

RAYAC Connection

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RAYAC Shred Events Return for You and Your Clients

Mark your calendar now and please share this info with your clients. RAYAC is hosting two shred events to dispose of personal files in a safe and secure manner. And the timing is perfect, shortly after tax day.

SATURDAY, APRIL 29

10:00 am - 12:00 noon

RAYAC parking lot

HACC Gettysburg Campus parking lot



The shredding service is free; however, we will be accepting donations for the RAYAC Foundation to raise funds for housing-related organizations in York & Adams Counties and disaster relief efforts.

[Click here](#) for an event flyer to share with your clients, family and friends.

Donate Unwanted Items

During this busy home buying and selling season, encourage your clients to donate unwanted items to local non-profit organizations when they're getting ready to move. RAYAC has been fortunate to work with many wonderful charities through our outreach efforts and the work of the RAYAC

Foundation. These organizations rely on donations and most have wish list items on their websites. Non-profit organizations accept items dropped off at their location and some pick up large donations.



If you don't know who to contact, call 2-1-1, Pennsylvania's 24/7 information and referral line or visit pa211.communityos.org.

Think about the wonderful ways your donation will help:

- Food and clothing for people who are struggling to make ends meet.
- An outfit for someone to wear to apply for a job or on an interview.
- A blanket to keep someone warm.
- Cookware or bakeware to make meals or a birthday cake at a shelter.
- Towels to keep kennels clean and blankets to keep animals warm.
- Books or games for children and adults to enjoy who don't have any.

[Click here](#) for a flyer to share with your clients on donating items.

April

- 3 MLS payment is due
- 3 PAR Hill Day, REALTORS meet with state legislators in Harrisburg
- 3 Pre-licensing class: RE Practice begins, 6:00 pm
- 4 Hands on Helpers Committee, 9:30 am, Asbury United Methodist Church, 340 East Market Street, York
- 4 Budget Finance Committee, 12:30 pm
- 4 DR/Managers meeting, 2:00 pm
- 5 Appraiser CE: FHA, 8:30 am
- 5 Golf Committee, 11:00 am
- 6 Program Social Committee, 9:00 am
- 7 New Member Orientation-Module III, 8:30 am
- 10 RAYAC Foundation, 8:30 am
- 10 March housing stats released
- 10 Spring Fling wrap-up meeting, 11:30 am, White Rose, York
- 10 MLS Contact Management class, 2:00 pm
- 11 Appraiser CE: National USPAP, 8:30 am
- 11 Education Committee, 11:00 am
- 11 Community Relations Committee, 1:00 pm
- 11 Affiliate Networking Event and Mixer, 4:00 pm, Out Door Country Club, York
- 12 Affiliate Committee, 9:00 am
- 12 Lockbox Q&A Tips, 3:00 pm
- 13 Board of Directors, 9:00 am
- 17 Mid month newsletter out
- 17 MLS CMA class, 2:00 pm
- 18 MLS Walk-in, 2:00 pm
- 19 Appraiser CE: He Who Has the Money Sets the Rules, 8:30 am
- 20 MLS Committee, 8:30 am
- 21 New Member Orientation-Module I, 8:30 am
- 24 MLS Advanced class, 2:00 pm
- 26 YPN StraightTALK - Masterminds Panel, 11:30 am
- 27 Appraiser CE: Technology for the Appraiser & Communicating the Appraisal, 8:30 am
- 29 RAYAC Community Shred Events, 10:00 am-12:00 noon at RAYAC and HACC Gettysburg Campus

May

- 2 Hands on Helpers, 9:30 am
- 3 SRS Designation course, 8:30 am
- 4 Program Social Committee, 9:00 am

Meetings are held at the RAYAC office, 901 Smile Way, York, unless otherwise noted.

Thirsty Thursday

Thursday, May 18

5:00 - 7:00 pm

John Wright Restaurant
120 North Front Street, Wrightsville

Thank you to the host for generously providing free appetizers and a cash bar for this networking event.

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From the Executive Officer

Showers of Communication

by Shanna Terroso, RCE, e-PRO

“April Showers bring May Flowers.” Water is the lifeblood of the earth. Think about what would happen to our planet if we didn’t have rain. Without rain there would be no life and more importantly to my three year old, no puddles to jump in which would really upset the Terroso tikes.

That leads me to think about the lifeblood of real estate. In my opinion it is communication. Without communication transactions wouldn’t come to fruition. Think about it. You have all been in transactions that involved bad communications. How smoothly did that transaction go to get to settlement, if it went to settlement at all? It is absolutely necessary and vital as a REALTOR® that you communicate well. I think most of our REALTORS® believe they are good at communicating. Unfortunately, the client’s perception of a good communication can be vastly different from the REALTOR®. I have been with the association for over 11 years and from the day I started until today, lack of communication has been the crux of almost every single ethics complaint filed. Responses on RAYAC’s Transaction Review System concur. Of all the items rated, communication skills are the lowest scores according to your peers as well.

