

RAYAC Connection

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Mark Your Calendars for the RAYAC Summer Social!



SUMMER Social

NETWORK WITH FELLOW RAYAC MEMBERS WHILE ENJOYING HORS D'OEUVRES AND A CASH BAR.

THURSDAY, JULY 13TH

Country Club of York
1400 Country Club Road
York, PA 17403
4:00 PM - 6:00 PM

Thank you to our Sponsors:
ABCO
Centennial Lending Group
First American Home Warranty

RAYAC Summer Hours

The RAYAC office will have adjusted summer hours starting Tuesday, May 30th until Friday, September 1st, 2023.

The office will be open:

Monday - Thursday:
8:30 am - 4:00 pm.

Friday: 8:30 am - 3:00 pm

This event is FREE to attend but REGISTRATION is required.

Thank You!

THANK YOU to everyone who contributed
\$31,160 RPAC already in 2023
including these RPAC leaders!

Sterling R (\$1,000)

Steve Brown
Nathan Elfner
Josh Jackson
Kim Moyer

Governor's Club (\$500-\$999)

Patricia Carey
Ken Worley

Capitol Club (\$250-\$499.99)

Bob Aldinger
Dolly Bailey
Gregg Clymer
Adam Flinchbaugh
Rick Keller
Tina Llorente
Tamra Peroni
Bradley Shafer
Reid Weinbrom
Stephen Turner

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

Jackie Altland
Bob Argento
Susan Becker
Tami Behler
Dennis Berkebile
Ellen Biesecker
Suzanne Christianson
Barbara Deardorff
Casey Dougherty
Melinda Eppolito
Debbie Folmer
Cynthia Forry
Jeff Garber
Judd Gemmill
Lisa Hartlaub
Judy Henry
Susan Johnston
Glenda Kane
Scott Kopp
John Linton
Deb McLaughlin
Robin Mede-Butt
Cinda Nease
Mary Price
Jodi Reineberg
Mark Roberts
Christina Rosensteel
Jim Savard
Brittani Snyder
Kristyn Stouch
Donna Troupe
Richard Vangel
Linda Werner
Michael Wheeler

Marie Arcuri
Gina Baum
Bobby Behler
Ed Bender
Brian Berkheimer
John Bowman
Jennifer Clemens
Chris Dell
Brenda Drawbaugh
Bridget Floyd
Tereasa Forbes
Lora Foster
Michelle Gemmill
Judy Givens
Martin Heaps
Bobbi Hughes
Michele Jones
Jenny Kibler
Nathan Krotzer
Cindy Mann
Debra McManus
Sharron Minnich
Robyn Pottorff
Holly Purdy
Brenda Riddle
Selina Robinson
Cindy Sarver
Deborah Smith
Kayla Sterling
Shanna Terroso
Dave VanArsdale
Shelley Walter
Julie Wheeler
Roxanne Whitaker



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Nicole Church
Settlement Officer

Direct: (443) 539-1346
NChurch@lakesidetitle.com

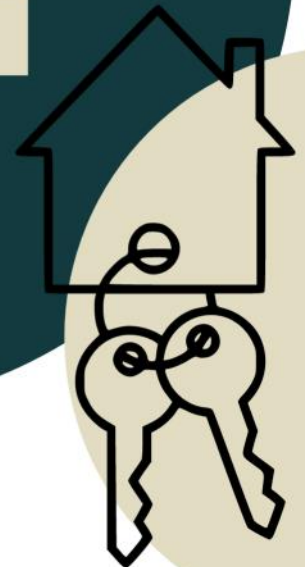
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fultonbank.com/mortgage



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Membership News

New Members

Joshua Bealing, Berkshire Hathaway (H)
Jonathen D Dark, Berkshire Hathaway (G)
Joseph Falci, Lime House, LLC
Vincenzo Ferranti, Coldwell Banker
Amelia Hanks, Berkshire Hathaway (H)
Joseph Jones Jr., Berkshire Hathaway (W)
James Kurnik Jr., Berkshire Hathaway (E)
Brendan S Landis, Keller Williams York
Shaniqua Lawrence, Keller Williams York
Emma Loiacono, Re/Max Quality
Jonathan D Ortiz, Howard Hanna
Susan Pierce, Berkshire Hathaway (W)
Jennifer M Pomfrey, Cummings & Co
Parker Saltysiak, Lime House, LLC
Gissella Santos, Howard Hanna
Stacy Smires, Inch & Co

