

RAYAC Connection

Honor RAYAC Members

Join us on January 14 to honor members who make a difference for all RAYAC members, the community and the real estate industry. See details on page 6.

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RAYAC Foundation Funds Local Charities



Thanks to your generosity, the RAYAC Foundation will award nearly \$36,000 to housing-related charities in York and Adams Counties this year. Funds were recently distributed to six York County non-profit organizations. Checks will be presented to Adams County organizations next week.

- **House of Hope** – to replace carburetor heater in generator
- **Penn-Mar Human Services** - donation toward construction of new home for 3-5 individuals with intellectual and physical disabilities
- **York Habitat for Humanity** - donation toward construction of Veterans Home at 953 Conewago Avenue, York
- **New Life Center for Mothers and Children** - donation toward new carpet installation in Center for Mothers and Children
- **The Salvation Army York** - donation toward 2015 Giving Campaign aiding the York community
- **Housing Authority of the City of York** - donation toward the rehabilitation of a donated housing unit at 520 S. Pershing Street, York.

Shown seated left to right are Mark Mattern, York Habitat for Humanity; Craig Zumbun, Housing Authority of the City of York; Rachel Shell, New Life Center for Mothers and Children; Rich Robinson, Penn-Mar Human Services; and Dennis Camuti, The Salvation Army-York. Standing left to right are Judy Givens, RAYAC Foundation; Ken Worley, 2015 RAYAC Foundation President; Lori Ziegler, House of Hope; Ray Hoover, 2015 RAYAC Foundation Secretary/Treasurer; Nina Post, New Life Center for Mothers and Children; Bob Aldinger, RAYAC Foundation; Jackie Summers, Penn-Mar Human Services; Rob Myers, 2015 RAYAC Foundation Vice President; Michele Baker, The Salvation Army-York; and Michele Jones, RAYAC Foundation.

CALENDAR

December

- 1 Weight Watchers, 12:45 pm
- 2 CE: FHA Handbook, 8:30 am
- 2 Hands on Helpers Committee, 9:00 am
- 3 Program Social Committee, 9:30 am
- 4 New Member Orientation-Module II, 8:30 am
- 8 Straight Talk Series-REALTOR and Client Safety, 9:30 am
- 8 Weight Watchers, 12:45 pm
- 8 Political Affairs Committee, 2:00 pm
- 9 MLS Contact Management, 2:00 pm
- 9 Wednesday Wind Down, The Gettysburg Hotel, 5:00-7:00 pm
- 10 CE: Residential RE 101, 8:30 am
- 10 Board of Directors, 9:00 am
- 10 Community Relations Committee, 1:00 pm
- 11 Ethics by Example class, 8:30 am
- 14 Leadership event for Board and Committee Chairs, 9:00 am, Central Market, York
- 15 Weight Watchers, 12:45 pm
- 15 Lockbox Training, 2:00 pm
- 16 Affiliate Committee, 8:30 am
- 16 Golf Committee, 9:30 am
- 16 RAYAC office closes at noon
- 17 MLS Committee, 8:30 am
- 17 Member Communications Committee, 9:30 am
- 17 MLS CMA class, 2:00 pm
- 18 New Member Orientation-Module III, 8:30 am
- 22 Weight Watchers, 12:45 pm
- 22 MLS Walk-In, 2:00 pm
- 23 RAYAC office closed 12:00-3:00 pm
- 24 RAYAC office closes at noon
- 25 RAYAC office closed
- 29 Weight Watchers, 12:45 pm
- 31 RAYAC office closes at noon

January

- 1 RAYAC office closed
- 4 Dues payment deadline
- 5 Weight Watchers, 12:45 pm
- 6 Hands on Helpers Committee, 9:00 am
- 7 Program Social Committee, 9:30 am
- 8 New Member Orientation-Module I, 8:30 am
- 12 Education Committee, 11:00 am
- 13 Lockbox Training, 2:00 pm

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

Wednesday Wind Down

Bring a NEW toy for Toys for Tots to WWD or drop one off at the RAYAC office by Dec. 17.



