

RAYAC Connection

*Best Wishes for a
Happy & Healthy
New Year!*

Let's get the new year started by honoring our amazing members!

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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.** Contact Marissa Bankert 843-7891 ext. 108 or Marissa@rayac.com.

CALENDAR

January

- 1 RAYAC office closed
- 4 Dues payment deadline
- 4 MLS Task Force, 2:00 pm
- 5 Weight Watchers, 12:45 pm
- 6 Hands on Helpers Committee, 9:30 am
- 6 Spring Fling Committee, 11:00 am
- 7 MAPS Task Force Meeting, 9:00 am
- 7 Program Social Committee, 9:30 am
- 7 Golf Committee, 11:00 am
- 8 New Member Orientation-Module I, 8:30 am
- 12 Education Committee, 11:00 am
- 12 Community Relations Committee, 1:00 pm
- 13 Lockbox Training, 2:00 pm
- 14 Board of Directors, 9:00 am
- 14 RAYAC Foundation Board of Directors, 1:00 pm
- 14 Awards & Installation Event, 5:00 pm, Wyndham Garden
- 19 Weight Watchers, 12:45 pm
- 20 MLS Committee, 8:30 am
- 20 Affiliate Committee, 9:00 am
- 21 CE Class: National USPAP, 8:30 am
- 21 Member Communications Committee, 9:30 am
- 21 Thirsty Thursday, 5:00-7:00 pm, the Ember's ▶
- 22 New Member Orientation-Module II, 8:30 am
- 26 Weight Watchers, 12:45 pm
- 27 Lockbox training, 2:00 pm

February

- 2 Weight Watchers, 12:45 pm
- 3 Hands on Helpers, 9:30 am
- 4 Program Social Committee, 9:30 am
- 5 New Member Orientation-Module III, 8:30 am
- 8 DR/Manager meeting, 1:00 pm
- 9 New Licensee Lunch, 11:30 am, TBD
- 9 Community Relations Committee, 1:00 pm
- 10 Lockbox training, 2:00 pm
- 11 Board of Directors, 9:00 am
- 16 CE Class: Safety Designation courses, 8:30 am
- 16 Weight Watchers, 12:45 pm
- 17 Affiliate Committee, 9:00 am

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

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

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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Member FDIC

Board of Directors Summary

December 10, 2015

President Brian Berkheimer thanked the outgoing directors (Wade Elfner, Michele Jones, Paula Musselman and Bill Shanbarger) for their service and all directors for supporting him this year.

Action Items

- Directors approved a budgeted contribution to the staff SAR-SEP plan.
- Directors approved 2016 committee members.
- Directors approved the 2016 contract for Solicitor Bill Hast, Stock and Leader.
- Directors approved the 2016 accounting contract for Baker Tilley.
- Directors approved the recommendation of the Ethics Hearing Panel.

Reports

- There were committee reports from MLS and Program Social Committee.
- Directors received an update on the MAPS program. Task force members participated in a conference call with one of the project consultants. RAYAC representatives will be attending another MAPS meeting on January 12.

Old Business

- Directors approved reinstating \$10,000 of the \$25,000 that was cut from the Community Relations Committee budget to move forward with the 2016 marketing plan as outlined in the strategic plan.



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2015 RAYAC President Brian Berkheimer

No Spare Parts

Each passing December seems to echo the same sentiment: Where did the year go? What do I have to show for it? This year is no different. Serving as your President has been a humbling, eye opening, and learning experience for me. I am thankful for it, and for you all for entrusting me with it.

I took time these past few days to celebrate Christmas, enjoy time with family...and also to watch a few movies. For some reason, one of the movies I like to watch at this time of year is Hugo. It isn't a "Christmas" movie, but for some reason it just feels that way to me. I enjoy the main character Hugo's reflective spirit, and one of the lines from the movie sticks with me:

"Machines never come with any extra parts, you know. They always come with the exact amount they need. So I figured if the entire world was one big machine... I couldn't be an extra part. I had to be here for some reason. And that means you have to be here for some reason, too"

Hugo Cabret

You probably know where I'm headed with this. The real estate industry doesn't have any spare parts either. Our businesses work best when we all work together: brokers, agents, associations of all levels, affiliate members. New agents, seasoned agents...we all have a part to play. We all can find a way to utilize the other for our own good and for the good of the industry. Brokers and local associations need not be at odds. The uniqueness of our industry lies in each others existence.