So how can you improve your communication skills? The tricky part is good communication means different things to different people. Some clients need you to call them with regular updates, even if the update is “there is no change”. They need that constant flow of verbal exchanges. Other clients prefer text messages over a phone call. It’s up to you to identify the method of communication that best fits your client’s needs. But no matter what communication style you choose, the one rule that is universal in all circumstances is **do not wait to share bad news**. I have seen the waiting game hurt one too many good REALTORS®. The REALTOR® held off on sharing bad news because they were hoping they could find a fix and they didn’t want to upset the client unnecessarily. A fix couldn’t be found and the REALTOR® was left to tell the client the bad news. The client is now doubly upset because they felt that the REALTOR® kept them in the dark on the issue and they should have been informed earlier.

During in this month of April, shower your clients and other agents with good communications. Hopefully the increased communications will lead to a beautiful garden full of transactions in May.

See additional information on the importance of good communication on our Professional Standards page 16.



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Board of Directors Summary

March 9, 2017

Action Items

- Directors approved mandated bylaws changes from the National Association of REALTORS.
- Directors appointed John Linton to fill a vacancy on the Professional Standards Committee.

Reports

- Directors had a lengthy discussion on the lockbox one day codes and referred the issue back to the Lockbox Committee for further evaluation and recommendations.
- Directors gave liaison reports for all of RAYAC's committee.

DR Manager Meeting

Tuesday, April 4

2:00 pm
RAYAC Classroom

Representatives from Bright MLS join us for a MLS merger update and to answer questions.

We will also discuss other RAYAC topics such as lockboxes.

Please RSVP to Shanna Terroso at 843-7891 ext. 106 or shanna@rayac.com.



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Expert Mortgage Originators (left to right): Kim Amberman, Kathleen Brown, Ed Leckrone, Pat Joseph, Fiona Eyster, Lisa Cardone and Rich Lowry

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Membership News

New Members

Steve Billet, McCallister & Myers
Tracy Csontos, Keller Williams
 American Prem
Nicholas Feudale, Keller Williams
 Keystone (Y)
Jason Hubler, Exit Strategy Solutions
Heather Kerstetter, Coldwell Banker
 Res. Brok. (YorkM)
Scott Kopp, Berkshire Hathaway
 Homesale (CD)
Octavia Moore, C21 Core Partners
Alexis Myers, House Broker Realty
Austin Shaffer, Berkshire Hathaway
 Homesale (W)
Roger Shultz, Berkshire Hathaway
 Homesale (E)
Levi Stein, Howard Hanna
Stephanie Weirich, Coldwell Banker
 Res. Brok. (YorkQ)
Amber Wherley, RE/MAX Quality
 Service

Member Changes

Cathy Brant, ERA Preferred
 Properties
Lee Garlin, RE/MAX Patriots
Tom Garlin, RE/MAX Patriots
Michael Harget, Keller Williams
 Keystone (G)
Tracy Wandress, House Broker
 Realty

Member Drops

Debra Copas

New Office/Brokerage

None

Office Changes

None

Office Drops

None

New Affiliates

C.A.R.E. Property Services
 1235 Abbottstown Pike
 Hanover, PA 17331
 Phone (717) 968-1482
 Fax (717) 585-6799
www.callcarefirst.com
 Bryan Cherry
 bcherry@callcarefirst.com

Home Land Septic Consulting
 9106 Philadelphia Road, Suite 108B
 Rosedale, MD 21237
 Phone (443) 619-3008
 Fax (443) 267-0098
 Kevin Barnabas
 kevin@mdwellandseptic.com

SWAT Environmental of PA
 8020 Mine Street
 Fogelsville, PA 18051
 Phone (610) 674-4417
 Fax (610) 395-4508
www.radon-pennsylvania.com
 Katherine Fisher
 kfisher@swatofpa.com

Membership Stats

(as of 3/20)

	2017	2016
Designated REALTORS	131	124
Primary REALTORS	843	914
Secondary REALTORS	57	
Pending Applicants	13	17
Total REALTORS	1044	1055
Affiliates	93	91
Total Members	1137	1146

Affiliate Changes

None

Affiliate Drops

None

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Hop on Board



Affiliate Networking Event & Mixer

This is the *ONLY* tradeshow event in 2017!

Don't miss the "eggs"traordinary networking event to make valuable business contacts. RAYAC's Affiliate partners can help get your clients to the settlement table with a smooth transaction. Learn about special programs and services to get your business hopping.