December 9

5:00-7:00 pm

Gettysburg Hotel

1 Lincoln Square, Gettysburg

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

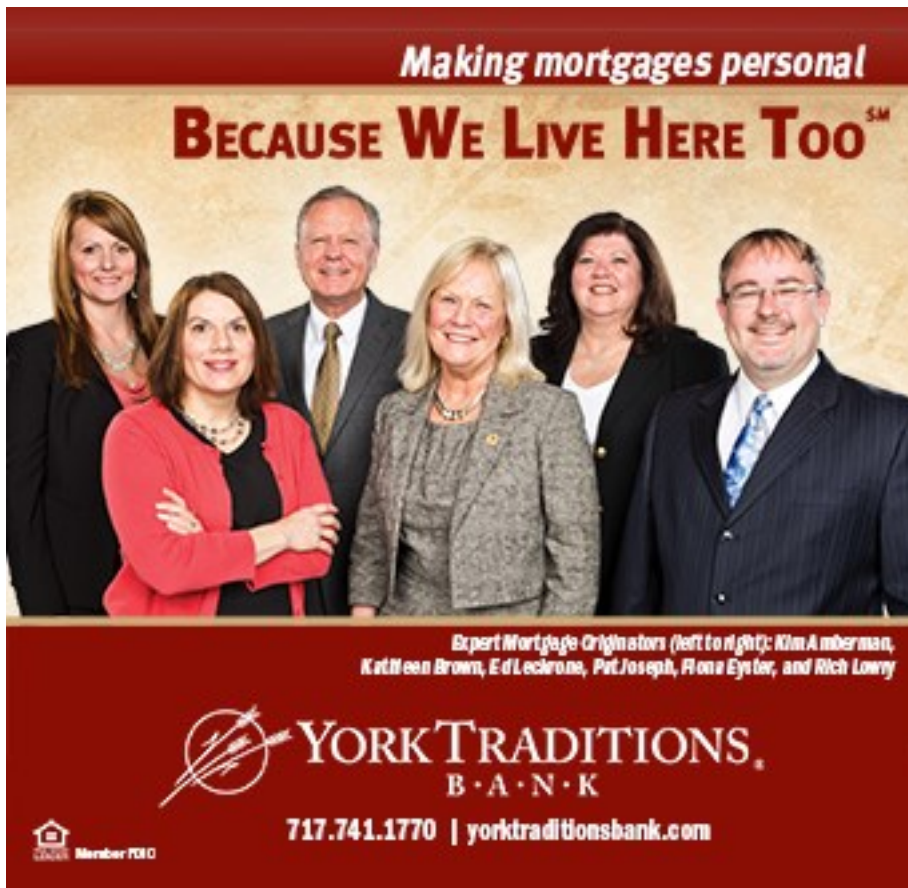
November 20, 2015

Action Items

- Directors tabled a MLS Committee recommendation to not allow auctions in the MLS. Directors asked that their discussion be shared with the committee and ask Brokers for their input.
- Directors approved RAYAC representatives to attend the January MAPS meeting. (See page 4 for more details.)
- Directors approved a \$100,000 reduction to the 2016 budget.
- Directors appointed the remaining 2016 committee chairs and volunteered for Board liaison representation on the committees.
- Directors approved an Ethics Case Review finding as presented.
- Directors waived all local dues and fees for Andrew Spangenburg while he serves on active military duty.
- Directors approved the Leadership Development Committee's recommendation for the Distinguished Service Award to be presented at the Installation and Awards event on January 14.

Reports

- Directors and staff shared information from the National Association of REALTORS Annual Conference in San Diego.
- A report was given on RAYAC's new transaction review program - 177 members completed the professionalism survey since it launched on October 7.




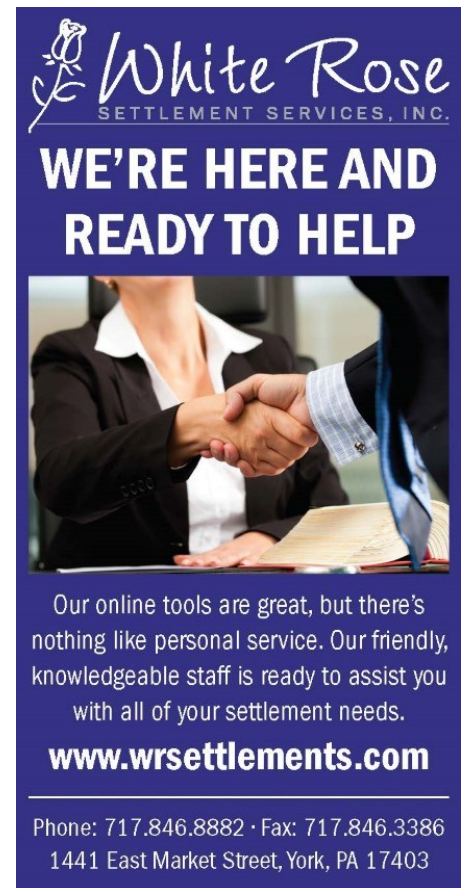
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2015 RAYAC President Brian Berkheimer

Have You Heard MLS Merger Scuttlebutt?

Back in September TREND (the large MLS to our east) and MRIS (the large MLS to our west and south) announced their intent to consolidate and create a new era of MLS with the working name MAPS. Their vision includes reaching out to surrounding associations and MLSs inviting them to be part of the development of this regional, multi-state MLS group.

They contacted RAYAC, and several association representatives attended an informational meeting with TREND and MRIS in October. As a follow up, we have accepted an invitation to a phase 1 meeting in January to begin talking about the nuts and bolts of the new organization. To participate in the January meeting required a vote from RAYAC's Board of Directors.