Member Changes

Kenneth Edward Bowen, Cummings & Co
Serge H Brice, Country Home Real Estate
Christopher B Grambrill, Iron Valley
Elizabeth L Glass, Berkshire Hathaway (Bel Air)
Jessica Gray, Coldwell Banker
Monique D Hale, E Hale Realty
Brian K Kelly, Coldwell Banker
Holden Loring, Berkshire Hathaway (E)
Mark A Meiler, Re/Max Optimum
Jessica S Pare, Coldwell Banker
Ethan D Pendry, Coldwell Banker
Nolan Peterson, Keller Williams York
Tracey E Smith, Real Broker, LLC
Sarah Jane Whyler, Realty One Group
Anthony Woodard Sr., Keller Williams York

Member Drops

Nichole Bensel, Berkshire Hathaway (W)
Casey Crotty, Re/Max Pinnacle
Samantha Drum, Berkshire Hathaway (W)
Roy T Fahringer, Berkshire Hathaway (W)
Lauren Jade Flemion, Re/Max Quality
Edward Gomez, Berkshire Hathaway (W)
Bonnie K Olcus, Re/Max Quality
Miguel Angel Perez, Re/Max Patriots
Matthew Pisula, Re/Max Quality
Jarrold Ray, Realty One Group
Edwin Ruiz-Sandoval, Berkshire Hathaway (E)
Jeffrey Schmuck, Berkshire Hathaway (E)
John Kevin Throgmorton, Iron Valley
Rhiannon Vandertie, Re/Max Quality

New Office/Brokerage

E Hale Realty
4274 Russell Lane
Seven Valleys, PA 17360
440-336-8497

Office Changes

None

Office Drops

None

Affiliate Changes

None

New Affiliates

Simply Water Heaters
2159 White Street
Suite 3
York, PA 17404
347-746-7597

FairHaven Completion

Susan Pierce, Berkshire Hathaway (W)
Gissella Santos, Howard Hanna
Kraig Hursh, Berkshire Hathaway (E)
Anthony White, Berkshire Hathaway (E)
Jonathen Dark, Berkshire Hathaway (G)
Spencer Yost, Inch & Co

Membership Stats

(as of 6/21)

	<u>2023</u>	<u>2022</u>
Primary REALTORS	1252	1230
Secondary REALTORS	111	113
Pending Applicants	<u>7</u>	<u>16</u>
Total REALTORS	1370	1359
Affiliates	<u>96</u>	<u>100</u>
Total Members	1,466	1,459

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Hanover Office

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Hanover, Pa 17331

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Social Media Etiquette

In today's digital age, social media has become an integral part of our lives, both personally and professionally. As a REALTOR®, understanding and practicing proper social media etiquette is crucial for building a strong online presence, engaging with clients, and maintaining a reputable image. Here are a few Pro-Tips for REALTORS® to follow when using social media platforms.

Professionalism is Key. Maintaining a professional demeanor on social media is paramount for REALTORS®. Remember, your online presence represents your brand and expertise. Avoid sharing controversial content that could alienate potential clients or reflect negatively on your professional reputation.

Engage with Care. Respond promptly and courteously to messages, comments, and inquiries. Avoid engaging in heated debates or engaging with negative comments or reviews publicly. Instead, address concerns privately and seek to resolve issues amicably.

Assume everything you post is public. It isn't just the content you publicly post. Even private messages on a social media platform can come back to bite you, particularly if you choose to say something disparaging about another real estate professional or a client.

Don't vent about other real estate professionals. You're not running a political campaign, and even if you were, throwing your competitors under the bus on social media simply isn't a very nice thing to do. Plus, it could be a violation of the Code of Ethics. Your marketing strategy should always be focused on what makes you a great real estate agent, not what makes other agents less skilled or qualified.

