

2020

ANNUAL REPORT





Notes From Your Association Executive

By Brittny Baker Shurr,
Association Executive



I came to the Reading-Berks Association of REALTORS® from the Pennsylvania Association of REALTORS® at the end of February this year. At that time, I was looking forward to meeting the members as quickly as I could and thinking of new implementable ideas for this association. Little did I know that this “novel coronavirus” was about to force a mandatory state-wide shut down. After an emergency meeting with the executive committee, the physical R-BAR office closed. Staff quickly transitioned to remote work and all of a sudden “Zoom” became the word of the day. This year has tested us in so many ways. Physically, emotionally, mentally, financially – we’ve been through the ringer again and again. As if COVID-19 wasn’t enough, we dealt with a real estate industry shutdown, a grueling license renewal and reactivation process, a heated presidential election year and a real estate market that’s gone wild. In spite of it all, I’m proud of this association, our members and our accomplishments this year.

Here is a list of R-BAR’s Top Ten Initiatives of 2020:

1. R-BAR led local association efforts to reopen the real estate industry in PA, following the state-wide COVID-19 shutdown.
2. Broker Fair Housing Pledge – reaffirmed commitment upholding the Fair Housing Act through agent education and initiatives.
3. The Safe Showings Smartphone App Launch – a new safety tool for R-BAR members providing discounted rate and free trial period.
4. R-BAR Rocks the Vote Webinar – virtual session with county officials helped to better inform and prepare Berks voters for COVID-19 changes at the polls, by mail or ballot drop boxes.
5. R-BAR’s Annual Paper Shredding and Electronic Recycling Event – most attended in events history.
6. The RPAC Grand Slam Fundraiser at FirstEnergy Stadium - R-BAR secured a \$5,000 grant from NAR, raised over \$14,500 for RPAC.
7. R-BAR Volunteer and Charitable Fundraising Initiatives – annual Golf Outing benefitting Berks Habitat for Humanity and NHS, annual Food Drive Contest, Thanksgiving Day Meals on Wheels, Angel Tree Donations and more.
8. R-BAR Advocacy Efforts – engaged on municipal proposed AirBnb zoning restrictions, point of sale inspections, stormwater regulations, et al.
9. License Renewals and Reactivations Process – assisted members experiencing delays or non-responsive issues at the state.
10. R-BAR Virtual Offerings - including Leigh Brown, COVID-19 Standard Forms with PAR Attorney Desiree Brougher, Advertising 101 with PAR Attorney Hank Lerner, R-BAR Masked Singer, Financial Planning Sessions, Berks Economic and Development Outlook, Rail to Reading Presentation, et al.

2021 Preview: There are big plans in store for R-BAR next year. Plans include the establishment of new volunteer advisory groups that will help guide the association on important issues and initiatives. These groups include: a Diversity Committee, an RPAC Fundraising Taskforce, an Affiliate Partners Council and a Centennial Advisory Taskforce.

R-BAR Care, the association’s 501c(3) nonprofit, will undergo a transformation to expand its mission and purpose. The association will focus on member education and professional development opportunities, in addition to consumer outreach and engagement. The ReadingBerks Association of REALTORS® is here to serve you. The association is led by members, for members. Your involvement, feedback, suggestions, and ideas continue to be invaluable. If you or someone in your office would like to serve on a 2021 committee or taskforce, please call the office or e-mail me directly, brittny@realestateinberks.com.

~ Brittny Baker Shurr

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GOVERNANCE STRUCTURE



R-BAR  STAFF



**BRITNEY
BAKER SHURR**

ASSOCIATION
EXECUTIVE



**JOHN
SAVANT**

DIRECTOR,
GOVERNMENT
& COMMUNITY
AFFAIRS



**MAYLEENE
DEFREECE**

DIRECTOR,
COMMUNICATIONS
& PROFESSIONAL
DEVELOPMENT



**KATHY
STOICA**

DIRECTOR,
OPERATIONS
& EVENTS

Thank You

2020 BOARD OF DIRECTORS



Angela Tolosky
2020 PRESIDENT



Mark Mohn
PAST PRESIDENT



Erica Ramus
PRESIDENT ELECT



Marshall Lytle
VICE PRESIDENT



Jerry Amadio
TREASURER



Craig Binkley
DIRECTOR



Mark Chaknos
DIRECTOR



Gregory Guydish
DIRECTOR



Jennifer Jimenez
DIRECTOR



CJ Levan
DIRECTOR



Tyler Miller
DIRECTOR



Dave Renninger
SECRETARY



Vicki Venezia
DIRECTOR

2020 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 members in 2020:



