

# RAYAC Connection

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*Celebrating RAYAC's 20th Anniversary*

## RAYAC Annual Meeting

*Wednesday, October 4, 2017*

### Wyndham Garden York

2000 Loucks Road, York PA 17408

8:00 am - registration

8:45 am - group REALTOR pride photo  
*Wear your REALTOR blue!*

9:00 am - breakfast, business meeting with election of 2018 Board of Directors, and dynamic keynote presentation from national speaker **David Knox**.

Registration is FREE; however, no shows will be charged \$25.

[Click HERE](#) to register by September 27.



Check out RAYAC's new and improved, mobile-friendly website!

[rayac.com](http://rayac.com)

## September

- 4 RAYAC office closed - Labor Day
- 5 Hands on Helpers Committee, 9:30 am
- 5 Bab Bingo Task Force, 2:00 pm
- 7 Program Social Committee, 8:30 am
- 7 DR/Manager meeting , 2:00 pm
- 8 New Member Orientation, 8:30 am
- 11-13 PAR Business meetings, Harrisburg
- 11 Housing stats released
- 11 Pre-licensing class: RE Fundamentals begins, 6:00 pm
- 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
- 18 Bright MLS training, time TBA
- 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 Big Bright Event with Bright MLS training and vendor expo, Heritage Hills, York, times TBA

## October

- 3 Hands on Helpers Committee, 9:30 am
- 4 RAYAC Annual Meeting, Wyndham Garden, York - 8:00 am registration, 8:45 am group Realtor pride photo, 9:00 am, meeting begins
- 5 Program Social Committee, 9:00 am
- 5 Bright MLS training, time TBA
- 9 Pre-licensing class: RE Practice begins, 6:00 pm
- 10 Housing stats released
- 10 Member Communications Committee, 9:30 am
- 10 Education Committee, 11:00 am
- 10 Community Relations Committee, 1:00 pm
- 11 CE/COE: Keep Calm & Follow the Rules, 8:30 am
- 12 Bright MLS training, time TBA
- 12 Board of Directors, 9:00 am
- 13 New Member Orientation, 8:30 am
- 16 Bright MLS training, time TBA
- 17 Broker course: Real Estate Law begins, 8:30 am
- 18 StraightTALK: John Maxwell Book Club, 10:00 am
- 19 Paragon freeze date
- 19 Broker course: Real Estate Law, 8:30 am
- 19 Paint Night, 4:30 pm, Pinots Palette, York

**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

# Realtors® on the Run!

by Shanna Terroso, RCE, e-PRO

I am creating a new ad-hoc group called “Realtors® on the Run!” Will you join me?

The idea is all about gathering my Realtor® friends together for a little fitness and a little fun while supporting our local communities. Each month I will be selecting a 5k race that I will be running in and encouraging all of my RAYAC friends who want to join me to sign up. You don’t need to be a runner to participate. All of the races I will choose will be a Run/Walk. At each race I will take a picture of all of our participants to share on social media. The idea is to encourage more of our RAYAC members to get moving and let’s face it, fitness is always more fun when it is with a group of friends.

To go along with this concept I have also created an awesome t-shirt that you can order and wear to show your Realtor® pride during the races. You can purchase the t-shirt at <https://www.customink.com/g/kcu0-00b4-dcm7>.

I’m kicking off the Realtors® on the Run event this October. I will actually be participating in two 5k races because two of our RAYAC offices are coordinating races.

The first race will be on Saturday, October 7<sup>th</sup> at 9:00 a.m. This is the Run 4 the Sun race dedicated to children with cancer. The race will start at the Berkshire Homesale Realty office at 1680 Kenneth Road in York. You can get a RAYAC team discount if you register by September 7<sup>th</sup>. It’s only \$20 and includes a Run 4 the Sun t-shirt. You can register online for this race at <https://www.homesale.com/run-4-the-sun/register> and use the promo code RAYAC for the discount.

The second race will be on Saturday, October 14<sup>th</sup> at 9:00 a.m. This the Heritage/ERA Preferred Properties Race that benefits MDA. The race will be held at the Hillside Medical Center at 250 Fame Ave., Hanover. Please contact me for the registration brochure for this race.

The plan is to register for any race you would like to participate in with me, buy a t-shirt if you like and we can get fit together! I am also adding in a personal bonus. If you participate in 10 or more races from now until December of 2018, I will give you a Realtor® water bottle as a thank you.

*Hope to you see you in sneakers soon!*



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# Board of Directors Summary

August 10, 2017

## Action Items

- Directors approved a recommendation from the Lockbox Task Force to proceed with a lockbox conversion/exchange in December to upgrade to the Bluetooth boxes.
- Directors approved a recommendation from the Leadership Development Committee outlining new criteria for the various awards presented by the association and to add a new award, Young Professional of the Year, to encourage younger members to participate with RAYAC.

