

Welcome to CAAR
New Member
Orientation
March 25, 2026



Enjoy Your Time with Us!

2026 CAAR President

Designations:

e-Pro
ABR
At Home with Diversity
C2EX

Brokerage:
Keller Williams Alliance

Contact:
amanda.spigone@kw.com



Amanda Spigone

Meet the Staff of CAAR



Abby



Ian



Austin

CAAR Foundation



Dave



Ali



Tiffany



Brent

Free Enterprise Forum



Neil



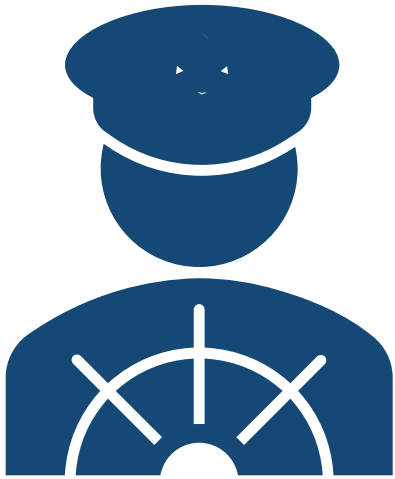
Darkita



Teresa



Lauren



2026 CAAR Leadership & Board of Directors

Amanda Spigone – President
Kevin Wilberger – President Elect
Georgia Lindsey - Treasurer
Joshua White – Immediate Past Pres.
Abby Tamme – CAAR CEO

DIRECTORS:

Ivy Haines
Jessica Russo
Frances San Giorgio
Roxanne Carter-Johnston
Matthew Holt
Aaron Howell
Kimberly Armstrong
Zoya Claus
Laurie Falk
Janice O'Hara

YOUR MEMBERSHIP TRIFECTA

THE THREE-WAY AGREEMENT

*The value of partnership
at every level.*

UNDERSTANDING HOW THE THREE- WAY AGREEMENT HELPS YOU!

The power of our partnership—connecting local, state, and national associations through the three-way agreement—creates NAR's unique and highly effective structure that delivers value at every level.

YOUR DYNAMIC THREE-TIERED STRUCTURE:

-  Ecosystem of support, resources and advocacy
-  The right to use the REALTOR® brand
-  Shared Code of Ethics
-  Amplified influence and political impact
-  Unmatched benefits at every level
-  Access to NAR insurance for associations, affiliates and MLSs



TAP INTO YOUR POWER
[@nar.realtor](https://www.nar.realtor)

REALTORS® are members of the National Association of REALTORS®



Who You R[®]

When is a Real Estate Agent a REALTOR[®]?

A real estate agent is a REALTOR[®] when he or she becomes a member of the NATIONAL ASSOCIATION OF REALTORS[®], The Voice for Real Estate[®], the world's largest professional association. This includes not only individuals who are licensed in real estate but also anyone certified to engage in the appraisal of real property.

REALTOR[®], is a membership category in a trade association. REALTOR[®] does not describe the work you engage in; rather, it describes the fact that you've taken an additional step to become a REALTOR[®] and subscribe to the Code of Ethics. It describes you as a member of an organization, rather than what kind of license you have or what you do every day.

Becoming a REALTOR[®] does include following bylaws which are a key part of how an association is governed, including membership requirements/qualifications, dues, structure, powers of various leadership positions, to promote and maintain high standards of conduct in the real estate profession, etc...



CAAR MEMBER BENEFITS



Let's Talk

REALTOR® Benefits

- **MLS Access & Key Services**
- **CAAR Portal Access** : Pay Bills Online / Register for CAAR Programs and Classes
- **FREE Tools:** Transaction Desk / CRS Data / Tech Helpline / Showing Time
- **Professional Standards:** Tools for Dispute Resolution and Filing of Complaints
- **Member Awards and Honors Programs**
- **CAAR REALTOR Store** (Located in CAAR Office)
- **Advocacy:** RPAC / Day on the Hill / Call for Action / Free Enterprise Forum
- **Networking:** GMM's/ RPAC Events / YPN / CAAR Groups / Facebook / Community Service / Twitter / LinkedIn
- **Education:** In-House Classes / Online Ed. / Remote Participation
- **Volunteer Opportunities:** CAAR Committees / YPN / Community Service Programs
- **Communication Services:** Weekly e-News Group / One Voice / Market Reports
- **Affiliate Services**



New REALTOR® Incentive

Complete the following tasks and receive a 50% rebate for your first year of CAAR REALTOR® Dues

Click link below or scan QR code to download the [New Member Incentive Check List](#)

Once completed scan and email to membership@caar.com



CAAR COMMUNICATIONS!

What is CAAR's main form of contact to all its members?

Answer: **EMAIL!**

- We also communicate 'critical' notices on our **CAAR Group FB page** and the homepage of **Paragon** for anything that arises suddenly, such as maintenance times for systems or an outage of a service.
- ALL billing notices will be sent via EMAIL. **PLEASE READ COMPLETELY**
- Watch for the weekly CAAR e-Newsletter that comes to you each Monday!
- **DO NOT UNSUBSCRIBE to CAAR Emails.** You are not unsubscribing from unwanted listing notices; you would no longer receive billing notices or your newsletter.
- **If you have an email address change it is your responsibility to report it to CAAR.**



CAAR QUARTERLY & ANNUAL BILLING



Be Prepared for Your Costs!

