

# RAYAC Connection

## What's Inside

Calendar of Events	2
Thirsty Thursday	2
Board Summary	3
RAYAC Closings	3
Executive Officer Column	4
Membership News	5
Congratulations Corner	6
Leadership Scholarships	7
Board Candidates	7
MLS Merger Update	7
Housing Summit	7
Practicing Professionalism	8
RAYAC Leadership	9
Golf Outing & Luau Party	9
Thirsty Thursday Recap	9
Bowlathon	10
Save the Dates	10
Staff Contacts	11
Lockbox Access	11
MLS Updates	12
MLS Statistics	13-14
MLS Classes	15
Show Your REALTOR Pride	15
Let a REALTOR Light the Way	16
RPAC Major Donors	17
Legislative Breakfast	17
Affiliate Member List	18

LAST CHANCE to join the FUN!

## GOLF OUTING & LUAU PARTY



**Thursday, June 9**  
Hanover Country Club  
Benefits the RAYAC Foundation.  
See page 9 for details.



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Need help? Email [realtorprofile@realtor.com](mailto:realtorprofile@realtor.com) or call 866.665.1738.

## June

- 1 Bowlathon Committee, 11:00 am
- 1 Lockbox training, 2:00 pm
- 2 MLS Committee, 8:30 am
- 2 Golf Committee, 12:00 noon
- 3 Hands on Helpers Park Clean Up, 9:00 am, Renaissance Park, York
- 7 Political Affairs Committee, 2:00 pm
- 8 Board of Directors, 9:00 am
- 9 RAYAC Charity Golf Outing & Luau Party, Hanover Country Club
- 9 RAYAC office closes at noon
- 10 New Member Orientation-Module III, 8:30 am
- 14 Education Committee, 11:00 am
- 14 Community Relations Committee, 1:00 pm
- 15 Leadership Development Committee, 1:00 pm
- 16 Lockbox training, 2:00 pm
- 17 RAYAC office closed - United Way Day of Action
- 24 New Member Orientation-Module I, 8:30 am
- 27 RAYAC Foundation Board meeting, 1:00 pm
- 28 DR/Manager meeting, 2:00 pm, Wyndham Garden, York
- 29 Lockbox training, 2:00 pm

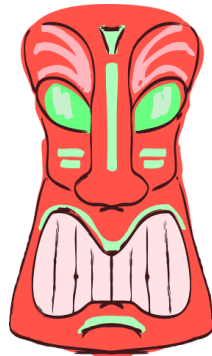
## July

- 4 RAYAC office closed - Happy Independence Day!
- 6 Hands on Helpers, 9:00 am
- 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
- 13 Lockbox training, 2:00 pm
- 14 Board of Directors, 9:00 am
- 15 RAYAC office closed for Merge & Purge Day
- 20 Affiliate Committee, 9:00 am
- 21 MLS Committee, 8:30 am
- 21 Member Communications Committee, 10:00 am
- 21 Thirsty Thursday, 5:00-7:00 pm, Green Horizon Grill, Abbottstown
- 22 New Member Orientation-Module III, 8:30 am
- 27 Lockbox training, 2:00 pm

**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

May 19, 2016

## Action Items

- Directors approved the use of One Day Showing Codes for lockbox access. Stay tuned for when this will go into effect, details and forms that will need to be completed.
- Directors approved amendments to the IDX Rules and Regs to allow pending listings to be sent via IDX feeds. This was a NAR mandated requirement.

## Discussion

Directors discussed allowing the general membership to attend board meetings to be more transparent. As soon as a public comment policy is created and approved, they will advertise and open the meetings to the membership.

## Reports

Directors received reports from several committees and task forces.

