ALL THINGS HOME

A NEWSLETTER FOR HOMEOWNERS, FUTURE HOMEOWNERS, AND HOME SELLERS





Extend Your Day LLC

Cory Madison • Owner/Operator 717-818-2032



The first day of Summer is Thursday, June 20th

- Summer solstice begins in the Northern Hemisphere at exactly 4:51pm
 EST on June 20th. The first day of Fall is September 22, 2024.
- Summer solstice marks the longest day of the year. The sun is at its highest point in the sky.
- During the summer solstice, Pennsylvania will see anywhere from 15 to 15.5 hours of sunlight according to the National Oceanic and Atmospheric Administration (NOAA).
- The amount of daylight will decrease by day until the winter solstice on Saturday, December 21, 2024.
- Temperatures for Pennsylvania are expected to be hotter than normal, according to NOAA's forecast issued mid-May.
- Multiple sources like AccuWeather, the Farmers' Almanac and NOAA also predict above average precipitation for our area for 2024. We'll wait and see!

Summer 2024 Newsletter Highlights

- Check out page 6 of this newsletter for a summer home maintenance checklist!
- Also, check out page 9 for the contest where you'll be a \$25.00 Rutters gift card! We're still waiting for our 1st winner!

SUMMER 2024

Hello! My name is Cory Madison. I hope this newsletter finds you well and looking forward to warmer weather!

I'm the owner of Extend Your Day LLC and a Realtor with Howard Hanna Real Estate Services out of the Shrewsbury, PA office.

I was born and raised in Stewartstown, PA and am still local to the area. My wife, Kayla, and I just celebrated our 2nd anniversary on March 4^{th.}

My wife and I are members of the Stewartstown, PA Lions Club. We really enjoy working as Lions to give back to the community.

I've learned so much about landscaping, real estate, home buying, and business over the last several years and continually look for ways to learn and grow as a realtor and a business owner.

The purpose of this newsletter is to inform, share my experiences, and, most of all, have you get to know me.

Please enjoy this edition! Feedback is always welcome and very much appreciated. Let me know what you'd like to see in future publications.

My contact information:

Emails:

corymadison@howardhanna.com extendyourday@gmail.com Phone Numbers:

717-818-2032 Extend Your Day 717-234-6911 Howard Hanna

Websites:

https://corymadison.howardhanna.com http://www.extendyourday.com



Upcoming Community Events

FREE Movie Night @ 22 Railroad Ave, New Freedom, PA

Saturday, June 22nd at 8pm. Wonka will be hosted by New Freedom Heritage, sponsored by Paesano's Pizza 717-235-4879, and popcorn will be provided by New Freedom Lions Club. Bring a chair or blanket and enjoy a movie under the stars.

75th Shrewsbury Fireman's Carnival @ Shrewsbury Volunteer Fire Company

Monday, June 24th – Saturday, June 29th starting at 5:30pm each night.

Allegro Winery Beginner Line Dance Lessons (21+ Event) @ 4099 Vineyard Rd, Stewartstown, PA

Saturdays, June 29, July 13, July 27, August 10, August 24, September 7, September 21. Doors open @ 3:30pm with lessons at 4pm. Pre-registration is \$35, at the door \$40 and includes lesson and open dance from 6pm to 9pm. Check Allegro's Facebook page for current information.

HARPFEST 2024 @ 16 College Ave, Stewartstown, PA 17363

Saturday, June 29th beginning at 4pm. Fireworks begin at 9:30pm. Food trucks on site. Musical entertainment will run from 6:30pm until 9:30pm.

Fawn Grove Old Tyme Days @ 92 N Market St, Fawn Grove, PA 17321

Friday, June 28th from to Sunday, June 30th from 8am until 6pm. It's a 3-day tractor and gas show with garden tractor & antique tractor pulls, a parade, live entertainment, flea markets, a kid's zone, petting zoo, helicopter rides and more.

New Freedom Lions Club Carnival @ Marge Goodfellow Community Park, 26 E Main St, New Freedom PA

Monday, July 1st through Saturday, July 6th from 6pm until 11pm. The fireworks display is Friday, July 5th at 10:30pm with a rain date scheduled for Saturday, July 6th at 10:30pm

Eureka Volunteer Fire Company Carnival @16 College Ave, Stewartstown, PA 17363

Monday, July 15th through Saturday, July 20th. The parade will be held on Saturday, July 20th at 4:30pm.

