

RAYAC Connection

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RAYAC Celebrates its 100th

Anniversary and we are Looking for the Winning Logo!

The York County Board of REALTORS, one of the founding organizations of RAYAC, was chartered in 1923. We are excited to be celebrating 100 years of REALTORS in our community.

RAYAC will be hosting a gala on **Friday, April 14th** at the Valencia Ballroom in Downtown York. More information will follow regarding the details of the evening.

We know we have a lot of creative members at RAYAC, so we are hosting a logo competition.

We are asking members to design a 100 year logo for the event. Once all logos are received, the membership will vote for the winner.

The winner will receive 2 tickets to the 100 Year Gala as well as \$100 towards their favorite charity.

If you are creating a square logo, we ask that the dimensions be 1080x1080, if you are creating a horizontal logo, we ask that the dimensions be 1920x1080.

Please submit your logo designs by Friday, September 16th. You can submit them to Jaclyn@rayac.com.



****The RAYAC office will be closed on Monday, July 4th. The office will reopen on Tuesday, July 5th at 8:30 am.**



Thank You!

THANK YOU to everyone who contributed
\$27,006 RPAC already in 2022
including these RPAC leaders!

Sterling R (\$1,000)

Steve Brown
Tamra Peroni

Governor's Club (\$500-\$999.99)

Patricia Carey
Kenneth Worley

Capitol Club (\$250-\$499.99)

Bob Aldinger
Dolly Bailey
Gregg Clymer
Adam Flinchbaugh
Rick Keller
Tina Llorente

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

Jackie Altland	Marie Arcuri
Jerry Austin	DanYelle Batts
Gina Baum	Jonathan Bausman
Susan Becker	Bobby Behler
Tami Behler	Ed Bender
Dennis Berkebile	Brian Berkheimer
Ellen Biesecker	John Bowman
Barbara Deardorff	Chris Dell
Casey Dougherty	Brenda Drawbaugh
Nathan Elfner	Melinda Eppolito
Bridget Floyd	Debbie Folmer
Tereasa Forbes	Lora Foster
Jeff Garber	Judd Gemmill
Liz Hamberger	Martin Heaps
Judy Henry	George Herman
Susan Johnston	Michele Jones
Glenda Kane	Jenny Kibler
Scott Kopp	Nathan Krotzer
John Linton	Cindy Mann
Deb McLaughlin	Debra McManus
Robin Mede-Butt	Sharron Minnich
Cinda Nease	Robyn Pottorff
Mary Price	Holly Purdy
Jodi Reineberg	Brenda Riddle
Selina Robinson	Jill Romine
Christina Rosensteel	Cynthia Sarver
James Savard	Deborah Smith
Brittani Snyder	Kayla Sterling
Kristyn Stouch	Shanna Terroso
Donna Troupe	Jason VanDyke
Richard Vangel	Julie Wheeler
Michael Wheeler	RoxanneWhitaker
Cynthia Yanushonis	

Board of Directors Summary June 9, 2022

Action Items:

- The Hands on Helpers committee is looking for volunteers for the Homeless Outreach Event taking place on Thursday, October 20th at Asbury Church. Contact [Jaclyn Eriksen](#) if interested in receiving more information.
- On July 1, PAR will be releasing updated versions of 12 contracts. These changes are primarily for clarification purposes, and pertain mostly to Listing Agreements and Agreements of Sale. There will also be an updated version of the Appraisal Contingency Addendum. PAR held a webinar to further explain these changes on June 21st. In addition, PAR will soon be releasing a consumer guide to the Agreement of Sale in Spanish.
- The RAYAC Summer Social will be held at the Outdoor Country Club on July 20th from 5pm-7pm. There will be appetizers, heavy hors d'oeuvres, and a cash bar. Members need to register.



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Join us for RAYAC's Summer Social on Wednesday, July 20th at 5:00 PM at the Out Door Country Club.

Enjoy networking with our RAYAC members and delicious hors d'oeuvres. A cash bar will be available.

Thanks to our sponsors **First American Home Warranty, M & T Bank and White Rose Settlement Services** for making this event possible.

The event is free but registration through the Member Portal is requested.

