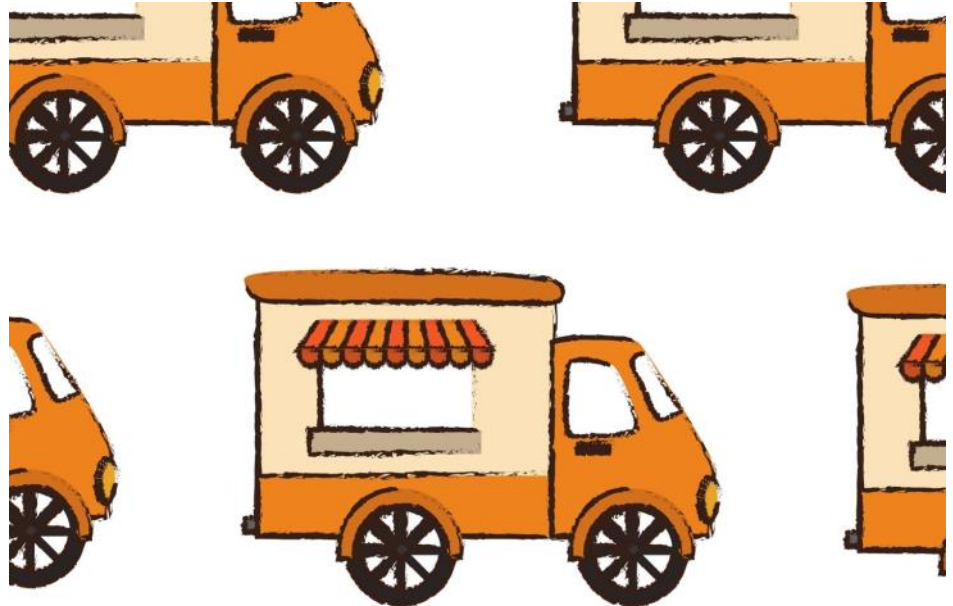


RAYAC Connection

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Mark Your Calendars for the 2nd Annual RAYAC Food Truck Event!



COME JOIN US FOR THE ANNUAL
**FOOD TRUCK EVENT AT
THE RAYAC OFFICE**

Thursday, June 16, 2022
11:00 am - 6:00 pm
901 Smile Way, York, PA 17404

Participating Vendors:

Mr. Bill's Seafood	Blazing Swine BBQ
Bubble WOW Waffle	J&J Famous Eats
Bricker's French Fries	Stoney's Burgers and Fries
On My Grinds	

This event is open to the public, so be sure to bring your family and friends!

Sponsored by: Cross Country Mortgage

10% of the revenues raised throughout the event will be donated to the RAYAC Foundation!

All RAYAC members will receive a \$5 food voucher to use towards any food truck.

Thank You!

THANK YOU to everyone who contributed
\$25,956 RPAC already in 2022
including these RPAC leaders!

Sterling R (\$1,000)

Steve Brown
Tamra Peroni

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

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
John Bowman	Patricia Carey
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
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
Roxanne Whitaker	Ken Worley
Cynthia Yanushonis	

Board of Directors Summary May 12, 2022

Reports:

- RAYAC Office Champions- members of medium to large offices are champions of RAYAC to act as liaisons between RAYAC and the rest of the membership. This will help with communications, participation, and professionalism.
- PAR Business Meetings will take place June 6th-8th. Formal meetings are the 6th & 7th at Harrisburg Hilton and the 8th will be a "Hill Day" at the Capitol in Harrisburg.

Action Items:

- RAYAC Professionalism Award - The idea is to positively portray professionalism with positive reinforcement.



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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 Membership Portal is requested.

Please click [here to register](#).