At the November Board of Directors meeting, our directors voted to *“commit to participating in the next step of exploring MLS consolidation with other like-minded organizations, in order to achieve a shared vision to preserve compensation and cooperation, promote the expansion of an orderly and efficient marketplace and provide brokerage firms greater control of and access to their listing content.”*

This is a first step to gather vital information and have a seat at the table. We know that representatives from Greater Harrisburg, Lancaster, and Lebanon associations will also be attending the meeting in January.

The Board of Directors appointed a task force to participate in the MAPS meetings. The task force is comprised of RAYAC officers, including me, Tony Thomas, Cindy Mann, Deborah Goodling as well as MLS Committee representatives Steve Brown and Heather Kreiger and staff liaisons Shanna Terroso and Rhonda Elliott. This group will share information with the Board of Directors to review and monitor this opportunity as it develops, but ultimately RAYAC's bylaws would require a membership vote on a change of this significance.

As your President, I urge you to be involved in this process AS IT UNFOLDS in 2016. Be informed....inform others, ask questions, call your directors and make your opinions known. One thing is certain, your board of directors is committed to making decisions that are in the best interest of its members, both brokers AND agents. It's too early in the process to determine what lies ahead for RAYAC's MLS but it is certain....either way...this will be a game changer.

Brian

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Membership News

New Members

Jennifer DeFranks, Keller Williams
Keystone
Laura Heydt-Adams, Keller Williams
Keystone
John Inch, Jr., Keller Williams Keystone
Monica Jordan, BH Homesale (G)
Laura Kuhns, BH Homesale (H)
Mark Macklin, Equity PA RE
Neil Reichart, ERA Preferred Properties
Jerry Lee Riggelman, Keller Williams
Keystone
Tammy Rivera, BH Homesale (G)
Stacey Sechler, C21 Core Partners
Shawn Stevens, ERA Preferred
Properties

Member Changes

Stephanie Elzinga, All Stiles Real Estate
Laverne Goss, Mountain View Realty
Lisa Korpics, BH Homesale (W)
Gary LeFevre, All Ameridream RE
Linda Pacy, BH Homesale (H)
Michelle Thomas, C21 Dale (RL)
Robin Turner, Howard Hanna (Sh)

Member Drops

Rodolfo Hollis
Kelsey Korrell
Kelly LeFevre
Eric Milne
Janice Oaster
Richard Thoman

New Office/Brokerage

None

Office Changes

Tammy Sipe, Appraiser
Phone number change to
(717) 578-7625

Bob Thoman Residential Appraisers
Phone number change to
(717) 586-3474

Keller Williams Keystone new Broker
Michael McGavisk

Office Drops

Richard A. Thoman LLC

New Affiliates

Open.Tours
1325 Karens Way
York, PA 17402
Phone (717) 683-7099
John Beatty
john@open.tours
www.open.tours

State Farm: Tricia Melnichak
2055 Carlisle Road
York, PA 17408
Phone (717) 764-8588
Fax (717) 461-7460
tricia@insureitpa.com
www.insureitpa.com

Membership Stats

(as of 11/20)

	<u>2015</u>	<u>2014</u>
Designated REALTORS	121	113
REALTORS	850	819
Pending Applicants	<u>20</u>	<u>19</u>
Total REALTORS	991	951
Affiliates	<u>96</u>	<u>93</u>
Total Members	1087	1044

Affiliate Changes

None

Affiliate Drops

None

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Installation & Award Event

Thursday, January 14

Wyndham Garden Hotel,
York

5:00 pm

Poolside cocktail hour
with appetizers and cash bar

6:00 pm

Event starts
in the Crystal Ballroom

Come say thanks and honor
RAYAC's officers, directors
and award winners who do so
much for our association,
community and real estate industry.

\$20 per person.

[Register online](#) today under events.

Deadline is January 8.

Practicing Professionalism

Case Study #16-17: Buyer Conditions Purchase Offer on Seller's Agreement to Pay Buyer Agent's Fee

(Adopted as Case #21-18 April, 1990. Transferred to Article 16 November, 1994 as Case #16-12. Renumbered November, 2001.)

REALTOR® A filed a listed property with his local MLS offering to pay a fee for subagency services. REALTOR® B called REALTOR® A, identified himself as a buyer's agent, and asked if REALTOR® A would arrange a showing of the property to his client and himself. REALTOR® A agreed. The following day, REALTOR® B presented REALTOR® A with an offer to purchase that was contingent on the seller's agreement to pay REALTOR® B's commission. The seller accepted the offer and the sale closed shortly afterward.

REALTOR® A then filed a complaint against REALTOR® B citing Article 16 of the Code of Ethics as interpreted by Standard of Practice 16-16. He stated that REALTOR® B had interfered in REALTOR® A's relationship with his seller-client by attempting to negotiate a separate commission agreement with the seller. REALTOR® B responded that since the request that the seller pay his commission was made by REALTOR® B's client, the buyer, directly of the seller and not of the listing broker, no violation of the Code of Ethics had occurred.

