

RAYAC Connection

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Have you started the C2EX Challenge?!

The National Association of REALTORS® proudly introduces Commitment to Excellence (C2EX), a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards. To learn more about this program, please view the [video](#).

RAYAC would like to challenge all of its members to complete the program.

Five ambitious members will be rewarded in a BIG way!

1st Person to complete = Free local dues for 2020 - \$225 value.

2nd Person to complete = Free lockbox subscription for 2020 - \$159 value.

3rd Person to complete = RAYAC Smart Pass for Continuing Education - \$125 value.

Anyone who posts what they have learned on any social media platforms will be entered into a drawing to win coaching videos and leadership books. Use hashtag **#C2EXtaughtme**.

Finally, anyone who starts the program between May 1st and September 1st will be entered into a drawing to win a \$100 gift card to Amazon.com!

[Get started TODAY!](#)

COMMITMENT TO EXCELLENCE

LET'S RAISE THE BAR OF PROFESSIONALISM!

START THE C2EX CHALLENGE, RECEIVE 10 BADGES ON DIFFERENT TOPICS, ENTER TO WIN AMAZING PRIZES, AND MOST IMPORTANTLY, RECEIVE THE C2EX ENDORSEMENT FROM NAR!

- 1st Person to Complete Wins: Free Local Dues for 2020. A \$225 Value!
- 2nd Person to Complete Wins: Free Lockbox Subscription for 2020. A \$159 Value!
- 3rd Person to Complete Wins: RAYAC Smart Pass for CE for 2020. A \$125 Value!

The C2EX Program is completely FREE for REALTOR® members!

Leadership Books

SOCIAL MEDIA

DAVID KNOX REAL ESTATE TRAINING

Help us kick off our social media campaign! Every time you use the hashtag #C2EXtaughtme, you will be entered in to a drawing to win coaching videos by David Knox, and various leadership books.

amazon

Anyone that starts the C2EX Program from May 1st through September 1st will be entered in to a drawing to win a \$100 Amazon gift card!

START THE PROCESS TODAY! YOU HAVE NOTHING TO LOSE, BUT EVERYTHING TO GAIN!

WWW.C2EX-REALTOR

CALL US WITH QUESTIONS

717-843-7891

RAYAC REALTORS' ASSOCIATION OF YORK & ADAMS COUNTIES, INC.

HTTPS://RAYAC.COM/

Thank You!

THANK YOU to everyone who contributed **\$19,761** to RPAC including these RPAC leaders!

Governor's Club

(\$500-\$999.99)

Steve Brown
Patricia Carey
Jim Warfield
Ken Worley

Capitol Club

(\$250-\$499.99)

Bob Aldinger
Dolly Bailey
Dave Bode
Adam Flinchbaugh
Elle Hale
Sue Pindle
Sue Reed
Bill Shanbarger
Drew Smith

\$99 Club

(\$99-\$249.99)

Marie Arcuri	Gina Baum
Susan Becker	Tami Behler
Edward Bender	Dennis Berkebile
John Bowman	Peg Bucher
Suzanne Christianson	Barbara Deardorff
Chris Dell	Casey Dougherty
Brenda Drawbaugh	Nathan Elfner
Wade Elfner	Melinda Eppolito
Debbie Folmer	Judy Givens
Deborah Goodling	Judy Henry
George Herman	Joshua Jackson
Michele Jones	Glenda Kane
Richard Keller	Jennifer Kibler
Shane Laucks	John Linton
Tina Lorente	Cynthia Mann
Deborah McLaughlin	Debra McManus
Robin Mede-Butt	MJ Musser
Tamra Peroni	Robyn Pottorff
Mary Price	Holly Purdy
Brenda Riddle	Selina Robinson
James Savard	Marty Sowa
Amanda Stiles	Jason VanDyke
Donna Walker	Shelley Walter

Thirsty Thursday Recap

John Wright Restaurant

Congratulations to our \$25 gift card winners:

Jackie Altland

Ed Bender

Elle Hale

Terri Harmon

Ken Worley

Cheryl Yerger



We are just days away from the 24th Annual RAYAC Charity Golf Outing



Date: Thursday, June 6, 2019

Location: Heritage Hills Golf Resort

2700 Mount Rose Ave

York, PA 17402

Registration: 8:00 am

Shotgun Start: 10:00 am

There is still time to purchase Golf Ball Drop tickets. Stop by the RAYAC office to purchase yours today, or we will be selling them onsite at the Golf Outing.