I wish you all the best in 2016. I look forward with confidence in the leadership team under Tony Thomas. It has been my honor to serve.

Brian

Sincere thanks go to Brian and all of the RAYAC volunteers for a great 2015! Thank you to the following members whose terms on the Board of Directors ended in 2015. We truly appreciate your service to RAYAC!

- Wade Elfner**
- Michele Jones**
- Paula Musselman**
- Bill Shanbarger**



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Membership News

New Members

Joshua Beamesderfer, ROCK
Commercial
Naomi Brown, BH Homesale (W)
Angela Card, RE/MAX Patriots
Brianna Crone, RE/MAX Patriots
Laura Heyt-Adams, Keller Williams
Keystone
Deborah Morgan, Keller Williams
Keystone
Heather Mosko, REMACE
Nicholas Onofrio, C21 Core Partners
Robert Stough IV, RE/MAX Patriots
Tonya Wenschhof, Keller Williams
Keystone
Shawn Williams, BH Homesale (W)
James Yannatelli, C21 Core Partners

Member Changes

Stephanie Elzinger, Green City Realty
Sharon Emenheiser, CB Residential
Brokerage-YorkQ
Judy Givens, BH Homesale (W)
Timothy David Johnson II, CB
Residential Brokerage-YorkQ
Erin Miller-Zendek, CB Residential
Brokerage-YorkQ
Layla Montagne, CB Residential
Brokerage-YorkQ
Katharine Prebula, Keller Williams
Keystone
Jackie Robinson, BH Homesale (H)
Woodrow Schmidt Jr., BH
Homesale (CD)
Allen Vanover, Keller Williams
Keystone

Member Drops

Tamara DeLara
Kathleen Dorothy
Rodger Kuntz
Jamie Mitchell
Patrice Noel
Jennifer Schaaf

New Office/Brokerage

Green City Realty LLC
1000 E. Princess St.
York, PA 17403
Phone 717-900-1984
Fax 717-900-1130
Alberto Romero, Broker

Office Changes

Quentin Miller, Broker for all Coldwell
Banker Residential Brokerage offices

Magic Marlin Real Estate address
change to:
1638 E. Market St., 2nd Floor
York PA 17402

Professional Realty Associates address
change to:
2002 South Queen Street
York, PA 17403

Office Drops

Cherry Lane Realty
Rodger Kuntz Inc.

New Affiliates

None

Membership Stats

(as of 12/20)

| | <u>2016</u> | <u>2015</u> |
|---------------------|-------------|-------------|
| Designated REALTORS | 120 | 117 |
| REALTORS | 885 | 818 |
| Pending Applicants | <u>20</u> | <u>10</u> |
| Total REALTORS | 995 | 945 |
| Affiliates | <u>96</u> | <u>92</u> |
| Total Members | 1091 | 1037 |

Affiliate Changes

Members 1st FCU contact Gary
Thomas

Community Settlement address change
to: 3501 Concord Road, Suite 200,
York, PA 17402

Quality Service Settlements contact
Michelle Becker

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What to Do When You Get the Dreaded Call

Probably one of the best parts of a REALTOR'S® job is when you get to officially tell a client they have either successfully purchased or sold their property. Hopefully, the client is ecstatic and looking to refer you to all of their friends and family since you did such a great job of helping them through the process. Everyone's happy and moves on with their lives.

Sometime later, you get the dreaded call. Dun, dun, dun.....your client is furious because their basement got water in it after the last hard rainfall, or the roof is leaking, or they found mold after a remodeling project, or the porch is rotting. It could be any one of these things or a number of others, but you realize your happy clients are no longer feeling elated and instead want to unleash their wrath on someone because they were never told about the problem with the property. Worse yet, they want to know who's going to pay for the damage and repairs that need to be done. They are looking to you, their REALTOR®, for help.


It's disappointing to hear a client having a bad experience with the property they just bought, but unfortunately these things happen. It doesn't only happen to buyers, it could be the seller having problems with the new buyer, or maybe the contract wasn't settled and now there's dispute over the escrow money. There are a multitude of reasons why buyers and sellers quarrel, but now it's up to you to try to make the best out of a bad situation and help guide them toward a solution.

So, what do you do? You recommend RAYAC's Dispute Resolution System, AKA mediation. You tell your client that in the Agreement of Sale both parties signed, there is a mediation clause to help protect each party in this type of situation. You refer your client to RAYAC's Consumer Protection website page, <http://www.rayac.com/consumer-protection.php>, for more information and to obtain the required paperwork.


