

RAYAC Connection

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New Lockbox One Day Codes

RAYAC recently introduced the option to use one day codes with our Sentrilock lockbox system. All details are available on the homepage of rayac.com under the bullet point [Sentrilock - Lockbox Access](#).

Here are some of the main points:

- The seller needs to approve access with the one day code with a revised [Hold Harmless Agreement](#).
- Access can be provided to real estate licensees or certified appraisers. The listing agent needs to complete a [form](#) and fax or email it to RAYAC within two business days after the showing. Cost to buyer's agent or appraiser is \$20 plus tax for one day access. An additional one month access subscription is also available for \$40 plus tax.
- One day codes can also be provided to contractors and other persons authorized by the seller. Again, the seller would need to complete the [Hold Harmless Agreement](#) and the listing agent needs to complete a [form](#) and fax or email it to RAYAC with two business days after the code is used. No fee.
- The listing agent creates the one day code by calling Sentrilock at 1-877-736-8745, using the [SentriSmart mobile app](#) or creating it [online](#).
- The one day codes work with all Bluetooth boxes and any of the other Sentrilock lockboxes that have been updated with the new software (about 56% of the boxes).
- The [lockbox rules and regs](#) have been revised to reflect these additional services.



If you have any questions, please call the RAYAC office at 717-843-7891.

Please join us for the 2016 Bowlathon!

Thursday, August 11
Suburban Bowlerama, York

See full details on page 11.



July

- 4 **RAYAC office closed - Happy Independence Day!**
- 7 Program/Social Committee, 9:30 am
- 8 New Member Orientation-Module II, 8:30 am
- 11 Candidate interviews for Board of Directors, 1:00 pm
- 12 Community Relations, 1:00 pm
- 12 MLS Contact Management class, 2:00 pm
- 13 Bowlathon Task Force, 11:00 am
- 13 Lockbox training, 2:30 pm
- 14 Board of Directors, 9:00 am
- 15 **RAYAC office closed for Merge & Purge Day**
- 19 MLS Walk In training, 2:00 pm
- 20 Affiliate Committee, 9:00 am
- 21 MLS Committee, 8:30 am
- 21 Member Communications Committee, 10:00 am
- 21 MLS CMA class, 2:00 pm
- 21 Thirsty Thursday, 5:00-7:00 pm, Green Horizon Grill, Abbottstown ▶
- 22 New Member Orientation-Module III, 8:30 am
- 27 Lockbox training, 2:30 pm
- 28 MLS Advanced class, 2:00 pm

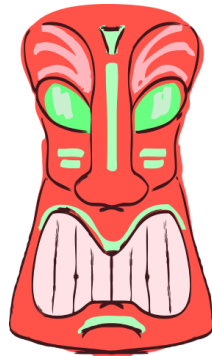
August

- 2 Political Affairs Committee, 2:00 pm
- 3 Hands on Helpers, 9:00 am
- 3 Webinar demo Matrix 360, 2:00 pm
- 4 Program Social Committee, 9:30 am
- 4 MLS Contact Management class, 2:00 pm
- 5 New Member Orientation-Module I, 8:30 am
- 9 Community Relations Committee, 1:00 pm
- 9 MLS CMA class, 2:00 pm
- 10 Lockbox training, 2:30 pm
- 11 Board of Directors, 9:00 am
- 11 Bowlathon, Suburban Bowlerama, registration 5:00 pm, bowling 6:00 pm
- 16 MLS Walk In training, 2:00 pm
- 17 Affiliate Committee, 9:00 am
- 17 MLS Advanced class, 2:00 pm
- 18 MLS Committee, 8:30 am
- 18 Member Communications Committee, 10:00 am
- 19 New Member Orientation-Module II, 8:30 am
- 23 Education Committee, 11:00 am

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

Thirsty Thursday

TIKI NIGHT



The person with the best Hawaiian/Luau outfit has a chance to win a \$25 gift card to Green Horizon Grill.