## Reports

Directors received a report from the Community Relations Committee with updates on the Let a Realtor Light the Way digital marketing campaign and from Board liaisons on the Education, Hands on Helpers, Golf Outing, Affiliate, RAYAC Foundation, YPN, Community Relations, Program Social, Building Task Force and RPAC committees.

# Important DR/Manager Meeting

**Thurs., Sept. 7**

**2:00 p.m.**

**RAYAC**

Valerie Stephan from Bright MLS will be attending the meeting to share updates for managers on the MLS transition, plus there will be other important topics discussed.

**Please RSVP as seating is limited. Call 717-843-7891.**

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# Membership News

## New Members

**Dana Beck**, House Broker Realty  
**Jeremy Christian**, Tri Corner Realty  
**Randell Jackson**, McCallister & Myers  
**Gregory Jean**, York H-G Properties  
**Creelyn Kinard**, Cavalry Realty  
**David Leister**, Berkshire Hathaway (W)  
**Laury O'Neill**, Keller Williams Keystone (Y)  
**Nada Seidon**, Keller Williams Keystone (Y)  
**Blake Shaffer**, Bennett Williams Realty  
**Allyson Smith**, Berkshire Hathaway (G)  
**Colleen Wildasin**, House Broker Realty  
**Michael Wildasin**, House Broker Realty  
**Justin Willits**, Bennett Williams Realty

## Member Changes

**Carmen Banzaca**, Howard Hanna (Y)  
**Brett Barrett**, ExecuHome Realty (H)  
**Anatoliy Brown**, American Eagle  
**Jackie Dodson**, Berkshire Hathaway (CD)  
**Gloria Harbold**, New Beginnings  
**Steven Kohler**, Berkshire Hathaway (W)  
**Kenneth Lenhart Jr.**, Southern Management Rentals  
**Dylan Madsen**, Coldwell Banker (Westminster)  
**Patricia Nolan**, ExecuHome Realty (H)  
**Julia Pierce**, House Broker Realty  
**Barbara Roberts**, Riley & Associates  
**Eugene Shaffer Jr.**, Elite Property Management  
**Patrick Stambaugh**, New Beginnings  
**John Streving**, New Beginnings  
**Elisha Sutherland**, Yorktowne Property Shoppe

## Member Drops

Jessica Carson  
 Jacob Coy  
 Jennifer Faure  
 Patricia Manalli-Seitz

## New Office/Brokerage

None

## Office Changes

None

## Office Drops

People's Choice Realty LLC

## New Affiliates

**Supreme Lending**  
 3413C Concord Road  
 York, PA 17402  
 Phone: 717-599-0556  
 Fax: 717-714-2214  
 Ryan Scott  
 Ryan.scott@supremelending.com

## Affiliate Changes

None

## Affiliate Drops

None

## Membership Stats

(as of 8/20)

|                     | <u>2017</u> | <u>2016</u> |
|---------------------|-------------|-------------|
| Designated REALTORS | 128         | 126         |
| Primary REALTORS    | 902         | 961         |
| Secondary REALTORS  | 60          |             |
| Pending Applicants  | 14          | 23          |
| Total REALTORS      | 1104        | 1110        |
| Affiliates          | 99          | 93          |
| Total Members       | 1203        | 1203        |

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# Meet the 2018 Board 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.

## **Lisa Myers, Coldwell Banker**

Realtor®, would love to get designations over the next 5 years

*On what RAYAC committees or task forces have you served?* Three terms on Golf Committee, Lockbox Committee and Bowl-a-thon Committee

*What did you do professionally before real estate?* Estate planning and insurance family business

*Family* – Son Zachary Merisotis (25), Daughter Zoe Hoover (23) and Daughter Zhara Merisotis (15)

*Community service* – I used to be very active with Jaycee's when I was in my 20's, at church, just moved in September so looking to get active in community service.

*Name one thing people would be surprised to know about you.* That I ran a family business for 18 years.

*Why do you think someone should vote for you to be on the Board of Directors?* I know the market and many of the agents in York and Adams Counties.

*What issues or programs would you like to see implemented or amended by the Board of Directors?* Bright MLS. I would like to see more Broker classes and/or designation classes.

*What are the critical issues facing the real estate industry?* Zillow trying to by-pass agents. That's why we need to support RPAC with issues to support our industry.

## **Mary Price, Berkshire Hathaway**

Associate Broker, GRI, e-Pro

*On what RAYAC committees or task forces have you served?* Board of Directors, MLS and Habitat

*What did you do professionally before real estate?* Restaurant Manager. My Father was the original owner/operator of McDonald's in Hanover Gettysburg & New Oxford.

