice Chair - **Daniel Sansary**

45 affiliated organizations in 2025.

142 affiliate members involved in R-BAR.

4 of R-BAR's committees (excluding Affiliate Advisory Committee) have affiliate members as chairs or vice chairs.

10 new affiliate organizations joined R-BAR.



- 2-10 Home Buyers Warranty
- Barry Isett & Associates, Inc.
- Bartlett Tree Experts
- Boyer Engineering, LLC
- Bright MLS*
- Caring Transitions of Reading, PA
- Commonwealth Commercial Appraisal Group
- Comparion Insurance Company
- Compleat Restorations
- Diamond Credit Union
- Dierolf Plumbing and Water Treatment
- Discovery Federal Credit Union
- Fidelis Mortgage Corporation
- Fleetwood Bank
- Fulton Mortgage Company*
- Gateway Mortgage Group
- Goosehead Insurance-Brad Coley
- Greater Reading Chamber Alliance
- Guardian Transfer
- Guild Mortgage Company
- Habitat for Humanity of Berks County
- Home Builders Association of Berks County
- Homesale Settlement Services

- Horizon Farm Credit, ACA
- Lausch Moving Co.*
- Lending Heights Mortgage - Hummel Mortgage Team
- Members 1st Federal Credit Union
- Miller Law Group, LLC
- Mortgage America*
- Moselem Springs Golf Club
- Neighborhood Housing Services*
- Office Service Company
- Real Estate Exposures
- Riverfront Federal Credit Union
- Sentry Abstract Company
- Stewart Abstract of Berks County Inc*
- Sun Federal Credit Union
- Tompkins Community Bank
- Transfer Mortgage, LLC
- Trego Insurance Agency, LLC
- Truist Bank Mortgage Lending
- Turnberry Construction Group
- Univest Bank and Trust Co.
- US Health Advisors
- Visions Federal Credit Union*

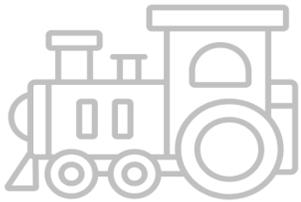
*denotes 2025 tiered sponsors

2025 Tiered Sponsors

THANK YOU to the  organizations who sponsored R-BAR in 2025!



Golden Pagoda



Silver Railroad



Stewart Abstract



Bronze Pretzel

Bright MLS
Members 1st Federal Credit Union
Mortgage America - Wyomissing
Neighborhood Housing Services of Greater Berks Inc.

Advocacy Government Affairs Committee

Chair – **Mike McDevitt**

Vice Chair – **Brandon Lesagonicz**

Members – **Jason Burkholder, Glenda DeLillo, Shon Elk, Eva Eisenbrown, Todd Hummel, Diane Longacre, Sharon Kehres, Ean Kofsky, Dave Mattes, Noelle Seaton, Dave Snyder, Angela Tolosky, Vicki Venezia, Brad Weisman**

64

REALTORS®, affiliates, guests, politicians & staff attended the 6th Annual RPAC Grand Slam at First Energy Stadium.



34

people attended the Advocacy Breakfast held at the Berks Agricultural Center.



4

number of Representatives R-BAR members met with on PAR Day on the Hill in June.



30

attended the RPAC \$99 Reception.



Congratulations to **Vicki Venezia** for her induction into the PAR RPAC Hall of Fame!

2ND

highest per capita in RPAC fundraising for a large association in 2025.



2 faces were added to our RPAC Hall of Fame wall in 2025: **Sandra Behm, Mark Chaknos.**

2 organization's logos were added to our RPAC Hall of Fame wall in 2025: **Daryl Tillman Realty Group, Reading-Berks Association of REALTORS®.**



2 RPAC telethons held in 2025.

100 people throughout the county attended the Land Use & Housing Forum, at which Mark Mohn presented housing information to the crowd on behalf of the Association.

Mark also presented housing information at the ever Luminary Awards.

1ST



2025 RPAC Major Investors



Jason Burkholder

\$28,516.32

total amount raised for RPAC in 2025.



Sandra Behm



Antonio Borelli



Mark Chaknos



Mitchell Darcourt



Sharon Kehres



David Mattes



Susan McFadden



Noelle Seaton



David Snyder



Victoria Venezia



Brad Weisman



Michael McDevitt



David DeTurck



Diane Longacre



Eva Eisenbrown



BERKS



Melanie Mattes



Arlene Parisi



Zylkia Rivera



**Jerry Amadio | Eric Angstadt | Yohanny Baret | Katie Broskey
 Judy Brown | Jerry Buffa | Pete Champagne | Joseph Colon
 Ali Columbus | Juan Cortes-Carreno | Jeffrey Crosby | Glenda DeLillo
 Shon Elk | James Ernst | Erica Fair | Taylor Ferretti | Ronald Flowers
 Thomas Franey | Jack Fry | Nelson Gamez | Christopher Harmer
 Darren Kostival | Amy Leed | Brandon Lesagonicz | Keith Malone
 Mark Mohn | Sean Moretti | Jean Pedersen | David Rittenhouse
 Steven Sims | Ed Stauffer | Angela Tolosky**

RPAC Trustees

Chair - **Vicki Venezia**

Vice Chair - **Dave Mattes**

Treasurer - **Sharon Kehres**

Members - **Jason Burkholder, Diane Longacre, Mike McDevitt, Merlin Weaver**

3 endorsed candidates.