July 21, 2016
5:00-7:00 pm

Green Horizon Grill
at the Bridges Golf Club
6729 York Road, Abbottstown
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

June 8, 2016

Action Items

MLS Rules & Regs Amendments

The Board of Directors approved amendments to the MLS Rules and Regs which clarify that non-Reciprocal brokers would need to pay for access for all the Pennsylvania Licensees in their office.

Lockbox Rules & Regs Amendments

The Board of Directors approved formal language to amend the Lockbox Rules and Regs to allow for one day showing codes. They also approved a monthly subscription fee of \$40 plus tax for a lockbox keycard. [Click here](#) for RAYAC's comprehensive Sentrilock page on the website.

Public Comment Policy

The Board of Directors approved a public comment policy to be used for Board of Directors' Meetings. In the interest of transparency the Board Meetings will be open to the membership to attend. There will be a section at the beginning of each board meeting to allow for public comment up to five minutes per each participant.

Unused Vacation Days

The Board of Directors approved a policy that if a staff member's position is terminated either voluntarily or involuntarily, RAYAC will pay the employee for all of their accrued but unused vacation days.

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From the Executive Officer

One Year Reflections

by Shanna Terroso, RCE, e-PRO

July 1st marks one year since I became the Executive Officer of RAYAC and 11 years as a RAYAC staff member. To say that a lot of things have changed in that one year time frame would be an understatement. The association entered into exploration of merging our MLS system with a larger regional entity, we held Town Hall meetings for the first time and had over 250 attendees, the RAYAC staff has become smaller but still mighty, and the RAYAC Leadership Team has attended multiple meetings on carving out the future direction of our association. On top of that, my family grew by one cute baby boy.

One thing that hasn't changed is the passion our members share about this community and about this industry. As we have been discussing the potential merger of our MLS system, countless members have expressed their passionate views. What is evident, no matter which side they are on for the merger, they love this industry and want what they believe is best for the membership. I have been in awe by the deep commitment our members share. This is what makes RAYAC unique and strong.

I wanted to take this opportunity to say a heartfelt thank you to the RAYAC Leadership Team, the RAYAC staff and all of the RAYAC members for your support and dedication to this association. This first year was one that I could have never imagined when I first accepted this position. It certainly has had its ups and downs along the way and I'm sure there will be more challenges in the future, but I am confident that the future of this association is a strong one because of all of you.

I am counting on all of you to continue to be part of the RAYAC team as we build on the legacy of a great association and continue all of the wonderful work our members do to make York & Adams Counties a great place to call home.

Merger Update

Shanna Terroso recently provided updates on the proposed merger to DRs and Managers. To see Shanna's power point presentation, go to the [MLS merger resource page](#) on rayac.com.

Mark your calendar!
Wednesday, August 3
2:00 pm

There will be a webinar demonstrating Matrix 360, the new regional MLS system. Watch for a separate email with details and instructions to participate.

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Membership News

New Members

Cathy Burkhart, CB Res. Brok. (YQ)
Rebekah Hunter, BHHS (D)
Robert Lochte, BHHS (Sh)
Jarrod Ray, KW Keystone (Y)
Chaira Rummel, BHHS (W)
Matthew Rundle, KW Keystone (Y)
Nicole Woltz, All Ameridream

Member Changes

Briana Bridges, KW Keystone (G)
Jennifer Chenault, CB Res. Brok. (H)
Brianna Crone, CB Res. Brok., (YQ)
Kathleen (Casey) Dougherty, KW
Keystone (G)
Margaret (Peggy) Fink, BHHS (W)
Glenda Gerrick, RE/MAX Qual. Serv.
Sharon Harris, KW Keystone (G)
Michele Jones, KW Keystone (G)
Lois Kikola Ambrose, C21 Dale (Y)
James Marshall, KW Keystone (G)
Terri Matlock, KW Keystone (G)
John McDonough, KW Keystone (G)
David Monsour, KW Keystone (G)
Emily Pooler, KW Keystone (G)
Sue Reed, KW Keystone (G)
Jay Schmitt, KW Keystone (G)
Cassandra Selby, KW Keystone (G)
Deborah Steckler, KW Keystone (G)

