

RAYAC Connection

What's Inside

More Award Winners	2
Calendar of Events	3
Thirsty Thursday	3
Executive Officer Column	4
Board Summary	5
Save the Date - Affiliate Networking Event & Mixer	5
Membership News	6
Meet Laura Bender	7
RAYAC Store Special	7
Meet Peter Ruth	8
RAYAC Leadership	9
RAYAC Blood Drive	9
Lockbox Updates & Training	10
Teach Budgeting to High School Students	11
StraightTalk - Leadership	12
Appraiser CE	12
Ethics Class Schedule	13
Tech Helpline	14
Executive Connections	14
Get Your Spring Fling Tickets	15
Practicing Professionalism	16
Now Taking Sponsors for Charity Golf Outing	17
MLS Statistics	18-19
MLS Classes & Tips	20
RPAC Leaders	21
Legislative Link	21
Affiliate Members	22

RAYAC Honored Outstanding Members

Last month RAYAC had its own prime time awards show complete with host RAYAC 2017 President Deborah Goodling's several outfit changes. It was a great night recognizing RAYAC's new officers and directors and honoring members for their outstanding service to the association, community and the real estate profession. Unlike televised award shows where presenters read from a teleprompter, RAYAC presenters and award winners spoke from the heart and often with quick-witted remarks. The event's theme was BRIGHT emphasizing RAYAC's future is bright and coinciding with the newly formed regional MLS now named Bright MLS.

PAR 2017 President Kathy McQuilken welcomed attendees and encouraged guests to pay attention to legislative changes, invest in RPAC and respond to Calls to Action. She also asked members to make the short drive to Harrisburg to attend PAR business meetings.

RAYAC member Patricia Carey who serves as PAR's District VI Vice President had the privilege of installing the association's 2017 officers and directors. (See leadership list on page 9.)



And the awards went to ...

Paula Musselman was named REALTOR of the Year for her incredible and extensive service and contagious enthusiasm for the association and RAYAC Foundation. ► Shown are 2017 RAYAC President Deborah Goodling, Paula Musselman and Ed Bender. *See more on next page.*



Sam Miller, Fulton Mortgage, was presented with the Affiliate Appreciation Award for his broad-based support of the association and his commitment to RAYAC's Charity Golf Outing for over 10 years. ► Shown are Deborah Goodling, Sam Miller and Stacey Trimmer.



Selina Robinson was presented with the REALTOR Appreciation Award for leading the Hands on Helpers Committee to host the first ever Homeless Outreach Project and the impact on homeless guests and participating service providers. ◀ Shown are Deborah Goodling, Selina Robinson and Gayle Sanders.

Tony Thomas earned the presidential plaque and was commended for leading RAYAC through a year of change that focused on informing the members on and ultimately voting for the MLS merger. Tony invested countless hours meeting with members, fielding questions and attending meetings of behalf of the association's membership. ► Shown are RAYAC Executive Officer Shanna Terroso and 2016 President Tony Thomas.



Several members were honored for 25 and 40 years of membership...



Twenty five year pins were presented to David Bode, Vickie Butler, Mark Heckman, Deborah Lentz, Mike Sabo and Dale Torbert. ◀ Shown are Mike Sabo and Deborah Goodling.

REALTOR Emeritus status acknowledging 40 years of membership were presented to Ellen Biesecker, Karin Miller, Marlin Moul, Dan Rodgers and Mike Smelgus. ► Shown are Mike Smelgus, Deborah Goodling, Dan Rodgers and Marlin Moul.



Three scholarship winners were announced ...

- Leadership York recipient is Tamra Peroni.
- Leadership Hanover recipient is Brian Berkheimer.
- Steve Snell Educational Excellence Scholarship recipient is Deborah Goodling.