Donald S. Hutchison
RE/MAX of Reading



Gregory Guydish
Casper Ward, Ltd.

* 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.

2020 FAIR HOUSING BROKERS PLEDGE

CONGRATULATIONS to the following Berks County Brokers who have taken the Fair Housing Pledge, strengthening the commitment to equal housing for all!

Bellairs Real Estate

BINKLEY REAL ESTATE
Berks County, PA Property Managers

CENTURY 21
Gold



COLDWELL BANKER
RESIDENTIAL BROKERAGE



Commonwealth Real Estate

DARYL TILLMAN
REALTY GROUP

Destination REALTY

kw PLATINUM REALTY
KELLERWILLIAMS.

kw REALTY GROUP
KELLERWILLIAMS.



PAGODA REALTY
AND PROPERTY MANAGEMENT

RE/MAX OF READING

REALTY WISE
APPRAISERS & REAL ESTATE

Thomas Franey
Real Estate & Apprais-

Top Flite Realty

Weichert REALTOR
Neighborhood One

WEIKEL REALTY GROUP



REALTORS® are members of the National Association of REALTORS®



2020 R-BAR MEMBERS SERVING NATIONAL & STATE POSITIONS



Reading-Berks Association of REALTOR® Members below represented us at the national level in 2020.



Merlin Weaver serves on the NAR RPAC Major Investor Council as a Pennsylvania state representative, held the 2020 State CRS Treasurer position, and will represent members as an NAR RPAC Trustee for 2021. Merlin also sat on the NAR Diversity Committee for 2017 & 2018.

In 2020 Merlin was elected to the PAR Board of Directors as our **District Vice President (DVP) for District 4** which includes Schuylkill County Board, Pocono Mountains Association, Greater Lehigh Valley, and R-BAR. He also sat on the PAR Board of Directors, as well as the Diversity, executive, and horizons committees at the state level, as well as the PAR Focus Group. Before reaching the RVP levels, Merlin was president of the Reading-Berks Association and chaired PAR's Diversity Committee. Merlin is also a past chair of the Young Professionals Network Advisory Committee.



Erica Ramus sat on the NAR Research Committee for 2019-2020. She also sat on the PAR Board of Directors for PAR and District 4, as well as the finance and keystone analytics committees, in addition to the Industry Best Practices PAG and the PAR Branding Focus Group. Erica has also served on the NAR Professional Development Committee for 2015-2016, and served Housing Opportunity Committee in 2017-2018. Erica was the 2020 President Elect for R-BAR and will sit as the 2021 President of the Reading-Berks Association of REALTORS®.



Pennsylvania Association of Realtors®

Reading-Berks Association of REALTOR® Members below represented us at the state level in 2020 on the listed committees/positions.



Jennifer Jimenez
PAR Branding Focus Group



Johnathan Savant
Legislative Committee-Designated
GAD Appointment
Public Policy Coordinating Committee



Dave Mattes
Independent Expenditure Committee
Member Services
Coordinating Committee



Angela Tolosky
PAR Board of Directors
PAR Board of Directors District 4
Legislative Forum



Marisol Lynn Torres
CI&I Committee
Diversity Committee
PAR Branding Focus Group



Mark Mohn
PAR Board of Directors,
PAR Board of Directors District 4
Federal Political Coordinator (FPCs)
Inclusion PAG
Legislative Committee
Legislative Forum
Public Policy Coordinating Committee
RPAC Committee



Victoria Venezia
PAR Board of Directors
PAR Board of Directors District 4
Public Policy Coordinating Committee
RPAC Fundraising Committee
Strategic Oversight Committee



LEGAL RESOURCES

PAR LEGAL HOTLINE
800-727-5345

ARBITRATION

When REALTOR® members have a dispute, an arbitration hearing is held in lieu of litigations.

