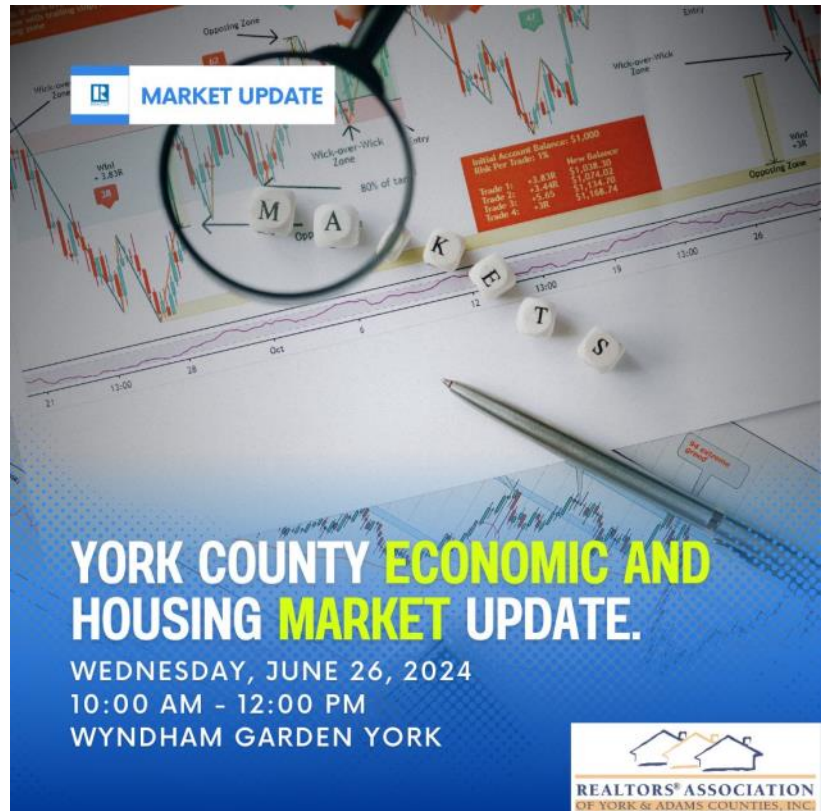


# RAYAC Connection

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## York County Economic and Housing Market Update



### RAYAC Summer Hours

The RAYAC office will have adjusted summer hours starting Tuesday, May 28th until Friday, August 30th, 2024.

The office will be open:

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

**Friday:** 8:30 am - 3:30 pm

The York County Economic and Housing Market Update is a thorough event designed to offer valuable insights into York County's economic terrain and housing market trends.

Attendees can anticipate expert analysis and forecasts on crucial economic indicators like employment rates, GDP growth, and consumer confidence.

Additionally, there will be in-depth discussions about the present condition and future prospects of the local housing market.

This event will feature notable speakers from Bright MLS, York County Economic Alliance, and the York County Commissioners. While admission is free, registration is required.

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## RAYAC Scholarship Winners

Each year RAYAC awards a high school senior who is an immediate family member of a RAYAC member, and who will be pursuing a post-secondary education with a \$500 Scholarship.

Applicants are required to submit an essay describing what home means to them.

Thank you to everyone that submitted applications.

We were lucky enough to award not one, but two winners this year with \$500 for them to use as they start their next chapter in education.

Congratulations to Julia Wright and Ryan Jones! We wish them much success as they head off to college this fall!

## Thank You!

THANK YOU to everyone who contributed  
**\$26,679** to RPAC already in 2024  
including these RPAC leaders!

### **Sterling R (\$1,000)**

Steve Brown  
Nathan Elfner

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

Martin Heaps

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

Bob Aldinger  
Dolly Bailey  
Gregg Clymer  
Adam Flinchbaugh  
Tina Llorente  
Stella Raffensberger  
Bradley Shafer  
Kenneth Worley

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

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Gina Baum  
Bobby Behler  
Ed Bender  
Brian Berkheimer  
Mark Carr  
Jennifer Clemens  
Chris Dell  
Bridget Floyd  
Tereasa Forbes  
Lora Foster  
Judd Gemmill  
Judy Henry  
Susan Johnston  
Glenda Kane  
Lynn Knapko  
Nathan Krotzer  
Bobbi Laucks  
Deborah McLaughlin  
Robin Mede-Butt  
Kim Moyer  
Robyn Pottorff  
Holly Purdy  
Brenda Riddle  
Selina Robinson  
Cynthia Sarver  
Brittani Snyder  
Donna Troupe  
Jason VanDyke  
Shelley Walter  
Julie Wheeler  
Roxanne Whitaker