Thank you to these Affiliate Partners for their commitment to this event:

Tuesday, April 11

Out Door Country Club, York

- ABCO
- American Property Examiners
- Citizens Bank
- Fidelis Mortgage
- First American Homebuyers Warranty
- First National Bank
- Freedmont Mortgage
- Fulton Mortgage
- GMH Mortgage
- Homebridge Financial
- Home-Rite Inspections
- Homesale Mortgage
- M&T Bank
- Myclosing
- PeoplesBank
- Pillar to Post
- PrimeLending
- Real Estate Exposures
- SAFE Inspections
- Stock and Leader
- SWAT Environmental
- The Bathtub Doctor
- The Glatfelter Agency
- White Rose Settlement Services
- York Traditions Bank

- 3:00 pm
- 4:00-5:00 pm
- 5:00-6:00 pm
- 6:00 pm

- Affiliate booth set-up
- Tradeshow
- Social hour with cash bar, hors d'oeuvres and prizes (\$25 gift cards, plus some "bunny" will win a \$100 grand prize!)
- Affiliate booth tear-down

REALTORS - This event is FREE; however, reservations are required. [Click here](#) to register today.

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Cheryl Yerger, '19, ABR,
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March Thirsty Thursday

Thank you to our host:
Rock's Lounge

Thank you to our sponsors:
Homesale Mortgage
Lakeside Title
SAFE Home Inspections

Congratulations to the winners:
Amy Biser
Barb Boyer
Dan Boyer
Tom Garlin
Judy Givens
Karen Tavenner

Congratulations to our 50/50 winner:
Karen Tavenner

\$139 was raised from the 50/50 for the RAYAC Foundation to support housing-related charities in York & Adams Counties!



Thank you to the Spring Fling Committee, sponsors and everyone who attended the event. It was a fun evening full of food, prizes, dancing and most importantly - raising money for the RAYAC Foundation.

Stay tuned for the grand total raised for the RAYAC Foundation to help our local housing-related non-profits and disaster relief efforts.

See photos from the event on Facebook. Please like our pages!
[RAYAC Facebook page](#)
[RAYAC Foundation Facebook page](#)

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Beware of Email Scams

Avoid the headache of getting a potential virus on your computer and be extra cautious when you receive emails that raise a red flag. RAYAC recently learned of a member who received an email from an unknown agent stating, "Here is my buyers offer with the attached pre-approval letter." It contained a PDF attachment.

If you don't know the sender, never open the email or attachments until you can verify if the email is legitimate. Feel free to contact RAYAC to see if the sender is a member or look up the name on the Pennsylvania Real Estate Commission's website - <https://www.pals.pa.gov/#/page/search>. There are so many real estate email scams. We want to keep you and your computer safe.

Tax Resources at Your Fingertips

No one likes getting everything ready for tax time, let alone writing a check to the IRS, but RAYAC tries to simplify it for you. All of your RAYAC expenses can be easily accessed online in a few quick steps.

- Go to rayac.com
- Click on Pay Bills link
- Log in using your MLS or Affiliate username and password
- Click One Year Invoice History

You will get a list of any payment made to RAYAC - dues, MLS fees, classes, store purchases, etc. - anything you paid for during 2016.

First-to-Know Expertise.

- 1031 Tax Deferred Exchange
- Buying or Selling Property
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- Right-of-Way
- Settlement & Closing Services
- Survey Disputes
- Tenants
- Title Insurance
- Title Search

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RAYAC Charity Golf Outing

Wednesday, June 7, 2017

Heritage Hills Golf Resort, York



Only a few sponsorships are available, but there are other ways to participate:

- Have fun at the mini golf/tasting event, plus dinner - all for \$50!
 - Door prize donations
 - Goody bag item donations
 - Volunteer at the event

[Click here for details.](#)

Proceeds benefit the RAYAC Foundation to support local housing-related non-profit organizations and the Robert Murphy Disaster Relief Fund. Contact Beth Izzo to get involved or if you have any questions - 717-843-7891 ext. 110 or beth@rayac.com.

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New \$500 Scholarship for High School Seniors

Do you have a son or daughter (or grandson or granddaughter) who will be graduating from high school this year? If so, they might be able to win a \$500 scholarship.

The Community Relations Committee is offering one \$500 scholarship for a high school senior who is an immediate family member of any RAYAC member and who is pursuing a post-secondary education of any kind. This year the committee is asking the seniors to write an essay on "What Home Means to Me".



[Click here](#) to get the scholarship application form. The completed form and essays are due to RAYAC by May 1. If you have any questions, contact Beth Izzo at 717-843-7891 ext. 110 or beth@rayac.com.



Coming Soon - RAYAC Paint Night

The Program Social Committee is planning a paint night for RAYAC members on Thursday, May 4 at 6:00 pm at Pinot's Palette, York. It is \$35 per person and limited to 24 people. Watch for more details, including a photo of what will be painted, coming soon.



