

MINUTES
CAAR Board of Directors Meeting
Wednesday, February 28, 2024
Hillsdale Conference Center

Attendance

Present: Anne Burroughs (President), Josh White (President-Elect), Amanda Spigone (Treasurer), S. Lisa Herndon (Immediate Past President) (remote), Kim Armstrong, Keith Davis, Woody Fincham (remote), Matthew Holt, Sharon Merrick, Janice O'Hara (remote), Kyle Olson, Candice van der Linde, Kevin Wilberger. Guest: Dave Norris. Staff: Abby Tammen, Ali DiGuardo. Neil Williamson. Excused: Jessica Russo.

Welcome and Call to Order

President Burroughs called the meeting to order at 9:03 a.m. The Board acknowledged the Antitrust Statement.

Approval of Consent Agenda

A **MOTION** was **MADE, SECONDED** and **APPROVED** to amend the consent agenda which included the February 14, 2024 meeting minutes as well as new members (listed below).

New Members

1/18/2024 – 2/20/2024 - Michael Buckley, 1st Class Real Estate Blue Ridge; Kaylee Clements, 1st Class Real Estate Blue Ridge; Daniel Hugus, The Hogan Group-Charlottesville; Kelly Lolli, Long & Foster - Charlottesville West; James Mernin, Samson Properties; Housny Pomare, Keller Williams Alliance-Charlottesville; Michael Wilburn, Howard Hanna Roy Wheeler Realty; Mary Anna Wu. Story House Real Estate.

Treasurer's Report

Treasurer Spigone reviewed the December 2023 financial report. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the December 2023 financial report as presented.

The 2023 Audit will be conducted at the end of March 2024.

President's Report

A **MOTION** was **MADE, SECONDED** and **APPROVED** to amend the February 14, 2024 Executive Session meeting minutes.

Neil Williamson provided a verbal overview of the 2023 Zoning Advocacy Campaign results. Overall, the Board was pleased with the engagement and results. CAAR will continue to keep a close eye on how the zoning will impact the city's inventory and affordability. CAAR's efforts will be highlighted in an incoming National Association of REALTORS® (NAR) REALTOR® Party e-newsletter.

Candice van der Linde requests Woody Fincham to share insight in the appraisal process regarding the city and new ordinance.

President Burroughs reviewed the REALTORS® Political Action Committee (RPAC) tracking update for December 2023. CAAR achieved its goals and received the RPAC Triple Crown Award for the 9th consecutive year. President Burroughs requests the Board to continue to support RPAC and encourage fellow agents in their brokerages to do the same.

Neighboring REALTOR® associations are debating whether to invest in SentiLock showing service vs. ShowingTime showing service. It is in CAAR's best interest to wait to see which showing service the neighboring REALTORS® associations invest in before selecting a showing service. A recommendation was shared to have the President write a letter showing interest in obtaining data from certain REALTOR® associations. Additional fees need to be evaluated (e.g., Paragon) before a showing service is selected.

CEO Update

Mrs. Tammen reminded the Board of the travel and reimbursement policy for the upcoming NAR Legislative Meetings.

NAR is making the Accredited Buyer's Representative (ABR®) designation course, which is typically \$295, available to REALTORS® at no cost. This course is the first step toward earning the designation. CAAR is working with NAR to extend this benefit to past and future ABR courses.

Teresa Kirkhart has a new title – Director of Professional & Business Development. She will start to focus on maintaining and recruiting new affiliates.

Mrs. Tammen will be attending the NAR Association Executives Institute (AEI) in San Diego in early March.

The CEO Evaluation, which is led by Immediate Past President S. Lisa Herndon, is in process.

Mrs. Tammen welcomed Dave Norris, the first Executive Director of the CAAR Foundation. The CAAR Board and CAAR Foundation Board will be meeting on March 21, 2024 from 11 a.m. – Noon at the Hillsdale Conference Center to further discuss its partnership and support. If there is a Board meeting that pertains to affordable housing, Mr. Norris should be invited to sit in the meeting.

New Business for Future Meetings

The Board voiced concern over NAR's insurance being 100% depleted because of the current lawsuits.

Important Dates

President Burroughs highlighted upcoming events and important dates.

Next Board Meeting

Wed., March 27, 2024, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Burroughs adjourned the meeting at 10:06 a.m.

Respectfully Submitted, Abby Tammen, Secretary