2017 RAYAC Foundation President Paula Musselman spoke passionately about the foundation's role, introduced its board of directors and previewed a video. She also announced the foundation's goal of raising \$50,000 this year. RAYAC Foundation Board of Directors are Bob Aldinger, Bill Hoyer, Michele Jones, Sam Miller, Rob Myers, Tamra Peroni and Stacey Trimmer.

For more installation and awards photos, visit [RAYAC's Facebook page](#).

February

- 2 RAYAC Foundation Board meeting, 8:30 am, Lyndon Diner
- 2 Program Social Committee, 9:00 am
- 6 MLS CMA class, 2:00 pm
- 6 Pre-licensing course: RE Practice begins, 6:00 pm
- 7 Bright MLS regional meeting, 9:30 am
- 7 Hands on Helpers, 9:30 am
- 7 StraightTalk - Unleash Your Leadership Mojo, 1:30 pm
- 8 Appraiser CE - National USPAP, 8:30 am
- 8 Lockbox Q&A Tips class, 3:00 pm
- 9 Snow date Appraiser CE - National USPAP, 8:30 am
- 9 Board of Directors, 9:00 am
- 10 New Member Orientation-Module II, 8:30 am
- 10 Housing stats released
- 13 MLS Contact Management class, 2:00 pm
- 14 Spring Fling Committee, 10:00 am
- 14 Education Committee, 11:00 am
- 14 Community Relations, 1:00 pm
- 15 Affiliate Committee, 9:00 am
- 15 Golf Committee, 11:00 am
- 16 Appraiser CE: FHA, 8:30 am
- 16 MLS Committee, 8:30 am
- 16 Member Communications Committee, 10:00 am
- 20 MLS Advanced class, 2:00 pm
- 21 RAYAC members volunteering for Junior Achievement at Red Lion High School
- 21 Snow date Appraiser CE: FHA, 8:30 am
- 21 MLS Walk-In, 2:00 pm
- 24 New Member Orientation-Module III, 8:30 am

March

- 2 Broker course: RE Investment begins, 9:00 am
- 2 Program Social Committee, 9:00 am
- 3 American Red Cross Blood Drive, 10:00 am-3:30 pm
- 7 Appraiser CE: Zapping Zillow & PA Law, 8:30 am
- 7 Hands on Helpers Committee, 9:30 am
- 8 Code of Ethics/CE: Keep Calm & Follow the Rules, 8:30 am, Wyndham Garden

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

Thirsty Thursday

Thursday, March 16

5:00 - 7:00 pm

The Embers

100 Memory Lane, York

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

I Love Statistics

by Shanna Terroso, RCE, e-PRO

February is the season of love and Valentine’s Day. One secret crush I have is on statistics. I think I have always had this crush. Even as a little kid, I would love to spout off what I called “fun facts” to anyone who would listen to me. I loved statistics so much that my undergraduate degree is in Economics from Dickinson College. You might be thinking she must love Dr. Lawrence Yun, NAR’s Chief economist, and you would be right. To me Dr. Yun is a rock star.

Compiling statistics for RAYAC’s Annual Market Report is also one of my favorite roles here at RAYAC. For those of you who may not know, each year RAYAC creates an Annual Market Report on what has been happening in real estate over the course of the previous year and gives detailed information by school district. If you haven’t seen it, we just released the market report at the end of January. The reports can be found by clicking below:

[2016 Adams County Annual Market Report](#)

[2016 York County Annual Market Report](#)

I hope you will find the reports useful in your interactions with your clients. For the other number geeks out there, I know you will fall in love with the report, too. Here are some of the highlights.

***Inventory is low.** You know this. You have been telling your buyers this information and now you have numbers to back it up. The month’s supply of inventory in York County is three months and in Adams County it is four months. A balanced market is considered a six month supply of inventory. Anything below that is considered a seller’s market. We started tracking this metric six years ago at RAYAC and this is a six year low. To put that into perspective, during this same time period in 2015 York County was just shy of five months and Adams County was 6.74 months.

