

MINUTES
CAAR Broker Council Meeting
Thurs., Sept. 5th, 2024
11:30 a.m. – 1 p.m.
Charlottesville Area Association of REALTORS®

In Attendance: Robert Bailey, Carol Carder, Donna Goings, Kyle Lynn, Kyle Olson (Board Liaison), Tom Pace, Donna Patton (Chair), Shannon Thomas

Guest: President Anne Burroughs, COO Ali DiGuardo, CAAR Foundation Executive Director Dave Norris

Excused: Abby Tammen (Staff), Frances San Giorgio (Vice-Chair), Justin Wiley

Staff: Teresa Kirkhart (virtual), Lauren Graf

Chair Donna Patton welcomed the Council members to the last Broker Council Meeting of 2024 and reviewed the Antitrust Statement.

Approval of the May Minutes: The February Meeting minutes were approved at 11:35 a.m.

CAAR Update

At a recent meeting, CAAR President Anne Burroughs provided updates on key topics:

- **MLS Changes:** Implemented on August 5th, ahead of the national deadline, with minimal fines thanks to proactive communication. NAR resources on new forms are available at facts.realtor.
- **Strategic Planning:** CAAR leadership held a two-day Strategic Planning session in July, focusing on business sustainability.
- **2025 Dues:** Changes were covered in an August 29th webinar titled “CAAR’s Value in 2025 - Expectations for Dues, Services Fees, & Benefits”, available on the CAAR YouTube channel.
- **Membership Decline:** Membership dropped in 2024, and further decreases are expected in 2025.
- **New Services:** CAAR plans to offer a showing scheduling service in 2025, and the new CAAR.com website is scheduled to be released by September 23rd.
- **Community Engagement:** CAAR received a grant from VAR for articles on the value of REALTORS® and affordable housing, with articles planned for September and October.
- **Elections:** Nominations open September 6th, with elections from November 13th-14th.
- **Code of Ethics Deadline:** Members must meet the requirement by December 31, 2024.

CEO Update

COO Ali DiGuardo provided the CEO update in place of Abby Tammen, who was out due to illness. Director of MLS & Technology Services, Ian Desautel, joined in late July, and CAAR will welcome a permanent receptionist in mid-September, while Grace Porter, the Hillsdale Conference Center Event & Client Concierge is currently on short-term disability.

CAAR will participate in the Cville Pride Festival with a table at the event. The DEI Committee is organizing a Fair Housing Symposium on Friday, November 15th, which will include a Drag Show and Fireside Chat, and the event will be recorded.

Additionally, both Q4 and Annual Dues have been released, with a reminder that automatic payment is not available for Annual Dues.

CAAR Foundation Update

CAAR Foundation Executive Director Dave Norris announced that the Board of Directors voted in August to include contribution line item for the Foundation on the 2025 dues statements, which were sent out earlier this week.

The Foundation will also debut its new website soon and has filmed a promotional video.

Additionally, four new initiatives will be introduced in the coming months: the first grant award, an online housing resource guide in partnership with Charlottesville Tomorrow, the first advocacy campaign, and a volunteer initiative in collaboration with Habitat for Humanity.

Open Forum

- CAAR's Benefit Webinar Overview
- Feedback from NAR settlement changes
- New Items for the Group
 - o New Forms Wave
 - o NAR Broker Power Hour

Adjourn

Chair Donna Patton reviewed the dates of the upcoming Broker Council meetings and important association events. The meeting was adjourned at 1:02 p.m.

Respectfully submitted, Lauren Graf, CAAR Staff