

ALL THINGS HOME

A NEWSLETTER FOR HOMEOWNERS, FUTURE HOMEOWNERS, AND HOME SELLERS



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Hello Spring!

The first day of Spring is Tuesday, March 19th

- Usually, Spring begins on March 20th or 21st, but it's a leap year where February gets an extra day, so the season moves up a little on the calendar
- Daylight savings is a little over a week prior, on March 10
- In February, Punxsutawney Phil predicted that winter would wrap up a little earlier than usual. According to AccuWeather's 45 day forecast at the beginning of March, there aren't any days that fall into the 30's for the foreseeable future
- Summer begins on June 20th

Daylight savings

- Daylight savings time moves clocks forward one hour beginning on March 10. On November 3, we switch back to standard time.
- The time change will provide most Americans more hours in the sun as the Earth and Northern Hemisphere begins its tilt toward the sun
- December 21st is the day with the shortest daylight hours each year. Since then, the days have been gradually getting longer
- Hawaii and Arizona except for the Navajo Nation, do not observe daylight savings time



SPRING 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 4th.

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.

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Short List of Upcoming Community Events

Sat, March 23rd, 10am-12pm Doggie Egg Hunt to benefit Animal Rescue, Inc.

Marge Goodfellow Community Park (1 Playground Alley, New Freedom, PA)
5,000 treat-filled plastic eggs for your pups to hunt, plus photos with the Easter Bunny, raffle baskets and adoptable dogs! Admission for the egg hunt is \$10/dog. Bunny pics are by donation. No flexi-leads, no dogs in heat, and be prepared to clean up after your pet. Bring your basket and join in the fun! Rain date is 3/30/24

Sat, April 6th, 9:30am until sold out Chumley's Pit Beef to benefit Mason-Dixon Public Library

Saubel's Parking Lot in Stewartstown

Sat, May 4th, 9am – 2pm Shrewsbury Volunteer Fire Company Spring Fest

21 W Forrest Avenue, Shrewsbury, PA 17361. Music, Food and Vendors

1st and 3rd Fridays from May 19th through October 4pm – 8pm Stewartstown Night Market

16 S. Main St, Stewartstown, PA next to Aviator PA Brew Hub. Vendors, music, and food trucks.

Follow <https://www.facebook.com/stewartstownnightmarket> for updates



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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

Fertilization – 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.

Sodding – 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.

Liming – 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: <http://agsci.psu.edu/aasl/soil-testing/soil-fertility-testing> The cost for the sample kit is about \$10.00 and, once submitted and analyzed, recommendations for liming and fertilization will be sent to you.

Weed Control – 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.



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www.extendyourday.com

Services to help you find more time in your day

- ✓ Lawn Care
- ✓ Landscaping
- ✓ Leaf Cleanup
- ✓ Residential Snow Removal
- ✓ Junk Removal
- ✓ Furniture Hauling
- ✓ Help Around the House
- ✓ Anything Else, Just Ask!

Free Estimates and Fully Insured



Spring Property Maintenance Checklist

Clean Up the Yard

- In the first days of spring, assess your lawn and landscape to determine what, if any, mess winter has left behind. Pick up sticks, leaves, and other debris. If you determine the amount time and work involved is more than you want to spend, contact Extend Your Day LLC for a free estimate. Doing this type of maintenance at regular intervals ensures better curb appeal and makes it more enjoyable to maintain and spend time in your yard.

Prep Lawn for Spring

- Refer to the section of this newsletter called Lawn Care Calendar for Southern York County PA to see what type of services to perform or have done.

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.

Prep Flower and Vegetable Beds

- Remove weeds, leaves, and other debris from garden beds. Dig up weeds by the root using weeding tools. Weed early and often. Add an inch-thick layer of organic compost to vegetable gardens to improve drainage and provide nutrients to plant roots. If planting annuals, make sure to turn the soil to allow roots a place to grow. Check out drip irrigation products or DIY to cut down on twice daily watering from your garden hose. Add mulch or stone, depending on preference.

Check Water Sources

- Turn on water valves that were off for the winter. Inspect hoses for splits or cracks. Also ensure the nozzles and connections aren't leaking when attached.

Other Winter 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 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 will be 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 is 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!