Gerald Austin  
Susan Becker  
Tami Behler  
Dennis Berkebile  
John Bowman  
Suzanne Christianson  
Barbara Deardorff  
Casey Dougherty  
Debbie Folmer  
Cynthia Forry  
Michelle Gemmill  
Lisa Hartlaub  
Josh Jackson  
Michele Jones  
Jennifer Kibler  
Scott Kopp  
John Linton  
Cindy Mann  
Debra McManus  
Ashley Motter  
Cinda Nease  
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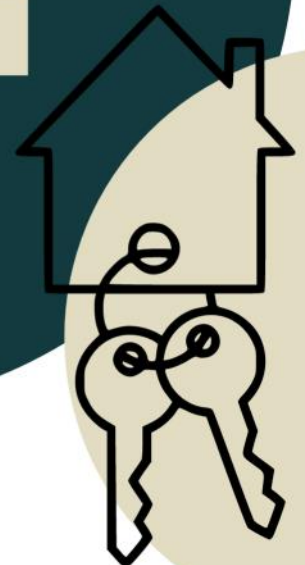
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# Membership News

## New Members

Carla Banack, Cummings & Co  
 Grant A Becker, Realty One Group  
 Generations  
 Chelsea Ann Botley, Cummings & Co  
 Earl Click III, Berkshire Hathaway ( E)  
 Amare J Conley, Real Broker, LLC  
 Valerie Hershey, Renaissance Realty Sales  
 Ramsey Kenzitt, Berkshire Hathaway (W)  
 Cari Lynn Lauer, Inch & Co  
 Al Luke, Lime House  
 Shana Porter, Real Broker Springwood  
 Abel Reinoso, Renaissance Realty Sales  
 William R Rossi, Cummings & Co  
 Todd Salerno, Lime House  
 Aimee Stern, Coldwell Banker York  
 Kai S Worrell, C21 Core Partners

## Member Changes

Tonya Lynn Allen, Samson Properties of  
 MD  
 Kae B Anderson, EXP Realty  
 Danielle Bordenkircher, Real Broker, LLC  
 Chelsea Ann Botley, Cummings & Co  
 Carmen Brown, Iron Valley York  
 Jennifer M Howard, EXP Realty  
 Scott S Kopp, Berkshire Hathaway (CD)  
 Jennifer Mackie, Coldwell Banker York  
 Nolan Peterson, Iron Valley Real Estate  
 Woodrow P Schmidt Jr., Iron Valley York  
 Sabrina Shelley, Keller Williams Legacy  
 Matthew Jay Showers, Iron Valley  
 Gettysburg  
 Hollie Smith, Re/Max Quality  
 Desiree Snider, Real Broker, LLC  
 Tracy Wandress, House Broker Realty  
 Rosemarie Youngblood, Realty One Group  
 Generations

## Member Drops

Sabrina Gettle, Berkshire Hathaway (H)  
 Daisha Givens, Berkshire Hathaway ( E)  
 Keith Godfrey, Berkshire Hathaway (SH)  
 Thomas J Keffer, Re/Max Quality  
 Peter Andrew Ohliger, Berkshire  
 Hathaway (G)  
 Bridget A Ort, Berkshire Hathaway ( E)  
 Michaela Quinnett, Re/Max Quality

## New Office/Brokerage

None

## Office Changes

None

## Office Drops

None

## Affiliate Changes

None

## New Affiliates

None

## FairHaven Completion

Grant Becker, Realty One Group  
 Generations  
 Earl Click, Berkshire Hathaway East  
 Kai Worrell, C21 Core Partners

## Membership Stats

(as of 05/21)

	2024	2023
Primary REALTORS	1258	1247
Secondary REALTORS	124	109
Pending Applicants	6	9
Total REALTORS	1388	1365
Affiliates	84	95
Total Members	1,472	1,460

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# Board of Directors Recap

May 9, 2024

- The Board approved the April Meeting Minutes.
- The Board accepted the Treasurer's report. The tuition for live instruction continuing education courses is on target but tuition for the online tuition is under budget projections. The number of RAYAC members is up ever so slightly from last year. Lockbox invoices will be distributed in June.
- The Board adopted the RAYAC Summer Hours to be in effect from Tuesday, May 28<sup>th</sup> through Friday, August 30<sup>th</sup>.
- The Board received the Solicitor's report indicating the number of legal hotline calls are up.
- The Board received a report on the NAR Settlement Update and the NAR Legislative Meetings.