Smoke on the Rail @ Marge Goodfellow Park, 1 Playground Alley, New Freedom, PA

Friday, July 26th 5:00pm to 9:30pm and Saturday, July 27 11:00am to 9:30pm. Kansas City Barbeque Society Pennsylvania State Champion Cookoff. Live music, draft beer, adult slushies, food vendors and general vendors. Visit www.smokeontherail.com for more information.

Stewartstown Night Market @ 16 S. Main St, Stewartstown, PA next to Aviator PA Brew Hub

1st and 3rd Fridays from May 19th through October 4pm – 8pm. Vendors, music, and food trucks. Follow https://www.facebook.com/stewartstownnightmarket for updates.





Cory Madison • Owner/Operator 717-818-2032

Helping you find more time in your day is what we do!

I started my company 7 years ago in 2017. Since then, I've learned a ton about business, myself, my wife, my family and friends, and my customers. I am forever grateful for everyone's support.

I am passionate about offering outstanding home services that will help you beautify your home and find more time in your day. Providing exceptional customer service is my number one goal.

Here's an overview of the Extend Your Day LLC equipment and the service each provides



The Dodge Ram with dump insert. Used for just about every job we do. It hauls the landscape trailer, and the large and small open trailers. We haul landscape debris and change out the sides for leaf cleanup.



The Landscape Trailer. We haul mowers, weed whackers, blowers, and gas for mowing and landscaping jobs. At times, the trailer is used for moving and hauling.

The Multi Force. It is our most diverse piece of equipment. It's our stand on mower, aerator, mulch carrier, leaf blower, and snowplow.





The Ferris. The zero-turn mower with bagger attachment. Used during the regular mowing season and assists with leaf cleanup.



Seasonal Setups

Winter

The Multi Force plow attachment. When it snows, we're ready!



Spring and Fall

The Multi Force aerator attachment. This is used to create holes in a lawn to alleviate soil compaction and reduce thatch, while allowing a better flow of oxygen, water, and nutrients to roots. It allows the grass roots to dig deep into the soil which allows for strong and resilient growth.





Fall/Winter Leaf Cleanups

The Multi Force blower attachment and the debris loader make quick work of leaf cleanups and haul aways. The blower has some serious power!



This information is carried over from previous newsletters.

It's a helpful guide to determine which services you might want to perform or have done and when.

As always, please contact Extend Your Day LLC to book your free, no obligation estimates!

Lawn Care Calendar for Southern York County PA

Aeration – Early to mid-spring or late summer to early fall

This service is provided by Extend Your Day LLC – Call or text Cory for a free estimate

Aeration is the process of creating holes in a lawn to alleviate soil compaction and reduce thatch, while allowing a better flow of oxygen, water, and nutrients to roots. It allows the grass roots to dig deep into the soil which allows for strong and resilient growth.

Seeding – Late summer to early fall is best for establishing a new lawn from seed

This service is provided by Extend Your Day LLC - Call or text Cory for a free estimate

In general, new lawns are more successful when there is less weed competition and new grass will have 2 seasons of cool weather to establish before encountering the stress of summer heat.

Overseeding – Late winter, spring, or early fall

This service is provided by Extend Your Day LLC - Call or text Cory for a free estimate

Aeration prior to overseeding in spring or early fall provides seed the soil contact and space needed to germinate and develop successfully

<u>Fertilization</u> – Mid to late spring and/or late summer to early fall

Annual applications of nitrogen fertilizers can help maintain good quality lawns and, in some cases, improve lawns that need a quality boost.

<u>Sodding</u> – About any time of year, but try to avoid the hottest, driest parts of summer

Sod can be placed any time of year when temperatures are cooler, and rainfall or watering opportunities are more plentiful.

<u>Liming</u> – Fall or early winter

Soil PH should generally fall between 6.0 and 7.0 in our area. If soil is too acidic, apply lime based on a soil test recommendation. You can obtain a test kit online from Penn State: <a href="http://agsci.psu.edu/aasl/soil-testing/soil-te

<u>Weed Control</u> – Between March 15 and April 15

The best weed control is a dense, properly managed lawn. The lawn care suggestions above will help achieve that goal. Even so, sometimes weeds can still emerge. When this happens, the use of preemergent herbicides can control annual weeds such as crabgrass if they're applied prior to weed seed germination near the dates listed.