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Seller Representative Specialist Designation Course



2-day course at RAYAC: **May 2 & 3 , 2017** | 8:30 AM - 5:00 PM

TUITION: \$299

Lunch is included each day.

INSTRUCTOR:

Melanie McLane



CREDITS:

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ABOUT:

The 2-day Seller Representative Specialists (SRS) Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

STUDENTS LEARN TO:

- Increase listings and grow their business.
- Demonstrate and communicate their value package to seller clients.
- Understand and comply with state license laws when representing sellers.
- Understand and apply methods, tools, and techniques to provide the support and services that sellers want and need.

[Click here for more details](#) or contact Stephanie Kennedy at 717-845-3487 or Stephanie@rayac.com.



April 26 ▶ 11:30 am-1:30 pm

YPN StraightTALK Masterminds Panel

A panel of top-notch agents will discuss their best practices and answer your questions. \$10 with light lunch served.

Click [here](#) for more details. Click [here](#) to register (under events).

KNOW MORE. DO MORE.



Appraiser Continuing Education

Tuesday, April 11, 2017 - 8:30 AM - 4:30 PM

[National USPAP](#) *Required Course* 7 hrs. PA appraiser and real estate CE \$106.80

Wednesday, April 19, 2017 - 8:30 AM - 4:30 PM

[He Who Has the Money Sets the Rules](#) 7 hrs. PA appraiser CE \$80

Thursday, April 27, 2017 - 8:30 AM - 12:00 PM

[Technology and the Appraiser](#) 3.5 hrs. PA appraiser \$40

Thursday, April 27, 2017 - 1:00 PM - 4:30 PM

[Communicating the Appraisal](#) 3.5 hrs. PA appraiser CE \$40

Thursday, May 4, 2017 - 8:30 AM - 12:00 PM

[So Sue Me! - Or Not. Review of PA Appraisers Certification Act](#) *Required Course* 3.5 hrs. PA appraiser and real estate CE \$40

Thursday, May 4, 2017 - 1:00 PM - 4:30 PM

[Zapping Zillow: Valuation in the Internet Age](#) 3.5 hrs. PA appraiser and real estate CE \$40

Thursday, May 25, 2017 - 8:30 AM - 4:30 PM

[From the Ground Up: Site Valuation and the Cost Approach](#) 7 hrs. PA appraiser CE \$80

See details for these classes and the full 2017 line up [here](#).
Any questions, contact Stephanie Kennedy at 717-845-3487 or Stephanie@rayac.com.

Sign Up for Code of Ethics Class, Now Approved for CE!

The new NAR Biennial Code of Ethics training cycle began January 1, 2017 and ends December 31, 2018. RAYAC and the Real Estate School of York & Adams Counties will help you easily meet this requirement by providing 8 opportunities to take the Code of Ethics course entitled, "Keep Calm & Follow the Rules." **Not only are we providing 8 dates, but the course is also approved for 3.5 hours of PA Real Estate Continuing Education AND covers the new State Real Estate Commission continuing education requirement of having a course on SREC Rules and Regulations. Check both requirements off your list with one course at RAYAC!**

Members who join RAYAC in 2017 and 2018 are exempt due to ethics content in New Member Orientation curriculum.

Questions? Contact Stephanie Kennedy at stephanie@rayac.com or 717-843-7891 X109.

Visit www.rayac.com to see this information on our website. Click [HERE](#) to register for a course.

2017 Schedule

Date	Time	Location	Cost
March 8, 2017	8:30 AM – 12:00 PM	Wyndham Garden, York	\$40
October 11, 2017	8:30 AM – 12:00 PM	RAYAC Classroom	\$40
November 15, 2017	1:00 PM – 4:30 PM	Southeastern Adams Volunteer Emergency Services, Hanover	\$40

2018 Schedule

Date	Time	Location	Cost
March 22, 2018	1:00 PM – 4:30 PM	Wyndham Garden, York	\$40
April 11, 2018	8:30 AM – 12:00 PM	Southeastern Adams Volunteer Emergency Services, Hanover	\$40
April 26, 2018	1:00 PM – 4:30 PM	RAYAC Classroom	\$40
May 17, 2018	8:30 AM – 12:00 PM	Wyndham Garden, York	\$40
November 14, 2018	8:30 AM – 12:00 PM	RAYAC Classroom	\$40

Sentrilock Updates

Doug Clark Hosts Sentrilock Q&A and Tips

Stop in the RAYAC office on **Wednesday, April 12 at 3:00 pm** for an informal training session on anything you want to learn about RAYAC's lockbox system, key cards, mobile app and more. No registration necessary.