*Family* – Married with 2 grown daughters, a stepson, and 7 grandchildren

*Community service* – Volunteer at my church and work-related fund raisers.

*Name one thing people would be surprised to know about you.* I live on a cattle farm near Codorus State Park.

*Continued on next page.*



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*Continued from previous page.*

*Why do you think someone should vote for you to be on the Board of Directors?* I have 30+ years selling experience and 20+ years managerial experience in real estate. I will bring both viewpoints to the table.

*What issues or programs would you like to see implemented or amended by the Board of Directors?* Take important issues to the general membership.

*What are the critical issues facing the real estate industry?* Communication. Our agents and customers are being challenged daily to cypher through multi forms of communication. As agents, we must become more savvy at interpreting information and stream line it to our customers.

## **John P. Wiga, RE/MAX Patriots**

Associate Broker, GRI

*On what RAYAC committees or task forces have you served?*

Forms Committee – I was part of the team that introduced using PAR forms to RAYAC thereby eliminating the need for custom documents as well as joining the rest of Pennsylvania in using PAR forms.

Grievance Committee – currently serving



*What did you do professionally before real estate?* Construction Contractor

*Family* – Wife, Paula who has worked with me in real estate for the past 24 years; son, John J. Wiga who is a licensed Realtor® working with Square Realty & Property Management as a Property Manager; daughter, Courtney with husband Kraig Reinhold; son, John Kreuer with wife Samantha, 4 grandchildren, Kolton, Kendyl, Greyson, Carson and a grandson, Klayton, on the way.

*Community service*

Served on the Leadership Team, Finance Team, Men’s Ministry, Security Team and Usher Team at my church of 25 years, Gateway Church International in Hellam.

Served on the Board of Directors for The Father’s Workshop, a non-profit organization that provided opportunities for fathers, newly released from prison, to be reintroduced into the family environment.

*Name one thing people would be surprised to know about you.* We took a tour through shark alley in Cape Town, South Africa.

*Why do you think someone should vote for you to be on the Board of Directors?* I am a team player and can contribute in moving an organization forward. With 24 years of real estate experience in south central Pennsylvania, I know what it takes to successfully run a real estate business by passing on to others what has been invested in me.

*What issues or programs would you like to see implemented or amended by the Board of Directors?* I have a passion to see the successful merger of our MLS with the larger MLS consolidation. I believe that this will allow us to serve our clients better by erasing perceived boundaries, but also position the Realtor® community to compete with our ever-growing internet competition.

*What are the critical issues facing the real estate industry?*

Realtor® safety continues to be a critical issue that grows ever more serious with each day.

Condo and Home Owner Associations that place an undue burden on the homeowners as they try to market their homes for sale.

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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.

## Fall 2017/Spring 2018 CE Schedule

We purposely kept the fall CE schedule light so you had plenty of time to attend training for the new Bright MLS system, but check out these great upcoming CE topics! The entire class schedule will be on our [website](#) soon.

Real Estate Essentials (*New Licensee Required Course*)

Juggling 101: Surviving the Circus Act

Residential Real Estate 101 (*New Licensee Required Course*)

Cyber Threats, Liability and Security: Would You Like to Play a Game?

Pennsylvania Real Estate Transactions: Disclosures, Contracts and Addendums

Universal Design, Smart Houses and You

Smart Growth for the 21st Century

Commercial Real Estate 101 (*New Licensee Required Course*)

It's Not a Big Deal ... Until It Is

Market Like a Rock Star on a Roadie's Budget

The REALTORS® Essential Technology Tool Box

Mysteries, Myths and Screw-Ups

Inspections & Contingencies: Delving Into Things

Why Do Appraisers Do What They Do?

Risk & Representation

15 Things Real Estate Licensees Should Not Do

Drilling Down With RPR

RPR Data and Investors

WIIFM: Finding the Middle Ground

When Good Agents Go Bad

Commercial Forms & Foibles: Uses, Abuses, and Mistakes



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## Sharpen Your Negotiation Skills!

*Sign Up for the Certified Negotiation Expert II Designation Class*

**September 19 & 20**

8:30 am - 5:00 pm at RAYAC

15 hrs. PA Real Estate CE & 1 PA Elective Broker Course

*Instructor: Mike Walker*



- ❖ Achieve better results and protection for your clients.
- ❖ Learn advanced negotiation techniques for buyer's agents and master email negotiations in real estate.

