

RAYAC Connection

UPCOMING EVENTS

- March 3 Blood Drive
- March 8 Ethics Class
- March 8 StraightTALK
- March 14 YPN Social
- March 16 Thirsty Thursday
- March 25 Spring Fling SOLD OUT!
- March 30 Legislative Breakfast
- April 4 DR Manager Meeting
- April 11 Affiliate Networking Event/Mixer
- April 26 StraightTALK
- April 29 Shred Events

See more details inside.

ONE DAY CODES

Everything you wanted to know but were afraid to ask

RAYAC members now have a way to give Harrisburg and Lancaster agents and appraisers the ability to access RAYAC lockboxes even though they do not have a SentiCard.

Everything you need to know about the One Day Code program can be found on the RAYAC website by clicking [here](#).



Here are some quick facts that you should know when an agent or appraiser asks you for a One Day Lockbox Code:

- You must have the homeowners' approval to generate a One Day Code. This is easily accomplished by making sure you have the most recent [Lockbox Approval and Hold Harmless Agreement](#) signed by the owner when you draw up your listing documents.
- The listing agent and the showing agent or appraiser must complete the [SentiLock One Day Code Agreement for Real Estate Licensees and Certified Appraisers](#) before the One Day Code can be generated. This form must be returned to Doug Clark at RAYAC within two business days of the One Day Code being generated. There is a \$20 fee for a One Day Code, billed to the showing agent.
- If a One Day Code is requested by a contractor or other person authorized by the Seller, the listing agent completes the [SentiLock One Day Code Agreement for Contractors and Other Persons Authorized by Seller](#) form. There is no fee for this One Day Code, but the listing agent must forward the form to Doug Clark at RAYAC within two business days of generating the code.
- Once the completed form has been returned to the listing agent by the showing agent or appraiser, the listing agent generates the One Day Code. **One Day Codes cannot be generated by RAYAC staff. Please do not refer the showing agent to Doug Clark at RAYAC for a One Day Code.** RAYAC staff only invoices the showing agent for the fee.
- One Day Codes can be generated in three ways:
 - 1) On the [SentiLock website](#).
 - 2) By contacting SentiLock Tech Support at 513-618-5800 or 1-877-736-8745.
 - 3) By using the One Day Code tool on the SentiSmart Mobile app. Download the app from the App Store or Google Play.

Continued on page 6.

March

- 2 Broker course: RE Investment begins, 9:00 am
- 2 Program Social Committee, 9:00 am
- 3 American Red Cross Blood Drive, 10:00 am-3:30 pm
- 6 MLS Contact Management class, 2:00 pm
- 6 Pre-licensing class begins, 6:00 pm
- 7 Appraiser CE: Zapping Zillow & PA Law, 8:30 am
- 7 Hands on Helpers Committee, 9:30 am
- 7 Spring Fling Committee, 10:00 am
- 8 Code of Ethics/CE: Keep Calm & Follow the Rules, 8:30 am, Wyndham Garden
- 8 StraightTALK - RPR, 1:00 pm
- 8 Lockbox Q&A-Tips, 3:00 pm
- 9 Board of Directors, 9:00 am
- 10 New Member Orientation-Module I, 8:30 am
- 13 MLS CMA class, 2:00 pm
- 14 RAYAC volunteers at Junior Achievement Real Life program, New Oxford High School
- 14 Community Relations Committee, 1:00 pm
- 14 MLS Walk-In, 2:00 pm
- 14 YPN Social, 5:00 pm, Bailee's Home Brew
- 15 Affiliate Committee, 9:00 am
- 15 Consumer Protection Committee, 1:00 pm
- 16 Member Communications Committee, 10:00 am
- 16 Thirsty Thursday, 5:00 pm, Rock's Lounge ▶
- 22 Appraiser CE: From the Ground Up, 8:30 am
- 23 MLS Committee, 8:30 am
- 24 New Member Orientation-Module II, 8:30 am
- 25 Spring Fling, 5:00 pm, UAW Union Hall, York
- 27 MLS Advanced class, 2:00 pm
- 28 Appraiser CE: Communicating the Appraisal & Technology for Appraisers, 8:30 am
- 30 Legislative Breakfast, 8:00 am, Out Door Country Club, York with YBA

April

- 4 Hands on Helpers Committee, 9:30 am
- 4 DR/Managers meeting, 2:00 pm
- 5 Appraiser CE: FHA, 8:30 am
- 6 Program Social Committee, 9:00 am

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

Thirsty Thursday

Thursday, March 16

5:00 - 7:00 pm

NEW LOCATION!