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* Matching rate and term for both mortgages
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Mortgage Sales Manager
NMLS #: 467645

717.968.6676

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fultonbank.com/mortgage/samuelmiller



Connie Kern

Senior Mortgage Loan Officer
NMLS #: 480617

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

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Membership News

New Members

Kent Anderson, Country Home
Bryce W Atkinson, Northrop Realty
Nicholas Bostic, Real Broker LLC
Elena Casterline, Berkshire Hathaway (E)
Ian M Clayton, Realty One Group
 Generations
Darren Diaz, Berkshire Hathaway (E)
Joseph N Dickerson Jr., Coldwell Banker
Kira Harris, EXP Realty
Grace Henning, Coldwell Banker

Erica Isenock, Cummings & Co
Duane Johnston, Century 21 Dale
Jessica Pare, Country Hone
Jasmine Ramos, Inch & Co.
Brittany Schaale, Realty One Group
 Generations
Kenneth Charles Scoggins, Re/Max 1st
 Class
Teresa Maria Simms, Berkshire Hathaway
 (E)
Mary E Sloat, Iron Valley
Tyarra Toomey, House Broker Realty

Member Changes

Clarissa Avery, Coldwell Banker
Nicholas Bair, Prime Home Real Estate,
 LLC
Jennifer Behr, EXP Realty
Reagan Butt, Berkshire Hathaway
Jennifer Fissel, House Broker Realty
Jennifer Fitze, Berkshire Hathaway Bel Air
Melissa Guyer, House Broker Realty
Jennifer Hays, Howard Hanna
Robert A Head, Keller Williams
Jillian A Johnson, House Broker Realty
Maryanne Juris, Berkshire Hathaway (W)
Chadd Miller, Realty One Group
 Generations
Ryan O'Hara, Keller Williams
Carolyn Shoop, Streett Hopkins Real Estate
Michael Warren Shue Jr., Keller Williams
Tracey E Smith, EXP Realty
William Weeber, Coldwell Banker

Member Drops

Claudia Amspacher, Berkshire Hathaway
Calvin Henning, Howard Hanna
Clarence E Hopkins III, Coldwell Banker
Lee J Kennedy, Berkshire Hathaway (E)
Cindy Krug, Re/Max Quality
Jennifer M Marshall, Keller Williams
Megan Placek, Berkshire Hathaway (SH)
Christina F Shepherd, Coldwell Banker
Paula Springer, Coldwell Banker
Patrick K Stambaugh, New Beginnings
 Realty Services

New Office/Brokerage

None

Office Changes

None

Office Drops

None

New Affiliates

None

Affiliate Changes

None

Affiliate Drops

None

Membership Stats

(as of 5/21)

	2022	2021
Primary REALTORS	1242	1193
Secondary REALTORS	114	84
Pending Applicants	14	24
Total REALTORS	1370	1301
Affiliates	98	94
Total Members	1468	1395

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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

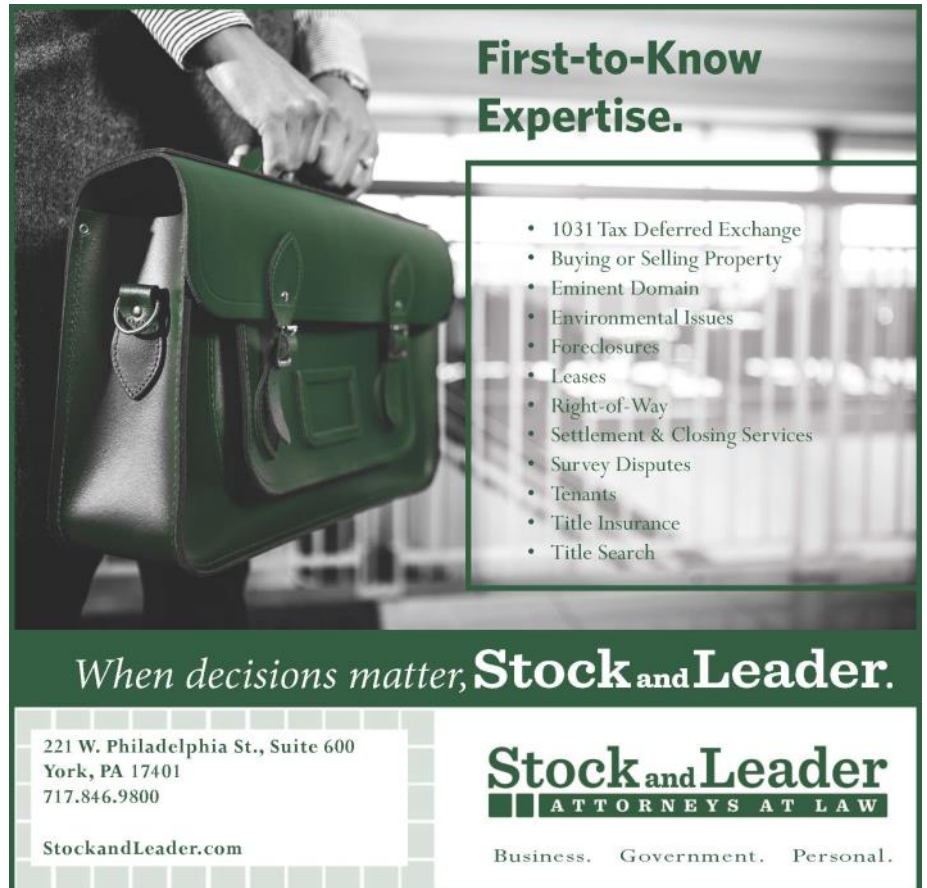
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Ext. 110