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

## ***StraightTALK...*** Introduction to the RAYAC Book Club

**October 18**

10:00 am at RAYAC

FREE

Come hear Dolly Bailey and Adam McCallister talk about RAYAC's new book club and the author, John Maxwell, and his motivational books. You'll get to learn about the first book we'll be reading and how it can improve both your personal and professional life. Click [HERE](#) for more information.



Like what you hear at this introduction session? Then register for the 5-day Book Club event.

## **Next Pre-Licensing Class at RAYAC**

**Real Estate Fundamentals**

**Starts Monday, September 11**

6:00 - 9:30 pm

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

Contact Stephanie Kennedy at 717-845-3487 or [stephanie@rayac.com](mailto:stephanie@rayac.com) with any education questions.

# 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](mailto:stephanie@rayac.com) or 717-843-7891 X109.

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

## 2017 Schedule

| Date                     | Time                          | Location  | Cost                           |
|--------------------------|-------------------------------|---|--------------------------------|
| <del>March 8, 2017</del> | <del>8:30 AM – 12:00 PM</del> | <del>Wyndham Garden, York</del>                             | <del>\$40</del>                |
| October 11, 2017         | 8:30 AM – 12:00 PM            | RAYAC Classroom   | \$40 <b>Waiting list only!</b> |
| November 15, 2017        | 1:00 PM – 4:30 PM             | Southeastern Adams Volunteer<br>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<br>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 |

# Bluetooth Lockboxes Available at RAYAC

RAYAC is sold out of the Gen I and II boxes and is only selling the SentiLock Bluetooth lockboxes now. The Bluetooth boxes are \$96, plus tax.

As announced in August, RAYAC will have a SentiLock lockbox upgrade and exchange in early December 2017. Representatives from SentiLock will come to the RAYAC office to meet with Brokers, Managers, Agents and Appraisers who have Gen I, Gen II and Next Gen lockboxes assigned to them that have been used since January 1, 2016. During the meetings, these Gen I, Gen II and Next Gen boxes will be exchanged for a new Bluetooth lockbox *at no cost to the Realtor®*.

The primary reason for this upgrade and exchange is because the 13 year old lockboxes have been failing at an increased level and are no longer under warranty.

The benefits of the Bluetooth boxes are:

- Mobile Access
- Instant Showing Notification
- Enhanced Battery Life
- Data Integration to RPR and Homesnap
- Listing Assignment
- Agent Safety
- Easier Access for Out of Area Agents

If you have a defective box or a box that has not been used since January 2016, you may bring it to RAYAC and replace it with a Bluetooth box for a discounted rate of \$76, plus tax.

Stay tuned for more details on the upgrade and exchange. If you have any questions, please contact Doug Clark at 717-843-7891 ext. 111 or [doug@rayac.com](mailto:doug@rayac.com).



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# Practicing Professionalism

## Lockbox One Day Code Rules and Regulations Enforcement

When RAYAC rolled out the use of the SentiLock One Day Codes in June 2016, the goal was to provide an option for neighboring Realtors® to enter properties without having RAYAC members meet them at the listing. At that time we announced the corresponding rules and regulations for using the One Day Codes. Over the past year, our focus was on educating members on the process.

Unfortunately, we are starting to see violations to the rules. We encourage members to read the rules and regulations again and abide by them. In instances where the rules are being ignored, cases will be forwarded to the Lockbox Committee for review that could result in potential fines.

[Click HERE](#) to review the Lockbox Rules and Regulations.

If you have any questions, please contact Doug Clark at 717-843-7891 ext. 111 or [doug@rayac.com](mailto:doug@rayac.com).

### 2018 Magnetic Calendars are in the RAYAC Store!



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**Email: [silverwilson@comcast.net](mailto:silverwilson@comcast.net)**

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# Superheros Raised Nearly \$5,800 for RAYAC Foundation

Thanks to the efforts of the annual charity bowl-a-thon superheros, the RAYAC Foundation is nearly \$5,800 closer to its \$50,000 goal. RAYAC would like to thank all of the sponsors, bowlers and volunteers who made the August 18th fund raiser a success!

Red Pin Sponsor & Teams - PeoplesBank ►

Perfect Game Sponsors & Teams

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York Traditions Bank  
White Rose Settlement Services

Teams

Berkshire Hathaway-Cinema Drive  
Berkshire Hathaway-East York (2 teams)  
Berkshire Hathaway-West York  
Coldwell Banker (2 teams)  
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See more photos from the event on [RAYAC's Facebook page](#).

## Next fundraiser Designer Bag Bingo!

Chance to win 23 designer handbags

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Dover Community Building

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# RAYAC Leadership

## President

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

## Vice President

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

## Secretary

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

## Treasurer

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

## Solicitor

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

## Directors

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

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

**Mark Carr**, '19  
BH Homesale, 757-7811

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

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

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

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

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

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

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

## Featured Member Benefit Homesnap Pro App



As a direct result of the consolidation that formed Bright MLS, you can now search listings in RAYAC, Keystone, Greater Harrisburg, Sussex, TREND and MRIS, in one app, on your mobile device or tablet.