Rock's Lounge (at C&D Bar & Grill)

6465 York Road, New Oxford

Thank you to the host for generously providing free appetizers and a cash bar for this networking event.

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From the Executive Officer

Springing Ahead

by Shanna Terroso, RCE, e-PRO

As I write this article it is the end of February and we have had a couple of 60 to 70 degree days in a row. In my adult life I don't remember that ever happening. Much to my 3 year old's dismay we only had one good snowfall for sledding this year. Hopefully all of the trips to the park without jackets has made up for the lack of sledding opportunities. As I drive with my windows down it is hard to believe spring will not officially begin until March 20th.

That is a signal that the spring home buying season is just around the corner. Though many of you may argue it is already here with the tight inventory we have been experiencing. There are a couple of things to keep in mind as you prepare to make 2017 your best spring market yet.

1. You may need to brush up on how to deal with multiple offer situations with this tight inventory. Check page 14 for advice to keep you line with your Code of Ethics responsibilities and best meet the needs of your clients.
2. Take advantage of your REALTOR tools. RPR is one of the largest member benefits you receive as a RAYAC member. RAYAC is offering a class on harnessing the power of the RPR technology to increase your business and increase your client services. Check out more information on this class by visiting page 10.
3. Real estate is a team effort of not only REALTORS but our affiliate partners as well. You can meet and mingle at the Affiliate Networking Event and Mixer on April 11. Find out more details on page 12.

Wishing you a successful spring season!

P.S. Remember to move your clocks ahead one hour on March 12th.

Who's Celebrating 40 Years of REALTOR Membership this Year?

If you or someone in your office celebrates their 40th anniversary of becoming a REALTOR in 2017, please contact Shanna Terroso at 717-843-7891 ext. 106 or shanna@rayac.com. We would like to submit your name to NAR and PAR to be approved for REALTOR Emeritus status.

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Board of Directors Summary

February 9, 2017

Action Items

- Directors approved an ethics complaint decision as recommended by the hearing panel.
- Directors approved Patricia Carey's PAR endorsement letter for candidate as PAR Treasurer.

Reports

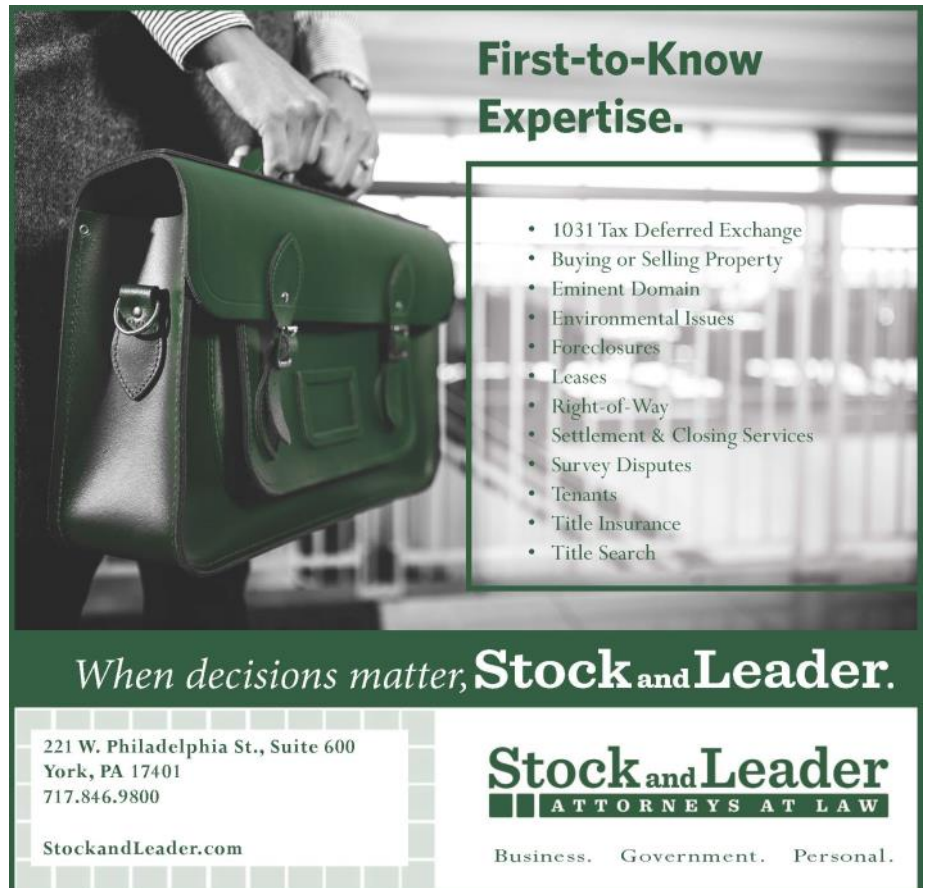
- Solicitor's Report
 - Might be in violation if you are marketing that you are giving gifts for referrals.
 - Drafting two letters for York Assessment Office and Adams Assessment Office regarding Bright MLS.
- PAR Business Meetings
 - Mike McGhee is the new CEO, updated forms are now available, PAR has 31,200 members (4,500 new members in 2016), PAR currently has no interest in setting up a state MLS but is offering guidance to those who are thinking about merging, continuing to pursue property tax reform, and RAYAC won two state RPAC awards. See page 19.
- Real Estate Market Report - York County
 - Number of home sales was 5,600 (11% increase over 2015, 62% increase over 5 years), total dollar volume of sales up by 17%, median home sale price \$159,900 (5% over 2015), average days on market 64 (lowest in 8 years), months supply of inventory is 3.21 (extremely low), foreclosure filings are down and back to 2006 levels, and new construction is up (almost double from 2011).