QUARTERLY FEES (MLS/Key Service Fees)

You will be notified by email every time billing is created and posted to your account whether you have auto pay setup or not. *Schedule on Pay a Bill page.*

ANNUAL DUES (REALTOR renewal)

Annual dues are billed **September 1** and **due by Oct. 31** every year to renew your REALTOR membership.

You will ALWAYS be notified that billing has been posted to your account whether you subscribe to auto pay or not.

Pay through CAAR Portal, by Check, or Drop Box. SEE YOUR PAY A BILL PAGE FOR MORE INFO!

DO NOT UNSUBSCRIBE FROM CAAR EMAIL NOTICES, THIS DOES NOT RELATE TO LISTING EMAIL SOLICITATIONS FROM AGENTS!!!

GET TO KNOW YOUR WWW.CAAR.COM SSO DASHBOARD



FOR THE MEMBERS

FOR THE PUBLIC

Search Contact Us

Affiliate & Non-MLS Login

Member Login

Membership Actions

Education

Services

Programs

Resources

About Us

Good Afternoon, TIFFANY!

It's 55°F in Charlottesville, and feels like 52°F

Search Apps

CAAR Member Portal

Balances

Balances Last Updated

\$4.48 Jan 13, 2026 Due

CAAR Member Services



Catylist



CRS Data



Paragon



Clarity Assure...



SentriLock



Transaction De...



LDC Demo



LDC Prod



ShowingTime ...

CAAR Portal Links



Access Market ...



CAAR.com



Membership A...



My Classes



Pay a Bill

Member Services



Clarity Assure...



Paragon

Your CAAR SSO Page – One Stop Shopping! WWW.CAAR.COM

- Education & Events Calendar
- Affiliated Member Services
- Register for all CAAR Programs
- Online Education Partners
- Online Payment Center
- Quarterly Reports
- CAAR Real Estate Weekly
- Member Profile
- REALTOR Property Resource (RPR)
- Transaction Desk Access
- CAAR Portal Links
- Advocacy and more...

3531



VOLUNTEERISM

Building a Foundation within Your Association and the Community!

CAAR Committees:

- Professional Development
- Operations
- Emerging Technologies
- Communications
- Public Affairs
- RPAC (REALTOR Political Action Committee)

AHIP: Albemarle Housing Improvement

DEI: Diversity, Equity & Inclusion

WCR: Women's Council of REALTORS®

YPN: Young Professionals Network





CAAR REALTOR® STORE

- REALTOR Safety Items
- Accessories
- Sign Riders
- Totes
- Umbrellas
- Reading Glasses
- CAAR Accessories
- Client Gifts
- Lockboxes
- Open House Supplies
- Brochure Displays & Boxes
- REALTOR Logo Caps
- Drinkware
- Vehicle Accessories
- A Frame Signs



GET TO KNOW YOUR PARAGON HOMEPAGE

PLATFORM SUPPORT CONTACT INFO

NEWS & INFORMATION SECTION

GIS LINKS

LISTING INFORMATION

MARKET MONITOR

PARAGON NEWS

QUICK SEARCH

CONTACT ACTIVITY

CALENDAR

CAAR Links
CAAR.COM
CAAR Facebook Group
CAAR Education & Events
Calendar
VR Website
NAR Website
Virginia Broadband Map

GIS Links
Albemarle County
City of Charlottesville
Fluvanna County
Greene County
Nelson County
Louisa County



Paragon Support
877-657-4357
Mon. - Fri. 7AM - 9 P.M. ET
Sat. 10 A.M. - 4 P.M. ET
Sun. 12 P.M. - 4 P.M. ET
ParagonSupport@bkfs.com

Help Resources
Paragon Support (877) 657-4357
Paragon Community Support
BRIGHT Support (844) 552-7444
BRIGHT Email Support-
support@brightmls.com
DPOR License Renewal Support
804-367-8526
SentriLock Support (513) 618-5800
<https://www.sentrilock.com/support/>
ShowingTime Support

(888) 367-4009
<http://www.showingtime.com/live-chat>
Email: support@showingtime.com
TransactionDesk (800) 668-8768
tdssupport@lwolf.com
Courthouse Retrieval System (CRS)
CRS Support: (800) 374-7488
CVCMLS (212) 553-1653 Ext. 9
VAR Tech Helpline
(800) 276-4216

Welcome to Paragon!

[Platform News & Information - Please Scroll Through](#)

Reminder - Be Aware - Fake Sellers Scams Are on the Rise

CAAR has recently received multiple reports from members through email and the members-only CAAR Facebook Group regarding these scams occurring in our area. To help keep you informed, we've compiled these experiences on the ["Safety" webpage on caar.com](#).

CAAR ShowingTime for MLS Benefit Updates - Recording Now Available

As of Tues., Oct. 29th, CAAR rolled out the ShowingTime for MLS benefit to primary and secondary REALTORS® with MLS service. If you were not able to attend a training, [watch a recording](#)! The ShowingTime Setup can be accessed through the Single Sign On (SSO) Dashboard and Paragon – under Preferences in the menu, in reports, and listings. Want to opt-out of ShowingTime for MLS? [Download the instructions](#).

CAAR Paragon MLS System - School Name Changes

CAAR's Paragon MLS system has been updated to reflect school name changes for Charlottesville City and Albemarle County schools.

Active and Pending listings will need to be updated to reflect these new schools before you are able to save any changes to the listing. You will receive an error message if your listing is using any of the below old school names:

USE OF MEMBER ROSTER

CAAR membership rosters are **NOT** to be given or sold to an outside party, used for charitable or event notifications, GoFundMe pages, solicitations, or anything other than your direct notices to members following the guidelines stated below.