Using the Homesnap Pro app, powered by Bright MLS, you can view the same agent-only information you would see when

searching the MLS. Plus, you can:

- Schedule showings right from the app
- Communicate with clients instantly on any listing
- Run a quick CMA for buyers and sellers
- Learn more about agents you're working with.

Homesnap (and RPR) is also integrated with the SentiLock app. This member benefit offers robust mobile resources to you and your clients.

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|---|---|---|--|
|  | <b>Sam Miller</b><br>NMLS #: 467645<br>717.968.6676   |  | <b>Connie Kern</b><br>NMLS #: 480617<br>717.968.1017 |
|  | <b>Scott Martin</b><br>NMLS #: 615778<br>717.891.8463 |  | <b>Kay Beard</b><br>NMLS #: 663793<br>717.614.5707   |

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# We're Collecting Supplies for Homeless Kits Again

The Community Relations Committee is asking members to collect items including toiletries and warm weather supplies to make kits for homeless individuals and families. The supplies will be distributed at the Homeless Outreach Project on November 2 and remaining items will be shared with local homeless shelters.

Committee members reached out to offices to collect specific items for the supply kits so check with your office for suggested donations.

We are collecting:

**Toilet paper**  
**Granola bars**  
**Cleansing wipes**  
**Shaving cream**  
**Scarves**

**Toothbrushes**  
**Deodorant**  
**Diapers**  
**Blankets**  
**Socks**

**Toothpaste**  
**Disposable razors**  
**Feminine hygiene items**  
**Hats**



Plus, we are making packets specifically for children this year including crayons, coloring books, small stuffed animals, toothbrushes, toothpaste, hand sanitizer, tissue packs, socks, hats and gloves.

Please take a photo of your office with your donations and email it to [beth@rayac.com](mailto:beth@rayac.com) before you drop off your donations to RAYAC by the September 29th deadline. If you need items to be picked up, contact Beth Izzo at 843-7891 ext. 110 or [beth@rayac.com](mailto:beth@rayac.com). In advance, thank you for your generosity to help those in need!

## Volunteers Needed for Homeless Outreach Project

RAYAC is reaching out to our community's most vulnerable population - the homeless. The Hands on Helpers Committee is organizing a Homeless Outreach Project on November 2 at Asbury United Methodist Church, York with a number of community partners. The event will offer vital services to homeless individuals and families all under one roof.

The association strives to serve individuals on all rungs of the housing ladder.

The Hands on Helpers Committee is looking for volunteers to perform a variety of tasks during the event:

- Prepare and serve food
- Accompany visitors throughout the event
- Check bags and hand out supply kits
- Help complete paperwork to order birth certificates
- Set up, tear down, etc.

If you would like to volunteer, please contact Beth Izzo at 717-843-7891 ext. 110 or [beth@rayac.com](mailto:beth@rayac.com).

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Member FDIC

## RAYAC Office Hours

### Monday - Thursday

8:30 a.m. to 5:00 p.m.

### Friday

8:30 a.m. to 4:00 p.m.

### Phone

(717) 843-7891

### Fax

(717) 854-0720

## Association Staff

### Shanna Terroso

RCE, e-PRO, Executive Officer  
Ext. 106

[shanna@rayac.com](mailto:shanna@rayac.com)

### Doug Clark

Business & Finance Director  
Ext. 111

[doug@rayac.com](mailto:doug@rayac.com)

### Rhonda Elliott

RCE, GRI, GREEN, e-PRO, AHWD  
MLS Systems Manager

Ext. 102

717-843-2122

[rhonda@rayac.com](mailto:rhonda@rayac.com)

### Beth Izzo

Public Relations Director (PT)

Ext. 110

[beth@rayac.com](mailto:beth@rayac.com)

### Stephanie Kennedy

Director of Professional  
Development

Ext. 109

[stephanie@rayac.com](mailto:stephanie@rayac.com)

### Deb Kottmyer

Clerk (PT)

[deb@rayac.com](mailto:deb@rayac.com)

## MLS Invoices

Thank you for being a RAYAC MLS subscriber. RAYAC emailed its final MLS invoice to members on September 1 and **payment is due to RAYAC by October 2**. Any payment received after October 2 will incur a \$10/day late fee.

This invoice covers your RAYAC MLS access through October 23 and Bright MLS access through December 31, 2017.