MLS Invoices

MLS invoices will be emailed on March 1 and payment is due to RAYAC on April 3.

REMEMBER! All RAYAC MLS users now pay their invoice directly to RAYAC, not the Broker. If you have any questions, please contact Doug Clark at 843-7891 ext. 111 or doug@rayac.com.

[Click here to pay your MLS invoice online](#). You may also mail a check or pay in person at the RAYAC office.



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Membership News

New Members

Aubri Krotzer Sweeney, RE/MAX Patriots
Mark Meiler, Berkshire Hathaway (W)
Marie Jo Musser, Coldwell Banker (YM)
Alysse Prisco, Coldwell Banker (YQ)
Damian Reed, ROCK Commercial

Member Changes

Steve Billet, McCallister & Myers
Gerald Brightbill, Coldwell Banker (YM)
Jessica Carson, Keller Williams Keystone
Rebekah (Brienne) Hunter, McCallister & Myers
Lawrence Lindt, Jr., RE/MAX Patriots
Martin Sowa, Coldwell Banker (YM)
Andrew Spangenberg, Riley & Assoc. (Monkton)
Ryan Thomas, Coldwell Banker (YM)

Member Drops

Donna Harbold
 Erin Honsersmyer
 Lori Kohler
 Carolyn Noonan
 Linda Pacy
 Carol Schaubhut
 Sherri Strathmeyer-Schwarz
 Christine Shemeta
 Darin Wolfe

New Office/Brokerage

Exit Strategy Solutions
 2215 E. Market St.
 York, PA 17402
 Phone (717) 978-0684
 Broker Brad Leber
 info@exitstrategysolutionsllc.com

Office Changes

Brokersrealty.com address change to:
 2002 S. Queen St.
 York, PA 17403
 Principle Real Estate Consult address change to:
 15 N. Cherry Lane, 2nd Floor
 York, PA 17401

Office Drops

None

New Affiliates

Anchor Abstracting Co. Inc.
 27 E. Philadelphia St.
 York, PA 17401
 Phone (717) 699-4800
 Fax (717) 843-2250
 Darren Miller
 darren.miller@comcast.com
 www.anchorabstract.com

PrimeLending

946 Lincoln Highway East
 Chambersburg, PA 17201
 Phone (717) 880-9945
 Bill Hoyer
 bill.hoyer@primelending.com

Affiliate Changes

None

Membership Stats

(as of 2/20)

	2017	2016
Designated REALTORS	130	124
Primary REALTORS	836	912
Secondary REALTORS	55	
Pending Applicants	14	12
Total REALTORS	1035	1048
Affiliates	89	88
Total Members	1124	1136

Affiliate Drops

ABBA Loss Mitigation
 American Home Shield
 Barrick Insurance
 Open.Tours
 State Farm: Tricia Melnichak
 Wherley Generations Moving
 William F. Ault Paving LLC

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 Mortgage Loan Originator
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 ctollinger@homebridge.com
 HomeBridge.com/ChristiTollinger

Thomas Berridge
 Mortgage Loan Originator
 NMLS #414127
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 tberridge@homebridge.com
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One Day Codes continued from front page.

