

# RAYAC Connection

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## Preview the MLS System of MLS Evolved

**Wednesday, August 3 at 2:00 pm**

Get a sneak peek at the Matrix 360 MLS system, the system used in the regional MLS Evolved. TREND is hosting the webinar and has a maximum of 100 participants. We are encouraging members to view in groups at your office (check with your office manager) or at RAYAC. The session will also be recorded to view at later time.

**Meeting instructions for the day of the webinar. No need to register.**

1 - Click on this link to join the class:

<http://connectpro18664271.adobeconnect.com/r8571fl6gt/>

2 - Select the "Guest" option and type in your name. Please enter your full name for attendance purposes.

If you have never attended a Connect Pro meeting before, you may want to test your connection: [http://connectpro18664271.na6.acrobat.com/common/help/en/support/meeting\\_test.htm](http://connectpro18664271.na6.acrobat.com/common/help/en/support/meeting_test.htm) If you have any problems connecting, please contact the TREND Support Center at 877-330-9900 and they will assist you.

## Fall Affiliate Networking & Educational Event



# Up Your GAME!

Create Game Winning Strategies

**Thursday, September 22**  
**Hanover Country Club,**  
 200 Water Street, Abbottstown

REALTOR and Affiliate members will have the opportunity to network in a relaxed trade show atmosphere followed by an educational Affiliate Panel presentation.

9:00-10:20 am	Tradeshow and breakfast
10:20-10:40 am	Award prizes and remarks
10:40-11:30 am	Affiliate Panel presentation

Affiliates - reserve your booth today! Only 20 booths available on a first-come, first-serve basis. [Click here](#) (and go to events). Contact [Beth Izzo](#) with any questions at 843-7891 ext. 110.

## August

- 2 Political Affairs Committee, 2:00 pm
- 3 Hands on Helpers, 9:00 am
- 3 Bowlathon Committee, 11:00 am
- 3 Webinar demo Matrix 360, 2:00 pm
- 4 Program Social Committee, 9:30 am
- 4 MLS Contact Management class, 2:00 pm
- 5 New Member Orientation-Module I, 8:30 am
- 9 MLS CMA class, 2:00 pm
- 10 Lockbox training, 2:30 pm
- 11 Board of Directors, 9:00 am
- 11 Bowlathon, Suburban Bowlerama, registration 5:00 pm, bowling 6:00 pm
- 16 MLS Walk In training, 2:00 pm
- 17 Affiliate Committee, 9:00 am
- 17 Budget Finance Committee, 11:00 am
- 17 MLS Advanced class, 2:00 pm
- 18 MLS Committee, 8:30 am
- 18 Member Communications Committee, 10:00 am
- 19 New Member Orientation-Module II, 8:30 am
- 23 Education Committee, 11:00 am
- 24 Hands on Helpers, 9:00 am
- 24 Lockbox training, 2:30 pm

## September

- 1 Program Social Committee, 9:30 am
- 2 New Member Orientation-Module III, 8:30 am
- 5 RAYAC office closed - Labor Day
- 6 Political Affairs Committee, 2:00 pm
- 7 Hands on Helpers, 9:00 am
- 7 Lockbox training, 2:30 pm
- 8 Board of Directors, 9:00 am
- 13 Political Affairs Committee-Phone a Friend for RPAC, 12:00 noon
- 13 Community Relations, 1:00 pm, C&D
- 13 Pre-Licensing-RE Fundamentals, 6:00 pm
- 15 MLS Committee, 8:30 am
- 15 Member Communications, 10:00 am
- 15 Thirsty Thursday, 5:00-7:00 pm, Oak, York ▶
- 15 Pre-Licensing-RE Fundamentals, 6:00 pm
- 16 New Member Orientation-MLS Module I, 8:30 am
- 17 Pre-Licensing-RE Fundamentals, 8:30 am

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

# Thirsty Thursday

## Back to School Night



Watch for more details on collecting back to school supplies.

## September 15, 2016

5:00-7:00 pm

### Oak

at Heritage Hills

2700 Mount Rose Ave., York

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

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# Board of Directors Summary July 14, 2016

## Action Items

- Directors approved two proposed changes to the bylaws from the Leadership Development Committee. These proposed changes will go to the membership for a vote at the annual meeting. See page 9 for details.
- Directors appointed David Van Arsdale to a five year appointment as a Legal Action Fund Trustee.