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Deb Kottmyer

Clerk (PT)

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



Shawn Kelly
Sr. Loan Officer
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Lots of Leadership Opportunities

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

Leadership York

Expand your leadership skills and your networking circle with this nine month leadership training program. RAYAC has been sending members through this program for years and everyone who has completed the Series finds it to be incredibly worthwhile. [Click here](#) for more details on Leadership York. If you are interested in applying for a scholarship for Leadership York, contact Shanna Terroso at shanna@rayac.com by June 3.

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 3.

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 24.

Sentrilock Billing

Sentrilock lockbox invoices were emailed to everyone on Wednesday, June 1st. The invoice needs to be paid by **Friday, July 1, 2022**. This will give you lockbox access until June 30, 2023.

RAYAC Member Lockbox Dues - \$159.00

Non RAYAC Member Lockbox Dues - \$238.50

All lockbox invoices can be paid through the [Member Portal](#).



Monthly Housing Statistics



RAYAC Housing Snapshot

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

April 2022 Housing Statistics

The REALTORS® Association of York & Adams Counties (RAYAC) reports that a total of 348 homes were sold in Adams County in April 2022, which is the same as this time last year. In York County 1,949 homes were sold during the first four months of 2022, which is a 1% decrease from this time last year.

The median sales price in Adams County was \$265,270, a 13% increase from 2021. The median sales price in York County was \$226,000, an 8% increase from last year.

“A lack of inventory continues to be an issue driving the home buying market. For the first time this year, the number of home sales is slightly less than the same time period last year in York County. As interest rates have risen over 5% and home sale prices continuing to escalate, our concern is housing affordability. According to statistics compiled by the National Association REALTORS®, purchasing a home is 55% more expensive than a year ago.” said Elle Hale, 2022 RAYAC President.

**RAYAC Statistics by School District
2022-2021 (January 1-April 30) 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	\$234,900	11%	34	33	3%
Conewago Valley	\$215,000	\$193,000	11%	86	103	-17%
Fairfield	\$275,000	\$262,000	5%	33	35	-6%
Gettysburg	\$285,250	\$255,000	12%	104	84	24%
Littlestown	\$274,950	\$250,750	10%	62	56	11%
Upper Adams	\$245,000	\$227,450	8%	29	38	-24%
Total Adams County	\$265,270	\$235,000	13%	348	349	0%
York County						
Central York	\$244,900	\$217,450	13%	155	164	-5%
Dallastown	\$250,000	\$230,000	9%	181	164	10%
Dover	\$239,900	\$195,000	23%	105	99	6%
Eastern York	\$226,500	\$165,500	37%	61	76	-20%
Hanover	\$195,000	\$177,500	10%	103	93	11%
Northeastern	\$241,500	\$242,200	0%	141	120	18%
Northern York	\$325,000	\$260,100	25%	73	100	-27%
Red Lion	\$229,900	\$204,900	12%	143	137	4%
South Eastern	\$285,000	\$249,900	14%	85	66	29%
South Western	\$247,000	\$236,500	4%	149	200	-26%
Southern York	\$317,470	\$257,400	23%	83	81	2%
Spring Grove	\$270,000	\$240,000	13%	137	127	8%
West Shore	\$259,000	\$240,000	8%	101	109	-7%
West York	\$172,900	\$155,000	12%	117	91	29%
York City	\$110,000	\$90,000	22%	214	186	15%
York Suburban	\$215,100	\$224,900	-4%	101	147	-31%
Total York County	\$226,000	\$209,250	8%	1949	1960	-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