Only 100 Gen II Lockboxes Remaining

Gen II lockboxes are on clearance for \$30 plus tax until they are gone. We only have 100 left. These boxes are not under warranty and all sales are final. RAYAC will ensure lockboxes have fresh batteries and are in working condition at time of sale. Contact [Doug Clark](#) at 843-7891 ext. 111 to order your supply today.

Sentrilock Technology Notices

Forced updated of SentiSmart: SentiLock will be forcing an app update to version 3.0.0 on May 17th, 2017. This version of SentiSmart was published back in October of 2016 and incorporates the Message Center feature which enabled in-app notifications along with a handful of modifications to adhere to the Android and iOS platforms. When there is a forced update, it means any time someone opens that app that has a version less than 3.0.0, it will require them to update to the latest version before they can use it.

Removing support for iOS 7 and Android v5 Operating Systems: Apple and Android are both active in updates and advancements of their operating systems. As these two manufacturers continue to advance operating systems, it also means at some point, they stop supporting older ones. Apple will be ending support of their iOS 7 version of their iPhone operating system in the coming year and Android has already stopped supporting v5. What this means is they will no longer actively work to patch or correct bugs in the operating system as well as maintain a review of security of the operating systems. It is in both you the customer and SentiLock's best interest to move away from these versions of their operating systems. In an effort to maintain a level of security with our application, **SentiLock will no longer support iOS 7.x for iPhones and OS 5.x for Android as of July 26th, 2017.**

Eliminating SMS as a means to send notifications:

We are building our own In-App notification/messaging system within the SentiSmart App. **As of October 1st, 2017, SentiLock will no longer send any of its notifications to its customers via SMS.** If a customer would like to receive notifications of any kind, including other notifications they cannot receive via SMS today, they can download the SentiSmart app and receive them via In-App Notifications through our Message Center feature.

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REALTORS® Legislative Meetings & Trade Expo in DC

May 15-20, 2017



The REALTORS® Legislative Meetings & Trade Expo is where NAR members take an active role to advance the real estate industry, public policy and the association. REALTORS® come to Washington, DC, for special issues forums, committee meetings, legislative activities and the industry trade show. Plus, while you're there, take in some sightseeing.

REALTORS® travel from all over the country to attend these meetings. We're only two hours away. Make it a day trip or book a room to stay longer.

Chris Wallace, host of FOX News Sunday, presents "America Under President Trump: A View from Washington" and Suzanne Zinn Mueller and Jonathan Smoke from realtor.com will talk about 2017 trends and how to use them to grow your business. There are many more speakers, educational opportunities and insightful meetings.

Registration is FREE. [Click here](#) for more details about this fantastic opportunity.

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2016 Professional Standards Activity Review

2016 Ethics Complaints: 4 cases filed

- 2 cases complaint withdrawn
- 1 case found REALTOR® in violation
- 1 case in process

2016 Lockbox Complaints: 3 cases filed

- 2 cases REALTOR® found in violation
- 1 complaint withdrawn

2016 Arbitration Requests: 3 requests filed

- 1 request withdrawn
- 2 requests an award was rendered

2016 Ombudsman Service

- RAYAC Ombudsmen handled 15 cases.

2016 Consumer Protection Committee

- Handled 25 complaints from the general public.

Professional Standards Review – Communication is Still Key

Two years ago Shanna Terroso handed the Professional Standards Administrator reigns over to me. I had no idea how interesting and complex some of the issues would be. As soon as I think “I’ve got this!” a wrench gets thrown my way and I’m learning something new. I think any of the RAYAC members who serve in various Professional Standards capacities can attest to that as well.

What I’ve learned in the last two years as Professional Standards Administrator is that whether the problem is simple or intricate, the vast majority could probably have been avoided through better communication. I’m sure you hear this all the time that good communication is key. Since it’s said often, I’m hoping that it’s not going through one ear and out the other because it is so important in order to have a successful and pleasant transaction. Even if you think you are a great communicator, it’s important to do frequent self-examination to ensure you haven’t become complacent. Good communication is a daily effort.

One of the threads woven into good communication is respect. When issues arise, REALTORS® are sometimes hesitant to reach out to another REALTOR® to address the problem out of fear they will receive a disrespectful response. Your purpose is to represent your client which might mean that you have to make a call you don’t always feel comfortable making, but might be necessary. To the person on the other end of that call, I don’t know about you, but if a problem exists I want to know about it so it can be resolved and not grow into something ugly. No matter how minute or annoying you think a problem might be, if someone is contacting you about it, please be respectful, listen, and communicate with them in order to resolve the situation.