You even go one step further and tell them you know who handles the Dispute Resolution System at RAYAC and proceed to give them Stephanie Kennedy's name and phone number so she can answer their more complex questions about the mediation process. You've left your clients armed with great information, they still feel great about you, and they are at the very least feeling a little better knowing there is something they can do about the problem. Great job RAYAC REALTOR®!

Quick Facts about the Dispute Resolution System:

- Faster and less expensive than litigation. Each party pays \$175 to RAYAC, the majority being used for compensating the mediator.
- Discourages litigation of frivolous claims.
- Parties actively participate in the process and control the outcome.
- There is no "winner or loser". Mediation opens the lines of communication between parties in order to come to a mutual agreement.
- Enhances the image of REALTORS® by providing consumers viable alternatives to litigation.
- Parties retain their legal rights to arbitrate or litigate if mediation is unsuccessful.
- Solutions are just as binding and enforceable as arbitration awards.
- Parties are less likely to need to go to court to enforce their agreement than in arbitration because the parties in a mediation have willingly entered in their agreement, as opposed to arbitration where a third party renders an award.



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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.

In last month's update, this column focused on office visits made by RAYAC's leadership and staff. For the 2015 year, the goal set for these visits by the Strategic Plan was far exceeded.

Several other goals relate to the need for RAYAC to communicate well with membership and to create a sense of belonging, a sense of community, a level of professional comradery.

In pursuit of that relationship with you, the method of communication has been adjusted. RAYAC is shifting to occasional use of texts, rather than over reliance on e-mails (Goal 2, Objective 1A), creating some small group support sessions for newer agents (Goal 5, Objective 6B), and the use of short monthly videos to update members in a more engaging manner (Goal 2, Objective 1C). *2016 President Tony Thomas will initiate these videos early in the year.*

Goal 4: Multiple Listing Service - Objective 1D - Analyze assessment data being received from York and Adams Counties to determine accuracy and to improve process.

While there has been considerable progress in many areas of the Strategic Plan, this one remains a bit allusive. Shortly after the plan was adopted last spring, RAYAC leaders and staff met with the Adams County Commissioners and several county department heads. There was an honest and cordial discussion about the need for our members, and indirectly the public, to be able to get more current assessment data. Work flow issues and staff levels in related county offices, however, may be thwarting this effort. We want RAYAC's members to know that efforts have been taken and this goal will remain on the association's "to do" list. [Click here](#) to view the entire strategic plan.



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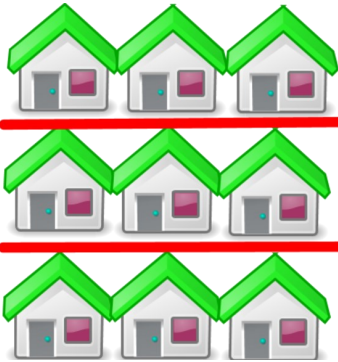
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Condo/HOA Reminders



REALTORS, when you are listing a property that is either a condo or part of a HOA, please check out the condo/HOA policies, rules and regs to ensure that the information you include in the MLS is accurate. One example would be what services are provided with the condo/HOA fee.

RAYAC has a master list of the condo/HOA contacts on its website. We rely on you to keep it up-to-date. If you have any changes to the condo/HOA list, please contact Lori Foltz at 717-843-7891 ext. 103 or lori@rayac.com.

2016 RAYAC Fee Schedule

2016 fees were adopted by the Board of Directors at the September 2015 meeting and went 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.



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To all the RAYAC family, I want to express my gratitude for your thoughtfulness, prayers & generosity. I have received many cards & expressions of sympathy from many of you & I am deeply appreciative.

Hal was a good person, a wonderful son & brother, & a great father.

The massacre in San Bernardino was a true tragedy.

Thank you again. Marion Bowman

DR/Manager Meeting

Monday, February 8, 2016

1:00 pm

RAYAC Classroom

All brokers and managers are highly encouraged to attend this meeting to learn the latest updates on MAPS (TREND/MRIS MLS merger) and its potential impact on RAYAC. You will receive an email invitation to RSVP. Please look for it in your inbox.



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Happy New Year - Education Special



For the month of January, 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 January 31, 2015. Excludes online, broker, and designation courses. Must have enrolled in January for the three classes to receive the free class.