## Reports

- Directors heard reports on MLS Evolved and the progress on new staff hire.

## 2017 Board of Director Candidates

Thank you to the following members who have expressed their commitment to the association by becoming candidates for RAYAC's Board of Directors. At the annual meeting, members will elect four directors from this slate of candidates.

**Marie Arcuri**  
**Mark Carr**  
**Sharon Harris**  
**Brenda Riddle**  
**John Wiga**  
**Cheryl Yerger**

Watch for more information to learn more about these candidates including profiles in the September newsletter and videos posted on rayac.com.



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From the Executive Officer

# Dog Days of Summer

by Shanna Terroso, RCE, e-PRO

I've heard this expression for the majority of my life and to be perfectly honest I had no idea where it came from. So as any good millennial would do, I Googled it.

According to Dictionary.com, it is "the sultry part of the **summer**, supposed to occur during the period that Sirius, the **Dog Star**, rises at the same time as the sun: now often reckoned from July 3 to August 11. a period marked by lethargy, inactivity, or indolence."

There are many signs that we are certainly in the dog days of summer with the 90 degree heat wave brought to us by the infamous heat dome. However, as RAYAC often does, we are bucking the trend on being lethargic and inactive during these dog days of summer. The market continues to be quite active with both home sales and median home prices on the rise. We are in the midst of interviewing candidates to run for our Board of Directors (page 3), debating bylaw changes (page 9), implementing new programs for our lockbox system (page 16) and hosting a webinar so members can learn about the technology that would be utilized for MLS Evolved (page 1).

So while the dog days of summer are here, I hope you take this opportunity for a much needed break from the heat, grab an ice cold lemonade and catch up on your real estate news.



What's the secret to earning more money in real estate? Attending the 2016 REALTORS Conference & Expo in Orlando. Attendees make two times the average real estate income, so you'll be networking with some of the most successful pros in the industry!

Here are some of the conference highlights:

- 19,000 attendees from all over the world
- 400 exhibitors
- 100 education sessions
- Top notch presenters including General Colin Powell, USA (Ret.)
- Spotlight series speakers including Daniel Gilbert, Susan Cain, Lou Holtz and Disney Institute
- Celebrity concert with Daryl Hall and John Oates
- And an exclusive REALTOR Night Out at Universal Studios

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**Duane "Silver" Wilson**  
**717-577-8740**

**Email: [silverwilson@comcast.net](mailto:silverwilson@comcast.net)**

# Membership News

## New Members

Joel Battersby, Cavalry  
John Tod Berry, BHHS (H)  
Hannah Bird, Miller & Assoc.  
Adriana Bullaj, House Broker Realty  
Kaltrin Bullaj, House Broker Realty  
Jessica Carson, RE/MAX Quality  
Julie DiMaggio, BHHS (H)  
John Friert, ERA Preferred  
Tom Garlin, CBRB, YorkM  
Karen Gilbert, Country Home  
Sandra Hopkins, KW American  
Premiere  
Joshua Jackson, KW Keystone  
Irene Jordan, BHHS (W)  
Catherine Relac, Joseph A Myers RE  
Martin Rouse, RE/MAX Advantage  
Carol Schaubhut, CBRB, YorkM  
Samuel Spagnola, RE/MAX Quality  
Anthony White, BHHS (E)  
Randall Williams, BHHS (E)

## Office Changes

None

## Office Drops

None

## New Affiliates

None

## Affiliate Changes

None

## Affiliate Drops

None

## Membership Stats

(as of 7/20)

	<u>2016</u>	<u>2015</u>
Designated REALTORS	126	122
REALTORS	940	850
Pending Applicants	<u>28</u>	<u>10</u>
Total REALTORS	1094	982
Affiliates	<u>94</u>	<u>92</u>
Total Members	1188	1074

## Member Changes

Michael Barton, M.S. Barton Appraisal  
Service  
Jesse Ferber, McCallister & Myers  
Brittany Ford, C21 Core Partners  
Rebekah Hunter, BHHS (D)  
Tonya Wenschhof, C21 Core Partners

## Member Drops

Gerald Black  
Shawn Stevens

## New Office/Brokerage

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## Bowling, Movie Theme, Fun!