Subscribe, Watch and Like!

by Shanna Terroso, RCE, e-PRO

Do you know that RAYAC has a You Tube channel? All those informative videos that you receive from RAYAC are all housed in one great spot for you to watch and replay at your leisure.

We have over 60 videos on everything from top items you need to know on the Seller's Property Disclosure, how to address the question of how are the schools, when can you put a sign in the yard and the number one Ethics complaint issue.

If you haven't done so already I would encourage you to check us out on You Tube and subscribe to be the first to receive a notification when a new video is released.

Check us out [HERE!](#)

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PAR Webinar on Standard Forms Update

Join PAR President Christopher Beadling and PAR Attorneys Desiree Brougher and Kacy Clouser as they talk about new changes coming to several PAR [standard forms](#).

Changes to the Mortgage Contingency Paragraph in the [Agreement of Sale](#) and the [Appraisal Contingency Addendum](#) will be reviewed.

Date: Tuesday, June 21

Time: 10:00 am

REGISTER [HERE](#)



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Another Successful Year for the RAYAC Foundation Charity Golf Outing!

RAYAC's Annual Charity Golf Outing was held on Thursday, May 26th at Heritage Hills Golf Resort. The event benefits the RAYAC Foundation which supports housing related charities in York and Adams Counties and the Robert Murphy Disaster Relief Fund. The grand total raised will be announced within the next couple of weeks, so be sure to stay tuned! The Association appreciates the commitment of the committee members, sponsors, golfers, volunteers and Heritage Hills Golf Resort for their roles in making this outing such a success! An extra special thank you goes to our generous sponsors listed below!

DOUBLE EAGLE Sponsors - Homechek, Loan Depot, McLean Mortgage, M&T Bank, Union Home Mortgage

GO FOR THE GREEN Sponsors - Community Settlement, Cross Country Mortgage, McLean Mortgage, Traditions Mortgage

CHIP IN TO WIN Sponsor - JA Myers Homes

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Check out more photos from the outing on our [FACEBOOK](#) page.

Bright MLS Classes



June 2, 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](#)

June 9, 2022

Branding Tips and Tricks, 10:00 am, [REGISTER HERE](#)

Finding the Right Home for Your Buyers, 1:00 pm, [REGISTER HERE](#)

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Assistance Animal Resource

PAR developed a flowchart and FAQ page to help REALTORS® provide guidance to landlord clients in how they can best comply with assistance animal laws.

You can download the resource [HERE](#).



Partner and Do Business with RAYAC Affiliate Members!

Attorneys

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[CGA Law Firm](#) - ad pg. 4

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

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Homechek Inc

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[HouseMaster Home Inspections](#) -

ad pg. 12

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Mason Dixon Home Inspection

Mike Sheely Home Inspections

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Palmyra

New Leaf Home Inspection

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Annie Mac Home Mortgage

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Caliber Home Loans

Cross Country Mortgage

First Alliance Home Mortgage

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pg.3

Gold Star Mortgage Financial

Guardian Mortgage

Guaranteed Rate Affinity

[Guild Mortgage](#) - ad pg.5

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[McLean Mortgage Corporation](#) -
ad pg. 11

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Quality Service Settlements

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

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