

RAYAC Connection

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NEW Date Set for Bright MLS Conversion

A decision has been made that it would be in the best interest of the RAYAC members and the MLS subscribers in Central Pennsylvania if RAYAC, the Greater Harrisburg Association of Realtors® and Keystone MLS all converted to Bright MLS on the same day.



Please know that there was a lot of careful thought and consideration into this decision being made. The RAYAC Board of Directors asked a lot of pointed questions to the Bright MLS Team and have been keeping the RAYAC members best interest at heart. At the end of the day, the Bright MLS team is confident this change will result in the best experience for our members. With the many duplications in the Central Pennsylvania market, the consolidated conversion will result in the most accurate listing data in the Bright MLS.

The new schedule moving forward will be that everyone will gain a preview access to the Bright MLS system on **September 18th**. This will be an opportunity for members to work in the Bright MLS system to learn its features and programming. All of your new listings and new client contacts will still be entered into the Paragon system at this time.

On **October 19th** there will be a freeze of the MLS systems. This means that members will no longer be able to add/edit any listings or contacts or searches in the Paragon system. New listings will be able to be added on October 23rd into the Bright MLS System. We appreciate your patience and understanding during that time. Members will still be able to pull reports from Paragon but adding or changing any information will not be possible. The freeze needs to occur to allow time for Bright MLS to place the most up to date data in the Bright MLS system.

Bright MLS will go live with all three Central Pennsylvania MLS systems on **Monday, October 23rd**.

Here is the [communications release](#) from Bright MLS on the change in the conversion date. [Click here](#) to view a video explaining the change with Shanna Terroso, RAYAC Executive Officer, Tom Phillips, CEO of Bright MLS and Valerie Stephan, Customer Success Champion of Bright MLS.

The Bright MLS team is working to schedule the training dates in our area, including an open house event (previously scheduled for October 10, but you can cross that date off your calendar). As soon as we have those dates available we will share them with you.

Our goal at RAYAC is to be as open and transparent as possible while making the best decisions for our membership. We are hopeful this change will result in the best experience for our membership and get us all to our common goal of a unified regional MLS a little sooner.

August

- 1 Hands on Helpers Committee, 9:00 am
- 3 Program Social Committee, 9:00 am
- 3 Bowlathon Committee, 11:00 am
- 7 Pre-licensing class: RE Practice begins, 6:00 pm
- 8 Member Communications Committee, 9:30 am
- 8 Education Committee, 11:00 am
- 8 Community Relations Committee, 1:00 pm
- 10 Housing stats released
- 10 Board of Directors, 9:00 am
- 11 New Member Orientation, 8:30 am
- 17 MLS class: CMA, 10:00 am
- 17 **RAYAC office closes at 4:00 pm**
- 17 RAYAC Charity Bowl-a-thon, Suburban Bowlerama, 5:00 pm registration, 6:00 pm bowling begins
- 18 Budget Finance Committee, 12:00 noon
- 23 MLS class: Intro to Paragon, 10:00 am

September

- 4 **RAYAC office closed - Labor Day**
- 5 Hands on Helpers Committee, 9:30 am
- 7 Program Social Committee, 9:00 am
- 8 New Member Orientation, 8:30 am
- 11-13 PAR Business meetings, Harrisburg
- 11 Housing stats released
- 12 Member Communications Committee, 9:30 am
- 12 Community Relations Committee, 1:00 pm
- 14 Board of Directors, 9:00 am
- 18 Bright MLS preview access
- 19-20 Designation course: Certified Negotiation Expert II, 8:30 am-5:00 pm
- 19 Affiliate Committee, 9:30 am
- 26 RAYAC Foundation, 10:00 am
- 27 StraightTALK Legal Truth with Peter Ruth, 11:30 am-1:30 pm

October

- 3 Hands on Helpers Committee, 9:30 am
- 4 RAYAC Annual Meeting, 9:00 am, Wyndham Garden, York
- 5 Program Social Committee, 9:00 am
- 10 Housing stats released
- 10 Member Communications Committee, 9:30 am
- 10 Education Committee, 11:00 am
- 10 Community Relations Committee, 1:00 pm

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

Thirsty Thursday

Thursday, September 14

5:00 -7:00 pm

The First Post

3691 E. Market St., York

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

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From the Executive Officer

Seasons of Change

by Shanna Terroso, RCE, e-PRO

It's August and the dog days of summer are definitely in full swing. I personally love the summer heat but I know there are many people who cannot wait for the seasons to change to bring that nice cool fall air. Another seasonal bonus for my caffeine loving friends is the return of the "PSL" (Pumpkin Spiced Lattes) just around the corner. As we think ahead to prepare for fall, there are a lot of changes about to take place for the RAYAC membership.