In their decision, the Hearing Panel noted that if REALTOR® B, or if his client at REALTOR® B's urging, had demanded that a portion of REALTOR® A's commission be paid to REALTOR® B, there would have been a valid basis for REALTOR® A's position. Since the request for payment of REALTOR® B's fee was made directly to the seller, REALTOR® B was not in violation of Article 16.

Bookmark these Websites

Here are your local, state and national association websites that contain a ton of valuable information.

www.rayac.com

www.parealtor.org

www.realtor.org

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Strategically Speaking

This is a monthly update on the progress of RAYAC's Strategic Plan that was adopted April, 2015.

Goal 2: Leadership and Member Value

RAYAC members see the value of membership, are informed, involved and have Association leaders that are well-informed representatives of the members they serve.

Objective 1: Communication

B. Create consistent plan for broker office outreach and visits by staff, Directors, and Leadership. Goal to visit with 12 broker offices per year, starting in 2015; staff to oversee creation of plan.

Staff and leadership exceeded the goal of visiting 12 offices in the late summer and early fall as they promoted the networking and affiliate event and the annual meeting. Further visits are planned prior to mid-December to promote educational opportunities and the Installation and Awards event. Office visits increase two-way communication and assist members in knowing RAYAC's leadership and staff.

Objective 3: Strengthen relationships and communications between RAYAC and appraisers, commercial REALTORS®, property managers.

Create focus groups for each segment to determine needs, led by staff to begin Q1 2016.

- The Appraiser Forum developed and reviewed a survey of market data to benefit appraiser members with Collateral Underwriting.
- For member education, an appraiser panel was incorporated into the fall networking and affiliate event on September 24.
- The Appraiser Forum plans to meet a couple times each year and would like to organize a regional forum with Harrisburg and Lancaster appraisers.

Similar outreach to commercial and property management specialists to be undertaken in 2016.

[Click here](#) to view the entire strategic plan.



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Dues Invoices

RAYAC emailed dues invoices to members on November 18 and payment is due to the association on January 4. Payment may be made online or by mailing a check to RAYAC. Members may also pay dues in person at the RAYAC office by cash, check or credit card. We cannot accept payment over the phone. We now accept Visa, Mastercard, Discover and American Express.

If you have any questions, please contact Doug Clark at doug@rayac.com or 717-843-7891 ext. 111.

The fees for 2016 are the same as last year.

NAR dues	\$120
NAR public image	\$ 35
PAR dues	\$130
<u>RAYAC dues</u>	<u>\$225</u>
Total	\$510*

**plus optional RPAC contribution*

[Click here to pay your dues online.](#)

Payment is due Monday, January 4. Any invoice not paid by January 4 will be assessed a \$50 late fee. If the dues payment and late fee are not paid by January 15, an additional \$50 late charge will be assessed. Any invoices and late fees not paid by January 31 will result in automatic termination of membership.

Remember, you can also access your 2015 association payments online to help prepare for tax time. [Click here](#), go to my services, and click on one year invoice history.

2016 RAYAC Fee Schedule

2016 fees were adopted by the Board of Directors at the September 2015 meeting and go into effect on January 1st.

New fees include:

- \$100.00 - Fee for an agent transferring brokerage companies (this includes transferring listings)
- \$250.00 - Fee for brokerage office name change

For the full list of dues and fees, go to www.rayac.com and log in to the member side.

RAYAC Holiday Closings

The RAYAC office will be closed or closing early on the following days:

- Dec. 16** close at noon for staff holiday party
- Dec. 23** closed 12-3 pm for Cindy Alleman's retirement luncheon
- Dec. 24** close at noon
- Dec. 25** closed
- Dec. 31** close at noon
- Jan. 1** closed

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Hello Thirsty Thursday!

The Program Social Committee is mixing up the mingling in 2016. Now our “happy hours” will be on the **third Thursday of every other month** starting in January. So, make the change in your calendar NOW because we want to see YOU there!

January 21

The Embers

March 17

Rocks Lounge, C&D Bar & Grill

May 19

John Wright Restaurant

July 21

Green Horizon Grill at the Bridges Golf Club



Affiliate members!

If you would like to sponsor a Thirsty Thursday, contact Marissa Bankert at marissa@rayac.com or 717-843-7891 ext. 108.

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* Happy Holidays - Education Special *

For the month of December, buy three 3.5 hour classes and receive one 3.5 hour class FREE!

Contact Stephanie Kennedy at 717-843-7891 X109 or stephanie@rayac.com to receive your fourth 3.5 hour class for free. This offer expires December 31, 2015. *Excludes online, broker, and designation courses. Must have enrolled in December for the three classes to receive the free class.*

CLASS SCHEDULE For more details on each class and to register, go to: <https://mdweb.mmsi2.com/york/>

Fall -Winter 2015

- December 10, 8:30am-4:30pm: Residential Real Estate 101, 7 hours real estate CE. Mandatory class for new licensees. (Location: RAYAC)
- January 21, 8:30am-4:30pm: National USPAP, 7 hours appraiser and real estate CE. Mandatory class for appraisers. (Location: RAYAC)
Snow date: January 26. Please contact Stephanie at 717-843-7891 X109 if you need a 2016-2017 USPAP Textbook.