***Number of home sales are up in both counties.** The number of home sales in York County in 2016 was 5,649. That is an 11% increase over 2015, a 62% increase in the number of sales over five years, but a 5% decrease from 10 years ago. The number of home sales in Adams County in 2016 was 1,185. This is a 13% increase over 2015, an 82% increase from five years ago and a 7% increase from 2006.

***Median sold price is steadily increasing in York County.** The median sold price in 2016 in York County was \$159,900 reflecting a 5% increase over 2015, a 12% increase over 5 years but a 5% decrease since 2006.

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Board of Directors Summary

January 12, 2017

Peter Ruth installed the new officers and directors.

2017 President Deborah Goodling welcomed everyone, reviewed the group norms, and asked everyone to block out two hours for each board meeting.

Action Items

- Directors approved the Anti-Trust Resolution as presented by Peter Ruth.
- Directors approved the appointment of 2017 committee members as presented.
- Directors approved extending the MLS Services Agreement with Paragon from April until the end of the year.
- Directors approved the December Board minutes and the Treasurer's Report as presented.

Reports

- Directors received a report from Steve Brown, RAYAC's Bright Board representative. Steve attended the first board meeting and reported the board continues to work through a large amount of details to plan for the MLS conversion.
- RAYAC's new member benefit, Tech Helpline, will be launched January 16 to provide free technical support to all RAYAC members. (See page 14.)

Save the DATE!

AFFILIATE Networking Event & Mixer

**Tuesday,
APRIL 11**

**4-6 pm
Out Door Country
Club, York**

More details coming soon!

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Membership News

New Members

Brett Barrett, Berkshire Hathaway G
Sarah Betts, Southern Management Rentals
Robert Biancuzzo, Howard Hanna Y
Todd Biedermann, Coldwell Banker YorkM
Zachary Bowers, RE/MAX Patriots
Mark Flinchbaugh, RE/MAX Patriots
Judd Gemmill, Berkshire Hathaway D
Connie Kennedy, Keller Williams Keystone
Sitha Nhok, Keller Williams Keystone
Shawn Peterson, Coldwell Banker YorkM
Chris Robert Poborsky, Berkshire Hathaway W
Amy Raynor, Keller Williams Keystone
Jonathon Reynolds, Berkshire Hathaway H
Karey Ridgley, Berkshire Hathaway G
Bradley Shafer, Berkshire Hathaway G
Amy Walker, ERA Preferred Properties

Member Changes

Randi Dayhoff, Berkshire Hathaway G
Chris Gambrill, Slate House Group
Mariusz Heba, Keller Williams Keystone
Susan Hilterbrick, House Broker Realty
Jennifer King, RE/MAX Patriots
Scott Kopp, Berkshire Hathaway Cinema Dr.
Octavia Moore, C21 Core Partners
Marie Jo Musser, Coldwell Banker YorkM
Pamela O'Keefe, Coldwell Banker YorkM
Ken Parisi, Coldwell Banker H
Graciela Pena, Berkshire Hathaway G
Curtis Perago, Equity Mid-Atlantic
Melissa Ruffing, Berkshire Hathaway D
Mark Saunders, Mark Saunders Appraiser

Member Changes Continued

Peter Smith, Coldwell Banker YorkM
Randall Williams, RE/MAX Patriots
Shawn Williams, Country Home Real Estate

Member Drops

Amber Brady
Linda Brillhart
Beth Buenaventura
Blaze Cambuzzi
Shari Cohon
LaVelle Eaton
Kevin Eckenrode
Timothy Fahnestock
Michelle Gardner
Peggy Gist
Matthew Goshert
Michael Hoke
Amanda Hoover
Marcia Hussey
Renee Karanicolas
Barbara Lombardo
Angie Lucabaugh
Mark Macklin
Jeffrey Miller
Carmen Montalvo
Angela Mummert
Steven Sides
Jane Slates
Joy Springer
Cynthia Staley
Allen Vanover
Brett Warren
Patricia Will
Deborah Zabretsky