The first change is that we will be launching a fresh website redesign of www.RAYAC.com.

The new design focuses on serving the needs of RAYAC's members, but it will also provide valuable information to the public and media outlets such as consumer resources, community outreach and monthly housing statistics. The new website will be easier and faster to navigate and it's mobile compatible. The members only section of the website will continue to house the vital resources our members find so beneficial such as the municipal database, HOA contact list, weekly News Briefs and more.

Our excitement is building as the website is about to launch and we cannot wait to unveil this great new product. Stay tuned for more details!

Featured Member Benefit

Weekly News Briefs

News Briefs is an easy-to-read, weekly summary of real estate related articles that appeared in the *York Daily Record*, *York Dispatch*, *Evening Sun* and *Gettysburg Times*. News Briefs are posted each Monday on RAYAC's website and our Facebook group page.

We've heard you say, "I don't read the newspaper" or "I wish I would have known that before I met with my client." Now you will have a summary of all local news articles with a real estate angle. This will keep you on top of local real estate news.

In addition to the weekly update, we keep a three week archive in case you need to catch up.

[Click HERE](#) to view the current News Briefs.

[Click HERE](#) to view a full list of RAYAC member benefits.



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Board of Directors Summary

July 13, 2017

Action Items

- Directors approved the recommendation of an Ethics Hearing Panel.
- Directors appointed Martin Heaps to a five year term as a Legal Action Fund Trustee.
- Directors reviewed the Association's Financial Review and found there were no issues to address.

Reports

Directors received reports on:

- Board of Director candidates
- REALTOR.com
- Changes to New Member Orientation - New member orientation is now one day held 8:30 am-3:30 pm on the second Friday of each month.
- Bowl-a-thon is scheduled for August 17 at Suburban Bowlerama. (Click [HERE](#) for full details.)

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Membership News

New Members

Erin Aspito, Berkshire Hathaway (E)
Daniel Criswell, Bennett Williams
Teresa Forbes, Bell RE
Christian Johnson, Country Home RE
Chase McGowan, Keller Williams
 Keystone (Y)
Jessica Meehan, Coldwell
 Banker (YM)
Aaron Pendergast, Howard Hanna (Y)
Nolan Peterson, Keller Williams
 Keystone (G)
Sherrie Ritz, Keller Williams (Y)
Michael Rogers, Berkshire
 Hathaway (Balt)
Joey Royer, Howard Hanna (Y)
Amanda Sanders, Berkshire
 Hathaway (W)
Nicole Scarborough, Howard
 Hanna (Y)
Adam Schechtman, House Broker
 Realty
Rosemarie Youngblood, Berkshire
 Hathaway, (S)

New Affiliates

None

Affiliate Changes

None

Affiliate Drops

None

Membership Stats

(as of 7/20)

	2017	2016
Designated REALTORS	129	123
Primary REALTORS	887	932
Secondary REALTORS	60	
Pending Applicants	7	16
Total REALTORS	1083	1071
Affiliates	98	94
Total Members	1181	1165

Affiliate Members

Watch for expanded benefits, plus new advertising and sponsorship opportunities coming this month.

Member Changes

Dana Crum, Howard Hanna (Y)
David Furno, Jr., C21 Core Partners
Lee Garlin, Coldwell Banker (YM)
Tom Garlin, Coldwell Banker (YQ)
Becky Geldmacher, Berkshire
 Hathaway (D)
Andrew Kopp, C21 Core Partners
Tammy Rivera, ExecuHome
 Realty (H)
Elisha Sutherland, Yorktowne
 Property Shoppe