Quality Over Quantity. While it's important to maintain an active social media presence, it's equally crucial to prioritize quality content over excessive posting.

Respect Client Confidentiality. Before sharing any testimonials or success stories, ensure you have obtained consent from the clients involved.

Be Mindful of Fair Housing Laws. REALTORS® must be aware of fair housing laws and avoid any behavior that could be perceived as discriminatory. Be cautious when sharing content related to demographics, neighborhoods, or cultural preferences. It's essential to treat all clients equally and provide unbiased information.

REALTOR® Pros know social media can be a powerful tool when used responsibly and ethically to build their brand, engage with clients and foster positive relationships.



RAYAC Office Hours

Monday - Thursday

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

Friday

8:30 a.m. to 3:00 p.m.

Phone

(717) 843-7891

Fax

(717) 854-0720

Association Staff

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Business & Finance Director
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Jaclyn Eriksen

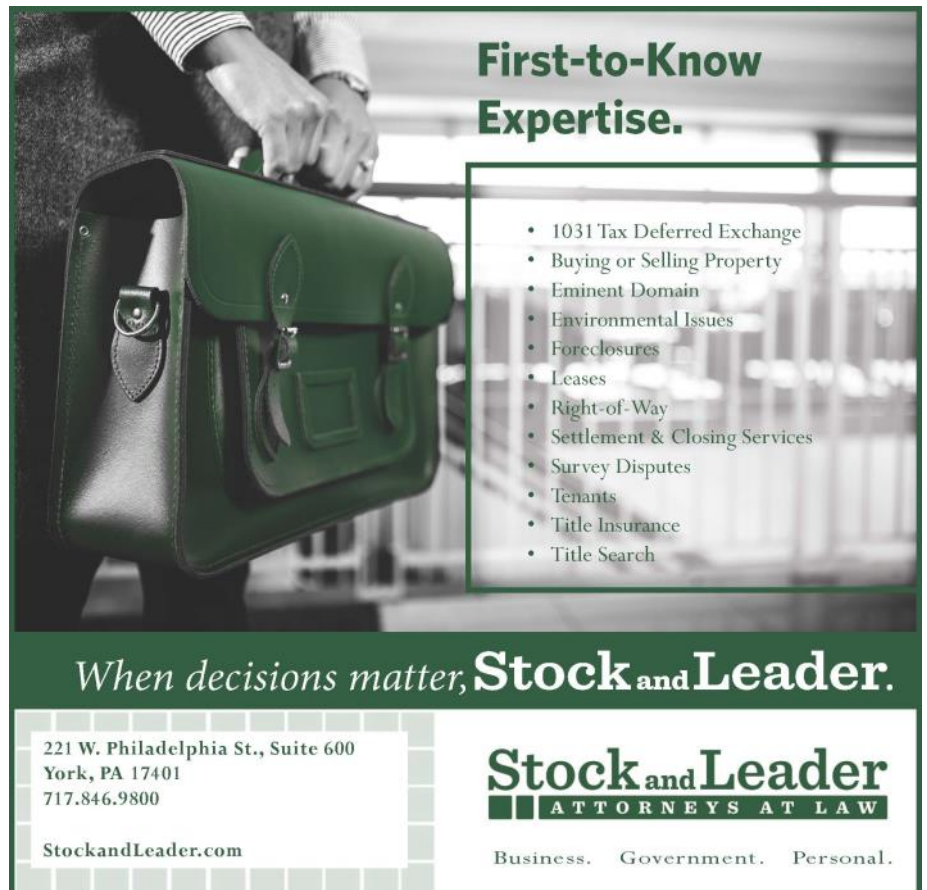
Public Relations Director
Ext. 110

jaclyn@rayac.com

Deb Kottmyer

Clerk (PT)

deb@rayac.com



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Sr. Loan Officer
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RAYAC Professionalism Award

RAYAC members can now nominate RAYAC Realtor members outside of their own brokerage for outstanding professionalism using our simple survey.