CAAR AFFILIATES

Affiliates join CAAR for a specific reason and are provided a member roster once a quarter by CAAR staff. They may use it as a marketing platform to help enrich agents' businesses with services/products that benefit the real estate community.

Agent MLS Participants

Agents who participate in the MLS with CAAR may download the roster out of the Paragon MLS platform. The reason it is only located in this area is that it may solely be used for notifying other agents of new or coming soon listings.

Rosters may be downloaded from your Membership tab on your Paragon Homepage.

*If an agent requests you remove them, please do so.

*Be sure your emails follow the guidelines of the [Can Spam Act](#) which sets the rules for commercial business e-mails. This gives recipients the right, by law, to have you stop emailing them.

JUST WHAT IS CLEAR COOPERATION & COMING SOON STATUS? WWW.CAAR.COM/CLEAR-COOPERATION

THE CLEAR COOPERATION POLICY IS INTENDED TO BOLSTER COOPERATION AND ADVANCE THE POSITIVE, PROCOMPETITIVE IMPACTS THAT COOPERATION FOSTERS FOR CONSUMERS.

Sample Questions: *See full CCP Info under Resources on CAAR.com*

- Q: What if a seller accepts an offer before the Marketing Date, and coming soon marketing was not authorized?
- A: If the cooperating agent is outside of the firm, that triggers Clear Cooperation, and the listing must be input into the system within one business day from when cooperation first begins. Any outside of firm promotion of the property triggers the Clear Cooperation policy.
- Q: Can a seller or listing broker opt out of the policies obligations?
- A: No. Any listing that is “publicly marketed” by way of flyers, showings, property descriptions, digital marketing, etc. must be filed with the service within 1 business day for cooperation with other MLS participants.
- Q: What is a “business day”?
- A: A business day excludes holidays, Saturday’s and Sunday’s. Holidays are all recognized federal and state holidays. (1) One business day is 12 a.m. to 5 p.m. Mon-Fri.
- Q: What if I want to market the property but it's not ready to show?
- A: Coming Soon is the status to use for up to 14 days. Unless marked to go active sooner, it will go live on the 15th day. NO SHOWINGS are allowed in CS status. Once ACTIVE the listing “must” be available to show, verbiage in remarks of a future date to show is not allowed.





KNOW THE RULES! AVOID A FINE!

Go to Your SSO Dashboard / Paragon Icon

- Upper Right/MLS Documents

MLS FOLDER

- CAAR CVCMLS Subscription Form - 1 File**
 CAAR CVCMLS (Commerical MLS)
- CAAR Member Transaction Desk Training - 3 Files**
 CAAR Instanet Training Resources
- CAAR MLS Input Forms - 7 Files**
 CAAR Input Forms
- CAAR MLS Rules and Regulations - 3 Files**
 CAAR Rules & Regs, How to Changes Click to view contents of MLS Rules

Violations &

Fines Flyer

	DOC NAME
<input type="checkbox"/>	CAAR MLS Rules and Regs-Revised 3-24-2021.pdf
<input type="checkbox"/>	CAAR Comparable Only Listings Form.pdf
<input type="checkbox"/>	How to Avoid an MLS Fine revised April 2020.pdf

How to Avoid MLS Violations & Fines

CAAR MLS Rules & Regulations have been established to achieve accurate and timely data in the MLS system. Failure to abide by the Rules & Regulations will result in violation notices being issued and fines being assessed. The Rules & Regulations are subject to change as directed by NAR and the CAAR Board of Directors. View the [MLS Rules & Regulations on Paragon homepage](#) under the [MLS Documents](#) link.

LATE LISTING INPUT / UNTIMELY CHANGE OF STATUS / PROHIBITED LANGUAGE

Violation Notification Sent: Appendix F Immediate Fines
1st Occurrence \$50 | 2nd Occurrence \$100 | 3rd Occurrence \$200 | 4th Occurrence \$400

Description of Violation	Section(s) Reference
<input type="checkbox"/> Late Listing Input	Section 1.0
<input type="checkbox"/> Untimely Change of Status (Pending)	Section 3.5
<input type="checkbox"/> Untimely Change of Status (SOLD) <i>Excludes Weekends & Postal Holidays</i>	Section 3.5
<input type="checkbox"/> Commission/Compensation Language	Appendix F, Violation Notice, Immediate Fines

NAR CLEAR COOPERATION AND COMING SOON

Violation Notification Sent: Appendix F Immediate Fines
1st Occurrence \$250 | 2nd Occurrence \$500 | 3rd Occurrence \$1,000 | 4th Occurrence Possible Suspension from MLS

Description of Violation	Section(s) Reference
<input type="checkbox"/> Listing shown in Coming Soon status without changing to Active status	Appendix I, Part 1
<input type="checkbox"/> Not entering a listing within 1 business day of public marketing	Section 1.0

UPLOADING & REPORTING LISTING CHANGES WITHIN 48 HOURS

1st Notification: No Fine if Resolved Within 48 Hours of Notice
Every 48 Hours Violation Goes Unresolved Fines Escalate Until Maximum Total Fine Reaches \$750.
Reference Compliance Procedures, Appendix F, in the MLS Rules & Regulations.