Member Drops

Anatoliy Brown
 Matthew Colgan
 Jennifer Ferrara
 Whitney Shaeffer

New Office/Brokerage

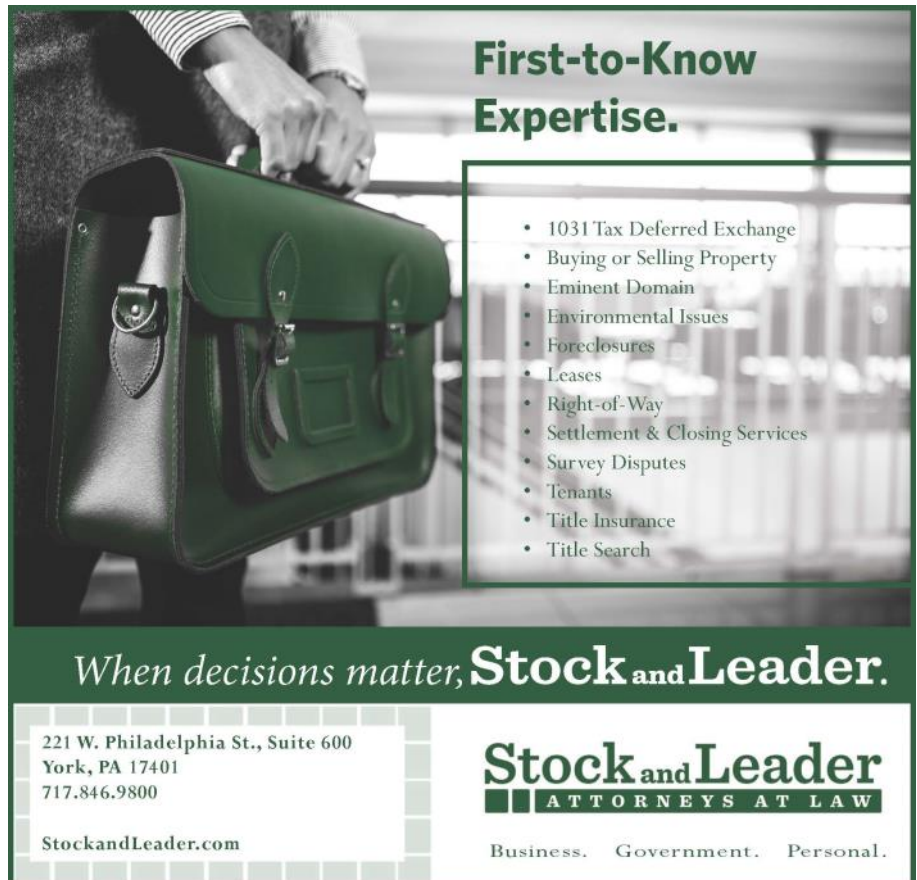
None

Office Changes

None

Office Drops

None



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- Foreclosures
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- Title Insurance
- Title Search

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2018 Board of Director Candidates

As voted on at the 2016 annual meeting, the Leadership Development Committee presented its slate of directors for member approval at the 2017 annual meeting. The slate should include four candidates; however, this year's slate consists of three candidates. There is one vacancy on the slate because no more than 50 percent of the board composition can be from one brokerage. The Leadership Development Committee will address the vacancy and make a recommendation to the Board of Directors at the January 2018 meeting as outlined in RAYAC's Bylaws.

Congratulations to the three candidates on the slate of directors:

Lisa Myers



Mary Price



John Wiga



Candidate profiles will appear in the September newsletter and on rayac.com so members can learn more about these candidates.

IDX Payment Deadline Reminder

REMINDER! Payment is due for IDX billing on August 7. If you have any questions, please contact Doug Clark at 717-843-7891 ext. 111 or doug@rayac.com.

Gen II Lockboxes Almost Gone

Going, going, GONE! RAYAC only has 10 used Gen II lockboxes available at the clearance price of \$30, plus tax!

When this supply is gone, we will only have the Bluetooth lockboxes in inventory to sell. The Bluetooth boxes are \$96, plus tax. ▶

If you have any questions, please contact Laura Bender at 717-843-7891 ext. 100 or laura@rayac.com or Doug Clark at 717-843-7891 ext. 111 or doug@rayac.com.



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Need RPR Help?

Check out this webinar from PAR on **Thursday, August 3** at 11:00 am.

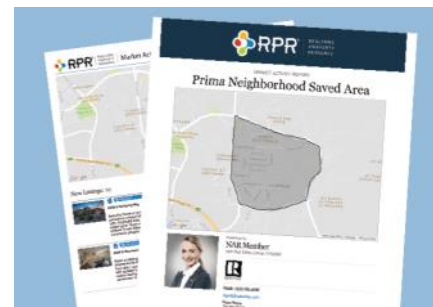
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Click this link to register - <https://register.gotowebinar.com/register/1930212834975625473>.



Show Demand for Any Neighborhood with the RPR Market Activity Report

When your clients or prospects are interested in tracking a neighborhood's activity, the RPR Market Activity report is an ideal option. First, it's flexible and can be generated on any geography, even areas drawn using the RPR map. And the report itself includes changes in a local real estate market based on listing information and MLS data. The Market Activity report can include active, pending, sold, expired, distressed, new for lease, and recently leased properties, as well as recent price changes and upcoming open houses for a period of up to six months.