Be sure that you are doing this for your clients, as well. Sadly, I still get the comment from members of the public that they feel their REALTOR® was just out for a paycheck and didn’t fully represent them. Please be sure you are taking the time to communicate processes and contracts with your clients so that they understand the transaction and know that you are truly looking out for their best interests. I know you have their best interests in mind, but let’s make sure they know it, too.

Another thread of communication is professional relationships. I harp on our new members during orientation to get to know one another because you never know when you’ll be on the other side of a transaction with that person. How much better is it to be involved in a sale where you have a positive professional relationship with the other REALTOR®? Communication is much smoother and comfortable because you know each other. RAYAC offers many opportunities to get to know your fellow REALTORS®. I know everyone is getting very busy, but please take advantage of those events so you can continue to grow your professional relationships.

Most importantly, follow the golden rule “do unto others as you would have them do unto you.”

Don’t ever hesitate to give RAYAC a call. If you see a problem, let us know. We have several services and resources in place to help you.

Stephanie Kennedy, *Director of Professional Development*

717-843-7891 ext. 109 or stephanie@rayac.com

RAYAC Office Hours

Monday - Thursday
8:30 a.m. to 5:00 p.m. *

Friday
8:30 a.m. to 4:00 p.m.

* On Tuesday mornings the office opens at 10:00 a.m. because of a staff meeting.

Phone
(717) 843-7891

Fax
(717) 854-0720

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RAYAC's Young Professionals Network (YPN) Held Its First Social

RAYAC would like to thank **Bailee's Home Brew** for hosting the first YPN social on March 28 and **Homechek** and **GMH Mortgage** for sponsoring the event. It was a enjoyable evening for everyone who attended. In addition to selling home brewing and winemaking supplies, Bailee's plans to open a pub in the future.





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February Sold 2017 MLS Statistics by School District

<u>School District</u>	<u># Sold</u>	<u>Dollar Volume</u>	<u>Avg. Sale Price</u>	<u>Median Sale Price</u>
York County				
Central	37	\$6,360,926	\$171,917	\$139,900
Dallastown	20	\$4,913,212	\$245,661	\$175,000
Dover	33	\$6,128,876	\$185,724	\$166,500
Eastern	9	\$1,352,250	\$150,250	\$116,950
Hanover	11	\$1,279,200	\$116,291	\$129,900
Northeastern	27	\$4,555,638	\$168,727	\$173,500
Northern	9	\$2,006,830	\$244,547	\$274,900
Red Lion	27	\$4,974,542	\$184,242	\$177,500
South Eastern	21	\$4,720,500	\$224,786	\$228,000
South Western	17	\$2,905,473	\$170,910	\$144,700
Southern	16	\$3,545,995	\$221,625	\$229,950
Spring Grove	18	\$3,519,959	\$195,553	\$228,679
West Shore	17	\$3,431,390	\$205,038	\$173,950
West York	23	\$3,553,185	\$154,486	\$130,500
York City	28	\$1,581,100	\$56,468	\$39,500
York Suburban	25	\$4,631,579	\$185,263	\$167,500
York Total	338	\$59,460,655	\$175,815	\$159,000
Adams County				
Bermudian Springs	6	\$1,247,700	\$207,950	\$159,950
Conewago Valley	21	\$3,786,983	\$180,333	\$185,900
Fairfield	6	\$1,323,097	\$220,516	\$218,098
Gettysburg	18	\$3,256,222	\$180,901	\$172,000
Littlestown	10	\$1,372,533	\$137,253	\$131,750
Upper Adams	9	\$1,071,090	\$119,010	\$128,911
Adams Total	70	\$12,057,625	\$172,252	\$156,250

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	2/16 TOTAL	2/17 TOTAL	16-17 % CHANGE	2/16 MEDIAN SOLD PRICE	2/17 MEDIAN SOLD PRICE	16-17 % CHANGE	2/16 AVG. SOLD PRICE	2/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	318	338	+6%	\$140,000	\$159,000	+14%	\$152,739	\$175,815	+15%
Co-broke	231	252	+9%	\$138,000	\$157,000	+14%	\$148,500	\$176,011	+19%
In house	82	86	+5%	\$159,950	\$164,900	+3%	\$164,683	\$175,246	+6%
New	599	584	-3%			Active	1,822	1,497	-18%

