

RAYAC Connection

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May

- 1 York City Council Candidate RPAC Screening interviews, 1:00 pm
- 2 SRS Designation course - Day 1, 8:30 am
- 2 Hands on Helpers, 9:30 am
- 3 SRS Designation course - Day 2, 8:30 am
- 4 Appraiser CE: PA Law & Zapping Zillow, 8:30 am
- 5 New Member Orientation-Module II, 8:30 am
- 8 Pre-licensing class: RE Fundamentals begins, 6:00 pm
- 9 Community Relations Committee, 1:00 pm
- 10 Housing stats released
- 10 Golf Committee, 11:00 am
- 11 Board of Directors, 9:00 am
- 12 Hands on Helpers Park Clean-Up Day, Renaissance Park, City of York, 9:00 am
- 12 MLS Contact Management class, 2:00 pm
- 15-20 NAR Legislative Meetings, Washington, DC
- 18 Member Communications Committee, 10:00 am
- 19 New Member Orientation-Module III, 8:30 am
- 22 RAYAC Office CLOSED for Strategic Planning session
- 23 Bag Bingo Committee, 10:30 am
- 23 MLS CMA class, 2:00 pm
- 24 Golf Committee, 11:00 am
- 24 Budget Finance Committee, 1:00 pm
- 25 Appraiser CE: From the Ground Up, 8:30 am
- 29 RAYAC Office CLOSED for Memorial Day

June

- 5-7 PAR Business Meetings, Harrisburg
- 5 Pre-licensing class: RE Practice begins, 6:00 pm
- 6 Hands on Helpers Committee, 9:30 am
- 7 RAYAC Office CLOSED for Golf Outing
- 8 Board of Directors, 9:00 am
- 12 Housing stats released
- 13 Education Committee, 11:00 am
- 13 Community Relations Committee, 1:00 pm
- 15 MLS Committee, 8:30 am
- 15 Member Communications Committee, 10:00 am

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

Thirsty Thursday

Thursday, May 18

5:00 - 7:00 pm

John Wright Restaurant
120 North Front Street, Wrightsville

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

Staff Transitions

by Shanna Terroso, RCE, e-PRO

As RAYAC prepares for our MLS transition to Bright MLS in November of 2017, there are a few staff transitions that will be happening as well.

Rhonda Elliott, our MLS Systems Manager, will continue as a RAYAC staff member through the transition to Bright MLS. However, starting on Tuesday, May 16th instead of serving members from her office at RAYAC, she will serve you from her office in Michigan. As you may recall, Rhonda came to RAYAC almost six years ago from a REALTOR® association in Michigan. Rhonda and her husband have decided to relocate back to their hometown to be closer to their family and friends once again.

Rhonda will continue to provide all of the MLS customer support she currently provides to members. Nothing changes except her physical location. She can still be reached at rhonda@rayac.com, by calling the MLS line at 717-843-2122 or by calling into the RAYAC office 717-843-7891 and asking to speak with Rhonda.

I will continue to be the in-house MLS class instructor and provide back up support on MLS issues.

Beth Izzo, our Public Relations Director, will be transitioning to part-time status starting in July. Beth is loving her role as a grandmother and has decided to spend some of her days watching her new grandbaby. Starting in July, Beth will be in the RAYAC office on Mondays, Tuesdays and Fridays.

As we go through these transitions our goal remains the same - to provide first-class customer service and the tools you need to succeed in your real estate business.

I would also like to take this opportunity to thank the RAYAC staff for all of their hard work. Over the past two years the RAYAC staff has become half the size it once was. In December of 2017, the RAYAC staff will consist of four full-time and one part-time person. Meanwhile, the staff continues to offer all of the same high level member benefits, plus many new programs, thanks to their dedication and commitment to this association. In my book they are All-Stars. They have all been asked to do more and they have delivered on those tasks every single day without complaint. For their above and beyond service I will be forever grateful. I hope you are too and join me in saying a collective Thank You!