Here is the process of creating a Market Activity report for a specific neighborhood we draw. For this example, we are interested in showcasing New, Pending, and Recently Sold Listings, as well as Price Changes. We will only include single family residences, and will include the previous three months of activity.

Market Activity How-To

1. Visit RPR at narrpr.com
2. From the search box, select *Market Activity*
3. Type the area name: City, Zip or Neighborhood name
4. Choose *Show: Changes in the Last 3 Months*
5. Select *Advanced*
6. Now deselect all property types except *Single Family Residence*
7. Choose *Search*

Drawing Custom Area Using Maps

1. Confirm that you have Map View open
2. Using the map navigation, zoom and pan to clearly show the subject neighborhood
3. Above the map in *Map Tool*, select the *Polygon* tool
4. Now click on the map to drop points for your shape. When you connect the last point, a prompt to save or search appears. *TIP: If you'll be running this report regularly, save the shape to recall later.*
5. Choose *Search*
6. Now choose *Create a Report*

Generating the Market Activity Report

1. Select *Market Activity Report*
2. Select *More Details*
3. Confirm the report elements
4. Personalize your report
5. Choose a delivery method: *Download or Email.*

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Save \$\$\$ on Your Real Estate CE



The SMARTPASS is for sale on the [RAYAC Member Portal](#) under the "EVENTS" section for \$125. SMARTPASS holders will save \$35 on their mandatory 14 hours of CE, AND are eligible to take additional 3.5 hour and 7 hour CE classes between 9/1/17 and 5/31/18 at no extra cost. The more classes you take, the more you save!

Click [HERE](#) for additional SMARTPASS details.

Sign Up for the Certified Negotiation Expert II Designation Class

September 19 & 20

8:30 am - 5:00 pm at RAYAC

The class is offered in partnership with the Real Estate Negotiation Institute (RENI). Register through the RENI website [HERE](#).

Coming up ... StraightTALK: Legal Truth with Peter Ruth

September 27

11:30 am - 1:30 pm

\$10 includes light lunch

Peter Ruth, RAYAC's legal counsel, will share with you the hot topics burning up RAYAC's legal hotline. There will also be a Q&A session to get your real estate legal questions answered.

Click [HERE](#) to register (under events).



Next Pre-Licensing Class at RAYAC

Real Estate Practice

Starts Monday, August 7

6:00 - 9:30 pm

For more details, click [HERE](#).

Contact Stephanie Kennedy at 717-845-3487 or stephanie@rayac.com with any education questions.

BECOME A SUPERHERO?



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THURSDAY, AUGUST 17

5:00 P.M. REGISTRATION

6:00-8:00 P.M. BOWLING

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See event flyer on rayac.com.
Contact Shanna Terroso
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Tony Thomas, '17, York City Savvy, CB Residential Brokerage,
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Cheryl Yerger, '19, ABR,
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Thirsty Thursday Recap & YPN Corn Hole Tournament

Thank you to our host:
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The 50/50 winner was Jay Schmitt, who generously donated his winnings back to the RAYAC Foundation. Thank you, Jay! \$183 was raised for the foundation to help housing-related charities in York & Adams Counties and the Robert Murphy Disaster Relief Fund.



Sixteen teams were pared down to two. Shown are the championship round corn hole competitors - Jay Schmitt, Erik Neil, Dave Monsour and Jeremiah Good.

Thank you to the 16 teams who participated in the YPN Corn Hole Tournament and congratulations to the winning team of Jeremiah Good from GMH Mortgage and his corn hole partner Erik Neil!

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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

RAYAC Foundation Works Toward \$50,000 Goal

We Need YOUR Help!

Thanks to our generous RAYAC and community members, we are working our way toward our \$50,000 goal in 2017.

To date we raised over \$34,000 from:

- Spring Fling
- Golf Outing
- Shred Event donations
- 50/50 raffles at events



There are two more fund raisers planned for the year. Join the fun!

- **Annual Bowl-a-thon** - August 18 at Suburban Bowlerama. *It's going to be a FUN event with a superhero theme!* See page 9 for more details or see the full event flyer on rayac.com.
- **NEW! Designer Bag Bingo** - November 11 at Dover Community Building. *Great chance to win beautiful designer handbags. More details coming soon.*

The RAYAC Foundation would like to thank all of the volunteers who work tirelessly to make these events a success. Special thanks also go to all of the sponsors and participants who generously support the foundation. What a great partnership to help others in need!

Last year we awarded over \$40,000 to 16 housing-related charities in York & Adams Counties, but our grant requests totaled over \$110,000! There were so many projects that needed funding. That's why we're asking each RAYAC member to make a donation.