# RAYAC Office Closings

**Thursday, June 9**

RAYAC office closes at noon  
for Charity Golf Outing

**Friday, June 17**

RAYAC office closed  
for United Way Day of Action

**Friday, July 15**

RAYAC office closed for  
Merge & Purge Day

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From the Executive Officer

# NAR Meeting Round Up

by Shanna Terroso, RCE, e-PRO

Each May thousands of REALTORS ascend to Washington D.C. for the NAR Legislative Meetings. It's quite the event with members passionately discussing issues with their elected officials on items impacting our industry. In addition to the legislative piece, there is a great deal of debate and discussion on hot topic issues facing REALTORS across the country. Here is a brief highlight of the meetings.

## Website ADA Compliance

This was a HOT topic throughout the meeting. Federal courts have ruled that with so much commerce being conducted online, websites must also be accessible to people with visual impairments. This ruling led to lawsuits being filed against companies for non-compliance. That could mean big changes to brokerage and association websites alike. To read more information click here <http://realtormag.realtor.org/technology/feature/article/2016/04/your-website-ada-compliant>.

## Student Loan Debt

In response to growing concerns over the impact of student debt on the ability to purchase a home, the NAR board of directors adopted a policy that seeks to allow student borrowers to refinance their loans and streamline income-based repayment programs.

## Consumer Advertising Campaign

The NAR board extended the annual \$35 special assessment to fund the consumer advertising campaign for an additional three years. A survey in 2016 showed 87% of REALTORS favor NAR's advertising program. Attendees also learned more information about NAR's partnership with ABC sitcom Modern Family.

## Homelessness

In response to homelessness and rising housing insecurity, the board adopted a policy urging state and local REALTOR associations to work with their communities' stakeholders to develop innovative and proactive strategies to aid citizens experiencing homelessness or facing problems paying for housing.

## REALTOR.Com

Traffic to REALTOR.com has increased significantly since News Corp. purchased Move.

## Core Standards

The board increased the requirements for core standards compliance for associations and changed the cycle to be on a calendar year.

If you get the chance to attend the DC meetings next year, even for just the day, I would highly recommend it!

## Protecting Your Investment

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# Membership News

## New Members

Morgan Bode, ROCK Commercial  
 Hilary Chevaux, BHHS East  
 Jesse Ferber, KW Keystone  
 Brittany Ford, KW Keystone  
 Dylan Madsen, Weichert Realtors  
 Christopher Osorio, BHHS Shrew  
 Simon Overmiller, CBRB Queen St.  
 Danielle Schildt, KW Keystone  
 Michael Stern Jr., KW Keystone  
 Crystal Wever, BHHS Shrew

## Member Changes

Doug Callahan, BHHS East  
 Tina Craumer, Howard Hanna Shrew  
 Donna Harbold, Howard Hanna Shrew  
 John Inch, Howard Hanna York  
 Heather Lighty, BHHS Hanover  
 Linda Pacy, CBRB Market St.  
 Erica Smith, Howard Hanna York

## Member Drops

Van Richards

## New Office/Brokerage

None

## Office Changes

None

## Office Drops

None

## New Affiliates

Precision Inspections & Radon  
 1460 Ryland Drive  
 Mechanicsburg, PA 17050  
 Phone 717- 763-1373  
 Fax 717-763-1698  
 Jeremy Ling  
 wecare@yourprecisionteam.com  
 www.yourprecisionteam.com

## Affiliate Changes

360 Tours of York changed to  
 Real Estate Exposures  
 2215 E. Market St.  
 York, PA 17402  
 Phone 717-360-8687  
 Fax 877-436-0868  
 info@realestateexposures.com  
 www.realestateexposures.com

Bank of America primary contact  
 changed to Louella Gray  
 Phone 302-432-0407

Citizens One Home Loans changed to  
 1287 Carlisle Road  
 York PA 17408  
 717-983-8899  
 Josh Cook

GMH Mortgage primary contact changed  
 to Wendy Landis

## Membership Stats

(as of 5/20)

	<u>2016</u>	<u>2015</u>
Designated REALTORS	123	124
REALTORS	932	827
Pending Applicants	<u>16</u>	<u>18</u>
Total REALTORS	1071	969
Affiliates	<u>94</u>	<u>85</u>
Total Members	1165	1054

## Affiliate Drops

None

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 VP, Residential Mortgage  
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 bhoyer@unioncommunitybank.com

**Jennifer Augustyniak**  
 Senior Mortgage Originator  
 Mortgage Originations  
 717.870.3195  
 jaugustyniak@unioncommunitybank.com

**Fred Baber**  
 Senior Mortgage Originator  
 Mortgage Originations  
 717.698.2452  
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# Congratulations Corner!

