

RAYAC Connection

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Who Wants to be a RAYAC Leader?

We're looking for great leaders to serve on RAYAC's Board of Directors! Find out the process and commitment by attending one of these informational sessions.

Monday, May 16
9:00 am for breakfast
RAYAC office

Thursday, May 19
12:00 noon for lunch
Altland House, Abbottstown

To RSVP, please contact Shanna Terroso at shanna@rayac.com or 843-7891 ext. 106.

Unleash Your Leadership

Now accepting applications for leadership training programs.

[Leadership York](#)
[Leadership Hanover](#)

If you would like to be considered for a leadership scholarship, please contact Shanna Terroso at shanna@rayac.com or 843-7891 ext. 106 by June 1.

LEADERSHIP

is the capacity to translate

VISION

into

REALITY

~ Warren Bennis



REMEMBER!

MAY 31st

is the deadline to complete your CE and renew your real estate license.

See page 9 for details & links.

May

- 2 Broker course, 9:00 am
- 3 CE: Best of the Legal Hotline, 8:30 am
- 3 CE: 10 Costly Mistakes, 1:00 pm
- 3 Political Affairs Committee, 2:00 pm
- 4 Lockbox training, 2:00 pm
- 5 Program Social Committee, 9:30 am
- 5 Golf Committee, 12:00 noon
- 9-13 NAR Legislative Meeting, DC
- 9 MLS Contact Management class, 2:00 pm
- 10 Community Relations Committee, 1:00 pm
- 11 Broker course, 9:00 am
- 12 Hands on Helpers, 9:00 am, Asbury United Methodist Church, York
- 12 MLS Walk In, 2:00 pm
- 13 Hands on Helpers clean up at Renaissance Park, 9:00 am
- 16 Leadership information breakfast, 9:00 am
- 17 MLS CMA class, 2:00 pm
- 18 Broker course, 9:00 am
- 18 Affiliate Committee, 9:00 am
- 18 Lockbox training, 2:00 pm
- 19 MLS Committee, 8:30 am
- 19 Board of Directors, 9:00 am
- 19 Member Communications Committee, 10:00 am
- 19 Leadership information luncheon, 12:00 noon, Altland House, Abbottstown
- 19 Golf Committee, 12:00 noon
- 19 Thirsty Thursday, 5:00-7:00 pm, John Wright Restaurant
- 20 New Member Orientation-Module I, 8:30 am
- 23-25 PAR Business Meetings, Harrisburg
- 25 MLS Advanced class, 2:00 pm
- 26 Legislative Breakfast, 8:00 am, Out Door Country Club, York
- 27 New Member Orientation-Module II, 8:30 am
- 30 RAYAC office closed for Memorial Day

June

- 1 Hands on Helpers, 9:00 am
- 1 Bowlathon Committee, 11:00 am
- 1 Lockbox training, 2:00 pm
- 2 Program Social Committee, 9:30 am
- 2 Golf Committee, 12:00 noon
- 7 Political Affairs Committee, 2:00 pm
- 8 Board of Directors, 9:00 am
- 9 RAYAC Charity Golf Outing & Pool Party, Hanover Country Club
- 9 RAYAC office closes at noon

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

Thirsty Thursday



Share some flip flop love ~ bring new flip flops to Thirsty Thursday ~ any size or color!

We are collecting flip flops for Servants, Inc. to take to Guatemala.

The person who donates the most flip flops will win a \$25 gift card to John Wright.

May 19, 2016

5:00-7:00 pm

John Wright Restaurant

120 N. Front St., Wrightsville

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

April 14, 2016

Action Items

- Directors approved a resolution to move forward to the next phase of MLS merger discussions.
- Directors approved spending \$1,150 for the consultant fees to participate in the next phase of the MLS discussions.
- Directors approved signing the potential MLS merger Non Disclosure Agreement with an amendment prepared by Solicitor Bill Hast.

Reports

- Directors received an update on our current strategic plan.
- Directors received committee liaison reports.

