

MINUTES
CAAR Board of Directors Meeting
Wednesday, May 22, 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. Excused: Kevin Wilberger. Staff: Abby Tammen, Ali DiGuardo, Neil Williamson.

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 accept the consent agenda which included the April 24, 2024 meeting minutes as well as new members (listed below).

New Members

4/19/2024 to 5/16/2024. Ervenna Ashnafi eXp Realty - Fredericksburg; Dennis Bailey eXp Realty - Fredericksburg; Nicholas Becker Nest Realty Group; Natalie Clayton Reit LLC; Lisa Cutts Long & Foster - Charlottesville; John Dewald eXp Realty - Fredericksburg; Derek Eisenberg Continental Real Estate Group; Dixie Haines Nest Realty Group; Catherine Hunter Nest Realty Group; Kristi Shirley Town Realty; Yvonne Wiedle Keller Williams Alliance-Charlottesville.

Treasurer's Report

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

President's Report

President Burroughs reminded the Board to complete the post-board survey after each board meeting to collect feedback.

President Burroughs updated the Board following her conversation with the Sentrilock sales team during the recent NAR Legislative meetings. Sentrilock confirmed that they would not enter into a showing service contract if CAAR already had an existing contract with another provider, unless CAAR cancelled their other showing service. She encouraged staff to finalize the ShowingTime agreement as discussed in previous meetings.

NAR has confirmed an August 17, 2024 policy and practice change deadline for MLSs to remove compensation fields in their platform. CAAR's attorney is reviewing and providing updates to our rules and regulations to comply with the compensation changes required by NAR.

Board Strategic Discussion

President-Elect White noted that we are working with a consultant for a September 205-2027 Strategic Plan meeting; more details to follow shortly. The Board will be included in the development of the Strategic Plan.

Board Action Item

A **MOTION** was **MADE, SECONDED**, and **APPROVED** to transfer Work Force Housing Funds (\$18,000) recently received from Piedmont Housing Alliance to the CAAR Foundation.

Committee Reports

Commercial Council – A **MOTION** was **MADE, SECONDED**, and **APPROVED** to secure a 3-year contract with Moody's as presented to continue service for cvcmis.com.

CEO Update

Mrs. Tammen shared a list of CAAR service contracts and described the proposed renewal pattern for the remainder of the year. Once our platform contracts are confirmed (Black Knight and Catylist), the remaining contracts will fall in line with those contract terms.

Mrs. Tammen introduced the Board to our Hillsdale Conference Center Client & Event Concierge, Grace Porter. She acknowledged that our new Director of MLS & Information Technology is working remotely from Germany until he begins fulltime late July.

She encouraged the board to frequently visit facts.realtor and encourage their clients to visit competition.realtor in order to keep abreast of NAR news related to the settlement and upcoming policy changes.

Mrs. Tammen reminded the Board that the Pat Jensen Leadership Academy deadline is 5 p.m. on May 31st.

New Business for Future Meetings

The Board will discuss at a future meeting: 1. Appraisal feedback from Woody Fincham, 2. Renewal concerns of the Bright MLS data share agreement and its possible changes to Paragon MLS and SentiLock reciprocity, 3. State-wide data share update; and 4. Showing service risk analysis for ShowingTime and SentiLock (e.g., cost, comparison in features, Paragon’s ability to run two different showing services, etc.).

Important Dates

President Burroughs highlighted upcoming events and important dates.

Next Board Meeting

Wed., June 26, 2024, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Burroughs adjourned the meeting at 10:23 a.m.

Respectfully Submitted, Abby Tammen, Secretary