Other facts you should know about the One Day Codes:

- The lockbox must be updated with the One Day Code/Mobile app software.
- The lockbox must be assigned to the listing.

RAYAC also offers annual and monthly lockbox access to non-RAYAC members. For additional information about annual or monthly lockbox access, non-members should be referred to RAYAC for instructions on how to gain access.

If you would like more information about the lockbox system in general, RAYAC is now offering a Lockbox Tip and Q&A class every 2nd Wednesday of the month at 3:00 PM at the RAYAC office. There is no fee or registration, just walk in.

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

Lockbox Training Online

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

Only 120 Gen II Lockboxes Left

Gen II lockboxes are on clearance for \$30 plus tax until they are gone. We only have 120 Gen II boxes remaining. These boxes are not under warranty and all sales are final. RAYAC will ensure lockboxes have fresh batteries and are in working condition at time of sale. Contact [Doug Clark](#) at 843-7891 ext. 111 to order your supply today.

March RAYAC Store Special

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UPCOMING EVENTS

March 3

Blood Drive

10:00 am-3:30 pm at RAYAC
Call 1-800-RED-CROSS to schedule a donation time or register online at www.redcross.org.



**American
Red Cross**

March 14

RAYAC Volunteers for Junior Achievement Real Life (budget counseling)

8:00 am-2:00 pm at New Oxford High School
A few volunteers are still needed. If interested, contact Beth Izzo at 843-7891 ext. 110 or beth@rayac.com.

March 14

YPN (Young Professionals Network) Social

5:00-7:00 pm at Bailee's Home Brew with beer and wine sampling, oysters and pizza.
Thank you to sponsors **GMH Mortgage** and **Homechek**.
\$5 per person. Limited to first 50 people. [Register online](#) today.

March 30

Legislative Breakfast



8:00 am at Out Door Country Club, York with York Builders Association.
Wonderful opportunity to learn about legislative issues directly from local, state and national legislators. Also, hear about PAR top legislative priorities.
Event is FREE to anyone who donates \$99 or more to RPAC; otherwise, \$25 per person.
To register, contact Shanna Terroso at 843-7891 ext. 106 or shanna@rayac.com.

April 4

DR Manager Meeting

2:00 pm at RAYAC
Ken Schneider, Bright MLS, joins us for a MLS merger update and to answer questions. We will also discuss other RAYAC topics such as lockboxes. Please RSVP to Shanna Terroso at 843-7891 ext. 106 or shanna@rayac.com.

April 11

Affiliate Networking Event & Mixer

4:00-6:00 pm tradeshow and social hour at Out Door Country Club, York.
Affiliates - Only 5 booths are available! [Click here](#) to reserve your booth today.
Realtors - [Click here](#) to attend this free event. See more details on page 12.

April 29

Shred Events

10:00 am-12:00 noon at RAYAC and HACC Gettysburg Campus parking lots. More details coming soon.

RAYAC Leadership

President

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

Vice President

Ken Worley, '18
BH Homesale, 757-7811

Secretary

Heather Kreiger,
ROCK Commercial, 854-5357

Treasurer

Cindy Mann, CDPE
CB Residential Brokerage,
757-2717

Solicitor

Peter Ruth, Esq.
Stock & Leader, 846-9800

Directors

Marie Arcuri, '19, SRES, CSP
CB Residential Brokerage,
854-9242

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

Mark Carr, '19
BH Homesale, 757-7811

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

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

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

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

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

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

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

County Tells York Springs Taxpayers Not to Worry

York Springs Borough property owners who received a statement of delinquent taxes need not worry that the county is going to sell their homes, according to Daryl Crum, director of Adams County Tax Services. The borough's former tax collector is alleged to have stolen from the tax payments and until resolution comes from the county bonding company, there is no accounting for the missing money. Because the county treats all unpaid accounts in the same manner, delinquent notices were mailed to some York Springs property owners that were not delinquent. Crum said based upon the county controller's review of the York Springs case, they have a good idea of who paid their taxes and they have identified them as such in the tax claim system. Crum wants property owners who may want to sell or refinance to be aware that this issue could come up at the last moment at settlement. "If residents call our office ahead of time, we can work with them to help them with this issue before settlement," he said. "Our office does understand the situation and we are working to resolve it as soon as possible. We, too, want our records to reflect accurately and do not wish to hold property owners more accountable than they need to be."