2016 CLASS SCHEDULE For more details on each class and to register, go to: <https://mdweb.mmsi2.com/york/>

| | |
|---|--|
| 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. |
| February 16, 8:30am-4:30pm: | Designation Course: Consumer Safety and Security Specialist, 7 hours real estate CE. (Location: RAYAC) |
| Mondays, 2/22 - 3/21, 9:00am-3:00pm | Broker Course: Residential Property Management, 30 hours CE and 2 broker credits. (Location: RAYAC) |
| March 8, 8:30am-12:00pm: 1:00pm-4:30pm: | Zapping Zillow and Tripping Up Trulia, 3.5 hours real estate CE. (Location: RAYAC) 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: 1:00pm-4:30pm: | Managing Online Transactions for Consumers (Dotloop Boot Camp), 3.5 hours real estate CE. (Location: RAYAC) 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: 1:00pm-4:30pm: | Working With Today's Seller, 3.5 hours real estate CE. (Location: Hampton Inn-Hanover) Working With Today's Buyer, 3.5 hours real estate CE. (Location: Hampton Inn-Hanover) |
| April 6, 9:00am-12:30pm: 1:00pm-4:30pm: | Financing in the Brave, Old World, 3.5 hours real estate CE. (Location: RAYAC) Use the Right Form at the Right Time, 3.5 hours real estate CE. (Location: RAYAC) |
| April 12 & 13, 8:30am-5:00pm: | Designation Course: Certified Negotiation Expert I, 15 hours real estate CE and 1 broker credit. (Location: RAYAC) Click HERE to register |
| 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: 1:00pm-4:30pm: | Anatomy of an Appraisal, 3.5 hours real estate CE. (Location: Hilton Garden Inn-Gettysburg) Zapping Zillow and Tripping Up Trulia, 3.5 hours real estate CE. (Location: Hilton Garden Inn-Gettysburg) |
| April 21, 8:30am-12:00pm: 1:00pm-4:30pm: | Working With Today's Buyer, 3.5 hours real estate CE. (Location: RAYAC) 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) |

KNOW MORE. DO MORE.



Straight TALK

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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.

Presented by: MediaOne.

Featured Class CONSUMER SAFETY AND SECURITY SPECIALIST

Tuesday, February 16, 2016 | 8:30 AM - 4:30 PM | \$150 |

REALTOR® Safety is the #1 requested course topic on class evaluations. You asked for it and here it is!

Did you know that the Department of Labor considers real estate sales a high-risk occupation? Over 64% of working agents admit to having safety and security concerns. Educate yourself on ways to work safely.

Not only will this class give you 7 hours of RE continuing education, but you will also receive a designation.

Top 5 Reasons You Should Attend This Course:

1. Tracey Hawkins is an amazing national speaker you don't want to miss.
2. Convert FSBOS by explaining the dangers and offer safety tips. Be there if they decide the risks are too great.
3. Demonstrate to sellers the techniques to secure their home and valuables when their home is on the market with you and how you will safely promote their home on social media and teach them how their photos can be dangerous.
4. Direct buyers to resources that will help them identify high crime neighborhoods and to resources to avoid dangerous contaminated properties.
5. Learn actionable steps to take precautions and work safely; learn what not to say when using social media to market your listings, safely screen and show clients; how to research your cyber reputation and more!



Attention Commercial REALTORS®

Two 3.5 hour CE classes that have been designed for commercial agents (*but anyone can take*) are coming your way soon!

1. Navigating Commonwealth and Municipal Ordinances, Codes, and Regulations
2. Choice of Entity and the Nuts and Bolts of Commercial Leasing

Keep an eye on your email for scheduled dates.



Legislative Link



Wednesday Wind

Down Recap

PAR Testifies before Senate Committee

Realtor® Bob Wood from the North Central Penn Association of Realtors® presented testimony before the Senate Environmental Resources and Energy Committee on behalf of PAR. Wood has served on the Sewage Advisory Committee (SAC) as the PAR appointee for nearly 20 years. PAR is requesting that the senate urge the Department of Environmental Protection to move "Alternate Systems" to the approved list for planning purposes to create new lots and/or to be used on existing lots of record or for repairs. By not allowing the use of "Alternate Sewage Systems" for planning purposes, current and future homeowners are being hindered from building a new home. Also testifying during the hearing were: the Department of Environmental Protection (DEP), the Sewage Advisory Committee (SAC), the Pennsylvania Association of Township Supervisors, the Pennsylvania Sewage Enforcement Officers Association, the Pennsylvania Association of Professional Soil Scientists, the Associated Builders and Contractors, Keystone Chapter; and the Citizens Advisory Council.

