

MINUTES
CAAR Board of Directors Meeting
Wednesday, June 25, 2025
Hillsdale Conference Center

Attendance

Present: Josh White (President), Anne Burroughs (Immediate Past President), Amanda Spigone (President-Elect), Woody Fincham (Treasurer), Kim Armstrong, Matthew Holt, Roxanne Carter-Johnston, Jeff Mattie (remote), Janice O'Hara, Kyle Olson, Jessica Russo, Candice van der Linde, Kevin Wilberger (remote). Excused: Georgia Lindsey. Staff: Abby Tammen, Ali DiGuardo, Ian Desautel, Neil Williamson. Guests: Luke Bruin (remote), David Foley (remote), Brian Lipsky (remote), Ben Lynch (remote), Tom Woolfolk (remote).

Welcome and Call to Order

President White called the meeting to order at 9:00 a.m. The Board acknowledged the Antitrust Statement.

Approval of Consent Agenda

A **MOTION** was **MADE, SECONDED** and **UNANIMOUSLY APPROVED** to accept the consent agenda which included the April 23, 2025 meeting minutes as well as new members listed below.

New Members

04/18/2025 -6/18/2025 Quinn Anderson, Real Broker LLC-McLean; Melissa Barnes, McLean Faulconer, Inc.; Leigh Ann Branham, RE/MAX Realty Specialists-Charlottesville; Joseph Davison, Equity Saver USA; Breonna Dean, Keller Williams Alliance-Charlottesville; Barbara Geiman, RE/MAX Realty Specialists-Charlottesville; Kaylie Henry, The Hogan Group-Charlottesville; Betina Hristova, Long & Foster – Charlottesville; Lauren Koch, Real Estate III, Inc.; Drouet LeBlanc, YES Realty Partners; Bryan Moeller, United Real Estate Richmond; Matthew Rathbun, Coldwell Banker Elite-Richmond; Amy Robbins, Real Broker LLC-McLean; Rebecca Schuster, The Hogan Group-Charlottesville; Allen Stewart, eXp Realty – Fredericksburg; Jacob Woodson, Real Broker LLC-McLean.

2024 Audit Presentation

Mr. Foley from Robinson, Farmer, Cox Associates, LLC presented the 2024 audit. A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to accept the 2024 audit as presented.

Treasurer's Report

April 2025 Financials

Treasurer Fincham reviewed the April 2025 financial reports. A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to accept the April 2025 financial report as presented.

2026 Budget Preparation

The Board was asked to save the date for the first Budget Coffee Chat on Tues., July 8th at 2 p.m. at the Hillsdale Conference Center/Zoom.

NAR REALTORS® Relief Foundation (RRF) Presentation

Mr. Lipsky provided a presentation on RRF and its impact in 2024-2025. Mr. Lipsky requested the Board to consider donating in 2025 and/or consider a line item in future budgets. Mr. Lipsky will present during the CAAR Annual Economic and Development Summit on Thurs., Sept. 11th. Currently, no action is required by the Board. Staff will share the request with the CAAR Foundation. The Board also mentioned that the Virginia REALTORS® has its own relief foundation.

President's Report

National Association of REALTORS® (NAR) Legislative Meetings Wrap Up

President White shared a recap on the recent NAR Legislative Meetings in Washington, D.C.

Centennial BBQ Wrap Up

The event was a great success with 150 members and two legislators in attendance. It was well received by the membership and community partners.

Virginia REALTORS® Membership Report

President White reviewed CAAR's membership numbers compared to the rest of the local associations around the state.

Board Strategic Discussion & Action Items

MLS Motion #1 – Homes.com

A **MOTION** was **MADE, SECONDED**, and **TABLED** to recommend that the Board direct Staff to negotiate a contract with Homes.com to provide the necessary non-public MLS data to enhance Homes.com Pro website and APP for member only use.

Staff to investigate the inaccuracy of some listings with current feed to Homes.com.

MLS Motion #2 – NAR Mandate – MLS Rules & Regulations

A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to accept the mandatory update to the rules as presented to them.

