

WELCOME TO CAAR

New Member Orientation

Enjoy Your Time with Us!



MEET YOUR

2026 CAAR President

Amanda Spigone

DESIGNATIONS

e-Pro

ABR

At Home with Diversity

C2EX

BROKERAGE

Keller Williams Alliance

CONTACT

amanda.spigone@kw.com



MEET THE STAFF



Abby, CEO



Ali, COO



Tiffany, Membership



Ian, MLS



Teresa, Education



Dave
CAAR Foundation



Neil
Free Enterprise Forum



Brent
Hillsdale Conference Center



Lauren
Hillsdale Conference Center

Leadership & Board of Directors

Amanda Spigone
President

Kevin Wilberger
President Elect

Georgia Lindsey
Treasurer



Joshua White
Immediate Past Pres.

Abby Tammen
CAAR CEO

BOARD OF DIRECTORS

Ivy Haines

Jessica Russo

Frances San Giorgio

Roxanne Carter-Johnston

Matthew Holt

Aaron Howell

Kimberly Armstrong

Zoya Claus

Laurie Falk

Janice O'Hara

WHO YOU R®

A REALTOR® IS MORE THAN A LICENSE

Membership signals a higher professional commitment—to ethics, association standards and the people you serve.

WHAT THE REALTOR® MARK COMMUNICATES

01

MEMBERSHIP

You joined the National Association of REALTORS®—the world's largest real estate trade association.

02

CODE OF ETHICS

You took an additional step beyond licensure and committed to a shared professional standard.

03

ACCOUNTABILITY

You follow association bylaws, membership requirements and standards that protect the profession.



realtor.com®

THE DIFFERENCE ISN'T THE WORK YOU DO—
IT'S THE STANDARD YOU CHOOSE.

VALUE OF

Your Membership

Protecting property rights and REALTOR® interests at every level of government





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!



Group FB page

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.

Billing notices

ALL billing notices will be sent via EMAIL.

PLEASE READ COMPLETELY.

It includes information you will need to know!

e-Newsletter

Watch for the weekly CAAR e-Newsletter that comes to you each Monday!

Email changes

If you have an email address change it is your responsibility to report it to CAAR.

DO NOT UNSUBSCRIBE to CAAR Emails.

You are not unsubscribing from unwanted listing notices; you would no longer receive billing notices or your newsletter.

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 auto pay through staff or 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!

Your www.caar.com dashboard puts every member tool one click away

1. Sign in once

Use Member Login to enter the CAAR single-sign-on portal.

2. Find what you need

Education, events, payments, reports, profile and property tools.

3. Take action

Register, pay, update, research and access partner services.

CAAR Member Services



Catylist



CRS Data



Paragon

CAAR Portal Links



Access Market ...



CAAR.com



Membership A...



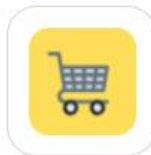
My Classes



Pay a Bill



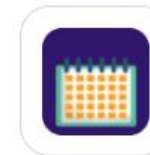
Read Meeting ...



REALTOR® Sto...



Update Your Pr...



View Calendar...

LOG IN. FIND YOUR TOOL. MOVE YOUR BUSINESS FORWARD.

Volunteerism Builds Your Network — And Your Community

WHY IT MATTERS

**Build a foundation
within your association
and the community.**

Choose a committee or partner network that matches your interests and expertise.



CAAR COMMITTEES

Professional
Development

Operations

Emerging
Technologies

Communications

Public Affairs

RPAC – REALTOR®
Political Action

PARTNER NETWORKS

AHIP Albemarle Housing Improvement

DEI Diversity, Equity & Inclusion

WCR Women's Council of REALTORS®

YPN Young Professionals Network

Navigate your Paragon homepage with confidence

EVERYDAY SHORTCUTS

Everything you need to search, monitor and manage your MLS activity starts here.

1

Support + news

Platform contacts and current information

2

Search + listings

Quick search, listing information and GIS links

3

Monitor activity

Market Monitor and contact activity

4

Plan your day

Calendar, alerts and Paragon news

5

Schedules & Reminders

Updates & implementations, closures, MLS rule reminders, etc.

PARAGON HOMEPAGE

PARAGON NEWS

Need a refresher on Paragon Connect features?

Every month our training team hosts 20-min webinars covering topics from:

- Collaboration Center App
- Homepage Navigation
- Tour & Open Houses
- Search Results
- And more...