Member Drops

Nikki Gropp
Scott Hagan
David Holman
Dane Purdy
Angela Santmier
Michael Stem, Jr.
Jennifer Weaver

New Office/Brokerage

Keller Williams Keystone Gettysburg
223 Baltimore Street
Gettysburg, PA 17325
Phone 717-334-4565
John McGavisk, Broker

New Office/Brokerage continued

Pinnacle Real Estate Sales
1911 York Road
Timonium, MD 21093
Phone 410-560-3556
Fax 410-560-3558
Richard Rudy, Broker

Office Changes

Assist 2 Sell Keystone Realty address
change to:
53 N. Main St.
Jacobus, PA 17407

Office Drops

None

New Affiliates

None

Membership Stats

(as of 6/20)

	<u>2016</u>	<u>2015</u>
Designated REALTORS	124	121
REALTORS	932	833
Pending Applicants	<u>22</u>	<u>17</u>
Total REALTORS	1078	971
Affiliates	<u>94</u>	<u>91</u>
Total Members	1172	1062

Affiliate Changes

Name change Citizens One Home
Loans to Citizens Bank

Affiliate Drops

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Lockbox Access Payment is Due July 1

Payment for the lockbox access billing is due no later than July 1, 2016. Mailed payments must be postmarked no later than July 1, 2016. A late fee of \$20.00 will be added if payment is not received or postmarked by July 1, 2016. Access to lockboxes will be terminated if payment and late fees are not received by Monday, July 11, 2016. You may pay your invoice [online](#) with Visa, Mastercard, Discover and American Express. You may pay your invoice at the RAYAC office with cash, check or credit card. If you have any questions, please contact Doug Clark at 717-843-7891 ext. 111.

We're Hiring

We have a career opportunity at RAYAC and we're hoping you can help us spread the word. We are looking for an outstanding Administrative Assistant, and with your connections, we're sure to find just the right fit. This team player should have a professional demeanor, great front office/receptionist skills, and a proficiency in Microsoft Office, among other qualifications. Visit us [online](#) to learn more and please share the link with anyone you think may be interested. Thank you!

Changes Coming to Real Estate Continuing Education

RAYAC learned that the State Real Estate Commission recently adopted changes to continuing education. The Commission approved a motion that would require all licensees (other than those in their first renewal cycle) to take seven of their education hours in specific topics during the 2016-18 renewal cycle. Those topics would be: the Consumer Notice, Agency, Advertising, and Commission Rules/Regulations. All licensees should expect to receive notification of this change in policy from the Commission in the near future.

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Claim Your Realtor.com Profile

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

Learn How to Use RPR to the Fullest Extent

RPR's BLOG has undergone a complete refresh with new and updated information, including:


- How-to articles, video tutorials, online workshops, logos and graphics
- A new, super-easy-to-share social media hub
- Information on the Broker Tool Set and how to enroll

Click to get agent specific info: <http://blog.narrpr.com/agent/>

Click to get broker specific info: <http://blog.narrpr.com/broker/>


Condo/HOA Contacts

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



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Social Media Posts That Get You in Trouble

The Code of Ethics addresses how you should behave online. Here are a few provisions to keep in mind. REALTOR®Mag. | March 2016 | By Melissa M. Kellogg

It's often misunderstood how the Code of Ethics extends to how you conduct yourself online. What you wouldn't say or do in front of someone, you also shouldn't do on social media and other online platforms. In general, any guideline for offline behavior applies to online as well.