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

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

**Ben Bode** - graduated from Leadership York's Leadership Training Program.

**Pam Bowers** - earned her Associate Broker license.

**Carolyn Boyle** - earned her Associate Broker license.

**Rhonda Elliott** - earned her AHWD (At Home With Diversity) designation.

**Paula Musselman** - was selected to participate in Leadership PAR.

**Joe Nattans** - was promoted to President of GMH Mortgage.

**Anne Stough** - earned her ABR (Accredited Buyer's Representative) designation.



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## Leadership Scholarships

If you are interested in participating in Leadership York or Leadership Hanover, please contact Shanna Terroso at [shanna@rayac.com](mailto:shanna@rayac.com) or 843-7891 ext, 106 to be considered for a scholarship. Feel free to reach out to past participants to ask them about their experiences with these great leadership programs.

## Board of Director Candidates

We're looking for great leaders to serve on RAYAC's Board of Directors. For more details or to throw your hat in the ring, contact Shanna Terroso at [shanna@rayac.com](mailto:shanna@rayac.com) or 843-7891 ext. 106.

## MLS Merger Updates

You will receive an email on June 2 with a video explaining the latest information on the potential MLS merger. Look for it in your mailbox. It will also be posted on RAYAC's [MLS Merger Resource Page](#) on the member side of rayac.com.

## Housing Summit

RAYAC is a sponsor of the upcoming housing summit, thanks to a \$1,000 grant from NAR. The South Central Pennsylvania Regional Housing Summit titled, "Housing: Yours, Mine, Ours" is being held:

**Tuesday, June 14**

8:30 am - 3:45 pm

Wyndham Garden, York

This features a wide variety of housing topics. For more information or to register, visit

[www.southcentralassembly.org](http://www.southcentralassembly.org)

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# Practicing Professionalism

## Important Code of Ethics Training Information

Thank you to all of our members for fulfilling their NAR and RAYAC Code of Ethics training requirement for the January 1, 2014 – December 31, 2015 cycle. As you know, 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. Should you have any questions, please contact Stephanie Kennedy at 717-843-7891 X109 or [stephanie@rayac.com](mailto:stephanie@rayac.com).

## REALTOR Safety

As the real estate market is heating up, remember to keep REALTOR safety a top priority.

We've all heard scary stories from REALTORS here in York & Adams Counties and from all over the country. Trust your instincts and have safety plans in place when you are meeting new clients, showing property or hosting an open house.

The [National Association of REALTORS](#) has a full library of safety materials available for you.

- Read safety articles or watch videos to spruce up on safety tips.
- Attend a safety webinar.
- Talk with your broker, manager and other agents in your office to establish safety procedures if you don't already have them in place.

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# RAYAC Leadership

## President

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

## Vice President

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

## Secretary

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

## Treasurer

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

## Solicitor

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

## Directors

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

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

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

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

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

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

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

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

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

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

## Golf Outing & Luau Party

Thursday, June 9 at the Hanover Country Club

### LUAU PARTY SPECIAL!

Gather some friends for the party - tropical beverages, lawn games, music, photo booth fun and dinner! **Buy 3 tickets, get 1 free!** Contact Marissa Bankert at [Marissa@rayac.com](mailto:Marissa@rayac.com) or 843-7891 ext. 108 for details and to sign up today!