Look for a letter in your mailbox soon. Any amount will help! Whether it's \$5 or \$500, 100% of your donation goes to help our wonderful community partners who provide vital housing services to men, women and children in need.

Last year we funded air conditioning units, a new kitchen floor, updated bathrooms, playground improvements, and more for homeless shelters, domestic abuse shelters, children's homes and other amazing non-profit organizations.

Please help us make a real difference in our communities this year! If you have any questions, feel free to contact 2017 RAYAC Foundation President Paula Musselman or staff liaison Beth Izzo.

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Practicing Professionalism

Case #1-12: Presentation of Subsequent Offers After an Offer to Purchase Had Been Accepted by the Seller (Adopted November, 1987 as Case #7-16. Transferred to Article 1 November, 1994.)

Realtor® A, the listing broker, presented an offer to purchase to his client, Seller X, which was \$20,000 less than the property's listed price. The property had been on the market for several months and had not generated much interest. In his presentation, Realtor® A told Seller X that, in his opinion, the offer was a good one and Seller X should consider accepting it. "With interest rates on their way up again," said Realtor® A, "properties are just not moving the way they did six months ago." Seller X decided to accept the offer and the transaction closed. Several months after the sale, Seller X filed a complaint against Realtor® A alleging a violation of Article 1, as interpreted by Standard of Practice 1-7. It had come to Seller X's attention that a second offer had been made on the property after Seller X had accepted the first offer but prior to closing. This second offer, alleged Seller X, had not been submitted to him by Realtor® A and was for \$2,500 more than the first offer. Seller X's complaint stated that by not presenting the second offer to him, Realtor® A had not acted in his (the seller's) best interest, as required by Article 1.

At the hearing, Realtor® A produced a copy of the listing contract, which contained a provision reading: "Seller agrees that Broker's responsibility to present offers to purchase to Seller for his consideration terminates with Seller's acceptance of an offer." Realtor® A told the Hearing Panel that he had explained this provision to Seller X at the listing presentation and that Seller X had agreed to it, as indicated by Seller X's signature on the listing contract.

Seller X admitted that he had understood and agreed to the provision at the time he listed the property, but he felt that Realtor® A should have advised him of the second, higher offer nonetheless.

The Hearing Panel found Realtor® A not in violation of Article 1. In their decision, the panel noted that Realtor® A had explained the contract provision relieving him of the obligation to submit subsequent offers to Seller X; that Seller X had agreed to the provision and had signed the listing contract; and that, while it was unfortunate that Seller X had received less than full price for the property, Realtor® A had fulfilled his obligations under the listing contract once the first offer to purchase had been accepted by Seller X.

Here's a HOT deal for

 **AUGUST** 

RAYAC Store Promo

Anyone who spends \$10 or more
will be entered to
win a Realtor® clip pad.



\$15 value!

Protecting Your Investment

Buying or Selling - Knowing the
Condition of Your Home
is a Wise Decision!

Our home inspection business has been
providing services for 16 years.

Services provided are:

- General or pre-sale inspections
- Wood destroying insect inspections
- Septic inspections, pump & well, water analysis, radon testing and FHA.

Convenient scheduling and same day
emailed reports.



Contact:
Duane "Silver" Wilson
717-577-8740

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

Fax
(717) 854-0720

Association Staff

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Director of Professional
Development
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Deb Kottmyer
Clerk (PT)
deb@rayac.com

Save the DATE!

RAYAC Annual Meeting

Wednesday, October 4

9:00 am

Wyndham Garden, York

featuring keynote speaker

David Knox

David Knox is an internationally recognized authority on real estate pricing, selling and negotiating.



"After I Go The Extra Mile I Sleep Well At Night"

Serving all of York County, Lancaster County, Lebanon County, Berks County, Reading, and Surrounding Areas

We provide the following services:

- Whole House Inspections
- Radon Testing
- WDO (Wood Destroying Organisms) - Commercial/Residential Application Certification
- New Construction Inspections
- 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
or visit our website at www.extramilehomeinspections.net



EXTRA MILE Home Inspections is HVAC Certified.



