

Jeff Mattie

CAAR Board of Directors Nominee Statement

1. Which position are you applying for and why?

I am applying for a one year Board of Directors position. I am applying because I think that our industry is in a very interesting point, and I feel that navigating the path forward with strong leadership and guidance is critical to the long term viability of our industry. I feel I can bring fairness and forward thinking to our organization as we work to establish best practices for provided outstanding value and service to our clients. I also feel that it is important for the CAAR Board to continue its objective of providing value and guidance to our members and affiliates as our industry continues to evolve.

2. What experience or perspective will you bring to the Board of Directors?

As a native Charlottesvillean, I bring over 35 years of local knowledge and over 12 years of industry experience. I have worked in new construction for a new home builder, I have worked in development establishing new neighborhoods, and in traditional brokerage the last 6 years. Having spent the last 6 years focused on establishing my personal brand and growth, I am ready to step into helping others find their footing in this industry and provide help and perspective to our Association. I feel I bring a unique skillset to the Board and can provide perspective and insight from those years of working different angles of Real Estate.

3. What do you see as a major issue(s) facing the Association in 2025?

I think we are at a crossroads as an industry. The landscape is rapidly shifting and there are many forces pulling the industry in different directions. I think that, locally, as we enter 2025 we will continue to fight low inventory and stubborn interest rates so we as an organization will need to work together to provide opportunities for all our clients, whether first time buyers, experienced buyers or investors. I think one of the main issues the Association faces is solidifying our Value Proposition to members and affiliates in a rapidly changing market. CAAR is and should continue to be at the forefront of industry change and staying in front of trends and shifts on the national level. This organization can provide immense value to us in how we conduct our business and protect our clients and I want to help shape that growth over the next year. Our association needs to continue to evolve in providing support to its members and affiliates and continue to set the standards by which we provide service to our clients.

4. What will you do to build a diverse, equitable, and inclusive Association?

I think the best way to build a diverse, equitable, and inclusive Association is to lead by example. I also think it is important to be available and be present, to listen to the concerns of clients AND Association members in an effort make sure all voices are heard. I want to maintain an approachable demeanor and an availability to be there for all our members and affiliates and listen to their ideas and concerns and be an advocate for those ideas and concerns to help shape policies and best practices to the benefit of all CAAR members and affiliates.