

MINUTES
CAAR Board of Directors Meeting
Wednesday, August 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, Matthew Holt, Sharon Merrick, Janice O'Hara (remote), Kyle Olson (remote), Jessica Russo (remote), Candice van der Linde. Staff: Abby Tammen, Ali DiGuardo, Neil Williamson, Ian Desautel. Guest: Stephanie Peters. Excused: Kevin Wilberger.

Welcome and Call to Order

President Burroughs called the meeting to order at 9:02 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 July 24, 2024 meeting minutes as well as new members (listed below).

New Members

7/18/2024 to 8/21/2024. Rob Allred, eXp Realty – Fredericksburg; Jason Bennett, eXp Realty – Fredericksburg; Sussy Castilla, Zillow, Inc.-Charlottesville; Kathy Chisholm, Long & Foster - Lake Monticello; Sarah Drennen, RE/MAX Realty Specialists-Charlottesville; Lillian Fowler, Keller Williams Alliance-Charl; Katelin Garner, Keller Williams Realty-Roanoke; Derek Jones, Montague Miller & Co – Westfield; Tim Rigney, Real Broker, LLC; Cathy Wiggin, Long & Foster – Charlottesville.

Treasurer's Report

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

President's Report

President Burroughs shared an update on the new caar.com website. If testing between all the vendors goes well and beta testers don't have drastic feedback, then the tentative launch will be late-September/early-October. Members who attend the CAAR Reconnect Conference & Expo can have a sneak peek at what the new caar.com website will look like.

Board Strategic Discussion

Mrs. Peters provided a high-level overview of the outcomes from the two-day 2025 – 2027 Strategic Planning workshop. The results, including values, trends, and themes, were put into a comprehensive document for the Board to review. Staff and leadership will continue to finetune the document and put it into a Strategic Plan format for the Board to consider and approve at a future meeting.

The Board discussed the REALTOR® membership requirement for MLS access. While the National Association of REALTORS® does not require it, CAAR does through their Bylaws and MLS Rules & Regulations. Comments were made that if CAAR were to open the MLS to licensed real estate professionals, then lockbox access would need to follow. Opening the MLS may introduce liability challenges, such as the Code of Ethics being called into question. The Board needs to understand the pros and cons of opening the MLS (e.g., will this generate revenue – if so, what is the projection per quarter/year, how will it impact the Bright MLS data share, how many other Boards are opening their MLSs as of Jan. 1, 2025, etc.). The Board wishes to explore this opportunity further.

Board Action Items

A **MOTION** was **MADE, SECONDED**, and **APPROVED** for CAAR support the establishment of a \$10 Million line item in Albemarle County Executive Draft Budget for Affordable Housing Trust Fund starting in FY 2025. Final appropriation is up to the Board of Supervisors. (12 Aye; 1 Abstain)

Immediate Past President Herndon presented the Candidate Review Committee members. A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to accept the Candidate Review Committee as presented.

A **MOTION** was **MADE, SECONDED**, and **APPROVED** to recommend the Board of Directors approve the increases to dues and service fees, per the Budget & Finance Team proposal, for a total of \$136 total increase in fees per (REALTOR) member over the 2024 rates. *See accompanying Dues & Service Fee Comparison excel spreadsheet.* (12 Aye; 1 No)

Committee Reports

President Burroughs reminded the Board of the importance of reading the committee minutes prior to the meeting.

CEO Update

Due to time, Mrs. Tammen provided no update.

Important Dates

President Burroughs highlighted upcoming events and important dates.

Next Board Meeting

Wed., September 25, 2024, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Burroughs adjourned the meeting at 10:34 a.m.

Respectfully Submitted, Abby Tammen, Secretary