June 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	57	\$12,353,595	\$216,730	\$189,900
Dallastown	66	\$13,934,245	\$211,125	\$196,442
Dover	42	\$6,993,614	\$166,515	\$148,250
Eastern	19	\$3,393,400	\$178,600	\$170,000
Hanover	22	\$2,992,480	\$136,022	\$134,900
Northeastern	47	\$8,480,926	\$180,445	\$175,000
Northern	20	\$4,253,707	\$221,418	\$219,900
Red Lion	55	\$10,330,721	\$187,831	\$179,900
South Eastern	24	\$5,489,057	\$228,711	\$236,950
South Western	55	\$13,070,374	\$237,643	\$220,000
Southern	29	\$7,020,249	\$242,078	\$230,000
Spring Grove	43	\$8,599,871	\$199,997	\$191,700
West Shore	40	\$8,787,630	\$225,518	\$202,350
West York	32	\$4,918,790	\$153,712	\$139,950
York City	46	\$3,477,175	\$75,591	\$67,450
York Suburban	43	\$8,240,535	\$191,640	\$53,000
York Total	640	\$122,336,369	\$190.362	\$178,500
Adams County				
Bermudian Springs	11	\$2,117,192	\$192,533	\$170,000
Conewago Valley	32	\$5,664,700	\$177,022	\$168,510
Fairfield	7	\$1,598,900	\$228,414	\$235,000
Gettysburg	26	\$6,083,140	\$233,967	\$212,450
Littlestown	19	\$3,538,544	\$186,239	\$187,000
Upper Adams	8	\$1,584,979	\$198,122	\$198,000
Adams Total	103	\$20,588,122	\$199,885	\$187,000

York County MLS Statistics Monthly Comparison

YORK CO. Monthly Comparison	6/16 TOTAL	6/17 TOTAL	16-17 % CHANGE	6/16 MEDIAN SOLD PRICE	6/17 MEDIAN SOLD PRICE	16-17 % CHANGE	6/16 AVG. SOLD PRICE	6/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	601	640	6%	\$174,900	\$178,500	2%	\$189,823	\$190,362	0%
Co-broke	467	501	7%	\$175,000	\$178,300	2%	\$189,933	\$186,879	-2%
In house	134	139	4%	\$167,750	\$179,900	7%	\$189,442	\$203,054	7%
New	857	898	5%			Active	1,934	1,714	-11%

York County MLS Statistics Year to Date Comparison

YORK CO. Year to Date Comparison	1-6/16 TOTAL	1-6/17 TOTAL	16-17 % CHANGE	1-6/16 MEDIAN SOLD PRICE	1-6/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1-6/16 AVG. SOLD PRICE	1-6/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	2,634	2,779	6%	\$155,000	\$162,500	5%	\$169,163	\$176,998	5%
Co-broke	2,025	2,174	7%	\$155,400	\$162,750	5%	\$169,073	\$176,004	4%
In house	609	605	0%	\$154,500	\$160,000	4%	\$169,464	\$180,572	7%

Adams County MLS Statistics Monthly Comparison

ADAMS CO. Monthly Comparison	6/16 TOTAL	6/17 TOTAL	16-17 % CHANGE	6/16 MEDIAN SOLD PRICE	6/17 MEDIAN SOLD PRICE	16-17 % CHANGE	6/16 AVG. SOLD PRICE	6/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	137	103	-25%	\$179,000	\$187,000	4%	\$190,847	\$199,885	5%
Co-broke	101	85	-16%	\$190,000	\$185,000	-3%	\$199,504	\$196,736	-1%
In house	36	18	-50%	\$157,137	\$214,450	36%	\$166,558	\$214,754	29%
New	230	187	-19%			Active	592	434	-27%

Adams County MLS Statistics Year to Date Comparison

ADAMS CO. Year to Date Comparison	1-6/16 TOTAL	1-6/17 TOTAL	16-17 % CHANGE	1-6/16 MEDIAN SOLD PRICE	1-6/17 MEDIAN SOLD PRICE	16-17 % CHANGE	1-6/16 AVG. SOLD PRICE	1-6/17 AVG. SOLD PRICE	16-17 % CHANGE
Total sold/settle	537	531	-1%	\$170,000	\$170,000	0%	\$180,931	\$188,888	4%
Co-broke	384	389	1%	\$172,000	\$175,250	2%	\$183,519	\$193,519	5%
In house	153	142	-7%	\$160,930	\$159,900	0%	\$174,434	\$176,202	1%

Master the MLS with FREE Paragon Training

MLS Contact Management

Wednesday, August 2 - 11:00 am

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 Comparative Market Analysis

Thursday, August 17 - 10:00 am

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.

Intro to Paragon

Wednesday, August 23 - 10:00 am

Register [online](#) (under events tab) to sign up for any of these classes.

Do you know where to look if your listing is not appearing on your website or realtor.com?

Did you know?

(3)	VOW Include	Yes ▾
(4)	VOW Address	Yes ▾
(5)	VOW AVM	No ▾
(1)	VOW Comment	No ▾
(120)	IDX Include	Yes ▾

The determining field for IDX (Internet Data Exchange) is the IDX Include YES/NO. If the IDX Include = "NO" then the listing does not get included in any of the data feeds.