2025 Community Partner Award

At the 2025 Bird House Challenge, Habitat for Humanity recognized R-BAR as their Community Partner Award winner for the dedication its staff and members have to ensuring housing for all. From volunteering at builds, to chairing and participating in the Bird House Challenge committee, to holding the 5K Run for Shelter benefiting the organization, R-BAR is committed to continuing a great partnership with Habitat for Humanity of Berks County.



Commercial & Industrial Council (CIC)

Chair – **Tina McCoy**

Vice Chair – **Brendan Wewer**

Members – **Jen Barkman, Jason Burkholder, Suzanne Cody, Natalie Dorsheimer, Eva Eisenbrown, Mel Ficarro, Aaron Gantz, Allison Kalbach, Alex Roche, Ernie Salgado, Dave Snyder**

334 individuals and **13** corporate organizations were a part of CIC.



4 educational lunch events were held throughout the year.

25 very soggy attendees braved the severe storm that hit the area at the same time as the Glidden Site Tour.



Approximately **30** members attended the December CIC sponsored social hour.



1 first pitch was thrown out at the R-Phils CIC mixer by committee chair, Tina McCoy.

25 attended the networking social event at First Energy Stadium



30 attended the Hamburg walking tour.

2 available properties & **4** community assets were toured.

147 attended the Regional Industrial, Commercial & Investment Conference from across different Associations, including R-BAR.



Diversity, Equity, & Inclusion

Chair - **Julia Curry**

Vice Chair - **Odette Gacet**

Members - **Donna Bagenstose, Denise Commings, Jenniffer Jimenez, Spiro Kasapidis, Dave Mattes, Doug Metcalfe, Robert Saharig, Tiffany Smolarski, Ron Weaver**

2

tours of community organizations: Jewish Federation & Abilities in Motion.



6

attended our field trip to the Berks History Center for their "Sights Unseen" exhibit.



3

the number of organizations R-BAR members volunteered at during the United Way Day of Caring: Family Promise, SafeBerks, The Children's Home of Reading.



1

sponsorship for Run for Dreamers.





2

DEI Committee members, **Melissa Fox** and **Julia Curry**, after volunteering at SafeBerks for the United Way Day of Caring, saw a need and decorated the Wellness Room to create a comforting and peaceful space for survivors of domestic violence and sexual assault.

50

attended the largest R-BAR Pennsylvania Human Relations Commission presentation to date on Service & Support Animals.

1

Hank Lerner, Esq., from Pennsylvania Association of REALTORS®, presented as well on the topic.



1

Julia Curry represented the Association and its DEI Committee at the PAR Spring Business Meetings by sitting on a DEI panel.

18

members and

2

R-BAR staff members attended the At Home with Diversity course, paid for by the NAR Fair Housing Grant.



Community Outreach

Chair - **Todd Hummel**

Vice Chair - **Jen Barkman**

Members - **Kasey Angstadt, Brenda Baer-Edsall, Sue Bernhard, Alicia Bressler, Alyssa Damiani, Ashley Dyer, Jack Evans, Mel Ficarro, Steve Gieringer, Mike Hunter, Steve Kope, Darren Kostival, Amy Leed, Amanda Nettles, Justina Ott, Lacey Pennypacker, Ben Perfetto, Ernie Salgado, Daniel Sansary, Dario Walcott**

9 of the **21** members of the Outreach Committee have received an R-BAR award.



41 veterans and their caregivers were served a hot breakfast at our Valentine's for Veterans event.



13 brokerages & **7** affiliate organizations participated in Easter Baskets for Berks.

4 organizations received baskets: Mary's Shelter, SafeBerks, Opportunity House, & One Luv Outreach.

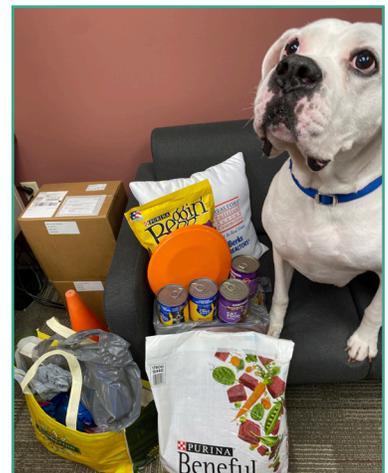


11 volunteers assisted at the Baseballtown Charities Dream League.



2ND

year for Feeding Furriends Pet Food Drive benefiting the ARL.





2 members, **Sam Kalbach & Steve Kope**, built our
4 car train for the Habitat for Humanity Bird House Challenge and **Laura Culp** painted it.