In 2020, the Reading-Berks Association of REALTORS® were involved in 2 out of 9 statewide arbitration requests.



CODE OF ETHICS VIOLATIONS

If a fellow REALTOR® or consumer believes a member is violating the Code of Ethics, a complaint of unethical conduct can be made. In these cases, members are brought before a panel of their peers who serve on the local Professional Standards Committee to determine if a violation of the code has occurred. Disciplinary actions may occur, and can range from reprimands to fines, to membership suspension. No damages are issued to the initiating party.

Of the 17 state-wide code of ethics complaints that were submitted in 2020, only 1 case involved a member of the Reading-Berks Association of REALTORS®.

MEDIATION

Home Sellers/Home Buyers Dispute Resolution System (DRS)

With the occasion of a dispute arises which cannot be resolved through negotiation, buyers & sellers have the ability to request a mediation of their conflict without having to go to court, spending costly fees and precious time. Our membership with the Pennsylvania Association of REALTORS® allows us to participate in a statewide cooperative where these problems can be resolved with a mediator.

In 2020 there have been 44 cases submitted to the state, several originated from our area.

Actual local numbers are not tracked as disputes are handled by the county in which the transaction occurred.

R-BAR PROFESSIONAL STANDARDS COMMITTEE 2020

In order to participate with the statewide cooperative, our association is responsible to provide 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

2020 representatives:

Cheryl Arroyo
William Beards
Craig Binkley
Mary Brickner
Peter Champagne
Paul Ernst
Johnna Fletcher
Peter Gustis
Gregory Guydish
Douglas Hayward

Dawn Hickernell
Sharon Kehres
Deanna Kobylarz
Kim Marks
Tyler Miller
Arlene Lee Parisi
Erica Ramus
John Sylvester
Victoria Venezia
Deborah Wurtz



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.



**In 2020 R-BAR had
79 affiliate companies with
120 affiliate members!**

Thank you!

A & T Heating, Air Conditioning, Plumbing
All County and Associates, Inc
Allstate
American Financial Network
Anderson Insurance Brokers
Barry Isett & Associates, Inc.
Bartush Signs
BB&T Home Mortgage
Berks Realty Services
Bestonium
Better Life Inspection Company
Boyer Engineering, LLC
BQ Basement Systems
Bradford Tax Seminars
Breyer Construction & Landscap
Bright MLS
Dan Williams Photography
Diamond Credit Union
Door-To-Door Home Inspections, Inc.
Eric Shultz Remodeling
Fairway Independent Mortgage
Farmers/Trego Insurance Agency
Fidelis Mortgage Corporation
Finance of America
Fleetwood Bank
Fox Rotschild LLP
Fulton Mortgage Company
Gateway Mortgage Group
Goosehead Insurance, The Carr Agency
Greater Reading Chamber Alliance
Guard Home Warranty
Heritage Design Interiors
Home Builders Association of Berks County
Home Styled by Jen
HSA Home Warranty
Ira G. Mohler & Son, Inc.
Joseph Alexander Media
K & W Gutter Cleaning

Knies Insurance Group
L&L Services
MAX Mortgage
MID PENN BANK
Mortgage America/Wyomissing
Motto Mortgage - Scott DeFrees
Mt. Penn Video & Electronics, LLC
National Property Inspections
NHS of Greater Berks
Northpointe Bank
Orkin/R.A.T.T., INC.
Orrstown Bank
Pana Rentals
PETRO Home Services
Pillar to Post
Polley Associates
Pride Abstract & Settlement Services
Pro Max Fence Systems, LLC
Regal Abstract
Reliable Inspections
Residential Mortgage Services
Riverfront Federal Credit Union
Riverview Bank
Sentry Abstract Company
Settlement Engine
Stackhouse Bensinger, Inc.
Stewart Abstract of Berks County
Suburban Property Inspections
Sun Federal Credit Union
Tailor Maid House Cleaning
Tidewater Mortgage Services, Inc.
Tompkins VIST Bank
Traditional Mortgage
TRE Property Inspections LLC
Turnberry Construction Group
US Health Advisors
Victory Bank
Warfel Construction
Wells Fargo Home Mortgage
XMAN Inc.
Zoning Pros