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Board of Directors Summary

April 13, 2017

Action Items

- **Strategic Plan Funding** - Directors approved a recommendation from the Budget Finance Committee to hire Bob Harris as a facilitator for our strategic planning session.
- **Lockbox Committee Recommendation** - Directors approved a recommendation from the Lockbox Committee to offer a promotion to any non-RAYAC REALTOR® to receive a lockbox card and one week subscription for free and the ability to purchase additional subscriptions by the week, month, 3 months or a year. One day codes will still exist, but hopefully this will help our members by cutting down the time they are spending letting outside agents into homes. (See page 10 for more details.)
- **Transaction Review** - Directors approved terminating the transaction review contract after getting feedback from the DRs and Managers.

Reports - Directors received updates and reports on the Bright MLS, Spring Fling, Golf Outing, Thirsty Thursday, current Strategic Plan progress, and Political Affairs.

New Business - Directors were updated on the YHAP program changes. The county placed the program on hiatus due to transferring the administrative responsibilities to a new provider, not because of lack of funding. Until all details are complete, the YHAP program cannot accept any new applications for funding. We will share details as soon as they are available.

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Membership News

New Members

Chad Burrows, Country Home Real Estate
Salvador Galdamez, Berkshire Hathaway (W)
Mark Laratonda, Keller Williams Keystone
Shi Ming Lin, Berkshire Hathaway (G)
Renee Lloyd, Century 21 Dale (RL)
Ashley Mott, Keller Williams Keystone

Member Changes

Darlene Bathon, Coldwell Banker Res. Brok. (H)
Megan Bell, Century 21 Core Partners
Elle Hale, Coldwell Banker Res. Brok. (YorkQ)
Terri Harmon, RE/MAX Patriots
Laura Heydt-Adams, Berkshire Hathaway (E)
Shannon McCulloch, Berkshire Hathaway (H)

Member Drops

Jalyssa Beatty
Jesse Daugherty
Evelyn Dorval
Chris Edwards
Jared Gates
Lawrence Hartman Jr.
Richard Rudy
Graham Will

New Office/Brokerage

None

Office Changes

None

Office Drops

None

New Affiliates

Rife Home Inspections
1418 Baltimore Street
Suite 12-132
Hanover, PA 17331
Phone (717) 634-4416
www.rifeinspections.com
Michael Rife
michael@rifehomeinspections.com

Santander Bank
1940 Carlisle Road
York, PA 17408
Phone (717) 825-0488
Fax (484) 338-2797
Sharon Heiner
sharon.heiner@santander.us

Affiliate Changes

PrimeLending
Address change to:
135 N. George St., Suite 202
York, PA 17401

Membership Stats

(as of 4/20)

	<u>2017</u>	<u>2016</u>
Designated REALTORS	130	123
Primary REALTORS	846	921
Secondary REALTORS	56	
Pending Applicants	<u>17</u>	<u>19</u>
Total REALTORS	1049	1063
Affiliates	<u>96</u>	<u>93</u>
Total Members	1145	1156

Affiliate Drops

None



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Lots of Leadership Opportunities

We know there are a lot of REALTOR® members out there with great leadership qualities or REALTORS® who want to enhance their leadership skills. Whichever one you are, RAYAC has some awesome opportunities for you!

Leadership York

Expand your leadership skills and your networking circle with this nine month leadership training program. RAYAC has been sending members through this program for years and everyone who has completed the series finds it to be incredibly worthwhile. [Click here](#) for more details on Leadership York. If you are interested in applying for a scholarship for Leadership York, contact Shanna Terroso at shanna@rayac.com by June 16.



Leadership Hanover

Leadership Hanover has been training local leaders for a few years and program participants agree that it's a valuable resource to enhance your career. [Click here](#) for more information on the Leadership Hanover program. If you are interested in applying for a scholarship for Leadership Hanover, contact Shanna Terroso at shanna@rayac.com by June 16.



RAYAC Board of Directors

RAYAC is looking for several talented leaders to serve on the Board of Directors. If you are interested or would like more information about what is involved with being a director, please contact Shanna Terroso at shanna@rayac.com by June 30.

PrimeLending is Proud to Welcome Production Manager Bill Hoyer to its Team

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RAYAC Charity Golf Outing

Wednesday, June 7, 2017

Heritage Hills Golf Resort, York



The outing is **SOLD OUT**, but there are still ways to participate:

- Have fun at the mini golf/beer tasting event, plus dinner - all for \$50!
 - Tee & Green sign sponsor - \$100
 - Donate a door prize
- Donate an item for the goody bags (175)

[Click here for details.](#)

Proceeds benefit the RAYAC Foundation to support local housing-related non-profit organizations and the Robert Murphy Disaster Relief Fund. Contact Beth Izzo at 717-843-7891 ext. 110 or beth@rayac.com.