Summer Property Maintenance Checklist

Check Property for Standing Water

• Inspect your property for places where standing water can accumulate. Flower pots, bird baths, buckets, etc. can be a breeding ground for mosquitoes. Drain standing water and check for issues after each rain.

Install Screen Doors

• If screen doors were put away for the colder months, now's the time to pull them out of storage, clean them, inspect for holes and install.

Check and Clean Gutters and Downspouts

Make sure downspouts and gutters are free of leaves and other debris. After the winter months, it's
especially important to make sure heavy snow and ice didn't cause gutters to become blocked and pull away
from the roof. Make sure you use a sturdy ladder and have someone spotting you while you work. Wear
rubber gloves under work gloves to keep your hands dry.

Check HVAC and Cooling Systems

• Schedule maintenance for your HVAC system before the heat settles in. If you have window units, make sure they're properly installed. Dust ceiling fans and make sure they are set to spin counterclockwise. This will push the breeze downward, making the rom feel cooler. If you're not sure, stand below the ceiling fan. If you feel a rush of air, it's set properly for summer.

Trim Trees

• Keep branches pruned and at a safe distance from power lines, your home, and outbuildings to help precent storm-related damage.

Other Summer Tips

- If you covered your air conditioner for the winter, remove the cover before turning on your AC for the season.
- Vacuum bath fans, refrigerator, and freezer coils often to get rid of dust.
- Check the sump pump, make sure to check and unclog the exterior drain.
- Ensure portable generators have had oil and filter changes since last use. If it's been a while, it's a good idea to run them under load according to your manufacturer's specifications.

If you're not comfortable with the DIY approach to any of your property maintenance needs, call a company specializing in the type of work you want done. To protect you and your property from accidental damage by any contractor, ask for proof of insurance. The company should be registered with the Department of State, so legitimate businesses are on a level playing field.

Here's a link to search PA business records.

https://www.dos.pa.gov/BusinessCharities/Business/Resources/Pages/Record-Searches.aspx

The Road to Real Estate: An Interview with Cory Madison - Realtor with Howard Hanna

Thanks for sitting down and sharing your journey into real estate Cory. Let's get right to it.

Q: What made you want to get into real estate?

A: I wanted to get into real estate because I had an interest in obtaining real estate rentals. As I did further research, I realized the entire process of buying and selling real estate was a process I really enjoyed and wanted to continue to learn more.

Q: Have you since obtained any real estate for yourself?

A: Yes, my wife and I bought a duplex in Shrewsbury, PA.

Q: What year did you begin the process of obtaining your real estate license and what type of training/education/testing did you have to go through?

A: I began the process of obtaining my license in the fall/winter of 2020. I went through the Pennsylvania 75-hour real estate course then took a two-hour proctored test. I passed on my first try, so I was very happy about that.

Q: What year did you get your license?

A: In January 2021.

Q: What made you want to work with Howard Hanna?

A: Comparing Howard Hanna to other companies, I like that they are a family-owned company. I appreciate the resources they provide their agents, including the technology they offer. I was also amazed by the programs they offer both buyers and sellers. All those factors make them stand out as a company to be proud to work with.

Q: How do you balance working Extend Your Day LLC and your Howard Hanna real estate responsibilities?

A: In 2023, I hired an employee and spent that season training him to Extend Your Day LLC standards. With that accomplished, I am better able to balance my responsibilities as a company owner and Howard Hanna Realtor now that I have a trustworthy team member.

Q: Do you have continuing education that you are required to do and, if so, how much and how often?

A: Yes, I do. Every other year it's required to obtain 14 hours of continuing education every other year. I just completed mine last week.

Q: Since you've become a realtor, what it your impression of the home buying and selling market?

A: I received my license the year COVID was at its peak. Since then, the market has been really crazy. The inventory drives price and the inventory has been extremely low since. Interest rates have risen from about 3% to 9% and everywhere in between. These factors make it a little more difficult for first time home buyers and those looking to purchase their next home.

Howard Hanna Real Estate Advantage

If you're in the market to buy or sell, contact me so I can walk you through Howard Hanna's industry leading programs for home buyers and home sellers.

Howard Hanna's 100% Money Back Guarantee

Unlike any other real estate company, Howard Hanna stands behind the value of the properties we sell. The Howard Hanna 100% Money Back Guarantee helps you buy with confidence. If the buyer of a guaranteed home listed by Howard Hanna is not satisfied, we will buy back the home for 100% of its purchased price. Certain restrictions apply. Contact me for details!