2020 Sponsors

Do you have a copy
of the Affiliate
Directory to share
with YOUR clients?



The Reading-Berks Association of REALTORS® (R-BAR) Annual Sponsorship Program is a comprehensive program for real estate-affiliated businesses interested in maintaining quality relationships within the industry. The Program incorporates event sponsorships, advertising, marketing, business presentations, and networking opportunities. The program is tiered to ensure a good fit for every company.

Thank You to the following companies who Sponsored us in 2020!



Platinum Sponsors



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

PROFESSIONAL DEVELOPMENT

PROFESSIONAL DEVELOPMENT COMMITTEE

Typically charged with planning new professional development opportunities for R-BAR members throughout the year, 2020 was not different. We quickly adapted to ZOOM sessions and webinars in order to maintain the educational offerings while under quarantine to accommodate covid-19 regulations and offered hybrid sessions as allowed.

Regular meetings occur on the third Tuesday of the month at 2PM.



2020 Committee Chair: Jennifer Jimenez (pictured); Co-Chair: Brandon Lesagonciz; 2020 Committee members: Sharon Kehres, Angela Tolosky, Erica Ramus, Lorryne Klahr, David Renninger, Eleanor Weber, Heidi Wosak, Cathy Sloan, Carmen Chiumento
Staff Liaison: Mayleene DeFreece



Heidi Wosak, our very own **Customer Success Coach** with Bright MLS has held a total of **21 educational classes exclusively for our members in 2020!**



Polley ASSOCIATES
SCHOOL OF REAL ESTATE

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!

In 2020 Polley Associates has pivoted into virtual opportunities, to maintain the high level of services for our members. Even with the pandemic closings and adjustments, Polley Associates provided our members with **10 prelicensing classes, 15 continuing education classes, and 1 designation class.**

CODE OF ETHICS

In 2020 the National Association of REALTORS® Board of Directors approved a change to the Code of Ethics training requirement, extending it from every two years to every three years. The requirement consists of specific ethics training of not less than 2 hours, 30

minutes and must meet specific learning objectives and criteria established by NAR. The next cycle requirement is due by **December 31, 2021**. There are multiple options to meet this including completing the free NAR Commitment to Excellence (C2EX) designation online.

LEADERSHIP BERKS

Reading-Berks Association of REALTORS® provides one annual scholarship to a REALTOR® member to participate in the Leadership Berks program. The program develops, educates, and connects individuals—creating leaders to enhance the quality of life in the Greater Reading Area.



Only a full-time REALTOR® with at least 3 years of experience, willing to take on an active role with an R-BAR Committee after graduation can be selected.

CONGRATULATIONS to our 2020 graduate, Tyler Miller (pictured).

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. Get started today and become an advocate for the future of your industry!



CONGRATULATIONS
To these C2EX endorsed
R-BAR Members!



Pamela Beissel



Gabrielle "Wink" Dietrich



John "Jack" Evans



Tyler Miller



Mark Mohn



Erica Ramus



Kate Steffy



Victoria Venezia



Merlin Weaver



Julia Curry



Mayleene DeFreece



Jennifer Jimenez



Gregory Herb, Broker



COMMUNITY INVOLVEMENT

OUTREACH COMMITTEE

The Coronavirus has caused complications in planning our outreach projects for 2020, but the committee has persevered despite the restrictions they have faced this year. The committee was halfway through the planning of their Easter Basket for Berks projects when the pandemic struck, and even though we were unable to provide Easter Baskets, the project distributed over 700 baskets. We would like to recognize the sponsors that supported this year's project:

Riverfront Federal Credit Union
Stewart Abstract
Sun Federal Credit Union



Outreach Committee typically meets on the second Monday of the month at 1PM. 2020 Committee Chair: Jack Evans (pictured) 2020 Committee members: Sue Bernhard, Alyssa Damiani, Cole Golden, Tina Hogue, Deb Konowal, Tyler Miller, Erica Wennell Staff Liaison: Kathy Stoica

Due to restrictions, the committee's annual Blood Drive was held at the Miller Keystone Blood Center, where they **"Adopted a Day"** for members to visit and donate blood on Friday, May 15, 2020. All the slots were full for the day's event. Thank you to members that participated!



The Annual Shredding event held in July was the most successful event the committee has held in several years. Vehicles were lined up in the parking lot at the start of the event even though temperatures were in the 90s!

In October, the Committee is coordinated their sixth annual **Food Drive** to benefit the Greater Reading Food Bank now known as Helping Harvest. Last year was the first year the committee added a trophy as a prize for the office that collects the most donations per agent, and for the second year in a row Iron Valley Real Estate of Berks gets the honor of displaying it until next year.



On Thanksgiving Day 2020, our loyal members coordinated the Meals on Wheels for Berks Encore, marking a 35 year tradition. R-BAR members were determined to maintain the annual event despite the coronavirus pandemic. We gathered at the West Lawn United Methodist Church at 8AM and coordinate the meals, packing and delivering to elderly and other individuals not able to cook for themselves. This year we delivered 230 meals.

The 2020 Angel Tree donation project collected approximately 100 gifts for the Children's Home this holiday season, and we kept our services to the Salvation Army as we joined other REALTORS across the nation wrapping up our year with R-BAR REALTOR® Ring Day.



EVENTS & ENTERTAINMENT

Not all 2020 events looked the same, but nevertheless, the Entertainment Committee managed to plan some amazing events. The entertainment Committee typically meets on the second Monday of the month at 2PM. Committee Chair: Deb Konowal (pictured) Committee Members: Lora Evans, Leo Harvey, Ty, Lacey Pennypacker, Jasmine Quezada, Steve Treng and Jamie Tritz, Tyler Miller. Staff Liaison: Kathy Stoica



2020 began with our Annual Installation Event at the Reading Public Museum inside the Mazes and Brain Games exhibit which provided a fun and colorful backdrop for the evening. Music was provided by the jazz duo Josh Taylor and Trey LaRue. The evening included cocktails and butlered hors d'oeuvres provided by Panevino Catering. We inducted our incoming Board members for the new year and the **2020 Board President, Angela Tolosky.**



2020 Annual Installation event at the Reading Public Museum

2019 Award Winners Recognized:

REALTOR® of the Year:
Victoria Venezia

Affiliate of the Year:
Erica Wennell,
Sun Federal Credit Union

Grow with Berks Award:
John Graydon Smith,
Reading Public Museum

Municipal Official of the Year:
Fred Sheeler

Volunteer of the Year:
Jack Evans

Due to the Coronavirus there were several canceled events, but the Committee planned a virtual event while the state was shut down: **R-BAR's Masked Singer** where several R-BAR member's entertained us in disguise while members had to guess who they were.

Featured Masked Singers:
Dave Decembrino
Todd Hummel
Donald Hutchison
Dave Mattes
Dave Scales

By the late summer, the state restrictions were eased and we enjoyed the Annual Golf Tournament at Willow Hollow Golf Course. 16 teams enjoyed great weather while dedicated Affiliate members tabled during the tournament to provide entertainment, food and drinks for our golfers, thank you to the following affiliates:



Fulton Mortgage Company
Legacy Branding / Cutco Closing Gifts
Stewart Abstract of Berks County
Tompkins VIST Bank



Since we were unable to hold a second Annual 5K to fundraise for our friends at Neighborhood Housing Services and Habitat for Humanity of Berks County, our Young Professionals Network (YPN) sat hole 9 to raise a total of \$709 for the 2 organizations.