But real estate professionals often let their guard down online, making the mistake of treating their communications on social media as casual conversation and forgetting that there are guidelines to uphold in that space as well, says Carolyn D'Agosta, GRI, broker-owner of Carolyn D'Agosta and Associates in San Diego and 2016 chair of NAR's Professional Standards Committee. [Click here](#) for the full article from REALTOR®Mag.

Important Code of Ethics Training Information

The National Association of REALTORS® will be on a two year training cycle starting January 1, 2017. In order to have RAYAC's biennial training dates coincide with NAR's new biennial training dates, it was voted by members at the October Annual Meeting to extend the current cycle, and only this cycle, to three years, after which would return to a two year cycle as RAYAC has done for many years.

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



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Re/Max Quality Service, 632-5111

Ken Worley, '18
BH Homesale, 757-7811



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

Two Apps to Keep You Safe

[SafeTrek](#) - Open the app when you feel unsafe and keep your thumb on the button. When you remove your thumb you have 10 seconds to put in your 4 digit code. If you don't enter your code, authorities are notified with your location and information.

[Stay Safe](#) - This app lets you set up a network of emergency contacts and establish times you will be alone by checking in and checking out. If you don't check out, a text or email will be sent to your contact with your location.

NAR's New Members' Gift Galleria

NAR's new Members' Gift Galleria is now open for business! This private online marketplace is where REALTORS® can purchase brand name products (like **Apple**, **Microsoft**, **FitBit®**, **Cuisinart®**, **Wusthof**, **iRobot®**, **Beats™**, **Tumi™**, **Blendtec**) from an extensive line-up at deep discounts for personal use, as well as for client loyalty and closing gifts. Plus, earn points with every purchase to be used towards future purchases! REALTOR.org/GiftGalleria

Save the Dates

Fall Affiliate Networking & Education Event

Thursday, September 22 , 9:00 am at Hanover Country Club

RAYAC Annual Meeting

Wednesday, October 12, 9:00 am at Wyndham Garden, York

Golf Outing Raised over \$20,000!

At the 21st annual RAYAC charity golf outing, in partnership with the RAYAC Foundation, golfers competed for prizes and the championship trophy, but the real winner was the RAYAC Foundation. On June 9th 140 golfers hit the greens at the Hanover Country Club and raised over \$20,000 for local housing-related charities and the Robert Murphy Disaster Relief Fund.

“We are fortunate to have very generous sponsors, golfers and volunteers who make this event successful,” said Bill Hoyer, golf outing co-chair and member of the RAYAC Foundation. “The entire day went smoothly thanks to everyone involved. Plus, the weather was perfect,” added Sam Miller, golf outing co-chair.

A sincere thank you goes to all of the golfers, volunteers and especially the following sponsors:

Premier sponsor – Apple Automotive Group dealerships – Apple BMW, Apple Acura, Apple Cadillac and Apple of Hanover Chrysler/Dodge/Jeep/Ram.

Double eagle sponsors – Adams Electric, BB&T, Brown Appraisals, Burkentine and Sons, Citizens Bank, GMH Mortgage, Heritage Valley FCU, Homechek, Homesale Mortgage, Howard Hanna Real Estate, PeoplesBank, Residential Mortgage Services, and SAFE Inspection Services.

Go for the green sponsors – Community Settlement, Residential Mortgage Services, Union Community Bank and York Traditions Bank.

Putting contest sponsor – Gordon L. Brown & Associates

Chip in to win sponsor – Fulton Mortgage

Closest to the pin sponsors – Barrick Insurance and White Rose Settlement Services

Longest drive sponsor – Coldwell Banker Residential Brokerage

Winning teams sponsor – M&T Bank

Photo sponsor – Yorktowne Settlement Company

Cart sponsor – Sue Reed, GMH Mortgage

The committee also appreciates the support of the many tee and green sponsors as well as the businesses who donated door prizes and items for the goody bags.