May

RAYAC Store Promo

Anyone who spends \$10 or more at the RAYAC Store during May will be entered to

WIN a REALTOR water bottle.

You need to stay hydrated when you're showing properties, writing contracts and posting sold signs!



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Diane Leib

Sr. Loan Officer
NMLS# 137018
717-487-4622



Kevin Wivagg

Sr. Loan Officer
NMLS# 311080
717-891-1989



Rob Frey

Sr. Loan Officer
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Shawn Kelly

Sr. Loan Officer
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Making Great Contacts at Affiliate Networking Event & Mixer

REALTORS and Affiliate members had a great time getting to know each other and learning about the valuable products and services from our Affiliates. A special thank you go these Affiliate partners for participating. Check out RAYAC's [Facebook page](#) to see more photos.

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RAYAC Leadership

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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,
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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

Spring Fling raised over \$10,000!


This year the Spring Fling social raised over \$10,000 for the foundation. "Our sponsors, event participants and volunteers are so generous. They truly embrace the importance of giving back to our community," said Shanna Terroso, RAYAC Executive Officer. She 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 and help support the vital programs and services they provide."

Thank you to the following Spring Fling sponsors:



Adam Flinchbaugh
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Fulton Mortgage
GMH Mortgage
Heritage Valley FCU
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MB Financial
Members 1st FCU

Movement Mortgage
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Appraiser Continuing Education

Thursday, May 4, 2017 - 8:30 AM - 12:00 PM

[So Sue Me! - Or Not. Review of PA Appraisers Certification Act](#)

Required Course

3.5 hrs. PA appraiser and real estate CE

\$40

Thursday, May 4, 2017 - 1:00 PM - 4:30 PM

[Zapping Zillow: Valuation in the Internet Age](#)

3.5 hrs. PA appraiser and real estate CE

\$40

Thursday, May 25, 2017 - 8:30 AM - 4:30 PM

[From the Ground Up: Site Valuation and the Cost Approach](#)

7 hrs. PA appraiser CE

\$80

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.

- - - - Sentrilock Updates - - - -

First announced on April 13, 2017.

We recognize the issues you are having with non-members wanting access to show your listings when they do not have a SentiLock card. As an alternative to the one day codes, RAYAC's Board of Directors approved a policy to make it easier for you. RAYAC is offering a free keycard and one free week access for our neighboring REALTORS.

It is our sincere hope that by giving this incentive, we will get additional keycard subscribers thereby reducing the number of requests you receive to meet at a property, to create one day codes and to minimize the use of combo boxes.

If you have a reciprocal member contact you about property access, feel free to share this new option with them and refer them to RAYAC for more details. If the showing agent opts for the one day code, you will still need to complete the forms necessary to authorize the one day code, and generate the code. The form must also be submitted to Doug Clark at RAYAC within 2 business days. For complete Sentrilock details, [visit RAYAC's website](#).

Sign Up for Code of Ethics Class, Now Approved for CE!

The new NAR Biennial Code of Ethics training cycle began 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

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.

Bookmark These Online Resources

REALTORS® Association of York & Adams Counties

www.rayac.com

Pennsylvania Association of REALTORS®

www.parealtor.org

National Association of REALTORS®

www.nar.realtor

The advertisement for York Traditions B.A.N.K. features a group of seven mortgage originators standing together. Above them is the slogan "Making mortgages personal" in a cursive font, followed by "BECAUSE WE LIVE HERE TOO" in a bold, sans-serif font with a small "SM" trademark symbol. Below the group photo, the text reads "Expert Mortgage Originators (left to right): Kim Amberman, Kathleen Brown, Ed Leckrone, Pat Joseph, Fiona Eyster, Lisa Cardone and Rich Lowry". At the bottom, the York Traditions logo is displayed, consisting of a stylized arrow and the text "YORK TRADITIONS B.A.N.K.". The phone number "717.741.1770" and website "yorktraditionsbank.com" are also provided. A small logo for "Member FDIC" is visible in the bottom left corner.

