

Charlottesville Area Association of REALTORS®
Past Presidents Council
February 29, 12:30 – 1:30 p.m.
Hybrid Minutes

Members Present: Pam Dent (Chair), S. Lisa Herndon (Vice Chair), Rives Bailey (remote), Brad Conner, Anita Dunbar, Michael Guthrie, Bill Howard, John Ince, Bill May, Percy Montague, IV., Donna Patton, Denise Ramey, Patricia Widhalm, Tom Woolfolk, Arleen Yobs.

Member Guests: Josh White (President-Elect).

Staff Present: Abby Tammen, Ali DiGuardo.

The meeting was called to order at 12:32 p.m. by Chair Dent. The Antitrust Statement was acknowledged.

Approval of Minutes from November Meeting – Minutes were accepted as submitted.

Board Update

President-Elect Josh White provided a CAAR update. It included: an update that the Charlottesville new zoning had passed; CAAR and its \$100,000 National Association of REALTORS® Issues Mobilization Grant to support the Charlottesville new zoning will be highlighted in a future issue of REALTOR® Party newsletter; 50 CAAR members attended a CAAR REALTOR® Day on the Hill; CAAR invested in a streaming and TV local campaign, which includes the “Value of a REALTOR®” commercial and “Fair Housing Advocate” commercial – over 26,500 households in the Greater Charlottesville has seen one of commercials over six times; a “REALTOR® in the Community” commercial is being produced and will be added to the campaign; the Board continues to keep a close eye on the lawsuits filed against NAR and wants to position CAAR for long-term sustainability; REALTORS® need to complete their Code of Ethics requirements by Dec. 31, 2024; CAAR will create a new Strategic Plan this summer.

VAR Update

Chair Dent encouraged the Council to participate in the call for action to support House Bill 467 and Senate Bill 354, which would prohibit a locality from requiring or enforcing a mandatory disclosure on any party to a residential real estate transaction through a local ordinance. Chair Dent reminded the Council that CAAR will have a “Buyer Broker & Listing Agreement” class with attorney Michael Lafayette from 10:30 a.m. – 12:30 p.m. at the Hillsdale Conference Center/Zoom (no recording). Denise Ramey challenged the Council to have 100% REALTORS® Political Action Committee (RPAC) participation.

NAR Update

Chair Dent reminded the Council the current NAR President is Kevin Sears. NAR’s interim CEO Nykia Wright addressed false claims about commissions in real estate by creating a video message on the competition.realtor website. NAR has released their sixth year of the “That’s Who We R®” campaign. The campaign focuses on members’ commitment to the Code of Ethics, access to specialized resources, and unmatched expertise in their markets. Chair Dent encouraged members to attend the REALTORS® Legislative Meetings in Washington, D.C. at the beginning of May. Throughout 2024, NAR is making the popular Accredited Buyer’s Representative (ABR®) designation course, which is typically \$295, available to REALTORS® at no cost. The ABR® course is the first step toward earning the ABR® designation and focuses on the key information and skills agents need today when working with buyers. CAAR offers this course and is working with NAR to extend the same benefit.

CEO Update

CAAR CEO Abby Tammen provided an update. It included: this spring, CAAR is focusing on the relevancy of the MLS and its corresponding services; the Emerging Technologies Committee is being revitalized and will be added back to the CAAR Structure; the Commercial Council will help with the parking lot evaluation; the Hillsdale Conference Center is seeking an Event and Client Concierge; a candidate is being considered for the Director of MLS & IT; and Dave Norris, CAAR Foundation’s Executive Director, was introduced.

New Business

2023 Hall of Fame Submission - A **MOTION** was **MADE, SECONDED,** and **APPROVED** to accept Past President Stephen McLean into the CAAR 2023 Hall of Fame.

Several members volunteered to help with a Hall of Fame Award Review Project Team.

The meeting was adjourned at 1:21 p.m.

Respectfully submitted,

Ali DiGuardo, Staff liaison