

MINUTES
Charlottesville Area Association of REALTORS®
Professional Development Group
Monday, February 24, 2025
9:30 – 10:30 a.m. Hillsdale Conference Center

Attendance

Present: Abrams, Ashleigh (Chair), Moody, Melissa (Vice Chair), Carter-Johnston, Roxanne (Board Liaison) Dunbar, Anita, Haines, Ivy, Patton, Donna, Savage, Tara. Staff: Kirkhart, Teresa. Not Present: Kibler, Michele, Smith, Ty

Welcome and Call to Order

Chair, Ashleigh Abrams called the meeting to order at 9:30 and Vice Chair, Melissa Moody reviewed the CAAR Antitrust Statement.

Minutes

The minutes from January 27, 2025, meeting was approved as presented.

Old Business

- a. Volunteer Mandatory Fairhaven Training – The group was reminded of the deadline, Feb. 24, 2025.
- b. 2026 General Membership Meeting Topics
 - i. The group discussed adding the Transportation Update on the GMM schedule for each year.
 - ii. UVA Update was proposed, Lauren Graff has been reaching out with little traction in getting someone to agree to it. A member suggested Deborah Van Eersel.
 - iii. The group discussed the order of the proposed GMM topics and the benefits of when each might be scheduled.
- c. Latte & Learn Topics
 - i. A member suggested having an insurance agent to talk about the age of roofs and cancelling of policies. Jeremy Rowe's name was suggested. This could be a great GMM topic with a panel of insurance agents.
 - a. It was suggested that we move the UVA update to a Latte and Learn and the insurance topic to a GMM.
 - ii. Other suggestions include:
 - a. Construction loans and rehab loans.
 - b. How to work with investors, helping compute ROI and how an agent can be helpful in determining a good investment.
 - c. VHDA/Piedmont Housing Alliance Homeowners Assistance with a lender for that panel.
 - d. Building updates, the Women's Council is hosting builder's speed dating this week, as a means of covering this topic.
 - e. What happens when your listing doesn't sell". This class could address teaching agents how to handle expired listings, or stagnant listings. Experienced agent panel to discuss going through multiple markets. Do we call this "how to address the changing market" Do we know if this will be relevant in 2026?

New Business

- a. Foundation Solutions – Jon Burger reached out with his flyer for review by the committee
 - ii. Is this going to be a sales pitch? Has this been covered with structural engineers in the past? Could we have this company tied with someone else to cover the topic. The group suggested that this is favoring one company.
 - iii. The group felt he would be able to host this at HCC and rent the room. It was suggested that Jon sponsor a GMM where he would have the opportunity to promote his class.
- b. Cathy Cherry Course Outline - The group agreed worth pursuing as a credited class.
- c. Staff asked the group about monitoring classes. We need a monitor to make sure that class participants are following the CAAR rules.
 - a. The group reviewed the PDEV Survey results for outlining Designations/Certifications for 2026.

Board Updates

Roxanne Carter-Johnston stated the BOD has not yet met for the year.

Adjourn: Ashleigh Abrams adjourned the meeting 10:34.