**THANK YOU** to our generous sponsors for supporting the event and the RAYAC Foundation!

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GMH Mortgage  
Gordon, Brown, and Assoc.  
Heritage Valley FCU

Homechek  
Homesale Mortgage  
Howard Hanna Real Estate  
M&T Bank  
PeoplesBank  
Residential Mortgage Services  
SAFE Inspection Services  
Sue Reed - GMH Mortgage  
Union Community Bank  
White Rose Settlement Services  
York Traditions Bank  
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## Thirsty Thursday Recap

### Thank you to our host:

John Wright Restaurant

### Thank you to our sponsors:

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Special thanks to attendees for being so giving - great job RAYAC members!

- ♥ A record amount of \$275 was raised for the RAYAC Foundation from the 50/50.
- ♥ 192 pairs of flip flops were donated for Servants Inc. to take to Guatemala. *Thanks to Wendy Landis for posting this photo on RAYAC's Facebook group page!*
- ♥ Elle Hale was the \$25 gift card winner for donating the most flip flops. Thank you for donating 42 pairs, Elle!



**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!*

See the [bowlathon brochure](#) on rayac.com for details. Contact Marissa Bankert at 843-7891 ext. 108 or [marissa@rayac.com](mailto:marissa@rayac.com).

# Save the Dates

## Fall Affiliate Networking & Education Event

Thursday, September 22

Breakfast meeting  
Hanover Country Club

## RAYAC Annual Meeting

Wednesday, October 12

Breakfast meeting  
Wyndham Garden, York

*Stay tuned for more details.*



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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](mailto:shanna@rayac.com)

**Marissa Bankert**  
Membership Services Director  
Ext. 108, [marissa@rayac.com](mailto:marissa@rayac.com)

**Doug Clark**  
Business & Finance Director  
Ext. 111, [doug@rayac.com](mailto:doug@rayac.com)

**Rhonda Elliott**  
RCE, GRI, GREEN, e-PRO, AHWD  
MLS Systems Manager  
Ext. 102, [rhonda@rayac.com](mailto:rhonda@rayac.com)

**Lori Foltz**  
IT Coordinator & Lockbox  
Administrator  
Ext. 103, [lori@rayac.com](mailto:lori@rayac.com)

**Beth Izzo**  
Public Relations Director  
Ext. 110, [beth@rayac.com](mailto:beth@rayac.com)

**Stephanie Kennedy**  
Director of Professional  
Development  
Ext. 109, [stephanie@rayac.com](mailto:stephanie@rayac.com)

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

## Lockbox Access

Invoices for annual lockbox access will be emailed to you on Wednesday, June 1 and payment is due to RAYAC by Friday, July 1.

You may pay your lockbox fee online, mail a check or visit the RAYAC office to pay by cash, check or credit card. Reminder - we take Visa, Mastercard, Discover and American Express.

If you plan to pay online, please note that our payment portal through NAR e-commerce may be down on June 4. NAR is upgrading its internet services and it may impact transactions on June 4.

If you have any questions about your lockbox invoice or lockbox service, please contact Doug Clark at 843-7891 ext. 111 or [doug@rayac.com](mailto:doug@rayac.com).



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# MLS Updates

## Revised MLS Rules & Regs

Please see the [revised MLS Rules & Regs](#) to reflect the NAR-mandated policy to include pending information in IDX feeds.

## Reminder on Commissions in MLS

Remember that commission must be included in the MLS and that there is a [commission FAQ](#) on what is and is not permitted in RAYAC's MLS such as:

***Can I advertise the compensation to be based on a percentage of net sales?***

No, the compensation advertised can only be based on a definite dollar amount or a percentage of gross selling price.

***Can I place in the agent remarks that compensation will be based on net sales price?***

No.

***Can I add an associated document indicating the compensation will be based on net sales price or on other factors?***

No, the compensation advertised in the MLS needs to be based on a percentage of gross sales price or a definite dollar amount. The only exception would be short sale properties and the short sale addendum is required to be completed and added as an associated document.