Source: Gettysburg Times; 2/23/2017

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No one likes getting everything ready for tax time, let alone writing a check to the IRS, but RAYAC tries to simplify it for you. All of your RAYAC expenses can be easily accessed online in a few quick steps.

- Go to rayac.com
- Click on Pay Bills link
- Log in using your MLS or Affiliate username and password
- Click One Year Invoice History

Voila, you will get a list of any payment made to RAYAC - dues, MLS fees, classes, store purchases, etc. - anything you paid for during 2016.

New \$500 Scholarship for High School Seniors

The Community Relations Committee is offering one \$500 scholarship for a high school senior who is an immediate family member of any RAYAC member and who is pursuing a post-secondary education of any kind. This year the committee is asking the seniors to write an essay on “What Home Means to Me”. To get a scholarship application form, contact Beth Izzo at 717-843-7891 ext. 110 or beth@rayac.com. Essays are due to RAYAC by May 1.

REALTORS® Legislative Meetings & Trade Expo in DC

May 15-20, 2017



The REALTORS® Legislative Meetings & Trade Expo is where NAR members take an active role to advance the real estate industry, public policy and the association. REALTORS® come to Washington, DC, for special issues forums, committee meetings, legislative activities and the industry trade show. Plus, while you're there, take in some sightseeing.

REALTORS® travel from all over the country to attend these meetings. We're only two hours away. Make it a day trip or book a room to stay longer.

Chris Wallace, host of FOX News Sunday, presents “America Under President Trump: A View from Washington” and Suzanne Zinn Mueller and Jonathan Smoke from realtor.com will talk about 2017 trends and how to use them to grow your business. There are many more speakers, educational opportunities and insightful meetings.

Registration is FREE. [Click here](#) for more details about this fantastic opportunity.

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Appraiser Continuing Education

Tuesday, March 7, 2017 - 8:30 AM - 12:00 PM

[Zapping Zillow: Valuation in the Internet Age](#) 3.5 hrs. PA appraiser and real estate CE \$40

Tuesday, March 7, 2017- 1:00 PM - 4:30 PM

[So Sue Me! - Or Not. Review of PA Appraisers Certification Act](#) *Required Course* 3.5 hrs. PA appraiser and real estate CE \$40

Wednesday, March 22, 2017 - 8:30 AM - 4:30 PM

[From the Ground Up: Site Valuation and the Cost Approach](#) 7 hrs. PA appraiser CE \$80

Tuesday, March 28, 2017 - 8:30 AM - 12:00 PM

[Communicating the Appraisal](#) 3.5 hrs. PA appraiser CE \$40

Tuesday, March 28, 2017 - 1:00 PM - 4:30 PM

[Technology and the Appraiser](#) 3.5 hrs. PA appraiser \$40

See details for these classes and the full 2017 line up [here](#). Any questions, contact Stephanie Kennedy at 717-845-3487 or Stephanie@rayac.com

**Straight
TALK**

March 8 > 1:00-3:00 pm

Mic Drop! Wow Your Clients and Your Business with RPR
Presenter Melanie McLane - \$10



April 26 > 11:30 am-1:30 pm

YPN StraightTALK Masterminds Panel
A panel of top-notch agents will discuss their best practices and answer your questions.
\$10 with light lunch served.

Click [here](#) for more details. Click [here](#) to register (under events).

What a Deal!

RAYAC Code of Ethics Approved for CE

The new NAR Biennial Code of Ethics training cycle begins January 1, 2017 and ends December 31, 2018. RAYAC and the Real Estate School of York & Adams Counties will help you easily meet this requirement by providing 8 opportunities to take the Code of Ethics course entitled, "Keep Calm & Follow the Rules." **Not only are we providing 8 dates, but the course is also approved for 3.5 hours of PA Real Estate Continuing Education AND covers the new State Real Estate Commission continuing education requirement of having a course on SREC Rules and Regulations. Check both requirements off your list with one course at RAYAC!**

Members who join RAYAC in 2017 and 2018 are exempt due to ethics content in New Member Orientation curriculum.