\$590 the amount R-BAR's bird house raised for Habitat for Humanity.



140 gifts donated to Children's Home of Reading for our Angel Tree initiative.



265 pairs of socks were collected to benefit local veterans through Berks County Dept. of Veterans Affairs during our Operation Warm Feet initiative.



7 volunteers rang The Salvation Army bell for R-BAR's REALTOR® Ring Day.

\$603.25 was collected during our

9 hours of bell ringing.

\$46.69 more than last year!



4 volunteers painted the house on W. Buttonwood Street during a Habitat for Humanity build.



Record Breaking Year!

R-BAR had a record setting year for our community outreach events! The below are our most ever stats for 2025. Thank you to every member who contributed this year!

388 baskets were delivered to children in need through Easter Baskets for Berks.

13,220 LBS of food were donated to Helping Harvest through the October food drive.

188 pre-registered for the 6th Annual 5K Run for Shelter.

\$8,950 sponsorship dollars were raised for the 5K Run for Shelter.

\$50 more than last year.

240 meals were prepared, packed, and delivered during our **40TH** year of Meals on Wheels.

Most Food Donated by a Brokerage



64.7LBS

of food per agent were donated by **Keller Williams Platinum Realty** for the Food Drive, for a total of

8,344LBS

Most Food Donated by an Affiliate



89.2LBS

of food per staff member were donated by **Fulton Mortgage Company** for the Food Drive, for a total of

446LBS

40 Years of Meals on Wheels



240

 meals served this year.

20

 meals served the first year.

5K Run for Shelter



41

people registered for Iron Valley Real Estate's 5K team "We Sell Faster than We Run", making them the winners for the team with the most registered.

\$9,589.94

total donated to Habitat for Humanity and Neighborhood Housing Services.



23

walk-in registrations participated in the event.

21

sponsors supported the 5K in 2025.

105

participants crossed the finish line.

Over 150

people in attendance.



Professional Development

Chair - Joe Peterson

Members - Erica Fair, Ronnie Rae, Noelle Seaton, John Showalter



154 members, staff, & guest speakers attended **6** lunch & learns throughout the year.



9 members earned Certifications in 2025.

6 members earned Designations in 2025.

30 attended the Namaste Awhile Open House.

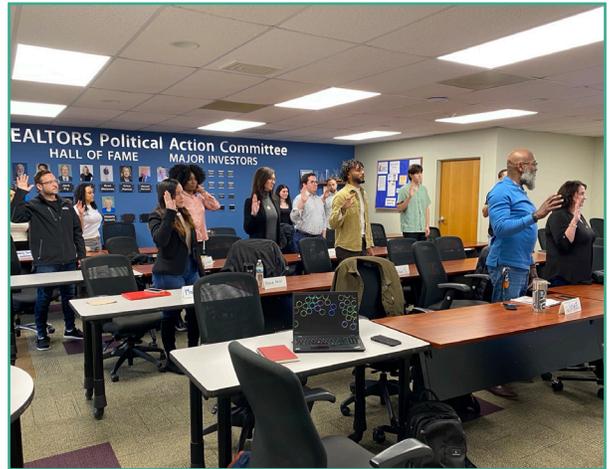


5 sponsors made the event possible: **Bright MLS, Moselem Springs Golf Club, Fulton Mortgage Company, Dierolf Plumbing & Water Treatment, and Office Service Company**

New Member Orientation

94 new members attended a new member orientation in 2025.

6 sessions for new member orientation were offered throughout the year.



Scholarship Fund

2 students received a **\$5000** scholarship from R-BAR's Scholarship Fund.

3 R-BAR directors **Lacey Pennypacker, Glenda DeLillo, & Eva Eisenbrown**, read & reviewed all applications, to ultimately chose the scholarship winners.

Hannah Paul

Hannah Paul graduated from Boyertown Area Senior High School in the top 5% of her graduating class of 496. She planned to pursue studies in business, economics and marketing. During her time at BASH, she was involved in a variety of extracurricular activities including chorus, theater, the Creative Writing Club, and the Pride Club.

She also contributed her skills in marketing to the nonprofit organization Crafts for a Cause, which raises funds for local charities by selling student-made crafts at the local farmers market.

Samuel Reese

Sam Reese graduated from Fleetwood Area High School in 2025, where he demonstrated exceptional leadership, academic excellence, and a deep commitment to both the arts and his community. Throughout his high school career, Sam was active in a wide range of extracurricular activities, including band, chorus, jazz band, theater, and student government.

Sam attends Grove City College, where he studies Finance & Accounting to pursue his career in investment banking.

Since it's creation in **2003,**

70 scholarships have been awarded to

70 Berks County students for a total of

\$34,300!



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



READING BERKS ASSOCIATION OF REALTORS®

**Right
by you**



**NATIONAL
ASSOCIATION OF
REALTORS®**



**Pennsylvania
Association of
Realtors®**

2201 Ridgewood Rd., Suite 350
Wyomissing, PA 19610
610-375-8458
www.RealEstateinBerks.com