RAYAC Office Closings

Monday, May 30
RAYAC office closed
for Memorial Day

Thursday, June 9
RAYAC office closes at noon
for Charity Golf Outing

Friday, June 17
RAYAC office closed
for United Way Day of Action

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From the Executive Officer

Your REALTOR Voice

by Shanna Terroso, RCE, e-PRO

My 6 month old baby boy has started to become quite the little chatter box. He coos and giggles with delight and knows how to get your attention with his high pitched squeal. He also has begun to say “dada.” My husband is convinced he actually knows who dada is. When that little voice came through the monitor this morning at 2:00 AM calling dada dada, my husband jumped up with delight declaring the baby was calling for him. I’ll selfishly admit I won’t be too disappointed if he takes a litter longer to say mama if it means getting to sleep through the 2:00 AM wake up calls.

My point of this story is my son is learning how to use his voice and the impact he can have with those few little phrases. As REALTORS you all have a voice and it is a powerful one. In York & Adams Counties it’s a collective 1,000 voices, 32,000 voices in Pennsylvania and over a million voices across the country. Taking opportunities to use this REALTOR voice can have an impact on the greater good for our industry and community. This month at RAYAC we have a few opportunities for you to use your voice to have an impact on our industry and community.

*Use your voice to speak with State House and State Senate members in York & Adams Counties at the Annual Legislative Breakfast on Thursday, May 26th. See page 15 for more details.

*Learn how you can use your voice to represent the RAYAC membership by attending informational sessions on running for the Board of Directors. For more information, please visit page 1.

*Use your voice to have a greater leadership impact on our community by applying for the Leadership York and Leadership Hanover scholarship opportunities. More information can be found on page 1.

I hope you will take advantage of these opportunities to engage your REALTOR Voice.

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Expert Mortgage Originators (left to right): Kim Amberman, Kathleen Brown, Ed Leckrone, Pat Joseph, Fiona Eyster, Lisa Cardone and Rich Lowry

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Membership News

New Members

Rebecca Brown, BH Homesale (H)
 Thomas Coyne, BH Homesale (H)
 Tina Craumer, BH Homesale (W)
 Jared Gates, CB Res. Brok (YorkM)
 Erin Honsersmyer, Country Home RE Advantage
 Christina Kauffman, CB Res Brok (YorkQ)
 Andrew Kopp, KW Keystone
 Robert McGuire, KW Keystone
 Nikki Miller, C21 Dale (Y)
 Penny Nash, Southern Management Rentals
 Whitney Shaeffer, BH Homesale (D)

Member Changes

Kim Burton, RE/MAX of Gettysburg
 Vickie Butler, Brokersrealty.com (Y)
 Michelle Gardner, RE/MAX Quality Service
 Philip Hersey Jr., CB Res Brok (YorkQ)
 Heather Lighty, RE/MAX Quality Service
 Clay Lupton, RE/MAX of Gettysburg
 Katharine Prebula, C21 Core Partners
 Jackie Robertson, KW Keystone
 Christopher Sites, RE/MAX of Gettysburg

Member Drops

Donna Harbold
 James Yannatelli
 Sally Glock
 Jason Heckert
 Judith Perago

New Office/Brokerage

Brokersrealty.com
 2575 Eastern Blvd.
 York, PA 17402
 Phone 717-476-4142
 Fax 888-774-8488
 John Rainville
 john@brokersrealty.com

Sammons Appraisal
 3611 Middleboro Road
 Dover, PA 17315
 Phone 717-568-1528
 Andrew Benton Sammons
 andrewsammons00@yahoo.com

Office Changes

None

Office Drops

Pinnacle Real Estate Sales

New Affiliates

Bleecker St. Development LLC
 1500 Farm Cross Way
 York, PA 17408
 Phone 717-577-5300
 Jason Bleecker
 jjbleecker@comcast.net
 bsdnyork.com
 Home Improvement/Repairs

Woodside Home Inspections

175 Woodview Drive
 Red Lion, PA 17536
 Phone 717-309-7757
 Jerry Weaver
 jnweaver25@yahoo.com
 Inspectors

Membership Stats

(as of 4/20)

	<u>2016</u>	<u>2015</u>
Designated REALTORS	123	120
REALTORS	921	818
Pending Applicants	<u>19</u>	<u>17</u>
Total REALTORS	1063	955
Affiliates	<u>93</u>	<u>85</u>
Total Members	1156	1040