Description of Violation	Section(s) Reference
<input type="checkbox"/> Failure to Submit Photo with New Listing	Section 2.17
<input type="checkbox"/> Branding in MLS Documents	Section 2.16 / Section 2.17 / Section 2.18
<input type="checkbox"/> Lockbox contains code to combination lockbox	Section 2.19
<input type="checkbox"/> Owner of Record with Invalid Value	Section 1.2, Section 2
<input type="checkbox"/> Prohibited Auction Information in Public Remarks	Section 2.2.2
<input type="checkbox"/> Inappropriate Information in Public Remarks	Section 2.16
<input type="checkbox"/> Duplicate Listings	Section 2.8.1
<input type="checkbox"/> Incorrect Address in Listing Detail	Section 1.2
<input type="checkbox"/> Agent/Public Remarks indicate listing is Active but not available to show	Appendix G

CHECK YOUR LISTING & REPORT A LISTING VIOLATION

Check your listing for possible violations once submitted as ACTIVE. Go to **LISTINGS** and locate listing you wish to check and click **SELECT AN ACTION**. In pop-up window select **Data Checker: CheckIT** symbol **Data Checker: CheckIT**. Any violations will appear in **RED**. You can then correct violations immediately before being issued a warning. This may not apply to "immediate fine" items (see above).

To report a violation on a listing, locate icon bar associated with the listing in question. Click the icon with a blue house with white check inside. State the violation in question then click **ADD VIOLATION** to submit. The notification will be sent to the CAAR MLS Support Team at support@caar.com.

REVISED - 7/24/2024

CAAR | 550 Hillside Drive, Charlottesville, VA 22901 | 434-817-2227 | www.caar.com | www.caarmls.com

SentriLock Key Services

Support:

Phone: 513-618-5800

- www.sentrilock.com/support

Website:

- www.Sentrilock.com

How to's & Videos:

- <https://www.sentrilock.com/category/videos-podcasts/how-to-videos/>
- <https://www.sentrilock.com/sentri-guard-lockbox/> (requires login to site)



SentriGuard® Lockbox: How to Take Ownership of a Lockbox Using a QR Code

POSTED ON 08/13/21
See how to easily and quickly use a QR code to take ownership of a lockbox.



How to Assign/Unassign a Lockbox to a Property

POSTED ON 08/13/21
View how to easily assign or unassign a lockbox to a property using the SentriKey® Real Estate mobile app.



SentriGuard® Lockbox: How to Assign a FlexCode™

POSTED ON 08/13/21
See how easy it is to assign a FlexCode™ to enable secure, controlled property access.



How to Open the SentriGuard® Key Compartment With Touch-N-Show™

POSTED ON 08/13/21



How to Open a SentriLock Lockbox

In this guide, learn how to easily open a SentriLock lockbox with different methods by using your phone's Bluetooth® or Touch-N-Show™.



SentriGuard® Lockbox: How to Use Bluetooth® to Release the Lockbox Shackle

POSTED ON 08/13/21
Learn how easy it is to release the lockbox shackle using Bluetooth®.



How to Download the SentriKey® Real Estate Mobile App



How to Access a Non-Bluetooth® Lockbox Without Data or Wi-Fi



How to Access a Bluetooth® Lockbox Without Data or Wi-Fi

License Renewal! What is DPOR?

Department of Professional and Occupational Regulation: They issue professional credentials—licenses, certificates or registrations and serves more than **300,000** individuals and businesses across **several hundred license types**, ranging from architects and contractors to cosmetologists and professional wrestlers. DPOR requires you complete education sessions to renew your licenses every two years in VA, whether is SPLE [post licensure ed.] or CE [continuing ed] credits.

As a non-general fund agency, DPOR is financed solely by revenue collected through fees paid by licensees, this is **not** from the dues you pay to your local REALTOR organization.

CAAR Member Database does not send information to DPOR: You will receive notice from DPOR approx. within 45 days of your license expiration date to pay your renewal fee. If you change your address and the notice is returned to them, they WILL NOT look for you. Please make sure you update your information with them as it changes.

NAR and DPOR do not speak to one another on course credit information. What we mean by this is, you take your credited courses and those credits are submitted to DPOR for your license renewal. DPOR does **NOT** remit any certificates to NAR to prove you have taken Ethics, which in most cases, satisfies NAR's Quadrennial Ethics requirement.

Check Your Education Credit Status
www.dpor.virginia.gov/LicenseLookup

Call: 804-367-8526

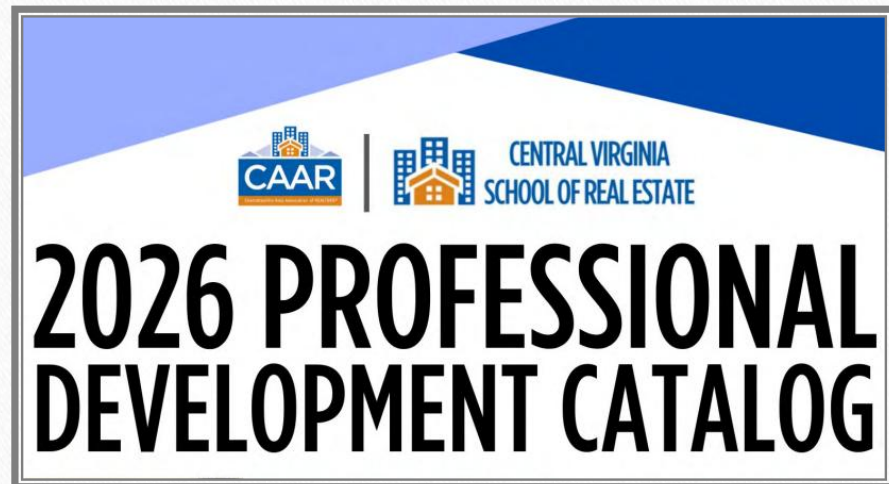


**Department of Professional and
Occupational Regulation**

CAAR EDUCATION DEVELOPMENT CATALOG

CAAR hosts many opportunities for in-person and virtual learning to obtain your PLE and CE credit hours.