NAR required Rules and Regs Update must be implemented on or before 9/30/25

Current

SECTION 2.1.2 EXEMPTED LISTINGS

If the Seller refuses to permit the listing to be disseminated by the Service, the Participant may then take the listing but not disseminate it to the Participants. Filing of the listing should be accompanied by certification signed by the Seller stating that the Seller has been fully informed of the benefits of listing with the Service, but does not desire the listing to be disseminated by the Service. Exempted listings can be entered after the sale as Comparable Listings (“Comp Purposes Only” listings), as specified in Appendix H.

New

This section is required; CAAR staff added local verbiage highlighted in **yellow**.

SECTION 2.1.2 Multiple Listing Options for Sellers

Exempted Office Exclusive: Where the seller has directed the listing broker to not publicly market their property and to not disseminate it through the MLS to other MLS Participants and Subscribers, the Participant may then take the listing as an office exclusive exempt listing and such listing shall be filed with the MLS, subject to its local filing rules, but not disseminated to other MLS Participants and Subscribers. Delayed Marketing: Where the seller has directed the listing broker to delay the public marketing of their property through IDX and syndication for [insert local delayed period as set my MLS’s unfettered local discretion]. A delayed marketing exempt listing shall be filed with the MLS, subject to its local filing rules, and disseminated to other MLS Participants and Subscribers. The listing broker shall not be precluded from marketing the delayed marketing exempt listing in a matter consistent with the seller’s choice. Exempt Listing Disclosure: The filing of an exempt listing (office exclusive or delayed marketing) with the MLS must be pursuant to a certification, signed by the seller, obtained by the listing broker which includes:

- disclosure about the professional relationship between the Participant and the seller;
- acknowledgement that the seller understands the MLS benefits they are waiving or delaying with the exempt listing, such as broad and immediate exposure of their listing through the MLS; and
- confirmation of the seller’s decision that their listing not be publicly marketed and disseminated by the MLS to other MLS Participants and Subscribers as an office exclusive listing or that their listing will not have immediate public marketing through IDX and Syndication as a delayed marketing listing. Multiple Listing Options for Sellers requirements only apply to listing types that are subject to mandatory submission pursuant to the MLS local rules.

Note 1: The Multiple Listing Options for Sellers policy is designed to give consumers greater choice and flexibility in marketing their homes for sale. Each MLS has the unfettered local discretion in determining what is most suitable for their marketplace regarding a Delayed Marketing Exempt listing which includes adopting “0” days or to not implement the Delayed Marketing aspects of the Multiple Listing Options for Sellers policy.

Note 2: MLS Participants must distribute Office Exclusive Exempt listings through the MLS to other MLS Participants and Subscribers within (1) one business day after the listing has been publicly marketed. See Section 1.01, listing procedures.
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Note3: Exempted listings can be entered after the sale as Comparable Listings (“Comp Purposes Only” listings), as specified in Appendix H.

MLS Motion #3 – NAR Mandate - Rename Internet and IDX/VOW Options

A **MOTION** was **MADE, SECONDED,** and **UNANIMOUSLY APPROVED** to rename the Current: Internet Y/N New: VOW Y/N And Current: IDX/VOW Y/N New: IDX Y/N to clarify their function in the MLS platform to comply with the NAR Multiple Listing Options for Sellers (MLOS) policy mandate.

Additional decisions will be coming to the Board for consideration as they relate to the NAR MLS mandate, which needs to be implemented by Sept. 30th, 2025. Education and training will be developed once all the decisions have been made to prepare the membership.

Paragon Contract Renewal

Mrs. Tammen reviewed the Paragon MLS Contract Facts & Figures document.

A **MOTION** was **MADE, SECONDED,** and **UNANIMOUSLY APPROVED** to authorize staff to negotiate a 2-year contract with Paragon MLS that includes the purchase of the native app and the AI Photo Match.

Next Board Meeting

Wed., August 27, 2025, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President White adjourned the meeting at 10:48 a.m.

Respectfully Submitted, Abby Tammen, Secretary