Congratulations to all of the winners at the outing:

First place championship flight: Steve Johnson, Mark Carr, Marty Sowa and Steve Goodley. ▼

Second place championship: Shonna Cardello, Jason Dills, Jack Lehr, Bob Ruby

First place flight A: Mike King, Adam Jacobs, Steve Ball, Brian Miller

Second place flight A: Rick Shoop, Jeff Gonsar, Mike Folkemer, Brent Suereth

First place flight B: Josh Cook, Rob McGuire, Matt Rundle, Jarod Ray

Go for Green winners: Steve Goodley, Jeff Gonsar, Dan Carney, Jeff White

Closest to the pin winners: Bob Ruby, Andy Chock, Matt Rundle

Longest drive winners: Tally Fisher, Jarrod Ray

Putting contest: Shawn Kelly

Chipping contest: Kevin Linden

50/50: Scott Feeser

Large door prize winners: Lee Dietz, Mike King and Peter Ruth.



See more photos on
[RAYAC's Facebook page.](#)



Thursday, August 11, 2016

5:00 p.m. registration

6:00-8:00 p.m. bowling

Suburban Bowlerama

1945 S. Queen St., York

Support the RAYAC Foundation

Proceeds benefit housing related charities in York and Adams Counties and the Robert Murphy Disaster Relief Fund.

What movie will your team choose to celebrate this year's theme? Any movie, any genre ... just have fun! Theme prizes will be awarded to an individual and a team.

See the [bowlathon brochure](#) on rayac.com for details. Contact Shanna Terroso at 843-7891 ext. 106 or shanna@rayac.com.

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RAYAC Office Hours

Monday - Thursday
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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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Deb Kottmyer
Clerk (PT)
deb@rayac.com

Congratulations Corner!

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

Congratulations to the following members for their recent good news!

Parker Lerew - earned his SRES (Senior Real Estate Specialist) designation.

Anne Stough - earned her CRS (Certified Residential Specialist) designation.



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Thank you, Marissa!



After three years of service, Marissa Bankert, RAYAC's Director of Membership Services, is moving on to a new career. She recently accepted the Executive Director position with the Central PA Independent Electrical Contractors in Mechanicsburg. While serving RAYAC and the RAYAC Foundation, Marissa brought energy, enthusiasm and fun, new ideas to events and meetings.

In addition to overseeing RAYAC's membership and New Member Orientation, Marissa was instrumental in planning and coordinating details for the Program/Social, Affiliate, Golf Outing, Spring Fling and Bowlathon committees, and she served as the staff liaison to the RAYAC Foundation. Remember RAYAC's Happy video and the rockin' good time at last year's annual meeting? Marissa played a major role in making them happen.

Marissa says, "I truly enjoyed my time with the association and I have enjoyed working with the members. Working on behalf of the RAYAC Foundation to gift to charities in York and Adams Counties has been very rewarding. Finally, I value the relationships that I have made and hope to keep in touch with many of you."

Marissa's last day is Friday, July 8th. We wish Marissa much success and happiness in her new position!

If you would like to share your own well wishes with Marissa, you may reach her at 717-843-7891 ext. 108 or marissa@rayac.com.



