

MINUTES
CAAR Board of Directors Meeting
Wednesday, March 27, 2024
Hillsdale Conference Center

Attendance

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

Welcome and Call to Order

President Burroughs called the meeting to order at 9:01 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 28, 2024 meeting minutes and the March 21, 2024 Joint CAAR Foundation Board meeting minutes as well as new members (listed below).

New Members

2/21/2024 – 3/22/2024 - Isaac Bryan, Great Eastern Management Co.; Emily Harris-Henry, Fathom Realty; Janet Hepler, Howard Hanna Roy Wheeler Realty-Greene; Michele Kibler, Keller Williams Alliance-Charlottesville; Lisa Lynch, Jason Mitchell Real Estate; Burton Miller, Long & Foster - Lake Monticello; Harrison Rindler, Long & Foster – Charlottesville; Melina Ryann, Frank Hardy Sotheby's International Realty; Bernard Talburtt, Keller Williams Alliance-Charlottesville; Thant Zin, Keller Williams Alliance-Charlottesville.

Treasurer's Report

Treasurer Spigone reviewed the January 2024 financial report. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the January 2024 financial report as presented.

President's Report

President Burroughs mentioned that a post-board survey will be sent out after each board meeting to collect feedback.

The Diversity, Equity, & Inclusion (DEI) Committee has graciously provided a variety of DEI training for free to the Board, DEI Committee, and Chairs and Vice Chairs of the committees and councils.

SentriLock approached CAAR to participate in a case study, which examined why the association switched lockbox services and how well the implementation process went.

President Burroughs observed that there are fewer Major Investors, according to the REALTORS® Political Action Committee (RPAC) Tracking Update January 2024.

Board Strategic Discussion

The Board was encouraged to visit facts.realtor to keep up-to-date with the National Association of REALTORS® (NAR) proposed settlement agreement. Attorney Michael Lafayette will return on April 15th from 10:30 a.m. – 12:30 p.m. at the Hillsdale Conference Center/Zoom to help the membership fully understand the likely practice changes, new rules, and corresponding MLS system changes that are proposed to go into effect mid-July 2024. The session will not be recorded. In addition to this session, the Board and Committee and Council members will be invited to participate in a Leadership Town Hall Meeting, where members will provide feedback and perspective about ensuring CAAR's value and sustainability as we work through the NAR proposed settlement changes. Mr. Davis mentioned sharing two Axios references with the Board.

Board Action Items

CAAR Foundation

By consensus, the Board asked the 2025 Budget & Finance Project Team consider the requests from the CAAR Foundation:

- Asking CAAR members to donate to the Foundation when they pay their annual dues.;
- CAAR Board to include a baseline budget to help the Foundation continue to grow.

ShowingTime Discussion

A **MOTION** was **MADE, SECONDED**, and **APPROVED** to direct staff to move forward signing contract of the ShowingTime Service as approved in the December 2023 board meeting. (12 Aye; 2 Abstain)

A **MOTION** was **MADE, SECONDED**, and **DIED** to turn on the SentriLock showing service in the Paragon MLS platform as soon as possible. (7 Aye; 7 No)

Committee Reports

The DEI Committee will participate in the Career Expo at William Monroe High School later in the week.

CEO Update

Mrs. Tammen confirmed that NAR has extended each Association basic insurance coverage through the end of 2024.

The Board confirmed Mrs. Tammen should continue her research to ensure CAAR remains a viable association and MLS, as outlined in the February 14, 2024 Executive Session meeting minutes.

Mr. Davis mentioned form changes from Virginia REALTORS® forms will likely come earlier July 1, 2024, based on the NAR proposed settlement agreement.

The Paragon renewal contract is currently being discussed, as is the BrightMLS renewal data share agreement. Additional jurisdictions, per association, will be discussed, as well as possible Paragon MLS cost system changes to accommodate additional jurisdictions. Once decisions have been made on additional jurisdictions, a discussion will take place for SentiLock reciprocity.

The 2023 Audit is currently being conducted. Some Board members may receive a risk questionnaire.

Immediate Past President Herndon announced the CEO evaluation is complete.

Mrs. Tammen share the dates of her vacation.

New Business for Future Meetings

The Board will discuss at a future meeting appraisal feedback from Woody Fincham and MLS & Lockbox access discussions.

Important Dates

President Burroughs highlighted upcoming events and important dates.

Next Board Meeting

Wed., April 24, 2024, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Burroughs adjourned the meeting at 10:35 a.m.

Respectfully Submitted, Abby Tammen, Secretary