*Only 1 team available!*

### Thursday, August 11

5:00 pm registration  
6:00-8:00 pm bowling  
Suburban Bowlerama  
1945 S. Queen St., York

Have a great time with colleagues while raising money for the RAYAC Foundation to support housing-related charities in York & Adams Counties and the Robert Murphy Disaster Relief Fund.

Don't want to bowl? Stop by anyway to cheer on the teams and see who gets into the movie theme spirit!

[Click here](#) for bowlathon details.

For more information, contact [Shanna Terroso](#) at 843-7891 ext. 106.



## Thirsty Thursday Recap

Thank you to our host:  
Green Horizon Grill

Thank you to our sponsors:  
Barrick Insurance  
M&T Mortgage  
Real Estate Settlement  
Woodside Home Inspections

Congratulations to the winners:  
Dolly Bailey  
Brian Berkheimer  
Barb Boyer  
Michele Jones  
Steve Rasmussen  
Bill Shanbarger  
Mike Sabo  
Will Short  
Tawanda Thomas

Steve Rasmussen won for the best tiki outfit. Larry Forry won the RAYAC Foundation 50/50 raffle and donated it back to the foundation. *Thank you!*

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## Now Offering Classroom Pre-licensing Classes

Real Estate School of York & Adams Counties now has pre-licensing classes available in a classroom setting, in addition to its online offerings. The school you've come to trust and value for your continuing education will provide the same quality education to your potential new licensee candidates.

The first class starts September 13. [Click here](#) to get class schedules and other helpful education information. For more information, contact Stephanie Kennedy at 717-845-1422 or [Stephanie@rayac.com](mailto:Stephanie@rayac.com).

## Real Estate CE Changes

Last month we informed you of changes coming to the 2016-18 real estate continuing education cycle. **The State Real Estate Commission is requiring all licensees (other than those in their first renewal cycle) to take three of their education hours on commission rules and regulations.** The Real Estate School of York & Adams Counties will have a course that meets the requirements to make it easy for you to meet your CE obligation. More information coming soon!

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# Mark Your Calendar **NOW** for RAYAC's Annual Meeting!



*Featuring national keynote speaker*  
**Terry Watson**

**Wednesday, October 12**

Wyndham Garden, 2000 Loucks Road, York  
8:00 am registration, 9:00 am meeting begins

*Other important business*

Vote on proposed bylaws changes.  
Elect directors.

*Watch for more details and registration coming soon.*



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# Proposed Bylaws Changes

**The first section amends the bylaws on page 16 section 4 of the bylaws Election of Directors and Officers.**

“(a) The Leadership Development Committee shall select one candidate for each place to be filled on the Board of Directors. One of the candidates selected shall be from an office/branch located in Hanover or in Adams County; one shall be from an office/branch located in other areas of York County, excluding Hanover. The remaining two candidates shall be selected regardless of the location of their office/branch. The Committee should endeavor to assure that the Board of Directors represents not only geographical diversity but also reflects the various specialties within the association’s REALTOR® membership. All nominees must have been a member in good standing of the association for a minimum of 3 consecutive years. Any member who served a full term on the Board of Directors shall not be eligible to serve on the Board of Directors until three years have lapsed from the expiration of their last term. It is also recommended, but not required, that all nominees be a member on at least one REALTOR® association committee or task force within the last five (5) previous years. The report of the Leadership Development Committee shall be provided to each Member eligible to vote at least sixty (60) days preceding the election. Additional candidates for director may be placed in nomination by petition signed by at least five (5)% of the REALTOR® Members eligible to vote. The petition shall be filed with the Executive Officer at least fifteen (15) days before the election. The Executive Officer shall send notice of such additional nominations to all REALTOR® Members eligible to vote before the election.

(b) The election of Directors shall take place at the Annual Meeting. The election shall be by ballot. The ballot shall contain the names of all candidates who, pursuant to the provisions of this section, are eligible to receive votes. If the slate of candidates is unopposed, the Secretary can be directed to cast a unanimous ballot upon duly approved motion.”