To help elevate your business CAAR also offers Designation and Certification courses designed to help you succeed in your professional real estate career.



[2026 Professional
Development Catalog](#)

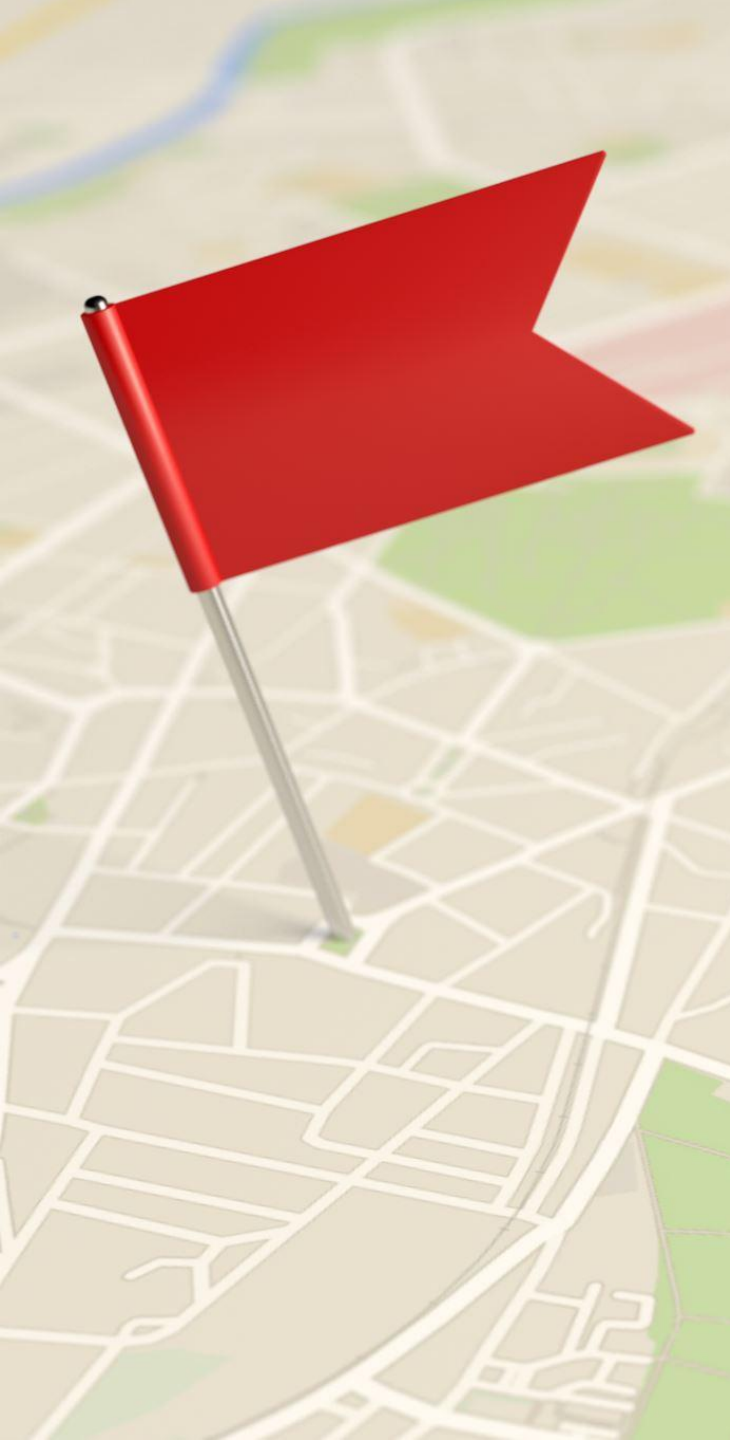


National Association of REALTORS®

Welcome to America's Largest Trade
Association! www.nar.realtor

- **1.5** Million real estate professionals
- **114 Years** of advocating and protecting property buyers and sellers
- **1200** local and state/territory associations serving REALTORS® and communities
- **200,000** REALTORS® holding subject matter expertise designations/certifications

NAR offers you the chance to build your expertise and position yourself as an ethical professional your clients and community can rely on.



Pinpoint Success Using NAR Member Benefits & More!

All Member Benefits:

<https://www.nar.realtor/membership>

Be a Part of the REALTOR® Party:

<https://www.realtorparty.realtor/>

Designations and Certifications:

<https://www.nar.realtor/education/designations-and-certifications>

Agent Finances:

<https://www.nar.realtor/agent-finances>

Professional Development:

<https://www.nar.realtor/professional-development>

BUILD YOUR BRAND!

.realtor™ & .realestate Domains

.realtor™

.realtor™, the trusted domain in online Real Estate. Exclusively available to members, firms, and boards of the NAR and CREA.

Show pride in your profession and secure your .realtor™ web address—a membership perk that will drive customers your way and help you drum up business. Get started now for free and get your new site up and running as soon as today!