Click [HERE](#) for more details!



Board of Directors Summary

May 9, 2019

Action Items

- Agent Ranking Reports will be sent to Broker's of each office. If any agent would like to access that report, they will need to contact their broker.
- A By-law change to the Budget/Finance Committee, to be voted on at Annual Meeting.
- Changes to the REALTOR® Emeritus Recognition.

Reports

- All members are encouraged to start the C2EX Challenge. It is a great way to raise the bar of professionalism and the first few people to complete the challenge will be eligible to win prizes.
- Status/Issues with Bright MLS.
- Update to Strategic Plan Report.
- Possible implementation of Procedural Training Program.
- An uptick in filing Ethics Complaints.

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Connie Kern
Mortgage Loan Officer
NMLS #: 480917
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Scott Martin
Mortgage Loan Officer
NMLS #: 615778
717.891.8463



Kay Beard
Mortgage Loan Officer
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Membership News

New Members

Dwight Allen, Country Home Real Estate
Ginger Bruha, Berkshire Hathaway (W)
Jennifer Clemens, Berkshire Hathaway (W)
John Corsa II, Keller Williams
Rebekah Coup, Berkshire Hathaway (D)
Eley Downes, Howard Hanna Real Estate
Kimberly Delany, Berkshire Hathaway (SH)
Maryanne Juris, Berkshire Hathaway (CD)
Krista Marino, Berkshire Hathaway (W)
Timothy Mister, Howard Hanna Real Estate
Scott Morehouse, Berkshire Hathaway (W)
Mackenzie Reid, Berkshire Hathaway (SH)
Denise Slee, Berkshire Hathaway (SH)
Adam Joseph Trimmer, EXP Realty
Rose Ward, Berkshire Hathaway (E)

New Affiliates

None

Affiliate Changes

Cross Country Mortgage
1805 Loucks Rd STE 600
York, PA 17408
717-885-2841

Affiliate Drops

None

Membership Stats

(as of 5/21)

	<u>2019</u>	<u>2018</u>
Designated REALTORS	120	120
Primary REALTORS	998	933
Secondary REALTORS	69	54
Pending Applicants	<u>10</u>	<u>13</u>
Total REALTORS	1197	1120
Affiliates	<u>105</u>	<u>103</u>
Total Members	1302	1223

Member Changes

Jennifer A Chenault, Execu-Home Realty
Hanover
Laura Cooley, Century 21 Core Partners
Kim Johnston, Century 21 Dale Realty
Angela D Mummert, RE/MAX Quality Service
Lucretia E Myers, Howard Hanna Real Estate
Michael A Vanderpool, EXP Realty, LLC

Member Drops

Scott D Kane, Miller & Assoc Real Estate
Clayton A Vigent, Berkshire Hathaway (W)

New Office/Brokerage

First Capitol Property Management
48 South Main Street
Manchester, PA 17347
717-779-9833

Office Changes

None

Office Drops

None

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Residential and Commercial Real Estate

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June

- 3 Appraisal Class: Big Data & the Real Estate Profession, 8:30 am
- 3 Appraisal Class: Universal Design & Smart Houses, 1:00 pm
- 3 Hands on Helpers Committee Meeting, 2:00 pm
- 4 Golf Committee Bag Stuffing, 1:00 pm
- 5 Grievance Committee, 10:00 am
- 6 RAYAC Charity Golf Outing, 10:00 am, **RAYAC Office Closed**
- 11 Member Communications Meeting, 9:30 am
- 12 Community Relations Meeting, 1:00 pm
- 13 Board of Directors Meeting, 9:00 am
- 14 New Member Orientation, 8:30 am
- 17 Bright Training, 9:00 am
- 20 Membership Appreciation Picnic, 12:00 pm, Cousler Park
- 21 United Way Day of Action, 9:00 am **RAYAC Office Closed**



July 18, 2018 - Thirsty Thursday, Bridgewater Golf Club, 601 Chestnut Hill Road, York, PA, 17402

Thank you to **Alternate Ave LLC, CGA Law Firm** and **Nation One** for sponsoring the event.

July 24, 2019 - YPN Networking Event at the York Revolution Stadium, 11:00 am, \$10 per person

August 8, 2019 - Bowlathon, 5:00 pm, Suburban Bowlerama

October 17, 2019 - Annual Business Meeting, Wyndham Garden, York. Sponsored by: **Cross Country Mortgage**

RAYAC MEMBERSHIP APPRECIATION PICNIC

Join us for Dickey's BBQ and games!
Register through the Member Portal for this FREE event!