**This bylaws change is to page 21 Section C.**

Leadership Development Committee: This committee shall consist of seven (7) REALTOR members. The chairperson shall be a past president of the Association. Members of the committee shall be past presidents of the Association who shall serve two-(2)-year staggered terms. The immediate past president of the Association shall be appointed to serve a two-(2)-year term. Members of the committee shall be prohibited from nominating themselves for any positions being considered.



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# Practicing Professionalism

## Attention Potential Code of Ethics Course Providers

At the 2015 RAYAC Annual Business meeting, it was voted on and passed by RAYAC members to make changes to the by-law concerning Code of Ethics training. This change allows providers other than REALTOR® associations to deliver Code of Ethics training to RAYAC members. Providers who desire to teach Code of Ethics to RAYAC members, must submit an application and course outline to be approved by the 2016 Ethics By Example Task Force. Applications and outlines must be received by August 31, 2016 to be considered for approval for the 2017-2018 Biennial Code of Ethics Cycle. Applications will not be accepted after August 31, 2016, therefore any course taught during the 2017-2018 COE training cycle that was not submitted and approved will not be accepted for credit.

Notification of course approval will be given by November 1, 2016. Please carefully read and complete the [Application for Approval of Code of Ethics Course](#) and submit to Stephanie Kennedy at [stephanie@rayac.com](mailto:stephanie@rayac.com) or mail to 901 Smile Way, York, PA 17404. Should you have any questions, please contact Stephanie Kennedy at 717-843-7891 X109 or [stephanie@rayac.com](mailto:stephanie@rayac.com). Information on Code of Ethics training requirements can be found [HERE](#).

## REMINDER - Please Wait Until January 1 to Complete Code of Ethics Training

On January 1, 2017, RAYAC's ethics training cycle will match NAR's training cycle. The next deadline to complete Ethics training is December 31, 2018. Please wait until January 1, 2017 to complete any Code of Ethics training, so that it will fall within the new NAR two-year cycle. By the fall of 2016, RAYAC will announce the training schedule and what other non-RAYAC ethics training members will be permitted to take to complete the requirement, as decided by the 2016 Ethics By Example Taskforce. Please contact Stephanie Kennedy at 717-843-7891 X109 or [stephanie@rayac.com](mailto:stephanie@rayac.com) with questions.



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# RAYAC Leadership

## President

**Tony Thomas**, York City Savvy  
CB Residential Brokerage,  
854-9242

## Vice President

**Deborah Goodling**, York City  
Savvy, YCLC  
CB Residential Brokerage,  
757-2717

## Secretary

**Heather Kreiger**,  
ROCK Commercial, 854-5357

## Treasurer

**Cindy Mann**, CDPE  
CB Residential Brokerage,  
757-2717

## Solicitor

**William Hast, Esq.**  
Stock & Leader, 846-9800

## Directors

**Jerry Austin**, '17, GRI  
Comm/Ind Appraisers,  
741-5264

**Brian Berkheimer** '16, SRES  
ERA Preferred Properties,  
633-6261

**Judy Givens**, '16  
BH Homesale, 757-7811

**Ray Hoover**, '18, SRES  
RE/MAX Quality Service, 632-5111

**Seth Hueter**, '16, York City Savvy,  
YCLC  
BH Homesale, 757-7811

**Kim Moyer**, '17, GRI  
BH Homesale, 757-7811

**Tamra Peroni**, '18, York City  
Savvy, SRES  
BH Homesale, 757-7811

**Dianne Redding**, '16, GRI  
BH Homesale, 633-7300

**Karen Tavenner**, '17, ABR, SRES  
Re/Max Quality Service, 632-5111

**Ken Worley**, '18  
BH Homesale, 757-7811

## MLS Invoice Reminder

MLS invoices will be emailed to Brokers on September 1 and payment is due to RAYAC on October 1. You may pay online, by credit card or print a copy of the invoice to mail with a check. If you have any questions, please contact Doug Clark at 843-7891 ext. 111 or [doug@rayac.com](mailto:doug@rayac.com).