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## April Sold 2016 MLS Statistics by School District

<u>School District</u>	<u># Sold</u>	<u>Dollar Volume</u>	<u>Avg. Sale Price</u>	<u>Median Sale Price</u>
<b>York County</b>				
Central	46	\$8,876,310	\$192,963	\$161,950
Dallastown	74	\$13,657,037	\$184,555	\$166,250
Dover	22	\$3,525,213	\$160,237	\$150,525
Eastern	24	\$3,428,300	\$142,846	\$124,500
Hanover	19	\$2,348,488	\$123,605	\$120,000
Northeastern	22	\$4,415,820	\$155,265	\$159,250
Northern	15	\$2,264,700	\$251,633	\$261,500
Red Lion	47	\$7,812,306	\$166,219	\$157,000
South Eastern	17	\$3,549,000	\$208,765	\$203,900
South Western	37	\$6,639,427	\$179,444	\$159,900
Southern	16	\$3,524,600	\$220,288	\$219,000
Spring Grove	34	\$4,680,188	\$137,653	\$136,500
West Shore	39	\$5,852,925	\$234,117	\$212,000
West York	25	\$3,667,200	\$146,688	\$141,000
York City	29	\$1,796,562	\$61,950	\$57,900
York Suburban	30	\$4,786,706	\$159,557	\$141,000
<b>York Total</b>	<b>476</b>	<b>\$79,824,782</b>	<b>\$167,699</b>	<b>\$154,700</b>
<b>Adams County</b>				
Bermudian Springs	7	\$1,869,800	\$267,114	\$168,000
Conewago Valley	27	\$5,136,042	\$190,224	\$164,000
Fairfield	6	\$901,900	\$150,317	\$180,000
Gettysburg	18	\$3,429,863	\$189,992	\$217,000
Littlestown	16	\$2,605,300	\$162,831	\$150,700
Upper Adams	8	\$1,321,200	\$165,150	\$189,900
<b>Adams Total</b>	<b>82</b>	<b>\$15,254,105</b>	<b>\$186,026</b>	<b>\$174,950</b>

## York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	4/15 TOTAL	4/16 TOTAL	15-16 % CHANGE	4/15 MEDIAN SOLD PRICE	4/16 MEDIAN SOLD PRICE	15-16 % CHANGE	4/15 AVG. SOLD PRICE	4/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	390	476	+22%	\$143,500	\$154,700	+8%	\$155,240	\$167,699	+8%
Co-broke	275	352	+28%	\$147,000	\$155,000	+5%	\$153,423	\$168,041	+10%
In house	115	124	+8%	\$131,250	\$151,250	+15%	\$140,409	\$166,729	+19%
New	998	859	-14%			Active	2,187	1,811	-17%

## York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-4/15 TOTAL	1-4/16 TOTAL	15-16 % CHANGE	1-4/15 MEDIAN SOLD PRICE	1-4/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-4/15 AVG. SOLD PRICE	1-4/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	1,330	1,530	+15%	\$140,000	\$147,000	+5%	\$152,667	\$159,287	+4%
Co-broke	998	1,156	+16%	\$145,000	\$148,000	+2%	\$154,643	\$159,290	+3%
In house	332	374	+13%	\$130,000	\$144,450	+11%	\$146,724	\$159,279	+9%

## Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	4/15 TOTAL	4/16 TOTAL	15-16 % CHANGE	4/15 MEDIAN SOLD PRICE	4/16 MEDIAN SOLD PRICE	15-16 % CHANGE	4/15 AVG. SOLD PRICE	4/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	68	82	+21%	\$147,000	\$174,950	+19%	\$172,208	\$186,026	+8%
Co-broke	40	64	+60%	\$151,000	\$176,750	+17%	\$172,332	\$192,294	+12%
In house	28	18	-36%	\$142,500	\$153,450	+8%	\$172,032	\$163,739	-5%
New	216	199	+8%			Active	598	498	-17%