Affiliate Changes

BB&T Mortgage
 3421 Carlisle Road
 Dover, PA 17315

Affiliate Drops

None

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from start to close



Bill Hoyer III
 VP, Residential Mortgage Originations
 717.880.9945
 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
 fbaber@unioncommunitybank.com



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► Attend the PAR Spring Business Meetings - May 23-25

Great networking and educational components with REALTORS from all over Pennsylvania. The spring meetings take place at the Harrisburg Hilton. [Click here for details.](#)

► Join a PAR Committee

PAR is looking for committee members, [check out the options here.](#)

National Association of REALTORS

► Mid Year Legislative Meetings - May 9-14

Thousands of REALTORS from all over the country come to Washington, DC to attend these outstanding educational and networking opportunities and visit the large trade expo. It's FREE and only a short drive. Make it a day trip or stay overnight to enjoy sightseeing or DC nightlife. [See more information.](#)

► Voice of Real Estate Videos

Subscribe to NAR's Voice of Real Estate video channel on Youtube. [Watch this month's video](#) that explains renting or selling to persons with criminal records, rural loans and reverse mortgages.



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REMINDERS!

Title Insurance Rate Hikes Now in Effect

Pennsylvania's title insurance rates increased by 12.1% on May 1, 2016. The last increase from the Title Insurance Rating Bureau of Pennsylvania was nearly four years ago. The new rates will be included in Paragon's closing cost estimator.

Expired Listings

When contacting expired listings, please check first to make sure it hasn't been relisted or isn't showing active under a different MLS number.

City Inspections

Qdot Engineering is responsible for all plan review and building inspections associated to building permits in the City of York.

- To request a permit inspection, call 717-744-8315.
- To request a property maintenance inspection, call 717-744-8385.
- Contact them at info@qdotengineering.com.

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Ombudsman Q&A

What is the difference between the ombudsman process and mediation?

The ombudsman process usually involves parties who have not filed an ethics complaint or arbitration request, but have experienced a breakdown in communication requiring informal resolution (although an ombudsman may also be used where a complaint has been filed). Often the ombudsman functions as an intermediary who communicates the concerns of one party to the other over the phone, so a positive relationship can be restored.

Mediation, on the other hand, normally involves monetary disputes where an arbitration request may have been filed. Parties generally meet face-to-face at a prearranged time with their mediator, who encourages both parties to come to a mutually satisfactory resolution of their dispute.

Ombudsmen and mediators often have the same skill set: impartiality, the ability to listen carefully, and the desire to identify and resolve misunderstandings.

Is the ombudsman process just for consumers?

No. Boards and associations have considerable latitude in determining how and when ombudsmen will be utilized. If the complaint is the type of case the association's ombudsman process handles, ombudsman services must be offered to members, clients, and consumers consistent with [Professional Standards Policy Statement # 59, Associations to Provide Ombudsman Services](#), *Code of Ethics and Arbitration Manual*.

The ombudsman process can be beneficial for both consumers and REALTOR® members who need an immediate, informal resolution to common misunderstandings. For example, ombudsmen can field and respond to a wide variety of inquiries and complaints, including general questions about real estate practice, transaction details, ethical practice, and enforcement issues. Ombudsmen can also receive and respond to questions and complaints about members, can contact members to inform them that a client or customer has raised a question or issue, and can contact members to obtain information necessary to provide an informed response.

Does the ombudsman decide who is right or wrong?

No. Ombudsmen do not determine whether ethics violations have occurred, rather they anticipate, identify, and resolve misunderstandings and disagreements.

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MAY 31 IS THE DEADLINE TO COMPLETE CE & RENEW LICENSE!

Classroom Courses

These are the **LAST** classes at RAYAC for this CE cycle. For more details on the classes and to register, go to <https://mdweb.mmsi2.com/york/>

May 3, 8:30am-12:00pm: **Best of the (Legal) Hotline**, 3.5 hours real estate CE. (Location: RAYAC)

May 3, 1:00pm-4:30pm: **Top 10 Common Costly Mistakes in a Residential Agreement of Sale**, 3.5 hours real estate CE. (Location: RAYAC)

Online Courses

[Click here for online course options.](#)

Renewal Links

[Online license renewal.](#)

[Paper renewal form.](#)

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Spring Blossomed for RAYAC Foundation



◀ Spring Fling Committee members shown left to right are Brandy Shope, Kim Zeigler, Melinda Eppolito, Marilu Beier, Jennifer Augustiniak, Michele Jones, Petula Yingling, Karen Alwine and Jennifer Weaver. Seated left to right are Marissa Bankert, Wendy Landis, Stacey Trimmer, Ken Worley and Cindy Portner.