Practicing Professionalism

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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Email: silverwilson@comcast.net

PB9667A

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

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(717) 854-0720

Association Staff

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RAYAC Office CLOSINGS

Monday, May 22
RAYAC Strategic Planning Session

Monday, May 29
Memorial Day

Wednesday, June 7
RAYAC Charity Golf Outing

Tuesday, July 4
Independence Day

Save These Dates

Wednesday, October 4
RAYAC Annual Meeting

Thursday, November 2
RAYAC Homeless Outreach Project

Saturday, November 11
Designer Handbag Bingo for the RAYAC Foundation



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- Pre-Purchase Inspections
- Pre-Warranty Expiration Inspections
- Investor Property Inspections
- Seller Certified Home Program (Pre-Listing Inspections)
- And more!

To schedule your inspection, call us at 717-808-2551
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EXTRA MILE Home Inspections is HVAC Certified.



March 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	41	\$8,816,199	\$215,029	\$179,900
Dallastown	49	\$9,830,338	\$200,619	\$180,000
Dover	25	\$4,459,384	\$178,375	\$142,500
Eastern	16	\$2,250,481	\$140,655	\$123,575
Hanover	15	\$2,237,000	\$149,133	\$135,500
Northeastern	25	\$4,647,821	\$185,913	\$175,000
Northern	23	\$4,630,784	\$201,338	\$145,000
Red Lion	52	\$8,447,383	\$162,450	\$151,450
South Eastern	22	\$3,983,939	\$181,088	\$170,392
South Western	34	\$6,652,660	\$195,666	\$199,500
Southern	23	\$4,770,184	\$207,399	\$199,995
Spring Grove	25	\$4,747,568	\$189,903	\$170,000
West Shore	19	\$3,456,736	\$181,933	\$164,900
West York	27	\$3,437,977	\$127,332	\$121,000
York City	31	\$1,563,366	\$50,431	\$38,000
York Suburban	36	\$6,119,906	\$169,997	\$157,400
York Total	463	\$80,051,726	\$172,898	\$159,900
Adams County				
Bermudian Springs	16	\$3,226,561	\$201,660	\$197,450
Conewago Valley	26	\$4,659,891	\$179,225	\$164,450
Fairfield	13	\$2,317,721	\$178,286	\$196,000
Gettysburg	14	\$3,115,100	\$222,507	\$219,950
Littlestown	19	\$3,873,725	\$203,800	\$180,000
Upper Adams	14	\$2,305,585	\$164,685	\$166,892
Adams Total	102	\$19,498,553	\$191,162	\$178,197

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	3/16 TOTAL	3/17 TOTAL	16-17 % CHANGE	3/16 MEDIAN SOLD PRICE	3/17 MEDIAN SOLD PRICE	16-17 % CHANGE	3/16 AVG. SOLD PRICE	3/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	399	463	+16%	\$145,000	\$159,900	+10%	\$157,334	\$172,898	+10%
Co-broke	307	348	+13%	\$148,000	\$159,900	+8%	\$158,729	\$170,477	+7%
In house	92	115	+25%	\$140,000	\$155,000	+11%	\$156,679	\$180,225	+15%
New	880	852	-3%			Active	1,848	1,539	-17%

York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-3/16 TOTAL	1-3/17 TOTAL	16-17 % CHANGE	1-3/16 MEDIAN SOLD PRICE	1-3/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1-3/16 AVG. SOLD PRICE	1-3/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	1,038	1,132	+9%	\$144,900	\$154,900	+7%	\$155,695	\$169,674	+9%
Co-broke	790	871	+10%	\$144,900	\$153,750	+6%	\$155,537	\$167,442	+8%
In house	248	261	+5%	\$144,450	\$157,000	+9%	\$156,199	\$177,123	+13%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	3/16 TOTAL	3/17 TOTAL	16-17 % CHANGE	3/16 MEDIAN SOLD PRICE	3/17 MEDIAN SOLD PRICE	16-17 % CHANGE	3/16 AVG. SOLD PRICE	3/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	84	102	+21%	\$169,500	\$178,197	+5%	\$175,863	\$191,162	+9%
Co-broke	61	70	+15%	\$170,000	\$179,950	+6%	\$170,386	\$200,022	+17%
In house	23	32	+39%	\$164,500	\$167,400	+2%	\$190,387	\$171,781	-10%
New	189	179	-5%			Active	510	391	-23%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-3/16 TOTAL	1-3/17 TOTAL	16-17 % CHANGE	1-3/16 MEDIAN SOLD PRICE	1-3/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1-3/16 AVG. SOLD PRICE	1-3/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	197	234	+19%	\$160,000	\$163,500	+2%	\$169,011	\$180,889	+7%
Co-broke	139	158	+14%	\$159,000	\$166,500	+5%	\$165,960	\$189,367	+14%
In house	58	76	+31%	\$164,750	\$157,250	-5%	\$176,323	\$163,265	+7%