## Claim Your Realtor.com Profile

In the June newsletter, we explained how to claim your realtor.com profile and the benefits of doing so. Now you should know that PAR's member search will utilize the realtor.com profiles as well. If you have not already signed up for your profile, get started at [www.realtor.com/agent](http://www.realtor.com/agent) for additional exposure.

## Condo/HOA Contacts

If you have updated contact information for local Condo/HOA associations, please let RAYAC know so we can update the information on the member side of our website. Share any updates with Beth Izzo at [beth@rayac.com](mailto:beth@rayac.com) or 717-843-7891 ext. 110.



REALTORS<sup>®</sup>  
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OCTOBER 2016



For RAYAC's REALTORS Reach Out project, the Community Relations Committee is organizing a collection drive to make supply kits for homeless individuals and families. We are asking each office to collect specific toiletry or cold weather items to include in the kits. If you have any questions, contact a member of the committee or Beth Izzo at 843-7891 ext. 110 or [beth@rayac.com](mailto:beth@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

## Association Staff

**Shanna Terroso**  
RCE, e-PRO, Executive Officer  
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[shanna@rayac.com](mailto:shanna@rayac.com)

**Doug Clark**  
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**Stephanie Kennedy**  
Director of Professional  
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[stephanie@rayac.com](mailto:stephanie@rayac.com)

**Deb Kottmyer**  
Clerk (PT)  
[deb@rayac.com](mailto:deb@rayac.com)

## Congratulations Corner!

This is a new feature for the newsletter to highlight the accomplishments of our RAYAC members. If you have exciting news of a wedding, birth, graduation, award, designation, etc. to share, please contact Beth Izzo at [beth@rayac.com](mailto:beth@rayac.com) or 843-7891 ext. 110.

*Congratulations to the following members for their recent good news!*

**White Rose Settlement Services** - recently celebrated its 20th anniversary.



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## June Sold 2016 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>
<b>York County</b>				
Central	56	\$13,129,000	\$234,446	\$188,500
Dallastown	63	\$13,508,370	\$214,419	\$185,000
Dover	40	\$7,834,446	\$195,861	\$165,700
Eastern	24	\$4,053,049	\$168,877	\$174,500
Hanover	22	\$3,035,345	\$137,970	\$147,247
Northeastern	47	\$8,326,528	\$177,160	\$167,500
Northern	33	\$7,861,227	\$256,179	\$256,250
Red Lion	47	\$8,558,172	\$182,089	\$177,000
South Eastern	27	\$5,582,500	\$206,759	\$220,000
South Western	47	\$9,300,612	\$197,885	\$190,000
Southern	23	\$4,862,455	\$211,411	\$214,900
Spring Grove	45	\$8,755,668	\$194,570	\$174,000
West Shore	42	\$9,048,744	\$220,446	\$180,000
West York	26	\$4,416,525	\$169,866	\$157,500
York City	31	\$1,495,584	\$48,245	\$30,000
York Suburban	28	\$4,997,797	\$178,493	\$145,250
<b>York Total</b>	<b>601</b>	<b>\$114,766,622</b>	<b>\$189,823</b>	<b>\$174,900</b>
<b>Adams County</b>				
Bermudian Springs	20	\$3,705,199	\$185,260	\$185,200
Conewago Valley	31	\$5,354,705	\$172,732	\$159,000
Fairfield	14	\$3,164,500	\$226,036	\$207,400
Gettysburg	34	\$7,394,080	\$217,473	\$206,450
Littlestown	19	\$3,624,900	\$190,784	\$179,000
Upper Adams	19	\$2,902,650	\$152,771	\$157,900
<b>Adams Total</b>	<b>137</b>	<b>\$26,146,034</b>	<b>\$190,847</b>	<b>\$179,900</b>

## York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	6/15 TOTAL	6/16 TOTAL	15-16 % CHANGE	6/15 MEDIAN SOLD PRICE	6/16 MEDIAN SOLD PRICE	15-16 % CHANGE	6/15 AVG. SOLD PRICE	6/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	469	601	+28%	\$159,900	\$174,900	+9%	\$173,069	\$189,823	+10%
Co-broke	345	467	+35%	\$160,000	\$175,000	+9%	\$171,247	\$189,933	+11%
In house	124	134	+1%	\$151,657	\$167,750	+11%	\$178,137	\$189,442	+6%
New	889	857	-4%			Active	2,332	1,934	-17%