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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. What day of the year has the shortest amount of daylight hours?
4. Professionally, Cory is a:
 - a. _____ and a
 - b. _____
5. How long has Cory been married?
6. What 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. What community event is coming up that benefits the Mason-Dixon Public Library?
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

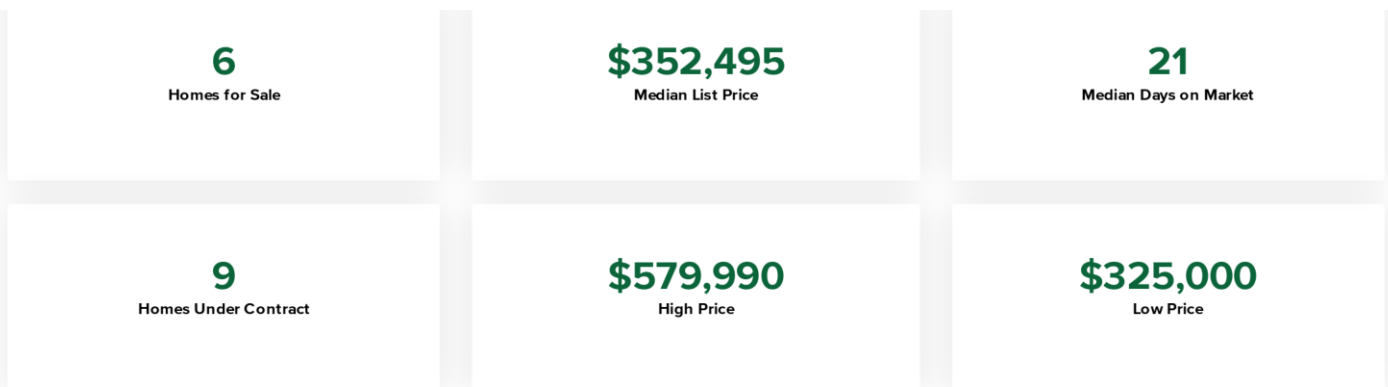
Recent Sales Trends

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 February 2024.

	Current Period Feb 2024	Last Month Jan 2024	Change From Last Month	Last Year Feb 2023	Change From Last Year
Homes Sold	6	3	▲ 100%	2	▲ 200%
Median Sale Price	\$340,000	\$310,000	▲ 10%	\$207,500	▲ 64%
Median List Price	\$342,450	\$309,888	▲ 11%	\$227,445	▲ 51%
Sale to List Price Ratio	99%	100%	▼ 1%	90%	▲ 10%
Sales Volume	\$2,044,900	\$1,059,888	▲ 93%	\$415,000	▲ 393%
Median Days on Market	22 days	35 days	▼ 13 days	58 days	▼ 36 days
Homes Sold Year to Date	9	3	▲ 200%	5	▲ 80%

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of March 9, 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.



Values pulled on 3/9/2024

Market Summary

All Property Types - 17363

Recent Sales Trends

The statistics below highlight key market indicators for 17363, Pennsylvania. The data in the Sold Listings table is based

	Current Period Feb 2024	Last Month Jan 2024	Change From Last Month	Last Year Feb 2023	Change From Last Year
Homes Sold	13	6	▲ 117%	8	▲ 63%
Median Sale Price	\$404,888	\$310,728	▲ 30%	\$392,450	▲ 3%
Median List Price	\$404,888	\$307,758	▲ 32%	\$389,950	▲ 4%
Sale to List Price Ratio	98%	102%	▼ 4%	101%	▼ 3%
Sales Volume	\$5,379,820	\$1,784,343	▲ 202%	\$3,005,311	▲ 79%
Median Days on Market	47 days	42 days	▲ 5 days	45 days	▲ 2 days
Homes Sold Year to Date	19	6	▲ 217%	18	▲ 6%

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of March 9, 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.

26 Homes for Sale	\$354,439 Median List Price	37 Median Days on Market
14 Homes Under Contract	\$624,900 High Price	\$287,888 Low Price

Values pulled on 3/9/2024

In Search of

REAL ESTATE

If you know of a home coming to the market that is/has:

- ✓ Rancher Style Home
- ✓ Minimal Steps
- ✓ 3 Bedroom, 2 Bath
- ✓ Primary Bedroom has Connected Bath
- ✓ 1 – 2 Car Garage
- ✓ Laundry on Main Floor
- ✓ .33 Acres +
- ✓ Along the Susquehanna Trail from Shrewsbury to York

Please Contact Me!

If you're thinking of selling your home, please contact me to see the sales price you can expect, local buyer insights and more!

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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 multi-unit 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.

	<p>Cory Madison Realtor Office: (717) 235-6911 Cell: (717) 818-2032 corymadison@howardhanrahan.com 14625 Mount Airy Rd Ste 107 Shrewsbury, PA 17361</p> 	 <p>Extend Your Day LLC Cory Madison • Owner/Operator 717-818-2032</p>
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Be Well, Cory Madison