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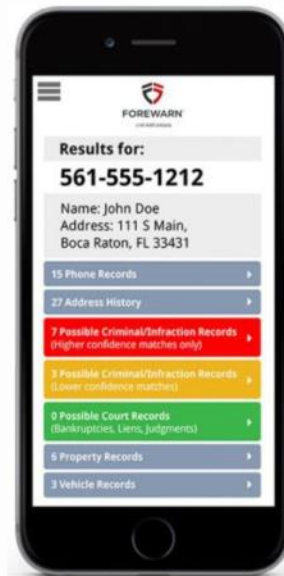
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## June is Homeownership Month

June is National Homeownership Month, when we raise awareness about the benefits of owning a home and the importance of making homeownership more attainable for all Americans.

Every family deserves to have the opportunity to reap the benefits of homeownership—from building generational wealth to building memories for years to come. Members of the National Association of REALTORS® help consumers navigate the homeownership experience, providing critical support and serving as a trusted advisor through one of the biggest financial decisions of their lifetime.

To read more about Homeownership Month, please click [HERE](#).

---

## Sentrilock Billing

Sentrilock lockbox invoices were emailed to everyone today, Monday, June 3, 2024. The invoice needs to be paid by **Monday, July 1, 2024**.

This will give you lockbox access until June 30, 2025.

RAYAC Member Lockbox Dues - \$159.00

Non RAYAC Member Lockbox Dues - \$238.50



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

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## NAR Settlement Agreement

On March 14, the National Association of Realtors® revealed a proposed settlement agreement aimed at resolving litigation concerning claims brought by home sellers regarding broker commissions. The agreement, if approved, would bring an end to claims against NAR, encompassing over one million NAR members, all state/territorial and local Realtor® associations, all association-owned Multiple Listing Services (MLSs), and all brokerages with an NAR member as principal that had a residential transaction volume of \$2 billion or below in 2022.

It's important to emphasize that current practices will remain unchanged for the time being. Anticipated changes, pending approval, are slated for implementation on August 17, 2024. NAR anticipates that the approval process will span several months or longer.

Here are resources provided by both the National Association of REALTORS® and the Pennsylvania Association of REALTORS® with factual information on the settlement agreement.

[The Truth About NAR the NAR Settlement Agreement](#)

[Facts.realtor](#)

[Competition.realtor](#)

[Litigation FAQ](#)

[PAR Resource Website](#)

---

## Legislative Meetings in DC

RAYAC members convened in Washington DC alongside their counterparts from the Greater Harrisburg Association of REALTORS® and the Lancaster County Association of REALTORS® to advocate to our local Congressman on crucial matters including inventory shortages, preserving the independent contractor status for real estate agents, and significant revisions to policies concerning VA loans.



---

## RAYAC Seeks Board of Directors Candidates

RAYAC is looking for several talented leaders to serve on the Board of Directors.

All interested candidates are asked to complete this [application](#) by June 21, 2024.

If you have additional questions, please contact [Shanna Terroso](#).

---

## 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](mailto:shanna@rayac.com) by June 7, 2024.

### 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](mailto:shanna@rayac.com) by June 7, 2024



---

## Accredited Buyer's Representative

The National Association of Realtors is offering a FREE (typically \$295) Accredited Buyer's Representative course. Click [HERE](#) for more information.



## RAYAC Office Hours

### Monday - Thursday

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

### Friday

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

### Phone

(717) 843-7891

### Fax

(717) 854-0720

## Association Staff

### Shanna Terroso

RCE, AHWD, C2EX,  
Chief Executive Officer  
Ext. 106

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

### Mireya Carlsen

Director of Professional  
Development  
Ext. 109

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

### Doug Clark

Business & Finance Director  
Ext. 111

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

### Jaclyn Eriksen

Public Relations Director  
Ext. 110

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

### Deb Kottmyer

Clerk (PT)

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

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**Rob Frey**  
Sr. Loan Officer  
NMLS#147464  
717.891.0685



**Shawn Kelly**  
Sr. Loan Officer  
NMLS#615649  
717.542.5005

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Guild Mortgage Company is not affiliated with the REALTOR® Association of York & Adams Counties.

## 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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# RAYAC Foundation Charity Golf Outing

The RAYAC Foundation Annual Charity Golf outing will take place on **Thursday, June 6th** at Heritage Hills Golf Resort!