June 20 • 12-2 pm • Cousler Park

United Way Day of Action

RAYAC staff along with members of the Association will be participating in the United Way Day of Action on Friday, June 21st. The RAYAC office will be CLOSED that day.

RAYAC will be cleaning windows at the SpiriTrust Lutheran in Shrewsbury.

If you would like to be apart of the RAYAC team that day, please email jaclyn@rayac.com and she will add you to the list.

To review the complete list of projects taking place that day, please click [HERE](#).



RAYAC Leadership

President

Heather Kreiger '20
ROCK Commercial, 854-5357

Past President

Ken Worley '19
BH Homesale, 757-7811

Vice President

Sue Pindle '21
RE/MAX Quality Service,
632-5111

Secretary

Brenda Riddle '19
BH Homesale, 757-7811

Treasurer

Cindy Mann, CDPE '19
CB Residential Brokerage,
757-2717

Solicitor

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

Directors

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

Mark Carr, '19
BH Homesale, 757-7811

Bridget Floyd, '21
CB Residential, 854-9242

Elle Hale, '21
Century 21 Core Partners
718-0748

Tina Llorente '21
Re/Max Patriots, 840-4848


Lisa Merisotis Myers, '20
CB Residential, 854-9242

Mary Price, '20, GRI, e-PRO
BH Homesale, 633-7300

Selina Robinson, '20
BH Homesale, 235-9050

John P. Wiga, '20, GRI
Re/Max Patriots, 840-4848

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



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Bright MLS Monthly Statistics

REALTORS® Association of York and Adams Counties
(RAYAC)



Analysis by Jonathan J. Miller, Miller Samuel

• The price trend indicators of the two counties that comprise the RAYAC coverage area showed different patterns with York County seeing gains and Adams County showing declines respectively year over year. Both counties showed declining sales and inventory as compared to year-ago levels.

York County Overall Monthly Core Metrics	Apr-19	MOM%	Mar-19	YOY%	Apr-18
Average Sales Price	\$194,828	-0.3%	\$195,388	0.7%	\$193,417
Average Price Per Square Foot	\$99	3.1%	\$96	4.2%	\$95
Median Sales Price	\$175,000	-2.8%	\$180,000	2.9%	\$170,000
Number of Sales	449	-8.7%	492	-10.9%	504
Median Cumulative Days on Market	22	-40.5%	37	-8.3%	24
Average Days on Market (Previous)	50	-16.7%	60	-16.7%	60
Average Listing Discount (Previous)	1.7%		1.5%		1.4%
Sold Price/List Price	98.3%		98.5%		98.6%
Total Sales Volume	\$87,477,827	-9.0%	\$96,130,828	-10.3%	\$97,482,332
Total Listing Inventory	1,535	-6.1%	1,635	-44.2%	2,753
New Listing Inventory	840	10.5%	760	-0.1%	841
Months of Supply	3.4	3.0%	3.3	-38.2%	5.5
Adams County Overall Monthly Core Metrics	Apr-19	MOM%	Mar-19	YOY%	Apr-18
Average Sales Price	\$204,064	-11.8%	\$231,445	-5.0%	\$214,736
Average Price Per Square Foot	\$109	-8.4%	\$119	-4.4%	\$114
Median Sales Price	\$193,450	-3.7%	\$200,928	-1.8%	\$197,000
Number of Sales	84	-1.2%	85	-25.0%	112
Median Cumulative Days on Market	43	-21.8%	55	-20.4%	54
Average Days on Market (Previous)	80	-5.9%	85	-19.2%	99
Average Listing Discount (Previous)	2.8%		2.6%		2.6%
Sold Price/List Price	97.2%		97.4%		97.4%
Total Sales Volume	\$17,141,344	-12.9%	\$19,672,809	-28.7%	\$24,050,483
Total Listing Inventory	414	3.0%	402	-34.9%	636
New Listing Inventory	173	5.5%	164	16.1%	149
Months of Supply	4.9	4.3%	4.7	-14.0%	5.7

Bright MLS Monthly Statistics

REALTORS® Association of York and Adams Counties
(RAYAC)