Each year there are several fundraisers to aid the RAYAC Foundation which benefits a wide variety of non-profit housing organizations. This year's RAYAC Spring Fling social raised \$8,200 for the association's foundation. "Our sponsors, event participants and volunteers are so generous," said Rob Myers, 2016 RAYAC Foundation President.

"Last year the RAYAC Foundation donated nearly \$36,000 to community housing groups," said Myers. He added, "We are grateful for all of our donors. Thanks to them, we can help housing-related charities make critical repairs and upgrades to their facilities."

In June, RAYAC hosts its next fundraiser, its 21st annual charity golf outing and pool party at Hanover Country Club. See page 11 for complete details and to sign up.



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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

RAYAC's 21st Annual Charity

GOLF OUTING *and* POOL PARTY

Thursday, June 7

For years the outing has been a favorite, sell-out event for golfers, now non-golfers can share the fun with a pool party at the Hanover Country Club! And the best part, it's all tax deductible. Money raised benefits the RAYAC Foundation to help local housing-related non-profit organizations.

GOLF OUTING

- Limited sponsorships and foursomes remain. Don't wait, this will sell out!
- Still accepting door prizes and goody bag items.

[Click here](#) for the outing brochure.

POOL PARTY

- Beer and wine samples
- Lawn games
- Music
- Photo booth fun
- Dinner

[Click here](#) for pool party details.

Contact Marissa Bankert at Marissa@rayac.com or 843-7891 ext. 108 with any questions or to sign up!

Real Estate is on the **MOVE!**

Get your
SOLD Signs
at the RAYAC Store.



May RAYAC Store Promo

Anyone who makes a purchase at the RAYAC Store during May will be entered to win a

\$10 gift certificate to the store.

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
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Stephanie Kennedy
Director of Professional
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Ext. 109, stephanie@rayac.com

Deb Kottmyer
Clerk (PT)
deb@rayac.com

Great Spring Networking and Education Event

Special thanks to our Affiliate members and appraisal panel of Steve Brown, Vicki Forrester, Melinda Eppolito and Vince Anderson for sharing their wealth of knowledge at the Spring Networking and Education Event at the Out Door Country Club, York. The event was a great way for REALTORS, Appraisers and Affiliate members to learn new things, make new contacts and focus on providing the best possible service to buyers and sellers.



Photos from the event can be found on RAYAC Facebook Group Page. If you're not already a member of the group, please ask to join. Watch for details on the Fall Networking and Education Event.

Thank you to the following Affiliate members for participating in the event!

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Freedmont Mortgage
First Amer. Homebuyers Prot.
First National Bank
GMH Mortgage

Homebridge Financial
Homesale Settlements
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March 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	49	\$8,505,247	\$173,576	\$145,000
Dallastown	35	\$6,293,910	\$179,826	\$164,000
Dover	24	\$3,433,410	\$143,059	\$134,950
Eastern	21	\$3,333,951	\$158,760	\$159,000
Hanover	17	\$2,269,100	\$133,476	\$135,000
Northeastern	29	\$4,342,826	\$149,753	\$138,250
Northern	18	\$2,319,422	\$178,417	\$133,000
Red Lion	39	\$5,447,015	\$139,667	\$129,900
South Eastern	13	\$2,051,201	\$157,785	\$185,000
South Western	30	\$5,629,137	\$187,638	\$172,000
Southern	14	\$3,180,728	\$227,195	\$212,500
Spring Grove	17	\$3,072,387	\$180,729	\$174,900
West Shore	20	\$2,877,904	\$191,860	\$192,900
West York	29	\$3,816,000	\$131,586	\$121,000
York City	28	\$1,120,808	\$40,029	\$38,450
York Suburban	26	\$5,083,300	\$195,512	\$173,450
York Total	399	\$62,776,346	\$157,334	\$145,000
Adams County				
Bermudian Springs	13	\$2,306,700	\$177,438	\$189,900
Conewago Valley	18	\$3,307,425	\$183,746	\$192,500
Fairfield	7	\$1,048,575	\$149,796	\$162,000
Gettysburg	24	\$4,218,577	\$175,774	\$153,500
Littlestown	14	\$2,839,999	\$202,857	\$176,700
Upper Adams	8	\$1,051,200	\$131,400	\$145,250
Adams Total	84	\$14,772,476	\$175,863	\$169,500