New Office/Brokerage

None

Office Changes

None

Office Drops

None

Membership Stats

(as of 1/20)

	<u>2017</u>	<u>2016</u>
Designated REALTORS	131	123
Primary REALTORS	833	827
Secondary REALTORS	56	
Pending Applicants	<u>18</u>	<u>22</u>
Total REALTORS	1038	972
Affiliates	<u>96</u>	<u>95</u>
Total Members	1134	1067

New Affiliates

First Capital Federal Credit Union
1601 Kenneth Road
York, PA 17404
Phone 717-767-5551
Fax 717-767-6207
Www.firstcapitalfcu.com
Tara Houser
tarah@firstcapitalfcu.com

Union Home Mortgage

2315 Susquehanna Trail, Suite D
York, PA 17404
Phone 717-345-4908
Fax 717-345-4916
Www.unionhomemortgage.com
Blain Rosenberry
brosenberry@unionhomemortgage.com

Affiliate Changes

GRW Home Inspection address change to 245 Steamboat Blvd. Manchester, PA 17345

Affiliate Drops

Woodside Inspections

Meet RAYAC's Newest Staff Member - Laura Bender



Laura joined RAYAC last month as an Administrative Assistant. She is your friendly, first contact when you walk into the association's lobby or call the RAYAC office. Laura also coordinates membership and helps the rest of the RAYAC staff with a variety of projects.

Laura and her husband Mark have two daughters. Avery is 11 and Hannah is 9. Their girls keep them busy with Girl Scouts, soccer, gymnastics, piano and cello lessons, plus the family is very active with their church, LCBC. Laura is the volunteer event manager for the church's Global Leadership Summit, and Laura and Mark are life group leaders hosting small group sessions in their home.

Laura is a York County native and Spring Grove graduate. She is a former salon owner and most recently worked for Central School District. When she owned the salon she enjoyed working with clients and the friendships that were formed, but she was always drawn to the business and administrative side of running the salon.

In her spare time, Laura enjoys photography and scrapbooking with her girls. She recently started running and has completed three 5K races since September and she's working toward a 10K.

By the way, Laura is not related to longtime RAYAC Member Ed Bender. With Laura's styling background, Ed's famous hair and the same last name, it's easy to think there could be a connection.

Feel free to contact Laura at 717-843-7891 ext. 100 or laura@rayac.com.

February RAYAC Store Special

**We ♥ our
members!**

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Meet Peter Ruth

Peter is an Attorney with Stock and Leader and serves as RAYAC's Legal Counsel. You may contact Peter at 717-846-9800 for RAYAC's Legal Hotline.



Education

York Suburban High School, Lebanon Valley College, and Widener University School of Law

Family

My wife's name is Hilary Ruth. We were married in 2013 and have a wonderful fur-child named Dexter. He is a Coobrador (coonhound Labrador mix) and we live in the booming metropolis of the census designated place known as Spry in York Township. Mom and Dad both live in York County. Brother Matthew and his fiancé Taylor reside in Manchester, and my older brother Andrew and his wife Mallory reside in Reston, VA. My mom's side of the family is from Glen Rock, New Jersey, and my dad's side is from West Lawn in Berks County.

Community involvement

I serve as the Vice-President of Leadership York, I am the First Vice-President of the York Benevolent Association, and I am the Secretary of the York City Dollars for Scholars, Inc.

Exactly how tall are you?

I am 6'8".

Favorite place to travel

My wife and I just visited Iceland (mainly the capital, Reykjavik) and it was AMAZING. Even with temperatures in the low 20s with wind chills in the teens, it was incredible, like you are visiting a different planet. If we're not traveling out of country, our favorite places to travel would be Emerald Isle down in North Carolina or Stone Harbor in New Jersey.