Nearly 26 Percent of PA REALTORS Respond to Call-for-Action

Pennsylvania Realtors® have made their voices heard in the last NAR Call-for-Action on guarantee fees (G-fees) as a funding mechanism for H.R. 22. Nearly 26 percent of PAR members have sent messages to their senators and congressmen. RAYAC member participation was 29.81%. Keep it up RAYAC!

Thank you to our host:
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Thank you to our sponsors:
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Winners:
Pam Bowers
Suzanne Christianson
Lisa Myers
Deb Steckler
Karen Tavenner
Tawanda Thomas

50/50 Winner:
Steve Rasmussen



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RAYAC Leadership

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

Vice President

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

Secretary

Heather Kreiger,
ROCK Commercial, 854-5357

Treasurer

Cindy Mann, CDPE
CB Residential Brokerage,
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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

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

Ray Hoover, '18
ERA Preferred Properties,
633-6261

Kim Moyer, '17, GRI
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
Howard Hanna, 846-6500

Newsletter Contest Winners

Congratulations to:

Our final newsletter contest winner

Katie Horne

&

Year-end winner

Mindi Weikert-Kauffman

Thank you to everyone who enjoyed the contests and submitted entries over the years!

Website of the Month



NAR Chief Economist Dr. Lawrence Yun explains how the fed rate increase impacts real estate in a video link below.

<https://www.youtube.com/watch?v=52j8X8J6IXA>

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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

Shanna Terroso, RCE, e-PRO,
Executive Officer

Ext. 106, shanna@rayac.com

Marissa Bankert

Membership Services Director

Ext. 108, marissa@rayac.com

Doug Clark

Business & Finance Director

Ext. 111, doug@rayac.com

Rhonda Elliott, RCE, GRI,
GREEN, e-PRO

MLS Systems Manager

Ext. 102, rhonda@rayac.com

Lori Foltz

IT Coordinator & Lockbox
Administrator

Ext. 103, lori@rayac.com

Beth Izzo

Public Relations Director

Ext. 110, beth@rayac.com

Stephanie Kennedy

Director of Professional
Development

Ext. 109, stephanie@rayac.com

Deb Kottmyer

Clerk (PT)

deb@rayac.com

Ann Marie Staub

Lead Secretary

Ext. 100, annmarie@rayac.com

RAYAC Store Special

Happy New Year!

15% off

your entire store purchase
through January 15, 2016.



If you have any questions or suggestions of items you would like to see in the store, please contact Beth Izzo, 717-843-7891 ext. 110 or beth@rayac.com.

Serving York County for over 25 years!

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Contact:
Duane "Silver" Wilson
717-577-8740

Email: silverwilson@comcast.net

PB9667A

11/1/15 - 11/30/15 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 | 39 | \$6,937,660 | \$177,889 | \$152,000 |
| Dallastown | 42 | \$7,179,466 | \$170,940 | \$154,950 |
| Dover | 17 | \$2,541,374 | \$149,493 | \$134,901 |
| Eastern | 17 | \$3,076,500 | \$180,971 | \$163,000 |
| Hanover | 8 | \$950,100 | \$118,763 | \$108,750 |
| Northeastern | 24 | \$3,730,050 | \$155,419 | \$140,375 |
| Northern | 14 | \$1,526,500 | \$173,611 | \$182,900 |
| Red Lion | 26 | \$3,676,842 | \$141,417 | \$126,950 |
| South Eastern | 15 | \$2,085,105 | \$139,007 | \$142,000 |
| South Western | 31 | \$6,328,409 | \$204,142 | \$182,865 |
| Southern | 26 | \$5,324,060 | \$204,772 | \$190,000 |
| Spring Grove | 21 | \$3,610,410 | \$171,924 | \$176,900 |
| West Shore | 15 | \$2,502,050 | \$192,465 | \$147,000 |
| West York | 15 | \$2,203,930 | \$146,929 | \$136,900 |
| York City | 18 | \$667,300 | \$37,072 | \$29,450 |
| York Suburban | 20 | \$3,578,995 | \$178,950 | \$142,000 |
| York Total | 347 | \$55,954,751 | \$164,090 | \$147,000 |
| Adams County | | | | |
| Bermudian Springs | 10 | \$1,803,600 | \$180,360 | \$203,750 |
| Conewago Valley | 21 | \$3,427,946 | \$163,236 | \$165,000 |
| Fairfield | 5 | \$1,314,700 | \$262,940 | \$274,900 |
| Gettysburg | 25 | \$6,894,184 | \$275,767 | \$242,500 |
| Littlestown | 15 | \$3,142,800 | \$209,520 | \$205,000 |
| Upper Adams | 11 | \$1,936,400 | \$176,036 | \$200,000 |
| Adams Total | 87 | \$18,519,630 | \$212,869 | \$205,000 |