Questions? Contact Stephanie Kennedy at stephanie@rayac.com or 717-843-7891 X109.

Visit www.rayac.com to see this information on our website. Click [HERE](#) to register for a course.

2017 Schedule

Date	Time	Location	Cost
March 8, 2017	8:30 AM – 12:00 PM	Wyndham Garden, York	\$40
October 11, 2017	8:30 AM – 12:00 PM	RAYAC Classroom	\$40
November 15, 2017	1:00 PM – 4:30 PM	Southeastern Adams Volunteer Emergency Services, Hanover	\$40

2018 Schedule

Date	Time	Location	Cost
March 22, 2018	1:00 PM – 4:30 PM	Wyndham Garden, York	\$40
April 11, 2018	8:30 AM – 12:00 PM	Southeastern Adams Volunteer Emergency Services, Hanover	\$40
April 26, 2018	1:00 PM – 4:30 PM	RAYAC Classroom	\$40
May 17, 2018	8:30 AM – 12:00 PM	Wyndham Garden, York	\$40
November 14, 2018	8:30 AM – 12:00 PM	RAYAC Classroom	\$40



Hop on Board



Affiliate Networking Event & Mixer

This is the ONLY tradeshow event in 2017!

Don't miss the "eggs"traordinary networking event to make valuable business contacts. RAYAC's Affiliate partners can help get your clients to the settlement table with a smooth transaction. Learn about special programs and services to get your business hopping.

**ONLY 5
BOOTHS LEFT!**

**Tuesday, April 11
Out Door Country Club, York**

Thank you to these Affiliate Partners for their early commitment to this event:

3:00 pm
4:00-5:00 pm
5:00-6:00 pm

Affiliate booth set-up
Tradeshow
Social hour with cash bar, hors d'oeuvres and prizes (\$25 gift cards, plus some "bunny" will win a \$100 grand prize!)
Affiliate booth tear-down

6:00 pm

REALTORS - This event is FREE; however, reservations are required. [Click here](#) to register today.

- ABCO
- Citizens Bank
- Community Settlement
- Fidelis Mortgage
- First American Homebuyers Warranty
- Fulton Mortgage Company
- GMH Mortgage
- Homebridge Financial Services
- Homesale Mortgage
- MYclosing
- PeoplesBank
- Pillar to Post Inspections
- PrimeLending
- Real Estate Exposures
- SAFE Inspection Services
- Stock and Leader
- The Bathtub Doctor
- The Glatfelter Agency
- White Rose Settlement Services
- York Traditions Bank

Affiliate members - [Click here](#) to reserve your booth at this great networking event!

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 Scott Martin NMLS #: 615778 717.891.8463	 Kay Beard NMLS #: 663783 717.614.5707

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Spring Fling

Spring Fling is SOLD OUT!

Saturday, March 25
UAW Union Hall
3562 Gillespie Drive
York, PA 17404

For those lucky enough to get tickets:

- doors open at 5:00 pm
- dinner 6:00-8:00 pm
- dancing until 10:00 pm

Thank you to the following sponsors for generously supporting this event and the RAYAC Foundation:

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Practicing Professionalism

With Multiple Offers on the Rise, Remember Code of Ethics

With inventory at critical low levels, we are definitely seeing the return of multiple offers. Keep in mind your obligations to your client and the Code of Ethics.

Standard of Practice 1-15

Realtors®, in response to inquiries from buyers or cooperating brokers shall, with the sellers' approval, disclose the existence of offers on the property. Where disclosure is authorized, Realtors® shall also disclose, if asked, whether offers were obtained by the listing licensee, another licensee in the listing firm, or by a cooperating broker. (Adopted 1/03, Amended 1/09)

Also, there are forms available in the PAR library to help you in a multiple offer situation. The Multiple Offer Summary Worksheet (Form MOS) allows sellers and listing brokers compare the main terms of competing offers on a single sheet. The Seller's Reply to Purchase Offer (Form SRP) helps to assure competing buyers and agents that their offer was presented. The Price Escalation Addendum (Form PEA) can help buyers protect their interests where a 'bidding war' breaks out, and using the Appraisal Contingency Addendum (ACA) may protect buyers against offers that get too out of hand.