We understand you and your father share the love of baseball.

My father, my two brothers, and I have been to all thirty Major League Baseball stadiums. It started when I was about 13 when we took a baseball tour with a bunch of other local fathers and sons. We would try to get to about three or four different stadiums each summer trip. My little brother was the last to join the tour but the first to finish. It was a really great time, allowed us to see different parts of the lower 48, and was a great way to bond with my brothers and father. There are many hilarious stories from each trip, but I'll save those for a different time.

What's the best part about your career?

The best part about my career is the ability to have a complete stranger walk through the door with a problem or issue. Although it's not my problem or issue, it is the most important thing to this stranger who becomes a client. Whether it's getting to settlement, drafting a will or power of attorney, or just working through a hostile situation, the ability to guide that client through an often complex legal issue is very rewarding. It can be challenging as well but the more experience I get, the more comfort I have in effectively handling those situations, even if the result is not 100% desirable to the client.

Share something we may not know about you.

I love to read. Right now I am finishing the last of C.J. Sansom's medieval crime novels starring Matthew Shardlake, a hunch-back attorney who pleads before the Court of Requests during the tumultuous reign of Henry VIII. The book is called Lamentation and I would highly recommend it to anyone who has an interest in crime novels and medieval history. I also am a big fan of medieval history in general (for those who are daring enough, ask my father about the 40 page paper I wrote on William Wallace and the Scottish Wars of Independence for my senior thesis in college at Lebanon Valley College).

RAYAC Leadership

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

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Peter Ruth, Esq.
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CB Residential Brokerage,
854-9242

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

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

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

Tamra Peroni, '18, York City Savvy, SRES
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Brenda Riddle, '19, York City Savvy, SRES, BH Homesale,
757-7811

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

Tony Thomas, '17, York City Savvy, CB Residential Brokerage,
854-9242

Cheryl Yerger, '19, ABR,
BH Homesale, 757-7811

Help Save Lives



American Red Cross

RAYAC Blood Drive Friday, March 3 10:00 am-3:30 pm

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NEW RAYAC SERVICE LOCKBOX Q&A-TIPS CLASS

Free Walk-in class being held the
2nd Wednesday of each month at 3 pm.

The February 8, 2017 class will include the following topics:

ONE DAY CODES
ONE MONTH LOCKBOX ACCESS
SENTRISMA RT MOBILE APP

No registration needed-contact doug@rayac.com for more info.

Lockbox Training Online

RAYAC's lockbox training is now online with several different video tutorials. When all videos have been completed, call the RAYAC office to obtain your exam. When you have successfully completed the exam, you will receive your SentiCard. If you have any questions, contact Doug Clark at 843-7891 ext. 111 or doug@rayac.com.

Only 120 Gen II Lockboxes Left

Gen II lockboxes are on clearance for \$30 plus tax until they are gone. We only have 120 Gen II boxes remaining. 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](mailto:doug@rayac.com) at 843-7891 ext. 111 to order your supply today.



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Let's Help Teach Budgeting to High School Kids in a Fun Way

RAYAC's Community Relations Committee is partnering with Junior Achievement to provide budget counseling for high school juniors and seniors in a fun, yet educational Real Life Program. We are looking for volunteers to help. We'll play popular games with a twist like The Price Is Not Right, Real Life, and more to teach the importance of budgeting with the students.

[Click here](#) for more details on the Real Life program.



VOLUNTEERS NEEDED!

New Oxford High School

March 14

8:00 am - 2:30 pm



A FINANCIAL LITERACY FORUM

To help teach valuable budgeting skills, contact Beth Izzo at 843-7891 ext. 110 or beth@rayac.com.



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Straight TALK

New Year, New You - Unleash Your Leadership Mojo **February 7**

1:30-3:30 pm

Presenter: Jamie Bowman, Dynamic Directions - \$10

Sponsored by Fulton Mortgage.