York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-2/16 TOTAL	1-2/17 TOTAL	16-17 % CHANGE	1-2/16 MEDIAN SOLD PRICE	1-2/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1-2/16 AVG. SOLD PRICE	1-2/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	632	660	+4%	\$144,000	\$151,480	+5%	\$180,146	\$166,790	-7%
Co-broke	480	517	+8%	\$142,700	\$149,900	+5%	\$187,534	\$165,329	-12%
In house	152	143	-6%	\$147,250	\$157,000	+7%	\$156,816	\$172,070	+10%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	2/16 TOTAL	2/17 TOTAL	16-17 % CHANGE	2/16 MEDIAN SOLD PRICE	2/17 MEDIAN SOLD PRICE	16-17 % CHANGE	2/16 AVG. SOLD PRICE	2/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	61	70	+15%	\$156,000	\$156,250	0%	\$159,628	\$172,252	+8%
Co-broke	45	48	+7%	\$150,000	\$152,450	+2%	\$157,178	\$175,240	+11%
In house	16	22	+4%	\$167,500	\$158,700	-5%	\$166,519	\$165,732	0%
New	110	125	+14%			Active	502	397	-21%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-2/16 TOTAL	1-2/17 TOTAL	16-17 % CHANGE	1-2/16 MEDIAN SOLD PRICE	1-2/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1-2/16 AVG. SOLD PRICE	1-2/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	113	132	+17%	\$155,000	\$153,750	-1%	\$164,271	\$172,951	+5%
Co-broke	78	88	+13%	\$152,250	\$157,200	+3%	\$163,011	\$180,890	+11%
In house	35	44	+26%	\$165,000	\$146,000	-12%	\$167,080	\$157,072	-6%

Master the MLS

with FREE Paragon Training

MLS Contact Management

Monday, April 10

2:00-3:30 pm

Registration required. Enter your client's information into the MLS; create saved searches that meet your client's criteria, create automatic email notifications, and set up a webpage through Paragon's Client Connect.

Register [online](#) (under events tab) to sign up for this class.

MLS Comparative Market Analysis

Monday, April 17

2:00 - 3:30 pm

Registration required. This class will show you how to create a CMA brochure including a CMA search, create reports, add a subject property, insert adjustments to comparables, graphs, etc.

Register [online](#) (under events tab) to sign up for this class.

MLS Walk-In

Tuesday, April 18

2:00-4:00 pm

No need to register. Get your MLS questions answered. Bring your laptop, smartphone or tablet or use our equipment for hands-on help.

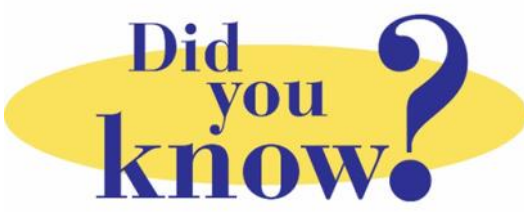
MLS Advanced

Monday, April 24

2:00 - 3:30 pm

Registration required. This class will teach you advanced searching, tax records, Geojet and more.

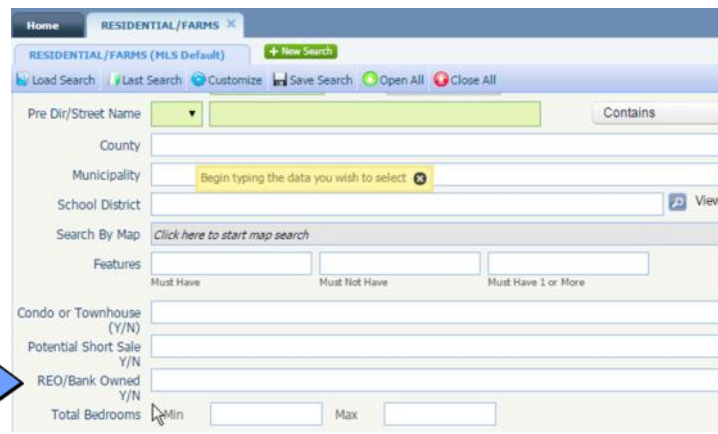
Register [online](#) (under events tab) to sign up for this class.



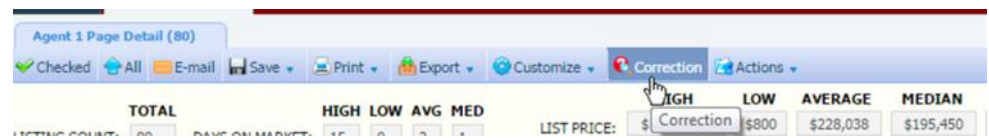
Did you know the Short Sale disclosure on the Agent Report is in a different place? Because it is no longer a "feature" item Short Sales can now be found next to the "To Be Built" and REO/Bank Owned information in the top information block.

MLS #: 21613283	ACT-Pending	Residential/Farms	For Sale	List Price: \$59,900
1647 Filbert Street York PA 17404	Unit #	Detached	To Be Built: No	# Assoc Docs: 3
	Municipality: 88 West York Boro	School District: West York	Short Sale: Yes	REO/Bank Owned: No
Design: Cane Cnd	Bedrooms: 3	Full Baths: 1	Half Bath: 1	Year Built: 1940

Also, since the Short Sale Search is no longer a feature item it can be found on the Primary Search Screen between Condo Y/N and REO/Bank Owned Y/N.