York County MLS Statistics Monthly Comparison

| YORK CO. Monthly Comparison | 11/14 TOTAL | 11/15 TOTAL | 14-15 % CHANGE | 11/14 MEDIAN SOLD PRICE | 11/15 MEDIAN SOLD PRICE | 14-15 % CHANGE | 11/14 AVG. SOLD PRICE | 11/15 AVG. SOLD PRICE | 14-15 % CHANGE |
|-----------------------------|-------------|-------------|----------------|-------------------------|-------------------------|----------------|-----------------------|-----------------------|----------------|
| Total sold/settle | 311 | 347 | +12% | \$145,000 | \$147,000 | +1% | \$159,153 | \$164,090 | +3% |
| Co-broke | 234 | 271 | +16% | \$145,900 | \$145,000 | 0% | \$160,432 | \$162,985 | +2% |
| In house | 77 | 76 | -1% | \$135,000 | \$150,000 | +11% | \$155,268 | \$168,011 | +8% |
| New | 536 | 570 | +6% | | | Active | 2,265 | 2,076 | -8% |

York County MLS Statistics Year to Date Comparison

| YORK CO. Monthly Comparison | 1-11/14 TOTAL | 1-11/15 TOTAL | 14-15 % CHANGE | 1-11/14 MEDIAN SOLD PRICE | 1-11/15 MEDIAN SOLD PRICE | 14-15 % CHANGE | 1-11/14 AVG. SOLD PRICE | 1-11/15 AVG. SOLD PRICE | 14-15 % CHANGE |
|-----------------------------|---------------|---------------|----------------|---------------------------|---------------------------|----------------|-------------------------|-------------------------|----------------|
| Total sold/settle | 4,110 | 4,617 | +12% | \$149,000 | \$154,000 | +3% | \$162,213 | \$166,821 | +3% |
| Co-broke | 3,101 | 3,533 | +14% | \$149,900 | \$155,000 | +3% | \$162,449 | \$166,675 | +3% |
| In house | 1,009 | 1,084 | +7% | \$141,500 | \$149,900 | +6% | \$161,487 | \$167,297 | +4% |

Adams County MLS Statistics Monthly Comparison

| ADAMS CO. Monthly Comparison | 11/14 TOTAL | 11/15 TOTAL | 14-15 % CHANGE | 11/14 MEDIAN SOLD PRICE | 11/15 MEDIAN SOLD PRICE | 14-15 % CHANGE | 11/14 AVG. SOLD PRICE | 11/15 AVG. SOLD PRICE | 14-15 % CHANGE |
|------------------------------|-------------|-------------|----------------|-------------------------|-------------------------|----------------|-----------------------|-----------------------|----------------|
| Total sold/settle | 75 | 87 | +16% | \$190,000 | \$205,000 | +8% | \$204,032 | \$212,869 | +4% |
| Co-broke | 43 | 61 | +42% | \$187,880 | \$200,000 | +6% | \$201,627 | \$195,344 | -3% |
| In house | 32 | 26 | +19% | \$214,950 | \$230,950 | +7% | \$207,262 | \$253,987 | +23% |
| New | 116 | 119 | +3% | | | Active | 619 | 581 | -6% |

Adams County MLS Statistics Year to Date Comparison

| ADAMS CO. Monthly Comparison | 1-11/14 TOTAL | 1-11/15 TOTAL | 14-15 % CHANGE | 1-11/14 MEDIAN SOLD PRICE | 1-11/15 MEDIAN SOLD PRICE | 14-15 % CHANGE | 1-11/14 AVG. SOLD PRICE | 1-11/15 AVG. SOLD PRICE | 14-15 % CHANGE |
|------------------------------|---------------|---------------|----------------|---------------------------|---------------------------|----------------|-------------------------|-------------------------|----------------|
| Total sold/settle | 825 | 940 | +14% | \$167,500 | \$175,000 | +5% | \$183,170 | \$193,298 | +6% |
| Co-broke | 562 | 607 | +8% | \$176,500 | \$175,000 | -1% | \$181,846 | \$188,472 | +4% |
| In house | 263 | 333 | +27% | \$166,000 | \$178,000 | +7% | \$185,999 | \$202,094 | +9% |

FREE Paragon Classes and Sentrilock Reminders

MLS Walk-In

Tuesday, January 12

2:00-4:00 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.