[Click HERE](#) to pay online with a credit card. We accept American Express, Discover, MasterCard and Visa. You are also welcome to pay your invoice at the RAYAC office with cash, check or credit card. The RAYAC office is open:

|                 |                 |
|-----------------|-----------------|
| Monday-Thursday | 8:30 am-5:00 pm |
| Friday          | 8:30 am-4:00 pm |

Please note: You will receive an invoice from Bright MLS in early January. Bright MLS invoices subscribers on a quarterly basis.

If you have any questions about your MLS invoice, please contact Doug Clark at 717-843-7891 ext. 111 or [doug@rayac.com](mailto:doug@rayac.com).



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REALTORS ASSOCIATION



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Lancaster County Association of Realtors

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Please note these important dates for the conversion to Bright MLS!

**September 18** - Preview access to Bright MLS begins

**September 27** - Big Bright Event at Heritage Hills Golf Resort

**October 19** - RAYAC MLS goes to "read only" mode

**October 23** - Power up on Bright MLS

Watch for more details coming to you directly from [Bright MLS](#).



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, shares 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](#).

## York Homebuyers Assistance Program Update

LHOP is proud to offer a new York Homebuyers Assistance Program (YHAP) and housing counseling services under contract with the County and City of York. Founded in 1994, the Lancaster Housing Opportunity Partnership (LHOP) is a community benefit 501(c)(3) organization created by county and municipal government, business and civic leaders focused housing affordability for low to moderate income people. LHOP strives to cultivate partnerships and make the dream of home-ownership more attainable for low to moderate income first time home-buyers through counseling, education and financial assistance. They look forward to working collaboratively with so many partners in the community.

After attending a pre-purchase homebuyers workshop, eligible households purchasing a home in York County outside of the City may receive up to \$5,000 of down payment and closing cost assistance and up to \$7,000 in the City of York. Pre-purchase homebuyer education classes are being set up around the City and County and will be announced soon. Marysol Carino, Director of LHOP's York Housing Opportunity Center stated, "We strive to provide resources and assistance as we advocate and work with families of the great community of York to achieve their American dream of homeownership. We look forward to working with the wonderful and many Realtors and lenders to assist people in achieving this dream."

LHOP staff is available to discuss and provide training on the new YHAP program. To find out more information and documents on YHAP and counseling services offered by LHOP at the York Housing Opportunity Center at 116 N. George St., York from Monday-Friday 8:30 am -5:00 pm or call 717-827-4334. They can also be reached by e-mail at [yhap@lhop.org](mailto:yhap@lhop.org) or visit their website, <http://www.lhop.org/york-housing-opportunity-center/>.



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## July 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> |
|------------------------|---------------|----------------------|------------------------|--------------------------|
| <b>York County</b>     |               |                      |                        |                          |
| Central                | 60            | \$13,132,085         | \$218,868              | \$195,000                |
| Dallastown             | 60            | \$11,631,850         | \$193,864              | \$167,500                |
| Dover                  | 36            | \$5,712,138          | \$158,671              | \$148,650                |
| Eastern                | 19            | \$4,569,644          | \$240,508              | \$219,500                |
| Hanover                | 18            | \$2,612,795          | \$145,155              | \$128,950                |
| Northeastern           | 24            | \$4,612,502          | \$192,188              | \$184,500                |
| Northern               | 17            | \$4,425,376          | \$282,318              | \$242,900                |
| Red Lion               | 36            | \$6,607,050          | \$183,529              | \$165,000                |
| South Eastern          | 32            | \$7,902,900          | \$246,966              | \$220,000                |
| South Western          | 53            | \$10,774,775         | \$203,298              | \$195,000                |
| Southern               | 36            | \$7,498,802          | \$208,300              | \$220,750                |
| Spring Grove           | 27            | \$5,532,313          | \$204,900              | \$181,500                |
| West Shore             | 35            | \$8,107,876          | \$181,521              | \$174,997                |
| West York              | 37            | \$6,249,300          | \$168,900              | \$161,500                |
| York City              | 33            | \$1,738,891          | \$52,694               | \$55,200                 |
| York Suburban          | 40            | \$8,193,514          | \$204,838              | \$178,450                |
| <b>York Total</b>      | <b>564</b>    | <b>\$109,600,166</b> | <b>\$190,985</b>       | <b>\$175,000</b>         |
| <b>Adams County</b>    |               |                      |                        |                          |
| Bermudian Springs      | 12            | \$2,529,900          | \$210,825              | \$144,000                |
| Conewago Valley        | 23            | \$3,950,849          | \$171,776              | \$169,900                |
| Fairfield              | 9             | \$1,832,300          | \$203,589              | \$193,000                |
| Gettysburg             | 21            | \$4,479,850          | \$213,326              | \$219,000                |
| Littlestown            | 15            | \$2,960,300          | \$197,353              | \$180,000                |
| Upper Adams            | 7             | \$846,050            | \$120,864              | \$92,000                 |
| <b>Adams Total</b>     | <b>87</b>     | <b>\$16,599,249</b>  | <b>\$190,796</b>       | <b>\$180,000</b>         |

