

**MINUTES**  
**Charlottesville Area Association of REALTORS®**  
**Commercial Council**  
**Tues., March 4, 2025**

**Attendance**

Present: Steve Houchens (Chair), Robin Amato (Vice Chair) Matthew Holt (Board Liaison), Tim Carson. Unexcused: Benton Downer, Bruce Richardson, Matthew Woodson. Staff: Abby Tammen, Ian Desautel. Guests: Moody's sales team.

**Welcome and Call to Order**

Chair Houchens called the meeting to order at 2:04 p.m. and reviewed the CAAR Antitrust Statement.

**Minutes**

Approval of the February 20, 2024 minutes was postponed until the next meeting due to lack of quorum.

**Subscribers**

User count 113 subscribers as of 2-27-25

- 103 CAAR primary or secondary members
- 10 CVCMLS Only subscribers

Current platform contract expiration date: Jan. 31, 2027

**Old Business**

Recap of Groups accomplishments from 2024

Work from the 2024 Commercial Council was reviewed by Chair Houchens.

Volunteer Mandatory Training

Chair Houchens reviewed the mandatory training required for committee members.

Committee Resources

Chair Houchens highlighted the available resources in the committee OneDrive folder that we will be utilizing in 2025, including governance documents & structure, Antitrust Statement, and the committee roster.

Special Presentation

Moody's presented their analytical enhancements to the current Moody's Core platform - Moody's Pro - as a possible platform-wide enhancement. After the presentation the council requested staff discuss with Moody's the possibility of offering individual upgrades as they don't believe that presented enhancements and increased cost would be valuable to the entire current user base.

**New Business**

Commercial Council activities Connected to the Strategic Plan

Chair Houchen's facilitated a discussion on ways that the Commercial Council works to help move the goals of the new strategic plan forward including:

- better engagement with the residential MLS participants;
- bring better awareness of the Moody's commercial platform for non-subscribers;
- bring more visibility to the commercial MLS through Commercial-specific educational opportunities to CAAR members.

Discussion: Allowing non-Realtor® member access to the commercial MLS

The Council discussed the current decline in CVCMLS subscribers. As noted in prior years, the current policy of only allowing Realtor® subscribers to participate on the platform has made for a more fractured marketplace in the commercial space in our area. Past participants have cited the requirement of Realtor membership as reason for no longer subscribing.

**At the conclusion of the discussion, the Commercial Council recommended that the CAAR Board investigate the option to allow non-realtor licensees as subscribers in the CVCMLS platform.**

**Board & Staff Updates**

No update at this time.

**Adjourn**

Chair Houchens adjourned the meeting at 3:36 p.m. Respectfully submitted, Ian Desautel, Staff Liaison