Access and register for Paragon Connect shorts sessions [here](#)

MESSAGE CENTER

MESSAGE HISTORY

QUICK SEARCH

LAST QUICK SEARCH **LOAD SAVED QUICK SEARCH**

Count Clear Search

Mapping

Click to start map search. Map pins will display when matches are less than 5000.

MLS # Equals

Address-Number Single

Min Addr Num Max Addr Num

HOME PAGE MESSAGE - WELCOME TIFFANY VANN

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

DataShare Info

BRIGHT

Data Accuracy & Policy Department

Mon. - Fri. 8:30AM - 5 P.M. ET

Sat. - Sun. Closed

accuracyandpolicy@brightmls.com

1-301-838-7140

Central VA MLS Forms

CVR MLS Forms On-Demand Training

Paragon Support

877-657-4357

Mon. - Fri. 7AM - 9 P.M. ET

Sat. 10 AM. - 4 P.M. ET

Sun. 12 P.M. - 4 P.M. ET

paragonsupport@ice.com

Help Resources

Paragon Support (877) 657-4357

Paragon Community Support

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

tdsupport@twolf.com

Courthouse Retrieval System (CRS)

CRS Support: (800) 374-7488

CVCMLS (212) 553-1653 Ext. 9

VAR Tech Helpline

(800) 276-4216

Website

online chat

SHOWINGTIME

MARKET MONITOR

MY INFO	MARKET	OFFICE	FIRM	TEAM
New	97			
Back on Market	6			
Expired	21			
Price Change	86			
Hot List	374			
Sold	62			
Leased	0			
Pending	69			
Tours	4			
Open House	108			

5 DAY(S) REFRESH

CONTACT ACTIVITY (0 New)

ACTIVITY COMMENTS SEARCHES SELLERS

There is no Collaboration Center activity to view.

7 DAY(S) FA REJ

Welcome to Paragon!

Platform News & Information - Please Scroll Through

Proposed Close Date Field Returns to Residential Paragon MLS Reports

Effective Tues., Sept. 15th (updated date), the Proposed Close Date field has been restored to reports within the Residential Paragon MLS platform.

Cookie Preference Implemented for CAAR.com

Effective immediately, visitors to CAAR.com will see a cookie preference pop-up upon visiting the website. Even if you select "Reject All" within the cookie preferences settings, you will still be able to access the CAAR Member Portal and utilize Single Sign On (SSO) functionality. If you notice that Member Portal data is not displaying correctly, please clear your browser cache using the provided [instructions](#). When clearing your cache, be sure to select **"All time"** as the time range. This should only need to be done once. The cookie preference addition is based on guidance from the National Association of REALTORS® and evolving privacy regulations, as well as industry-standard website practices that provide visitor with greater transparency and control over how their data is collected and used.

Use the member roster only for its intended purpose

Never give or sell the roster to an outside party — and do not use it for fundraising, events or unrelated solicitations.

WHO MAY USE THE ROSTER — AND HOW?

CAAR Affiliates

Quarterly roster from CAAR staff

May market services or products that directly benefit agents and the real estate community.

Benefit members — do not repurpose the list.

Agent MLS Participants

Download through Paragon Membership

Use the roster only to notify agents about new or coming-soon listings.

Listing notices only — no unrelated outreach.

BEFORE YOU SEND

- 1 Honor every opt-out request.
- 2 Follow commercial email rules.

Commercial email compliance
[CAN-SPAM Act](#)

Recipients may opt out —
honor requests promptly.

CAAR AFFILIATE MEMBERS

CAAR Affiliate Members are businesses and professionals who support the real estate industry and want to build meaningful connections with CAAR REALTORS®. Affiliate Membership provides opportunities to increase visibility, develop professional relationships, and promote products and services to CAAR's REALTOR® community.

Explore How Using a CAAR Affiliate Helps Your Business

1

CAAR Affiliates

Find an Affiliate

Need a lender, landscaper, moving company, photographer, look no further...

[CAAR.com / Resources / Find an Affiliate](#)

2

Affiliate Discounts & Deals

Exclusive Deals for CAAR Members

From products to professional services, it's a great way to save while supporting and connecting with local industry experts who serve the REALTOR® community.

[CAAR.com / Resources / Affiliate Discounts & Deals](#)

**Support those who support
you—choose a CAAR Affiliate!**

CAAR Affiliates help support member programs, education, events, networking opportunities, and initiatives that strengthen our local real estate community.