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	3/15 TOTAL	3/16 TOTAL	15-16 % CHANGE	3/15 MEDIAN SOLD PRICE	3/16 MEDIAN SOLD PRICE	15-16 % CHANGE	3/15 AVG. SOLD PRICE	3/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	378	399	+6%	\$145,750	\$145,000	-1%	\$158,653	\$157,334	-1%
Co-broke	287	307	+7%	\$149,900	\$148,000	-1%	\$160,155	\$158,729	-1%
In house	91	92	+1%	\$137,000	\$140,000	+2%	\$154,016	\$152,679	-1%
New	758	880	+16%			Active	2,015	1,848	-8%

York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-3/15 TOTAL	1-3/16 TOTAL	15-16 % CHANGE	1-3/15 MEDIAN SOLD PRICE	1-3/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-3/15 AVG. SOLD PRICE	1-3/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	933	1,038	+11%	\$140,000	\$144,900	+4%	\$153,632	\$155,695	+1%
Co-broke	709	790	+11%	\$145,000	\$144,950	0%	\$155,040	\$155,537	0%
In house	224	248	+11%	\$130,000	\$144,450	+11%	\$149,176	\$156,199	+5%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	3/15 TOTAL	3/16 TOTAL	15-16 % CHANGE	3/15 MEDIAN SOLD PRICE	3/16 MEDIAN SOLD PRICE	15-16 % CHANGE	3/15 AVG. SOLD PRICE	3/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	66	84	+27%	\$150,000	\$169,500	+13%	\$166,356	\$175,863	+6%
Co-broke	41	61	+49%	\$146,000	\$170,000	+16%	\$152,220	\$170,386	+12%
In house	25	23	-8%	\$167,500	\$164,500	-2%	\$189,540	\$190,387	0%
New	171	189	+11%			Active	565	510	-10%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-3/15 TOTAL	1-3/16 TOTAL	15-16 % CHANGE	1-3/15 MEDIAN SOLD PRICE	1-3/16 MEDIAN SOLD PRICE	15-16 % CHANGE	1-3/15 AVG. SOLD PRICE	1-3/16 AVG. SOLD PRICE	15-16 % CHANGE
Total sold/settle	182	197	+8%	\$161,000	\$160,000	-1%	\$183,422	\$169,011	-8%
Co-broke	111	139	+25%	\$162,000	\$159,000	-2%	\$172,341	\$165,960	-4%
In house	71	58	+18%	\$157,500	\$164,750	+5%	\$200,747	\$176,323	-12%

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.



MLS Walk In

Thursday, May 12

2:00-3:00 pm

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

MLS CMA - Comparative Market Analysis

Tuesday, May 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.

MLS Advanced

Wednesday, May 25

2:00 - 3:30 pm

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

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

Register for Legislative Breakfast

Come hear the latest news and updates from York and Adams area legislators at RAYAC's Legislative Breakfast. We are partnering with our friends from the York Builders Association again this year.

Thursday, May 26th

8:00 a.m.

**Out Door Country Club
1157 Detwiler Drive, York**

The event is free for anyone who has contributed \$99 or above to RPAC. Cost is \$25 for non-\$99 club members. To register, contact Shanna Terroso at shanna@rayac.com or (717) 843-7891.

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, 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 or 843-7891 ext. 110.

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Legislative Link



Santora Amendment Passes House

Thank you to all members who support RPAC especially these RPAC leaders. So far in 2016, RPAC raised \$21,227. Our goal is \$28,000.