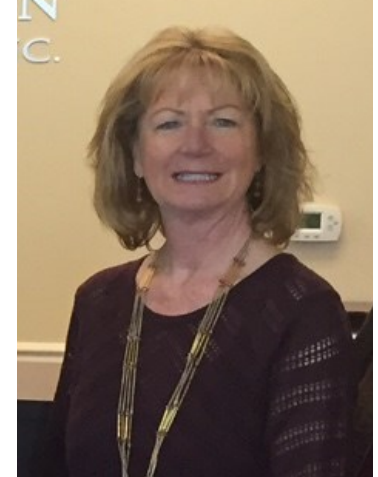
## Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-4/15 TOTAL	1-4/16 TOTAL	15-16 % CHANGE	1-4/15 MEDIAN SOLD PRICE	1-4/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-4/15 AVG. SOLD PRICE	1-4/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	257	285	+11%	\$159,900	\$162,000	+1%	\$182,947	\$173,085	-5%
Co-broke	155	206	+33%	\$161,000	\$161,000	0%	\$175,075	\$173,521	-1%
In house	102	79	-23%	\$155,000	\$162,000	+5%	\$194,910	\$171,948	-12%

# Thank you, Lori!

We say goodbye to Lori Foltz on June 9 after nearly 11 years of dedicated service to RAYAC. Prior to getting into technology, Lori was a registered nurse. Now, she will be putting her nursing skills to work again as she leaves RAYAC to provide daily care for an ailing relative.

Lori has been a tremendous help at the association for members and staff alike. She provided MLS training and support, was RAYAC's tech guru, oversaw the website and most recently administered our lockbox program. She was also our videographer for RAYAC's videos and the go-to person for any IT needs. She probably won't miss the staff anxiously asking, "Help! What's going on with my computer?"



Lori said, "I have appreciated the opportunity to grow and learn in this ever-changing business. I'm leaving with mixed emotions because I have enjoyed working with the members and staff and I will miss them."

The RAYAC staff will truly miss Lori, but we applaud her for taking on this very important caregiver role. Best wishes, Lori!

## FREE Paragon Training

### MLS Contact Management

**Monday, May 9**

2:00-3:30 pm

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

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

*Watch for more MLS classes coming soon.*

## Show Your REALTOR Pride

when you're working, running errands, or on vacation!

**NEW items**  
in the RAYAC Store!

**Water bottles**

**Umbrellas  
(or sunbrellas!)**

**Keychains**

**Sign Riders**

**Tote bags**



## June RAYAC Store Promo

Anyone who makes a purchase at the RAYAC Store during June will be entered to win an aluminum REALTOR water bottle.

*You need to stay hydrated when you're showing properties and writing contracts!*

## Share RAYAC's Let a REALTOR Light the Way Campaign

Now you can access all six messages and designs from RAYAC's Let a REALTOR Light the Way marketing campaign to use on your website or social media.

- Go to [www.rayac.com](http://www.rayac.com), log in to the [member page](#) (using your MLS user name and password).
- Scroll down and click on Let a REALTOR Light the Way.
- Choose from six full color jpeg images.
- Choose from six 10 second videos (be patient, these take a while to load).



If you have any questions, please contact Beth Izzo at [beth@rayac.com](mailto:beth@rayac.com) or 843-7891 ext. 110.

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# Leaders of the PAC!

Thank you to all members who support RPAC especially these RPAC leaders. So far in 2016, RPAC raised \$21,477 with 53.72% of members participating. Our goal is \$28,000.

## Governor's Club

(\$500-\$999.99)

Steve Brown

## Capitol Club

(\$250-\$499.99)

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

## \$99 Club

(\$99-\$249.99)

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

\*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.\*

# Legislative Link

## Annual Legislative Breakfast



Ninety members from RAYAC and the York Builders Association gathered with 11 elected officials for the annual legislative breakfast on May 26th.

2016 PAR President Todd Polinchock spoke to the crowd and gave updates on PAR's legislative priorities. [Click here](#) to read more about PAR's legislative efforts.

Legislators moved from table to table so all attendees had the opportunity to talk with each of the legislators in attendance. Topics included federal housing issues, state budget, education funding, pension reform, creating a business friendly environment in PA, property tax reform, DEP regulations, how all parties can work together and top priorities for York County. There were good questions asked and interesting dialog during the roundtable discussions.