Spring 2016

- February 16, 8:30am-4:30pm: Spring 2016 Designation Course: Consumer Safety and Security Specialist, 7 hours real estate CE. (Location: RAYAC)
- March 8, 8:30am-12:00pm: Zapping Zillow and Tripping Up Trulia, 3.5 hours real estate CE. (Location: RAYAC)
1:00pm-4:30pm: From Contract to Closing - Don't Derail Your Sale!, 3.5 hours real estate CE. (Location: RAYAC)
- March 9, 8:30am-4:30pm: Residential Real Estate 101, 7 hours real estate CE. Mandatory class for new licensees. (Location: RAYAC)
- March 15, 8:30am-12:00pm: Managing Online Transactions for Consumers (Dotloop Boot Camp), 3.5 hours real estate CE. (Location: RAYAC)
1:00pm-4:30pm: Managing Online Transactions for Consumers (Dotloop Boot Camp), 3.5 hours real estate CE. (Location: RAYAC)
- March 16, 8:30am-4:30pm: Commercial Real Estate 101, 7 hours real estate CE. Mandatory class for new licensees. (Location: RAYAC)
- March 17, 8:30am-4:30pm: Real Estate Essentials, 7 hours real estate CE. Mandatory class for new licensees. (Location: RAYAC)
- March 23, 8:30am-4:30pm: FHA's New Appraiser's Handbook: Learn It To Protect Your Liability, 7 hours RE and appraiser CE. (Location: RAYAC)
- March 24, 8:30am-12:00pm: Working With Today's Seller, 3.5 hours real estate CE. (Location: Hampton Inn-Hanover)
1:00pm-4:30pm: Working With Today's Buyer, 3.5 hours real estate CE. (Location: Hampton Inn-Hanover)
- April 6, 9:00am-12:30pm: Financing in the Brave, Old World, 3.5 hours real estate CE. (Location: RAYAC)
1:00pm-4:30pm: Use the Right Form at the Right Time, 3.5 hours real estate CE. (Location: RAYAC)
- April 19, 8:30am-4:30pm: Residential Real Estate 101, 7 hours real estate CE. Mandatory class for new licensees. (Location: RAYAC)
- April 20, 8:30am-12:00pm: Anatomy of an Appraisal, 3.5 hours real estate CE. (Location: Hilton Garden Inn-Gettysburg)
1:00pm-4:30pm: Zapping Zillow and Tripping Up Trulia, 3.5 hours real estate CE. (Location: Hilton Garden Inn-Gettysburg)
- April 21, 8:30am-12:00pm: Working With Today's Buyer, 3.5 hours real estate CE. (Location: RAYAC)
1:00pm-4:30pm: Working With Today's Seller, 3.5 hours real estate CE. (Location: RAYAC)
- April 28, 8:30am-4:30pm: Real Estate Essentials, 7 hours real estate CE. Mandatory class for new licensees. (Location: RAYAC)

Straight TALK



Save the Dates

Tuesday, December 8, 2015 | 9:30 AM - 11:30 AM | FREE

Ways to Keep You and Your Clients Safe



Don't become tomorrow's news headline because you didn't follow proper REALTOR® safety guidelines. Learn ways to keep you and your clients from becoming victims.

Presented by: PA State Police

Thursday, February 18, 2016 | 1:30 PM - 3:30 PM | \$10

Using Social Media the Right Way for Your Business

Learn best practices for maximizing social media to increase sales while using it in a professional and safe manner. Find out what the best social sites are, how often to post, what to post, and what you can do to get your posts viewed by more people.



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Legislative Link



Wednesday Wind

Down Recap

School Property Tax Elimination Defeated in the Senate

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Winners:

Dolly Bailey
John Bowman
Nancy Fox
Gary Myers
Darlene Senft
Jeff Stokfo

50/50 Winner:

Ed Bender (donated a portion
back, thank you Ed!)

The bi-partisan-backed [School Property Tax Elimination](#) legislation was defeated in a close vote in the State Senate Monday night, requiring Lt. Gov. Mike Stack to vote to break the 24/24 tie. Due to the hard work by Realtors® and the Real Reform 76 campaign, real estate services were not included in the sales tax expansion.

"We were quite disappointed by the vote last week. At the end of the day, one vote does really make a difference," said Guy Matteo, chair of PAR's Public Policy and Political Advocacy Coordinating Committee. "Even though the legislation may not have passed the Senate last week, I think this is the beginning for more discussion about comprehensive property tax reform in Pennsylvania."

In the last week, more than 5,300 emails were sent to senators, urging their support of the School Property Tax Elimination legislation.