After a nomination has been made, the last three agents the nominee completed transactions with, will be emailed a link to a questionnaire to rate the nominee.

Nominees who receive high remarks from their peers will be recognized.

The professionalism award will be awarded on a quarterly basis in January, April, July and October.

Recipients will receive recognition on RAYAC's website - rayac.com and on the Association's social media channels. They will also be emailed a digital marketing package that they can use to promote their business.

The digital marketing package will include: A personalized graphic that can be used on social media, websites, email signatures and wherever they market their business, as long as it is not modified in any way.

[Nominate a RAYAC member today!](#)



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SentriLock Billing

SentriLock lockbox invoices were emailed to everyone on Tuesday, May 30, 2023. The invoice needs to be paid by **Thursday, July 6, 2023**. This will give you lockbox access until June 30, 2024.

RAYAC Member Lockbox Dues - \$159.00
Non RAYAC Member Lockbox Dues - \$238.50




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



Calling Agents Who Speak More Than One Language

RAYAC often receives requests for RAYAC members who speak additional languages. If you are fluent in any other language please contact Doug@rayac.com so we can have your membership profile updated with that information.

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The advertisement features a photograph of a family moving into a new home. A man with curly hair is smiling while holding a cardboard box labeled 'lg Room'. A woman is also smiling in the background. The text is overlaid on the image. At the bottom, there is a logo for Traditions Mortgage, a website URL, and a Member FDIC logo.

Monthly Housing Statistics



RAYAC Housing Snapshot

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

May 2023 Housing Statistics

The REALTORS® Association of York & Adams Counties (RAYAC) reports that a total of 382 homes were sold in Adams County in May 2023, a 18% decrease from 2022. In York County 2,045 homes were sold during the first five months of 2023, which is a 20% decrease from this time last year.

The median sales price in Adams County was \$275,000, a 2% increase from 2022. The median sales price in York County was \$255,000, a 9% increase from last year.

"The housing market in York and Adams Counties is witnessing a steady increase in median home sale prices alongside a decline in the number of home sales compared to the previous year. This can be attributed to the basic principles of supply and demand. The demand for homes remains strong, with numerous eager and financially capable buyers in our community. However, the limited inventory of available homes is unable to meet this demand. Sellers who choose to list their homes are still experiencing a high demand, often resulting in multiple competitive offers." stated Reid Weinbrom RAYAC 2023 President.

**RAYAC Statistics by School District
2023-2022 (January 1-May 31) Comparison**

School District	2023 Median Sale Price	2022 Median Sale Price	% Change	2023 Number Sold	2022 Number Sold	% Change
Adams County						
Bermudian Springs	\$268,750	\$260,000	3%	32	46	-30%
Conewago Valley	\$244,950	\$219,900	11%	98	117	-16%
Fairfield	\$300,000	\$275,000	9%	25	45	-44%
Gettysburg	\$325,000	\$289,000	12%	129	137	-6%
Littlestown	\$280,000	\$275,000	2%	53	83	-36%
Upper Adams	\$275,000	\$245,000	12%	45	39	15%
Total Adams County	\$275,000	\$270,000	2%	382	467	-18%
York County						
Central York	\$265,000	\$237,000	12%	177	201	-12%
Dallastown	\$270,000	\$250,330	8%	191	228	-16%
Dover	\$252,340	\$235,000	7%	122	135	-10%
Eastern York	\$237,950	\$233,500	2%	58	86	-33%
Hanover	\$220,000	\$200,100	10%	96	135	-29%
Northeastern York	\$291,000	\$244,995	19%	110	172	-36%
Northern York	\$305,000	\$335,000	-9%	80	101	-21%
Red Lion	\$259,950	\$238,000	9%	154	190	-19%
South Eastern	\$316,845	\$291,200	9%	106	110	-4%
South Western	\$284,500	\$255,000	12%	178	206	-14%
Southern York	\$328,000	\$318,735	3%	93	124	-25%
Spring Grove	\$293,500	\$269,950	9%	120	180	-33%
West Shore	\$289,000	\$260,750	11%	120	132	-9%
West York	\$200,000	\$181,000	10%	125	152	-18%
York City	\$127,000	\$115,450	10%	203	264	-23%
York Suburban	\$256,000	\$228,000	12%	112	139	-19%
Total York County	\$255,000	\$233,700	9%	2045	2555	-20%