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May 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	38	\$7,250,445	\$190,801	\$177,450
Dallastown	69	\$13,607,830	\$197,215	\$172,500
Dover	37	\$5,677,809	\$153,454	\$129,900
Eastern	15	\$2,640,622	\$176,041	\$160,535
Hanover	12	\$1,867,100	\$155,592	\$149,950
Northeastern	27	\$4,345,498	\$160,944	\$157,400
Northern	27	\$3,806,300	\$223,900	\$232,500
Red Lion	51	\$7,569,205	\$148,416	\$149,900
South Eastern	23	\$4,395,588	\$191,113	\$179,000
South Western	47	\$9,071,216	\$193,005	\$169,900
Southern	19	\$4,225,896	\$222,416	\$210,000
Spring Grove	35	\$6,471,240	\$184,893	\$170,000
West Shore	43	\$8,507,850	\$192,398	\$185,000
West York	38	\$5,604,012	\$147,474	\$131,200
York City	23	\$1,358,851	\$59,080	\$67,001
York Suburban	29	\$5,737,485	\$197,844	\$169,500
York Total	533	\$92,479,397	\$175,058	\$163,500
Adams County				
Bermudian Springs	12	\$2,602,400	\$216,867	\$203,500
Conewago Valley	32	\$4,872,375	\$152,262	\$155,500
Fairfield	11	\$1,817,900	\$165,264	\$171,000
Gettysburg	27	\$5,579,241	\$206,639	\$177,500
Littlestown	19	\$3,585,028	\$188,686	\$182,000
Upper Adams	8	\$1,284,050	\$160,506	\$175,900
Adams Total	109	\$19,740,994	\$181,110	\$168,000

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	5/15 TOTAL	5/16 TOTAL	15-16 % CHANGE	5/15 MEDIAN SOLD PRICE	5/16 MEDIAN SOLD PRICE	15-16 % CHANGE	5/15 AVG. SOLD PRICE	5/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	425	533	+25%	\$159,000	\$163,500	+3%	\$170,644	\$175,058	+3%
Co-broke	323	429	+33%	\$159,900	\$165,000	+3%	\$172,644	\$173,645	0%
In house	102	104	+2%	\$150,282	\$157,750	+5%	\$164,310	\$180,478	+10%
New	933	795	-15%			Active	2,305	1,899	-26%

York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-5/15 TOTAL	1-5/16 TOTAL	15-16 % CHANGE	1-5/15 MEDIAN SOLD PRICE	1-5/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-5/15 AVG. SOLD PRICE	1-5/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	1,791	2,042	+14%	\$145,000	\$149,975	+3%	\$157,000	\$163,165	+4%
Co-broke	1,349	1,565	+16%	\$149,900	\$150,000	0%	\$159,054	\$162,740	+2%
In house	442	477	-8%	\$134,900	\$149,500	+11%	\$150,731	\$164,558	+9%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	5/15 TOTAL	5/16 TOTAL	15-16 % CHANGE	5/15 MEDIAN SOLD PRICE	5/16 MEDIAN SOLD PRICE	15-16 % CHANGE	5/15 AVG. SOLD PRICE	5/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	77	109	+42%	\$170,000	\$168,000	-1%	\$188,345	\$181,110	-4%
Co-broke	51	72	+41%	\$169,900	\$169,500	0%	\$191,658	\$188,871	-1%
In house	26	37	+42%	\$185,500	\$160,000	-14%	\$181,848	\$166,008	-9%
New	203	198	-2%			Active	655	553	-16%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-5/15 TOTAL	1-5/16 TOTAL	15-16 % CHANGE	1-5/15 MEDIAN SOLD PRICE	1-5/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-5/15 AVG. SOLD PRICE	1-5/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	343	393	+15%	\$165,000	\$164,500	0%	\$184,427	\$175,166	-5%
Co-broke	210	280	+33%	\$164,950	\$164,950	0%	\$178,707	\$177,378	-1%
In house	133	113	-15%	\$165,000	\$162,000	-2%	\$193,460	\$169,683	-12%

Master the MLS with FREE Paragon Training

MLS Contact Management

Tuesday, July 12

Thursday, August 4

2:00-3:30 pm

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

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

MLS CMA - Comparative Market Analysis

Thursday, July 21

Tuesday, August 9

2:00 - 3:30 pm

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

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

MLS Advanced

Thursday, July 28

Wednesday, August 17

2:00 - 3:30 pm

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

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

MLS Walk In

Tuesday, July 19

Tuesday, August 16

2:00-4:00 pm

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

July RAYAC Store Promo
Happy 4th of July!