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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

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Director of Professional
Development
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Deb Kottmyer
Clerk (PT)
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to support local housing-related non-profit organizations and the Robert Murphy Disaster Relief Fund.



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January Sold 2017 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	23	\$4,653,559	\$202,329	\$179,000
Dallastown	33	\$6,017,715	\$182,355	\$160,000
Dover	22	\$3,370,200	\$153,191	\$137,450
Eastern	6	\$617,400	\$102,900	\$119,950
Hanover	9	\$1,363,814	\$151,535	\$144,500
Northeastern	26	\$4,212,618	\$162,024	\$162,400
Northern	22	\$4,226,590	\$200,878	\$172,250
Red Lion	33	\$5,038,493	\$152,682	\$154,500
South Eastern	12	\$1,820,301	\$151,692	\$163,500
South Western	21	\$3,642,500	\$173,452	\$177,500
Southern	17	\$3,249,900	\$191,171	\$190,000
Spring Grove	18	\$3,168,376	\$176,021	\$177,400
West Shore	22	\$4,318,440	\$231,726	\$163,750
West York	21	\$2,908,700	\$138,510	\$125,000
York City	19	\$1,037,850	\$54,624	\$50,000
York Suburban	25	\$3,805,119	\$152,205	\$144,000
York Total	329	\$52,521,875	\$199,274	\$168,000
Adams County				
Bermudian Springs	4	\$624,100	\$156,025	\$164,550
Conewago Valley	25	\$3,953,253	\$158,130	\$141,900
Fairfield	1	\$20,000	\$20,000	\$20,000
Gettysburg	17	\$3,131,546	\$184,209	\$160,000
Littlestown	7	\$1,604,500	\$229,214	\$167,000
Upper Adams	4	\$886,000	\$221,500	\$219,500
Adams Total	58	\$10,219,399	\$176,197	\$151,200

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	1/16 TOTAL	1/17 TOTAL	16-17 % CHANGE	1/16 MEDIAN SOLD PRICE	1/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1/16 AVG. SOLD PRICE	1/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	288	329	14%	\$144,850	\$168,000	16%	\$154,195	\$170,996	11%
Co-broke	226	270	19%	\$148,000	\$181,000	22%	\$157,559	\$160,602	2%
In house	62	59	5%	\$125,225	\$159,500	27%	\$141,935	\$159,641	12%
New	661	754	14%			Active	1870	1492	-20%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	1/16 TOTAL	1/17 TOTAL	16-17 % CHANGE	1/16 MEDIAN SOLD PRICE	1/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1/16 AVG. SOLD PRICE	1/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	48	58	21%	\$151,200	\$151,200	0%	\$164,059	\$176,197	7%
Co-broke	30	39	30%	\$151,200	\$157,500	4%	\$160,611	\$186,459	16%
In house	18	19	6%	\$167,367	\$122,500	-27%	\$169,806	\$155,131	-9%
New	120	144	20%			Active	520	389	-25%



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MLS Contact Management

Monday, March 6 and Monday, April 10

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 Comparative Market Analysis

Monday, March 13

Monday, April 17

2:00 - 3:30 pm

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

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

MLS Advanced

Monday, March 27

Monday, April 24

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.

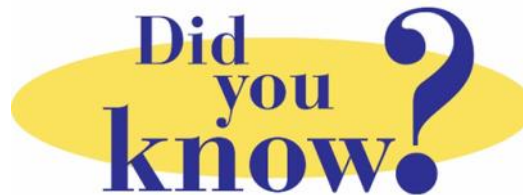
MLS Walk-In

Tuesday, March 14

Tuesday, April 18

2:00-4:00 pm

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



[CLICK HERE](#) for the **NEW Residential/Farms Profile Data Sheet Effective Date - March 3**

MLS Policy for "TO BE BUILT" Listings in Developments

Only one listing entry for each model that can be built in a subdivision/development is allowed. The listing is not to be associated with a specific lot but rather use the model name as the street address.

For each model you will be able to utilize the associated document feature to show a list of upgrades and cost for each specific model. In addition you can use associated docs to communicate any other information regarding that development. (list of available lots, floor plans, time build restriction based on the builders schedule, etc.)

Here are the steps to follow when entering a house to be built in a development. Please review all of your subdivisions with homes to be built and make the necessary change to comply with this policy.