Master the MLS with FREE Paragon Training

MLS Contact Management

Friday, May 12 - 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

Tuesday, May 23 - 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.



Do you know what causes a photo to look so weird, having a large black RAYAC taking up so much of the picture?

ANSWER: This is what a picture looks like when a “thumbnail photo” has been uploaded to a listing. Since the image itself is so small, the normal watermark ends up being very large. If you click on view full size image the only thing that will show is a tiny picture in the middle of a big black screen. The consumer viewing a website like realtor.com will only see the quality of photo that has been uploaded into Paragon.

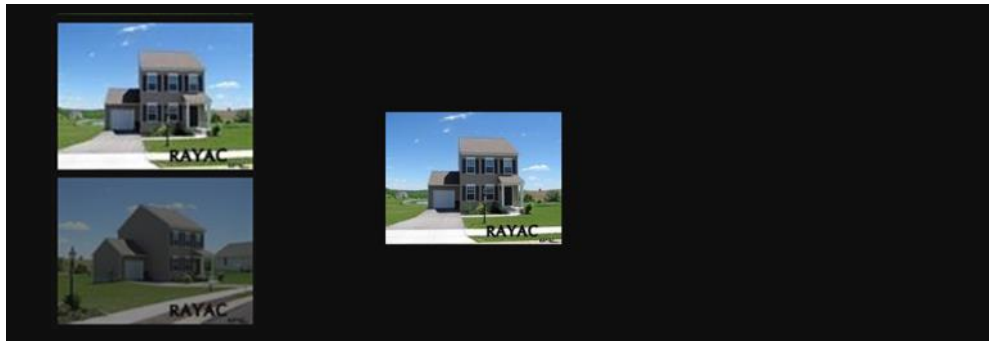


PHOTO COMPRESSION - If a photo is over 125k in file size, the image will be compressed to 125k. Note: this could result in a reduction in quality. For users who upload photos larger than the 125k limit, it is recommended that the images do not exceed 1MB in file size.

IMAGE SIZE - Image size refers to the resolution of the photo. Paragon's maximum resolution is 1280 x 960 or less. If a photo is under the 125k limit, but has a resolution of image size larger than 1280 x 960, compression will occur. In MS Windows, the image size of a photo can be accessed by mousing over the image—details will display in a pop up.

ACCEPTABLE FORMATS - You can upload JPG, PNG, and GIF images, however you can only use a JPG image for the Agent Image and Office logo. It is recommended NOT to check the “Preserve Original Image Format” option when uploading your image.

FILE NAME SPECIAL CHARACTERS - Special characters, such as \/:*?\"<>| etc., cannot be used in the photo file name.



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Quick Start Guide Instructions:

- 1) Go to the login page: www.NARRPR.com > Click "CREATE" and enter: Last name and NRDS # (you'll be guided through the sign up process).
- 2) Upload your photo and Logo
- 3) Set your HOME AREA: You'll need to know your MLS and your Agent ID #.

P Name	Enter MLS Agent ID:
<input type="radio"/> REALTORS® Association of York & Adams Counties MLS	<input type="text"/>

If you do not know your MLS Agent ID or NRDS# you can either email rhonda@rayac.com or call RPR Customer Service at [877-977-7576](tel:877-977-7576).

Thank You RPAC Leaders!

THANK YOU to everyone who contributed \$21,657 toward the 2017 goal of \$30,000! Special thanks to these RPAC leaders.

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Legislative Link

Remember to Vote!