RAYAC Leadership

President

Reid Weinbrom, '24
Coldwell Banker, 854-9242

Vice President

Jason Phillips, '25
Coldwell Banker, 854-9242

Secretary

Jennifer Clemens '25
Berkshire Hathaway, 757-7811

Treasurer

Ed Bender, '23, GRI
Howard Hanna, 846-6500

Solicitor

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

Directors

Brian Berkheimer, '23
Keller Williams, 634-5921

John Birkeland, '25, CCIM
Rock Commercial, 854-5357

**Casey Dougherty, '24, GRI,
e-PRO, CRS**
Sites Realty, LLC, 334-4674

Tereasa Forbes, '24
Berkshire Hathaway, 334-7636

Cynthia Forry, '25
Berkshire Hathaway, 633-6261

Martin Heaps, '24
Howard Hanna, 235-6911

**Paula Musselman, '25, ABR, CRS,
SRES, SRS, YCLC**
Berkshire Hathaway, 757-7811

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

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

Tony White, '23
Berkshire Hathaway, 757-7811



**RAYAC CHARITY
FOUNDATION**
REALTY ASSOCIATION OF YORK & ADAMS COUNTIES

BOWLATHON

SCORE A STRIKE WITH RAYAC
MEMBERS TO CELEBRATE
100 YEARS

DATE: THURSDAY, AUGUST 10, 2023
REGISTRATION: 5:00 PM
BOWLING: 6:00 PM
\$200 A TEAM (5 PEOPLE)
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Bright MLS Classes

July 7, 2023

Tracking the Market Using Bright MLS Reports, 10:00 am - [REGISTER HERE](#).

Listing Entry & More, 2:00 pm - [REGISTER HERE](#).



2023 RAYAC Annual Business Meeting

Date: Tuesday, October 3, 2023

Time: 9:00 am - 12:00 pm

Location: Wyndham Garden, York

[REGISTER HERE](#)

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South Central PA TEAM

WENDY LANDIS, NMLS# 257320
📞 (717) 968-3848

JEREMIAH GOOD, NMLS# 1546697 📞 (717) 825-6149	DAN YOKEMICK, NMLS# 2307283 📞 (717) 968-8897
MIKE LAUCKS, NMLS# 141101 📞 (717) 577-6968	MICHAEL BRIGHTBILL, NMLS# 1581410 📞 (717) 215-7906
BILL TULL, NMLS# 659156 📞 (717) 424-0438	VINCE IADEVAIA JR, NMLS# 146851 📞 (410) 487-9270
KARENA FOSS, NMLS# 153948 📞 (574) 532-2408	VINCE IADEVAIA III, NMLS# 1578301 📞 (410) 236-5026

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NMLS# 1820

Happy 4th of July!

RAYAC wishes everyone a safe and happy holiday weekend!

RAYAC Holiday Office Hours:

Monday, July 3, 2023 - CLOSED

Tuesday, July 4, 2023 - CLOSED

Wednesday, July 5, 2023 - Office open at 8:30 AM



The RAYAC Foundation will be raffling off a Summer Basket of Fun valued at \$500!

The Summer Basket of Fun will include:

A Yeti Backpack Cooler

BBQ Sauces

BBQ Seasonings

Grilling Utensils

A gift card to *Godfrey Brothers Meats* which will include - 5lb burger patties, 5lb burger meat, 4 Delmonico steaks, 8 sausage grillers, 8 smoked hot dogs, 4 chicken legs, 4 chicken breasts, and 4 chicken wings.



Tickets will be on sale at the RAYAC office. \$5 for one ticket or 5 tickets for \$20. Call the RAYAC office to purchase yours today! 717-843-7891.