Please click [here to register](#).

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Connie Kern

Senior Mortgage Loan Officer
NMLS #: 480617

717.968.1017

ckern@fultonmortgagecompany.com
fultonbank.com/mortgage/conniekern



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Lockbox Invoices Due

All lockbox invoices are due today, Friday, July 1st. You can make your payment through the [Member Portal](#) or by calling the RAYAC office. 717-843-7891. The total due for RAYAC members is \$159 and \$238.50 for Non-RAYAC members.

****Sentrilock Holiday Hours** - Sentrilock customer service will operate from 8 am - 6 pm on Monday, July 4th.



PAR Day on the Hill

RAYAC members spent the day on Wednesday, June 8th at the Capitol advocating for 1031 Tax Exchanges and updating our elected officials on the housing market. Special thanks to Senator Kristin Phillips-Hill, Representative Dan Moul, Representative Seth Grove, Representative Kate Klunk and Representative Torren Ecker for meeting with RAYAC.





RAYAC CHARITY BOWL-A-THON

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BOWLING: 6:00 PM

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PROFITS BENEFIT THE RAYAC FOUNDATION

Membership News

New Members

Thomas Ray Alleman, EXP Realty
Dalton Michael Heiner, EXP Realty
Wendy Hoover, Keller Williams
Maryanne Juris, Berkshire Hathaway (W)
Kaylee Knox, Sites Realty
Kareem Smith, Keller Williams
Lauren Stankiewicz, Keller Williams

Member Changes

Sharon L Emenheiser, Coldwell Banker
Ivetta V McCauley, EXP Realty
Karin Negron-Caraballo, Berkshire Hathaway (D)
Jennifer Staub, Keller Williams
Michael Stepp, Berkshire Hathaway (E)

Member Drops

Dina Aubel, Re/Max Patriots
Dale Boyce III, Berkshire Hathaway
Mary Daly, Re/Max 1st Class
Kenneth P Fetrow, ExecuHome Realty
John R Frost Jr., Berkshire Hathaway (CD)
Jennifer L Frye, Berkshire Hathaway (D)
Jennifer Corinne Goodyear-Counts, EXP Realty
Clarence E Hopkins III, Coldwell Banker
Jake Hvazda, Berkshire Hathaway (SH)
Jeffrey Lee Inch, Keller Williams
Jennifer Martinez, Re/Max Quality
Amy Morningstar, Berkshire Hathaway (H)
Dick Pace, Berkshire Hathaway (SH)
Joseph Sauls, Berkshire Hathaway (SH)
Bruce R VanDyke, Re/Max Gettysburg
Nancy Waite-Howington, Re/Max Patriots
Donna Walker, Sites Realty

New Office/Brokerage

None

Office Changes

None

Office Drops

None

New Affiliates

Units of South-Central PA
1891 Loucks Road
Suite 400
York, PA 17408

Affiliate Changes

None

Affiliate Drops

None

Membership Stats

(as of 6/21)

	<u>2022</u>	<u>2021</u>
Primary REALTORS	1230	1210
Secondary REALTORS	113	90
Pending Applicants	<u>16</u>	<u>28</u>
Total REALTORS	1359	1328
Affiliates	<u>100</u>	<u>94</u>
Total Members	1459	1422

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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

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Doug Clark

Business & Finance Director
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Jaclyn Eriksen