Registration opens at 8:00 am with a shotgun start at 9:00 am.

This is a perfect opportunity to network with fellow RAYAC members while enjoying a day outside and taking in beautiful views.

Be sure to join us for a delicious BBQ lunch and awards presentation following the event.

There are still sponsorship opportunities available. Please contact [Jaclyn@rayac.com](mailto:Jaclyn@rayac.com) for more information.



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Saturday: 9 a.m. to 5 p.m.  
Eastern Time

# Monthly Housing Statistics



## RAYAC Housing Snapshot

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

### April 2024 Housing Statistics

The REALTORS® Association of York & Adams Counties (RAYAC) reports that a total of 275 homes were sold in Adams County through April 2024, which remains the same as this time last year. In York County 1,554 homes were sold during the first four months of the year, a 1% increase from 2023.

The median sales price in Adams County was \$300,000, a 12% increase from 2023. The median sales price in York County was \$265,000, a 6% increase from last year.

“This past month, Adams County reached a new record with its highest median home sale price of \$300,000, marking a 12% increase from the previous year. Similarly, York County experienced a 6% rise in median home sale prices, reaching \$265,000. Although inventory levels have risen marginally, they remain insufficient to satisfy the current market demand. Buyers must act fast, as homes in York County are selling quickly, typically staying on the market for just 7 days.” said Jason Phillips, 2024 RAYAC President.

**RAYAC Statistics by School District  
2024-2023 (January 1-April 30) Comparison**

School District	2024 Median Sale Price	2023 Median Sale Price	% Change	2024 Number Sold	2023 Number Sold	% Change
<b>Adams County</b>						
Bermudian Springs	\$291,500	\$263,750	11%	22	22	0%
Conewago Valley	\$255,000	\$251,100	2%	63	76	-17%
Fairfield	\$338,000	\$255,000	33%	22	17	29%
Gettysburg	\$341,240	\$285,000	20%	92	85	8%
Littlestown	\$270,000	\$280,000	-4%	48	41	17%
Upper Adams	\$222,400	\$274,900	-19%	28	35	-20%
<b>Total Adams County</b>	<b>\$300,000</b>	<b>\$268,700</b>	<b>12%</b>	<b>275</b>	<b>276</b>	<b>0%</b>
<b>York County</b>						
Central York	\$270,000	\$261,250	3%	137	140	-2%
Dallastown	\$281,000	\$263,900	6%	126	137	-8%
Dover	\$267,500	\$244,995	9%	110	89	24%
Eastern York	\$255,000	\$235,000	9%	60	37	62%
Hanover	\$236,750	\$220,000	8%	66	75	-12%
Northeastern	\$292,500	\$265,000	10%	74	95	-22%
Northern York	\$333,000	\$307,000	8%	50	59	-15%
Red Lion	\$265,500	\$258,000	3%	104	115	-10%
South Eastern	\$314,990	\$310,000	2%	81	76	7%
South Western	\$293,500	\$287,000	2%	149	140	6%
Southern York	\$340,000	\$331,500	3%	62	68	-9%
Spring Grove	\$270,400	\$295,000	-8%	95	87	9%
West Shore	\$310,000	\$281,000	10%	98	82	20%
West York	\$240,000	\$200,000	20%	76	97	-22%
York City	\$127,000	\$125,000	2%	177	156	13%
York Suburban	\$250,000	\$250,000	0%	89	83	7%
<b>Total York County</b>	<b>\$265,000</b>	<b>\$250,000</b>	<b>6%</b>	<b>1554</b>	<b>1536</b>	<b>1%</b>

## RAYAC Leadership

### President

**Jason Phillips**, '25  
Coldwell Banker, 854-9242

### Vice President

**Selina Robinson**, '26  
Berkshire Hathaway, 235-9050

### Secretary

**Jennifer Clemens** '25  
Iron Valley, 316-8777

### Treasurer

**Ed Bender**, '24, GRI  
Howard Hanna, 846-6500

### Solicitor

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

### Past President

**Reid Weinbrom**  
Keller Williams, 755-5599

### Directors

**Allison Altman**, '26, AHWD  
Inch & Co, 904-4500

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

**Carolyn Boyle**, '26, ABR, CRS, GRI,  
SRES, C2EX, RENE  
Re/Max Quality, 632-5111

**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

**Adam McCallister**, '26  
EXP Realty, 1-888-397-7352

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



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# RAYAC'S ANNUAL BUSINESS MEETING

FEATURING OUR KEYNOTE SPEAKER,  
DR. JESSICA LAUTZ, DEPUTY CHIEF  
ECONOMIST AND VICE PRESIDENT OF  
RESEARCH AT THE NATIONAL  
ASSOCIATION OF REALTORS®.