RAYAC Foundation \$100 Challenge to Celebrate RAYAC's 100th Anniversary

The RAYAC Foundation is challenging all members to donate \$100 throughout the year in honor of RAYAC turning 100 years old! You can make a donation by calling the RAYAC office or by dropping off a check to the RAYAC office.

Everyone that donates \$100 or more, will be entered into a drawing to win a \$1,000 Rutters gift card at the end of the year. Thank you to **BRIGHT MLS** for sponsoring the gift card!

Thank you to the following people that have donated to the challenge so far this year:



Dolly Bailey
Patricia Carey
Judy Givens
Jeremiah Good
Wendy Landis
Tina Llorente
Cindy Mann
Shanna Terroso
Bill Tull
Linda Werner
Cheryl Yerger



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Partner and Do Business with RAYAC Affiliate Members!

Attorneys

Barley Snyder LLC
[CGA Law Firm](#) - ad pg. 2
Dethlefs Pykosh & Murphy
[Stock and Leader](#) - ad pg. 6

Appraisers

AnalytiQ Appraisal Services
CSRB Appraisals, LLC.
Maryland Appraisal Company

Builders

York Builders Association
Barnett Building Advisors
DR Horton
Caruso Homes on Your Lot PA1

Home Improvement/Repairs

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

Home Warranties

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

Inspectors

Adler Home Inspections
All Pro Inspections
Allied Home Inspections Inc
American Property Examiners
BH Home Inspection
Buyers Eyes Home Inspections, LLC
Clear to Close Renovations
D.M. Shank Home Inspection
Extra Mile Home Inspection
Helping Solutions LLC
Homechek Inc
HomeRite Inspections
[HouseMaster Home Inspections](#) - ad pg. 14
Mason Dixon Home Inspection
Mike Sheely Home Inspections
Mirkwood Home Inspections, LLC.

National Property Inspections of Palmyra
New Leaf Home Inspection
Precision Inspections & Radon
Precise Inspecting LLC
Rabe Home Services, LLC
Real Services Inc
S.A.F.E. Inspection Services
TEK Inspection Company
The Virtus Group LLC
The Mitigator
Top Dawg Inspections
Trimmer Home Inspections
Tri-M Home & Building Inspections
Wertz Construction

Lenders

Academy Mortgage Corporation
ACNB Bank
Annie Mac Home Mortgage
Bay Capital Mortgage Corp
Beacon Light Mortgage, LLC
Centennial Lending Group
[CMG Home Loans](#) - ad pg. 12
Cross Country Mortgage
EMM Loans
Fairway Independent Mortgage
First Alliance Home Mortgage
[Fulton Mortgage Company](#) - ad pg. 3
Guardian Mortgage
Guaranteed Rate Affinity
[Guild Mortgage](#) - ad pg. 6
Heritage Valley Federal Credit Union
Homesale Mortgage, LLC
Homestead Funding Corp.
[LoanDepot](#) - ad pg. 11
Members 1st FCU
M & T Bank Mortgage Division
Moneyline Lending, LLC
Mortgage Network
Movement Mortgage

Northpointe Bank
PrimeLending
Union Community Bank
Tidewater Mortgage
[Traditions Mortgage](#) - ad pg. 8
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Atlas Rubber Stamp & Printing
Home Insight 360
Media One PA
Next Door Photos
Open.Tours
Real Estate Exposures
Vincent and Morgan Real Estate Media

Other

Comparion Insurance Agency
Goosehead Insurance
Heaving Load Hauling, LLC
LHOP At York Housing Opportunity Center
[MYclosing, LLC](#) - ad pg. 7

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.
Apple Leaf Abstracting & Settlement
Bryn Mawr Abstract, Inc.
Community Settlement
Even Par Settlement Services
Homesale Settlement Services
Hometown Real Estate Settlements LLC
[Lakeside Title Company](#) - ad pg. 2
Mason Dixon Settlement Inc
Quality Service Settlements
Mutual Settlement
Security Title Guarantee Corporation
Titan Settlement Associates
[White Rose Settlement Services](#) - ad pg. 3
[Yorktowne Settlement Co](#) - ad pg. 4



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