## York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-6/15 TOTAL	1-6/16 TOTAL	15-16 % CHANGE	1-6/15 MEDIAN SOLD PRICE	1-6/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-6/15 AVG. SOLD PRICE	1-6/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	2,296	2,634	+15%	\$149,900	\$155,000	+3%	\$160,638	\$169,163	+5%
Co-broke	1,723	2,025	+18%	\$150,000	\$155,400	+4%	\$161,484	\$169,073	+5%
In house	573	609	+6%	\$139,900	\$154,500	+10%	\$158,093	\$169,464	+7%

## Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	6/15 TOTAL	6/16 TOTAL	15-16 % CHANGE	6/15 MEDIAN SOLD PRICE	6/16 MEDIAN SOLD PRICE	15-16 % CHANGE	6/15 AVG. SOLD PRICE	6/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	96	137	+43%	\$186,000	\$179,000	-4%	\$203,334	\$190,847	-6%
Co-broke	61	101	+66%	\$185,000	\$190,000	+3%	\$207,222	\$199,504	-4%
In house	35	36	0%	\$190,000	\$157,137	-17%	\$196,557	\$166,558	-15%
New	214	230	+7%			Active	652	592	-9%

## Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-6/15 TOTAL	1-6/16 TOTAL	15-16 % CHANGE	1-6/15 MEDIAN SOLD PRICE	1-6/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-6/15 AVG. SOLD PRICE	1-6/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	542	537	+1%	\$167,950	\$170,000	+1%	\$188,182	\$180,931	-4%
Co-broke	281	384	+37%	\$168,000	\$172,000	+2%	\$184,498	\$183,519	-1%
In house	171	153	-11%	\$167,500	\$160,930	+4%	\$194,237	\$174,434	-10%



# Master the MLS

## with FREE Paragon Training

### MLS Contact Management

Thursday, August 4

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 CMA - Comparative Market Analysis

Tuesday, August 9

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 Advanced

Wednesday, August 17

2:00 - 3:30 pm

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

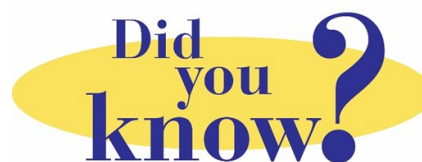
Register [online](#) (under events tab) to sign up for this class.

### MLS Walk In

Tuesday, August 16

2:00-4:00 pm

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



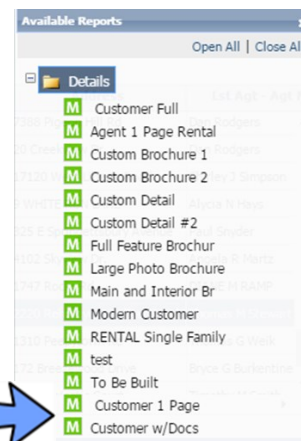
#### Did you know?

**Associated Docs can be emailed with the Customer Report.**

There are two (2) Customer 1-Page Reports available to email from Paragon – one with associated documents included and one without.

1. Customer 1-Page
2. Customer w/Docs

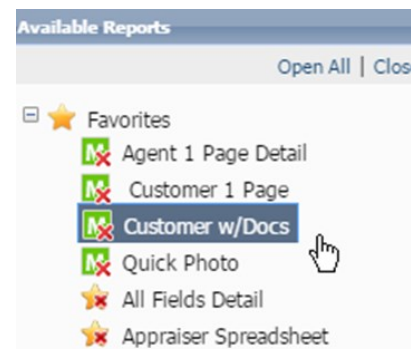
These reports are located in the "Details" folder Available Reports.



#### Did you know?

**Reports you use the most can be moved to your "Favorites" file and appear at the top of your print list in Paragon.**

"Click & drag" the report titles you use the most to the top of the Favorites Category. This also moves these reports to the top of your Print+ report selection.