<https://www.get.realtor/realtor>

.realestate

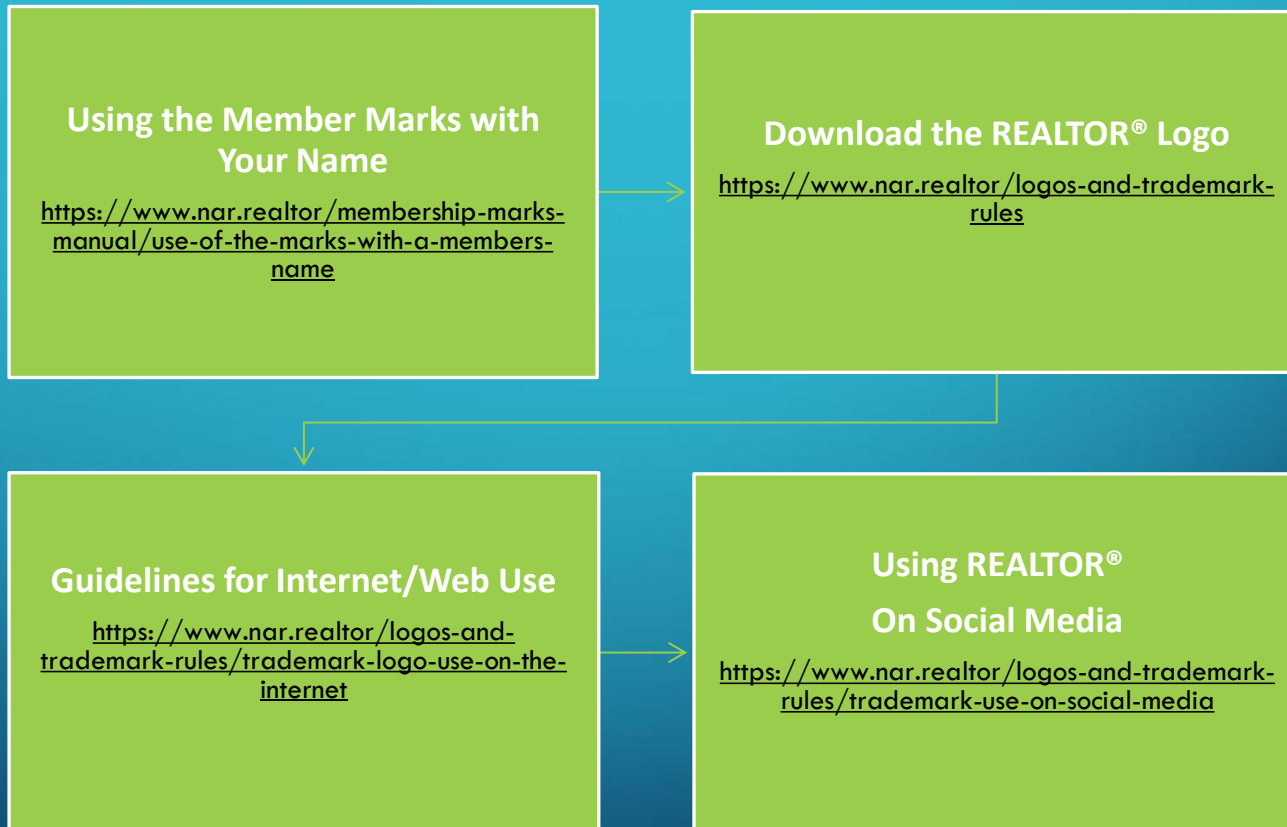
.realestate web addresses are for everything you do! Get the most exposure for your brand and own your segment with a .realestate web address.

Let the world know who you are and what industry you are a part of. There are no naming restrictions with a .realestate and you can get as many as you need!

<https://www.get.realtor/realestate>

REALTOR®=MEMBER

IT IS IMPORTANT TO KNOW THE PROPER USE OF THIS TRADEMARK TO PROTECT YOUR INTEREST AS A DISTINGUISHED REAL ESTATE PROFESSIONAL.



Know how to say it! REALTOR not REALATOR
Know how to spell it! REALTOR®, REALTOR or Realtor®
USE ALT0174 on your keyboard to create member mark!



NAR Calls To Action

<https://www.realtorparty.realtor/act.html>

When Congress is considering legislation that affects the real estate industry, NAR calls on its members to act. Go to the REALTOR Action Center to learn more!

REALTOR® Party Mobile Alerts

<https://realtorparty.realtor/member-consumer/rpma>

Or sign up by texting the word REALTORS to 30644.

REALTOR® Action Center Back

Preserve the American Dream

NAR's position is that the mortgage interest deduction is vital to the stability of the American housing market and economy and we will remain vigilant opposing any future plan that modifies or excludes the deductibility of mortgage interest.

Send The Message Below

Where will you
when you
the next
Call for Ac

VAR REALTORS®

Your Member Portal & Resources

Login and Watch this New Member Video from VAR.

<https://vimeo.com/771192376/6d48e15b58>

or
Scan Code:



You're a REALTOR®, Now What?

As a member of Virginia REALTORS®, your state-level REALTOR® association, you are part of one of the largest trade associations in Virginia. You're just beginning your real estate career and we are here to help you. By joining the REALTOR® organization, you've shown your commitment to being a professional in the real estate industry.