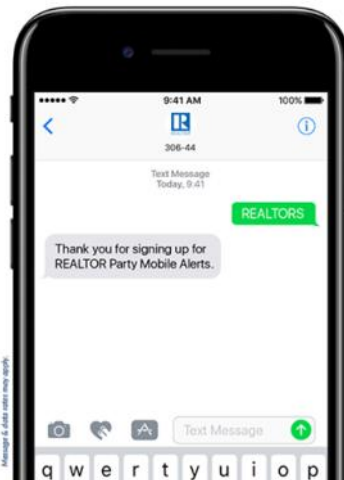
Primary Elections Tuesday, May 16th
Polls are open from 7:00 AM -8:00 PM

The 2017 Primary County and Municipal Election has not garnered the same type of media hype as 2016's Presidential election, but it is a very important election for REALTORS®. This election is deciding on the candidates who can have a big impact on your day to day real estate business. I often say the best part about Pennsylvania is we are a Commonwealth and the worst part about Pennsylvania is we are Commonwealth. As a Commonwealth, all of the local land use decisions are placed in the hands of the elected governing bodies of the 106 municipalities in York and Adams Counties. That means each elected official yields a lot of power in terms of the regulations impacting the real estate industry ... how an area is zoned, regulations regarding rental properties licensing, inspection ordinances, any point of sale ordinances and even if you can put up open house directional signs. So it is extremely important for you to get to know the candidates running for municipal office to make an informed decision on election day.

In addition, the RPAC Candidate Screening Committee is interviewing candidates running for York City Council on May 1st starting at 2:00 PM and it is open for any member to attend to observe our process at work.

Sign Up for REALTOR® Party Mobile Alerts

The National Flood Insurance Program is set to expire in September 2017. Without it, you could lose countless sales because your clients will no longer have access to affordable flood insurance. It's easy to sign up for REALTOR® Party Mobile Alerts to let your elected official know where you stand. Sign up today to get the alerts by texting REALTORS to 30644.



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This a valuable resource to share with your clients.

Attorneys

Barley Snyder LLC

[CGA Law Firm](#) -ad on pg. 3

[Stock and Leader](#) -ad on pg. 9

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

Central Penn Radon Inc

ESM Ventures LLC

[Extra Mile Home Inspection](#) - pg. 14

George Forney Home Inspection

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[HouseMaster Home Inspections](#) -ad on pg. 6

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Pillar to Post Inspections

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Real Services Inc

Rife Home Inspections

S.A.F.E. Inspection Services

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The Virtus Group LLC

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Trimmer Home Inspections

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ACNB Bank

BB&T Mortgage

Bank of America

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. 2

GMH Mortgage Services LLC

Heritage Valley Federal Credit Union

[Homebridge Financial Services](#) - ad on pg. 4

Homesale Mortgage, LLC

M & T Bank Mortgage Division

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Mortgage Network

Movement Mortgage

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[PrimeLending](#) - ad on pg. 16

[Residential Mortgage Services](#) - ad on pg. 7

Santander Bank

Union Community Bank

Union Home Mortgage

Wells Fargo Home Mortgage

[York Traditions Bank](#) - ad on pg. 12

Title/Settlement Co.

Abstracting Co. of York County

Anchor Abstracting Co. Inc.

Community Settlement LLC

Complete Closing Services

Even Par Settlement Services

Title/Settlement Co. - continued

Guardian Transfer Corp.

Homesale Settlement Services

Lakeside Title Company

Preferred Service Settlements

Quality Service Settlements

Real Estate Settlement Co

[Stock and Leader](#) -ad on pg. 9

[White Rose Settlement](#)

[Services](#) -ad on pg. 5

[Yorktowne Settlement Co](#) -ad on pg. 4

Home Improvement/Repairs

AdvantaClean-Lower Susquehanna

Basement Waterproofing Solution

Bleecker St. Development

C.A.R.E. Property Services

Home Land Septic Consulting

Dale Miller & Son Septic

Lynn Pest Management Co.

S.W.A.T. Environmental of PA

The Bathtub Doctor

Other Businesses

360 Tour Designs Southern PA

All American Termite/Pest Control

Atlas Rubber Stamp & Printing

First American Home Buyers

Protection Corp

Gordon L Brown & Assoc., Inc.

Media One PA

[MYclosing](#) - ad on pg. 8

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