**Anyone who makes a purchase of
\$17.76 or more gets a
FREE REALTOR flag pin.**



**Anyone who makes a purchase of \$4.00 or more gets
a FREE patriotic item of your choice.**

RAYAC Volunteers Helping the Community

On June 3 a group of RAYAC volunteers from the Hands on Helpers Committee spruced up Renaissance Park in the City of York by weeding, planting, mulching and painting. Special thanks to Salem Spring Landscaping for donating plants and mulch and Lowe's for donating paint and supplies!



On June 17 a group of RAYAC volunteers from the Hands on Helpers Committee and staff participated in the United Way's Day of Action at Leg Up Farm. Volunteers cleaned up some of the front landscaping areas. Leg Up Farm is a full service therapy center for children with special needs. Watch for more details about the Community Relations Committee's sponsorship of the "RAYAC House" in Matthew's Town at Leg Up Farm. We're adding some curb appeal and personal touches along with the York Builders Association to assist the children with their therapy services.



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Thank You RPAC Leaders!



Legislative Link



What's the Use? Land Use Codes and Ordinances

By Peter Ruth, Esq., Stock and Leader

Thank you to all members who support RPAC especially these RPAC leaders. So far in 2016, RPAC raised \$21,956 toward our goal of \$28,000.

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In the past month, our office has received several calls seeking clarification on the difference between zoning districts and land use designations. Simply put, land use codes and ordinances set forth requirements to establish the type of development that can occur within a municipality or community. The codes focus on separating different types of land uses into areas where development not only makes sense but can be accomplished in an orderly manner that encourages new growth while maintaining an area's tradition. The codes help to not only conserve the community's cultural and natural resources, but to promote the public's health, safety, and welfare.

In a very broad sense, there are four basic types of land use regulations: zoning, subdivision and land development, property maintenance, and building codes. Zoning divides a municipality into zoning districts where certain types of uses are permitted, such as residential, commercial, and industrial uses. Depending on the municipality's comprehensive plan, the goals are to ensure all of the aforementioned uses are compatible with one another, and are permitted somewhere in the municipality so that those uses do not have a negative impact on the health, safety, and welfare of the community.

The subdivision and land development ordinances allow a municipality to set forth specific standards for development, including specifications for streets, sidewalks, utilities, stormwater facilities, and other infrastructure. The goal is to promote safe development, as well as the conservation of natural and cultural resources.

The property maintenance code designates minimum standards with which all properties located in the municipality must comply. Many provisions establish penalties for allowing a property to fall into disuse or disrepair that creates a public nuisance. For example, the code could set a maximum height for grass, require repairs to sidewalks, or set forth a procedure when properties are deemed to be uninhabitable.

Lastly, building codes establish construction standards so that new development will be structurally sound and safe for the occupants. These standards are set forth in the Uniform Construction Code (UCC). About 90% of all Pennsylvania municipalities have elected to administer and enforce the UCC locally by way of an inspector and examiner. The codes sets forth requirements for accessibility to a structure, as well as property safety, lighting, and fireproofing.

Although each code is distinct and addresses different aspects of land use, the general theme is to ensure the orderly and safe development within a community. If any question arises as to whether a proposed use is permitted within a municipality, you should contact the local zoning officer, as well as an attorney. Although public restrictions, such as the land use codes, will prohibit certain uses within a community, private restrictions set forth in deeds and restrictive covenants can similarly limit a property owner's use of a parcel of land.

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. 12

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High Performance Homes

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HouseMaster Home Inspections-ad on pg. 6

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Caliber Home Loans

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First Alliance Home Mortgage

First National Bank-ad on pg. 11

Freedmont Mortgage

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GMH Mortgage Services LLC

Heritage Valley Federal Credit Union-ad on pg. 2

Homebridge Financial Services

Homesale Mortgage, LLC

M & T Bank Mortgage Division-ad on pg. 6

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MYclosing-ad on pg. 8

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