Analysis by Jonathan J. Miller, Miller Samuel

York County By School District	Apr-19	MOM%	Mar-19	YOY%	Apr-18
Central York School District (Median)	\$159,950	-7.3%	\$172,500	-18.0%	\$195,000
Central York School District (Closed Sales)	34	-10.5%	38	-24.4%	45
Dallastown Area School District (Median)	\$230,000	20.4%	\$191,000	31.4%	\$175,000
Dallastown Area School District (Closed Sales)	41	-8.9%	45	-25.5%	55
Dover Area School District (Median)	\$169,900	4.6%	\$162,400	17.2%	\$145,000
Dover Area School District (Closed Sales)	23	-23.3%	30	-30.3%	33
Eastern York School District (Median)	\$177,450	31.4%	\$135,000	24.5%	\$142,500
Eastern York School District (Closed Sales)	16	-15.8%	19	14.3%	14
Hanover Public School District (Median)	\$154,888	6.9%	\$144,900	3.8%	\$149,150
Hanover Public School District (Closed Sales)	15	-6.3%	16	7.1%	14
Northern York County School District (Median)	\$230,000	-11.5%	\$259,900	18.6%	\$194,000
Northern York County School District (Closed Sale)	14	-33.3%	21	-22.2%	18
Northeastern School District (Median)	\$167,481	-7.6%	\$181,200	10.2%	\$151,950
Northeastern School District (Closed Sales)	20	-33.3%	30	-9.1%	22
Red Lion Area School District (Median)	\$177,000	-4.3%	\$184,950	4.2%	\$169,900
Red Lion Area School District (Closed Sales)	31	-8.8%	34	-24.4%	41
South Eastern School District (Median)	\$246,250	4.9%	\$234,750	35.3%	\$182,000
South Eastern School District (Closed Sales)	14	-22.2%	18	-26.3%	19
South Western School (Median)	\$214,900	-6.9%	\$230,750	22.8%	\$175,000
South Western School (Closed Sales)	43	7.5%	40	10.3%	39
Southern York County School District (Median)	\$220,000	3.0%	\$213,500	1.3%	\$217,250
Southern York County School District (Closed Sale)	16	-20.0%	20	-23.8%	21
Spring Grove Area School District (Median)	\$204,200	2.2%	\$199,900	7.7%	\$189,600
Spring Grove Area School District (Closed Sales)	24	-31.4%	35	-38.5%	39
West Shore School District (Median)	\$244,900	29.9%	\$188,500	29.0%	\$189,900
West Shore School District (Closed Sales)	23	-39.5%	38	-43.9%	41
West York Area School District (Median)	\$155,000	-17.8%	\$188,500	14.9%	\$134,950
West York Area School District (Closed Sales)	15	-60.5%	38	-60.5%	38
York City School District (Median)	\$60,000	-7.6%	\$64,900	-7.6%	\$64,900
York City School District (Closed Sales)	37	12.1%	33	12.1%	33
York Suburban School District (Median)	\$175,000	24.1%	\$141,000	7.7%	\$162,500
York Suburban School District (Closed Sales)	18	-51.4%	37	-48.6%	35
Adams County By School District	Apr-19	MOM%	Mar-19	YOY%	Apr-18
Bermudian Springs School District (Median)	\$231,250	27.6%	\$181,300	9.2%	\$211,700
Bermudian Springs School District (Closed Sales)	4	-60.0%	10	-60.0%	10
Conewago Valley School District (Median)	\$142,500	-26.0%	\$192,450	-4.0%	\$148,500
Conewago Valley School District (Closed Sales)	22	10.0%	20	-31.3%	32
Fairfield Area School District (Median)	\$241,000	2.6%	\$235,000	7.1%	\$225,000
Fairfield Area School District (Closed Sales)	4	-63.6%	11	-42.9%	7
Gettysburg School District (Median)	\$218,485	6.6%	\$205,000	-2.9%	\$224,900
Gettysburg School District (Closed Sales)	20	-4.8%	21	-48.7%	39
Littlestown Area School District (Median)	\$201,750	22.3%	\$164,900	-3.9%	\$210,000
Littlestown Area School District (Closed Sales)	14	27.3%	11	-30.0%	20
Upper Adams School District (Median)	\$179,900	-10.5%	\$200,928	-2.8%	\$185,000

The RAYAC Shred Event is a Community Winner Once Again!

The Community Relations Committee hosted their annual Shred Event on Saturday, May 18th at the RAYAC office as well as the HACC Gettysburg Campus.

Cars started lining up as early as 8:30 am and TONS of documents were shredded in a safe manner.

The community appreciates this event and gave back in a big way! The event raised a little over \$1,300 for the RAYAC Foundation!