[Click here](#) preview event details and register online (under events).

Appraiser Continuing Education

Wednesday, February 8 (snow date Feb. 9)

8:30 am - 4:30 pm National USPAP *Required Class*
\$106.80 lunch provided *Instructor: Melanie McLane*

Thursday, February 16 (snow date Feb. 21)

8:30 am - 4:30 pm FHA's New Appraiser's Handbook:
\$80 lunch provided Learn It to Protect Your Liability
Instructor: Michelle Bradley

Tuesday, March 7

8:30 am - 12:00 pm Zapping Zillow: Valuation in the
\$40 Internet Age
Instructor: Melanie McLane

Tuesday, March 7

1:00 - 4:30 pm So Sue Me! - Or Not. Review of PA
\$40 Appraisers Certification Act
Required Class
Instructor: Melanie McLane

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Save yourself the cost of a 3.5 hour class and purchase the SmartPass available September 1, 2016 - March 1, 2017.

[Click here](#) for exclusions, terms and purchase.

See details for these classes and the full 2016-17 line up [here](#). Any questions, contact Stephanie Kennedy at 717-845-3487 or Stephanie@rayac.com

What a Deal!

RAYAC Code of Ethics Approved for CE

The new NAR Biennial Code of Ethics training cycle begins 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

RAYAC's Newest Member Benefit

Everyone has technology questions, now RAYAC is offering you FREE tech support to give you the answers.

Tech Helpline gives you U.S.-based tech support for hardware, software, networking and mobile devices. The analysts are friendly technology experts who will assist you via phone, chat or email.

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Registration is now open for the 2017 Executive Connections program.

Do you know of executives new to our area or new to their position who could benefit from connecting with other managers, vice presidents, and CEOs as they meet established community leaders? Leadership York's Executive Connections course helps participants learn about area systems, services, and culture and provides time for networking.

For supplies for your welcome kits, and registration materials, [click here](#).



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The weather may be cold, but these tickets are **HOT!**

Saturday, March 25, 2017

UAW Union Hall

3562 Gillespie Drive York, PA 17404

Doors open at 5 pm, dinner 6-8 pm, dancing until 10 pm



*All you can eat dinner, beer and soda, dancing, small games of chance.
\$35/ticket, must be 21+ to attend.*

Contact Shanna Terroso at 843-7891 ext. 106 or shanna@rayac.com to reserve your tickets.



Benefits the RAYAC Foundation to

to support housing related charities in York and Adams Counties and the Robert Murphy Disaster Relief Fund.

Bookmark these Online Resources

**REALTORS Association of
York & Adams Counties**

www.rayac.com

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www.parealtor.org

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www.nar.realtor

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Respect for Peers

1. Identify your Realtor® and professional status in all contacts with other Realtors®.
2. Respond to other agents' calls, faxes, and e-mails promptly and courteously.
3. Be aware that large electronic files with attachments or lengthy faxes may be a burden on recipients.
4. Notify the listing broker if there appears to be inaccurate information on the listing.
5. Share important information about a property, including the presence of pets, security systems, and whether sellers will be present during the showing.
6. Show courtesy, trust, and respect to other real estate professionals.
7. Avoid the inappropriate use of endearments or other denigrating language.
8. Do not prospect at other Realtors®' open houses or similar events.
9. Return keys promptly.
10. Carefully replace keys in the lockbox after showings.
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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

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NOW TAKING SPONSORSHIPS! RAYAC Charity Golf Outing

Wednesday, June 7, 2017

Heritage Hills Golf Resort, York

[Click here
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to support local housing-related non-profit organizations and the Robert Murphy Disaster Relief Fund.