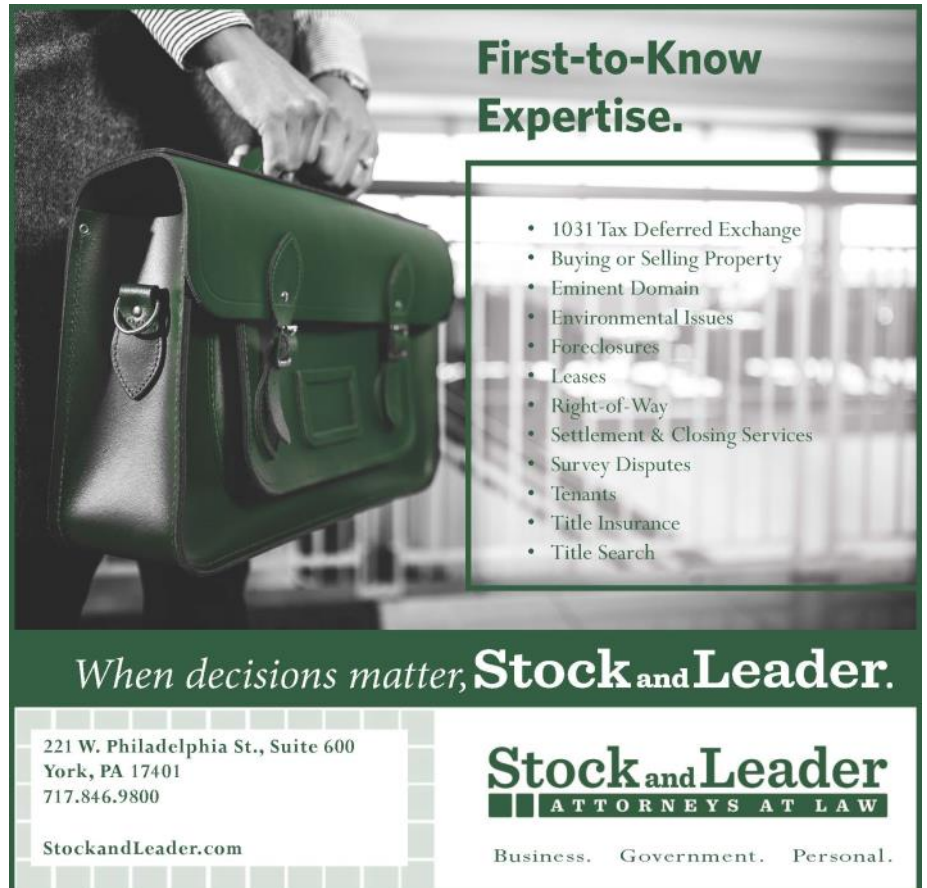
Public Relations Director
Ext. 110

jaclyn@rayac.com

Deb Kottmyer

Clerk (PT)

deb@rayac.com



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Kevin Wivagg
Sr. Loan Officer
NMLS#311080
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Rob Frey
Sr. Loan Officer
NMLS#147464
717.891.0685



Shawn Kelly
Sr. Loan Officer
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Guild Mortgage Company; NMLS #3274; Equal Housing Opportunity; www.nmlsconsumeraccess.org

RAYAC Scholarship Winner

Congratulations to Garrett Crowner for winning the \$500 RAYAC Scholarship!

Garrett wrote a wonderful essay on What Home Means to Him. Garrett's mom is a REALTOR with Re/Max of Gettysburg.

We wish Garrett tremendous success as he plans to attend West Chester University in the fall majoring in Computer Science.



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Monthly Housing Statistics



RAYAC Housing Snapshot

A review of the residential real estate market in York & Adams Counties

May 2022 Housing Statistics

The REALTORS® Association of York & Adams Counties (RAYAC) reports that a total of 467 homes were sold in Adams County in May 2022, which is a 1% increase from this time last year. In York County 2,555 homes were sold during the first five months of 2022, which is a 1% decrease from this time last year.

The median sales price in Adams County was \$270,000, a 15% increase from 2021. The median sales price in York County was \$233,700, an 11% increase from last year.

“Historically May and June are the largest homebuying months of the season. Both York & Adams Counties had double digit increases in median home sale prices over last year. As we move into the summer months, we are starting to see the market shift ever so slightly as the 30 year interest rate is over 5%. We are hopeful the result will be more inventory on the market giving consumers more choices”, said Elle Hale, 2022 RAYAC President.