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RAYAC Leadership

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Brian Berkheimer, SRES
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Vice President

Tony Thomas, York City Savvy
Keller Williams, 755-5599

Secretary

Deborah Goodling, York City
Savvy
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Cindy Mann, CDPE
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William Hast, Esq.
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Directors

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

Wade Elfner, '15, CRS, GRI
Century 21 Dale, 848-6163

Judy Givens, '16
Howard Hanna, 846-6500

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

Michele Jones, '15
Keller Williams, 755-5599

Paula Musselman, '15, York City
Savvy, SRES, BH Homesale,
757-7811

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

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

Bill Shanbarger, '15, CRS, GRI
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Karen Tavenner, '17, ABR, SRES
Re/Max Quality Service, 632-5111

Sentrilock Bluetooth Lockboxes

There are a few changes concerning lockbox administration that go into effect in January of 2016 that all RAYAC members should be aware of. Please forward this notice to anyone in your office who could be affected.

RAYAC is projecting that its supply of Sentrilock Gen II lockboxes will be depleted around the 3rd quarter of 2016. The Gen II lockbox is no longer manufactured by Sentrilock. These lockboxes are also no longer under warranty by Sentrilock.

As of January 1, 2016, RAYAC will no longer replace defective Gen I or Gen II lockboxes at no cost. If a Gen I or Gen II lockbox becomes defective, you will have the option of replacing it with a used Gen II lockbox (while the supply lasts) at the cost of \$55 + tax. Please note that the Gen II lockboxes will come with no guarantee.

RAYAC will also discontinue providing locksmith service to cut shackles and remove from properties. As there is no longer a warranty on the lockboxes, locksmith services will be coordinated at the agent's expense.

Defective Gen I or Gen II lockboxes will be replaced with a Gen II box at no cost until December, 31, 2015. Please note that the lockbox must be deemed defective by Sentrilock Support which can be reached at the 800# on the back of the SentiCard. Upon being deemed defective, Sentrilock will email RAYAC a copy of the support ticket. A replacement lockbox will not be given unless the support ticket indicates the lockbox is defective.

As of January 2016, you may purchase a new Bluetooth Lockbox at the cost of \$96 + tax. These lockboxes are being sold at RAYAC's cost. They will come with a warranty provided by Sentrilock. Any issues should be reported to Sentrilock tech support.

The new Bluetooth Lockbox offers several new advantages including that they are ready to use with the SentiSmart mobile app on your phone or tablet, the shackle can be opened with the app, opens lockbox wirelessly by entering one code—your pin number, emergency renewal to card in offline mode if there is no signal, and many more.

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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

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Executive Officer

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deb@rayac.com

Ann Marie Staub

Lead Secretary

Ext. 100, annmarie@rayac.com

Cindy Alleman Retires on December 23

After 17 years of serving RAYAC, Cindy Alleman is retiring. She has been one of the smiling faces greeting RAYAC members when they enter the association lobby or call on the phone. Cindy has also been the RAYAC Store Manager ordering signs, riders, brochure boxes, calendars, flags, REALTOR pens and pins, measuring devices and safety items for REALTORS.

“Things have really changed with technology. The store used to sell lots and lots of forms, now the forms are online,” says Cindy. When Cindy was hired in April 1998, she also served as a MLS Secretary in addition to her receptionist duties. She collected and filed MLS listing agreements and inserted listings for reciprocal offices in LCAR, GHAR and Trend.

Cindy says, “Thank you for the opportunity to serve you. I am really going to miss the staff and all the members I’ve known through the years.” We wish Cindy all the best in her retirement! Now she can spend more time with her family, including her two grandchildren, Colleen and Chase.



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Mortgage Loan Originator
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Lisa Warner Vaught

Mortgage Loan Originator
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Cell: 717-873-2880

Tom Berridge

Mortgage Loan Originator
NMLS #414127
Cell: 717-515-2525

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10/1/15 - 10/31/15 Sold 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	43	\$7,439,690	\$173,016	\$155,000
Dallastown	40	\$7,757,751	\$193,944	\$175,000
Dover	23	\$3,623,529	\$158,066	\$130,000
Eastern	14	\$2,076,127	\$148,295	\$128,400
Hanover	15	\$2,200,300	\$136,587	\$149,000
Northeastern	21	\$3,529,550	\$168,074	\$169,900
Northern	27	\$3,920,500	\$206,342	\$202,000
Red Lion	33	\$6,014,900	\$182,270	\$155,000
South Eastern	23	\$4,446,150	\$193,311	\$175,000
South Western	35	\$6,126,929	\$175,055	\$164,000
Southern	27	\$5,564,201	\$206,082	\$185,000
Spring Grove	37	\$6,523,916	\$176,322	\$165,000
West Shore	16	\$2,335,680	\$212,335	\$210,080
West York	26	\$3,389,701	\$130,373	\$128,125
York City	22	\$1,132,750	\$51,489	\$42,300
York Suburban	22	\$3,912,151	\$177,825	\$161,000
York Total	424	\$70,005,825	\$170,330	\$156,900
Adams County				
Bermudian Springs	19	\$3,853,850	\$202,834	\$190,000
Conewago Valley	15	\$3,155,190	\$210,346	\$219,900
Fairfield	11	\$2,159,675	\$196,334	\$165,000
Gettysburg	16	\$4,356,920	\$272,308	\$240,000
Littlestown	21	\$4,427,586	\$210,837	\$210,000
Upper Adams	6	\$994,900	\$165,817	\$167,500
Adams Total	88	\$18,948,121	\$215,320	\$195,350

