

**MINUTES**  
**Charlottesville Area Association of REALTORS®**  
**Broker Council**  
**Thursday, February 19, 2026**  
**Hillsdale Conference Center/Zoom**

**Attendance**

Present: Rives Bailey (Chair), Kelly Lindauer (remote), Kyle Lynn, Percy Montague, IV., Chastity Morgan, Melanie Morris, Yonna Smith, Shannon Thomas (remote), Sasha Tripp. Excused: Carol Carder, Tom Pace (Vice Chair), Kevin Wilberger. Guest: Amanda Spigone (President). Staff: Ali DiGuardo, Abby Tammen.

**Welcome and Call to Order**

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

**Minutes**

The minutes from the October 23, 2025 meeting were approved as presented.

**New Business**

Volunteer Mandatory Training

Volunteers must complete the National Association of REALTORS® Fairhaven 2.0 training and the Virginia REALTORS® Harassment Prevention Training.

Volunteer Mandatory Documentation

Volunteers must review Appendix A and review and sign Appendix B.

OneDrive

Chair Bailey reviewed the contents of the OneDrive folder.

New Virginia REALTORS® Residential Contract

Chair Bailey encouraged participation in the Tues., Feb. 24<sup>th</sup>, 2 p.m., Zoom informational session. A new webpage will be created to help with the transition to the new VAR Residential Contract.

VAR Broker Plus Take-a-ways

Over twenty members from CAAR were in attendance. Feedback included: great information from Jeff Wu, need fresh content – too much has been repeated, shorter sessions, and better timeframe to hold it – perhaps the fall instead.

National Association of REALTORS® (NAR) Engagement Program & Grant

Staff explained the attempts to obtain a NAR Broker Engagement Grant in the past. The Council expressed the need for cyber security training, based on the recent local safety scams. Staff will send a survey to evaluate their interest in several topics. The topic with the most interest will be formed into a **MOTION**, and an email vote will be conducted.

CAAR Foundation - Zoning Update

The Council requested a copy of the Zoning Update presentation and handouts, which will be added to the OneDrive folder.

National Association of REALTORS® (NAR) Broker Resources

Chair Bailey reviewed the various NAR resources available for Brokers, including a cybersecurity checklist, sales meeting playbook, and safety protocols.

CAAR Safety Webpage

Staff reviewed the most recent local safety scams that the membership is experiencing.

2026 Education Reminder

CAAR is offering members at no cost: Four Sweet Sixteen series (Jan., Apr., July, & Oct.), where we offer 16 continuing education credits, or CE, on license renewal, Two Broker CE days (Mar. & Sept.), and CE classes following three General Membership Meetings (Feb., May, & Nov.).

Townhall Meetings – Summer 2026

Staff will begin to schedule a tour of townhall meetings for Albemarle/Charlottesville, Greene, Fluvanna/Louisa, and Nelson.

Open Discussion

None at this time.

## **Board Update**

### CAAR Organization Restructuring

CAAR continues to work towards an organizational restructuring that separates the MLS, real estate holdings, and the Hillsdale Conference Center into distinct subsidiary LLCs to strengthen CAAR's long-term sustainability and operational flexibility.

### 2026 Committees, Councils, & Project Team Progress

Most Committees and Councils have held their first meetings or will convene in February. Many committees are working on various large initiatives, including the 2025 annual awards and Professional Honor Society as well as the second Annual Fair Housing Symposium.

### Market Report Progress

CAAR leadership conducted seven media interviews with local media where they reviewed the data, discussed expectations for buyers and sellers, and provided an outlook on what lies ahead.

### Residential MLS RFP

President Spigone reviewed the residential MLS request for proposal (RFP) process timeline.

## **New Business for Future Broker Council Meeting**

Find an insurance subject matter expert that can provide training around the proposed bills impacting homeowners across the Commonwealth (i.e., House Bill 677 and Senate Bill 402).

## **Next Meeting**

Thurs., May 14<sup>th</sup>, 2026 at 10 – 11 a.m. at the CAAR office/Zoom.

## **Adjourn**

Chair Bailey adjourned the meeting at 11:07 a.m.

Respectfully submitted, Ali DiGuardo, Staff Liaison