**RAYAC Statistics by School District
2022-2021 (January 1-May 31) Comparison**

School District	2022 Median Sale Price	2021 Median Sale Price	% Change	2022 Number Sold	2021 Number Sold	% Change
Adams County						
Bermudian Springs	\$260,000	\$232,950	12%	46	52	-12%
Conewago Valley	\$219,900	\$198,500	11%	117	128	-9%
Fairfield	\$275,000	\$271,000	1%	45	40	13%
Gettysburg	\$289,000	\$252,000	15%	137	116	18%
Littlestown	\$275,000	\$256,500	7%	83	79	5%
Upper Adams	\$245,000	\$225,000	9%	39	49	-20%
Total Adams County	\$270,000	\$235,000	15%	467	464	1%
York County						
Central York	\$237,000	\$225,450	5%	201	214	-6%
Dallastown	\$250,330	\$233,500	7%	228	218	5%
Dover	\$235,000	\$199,900	18%	135	141	-4%
Eastern York	\$233,500	\$173,500	35%	86	102	-16%
Hanover	\$200,100	\$185,000	8%	135	128	5%
Northeastern York	\$244,995	\$240,250	2%	172	138	25%
Northern York	\$335,000	\$274,950	22%	101	120	-16%
Red Lion	\$238,000	\$204,800	16%	190	172	10%
South Eastern	\$291,200	\$261,000	12%	110	106	4%
South Western	\$255,000	\$235,000	9%	206	258	-20%
Southern York	\$318,735	\$263,200	21%	124	108	15%
Spring Grove	\$269,950	\$239,950	13%	180	168	7%
West Shore	\$260,750	\$236,000	10%	132	138	-4%
West York	\$181,000	\$156,000	16%	152	132	15%
York City	\$115,450	\$94,700	22%	264	246	7%
York Suburban	\$228,000	\$219,950	4%	139	184	-24%
Total York County	\$233,700	\$210,000	11%	2555	2573	-1%

RAYAC Leadership

President

Elle Hale, '22, YCLC, AHWD, PSA,
ASPRE, C2EX, e-PRO, SRS
Century 21 Core Partners
718-0748

Vice President

Reid Weinbrom, '24
Keller Williams Keystone, 755-5599

Secretary

Nathan Krotzer, '22, City-Savvy
Re/Max Pinnacle, 295-1515

Treasurer

Ed Bender, '22, GRI
Howard Hanna, 846-6500

Solicitor

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

Directors

Melinda Eppolito '22
Remace LTD, 843-5104

Tereasa Forbes, '24
Berkshire Hathaway, 334-7636

Alycia Hays, '24
Re/Max Gettysburg, 338-0881

Martin Heaps, '24
Howard Hanna, 235-6911

Tina Llorente '22, ABR,
City-Savvy, AHWD, C2EX. CRS
Keller Williams Keystone,
755-5599

Al Oussoren, '22
Re/Max Quality, 632-5111

Simon Overmiller, '23
Iron Valley Real Estate, 316-8777

Jason Phillips, '24
Coldwell Banker, 854-9242

Brad Shafer, '23
Sites Realty, Inc, 334-4674

Tony White, '23
Berkshire Hathaway, 757-7811



From the Executive Officer

Open This Week Website

by Shanna Terroso, RCE, e-PRO

I recently had a member say to me "I wish there was one spot where consumers could go to find out what open houses were scheduled for the weekend". Well, their wish was granted. Since 2009 RAYAC has operated a website - www.OpenThisWeek.com. This site allows you to find open houses in York & Adams Counties whenever you want – any day, any time. You can search properties on OpenThisWeek.com by school district, price, number of bedrooms and number of baths. Open This Week.com even lets you save the homes you want to visit and generates directions. There is no need to wait until Sunday to plan your open houses. Consumers can plan their open house tour of York & Adams homes online – anytime.

All you need to do as listing agents to feature your property on www.OpenThisWeek.com is enter the open house information in Bright MLS and it automatically feeds over to www.OpenThisWeek.com.

As Open Houses have gained popularity again, help us spread the word to all consumers about www.OpenThisWeek.com.



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Food Truck Event Recap

Thank you to everyone that came out to the 2nd Annual RAYAC Food Truck event! It was a great day filled with RAYAC members, members of the public and delicious food! Thank you to all of our food vendors for spending the day with us!