## 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           | 568        | 564        | 0%             | \$172,000              | \$175,000              | 2%             | \$187,134            | \$190,985            | 2%             |
| Co-broke                    | 443        | 462        | -4%            | \$172,990              | \$175,000              | 1%             | \$185,674            | \$190,531            | 3%             |
| In house                    | 125        | 102        | -18%           | \$172,000              | \$174,950              | 2%             | \$188,593            | \$193,091            | 2%             |
| New                         | 788        | 796        | 1%             |                        |                        | Active         | 1,878                | 1,739                | -7%            |

## York County MLS Statistics Year to Date Comparison

| YORK CO. Year to Date Comparison | 1-7/16 TOTAL | 1-7/17 TOTAL | 16-17 % CHANGE | 1-7/16 MEDIAN SOLD PRICE | 1-7/17 MEDIAN SOLD PRICE | 16-17 % CHANGE | 1-7/16 AVG. SOLD PRICE | 1-7/17 AVG. SOLD PRICE | 16-17 % CHANGE |
|----------------------------------|--------------|--------------|----------------|--------------------------|--------------------------|----------------|------------------------|------------------------|----------------|
| Total sold/settle                | 3,228        | 3,355        | 4%             | \$159,000                | \$165,000                | 4%             | \$172,972              | \$180,008              | 4%             |
| Co-broke                         | 2,488        | 2,635        | 6%             | \$159,900                | \$165,000                | 3%             | \$171,927              | \$178,492              | 4%             |
| In house                         | 740          | 720          | -2%            | \$155,500                | \$166,700                | 7%             | \$172,972              | \$185,558              | 7%             |

## Adams County MLS Statistics Monthly Comparison

| ADAMS CO. Monthly Comparison | 7/16 TOTAL | 7/17 TOTAL | 16-17 % CHANGE | 7/16 MEDIAN SOLD PRICE | 7/17 MEDIAN SOLD PRICE | 16-17 % CHANGE | 7/16 AVG. SOLD PRICE | 7/17 AVG. SOLD PRICE | 16-17 % CHANGE |
|------------------------------|------------|------------|----------------|------------------------|------------------------|----------------|----------------------|----------------------|----------------|
| Total sold/settle            | 108        | 87         | -19%           | \$190,000              | \$180,000              | -5%            | \$207,984            | \$190,796            | -8%            |
| Co-broke                     | 81         | 68         | -16%           | \$190,000              | \$180,000              | -5%            | \$204,675            | \$194,879            | -5%            |
| In house                     | 27         | 19         | -30%           | \$181,085              | \$173,000              | -4%            | \$217,912            | \$176,184            | -19%           |
| New                          | 184        | 166        | -10%           |                        |                        | Active         | 566                  | 426                  | -25%           |

## Adams County MLS Statistics Year to Date Comparison

| ADAMS CO. Year to Date Comparison | 1-7/16 TOTAL | 1-7/17 TOTAL | 16-17 % CHANGE | 1-7/16 MEDIAN SOLD PRICE | 1-7/17 MEDIAN SOLD PRICE | 16-17 % CHANGE | 1-7/16 AVG. SOLD PRICE | 1-7/17 AVG. SOLD PRICE | 16-17 % CHANGE |
|-----------------------------------|--------------|--------------|----------------|--------------------------|--------------------------|----------------|------------------------|------------------------|----------------|
| Total sold/settle                 | 650          | 623          | -4%            | \$170,000                | \$174,000                | +3%            | \$185,192              | \$189,740              | +2%            |
| Co-broke                          | 468          | 461          | -1%            | \$175,000                | \$177,780                | +2%            | \$186,859              | \$194,349              | +4%            |
| In house                          | 182          | 162          | -11%           | \$163,700                | \$160,950                | -2%            | \$180,904              | \$176,625              | -2%            |

# Did you know?

**Did you know** you are already receiving benefits from Bright MLS? AND, that RAYAC provides one location where you can find everything you need to know about the upcoming Bright MLS Conversion:

Click here: [BRIGHT MLS CONVERSION RESOURCE PAGE](#)



## **FREE access to Inman Select is one early benefit of RAYAC's participation in Bright MLS.**

Inman News is the leading resource for what's happening in the real estate industry. From marketing and social media tips to commentary on the latest industry news, Inman helps real estate professionals stay "in-the-know".