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	10/14 TOTAL	10/15 TOTAL	14-15 % CHANGE	10/14 MEDIAN SOLD PRICE	10/15 MEDIAN SOLD PRICE	14-15 % CHANGE	10/14 AVG. SOLD PRICE	10/15 AVG. SOLD PRICE	14-15 % CHANGE
Total sold/settle	396	424	+7%	\$149,950	\$156,900	+5%	\$168,821	\$170,330	+1%
Co-broke	288	334	+16%	\$151,735	\$158,000	+4%	\$172,875	\$170,174	-2%
In house	108	90	-17%	174,750	\$154,450	-12%	\$158,012	\$170,887	+8%
New	727	769	+6%			Active	2,431	2,193	-10%

York County MLS Statistics Year to Date Comparison

YORK CO. Monthly Comparison	1-10/14 TOTAL	1-10/15 TOTAL	14-15 % CHANGE	1-10/14 MEDIAN SOLD PRICE	1-10/15 MEDIAN SOLD PRICE	14-15 % CHANGE	1-10/14 AVG. SOLD PRICE	1-10/15 AVG. SOLD PRICE	14-15 % CHANGE
Total sold/settle	3,787	4,235	+12%	\$149,900	\$154,000	+3%	\$162,534	\$166,682	+3%
Co-broke	2,860	3,242	+13%	\$150,000	\$155,000	+3%	\$162,878	\$166,745	+2%
In house	927	993	+7%	\$141,500	\$147,500	+4%	\$161,471	\$166,475	+3%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	10/14 TOTAL	10/15 TOTAL	14-15 % CHANGE	10/14 MEDIAN SOLD PRICE	10/15 MEDIAN SOLD PRICE	14-15 % CHANGE	10/14 AVG. SOLD PRICE	10/15 AVG. SOLD PRICE	14-15 % CHANGE
Total sold/settle	78	88	+13%	\$169,900	\$195,350	+15%	\$178,175	\$215,320	+21%
Co-broke	49	63	+29%	\$179,000	\$190,000	+6%	\$175,512	\$197,645	+31%
In house	29	25	-14%	\$165,000	\$242,788	+47%	\$182,675	\$259,860	+42%
New	158	188	+19%			Active	655	617	-6%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Monthly Comparison	1-10/14 TOTAL	1-10/15 TOTAL	14-15 % CHANGE	1-10/14 MEDIAN SOLD PRICE	1-10/15 MEDIAN SOLD PRICE	14-15 % CHANGE	1-10/14 AVG. SOLD PRICE	1-10/15 AVG. SOLD PRICE	14-15 % CHANGE
Total sold/settle	764	850	+11%	\$165,000	\$173,700	+5%	\$181,159	\$191,210	+6%
Co-broke	516	544	+5%	\$165,950	\$172,750	+4%	\$180,276	\$187,680	+4%
In house	230	306	+33%	\$164,950	\$174,500	+6%	\$183,140	\$197,485	+8%

Sign Up for FREE Paragon Training

MLS Contact Management

Wednesday, December 9

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.

MLS CMA - Comparative Market Analysis

Thursday, December 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.

MLS Walk-In

Tuesday, December 22

2:00-3:00 pm

No need to register. Rhonda and Lori will be available to assist you with any questions concerning the MLS. Bring your laptop, smartphone or tablet - or use our equipment for hands-on help.



Call the RAYAC office at (717) 843-7891 or register [online](#) (under events tab) to sign up for these classes.

Did You Know You Can Get a Free REALTOR Profile on realtor.com?

Claim your powerful free agent profile in three easy steps:

- 1) Visit www.realtor.com/realestateagents/ and search for yourself
- 2) Once you find your profile, click on "View full profile"
- 3) Click on "Claim My Profile" and sign into the Control Panel

[Click here to view a video](#) outlining more details or call 800-878-4166 if you have any questions.

Transaction Review

RAYAC's new transaction review program started on October 7th. RAYAC agents involved in a settled transaction will receive a brief email survey asking for feedback on:

- Professionalism
- Knowledge
- Satisfaction
- Consideration
- Communication

Only brokers and managers will receive the results and can decide what they want to do with the information. The ultimate goal is to increase the professionalism of our membership.

Thank You!