Please note - the MLS Committee cannot address "anonymous" reports of MLS violations. Please use the "Correction" button when reporting an MLS concern regarding a listing so MLS Staff can respond.



Thank You RPAC Leaders!

THANK YOU to everyone who contributed \$21,582 toward the 2017 goal of \$30,000! Special thanks to these RPAC leaders.

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"Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates."

Legislative Link

2017 Legislative Breakfast

RAYAC and the York Builders Association held their annual Legislative Breakfast with 14 elected and appointed officials. PAR President Kathy McQuilkin attended the event and provided an update on top legislative priority issues for PAR and encouraged everyone to sign up for Realtor® Party Mobile Alerts (see below). Then attendees enjoyed round table discussions from the elected officials on issues such as property tax reform, education funding and pension reform.



Standing left to right are RAYAC Executive Officer Shanna Terroso, RAYAC Political Affairs Committee Chair John Linton, York County Commissioner Doug Hoke, Deputy Chief of Staff to Congressman Scott Perry Bob Reilly, Rep. Seth Grove, Rep. Dan Moul, Sen. Mike Folmer and York City Acting Director of Economic & Community Development Shilvosky Buffaloe. Seated left to right are Rep. Kate Klunk, YBA Executive Officer Laurie Lourie, Rep. Kristin Hill-Phillips, RAYAC President Deborah Goodling and PAR President Kathy McQuilken.

Sign Up for Realtor® Party Mobile Alerts

Sign up for [NAR's Realtor® Party Mobile Alerts](#) and get a chance to win a \$250 Amazon gift card!

The Realtor® Party Mobile Alert is the easiest way to quickly respond to calls-for-action on issues like the National Flood Insurance Program and attacks on the mortgage interest deduction.

[You can sign up online](#) or by opening a text message on your cell phone, and texting the word **REALTORS** to **30644**. You'll only receive a text when a call-for-action is issued, and you can quickly respond.

Realtors® who sign up for the alerts by April 30 will be entered into a drawing for a \$250 Amazon gift card.

Partner and Do Business with RAYAC Affiliate Members!

This a valuable resource to share with your clients.

Attorneys

Barley Snyder LLC
[CGA Law Firm](#) - ad on pg. 9
[Stock and Leader](#) - ad on pg. 8

Builders

High Performance Homes
Merani Construction
York Builders Association

Inspectors

Absolute Radon Mitigation LLC
All Pro Inspections
Allied Home Inspections Inc
American Property Examiners - ad on pg. 14
Amerispec Home Inspection
BH Home Inspection
Central Penn Radon Inc
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George Forney Home Inspection
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Home-Rite R.E. Inspections
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[HouseMaster Home Inspections](#) - ad on pg. 8
Lynne Pest Management Co.
Mason Dixon Home Inspection
New Leaf Home Inspection
Pillar to Post Home Inspection
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Precision Inspections & Radon
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The Mitigator
The Property Examiners
The Virtus Group LLC
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Trimmer Home Inspections
Visionspec Home Inspection

Lenders

1st Preference Mortgage
ACNB Bank
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Bank of America
Bay Capital Mortgage Corp
Caliber Home Loans
Citizens Bank
Fidelis Mortgage Corporation
First Alliance Home Mortgage
First Capital Federal Credit Union
First National Bank
Freedmont Mortgage
[Fulton Mortgage](#) - ad on pg. 5
GMH Mortgage Services LLC
Heritage Valley Federal Credit Union
[Homebridge Financial Services](#) - ad on pg. 7
Homesale Mortgage, LLC
M & T Bank Mortgage Division
Members 1st Credit Union
Mortgage Network
Movement Mortgage
Peoplesbank, A Codorus Valley Co
[PrimeLending](#) - ad on pg. 15
[Residential Mortgage Services](#) - ad on pg. 2
Union Community Bank
Union Home Mortgage
Wells Fargo Home Mortgage
[York Traditions Bank](#) - ad on pg. 4

Title/Settlement Co.

Abstracting Co. of York County
Anchor Abstracting Co. Inc.
Community Settlement LLC
Complete Closing Services
Even Par Settlement Services
Guardian Transfer Corp.

Title/Settlement Co. - continued

Homesale Settlement Services
Lakeside Title Company
Preferred Service Settlements
Quality Service Settlements
Real Estate Settlement Co
[Stock and Leader](#) - ad on pg. 9
[White Rose Settlement Services](#) - ad on pg. 3
[Yorktowne Settlement Co](#) - ad on pg. 9

Home Improvement/Repairs

AdvantaClean-Lower Susquehanna
Basement Waterproofing Solution
Bleecker St. Development
C.A.R.E. Property Services
Home Land Septic Consulting
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