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December 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>
York County				
Central	48	\$10,480,104	\$218,336	\$200,950
Dallastown	35	\$5,820,999	\$166,314	\$148,500
Dover	24	\$3,938,869	\$164,120	\$160,500
Eastern	12	\$1,964,500	\$163,708	\$155,000
Hanover	14	\$1,948,394	\$139,171	\$145,097
Northeastern	26	\$3,968,955	\$152,652	\$154,950
Northern	26	\$5,857,359	\$225,284	\$203,500
Red Lion	39	\$6,824,354	\$174,983	\$169,000
South Eastern	20	\$4,130,700	\$206,535	\$200,750
South Western	36	\$5,436,912	\$151,025	\$146,750
Southern	29	\$6,670,675	\$230,023	\$214,900
Spring Grove	28	\$5,170,663	\$184,667	\$181,450
West Shore	37	\$8,153,598	\$218,891	\$192,450
West York	29	\$4,039,012	\$139,276	\$124,900
York City	36	\$3,069,189	\$85,255	\$53,500
York Suburban	28	\$4,341,965	\$155,070	\$145,000
York Total	467	\$81,816,248	\$173,591	\$157,000
Adams County				
Bermudian Springs	5	\$815,314	\$163,063	\$152,450
Conewago Valley	21	\$3,562,425	\$169,639	\$160,900
Fairfield	15	\$2,735,120	\$182,341	\$173,000
Gettysburg	17	\$3,199,859	\$188,227	\$205,900
Littlestown	20	\$3,535,539	\$176,777	\$187,450
Upper Adams	13	\$2,012,575	\$154,813	\$135,000
Adams Total	91	\$15,860,832	\$174,295	\$165,000

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	12/15 TOTAL	12/16 TOTAL	15-16 % CHANGE	12/15 MEDIAN SOLD PRICE	12/16 MEDIAN SOLD PRICE	15-16 % CHANGE	12/15 AVG. SOLD PRICE	12/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	396	467	18%	\$140,857	\$157,000	11%	\$153,523	\$173,591	13%
Co-broke	312	356	14%	\$140,707	\$160,000	14%	\$157,157	\$189,662	21%
In house	84	102	21%	\$141,500	\$137,694	3%	\$140,024	\$178,911	28%
New	467	502	7%			Active	1904	1511	-21%

York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-12/15 TOTAL	1-12/16 TOTAL	15-16 % CHANGE	1-12/15 MEDIAN SOLD PRICE	1-12/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-12/15 AVG. SOLD PRICE	1-12/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	5093	5649	11%	\$152,000	\$159,900	5%	\$165,895	\$172,621	4%
Co-broke	3908	4368	12%	\$154,500	\$159,000	3%	\$165,689	\$171,598	4%
In house	1187	1281	8%	\$149,900	\$159,900	7%	\$166,574	\$176,109	6%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	12/15 TOTAL	12/16 TOTAL	15-16 % CHANGE	12/15 MEDIAN SOLD PRICE	12/16 MEDIAN SOLD PRICE	15-16 % CHANGE	12/15 AVG. SOLD PRICE	12/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	98	91	-7%	\$172,500	\$165,000	-4%	\$193,233	\$174,295	-10%
Co-broke	63	64	-1%	\$154,000	\$167,450	-9%	\$165,448	\$175,087	+6%
In house	35	27	-3%	\$200,000	\$157,900	-21%	\$243,247	\$172,417	-29%
New	102	93	-9%			Active	548	418	-24%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-12/15 TOTAL	1-12/16 TOTAL	15-16 % CHANGE	1-12/15 MEDIAN SOLD PRICE	1-12/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-12/15 AVG. SOLD PRICE	1-12/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	1047	1185	13%	\$175,000	\$175,000	0%	\$193,143	\$186,822	-3%
Co-broke	677	832	23%	\$173,900	\$175,000	1%	\$186,005	\$188,165	1%
In house	370	353	5%	\$180,050	\$169,900	6%	\$206,204	\$183,654	-11%

Master the MLS

with FREE Paragon Training

MLS Comparative Market Analysis

Monday, February 6

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 Contact Management

Monday, February 13

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 Advanced

Monday, February 20

2:00 - 3:30 pm

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

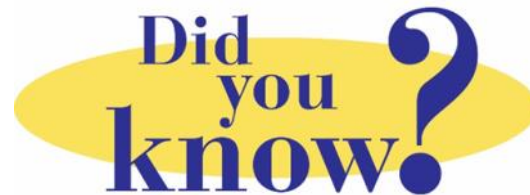
Register [online](#) (under events tab) to sign up for this class.

