

Answers to Questions About the Proposed Merger

While we recognize that these are challenging times, the merger project started over 18 months ago with the bulk of the work being completed prior to the "shelter in place" directive. It's our priority to deliver information and resources to assist you during the pandemic. We are actively working with PAR to advocate on your behalf to reclassify real estate as an essential business so that you can return to helping consumers buy and sell homes. We decided to move forward with the merger proposal because we know once we are permitted to resume real estate activities, our members will be looking for safe and productive ways (as well as support and answers) to return to business.

DUES AND MEMBER SERVICES

Will my dues increase?

Your dues will not increase as a member of Tri-County Suburban REALTORS® (TSR).

2021 annual local membership dues will stay at \$139 for former SWRA members. Former MCAR members will see a transitional \$40 reduction in local dues. In 2022 dues will be \$139 for all TSR members.

What happens to my current tools like DocuSign, ZipForms, SUPRA lockboxes, etc.?

There will be virtually no change to these existing services. SWRA members will have the added benefit of the FOREWARN (www.forewarn.com) service. You won't incur any additional cost.

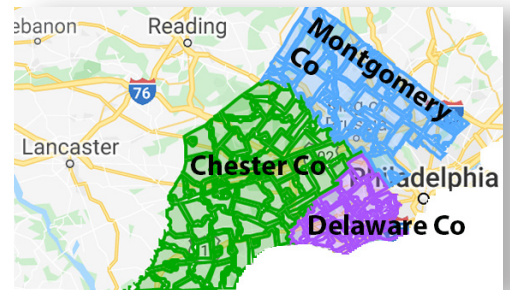
How will my membership status change?

Your status as a REALTORS® remains the same as a member of Tri-County Suburban REALTORS®. If you were a member of both SWRA and MCAR, you'll now have one membership at TSR. Expect the best from both organizations as we combine to form one bigger, stronger community of REALTORS® across Southeast PA.

How will this help me in my business?

As the largest local in the state, we'll be able to bring you more without you paying more:

- **Consistent and new services** to help you compete across our new Tri-County footprint
- More **influence with the consumer** beyond what you do individually through a united PR effort
- **Reduced redundancy** and simplified memberships across the Tri-County footprint
- An **even wider support system** to help answer your questions and deliver the most professional level of service





Will we remain Bright MLS subscribers?

Yes, both associations will continue to use Bright MLS. Your access to Bright MLS service will not change.

What about the Suburban REALTORS® Alliance?

SRA continues to strengthen the industry at the grassroots level by advocating for pro-real estate policies across four Southeast PA counties.

What about the Commercial Chapter?

Commercial REALTORS® will see even more specialized programs and benefits as we continue to grow the Chapter during this new era of the organization. The Chapter will continue to have dedicated representation in both the local and state Boards of Directors.

EDUCATION

What will change about classes and events?

The Association of REALTORS® School continues to provide all of your education needs, including continuing education, broker, appraisal, commercial and designation classes. You'll have even broader options for professional development through electronic and virtual delivery. Other ideas and other satellite locations are in the works as well.

Are there any additional education requirements necessary to be a TSR member?

SWRA members currently meet a mandatory requirement for education beyond what NAR and the Real Estate Commission require. This same requirement will carry over to TSR and will apply to MCAR members beginning in the 2022 cycle.

ABOUT THE MERGER

Why did the merger discussion get started?

Throughout the years our collective members have reaped the reward from various partnership initiatives. While today we share advocacy services, we've imagined carrying that synergy into collaboration of other services to deliver an even better member experience. The new organization is the work of a 12-member task force made up of Board Members and the CEOs of both organizations moving forward.

Where are we in the process of merging?

The Boards of Directors for SWRA and MCAR have voted to merge. An all-REALTORS® vote will be held on June 15, 2020. We'll send more information about the voting process soon.



If approved by members and NAR, the merger is to become official in January 2021.

Why not include other neighboring associations?

Our organizations have a long history of cooperation and collaboration. Consolidation made sense for our two associations at this time.

Where would I vote if I belong to both Associations?

You may vote through either or both MCAR and SWRA. You will need a different password for each virtual voting location that you will be prompted for.

ABOUT THE ASSOCIATION

Where will the new association be located?

We will maintain the current service centers in Malvern and Blue Bell until May 2021. At that time, the Blue Bell location will close. We'll use various satellite locations to broaden capabilities to connect, learn and meet beyond one headquarter location.

What will staffing look like?

Our two associations have a longstanding professional connection. Current SWRA Chief Executive Officer, Anne Marie Matteo, has been named as the President/CEO for the new association. MCAR Chief Executive Officer, Gail Fusco, will consult on the transition before her full retirement at the end of the year. You'll have excellent hands-on support from a staff of industry experts ready to serve your needs.

How big will the new association be?

Tri-County Suburban REALTORS® (TSR) will be a community of over 8,000 REALTORS® across Chester, Delaware and Montgomery Counties. We'll share knowledge, resources and relationships that lead to better awareness of the value of the REALTORS® and better business approaches for our diverse membership.

What will the Board of Directors look like?

The Board of Directors will consist of 16 members through December 31, 2022. The Board will then transition to 12 members. The Board composition includes Commercial, Affiliate and geographic representation in both scenarios.



On June 15th, We'll Invite You to a Virtual Vote
 - for your future and the future of REALTORS® across our communities.
 More information on virtual voting will come soon.

If you have other questions, please feel free to reach out to your association's staff:
SWRA at ammatteo@suburbanwestrealtors.com or MCAR at gfusco@mcarealtors.org.

MEET THE COLLABORATION TEAM					
Montgomery County Association of REALTORS®					
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