# New Sentrilock Options

**One Day Codes** - RAYAC introduced the ability to offer one day codes last month. [Click here](#) for details, rules and forms that need to be completed.

**30 Day Subscription** - This is another lockbox access option for non-member REALTORS and Certified Appraisers. The one month subscription is \$42.40. [Click here](#) for more information.

**Sentrilock App is Now Integrated with RPR App** - Now, Realtors using the SentiSmart app have one-click access to property data via the RPR app on their iOS or Android devices - an integration that provides on-the-spot data and reports to clients.

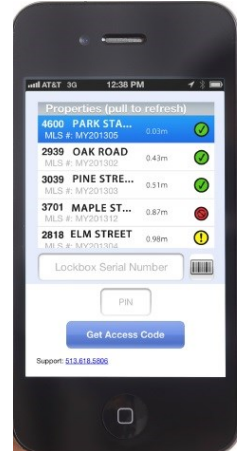
Setting up the system is simple.

1. Go to the Settings tab within SentiSmart.
2. Confirm that the Enable Listing Detail Integration toggle is enabled (green).
3. Select the listing detail integration program you want to use (RPR).
4. Go to your Properties list and select the listing you would like to use within the RPR platform.

From there it's business as usual.

1. Enter your PIN and press Open or Done depending on your device.
2. The RPR Listing Detail Integration prompt will appear.
3. Select RPR and View Property Details.
4. SentiSmart will auto launch RPR.

If you have any questions about lockbox services, contact [Doug Clark](#) at 717-843-7891 ext. 110.



## penHouse.Tours Real Estate Photos + Virtual Reality



**Photo packages starting at \$100**  
**True VR Tours that will amaze!**  
**Ground-breaking VR Videos!**  
**Fast turn-around times!**  
**Brand-Free for MLS**

See Live Local Demonstrations!

**[www.OpenHouse.tours](http://www.OpenHouse.tours)**

# Thank You RPAC Leaders!

## Legislative Link

Thank you to all members who support RPAC especially these RPAC leaders. So far in 2016, RPAC raised \$22,181 toward our goal of \$28,000.

### Senate Passes NAR-Backed Condo Reform Legislation

#### Governor's Club

(\$500-\$999.99)

Steve Brown

#### Capitol Club

(\$250-\$499.99)

Bob Aldinger	Peggy Fink
Dolly Bailey	Bridget Floyd
Christine Barrick	Lee Garlin
Shonna Cardello	Ken Worley
Patricia Carey	

The U.S. Senate has passed legislation that includes reforms to current Federal Housing Administration (FHA) restrictions on condominium financing, among other provisions, and is long supported by the National Association of Realtors®. H.R. 3700, the "Housing Opportunity Through Modernization Act," will make FHA's recertification process substantially less burdensome, while lowering FHA's current owner-occupancy requirement from 50 percent to 35 percent. The bill also requires FHA to replace existing policy on transfer fees with the less-restrictive model already in place at the Federal Housing Finance Agency. Tom Salomone, president of NAR and broker-owner of Real Estate II Inc. in Coral Springs, Florida, praised the legislation as a significant step toward eliminating barriers to safe, affordable mortgage credit for condos. The bill is expected to be signed by President Obama.

#### \$99 Club

(\$99-\$249.99)

Maria Accardo	Susan Becker
Tami Behler	Ed Bender
Dennis Berkebile	Ellen Biesecker
John Bowman	Marguerite Bucher
Lisa Calhoun	Barbara Deardorff
Christine Dell	Shelley Dende
Jackie Dodson	Casey Dougherty
Wade Elfner	Melinda Eppolito
Adam Flinchbaugh	Debbie Folmer
Amy Fry	Natalie Fry
Jeffrey Garber	Judy Givens
Deborah Goodling	Diane Hagarman
George Herman	Glenda Kane
Richard Keller	Jennifer Kibler
Margie Krom	John Linton
Cindy Mann	Robin Mede-Butt
Linda Messinger	Erika Mueller
Sue Pindle	Mary Price
Dianne Redding	Brenda Riddle
Sherri Rose	Pat Schell
Bill Shanbarger	Ross Stanard
Sam Stein	Amanda Stiles
Roxanne Stevens	John Swords
Shanna Terroso	Rich Vangel
Donna Walker	Lori Walker
Shelley Walter	Mike Wheeler
John Wiga	Petula Yingling

### August RAYAC Store Promo

*Going, Going*

**GONE!**

*Making way for new items.*

*Get these **FREE**  
supplies before they're GONE!*

**Magnetic riders**  
**Adhesive riders**  
4-3/4 x 16 riders  
4-3/4 x 18 riders  
**Heart-shaped signs**  
**Heart roll stickers**



\*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.