MLS Walk-In

Tuesday, February 21

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.



Did you know why the Tax icon sometimes does not show on a listing?

The Tax Icon will not appear on a listing when the Tax ID number does not match the County Tax Database.



If the **RED** Tax icon is missing then the **GREEN** GeoJet icon will also be absent because it needs that tax link information to provide accurate maps.

The quickest and easiest way to make sure the Tax ID number matches the tax records is to use "**Tax Autofill**". This will connect your listing to the tax record and populate items for you like school district, municipality and property taxes. Tax Autofill can be used at any time, even after the listing has been entered.

Here is a short 3 minute tutorial on how to use the tax autofill feature:



<https://www.youtube.com/watch?v=5B03S0-AD0U>

Thank You RPAC Leaders!

Legislative Link

WOWIE! WOWIE! WOWIE!

Thank you to everyone who contributed \$20,239 toward the 2017 goal! Special thanks to these RPAC leaders.

Governor's Club (\$500-\$999.99) Steve 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."

Wowie! Wowie! Wowie! Is a phrase used in my family to describe an unusual, unbelievable, extraordinary event or a great accomplishment. I'm sure it could be used to describe many things, in this case I'm going to use it to describe recent political events.

I'm writing this article on Inauguration Day. Donald J. Trump is now the forty-fifth President of the United States of America. Pleased or not with the outcome of the election the voters of this country have spoken. I read an article that three states, Pennsylvania, Michigan and Wisconsin, who had not backed a Republican nominee since Ronald Regan in 1984, were won by Trump by a mere 80,000 votes combined. Not enough to fill Beaver Stadium on a Saturday afternoon. Wowie! Wowie! Wowie!

As we look at the politics more locally, York County has become the hotbed of Pennsylvania politics, we have a Governor from our hometown, and a Republican challenger from York has announced he will seek the nomination for the 2018 gubernatorial race.

These are changing times and as we know from our business, changes are going to continue to happen. We as REALTORS have always strived to be a part of the change and have a seat at the table. How can we help shape the future of our local politics and have a seat at the table? You need to have your voice heard! It's really not that hard to do. Everyday I hear people talking politics, some about what they like and some about what they would like to see changed. The only way we are going to effect change is to make your voice heard. **One way to do this is to attend RAYAC's Legislative Breakfast on March 30, 8:00 a.m., Out Door Country Club, York.**

This is an outstanding event. You get to be up close and personal with our local elected officials and hear firsthand how they are shaping the future of Pennsylvania. So please "LET YOUR VOICE BE HEARD". Let's fill the room! This is your opportunity to have "a seat at the table".

John Linton, Political Affairs Committee Chair

Congratulations RPAC Office Challenge Winners



Small offices: 1st Brown Appraisers, 2nd Jim Warfield Realty, 3rd All Stiles RE

Medium offices: 1st Southern Management Rentals, 2nd REMACE, 3rd McCallister & Myers

Large offices: 1st Berkshire Hathaway Cinema Drive, 2nd RE/MAX Patriots, 3rd Berkshire Hathaway Gettysburg

X-Large offices: 1st RE/MAX Quality Service, 2nd Berkshire Hathaway West, 3rd Coldwell Banker Residential Market St.

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This a valuable resource to share with your clients.

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[Stock and Leader](#) - ad on pg. 14

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York Builders Association

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Allied Home Inspections Inc
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GMH Mortgage Services LLC
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