When entering or putting a listing in the ACTIVE-HOLD Don't Show status the IDX Include automatically is turned to "NO". This means that when a listing is put back into the Active Market status from a HOLD status the IDX Include needs to also be updated and changed back to "YES".

Regarding Zillow and Trulia – if your listing is not appearing on either of these sites the first place to check is also this area of listing maintenance. You will want to make sure that IDX Include = YES and also that VOW AVM = YES. Zillow will not post a listing that has VOW AVM = NO.

And, as always don't hesitate to contact Rhonda by email Rhonda@RAYAC.com or by phone 717-843-2122 if you have any questions.

ZipLogix to Debut New User Interface

On Wednesday, August 9, [ZipLogix](#) will unveil a new user interface for its ZipForms software. The new interface will feature a more modern, icon-based look that is designed to help streamline users' workflow. View instructional videos available on ZipLogix's [YouTube](#) channel.

Homesnap App

RAYAC's MLS data will soon begin showing on Homesnap, the app that Bright MLS will be using for its mobile access. You will soon be able to view RAYAC listings on the app, as well as TREND, MRIS, Greater Harrisburg, Lancaster and Lebanon data.

Stay tuned for details. You will receive an email on when the data is live and how to get training for this great tool. Visit the [Homesnap website](#).



REALTORS®
Conference & Expo
Global Reach, Local Focus
November 3-6, 2017 • Chicago, IL

The Sky's the Limit at this annual four-day event. It includes:

- **100 education sessions**, featuring nationally recognized speakers and industry experts, who discuss timely topics and critical issues of value to REALTORS®.
- Meet 23-time gold medalist **Michael Phelps** who will address the group at the general session.
- **Sal Giunta**, Medal of Honor recipient, shared his heroic tale during the inspirational program.
- Attend the celebrity concert featuring **John Fogarty**.
- **400+ industry vendors** at the expo, which present the latest innovative tools just for real estate professionals.
- **Unlimited networking and referral-building opportunities**, including special events, networking lounges and the expo show floor.

Get complete details [HERE](#).

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Thank You RPAC Leaders!

THANK YOU to everyone who contributed **\$22,983** toward the 2017 goal of \$30,000! Special thanks to these RPAC leaders.

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Patricia Carey

Governor's Club

(\$500-\$999.99)

Steve Brown

Capitol Club (\$250-\$499.99)

Bob Aldinger Dolly Bailey
Christine Barrick Lee Garlin
Sue Pindle Ken Worley

\$99 Club (\$99-\$249.99)

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Dianne Redding	Susanne Reed
Brenda Riddle	Jill Romine
Sherri Rose	Ross Stanard
Sam Stein	Kayla Sterling
Roxanne Stevens	Amanda Stiles
John Swords	Jason VanDyke
Richard Vangel	Donna Walker
Lori Walker	Shelley Walter
John Wiga	Petula Yingling

Legislative Link

Realtors®, House Financial Services Committee Reach Agreement to Move Key Flood Insurance Legislation Forward

The National Association of Realtors® announced on July 20 that significant improvements to the “21st Century Flood Reform Act,” key legislation aimed at [strengthening and reauthorizing](#) the National Flood Insurance Program, have cleared the way for endorsement of the bill. Among the changes, Realtors® support the House Financial Services Committee’s commitment to retaining “grandfathering” – a policy that protects homeowners from significant rate increases when a flood map changes.

The most recent draft will also limit proposed increases to fees and rate hikes that policyholders faced under previous iterations of the legislation. [Earlier versions of the legislation](#) included more dramatic cost increases for homeowners and eliminated grandfathering protections beginning in 2021.

NAR President William E. Brown, a second-generation Realtor® from Alamo, California and founder of Investment Properties, thanked the committee for working with Realtors® to strengthen the bill and announced NAR’s support for it:

“House Financial Services Committee Chairman Jeb Hensarling (R-Texas), as well as Subcommittee on Housing and Insurance Chairman Sean Duffy (R-Wis.), deserve high praise for working with Realtors® to improve this legislation. The changes to the 21st Century Flood Reform Act will help give certainty to homeowners who have brought their property to code and have done their part to protect it against flood risk. It’s a fair and reasonable approach that recognizes the need for accessible, affordable flood insurance, while taking us one step closer towards reauthorization.