- 1. Input one listing for each model that is available to be built in that development.** Use the model name as the address of the listing. (Do not input a listing for each lot that is available.)
- 2. Use the "associated doc"** feature in paragon to upload any helpful information about the development. (plats of available lots, upgrade price sheets, floor plans, etc.)
- 3. When a home sells** in the development input a brand new listing with the features of that home and correct street address for comp purposes.
- 4. When the development is sold out,** withdraw all of the model listings in that development.

NOTE: If you are inputting a "to be built" home that is not in a development, please list the real address of the property with the house or lot number.

If a property in a development is "under construction" then it needs to be listed using the property address with the house or lot number.

Thank You RPAC Leaders!

Legislative Link

Thank you to everyone who contributed \$21,154 toward the 2017 goal of \$30,000! Special thanks to these RPAC leaders.

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

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"Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates."

A Message from 2017 NAR President Bill Brown on Tax Reform

The new Congress and the new administration are gearing up for some big initiatives, and one you're going to be hearing a lot about in the weeks and months ahead is tax reform.

Our position is clear: NAR will strongly oppose any attempt to limit or eliminate the tax incentives for homeownership and real estate investment.

Many of these incentives have been on the books for decades, and some for more than a century. This support for homeownership represents a time-honored commitment to the approximately 75 million homeowners across the country, and a pathway for millions of renters to achieve the American Dream.

Keeping those incentives in place won't be easy. Proposals are already beginning to surface that would greatly limit the mortgage interest deduction for most homeowners, and repeal the property tax deduction for everyone. Other incentives, like the 1031 like-kind exchange, will likely be in the crosshairs as well.

You should know that our work is already underway to defend the MID and other benefits of homeownership and real estate investment. And with 1.2 million REALTORS® across the country, you can bet we'll make our voices heard.

There's a long road ahead, but we're ready to make our case. We'll be updating you as more information becomes available, and you can also stay up to date by visiting Realtor.org.



Members of RAYAC's Political Affairs Committee and RAYAC President Deborah Goodling celebrate RAYAC winning two RPAC awards from PAR - 1st place for largest percentage of members giving to RPAC and 1st place for highest per capita contributions for large boards. Thank you RAYAC members! Let's reach our goal of \$30,000 this year!

Partner and Do Business with RAYAC Affiliate Members!

This a valuable resource to share with your clients.

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Barley Snyder LLC
[CGA Law Firm](#) - ad on pg. 3
[Stock and Leader](#) - ad on pg. 4

Builders

High Performance Homes
Merani Construction
York Builders Association

Inspectors

Absolute Radon Mitigation LLC
All Pro Inspections
Allied Home Inspections Inc
American Property Examiners - ad on pg. 13
Amerispec Home Inspection
BH Home Inspection
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ESM Ventures LLC
[Extra Mile Home Inspection](#) - ad on pg. 15
George Forney Home Inspection
Gettysburg Home Inspection
GRW Home Inspection LLC
Home-Rite R.E. Inspections
Homechek Inc
Homepro Home Inspections
[HouseMaster Home Inspections](#) - ad on pg. 9
Lynne Pest Management Co.
Mason Dixon Home Inspection
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
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BB&T Mortgage
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Bay Capital Mortgage Corp
Caliber Home Loans
Citizens Bank
Fidelis Mortgage Corporation
First Alliance Home Mortgage
First Capital Federal Credit Union
First National Bank
Freedmont Mortgage
[Fulton Mortgage](#) - ad on pg. 12
GMH Mortgage Services LLC
Heritage Valley Federal Credit Union
[Homebridge Financial Services](#) - ad on pg. 5
Homesale Mortgage, LLC
M & T Bank Mortgage Division
Members 1st Credit Union
Mortgage Network
Movement Mortgage
Peoplesbank, A Codorus Valley Co
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Union Community Bank
Union Home Mortgage
Wells Fargo Home Mortgage
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Anchor Abstracting Co. Inc.
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Guardian Transfer Corp.

Title/Settlement Co. - continued

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Lakeside Title Company
Preferred Service Settlements
Quality Service Settlements
Real Estate Settlement Co
[Stock and Leader](#) - ad on pg. 4
[White Rose Settlement Services](#) - ad on pg. 6
[Yorktowne Settlement Co](#) - ad on pg. 14

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Basement Waterproofing Solution
Bleecker St. Development
Dale Miller & Son Septic
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