LEGISLATIVE ADVOCACY

GOVERNMENT AFFAIRS COMMITTEE

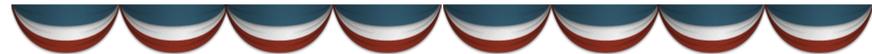
There has been no better example than 2020 to demonstrate the extreme value of both the legislative advocacy strength and support our members receive. The R-BAR government affairs committee and Government Affairs Director, John Savant, worked closely with local, state & federal officials to ensure the REALTORS®, Homeowners, & private property owners rights were all upheld & protected. Regular meetings occur on the second Wednesday of the month at 1:30PM. Committee Chair: Jamie Perez (pictured) Cochair: Marisol Torres, Committee Members: Brad Weisman, Brandon



Lesagonciz, Brittney Baker Shurr, Clarence Levan, Craig Prutzman, Dave Snyder, David Mattes, Diane Longacre, David Renninger, Eva Eisenbrown, Glenda DeLillo, Jaime Perez, Jenniffer Jimenez, Katie Hetherington Cunfer, Marcus Gonzalez, Marisol Torres, Mark Mohn, Marshall Lytle, Merlin Weaver, Michael McDevitt, Pete Gustis, Sharon Kehres, Victoria Venezia Staff liaison: John Savant

COVID-19 RESPONSE

- Answered hundreds of emails and phone calls with questions about how to legally conduct business during and after the real estate shutdown.
- Worked with the Recorder of Deeds office, local municipalities, and sewer authorities to circumvent any lapse in services necessary for the property to transfer, including final meter readings, U&O inspections, and the deed recording process.
- The Reading-Berks Association of REALTORS® was the only REALTOR® association in the entire state to be quoted, by name, in testimony during the House debate over HB 2412 to reclassify real estate as an essential service. R-BAR members sent phone calls and emails to legislators at a higher rate than any other local association of our size.



LAND USE AND ZONING

- Established and lead a Countywide Housing Coalition to address the growing housing shortage in Berks County, with participation from County and Municipal planners, home-builders, REALTORS®, and a wide range of experts. These meetings are ongoing, and will continue for the foreseeable future.
- Presented recommendations to the City of Reading administration for changes to streamline code enforcement, permitting, and zoning approval process.
- Testified in hearings on multiple proposed zoning changes in the City of Reading to promote legalization of downtown studio and loft apartments, loosening of parking and storage restrictions, and the promotion of mixed-use development.
- Supported the adoption of a Housing Plan in Kutztown Borough to address growing vacancy in former off-campus student housing.

PROPERTY RIGHTS

- Fully repealed a Point of Sale Inspection Ordinance in Laureldale Borough which violated state Use & Occupancy Certificate laws.
- Defeated an ordinance in Cumru Township before it was proposed which would have established a Sewer Lateral inspection at the Point of Sale.
- Defeated a proposed ordinance which would have banned short-term rentals in all residential areas in Exeter Township.

FAIR HOUSING

- Resolved a situation in Fleetwood Borough that required rental property owners to ask renters to fill out a move-in permit which included information on their familial status and other protected classes under the Fair Housing Act.



REALTORS POLITICAL ACTION COMMITTEE (RPAC)

- Defended real estate-friendly legislators in state and federal races, and successfully supported candidates in primary elections for open seats to establish relationships with incoming freshman legislators.
- Raised more than \$32,000 for use in future elections, more than \$15,000 of which was raised in a single day at the RPAC Grand Slam Fundraiser.
- Recognized five new Major Investors: Brittney Baker-Shurr, Daryl Tillman Realty Group, Jack Fry, Brad Weisman, and Sean Moretti, for investing more than \$1,000 in RPAC in 2020.
- Recognized two new NAR Hall of Fame members: Conrad Vanino and Merlin Weaver, for reaching lifetime fundraising milestones.