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Bright MLS Classes



July 7, 2022

Tools to Get Started with Bright MLS, 9:00 am, [REGISTER HERE](#)

Bright MLS Search Essentials, 11:00 am, [REGISTER HERE](#)

Learn how to avoid the most common Bright MLS violations, 1:00 pm, [REGISTER HERE](#)

July 14, 2022

Getting Started with HomeSnap Pro, 10:00 am, [REGISTER HERE](#)

Promote Your Brand as the Local Market Expert, 1:00 pm, [REGISTER HERE](#)



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On July 1, PAR will be releasing updated versions of 12 contracts. These changes are primarily for clarification purposes, and pertain mostly to Listing Agreements and Agreements of Sale. There will also be an updated version of the Appraisal Contingency Addendum. PAR held a webinar to further explain these changes on June 21st. In addition, PAR will soon be releasing a consumer guide to the Agreement of Sale in Spanish. You can review all of the Forms [HERE](#).

Upcoming Events for your Calendar

YPN Cornhole Tournament
Date: Thursday, September 15, 2022
Time: 5:00 pm
Location: Goofy's in Spring Grove

RAYAC Annual Business Meeting
Date: Tuesday, October 25, 2022
Time: 9:00 am
Location: Wyndham Garden in York

An advertisement for HouseMaster Home Inspections. It features three white SUVs parked in a row, each with a ladder on the roof rack. The vehicles are branded with "HouseMaster Home Inspections" and the phone number "717-256-4400". Three men in dark shirts and khaki pants are standing in front of the vehicles. In the top left corner, there is a logo for "HouseMaster a neighborly company A full service inspection company". In the top right corner, the text reads "SCHEDULING 717-256-4400 housemaster.com/lancaster admin529@housemaster.com".

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Barley Snyder LLC

[CGA Law Firm](#) - ad pg. 6

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Appraisers

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Maryland Appraisal Company

Builders

York Builders Association

Barnett Building Advisors

DR Horton

Caruso Homes on Your Lot PA1

Home Improvement/Repairs

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Bleecker St. Development

C.A.R.E. Property Services

Dale Miller & Son Septic

Home Warranties

First American Home Warranty

[Key Estates Warranty](#) - ad pg. 10

Inspectors

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Clear to Close Renovations

D.M. Shank Home Inspection

Extra Mile Home Inspection

Gettysburg Home Inspection

Gist Home Inspections

Helping Solutions LLC

Homechek Inc

HomeRite Inspections

[HouseMaster Home Inspections](#) -

ad pg. 13

Keystone Home Inspection

Mason Dixon Home Inspection

Mike Sheely Home Inspections

Mirkwood Home Inspections, LLC.

National Property Inspections of
Palmyra

New Leaf Home Inspection

Pillar to Post Inspections

Precision Inspections & Radon

Precise Inspecting LLC

Rabe Home Services, LLC

Real Services Inc

Rife Home Inspections

S.A.F.E. Inspection Services

TEK Inspection Company

The Property Examiners

The Virtus Group LLC

The Mitigator

Top Dawg Inspections

Trimmer Home Inspections

Tri-M Home & Building Inspections

Lenders

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ACNB Bank

Annie Mac Home Mortgage

Bay Capital Mortgage Corp

Caliber Home Loans

Cross Country Mortgage

First Alliance Home Mortgage

[Fulton Mortgage Company](#) - ad

pg. 3

Gold Star Mortgage Financial

Guardian Mortgage

Guaranteed Rate Affinity

[Guild Mortgage](#) - ad pg. 7

Heritage Valley Federal Credit

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Homebridge Financial Services

Homesale Mortgage, LLC

Homestead Funding Corp.

LoanDepot

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[McLean Mortgage Corporation](#) -

ad pg. 12

M & T Bank Mortgage Division

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Movement Mortgage

Northpointe Bank

PrimeLending

Union Community Bank

Tidewater Mortgage

[Traditions Mortgage](#) - ad pg. 11

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Center

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Pest Control

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Gordon L Brown & Assoc., Inc.

Title/Settlement Co.

Abstracting Co. of York County

Anchor Abstracting Co. Inc.

Apple Leaf Abstracting & Settlement

Bryn Mawr Abstract, Inc.

Community Settlement

Even Par Settlement Services

Homesale Settlement Services

Lakeside Title Company

Quality Service Settlements

Mason Dixon Settlement Inc

Watermark Land Transfer

[White Rose Settlement Services](#) - ad pg. 2

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