MLS Contact Management

Wednesday, January 20

2:00-4:00 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, January 28

2:00 - 4:00 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.



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

Sentrilock Reminders

As of January 1, 2016:

- 1) The Gen II lockbox is no longer manufactured by Sentrilock. These lockboxes are also no longer under warranty by Sentrilock. 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 projects that its supply of Sentrilock Gen II lockboxes will be depleted around the 3rd quarter of 2016.
- 2) RAYAC no longer provides locksmith services 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.
- 3) You may purchase a new Bluetooth Lockbox at the cost of \$96 + tax. These lockboxes are being sold at RAYAC's cost. They 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.

2016 Events & Important Dates

| | |
|---|--|
| <p>January 4 - Dues payment due 14 – Board of Directors 14 - Awards and Installation 21 – Thirsty Thursday, The Embers 25-27 - PAR Business Meetings, Harrisburg</p> | <p>July 1 - Lockbox payment due 14 – Board of Directors 21 – Thirsty Thursday, Green Horizon Grill, Bridges Golf Club</p> |
| <p>February 8 – DR/Manager meeting 11 – Board of Directors</p> | <p>August 11 – Board of Directors</p> |
| <p>March 1 - MLS invoice out 10 – Board of Directors 17 – Thirsty Thursday, Rocks Lounge C&D Bar & Grill Affiliate Networking Event in York - TBD Blood Drive - TBD PAR Public Affairs Seminar - TBD</p> | <p>September 1 - MLS invoice out 8 – Board of Directors 15 – Thirsty Thursday - TBD Affiliate Networking Event in Hanover/Gettysburg - TBD 19-21 - PAR Business Meetings, Harrisburg</p> |
| <p>April 1 - MLS payment due 2 – Spring Fling 14 – Board of Directors Legislative Breakfast - TBD</p> | <p>October 1 - MLS payment due 12 - RAYAC Annual Meeting 13 – Board of Directors</p> |
| <p>May Board of Directors - TBD 9-14 - NAR Mid-Year Meetings, DC 23-25 - PAR Business Meetings, Harrisburg 19 – Thirsty Thursday, John Wright 30 - Deadline to complete Real Estate CE</p> | <p>November 4-7 - NAR Convention, Orlando 10 – Board of Directors 17 – Thirsty Thursday - TBD Affiliate Appreciation Event - TBD</p> |
| <p>June 1 – Lockbox invoice out 9 - RAYAC Golf Outing, Hanover Country Club Board of Directors - TBD RAYAC Mid-Year Meeting - TBD</p> | <p>December 1 - Dues invoice out 8 – Board of Directors</p> |

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. 5
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. 14
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. 7
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
The Property Examiners
The Virtus Group LLC
Top Dawg Inspections
Trimmer Home Inspections
Visionspec Home Inspection

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. 13
Homebridge Financial Services
Homesale Mortgage, LLC
M & T Bank Mortgage Division-ad on pg. 9
Members 1st Credit Union
Metro Bank
Mortgage Network
Movement Mortgage
New Windsor State Bank
Peoplesbank, A Codorus Valley Co-ad on pg. 8
Residential Mortgage Services
Santander Bank
Union Community Bank-ad on pg. 4
Wells Fargo Home Mortgage
York Traditions Bank- ad on pg. 2

Title/Settlement Co.

Abstracting Co. of York County
Centurion Settlement Group
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
Real Estate Settlement Co
Stock and Leader-ad on pg. 7
White Rose Settlement Services -ad on pg. 6
Yorktowne Settlement Co-ad on pg. 14

Other Businesses

360 Tour Designs Southern PA
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. 3
Nicmar Water
Open.tours - ad on pg. 12
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
William F Ault Paving LLC
York Newspaper Co/Media One



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& check out RAYAC's Facebook group exclusively for members