Thank you to the following legislators for sharing their insights:

Bob Reilly, Deputy Chief of Staff  
to Congressman Scott Perry  
Senator Scott Wagner  
Representative Keith Gillespie  
Representative Seth Grove  
Representative Kristin Hill  
Representative Dan Moul  
Representative Mike Regan  
Representative Stan Saylor  
Representative Kevin Schreiber  
Representative Will Tallman  
York County Commissioner Doug Hoke  
York County Commissioner Chris Reilly

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



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# Partner and Do Business with RAYAC Affiliate Members!

*This a valuable resource to share with your clients.*

## Attorneys

Barley Snyder LLC

**CGA Law Firm**-ad on pg. 6

**Stock and Leader**-ad on pg. 2

## Builders

High Performance Homes

Merani Construction

York Builders Association

## Inspectors

Absolute Radon Mitigation LLC

Accurate Home & Termite Insp.

All Pro Inspections

Allied Home Inspections Inc

**American Property Examiners**-ad on pg. 4

Amerispec Home Inspection

BH Home Inspection

Central Penn Radon Inc

ESM Ventures LLC

George Forney Home Inspection

Gettysburg Home Inspection

Home-Rite R.E. Inspections

Homechek Inc

Homepro Home Inspections

**HouseMaster Home Inspections**-ad on pg. 6

Lynne Pest Management Co.

Mason Dixon Home Inspection

National Property Inspections

New Leaf Home Inspection

Pillar to Post Home Inspection

Pillar to Post Inspections

Precision Inspections & Radon

Real Services Inc

S.A.F.E. Inspection Services

The Mitigator

The Property Examiners

The Virtus Group LLC

Top Dawg Inspections

Trimmer Home Inspections

Visionspec Home Inspection

Woodside Home Inspections

## Lenders

1<sup>st</sup> Preference Mortgage

ACNB Bank

BB&T Mortgage

Bank of America

Bay Capital Mortgage Corp

Caliber Funding, LLC

Citizens One Home Loans

First Alliance Home Mortgage

**First National Bank**-ad on pg. 8

Freedmont Mortgage

Fulton Mortgage

GMH Mortgage Services LLC

**Heritage Valley Federal Credit Union**-ad on pg. 3

Homebridge Financial Services

Homesale Mortgage, LLC

**M & T Bank Mortgage Division**-ad on pg. 7

Members 1<sup>st</sup> Credit Union

Mortgage Network

Movement Mortgage

**Peoplesbank, A Codorus**

**Valley Co**-ad on pg. 10

Residential Mortgage Services

**Union Community Bank**-ad on pg. 5

Wells Fargo Home Mortgage

**York Traditions Bank**- ad on pg. 11

## Title/Settlement Co.

Abstracting Co. of York County

**Community Settlement LLC**-ad on pg. 3

Complete Closing Services

Even Par Settlement Services

Guaranteed Transfer Corp.

Homesale Settlement Services

Lakeside Title Company

Preferred Service Settlements

Quality Service Settlements

## Title/Settlement Co. - continued

Real Estate Settlement Co

**Stock and Leader**-ad on pg. 2

**White Rose Settlement**

**Services** -ad on pg. 17

**Yorktowne Settlement Co**-ad on pg. 7

## Home Improvement/Repairs

AdvantaClean-Lower Susquehanna

Basement Waterproofing Solution

Bleecker St. Development

Dale Miller & Son Septic

Landis Custom Cabinetry & Woodworking

Lynn Pest Management Co.

The Bathtub Doctor

William F Ault Paving LLC

## Other Businesses

360 Tour Designs Southern PA

ABBA Loss Mitigation

American Home Shield

Atlas Rubber Stamp & Printing

Barrick Insurance

First American Home Buyers Protection Corp

Gordon L Brown & Assoc., Inc.

**MYclosing**-ad on pg. 12

Nicmar Water

**Open.tours** - ad on pg. 16

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& check out RAYAC's Facebook group exclusively for members