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Bright Classes at RAYAC – Summer 2019

Whether you're just getting started, or you're a more experienced agent who just wants to brush up and learn some new tips, you will benefit from attending our Bright training classes. Offered every month, this is your chance to keep up with the latest information, and bring your toughest questions.

Class Dates: June 17, July 15, August 19

New Agents Class

9:00 am – 11:00 am

Objectives:

- Designed for beginners, this session will help you learn how to set up the Bright system, and contact Bright management and support. Topics include Search, and the Basics of Emailing.

Bright Custom Clinic

11:30 am – 12:30 pm

Objectives:

- Come to our Bright Custom Clinic, and sit down with a Customer Success Champion to work through the issues that matter most to you. This hour is an in-person Q&A session where you can use your laptop, or view on a screen how to work with the Bright system in effective and productive ways. Bring your specific questions and trouble spots, and learn how to resolve them during this personalized hour of support.

To register, please contact Mireya Carlsen at mireya@rayac.com

Ask your questions LIVE with a trainer: YouTube Hands-on Clinics



Check out Bright's YouTube Channel by [here](#).

Get Ready for the Next RAYAC Book Club Selection!

The RAYAC Book Club is getting edgy next month and you're invited to be part of the conversation and discussion.

Are you ready to get out of your own head?

Tired of repeating the same mistakes?

Need a blunt message because rainbows and unicorn reminders aren't enough?

Join us beginning June 13th for a book so good we aren't allowed to post the title here.

Register through your Member Portal at www.rayac.com or email mireya@rayac.com.



5-Week Book Club - Only 12 Seats Available

Weekly discussion led by moderators
Adam McCallister and Barbie Miller

June 13, 27, July 11, 18, 25, 2019

11:00 AM – 12:30 PM | \$49 (includes book)

This is a refreshing, BS-free, self-empowerment guide that offers an honest, no-nonsense, tough-love approach to help you move past self-imposed limitations.

Are you tired of feeling messed up? If you are, Gary John Bishop has the answer. In this straight-forward handbook, he gives you the tools and advice you need to demolish the slag weighing you down and become the truly enlightened version of yourself. "Wake up to the miracle you are," he directs. "Here's what you've forgotten: You're a miracle of being." It isn't other people that are standing in your way, it isn't even your circumstances that are blocking your ability to thrive, it's yourself and the negative self-talk you keep telling yourself.

Register Today! Visit www.rayac.com/book-club



Legislative Link



WHAT WE CARE ABOUT

Flood Insurance: Reauthorization

Authority for the National Flood Insurance Program (NFIP) to write insurance expires on May 31, 2019. Flood insurance is required for a federally-related mortgage in more than 20,000 communities across the country. According to NAR Research, 40,000 property sales are delayed or canceled each month of a program lapse. REALTORS support extending the NFIP as Congress continues its bipartisan work toward responsible long-term reauthorization that includes meaningful reforms to strengthen program solvency.

Qualified Opportunity Zones: Investment Deadline Extension

The Qualified Opportunity Zone (QOZ) program has great potential to spur the real estate development and investment, creating additional economic opportunities in these designated communities. Investors are eager to participate, but delays in the process to finalize QOZ rules have stalled the program's momentum. The U.S. Treasury and the Internal Revenue Service (IRS) must quickly finalize rulemaking, or Congress should act to extend deadlines for certain tax benefits created through Opportunity Zones to ensure the program's success.

Fair Housing: The Equality Act

Fair housing laws improve opportunities for employment, education, and healthy communities, and the National Association of REALTORS® is proud of our commitment to equal housing policies. Ten years ago, NAR amended its Code of Ethics to require that REALTORS® provide equal professional service to the LGBTQ population. REALTORS® support H.R. 5, The Equality Act, which amends our nation's civil rights laws to ensure the American Dream is available and accessible to all Americans.



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From the Executive Officer

NAR Meeting Round Up

by Shanna Terroso, RCE, e-PRO

Each May over 10,000 REALTORS® ascend to Washington D.C. for the NAR Legislative Meetings. It's quite the event! Members passionately discuss issues with their elected officials on legislation impacting the real estate industry. In addition to the legislative piece, there is a great deal of debate and discussion on hot topic issues facing REALTORS® across the country. Here is a brief highlight of the meetings.

Chief Economist Housing Outlook Predictions. Always one of my favorite parts of the NAR meetings is hearing the Economic Forecast from Dr. Lawrence Yun. Dr. Yun is predicting moderate housing market growth for 2020. He is predicting existing home sales up 4%, median sales price up 3.3% and he is predicting the 30 year-rate at 4.6%. You can view his entire presentation by [clicking here](#).