<p>Member Benefits</p> <p>Why use a REALTOR®?</p> <p>Partners</p> <p>Governing Documents</p> <p>Disaster Relief Fund</p> <p>My Portal</p> <ul style="list-style-type: none">My DashboardMy OrdersMy ClassesMy Class HistoryMy CommitteesMy MeetingsBroker Premier Class SummaryGRI Class SummaryPM Certified Class Summary <p>Contact Us</p>	<p>My Dashboard</p> <p>An overview of your member profile.</p> <p>LEARN MORE --</p>	<p>My Orders</p> <p>Print receipts for your Meeting and Class registrations.</p> <p>Tickets secured with Meeting registrations are visible within your receipt, i.e., Convention, PMX Conference.</p> <p>LEARN MORE --</p>
	<p>My Classes</p> <p>View your current Class registrations.</p> <p>LEARN MORE --</p>	<p>My Class History</p> <p>View your complete Class History.</p> <p>LEARN MORE --</p>
	<p>My Committees</p>	<p>My Meetings</p>

VAR – Virginia Association of REALTORS®

VAR Member Resources At a Glance

- VR Standard Forms
- Your Dashboard
- SkySlope
- Legal Hotline Resources
- Legislative Info / RPAC
- Member Benefits Including **FREE** Tech Helpline
- VR Annual Convention
- Publications
- Click here: [Member Benefits](#)



**Virginia REALTORS®
Healthcare Options**
[www.virginiarealtors.org/
healthcare/](http://www.virginiarealtors.org/healthcare/)

Have more questions?
Call Benefinder at
1(800) 281-1987

DID YOU JUST SAY “POLITICAL”?



Understanding the REALTOR® Political Action Committee



RPAC is the only political group in the country organized for REALTORS®, run by REALTORS® and exists solely to further issues important to REALTORS



The best investment you'll ever make in your business.



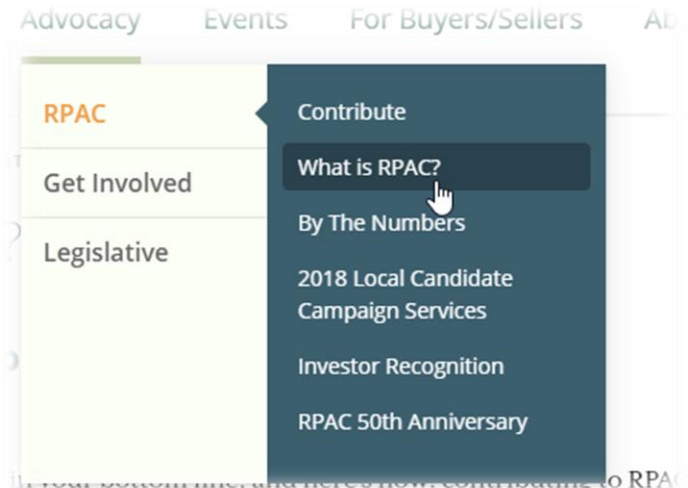
RPAC is your best insurance against poorly designed small business and commercial real estate legislation.



Why has RPAC been successful? Because RPAC is not a charity. RPAC is a business.



<https://virginiarealtors.org/advocacy/rpac/>



Why Does RPAC Need You?

BECAUSE FIGHTING FOR REALTORS® AND PROPERTY RIGHTS IS A CONSTANT BATTLE!

Keeping Your Business Open

While many other states shut down or severely restricted the practice of real estate during the COVID 19 Pandemic, you were able to work every minute of every day because Virginia REALTORS® fought to keep you open for business. And we won! You were able to continue doing business uninterrupted in 2020 and 2021, which led to record sales volume in Virginia.

REALTOR® Health Insurance Options

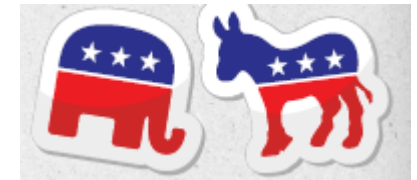
After more than three years of effort, we passed a new law that will allow us to move forward in our efforts to explore more affordable health insurance options for members of Virginia REALTORS®.

Protecting Housing Providers

In 2022, a legislator introduced the first-ever rent control bill in Virginia history. Virginia REALTORS® worked with a bi-partisan group of legislators to defeat it and other legislation that hurt housing providers.

Solutions for New Housing Inventory

Virginia REALTORS® is working with home builders and other stakeholders to find practical solutions to increase housing inventory in Virginia.



PARTISAN?

NOPE.

WE CARE ABOUT

REALTOR®

BUSINESS,

NOT PARTISAN

SQUABBLING.



Top 5 Safety Action Items for REALTORS®

<https://www.nar.realtor/safety>

1. Plan Your Safety Strategy
2. Tips and Best Practices
3. Training Videos
4. Personal Protection Resources
5. Take the REALTOR® Safety Pledge

Additional Safety Videos

<https://www.nar.realtor/safety/safety-videos>

CAAR REALTOR Store Safety Items:

Personal Alarms, Pepper Spray Gel, etc.

ADDITIONAL LOCAL RESOURCES:

University of VA Police Department – Self Defense Training

<https://uvapolice.virginia.edu/services/crime-prevention>

For more information contact: Officer Rexrode:

br7u@virginia.edu



SAFER SHOWINGS SMARTER ENGAGEMENTS

FOREWARN is an app that brings extra intelligence to the real estate industry to help ensure safer engagements and smarter interactions. On the app, you can instantly verify identity, criminal records, financial information, property records, and more. Verifying your prospects on FOREWARN is also a benefit to your listing homeowners, providing an added layer of protection for their homes and families.