Thank You **READING-BERKS** Association of REALTORS®

2020 RPAC INVESTORS

PENNSYLVANIA

 <p>Platinum 'R' President's Circle \$10,000 initial investment; \$5,000 to sustain (plus \$2,000 President's Circle contributions annually)</p>  <p>Merlin Weaver BerkshireHathaway HomeServices</p>	 <p>Crystal 'R' Investor \$2,000 initial investment; \$1,500 to sustain</p>  <p>Erica Ramus Ramus Realty Group</p>	 <p>Sterling 'R' Investor \$1,000 annual minimum</p>  <p>DARYL TILLMAN REALTY GROUP</p> 
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 <p>Brittney Baker-Shurr Reading-Berks Association of REALTORS®</p>	 <p>Jack Fry RE/MAX of Reading</p>	 <p>Dave Mattes RE/MAX of Reading</p>	 <p>Susan For-McFadden Keller Williams Platinum</p>	 <p>Mark Mohr RE/MAX of Reading</p>	 <p>Sean Moretti Destination Realty</p>	 <p>Victoria Venezia RE/MAX of Reading</p>	 <p>Brad Weisman Keller Williams Platinum</p>
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 <p>Governor's Club Investors \$500.00 - \$999.99 Annual minimum</p>	 <p>Sharon Kehres DarylTillman Realty Group</p>	 <p>Marshall Lytle Commonwealth Real Estate</p>	 <p>Jamie Perez Keller Williams Platinum</p>	 <p>Conrad Vanino Keller Williams Platinum</p>
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 <p>Capitol Club Investors \$250.00 - \$499.99 annual minimum</p>	 <p>Tiffany Bingsley Commonwealth Real Estate</p>
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 <p>Jason Burkholder Weichert Realtors Engle Hambright</p>	 <p>Mark Chaknos Keller Williams Platinum</p>	 <p>David DeTurck David DeTurck, REALTOR®</p>	 <p>Bonnie Ethelman RE/MAX of Reading</p>	 <p>Beth Frick Guard Home Warranty</p>	 <p>Michael McDevitt Associated Realty & Appraisals</p>	 <p>Angela Tolosky Weichert REALTORS® Neighborhood One</p>	 <p>Heidi Wosak Bright MLS</p>
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\$99 Club Investors
\$99.00 - \$149.99
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.

Jim Adams	Pagoda Realty & Property Management	Michael Rivera	Keller Williams Platinum Realty
Jerry Amadio	Berkshire Hathaway HomeService	Zylkia Rivera	Keller Williams Platinum Realty
Sandra Behm	Berkshire Hathaway HomeService	Sharon Rohrbach	RE/MAX of Reading
Thomas Bellairs	Bellairs Real Estate	William Sands	Sands & Company
Jose Candelaria	RE/MAX of Reading	Johnathan Savant	Reading-Berks Association of REALTORS®
Peter Champagne	Coldwell Banker Residential Brokerage	John Schmoeyer	Fulton Mortgage Company
Jeffrey Crosby	Pagoda Realty & Property Management	Alan Shuman	Shuman Development Group
Justin Crossley	RE/MAX of Reading	Jeffrey Sicher	John Monaghan Group Kutztown
Glenda DeLillo	Coldwell Banker Residential Brokerage	Tod Slabik	RE/MAX of Reading
Susan Diguglielmo	RE/MAX of Reading	Patricia Smith	RE/MAX of Reading
Elizabeth Egner	RE/MAX of Reading	Kevin Snyder	RE/MAX of Reading
Eva Eisenbrowm	Keller Williams Platinum Realty	Richard Sosa	Springer Realty Group, Exton
John Evans	Keller Williams Platinum Realty	Turie Sotzin	First Priority Bank
Gregory Evans	Evans Appraisal Services	Kelly Spayd	Keller Williams Platinum Realty
Bruce Faust	Faust Appraisals	Kate Steffy	Keller Williams Platinum Realty
Venus Fioravanti	RE/MAX of Reading	Lisa Tiger	Century 21 Gold
Ronald Flowers	Keller Williams Platinum Realty	Edward Tobias	RE/MAX of Reading
Thomas Franey	Thomas P. Franey, REALTOR®	Steve Trego	Trego Insurance Agency
Harry Fry	RE/MAX of Reading	Amanda Weaver	Compass Real Estate
Jon Gerhart	Keller Williams Platinum Realty	Randy Weidner	RE/MAX of Reading
Angelo Giannotti	RE/MAX of Reading	Chris Werner	RE/MAX of Reading
Kathleen Greiss	Evans Appraisal Services	James Williams	RE/MAX of Reading
Gregory Guydish	Casper Ward	David Zoschke	RE/MAX of Reading
Jeroen Harmsen	RE/MAX of Reading		
Thomas Hoch	RE/MAX of Reading		
Rebecca Johnson	RE/MAX of Reading		
Nancy Jones	RE/MAX of Reading		
Bradford Kissam	RE/MAX of Reading		
Greg Knies	Knies Insurance Group		
Debra Konowal	Stewart Abstract of Berks County		
Darren Kostival	RE/MAX of Reading		
Gary Kubovcsak	Assist2Sell Smart Choice Realty		
Brandon Lesagonicz	Weichert Realtors Neighborhood		
Diane Longacre	Realty Wise		
Donald Longacre	Century 21 Longacre Realty		
Melanie Mattes	RE/MAX of Reading		
James McHale	RE/MAX of Reading		
Tyler Miller	Keller Williams Platinum Realty		
Melissa Newkirk	Weichert Realtors Neighborhood		
Penny Noll	RE/MAX of Reading		
Rochelle Owens	Keller Williams Platinum Realty		
Arlene Lee Parisi	Coldwell Banker Residential Brokerage		
Dana Randazzo	Berkshire Hathaway HomeService		
Patricia Rapposelli	RE/MAX of Reading		
David Renninger	RE/MAX of Reading		
Dana Riegel	RE/MAX of Reading		



