

MINUTES
Charlottesville Area Association of REALTORS®
Broker Council
Thursday, February 20, 2025
Zoom

Attendance

Present: Francesca San Giorgio (Chair), Rives Bailey (Vice Chair), Laurie Falk, Sally Neill, Yonna Smith, Shannon Thomas, Sasha Tripp. Excuse: Keith Davis, Amanda Spigone (Board Liaison). Unexcused: Carol Carder. Guest: Josh White (President). Staff: Ali DiGuardo, Abby Tammen.

Welcome and Call to Order

Chair San Giorgio called the meeting to order at 10:01 a.m. and reviewed the CAAR Antitrust Statement.

Minutes

The minutes from the September 5, 2024 meeting were approved as presented.

New Business

Volunteer Mandatory Documentation

Each volunteer needs to read Appendix A and read and sign Appendix B of the CAAR Policy & Procedures.

Volunteer Mandatory Training

Each volunteer must complete the National Association of REALTORS® Fairhaven training.

OneDrive

This online folder will house agenda, meeting minutes, and resources.

Topics

Fake Seller Scams – Brokers discussed what their company is doing to educate their agents of these scams as well as extra steps title companies are starting to implement as part of the closing process. An email from Keith Davis will be added to the OneDrive folder. The Council can learn more about local seller scams on <https://caar.com/resources/safety>. Many members shared the importance of agents using the Virginia REALTORS® Forewarn benefit.

National Association of REALTORS® (NAR) Requirements for Cycle 8 (1/1/25 – 12/31/27) – Members of the National Association of REALTORS® are required to obtain both ethics and fair housing training. The Council can learn more about the requirements on <https://caar.com/education/code-of-ethics-required-training>.

Thomas Jefferson Planning District Commission (TJPD) – Regional Housing Summit – CAAR and the CAAR Foundation are sponsors of this event. The focus is affordable housing. The event is open to the public. The Council can learn more about the event on <https://tjpd.org/regional-housing-summit-2025>.

Cville1000 - Approximately 25,000 people in the Charlottesville area who earned self-employment income in 2021, whether full-time or through a side gig, are missing out on the chance to claim the "Credits for Sick and Family Leave" – a tax refund that puts as much as \$32,220 back in their pockets. The Council can learn more about this tax credit on <https://cville1000.com>.

Broker Engagement Program & Grant – NAR allows local association to create Broker activities which align with the Broker Engagement Committee's and Broker Engagement Council's purpose: increase broker engagement, representation and feedback regarding NAR's programs, services, and strategic priorities. Vice Chair Bailey is working on a statewide movement regarding disclosure and compliance as it relates to the Department of Regulation and Occupation (DPOR) that may be eligible for local support.

Board Update

President White shared that committees and councils are already putting the Strategic Plan into practice with various activities. He encouraged the Council to become more familiar with the governing document.

Yonna Smith asked if any training or education would be provided to REALTORS® regarding the lack of inventory and its impact on affordable housing. President White and staff shared that the CAAR Foundation will be coming out with a Lunch and Learn soon to address that issue and what they are doing to try and improve it. In addition, CAAR has encouraged its members to attend the TJPD Regional Housing Summit as the focus is on affordable housing. Unfortunately, due to red tape on the new City zoning, not a lot has changed from a density standpoint. CAAR and the CAAR Foundation continue to keep these issues at the forefront.

CEO Update

Mrs. Tammen shared that the third class of the Pat Jensen Leadership Academy will graduate during the March General Membership Meeting. Rick Lugg, Virginia REALTORS® Executive Director, and she met to discuss ways to strengthen the partnership between the local and state associations. The Hillsdale Conference Center continues to perform well. Mrs. Tammen mentioned 95% of sales come from the community. As a reminder, the CAAR 2025 budget is starting off with a negative balance. While the Board prepared to lose 15% of the membership in 2025, it has only lost 7%. CAAR is preparing for its annual audit.

New Business for Future Meetings

Share ideas for the NAR Broker Engagement Program and Grant.

Adjourn

Chair San Giorgio adjourned the meeting at 10:53 a.m.

Respectfully submitted, Ali DiGuardo, Staff Liaison