Instantly Verify: identity, phone numbers, address history (rental, ownership, and associated addresses), financial indicators, property records, and criminal records.

[Start using this benefit now.](#)

Watch this video: [FOREWARN](#)

[Learn More](#) about this VAR member benefit for REALTORS®



The CAAR Foundation was created by CAAR to leverage the resources of the Charlottesville-area REALTOR® community and its partners to make a meaningful impact on our region's affordable housing crisis.

The CAAR Foundation accomplishes its mission through four programmatic focus areas:

- **Funding** to support innovative and effective affordable housing solutions
- **Volunteer Engagement** to increase CAAR member involvement in local housing initiatives
- **Awareness-Raising & Education** to bring more attention to affordable housing resources, needs and opportunities in our community
- **Advocacy** for good public policy that enhances access to affordable housing for area residents

There are many ways you can get involved with the work of the CAAR Foundation. Contact **Dave Norris**, CAAR Foundation Executive Director, at dave@caarfoundation.org or (434) 242-5165 to see how you too can **Be Part of the Affordable Housing Solution!** Learn more: www.caarfoundation.org



Dave Norris, Foundation Executive Director

FREE ENTERPRISE FORUM

INSPIRING POSITIVE PUBLIC POLICY

The Free Enterprise Forum is a privately funded public policy organization focused on local governments in Central Virginia. The Free Enterprise Forum is dedicated to providing clear positive balance to the discussions of important issues of the day.

Visit: [Free Enterprise Forum](http://FreeEnterpriseForum.com) to learn more.

- **Promotes** dialogue with local government
- **Sets** a positive tone and pro business agenda with local government
- **Encourages** government policies that support our free enterprise system
- **Provides** critical information and analysis of issues of the day
- **Tracks** more than 100 appointed commissions and boards
- **Researches** issues to evaluate the situation and find potential solutions
- **Alerts** businesses to issues that will impact their sphere of endeavor
- **Mobilizes** businesses and citizens affected by government action
- **Offers** expertise to monitor and analyze city, county, and state public policy and its impact on the business community



Neil Williamson President
& Executive Director

The National Association of Real Estate Brokers, Inc. (NAREB) was founded in Tampa, Florida, in 1947 as an equal opportunity and civil rights advocacy organization for African American real estate professionals, consumers, and communities in America. The purpose of NAREB is to enhance the economic improvement of its members, the community at large, and the minority community which it serves. To unite those engaged in the recognized branches of the real estate industry including brokerage, management, mortgage financing, appraising, land development, home building, and allied fields for the purpose of exerting influence on real estate interests. Although composed principally of African Americans, the REALTIST® organization embraces all qualified real estate practitioners who are committed to achieving our vision, which is “Democracy in Housing.” Learn more here: <https://www.nareb.com/>



5 PILLARS

NAREB's Five Strategic Priorities

Since 1947, NAREB has consistently advocated and worked for Democracy in Housing. Today, many of the same issues and disparities exist.

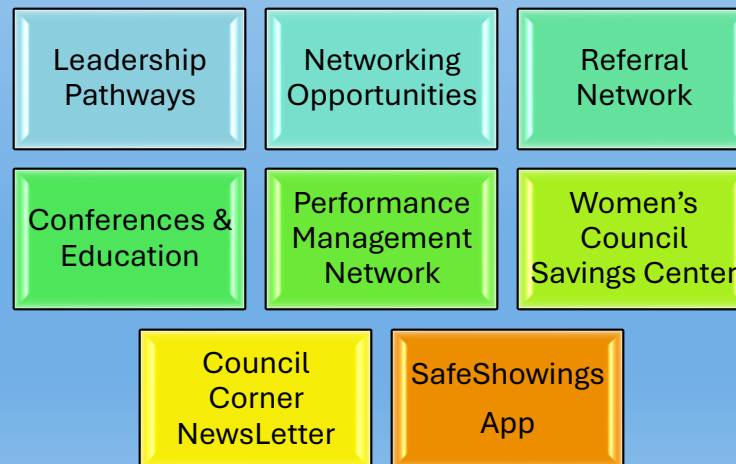
The **Building Black Wealth Program (BBWP)** consists of initiatives designed to address the myriad of concerns having an impact upon NAREB's ability to increase to Black homeownership as described in NAREB's annual editions of **State of Housing in Black America (SHIBA) Report**.



Women's Council of REALTORS®

Women's Council exists because for the first 20 years of its existence, women were barred admission from many local REALTOR® associations, so a separate group was created, and in turn, a "women's division" was formed at the Annual Convention in Milwaukee in November 1938 by thirty-seven women from 9 states.

The Council exists today because its 80+ year history and legacy are much more significant than "an organization of women". It is the business leadership skills the Council provides that has positioned the Council as a leader for the industry, for organized real estate, and for political action committees.





KEY THINGS TO REMEMBER

Here are just a few! You may be required to login to www.caar.com to access some of the links below.

Meetings, Classes & Events

- Register through the CAAR Calendar on your dashboard or at www.caar.com when you login.

New Member Incentive

- Be sure to complete your [incentive checklist](#).
- Register for NMI classes and the new member social.

Safety

- Register for Forewarn and learn about all things related to your safety [here](#).

Volunteer

- Best way to get your networking in gear! Review your [volunteer opportunities](#) and expand your potential!

[Registration is required to attend all meetings, classes and events. Please read cancellation policy.](#)

Membership Questions? Email: membership@caar.com

Education Questions? Email: education@caar.com