# 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. 6  
**Stock and Leader**-ad on pg. 5

### Builders

High Performance Homes  
Merani Construction  
York Builders Association

### Inspectors

Absolute Radon Mitigation LLC  
Accurate Home & Termite Insp.  
All Pro Inspections  
Allied Home Inspections Inc  
**American Property Examiners**-ad on pg. 4  
Amerispec Home Inspection  
BH Home Inspection  
Central Penn Radon Inc  
ESM Ventures LLC  
George Forney Home Inspection  
Gettysburg Home Inspection  
Home-Rite R.E. Inspections  
Homechek Inc  
Homepro Home Inspections  
**HouseMaster Home Inspections**-ad on pg. 6  
Lynne Pest Management Co.  
Mason Dixon Home Inspection  
New Leaf Home Inspection  
Pillar to Post Home Inspection  
Pillar to Post Inspections  
Precision Inspections & Radon  
Real Services Inc  
S.A.F.E. Inspection Services  
The Mitigator  
The Property Examiners  
The Virtus Group LLC  
Top Dawg Inspections  
Trimmer Home Inspections  
Visionspec Home Inspection  
Woodside Home Inspections

### Lenders

1<sup>st</sup> Preference Mortgage  
ACNB Bank  
BB&T Mortgage  
Bank of America  
Bay Capital Mortgage Corp  
Caliber Home Loans  
Citizens Bank  
First Alliance Home Mortgage  
**First National Bank**-ad on pg. 2  
Freedmont Mortgage  
Fulton Mortgage  
GMH Mortgage Services LLC  
**Heritage Valley Federal Credit Union**-ad on pg. 12  
Homebridge Financial Services  
Homesale Mortgage, LLC  
**M & T Bank Mortgage Division**-ad on pg. 7  
Members 1<sup>st</sup> Credit Union  
Mortgage Network  
Movement Mortgage  
**Peoplesbank, A Codorus Valley Co**-ad on pg. 8  
Residential Mortgage Services  
**Union Community Bank**-ad on pg. 9  
Wells Fargo Home Mortgage  
**York Traditions Bank**- ad on pg. 3

### Title/Settlement Co.

Abstracting Co. of York County  
**Community Settlement LLC**-ad on pg. 9  
Complete Closing Services  
Even Par Settlement Services  
Guaranteed Transfer Corp.  
Homesale Settlement Services  
Lakeside Title Company  
Preferred Service Settlements  
Quality Service Settlements

### Title/Settlement Co. - continued

Real Estate Settlement Co  
**Stock and Leader**-ad on pg. 5  
**White Rose Settlement Services** -ad on pg. 3  
**Yorktowne Settlement Co**-ad on pg. 7

### Home Improvement/Repairs

AdvantaClean-Lower Susquehanna  
Basement Waterproofing Solution  
Bleecker St. Development  
Dale Miller & Son Septic  
Landis Custom Cabinetry & Woodworking  
Lynn Pest Management Co.  
The Bathtub Doctor  
William F Ault Paving LLC

### Other Businesses

360 Tour Designs Southern PA  
ABBA Loss Mitigation  
American Home Shield  
Atlas Rubber Stamp & Printing  
Barrick Insurance  
First American Home Buyers Protection Corp  
Gordon L Brown & Assoc., Inc.  
**MYclosing**-ad on pg. 10  
Nicmar Water  
**Open.tours** - ad on pg. 16  
Real Estate Exposures  
Shiple Energy  
The Glatfelter Agency  
Tricia Melnichak - State Farm  
Wherley Generations Moving  
York Newspaper Co/Media One



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& check out RAYAC's Facebook group exclusively for members