How 6Ft of Social Distancing Measures Up In Berks County, Pennsylvania

READING-BERKS
Association of REALTORS®

THAT'S
WHO
WE
REALTOR



33 Reading Railroad Monopoly Cards

24 

Real Philly Pretzel Factory Pretzels



21

Fasnachts or

21 16oz cups of Wawa Coffee



6

Growlers of Berks Craft Beer

3

FOR SALE signs



2^{2/3}

Saxophones



1 Reading Phillies Crazy Hot Dog Vendor OR

Wingspan of 1 Bald Eagle



1/13 height of the Reading Pagoda

REALTOR® RESOURCES



Your annual association dues pay for your membership in the national, state, and local level REALTOR® Associations. The above illustration demonstrates the expansive network of resources available to all members for their business success.

In 2020, The National Association of REALTORS® has provided guidance to help REALTORS® respond to COVID-19 and its impact on the real estate industry and real estate transactions. The National Association of REALTORS® and the Pennsylvania Association of REALTORS® has also worked hard to ensure that lawmakers continue to take into consideration the real estate industry, including independent contractors and small business owners. We have worked hard advocating for covid-19 relief on behalf of our members.

Over the course of 2020, R-BAR continued to use the following channels to inform, educate, and provide updated information about the covid-19 pandemic and how the most recent changes effect our industry, our members, and local consumers. Regularly scheduled information about the industry, Open Houses (when allowed) and community impact were only a piece of the communications released by the association. Events, community outreach, and educational opportunities are regularly listed in our private Facebook group.

SOCIAL MEDIA FOLLOWERS IN 2020

 1603

 144

 254

 REALTORS® IN BERKS 957
VOICE OF REAL ESTATE 136



"It's more than buying and selling to us. It's advice. It's counseling. It's 40 page contracts and contingencies. It's doing the million things that need to be done, so you can find your place to call home. "

All real estate licensees are not the same. Only real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® are properly called REALTORS®. You can proudly display the REALTOR "®" logo on your business card or other marketing and sales literature. REALTORS® are committed to treat all parties to a transaction honestly. REALTORS® subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate.



NATIONAL
ASSOCIATION *of*
REALTORS®



Pennsylvania
Association of
Realtors®

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800-727-5345



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