Many of Inman's articles are only available behind a login as part of Inman Select. Access to these articles is normally \$199/year, but your access is FREE as an added benefit of RAYAC's membership and partnership with Bright MLS!

**Start viewing Inman Select content now** - Follow these instructions to log in:

Visit [www.inman.com/select](http://www.inman.com/select); **select login** - You already have an activated Inman Select Account!!

Enter the email address you currently have registered in RAYAC's Paragon MLS

Enter the temporary password: **welcome**

*If you already have an existing Inman account, please contact [customerservice@inman.com](mailto:customerservice@inman.com) for assistance.*

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## **Great Tips from RPR App**



If you haven't already downloaded the RPR app, be sure to do it today. Learn 8 RPR tips including how to build a CMA on the fly, save properties for quick access later, swipe property in list view for shortcuts, and more by [clicking here](#).

# Thank You RPAC Leaders!

THANK YOU to everyone who contributed **\$23,082** toward the 2017 goal of \$30,000! Special thanks to these RPAC leaders.

**Sterling R (\$1,000)**  
Patricia Carey

**Governor's Club**  
(**\$500-\$999.99**)  
Steve Brown

**Capitol Club (\$250-\$499.99)**

|                   |              |
|-------------------|--------------|
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| Christine Barrick | Lee Garlin   |
| Sue Pindle        | Ken Worley   |

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

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

## Legislative Link



We need your help to drive messages to Members of Congress urging them to support H.R. 2874, "The 21st Century Flood Reform Act."

H.R. 2874 reauthorizes the NFIP and makes a number of critical improvements to the NFIP including increased

funds for mitigation activities, caps on overall premium increases, improved claim and mapping processes, as well as removing hurdles for more private market participation in the flood insurance market. Reauthorization of the NFIP will help over 5 million homeowners in 22,000 communities around the country, so it is critical Congress acts now.

If Congress fails to take action to reauthorize the NFIP, it will expire by September 30, 2017.

Let's send as many messages as possible and reauthorize the NFIP! [Click HERE](#) to contact your representative.



## RPAC Sweepstakes

**Invest in RPAC.  
Protect Your Industry.  
Win One of Four Great Prizes.**

**\$99 Ticket**  
Samsung 55" 4k Smart HDTV



**\$50 Ticket**  
\$500 Amazon Gift Card



**\$25 Ticket**  
iPad Mini 16 gb



**\$15 Ticket**  
Amazon Echo Dot



# Upcoming RAYAC Events

*Something for everyone!*

## 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.*
- 7** **StraightTALK** - *Legal Truth with Peter Ruth\**
- 11** **Designer Bag Bingo** - *Chance to win 23 beautiful designer handbags while raising money for the RAYAC Foundation. Tickets now available!*
- 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](http://www.rayac.com)  
Register online for events noted with \* - <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. 5  
[Stock and Leader](#) - ad pg. 2

## 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. 12  
Amerispec Home Inspection  
BH Home Inspection  
Central Penn Radon Inc  
[Extra Mile Home Inspection](#) - pg. 16  
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. 11

## 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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Caliber Home Loans  
Citizens Bank  
Fidelis Mortgage Corporation  
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First National Bank  
Freedmont Mortgage Funding  
[Fulton Mortgage Company](#) - ad pg. 14  
GMH Mortgage Services LLC  
Heritage Valley Federal Credit  
Union  
Home Point Financial  
[Homebridge Financial Services](#) - ad  
pg. 4  
Homesale Mortgage, LLC  
M & T Bank Mortgage Division  
Members 1<sup>st</sup> Credit Union  
Mortgage Network

## Lenders continued

Movement Mortgage  
Peoplesbank, A Codorus Valley Co  
[PrimeLending](#) - ad pg. 3  
[Residential Mortgage Services](#) - ad pg. 11  
Santander Bank  
Supreme Lending  
Union Community Bank  
Union Home Mortgage  
Wells Fargo Home Mortgage  
[York Traditions Bank](#) - ad pg. 15

## Media, Marketing & Photography

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

## Pest Control

All American Termite/Pest Control  
Lynn Pest Management

## Surveyors/Engineers

Gordon L Brown & Assoc., Inc.

## Title/Settlement Co.

Abstracting Co. of York County  
Anchor Abstracting Co. Inc.  
Community Settlement LLC  
Complete Closing Services  
Even Par Settlement Services  
Guardian Transfer Corp.  
Homesale Settlement Services  
Lakeside Title Company  
[MYclosing](#) - ad pg. 13  
Preferred Service Settlements  
Quality Service Settlements  
Real Estate Settlement Co  
[White Rose Settlement Services](#) - ad pg. 17  
[Yorktowne Settlement Co](#) - ad pg. 4



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