Legal Action. NAR Board of Directors approved legal action funding on three cases: two involve defense of brokerages classifying agents as independent contractors (one in California and one in New Jersey); one supports a defendant in a copyright action.

Professional Standards. Approved a change to Standard of Practice 1-7 that clarifies that the practice of providing a timely written affirmation to the cooperating broker is a tool to reassure buyers and cooperating brokers that offers were handled properly. The change is effective Jan. 1, 2020.

NAR Financials. NAR dues will remain at \$150 for 2020, with \$40 of this amount allocated for REALTOR® Party Programs. NAR forecasts 1.34 million REALTOR® members in 2020.

If you get the chance to attend the meetings next year, even just for the day, I highly recommend it!



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

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 14.

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 14.

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 28.



Lockbox Billing

Sentrilock invoices have been mailed out to everyone and are due by Monday, July 1st.



Leadership Hanover
Develop the leader in you.



FIRST TIME HOME BUYER PROGRAM

Program Highlights:

- Must be first time homebuyer*
- Fixed Interest Rate
- 30 year loan with no mortgage insurance
- Income limits do apply, 80% or less of the median income for given location
- 6% maximum seller contribution
- All applicants are required to participate in First Time Home Buyer education

Partner with us to close more deals in 2018 with our First Time Home Buyer Program!



John Henry
717-487-4934



Sharon Palma
717-654-7568



Noelle Miller
717-891-4527

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Park Clean Up

Volunteers from RAYAC worked alongside York City employees to help clean up Renaissance Park on Wednesday, May 22nd. Volunteers picked up trash, weeded, planted flowers, and mulched flower beds along Princess Street and also mulched around the play area. The park is now in tip-top shape for all of its summertime visitors!

A special thank you to Salem Spring Landscaping for donating mulch and flowers!



Practicing Professionalism

Case #1-3: Net Listing

Client A called REALTOR® B to list a small commercial property, explaining that he wanted to net at least \$170,000 from its sale. He inquired about the brokerage commission and other selling costs. REALTOR® B's response was: "You have indicated that \$170,000 net to you from the sale will be satisfactory. Suppose we just leave it at that and take all of the selling costs from the proceeds of the sale above \$170,000." Client A agreed.

The property was sold to Buyer C for \$220,000. After settlement, in which it was apparent that \$50,000 would go to REALTOR® B as commission, Client A and Buyer C both complained to the Board of REALTORS® about REALTOR® B's conduct in the matter, and a hearing was scheduled before the Board's Professional Standards Committee.

REALTOR® B's defense was that he had performed the service that Client A engaged him for precisely in conformance with their agreement. Buyer C had considered the property a good buy at \$220,000 and was happy with the transaction until he learned the amount of the commission.

The Hearing Panel found REALTOR® B in violation of Article 1 of the Code. The panel concluded that REALTOR® B had departed completely from his obligation to render a professional service in fidelity to his client's interest; that he had, in fact, been a speculator in his client's property; and that he had not dealt honestly with either party to the transaction.



RAYAC Office Hours

Monday - Thursday

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

Friday

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

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Lender Panel Recap

Thank you to everyone that attended the Lender Panel last month. It was a very informative event and all attendees left with a wealth of information. Thank you to the panelists for sharing their knowledge and answering questions, and a special thank you to CGA Law Firm for sponsoring the event.



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Tom Lutz
Branch Manager
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717-891-0685



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



Kevin Wivagg
Sr. Loan Officer
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York Builders Association

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Basement Waterproofing Solution
Bleecker St. Development
C.A.R.E. Property Services
Dale Miller & Son Septic
Martin Water Conditioning

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Allied Home Inspections Inc
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BH Home Inspection
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New Leaf Home Inspection
Pillar to Post Home Inspection
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Precision Inspections & Radon
Real Services Inc
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S.A.F.E. Inspection Services
The Mitigator
The Property Examiners
The Virtus Group LLC
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Trimmer Home Inspections
Valjers, LLC

Lenders

Academy Mortgage Corporation
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AnnieMac Home Mortgage
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Guardian Mortgage
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Heritage Valley Federal Credit
Union
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Moneyline Lending, LLC
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Movement Mortgage
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Media, Marketing & Photography

360 Tour Designs Southern PA
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Other

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Alternate Avenue, LLC
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& check out RAYAC's Facebook group exclusively for members