Governor's Club

(\$500-\$999.99)

Steve Brown

Capitol Club

(\$250-\$499.99)

Bob Aldinger

Dolly Bailey

Christine Barrick

Peggy Fink

Bridget Floyd

Lee Garlin

Ken Worley

\$99 Club

(\$99-\$249.99)

Maria Accardo

Tami Behler

Dennis Berkebile

John Bowman

Lisa Calhoun

Barbara Deardorff

Shelley Dende

Casey Dougherty

Melinda Eppolito

Debbie Folmer

Natalie Fry

Judy Givens

George Herman

Richard Keller

Margie Krom

Cindy Mann

Linda Messinger

Sue Pindle

Dianne Redding

Sherri Rose

Ross Stanard

Amanda Stiles

John Swords

Rich Vangel

Lori Walker

Mike Wheeler

Susan Becker

Ed Bender

Ellen Biesecker

Marguerite Bucher

Patricia Carey

Christine Dell

Jackie Dodson

Wade Elfner

Adam Flinchbaugh

Amy Fry

Jeffrey Garber

Diane Hagarman

Glenda Kane

Jennifer Kibler

John Linton

Robin Mede-Butt

Erica Mueller

Mary Price

Brenda Riddle

Bill Shanbarger

Sam Stein

Roxanne Stevens

Shanna Terroso

Donna Walker

Shelley Walter

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."

Nearly 4,300 Pennsylvania REALTORS sent a clear message to every member of the House to vote 'yes' to an amendment to House Bill 1437 (R-Goodman). The amendment passed the House (194-0) in April and will have third consideration after the primary election, after which it will move to the Senate for approval. The amendment more clearly defines "unfit for habitation" to provide better guidance to local code enforcement officials.

In many parts of the state, especially in the southeast, before a property can transfer hands the property needs to pass a point of sale inspection. During the point of sale inspection the municipality inspects the property looking for code/maintenance violations. Act 99 of 2000 allows municipalities to inspect "for-sale" homes but it also requires that certificate of occupancy be issued unless the property is "unfit for habitation." The intent of the act was to allow private negotiations to take place between buyers and sellers regarding which party would pay for necessary code-related repairs. Unfortunately some municipalities have defined unfit for habitation as any property maintenance violation, no matter how minor. Things like a cracked sidewalk or missing house numbers have held up a property being given an occupancy permit and ultimately a transfer of property.

We are fortunate in York and Adams Counties that only two of the 106 municipalities in our market area require a point of sale inspection. Shrewsbury Township and Peach Bottom Township require a point of sale septic certification but not a property inspection. While this issue has not been prevalent in our market place, RAYAC wholeheartedly supported this amendment. We know too often that activities as described above can spread to other municipalities very quickly.

The Santora amendment to House Bill 1437 would require that certificates be issued by municipalities who choose to conduct resale code inspections, regardless of the nature of code violation found. The amendment creates a new category of "Temporary Access" certificate that would allow a sale to move forward even if a home is determined to be unfit for habitation, but require that substantial code violations be corrected prior to the new owner inhabiting the property. It would also require that all other minor code violations be corrected within a certain time frame, with financial and other penalties left in place for failure to comply.



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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. 12
Amerispec Home Inspection
BH Home Inspection
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ESM Ventures LLC
George Forney Home Inspection
Gettysburg Home Inspection
Home-Rite R.E. Inspections
Homechek Inc
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HouseMaster Home Inspections-ad on pg. 6
Lynne Pest Management Co.
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National Property Inspections
New Leaf Home Inspection
Pillar to Post Home Inspection
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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

1st Preference Mortgage
ACNB Bank
BB&T Mortgage
Bank of America
Bay Capital Mortgage Corp
Caliber Funding, LLC
Citizens/Charter One Bank
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 1st Credit Union
Mortgage Network
Movement Mortgage
Peoplesbank, A Codorus Valley Co-ad on pg. 9
Residential Mortgage Services
Union Community Bank-ad on pg. 5
Wells Fargo Home Mortgage
York Traditions Bank- ad on pg. 4

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
360 Tours of York
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. 10
Nicmar Water
Open.tours - ad on pg. 16
Shiple Energy
The Glatfelter Agency
Tricia Melnichak - State Farm
Wherley Generations Moving
York Newspaper Co/Media One



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