We surpassed our goal of \$25,000 by raising \$28,382.50! Thank you to everyone who contributed to RPAC this year, especially these RPAC leaders!

Sterling R (\$1,000)

Kim Moyer

Governor's Club (\$500-\$999.99)

Shonna Cardello Mark Carr
Andy Collins Steve Johnson

Capitol Club (\$250-\$499.99)

Bob Aldinger Dolly Bailey
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Mike Sabo Lee Trite Garlin
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Dan Boyer Steven Brown
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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.

Thank You 2015 RAYAC Volunteers!

RAYAC is fortunate to have such a dedicated group of volunteers leading our association. From our officers and directors to committee chairs and committee members, our volunteers generously share their time and talent for the benefit of our entire membership. Please take a minute during this holiday season to thank these individuals for their outstanding service to RAYAC!

2015 Officers

Brian Berkheimer - President
Tony Thomas - Vice President
Cindy Mann - Treasurer
Deborah Goodling - Secretary

2015 Directors

Jerry Austin
Wade Elfner
Judy Givens
Seth Hueter
Michele Jones
Paula Musselman
Kim Moyer
Dianne Redding
Bill Shanbarger
Karen Tavenner

2015 Committee Chairs

George Bergdoll
Steve Brown
Shonna Cardello
Judy Givens
Katie Horne
Seth Hueter
Sharon Hykes
Coal Infantino
Michele Jones
John Linton
Cindy Mann
Sam Miller
Paula Musselman
Sue Pindle
Selina Robinson
Marty Sowa
Bob Stambaugh
Karen Tavenner
Stacey Trimmer
Ken Worley

*Merry Christmas
&
Happy Holidays!*



RAYAC's directors and staff wish you a joyous holiday season and health, joy, and peace throughout the New Year.

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This a valuable resource to share with your clients.

Attorneys

Barley Snyder LLC
CGA Law Firm-ad on pg. 10
Stock and Leader-ad on pg. 7

Builders

J&A Building and Hardscapes
Merani Construction
York Builders Association

Inspectors

Absolute Radon Mitigation LLC
Accurate Home & Termite Insp.
Allied Home Inspections Inc
American Property Examiners-ad on pg. 9
Amrispec Home Inspection
BH Home Inspection
Central Penn Radon Inc
George Forney Home Inspection
Gettysburg Home Inspection
Home-Rite R.E. Inspections
Homechek Inc
Homepro Home Inspections
HouseMaster Home Inspections-ad on pg. 14
Lynne Pest Management Co.
Mason Dixon Home Inspection
National Property Inspections
New Leaf Home Inspection
Pillar to Post Home Inspection
Real Services Inc
S.A.F.E. Inspection Services
The Mitigator
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The Virtus Group LLC
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Trimmer Home Inspections
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Lenders

1st Preference Mortgage
ACNB Bank
BB&T Mortgage
Bank of America
Bay Capital Mortgage Corp
Caliber Funding, LLC
Citizens/Charter One Bank
Freedmont Mortgage
Fulton Mortgage
GMH Mortgage Services LLC
Heritage Valley Federal Credit Union-ad on pg. 2
Homebridge Financial Services-ad on pg. 15
Homesale Mortgage, LLC
M & T Bank Mortgage Division-ad on pg. 5
Members 1st Credit Union
Metro Bank
Mortgage Network
Movement Mortgage
New Windsor State Bank
Peoplesbank, A Codorus Valley Co-ad on pg. 13
Residential Mortgage Services
Santander Bank
Union Community Bank-ad on pg. 8
Wells Fargo Home Mortgage
York Traditions Bank- ad on pg. 3

Title/Settlement Co.

Abstracting Co. of York County
Centurion Settlement Group
Community Settlement LLC-ad on pg. 19
Complete Closing Services
Even Par Settlement Services
Guaranteed Transfer Corp.

Homesale Settlement Services
Lakeside Title Company
Preferred Service Settlements
Quality Service Settlements
Real Estate Settlement Co-ad on pg. 10
Stock and Leader-ad on pg. 7
White Rose Settlement Services -ad on pg. 3
Yorktowne Settlement Co-ad on pg. 8

Other Businesses

360 Tour Designs Southern PA-ad on pg. 4
360 Tours of York
ABBA Loss Mitigation
AdvantaClean-Lower Susquehanna
American Home Shield
Atlas Rubber Stamp & Printing
Barrick Insurance
Basement Waterproofing Solution
Busser's Septic Service
Dale Miller & Son
First American Home Buyers Protection Corp
Gordon L Brown & Assoc., Inc.
High Performance Homes
Landis Custom Cabinetry & Woodworking
Lynn Pest Management Co.
MYclosing-ad on pg. 12
Nicmar Water
Open.tours
Real Estate Investors of York
ShIPLEY Energy
Spectrum Home Services of York
State Farm: Tricia Melnichak
The Bathtub Doctor
The Glatfelter Agency
Wherley Generations Moving
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