**TUESDAY, OCTOBER 8**

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## Bright MLS Classes



**June 19, 2024**

Brand Yourself Through Bright MLS, 10:00 am - [REGISTER HERE](#).

Bright MLS Basics, 2:00 pm - [REGISTER HERE](#).

## Important Bright MLS Links to Reference

Recorded Webinars:

[BrightMLS.com/BuyerAgent](#)

Request an exclusive Office Training with a Bright Coach, on the Value of the Buyers' Agents:

[Link to Training Request Form](#)

If you missed Bright MLS's webinar on the NAR Settlement and Next Steps, you can watch it by [clicking this link](#). Additionally, Bright MLS has created a [NAR Settlement Resources Page](#).

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<b>JEREMIAH GOOD</b> , NMLS ID# 1546697 ☎ (717) 825-6149	<b>VINCE IADEVAIA JR</b> , NMLS ID# 146851 ☎ (410) 487-9270
<b>MIKE LAUCKS</b> , NMLS ID# 141101 ☎ (717) 577-6968	<b>VINCE IADEVAIA III</b> , NMLS ID# 1578301 ☎ (410) 236-5026
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## 7 Reasons to Work with a REALTOR®

Now more than ever, it is so important to share with the public and potential clients why working with a REALTOR® is crucial when it comes to purchasing or selling a home.

[Read through this detailed article from NAR](#) that highlights the most important reasons why working with a REALTOR® is beneficial. These are key highlights that all REALTOR® members should share with clients.



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# Partner and Do Business with RAYAC Affiliate Members!

## Attorneys

Barley Snyder LLC

[CGA Law Firm](#) - ad pg. 3

Dethlefs Pykosh & Murphy

[Stock and Leader](#) - ad pg. 9

## Appraisers

Central Penn Appraisals, Inc

Maryland Appraisal Company

SRB Appraisals

## Builders

York Builders Association

Barnett Building Advisors

DR Horton

Caruso Homes on Your Lot PA1

Wertz Construction

## Home Improvement/Repairs

Bleecker St. Development

C.A.R.E. Property Services

Dale Miller & Son Septic

Simply Water Heaters

## Home Warranties

First American Home Warranty

## Inspectors

Absolute Radon Mitigation LLC

Adler Home Inspections

Buyers Eyes Home Inspections, LLC

D.M. Shank Home Inspection

Homechek Inc

HomeRite Inspections

[HouseMaster Home Inspections](#) -  
ad pg. 17

Mike Sheely Home Inspections

Mirkwood Home Inspections, LLC.

New Leaf Home Inspection

Precision Inspections & Radon

Radon Protection Services of

Gettysburg, Inc.

Real Services Inc

S.A.F.E. Inspection Services

TEK Inspection Company

Wetus Group LLC

The Mitigator

Top Dawg Inspections

Trimmer Home Inspections

Tri-M Home & Building Inspections

Urban Property Services LLC

## Lenders

ACNB Bank

Bay Capital Mortgage Corp

Beacon Light Mortgage, LLC

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Cross Country Mortgage

Fairway Independent Mortgage  
Corp.

First Alliance Home Mortgage

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Guardian Mortgage

Guaranteed Rate Affinity

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Heritage Valley Federal Credit  
Union

Homesale Mortgage, LLC

Homestead Funding Corp.

[Horizon Farm Credit](#) - pg. 14

M & T Bank Mortgage Division

Moneyline Lending, LLC

Movement Mortgage

McLean Mortgage

New American Funding

Northpointe Bank

PNC Bank

Primary Residential Mortgage, Inc

Union Community Bank

Tidewater Mortgage

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## Media, Marketing &

## Photography

360 Tour Designs

Atlas Rubber Stamp & Printing

Home Insight 360

Media One PA

Next Door Photos

Real Estate Exposures

Vincent and Morgan Real Estate Media

## Other

A&M Friendly Movers PA LLC

Comparion Insurance Agency

Kyle Sparks of Health Markets

Goosehead Insurance

LHOP At York Housing Opportunity  
Center

Michelle L Kreeger, State Farm Insurance  
Tenfold

## Pest Control

Lynn Pest Management

## Surveyors/Engineers

Gordon L Brown & Assoc., Inc.

BL Companies

## 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. 3

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Quality Service Settlements

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