“This legislation protects taxpayers, as well as homeowners, which is no easy task. The September 30 reauthorization deadline still looms in front of us, and Realtors® are eager to see this legislation progress quickly. Leaders on both sides of the aisle are well aware that this issue touches 22,000 communities – in every state, both coastal and inland. We’re grateful for the committee’s support and look forward to their continued efforts on behalf of homeowners.”

The National Association of Realtors®, “The Voice for Real Estate,” is America’s largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.

*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.

RAYAC Upcoming Events

Something for everyone!

AUGUST

17 Bowlathon at Suburban Bowlerama

Gather friends, family or colleagues to form a team! This is a fun night with a superhero theme to benefit the RAYAC Foundation.

SEPTEMBER

27 StraightTALK - Legal Truth with Peter Ruth*

OCTOBER

4 Annual Meeting featuring keynote speaker David Knox.

18 StraightTALK - Intro to John Maxwell RAYAC Book Club*

19 Paint Night* - Enjoy a relaxing evening painting with friends. ►



NOVEMBER

2 Homeless Outreach Project - We will be collecting donations again this year to help homeless individuals for our REALTORS Reach Out Project. Check with your office on specific donation requests.

11 Designer Bag Bingo - Chance to win beautiful designer handbags while raising money for the RAYAC Foundation.

14 StraightTALK - YPN Masterminds session*

DECEMBER

9 NYC Bus Trip* - Enjoy a day in the Big Apple to shop, sightsee, see a Broadway show and more. Seating is limited so reserve your space today!

For details, call RAYAC 717-843-7891 or visit www.rayac.com
Register for events noted with * online - <https://mdweb.mmsi2.com/york/>

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 pg. 18
[Stock and Leader](#) - ad pg. 5

Builders

High Performance Homes
Merani Construction
York Builders Association

Home Improvement/Repairs

AdvantaClean-Lower Susquehanna
Basement Waterproofing Solution
Bleecker St. Development
C.A.R.E. Property Services
Dale Miller & Son Septic
Nicmar Water
S.W.A.T. Environmental of PA
The Bathtub Doctor

Home Warranties

First American Home Warranty

Inspectors

Absolute Radon Mitigation LLC
All Pro Inspections
Allied Home Inspections Inc
American Property Examiners - ad
pg. 13
Amerispec Home Inspection
BH Home Inspection
Central Penn Radon Inc
[Extra Mile Home Inspection](#) - pg. 15
George Forney Home Inspection
Gettysburg Home Inspection
GRW Home Inspection LLC
Home Land Septic Consulting
Homechek Inc
Homepro Home Inspections
HomeRite Inspections
[HouseMaster Home Inspections](#) - ad
pg. 6

Inspectors continued

Mason Dixon Home Inspection
New Leaf Home Inspection
Pillar to Post Home Inspection
Pillar to Post Inspections
Precision Inspections & Radon
Real Services Inc
Rife Home Inspections
S.A.F.E. Inspection Services
The Mitigator
The Property Examiners
The Virtus Group LLC
Top Dawg Inspections
Trimmer Home Inspections
Visionspec Home Inspection

Insurance Companies

The Glatfelter Agency

Lenders

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Bay Capital Mortgage Corp
BB&T Mortgage
Caliber Home Loans
Citizens Bank
Fidelis Mortgage Corporation
First Alliance Home Mortgage
First Capital Federal Credit Union
First National Bank
Freedmont Mortgage Funding
[Fulton Mortgage Company](#) - ad pg. 7
GMH Mortgage Services LLC
Heritage Valley Federal Credit
Union
Home Point Financial
[Homebridge Financial Services](#) - ad
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Homesale Mortgage, LLC
M & T Bank Mortgage Division
Members 1st Credit Union
Mortgage Network

Lenders continued

Movement Mortgage
Peoplesbank, A Codorus Valley Co
[PrimeLending](#) - ad pg. 12
[Residential Mortgage Services](#) - ad pg. 3
Santander Bank
Union Community Bank
Union Home Mortgage
Wells Fargo Home Mortgage
[York Traditions Bank](#) - ad pg. 4

Media, Marketing & Photography

360 Tour Designs Southern PA
Atlas Rubber Stamp & Printing
Media One PA
Real Estate Exposures
Remembrances by Kevin Photography

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All American Termite/Pest Control
Lynn Pest Management

Surveyors/Engineers

Gordon L Brown & Assoc., Inc.

Title/Settlement Co.

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Anchor Abstracting Co. Inc.
Community Settlement LLC
Complete Closing Services
Even Par Settlement Services
Guardian Transfer Corp.
Homesale Settlement Services
Lakeside Title Company
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Preferred Service Settlements
Quality Service Settlements
Real Estate Settlement Co
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