Apartment Dwellers Trade-In Program

You've heard of our 'Buy Before You Sell' program: Now you can buy before your lease is up. Did you find the perfect home, but are bound by the terms of your current apartment lease? If you're on the fence about breaking your current lease, you can rest easy. Howard Hanna will relieve you of that obligation when you buy a home.

Howard Hanna's Buy Before You Sell Overview

This program allows us to advance up to 70% of your current home's appraised value and use that equity to purchase a new home. Whether you are looking for an upgrade to a larger home, a house in a better school district or just to relocate, the 'Buy Before You Sell' program is key in answering the age-old question: Do I sell before I buy?

My First Home Program

Part of our First Time Homebuyer Initiative, this program makes it easier and more affordable to become a homeowner, enabling borrowers to finance many of the closing costs associated with purchasing a home. The program is offered in conjunction with an FHA mortgage and is available to potential homebuyers who have not owned a property within the past three years.

Contact Me for More Information!

Cory Madison – Realtor

Howard Hanna Real Estate Services 14625 Mt. Airy Road, Suite 107 Shrewsbury, PA 17361 717-235-6911

https://corymadison.howardhanna.com/

Enter the All Things Home Spring 2024 Edition Newsletter Drawing

To be entered into a drawing for a \$25.00 gift card to Rutters, send your correct answers to the following questions by email to extendyourday@gmail.com by April 30th.

- 1. Provide counts for the following:
 - a. # of times Extend Your Day LLC appears in the newsletter
 - b. # of times Howard Hanna is mentioned in the newsletter
- 2. How many attachments are mentioned for the multi force?
- 3. How many hours of sunlight can Pennsylvania see during summer solstice?
- 4. Professionally, Cory is a:
 - a. _____ and a
 - b. _____
- 5. How long has Cory been married?
- 6. What is the name of Cory's wife?
- 7. Cory is a part of which organization outside of his professions?
- 8. What is the purpose of this newsletter?
- 9. When and where is the free movie event?
- 10. When did Cory obtain his realtor license?
- 11. How many hours over a period of how many years is continuing education required to maintain his realtor license?
- 12. What Howard Hanna program gives you the opportunity to buy a home before you sell yours?

Market Summary For Zip Codes 17361 and 17363

All Property Types 17361

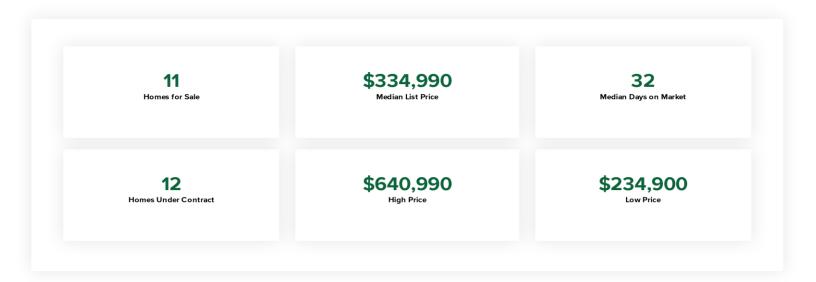
Recent Sales Trends

The statistics below highlight key market indicators for 17361, Pennsylvania. The data in the Sold Listings table is based on homes sold within the month of May 2024.

| | Current Period May 2024 | Last Month Apr 2024 | Change From Last Month | Last Year May 2023 | Change From Last Year |
|--------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 5 | 6 | ▼ 17% | 6 | ▼ 17% |
| Median Sale Price | \$309,000 | \$472,500 | ▼ 35% | \$326,700 | ▼5% |
| Median List Price | \$319,900 | \$462,385 | ▼ 31% | \$322,450 | ▼ 1% |
| Sale to List Price Ratio | 100% | 100% | 0% | 101% | ▼ 1% |
| Sales Volume | \$1,884,900 | \$2,634,990 | ▼28% | \$1,965,900 | ▼ 4% |
| Median Days on Market | 11 days | 80 days | ▼69 days | 4 days | ▲7 days |
| Homes Sold Year to Date | 27 | 22 | 2 3% | 23 | 1 7% |

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of June 18, 2024. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.



All Property Types 17363

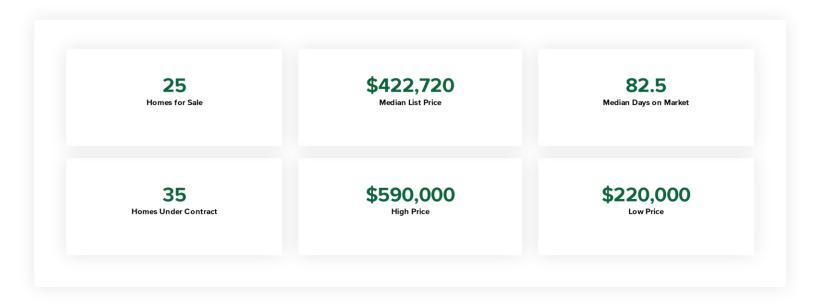
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| | Current Period May 2024 | Last Month Apr 2024 | Change From Last Month | Last Year May 2023 | Change From Last Year |
|--------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 23 | 12 | 9 2% | 15 | △ 53% |
| Median Sale Price | \$339,990 | \$359,995 | ▼ 6% | \$375,000 | ▼ 9% |
| Median List Price | \$339,990 | \$354,945 | ▼ 4% | \$380,806 | ▼ 11% |
| Sale to List Price Ratio | 100% | 100% | 0% | 101% | ▼ 1% |
| Sales Volume | \$8,860,554 | \$4,339,567 | 1 04% | \$5,647,737 | ^ 57% |
| Median Days on Market | 11 days | 24 days | ▼13 days | 9 days | ▲ 2 days |
| Homes Sold Year to Date | 66 | 43 | 53 % | 54 | 2 2% |

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of June 18, 2024. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.



Looking for Ways to Increase the Value of Your Home?

- Declutter the Outside by Removing Accumulated Items No Longer of Use
 - Broken and disused items and trash cans in plain sight can make your property look messy.
 - Consider removing or hiding unsightly items
 - Trash can storage sheds or privacy screens can be purchased or built to improve curb appeal
 - Hoses can be corralled in a hose reel or storage box
 - Broken pots, split hoses, old bags of mulch should be thrown away

Take a Critical Look at Your Property's Curb Appeal

- Regular mowing and weeding flower beds can make a big difference in how your property is perceived
 - Upgrading your landscape can go an especially long way
 - Trim shrubs
 - Maintain your walkways with defined edges
 - Have your home power washed
 - Add fresh mulch. If new beds are being dug, consider stone for ease of maintenance

Upgrade Exterior Doors Including Garage Doors

- Many remodeling publications list exterior and garage door jobs as offering one of the highest returns on investment among home renovations; almost 200 percent for garage doors and 188 percent for steel front doors
 - Modern glass panel or rustic wood doors are thought to dramatically improve a home's appearance.
 - Of course, choices should go with the overall design of your home

Spruce Up Both Interior and Exterior with Paint

- Even dated exteriors can look fresh and new with a coat of paint
 - Inside, look for the "odd" color schemes. Outside, look for chipping, flaking and overall dull paint
 - Hiring a professional painter, the budget can vary greatly with the average interior between \$970 and \$3000 and the exterior cost ranging from \$1810 to \$4500
 - If you're handy, steady on a ladder, and knowledgeable about which type of finishes to use, you might consider the DIY approach



Local Business Shout Outs

My wife, my family, and I have personally and professionally dealt with some great local businesses. Here's a few below that stand out.

Satin Hawk Design LLC – We use Alex for all our special memory photos, including our engagement and reception. We love her work! **717-714-8760**

Countryside Cutter LLC – We've used this business twice for very large trees. They're extremely professional and reasonably priced. 717-825-6023

EvenFlo Drain Cleaning and Plumbing, LLC – Josh was able to sort out plumbing issues in our multiunit home. He went above and beyond by labeling all the pipes in the basement. MD & PA 717-880-3273

...more Local Business Shout Outs

Junk Monkeys LLC – I met Rick Bentley through a real estate club in which we are both members. Rick is out of Stewartstown, PA. He is very professional and will do a fantastic job for you!

717-496-3431

Culpepper and Sons Contracting – are a tree and excavating company out of Fawn Grove. I met Chris Culpepper over a year ago. He's a great guy, very dependable, and does excellent work.

717-962-4665

Grossman's Services – licensed for lawn fertilization application, tree & shrub treatments, and pest control among other services. EYD LLC is not licensed for these types of lawn applications.

717-993-9045

Thank you so much for reading!

I hope you enjoyed this edition of the newsletter!

Please let me know if there's anything you'd like to see or not see in future editions. All feedback is greatly appreciated.





Be Well, Cory Madison