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. Find the flyer. Avoid the fine.



START HERE

1

Open your SSO Dashboard and select the Paragon icon.

The rules graphic is your reminder: compliance starts before the listing goes live.

2 OPEN 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



	DOC NAME
☐	CAAR MLS Rules and Regs-Revised 3-24-2021.pdf
☐	CAAR Comparable Only Listings Form.pdf
☐	How to Avoid an MLS Fine revised April 2020.pdf

3 CHOOSE: HOW TO AVOID VIOLATIONS & FINES

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
☐ Late Listing Input	Section 1.0
☐ Untimely Change of Status (Pending)	Section 3.5
☐ Untimely Change of Status (SOLD) Excludes Weekends & Postal Holidays	Section 3.5
☐ 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
☐ Listing shown in Coming Soon status without changing to Active status	Appendix L Part 1
☐ 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 Reported 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
☐ Failure to Submit Photo with New Listing	Section 1.17
☐ Branding in MLS Documents	Section 2.16 / Section 2.17 / Section 2.18
☐ Lockbox contains code to combination lockbox	Section 2.19
☐ Owner of Record with Invalid Value	Section 2.2, Section 2
☐ Prohibited Auction Information in Public Remarks	Section 2.22
☐ Inappropriate Information in Public Remarks	Section 2.26
☐ Duplicate Listings	Section 2.8.1
☐ Incorrect Address in Listing Detail	Section 2.2
☐ 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: Checklist symbol Data Checker: Checklist. 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.

CAAR | 350 Pittblake Drive, Charlottesville, VA 22901 | 434-617-2227 | www.caar.com | www.casmls.com REVISED - 07/2024

Review common violations, fine levels and reporting steps before you submit a listing.

CHECK BEFORE YOU SUBMIT

ONE PATH. ONE FLYER. FEWER AVOIDABLE VIOLATIONS.

Get lockbox answers fast

Support, training and how-to videos in one place

THREE WAYS TO GET HELP

Support:

Phone: 513-618-5800

- www.sentrilock.com/support

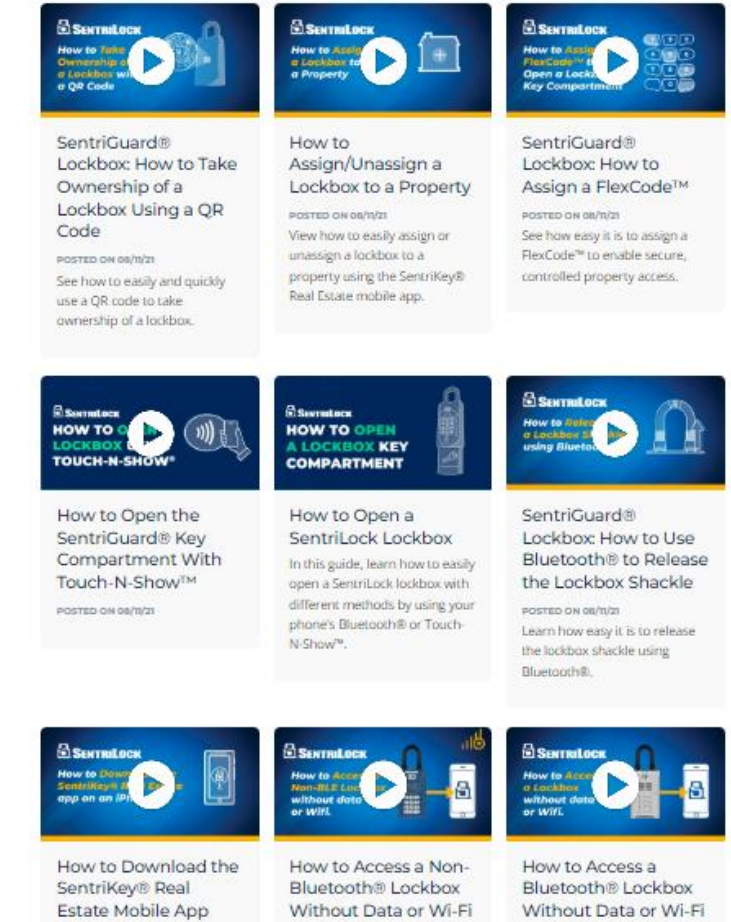
Website:

- www.Sentrilock.com

How to's & Videos:

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

SUPPORT FIRST • LEARN WITH VIDEOS



The grid contains 9 video thumbnails, each with a title and a brief description:

- How to Take Ownership of a Lockbox Using a QR Code**
SentiGuard® Lockbox: How to Take Ownership of a Lockbox Using a QR Code
POSTED ON 08/19/21
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**
SentiLock® How to Assign/Unassign a Lockbox to a Property
POSTED ON 08/19/21
View how to easily assign or unassign a lockbox to a property using the SentiKey® Real Estate mobile app.
- How to Assign a FlexCode™ to Open a Lockbox Key Compartment**
SentiGuard® Lockbox: How to Assign a FlexCode™
POSTED ON 08/19/21
See how easy it is to assign a FlexCode™ to enable secure, controlled property access.
- HOW TO OPEN A LOCKBOX KEY COMPARTMENT TOUCH-N-SHOW®**
SentiLock® HOW TO OPEN A LOCKBOX KEY COMPARTMENT TOUCH-N-SHOW®
POSTED ON 08/19/21
How to Open the SentiGuard® Key Compartment With Touch-N-Show™
- How to Open a SentiLock Lockbox**
SentiLock® HOW TO OPEN A LOCKBOX KEY COMPARTMENT
In this guide, learn how to easily open a SentiLock lockbox with different methods by using your phone's Bluetooth® or Touch-N-Show™.
- How to Release a Lockbox Shackle using Bluetooth**
SentiGuard® Lockbox: How to Release the Lockbox Shackle
POSTED ON 08/19/21
Learn how easy it is to release the lockbox shackle using Bluetooth®.
- How to Download the SentiKey® Real Estate Mobile App**
SentiLock® How to Download the SentiKey® Real Estate Mobile App
How to Download the SentiKey® Real Estate Mobile App
- How to Access a Non-Bluetooth® Lockbox Without Data or Wi-Fi**
SentiLock® How to Access a Non-Bluetooth® Lockbox Without Data or Wi-Fi
How to Access a Non-Bluetooth® Lockbox Without Data or Wi-Fi
- How to Access a Bluetooth® Lockbox Without Data or Wi-Fi**
SentiLock® How to Access a Bluetooth® Lockbox Without Data or Wi-Fi
How to Access a Bluetooth® Lockbox Without Data or Wi-Fi

9 QUICK HOW-TO TOPICS • ONE RESOURCE HUB

Know what DPOR handles — and what you must do

DPOR is your licensing authority

Virginia's Department of Professional and Occupational Regulation issues professional credentials and serves 300,000+ people and businesses across hundreds of license types.

YOUR RENEWAL ROADMAP

1

Complete Education

Finish required SPLE or continuing-education credits every two years.

2

Watch For Notice

DPOR generally sends renewal instructions about 45 days before expiration.

3

Update Your Record

Keep your address current. CAAR does not send member changes to DPOR.

4

Verify Your Credits

NAR and DPOR do not exchange course-credit records automatically.

CHECK YOUR EDUCATION CREDIT STATUS

www.dpor.virginia.gov/LicenseLookup

Click the link to confirm your current record.

QUESTIONS?

804-367-8526

DPOR licensing support

THE THREE-WAY AGREEMENT

Three Levels. One Connected Member Advantage.

Local, state and national associations work as one system—delivering support where you need it and influence where it matters.

1 **LOCAL**
Making connections

2 **STATE**
Expanding your reach

3 **NATIONAL**
Securing your future

ONE MEMBERSHIP • THREE TIERS • YEAR-ROUND VALUE

YOUR MEMBERSHIP TRIFECTA

THE THREE-WAY AGREEMENT

*The value of partnership
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



REALTORS® are members of the National Association of REALTORS®

HOW THE PARTNERSHIP WORKS

RETURN ON YOUR INVESTMENT

Your Dues Fund Eight Engines Of Value

Scan the benefits. See where the investment goes.

ADVOCACY

Protect property rights and pro-real estate policy.

TECHNOLOGY

Use RPR®, REACH and vetted tools to work smarter.

EDUCATION

Build skills, credentials, networks and new markets.

RESEARCH

Lead with trusted analysis and client-ready insights.

MARKETING

Elevate credibility with the REALTOR® brand.

INDUSTRY RELATIONS

Connect local, state and national support.

MEMBER SUPPORT

Access expert guidance and timely resources.

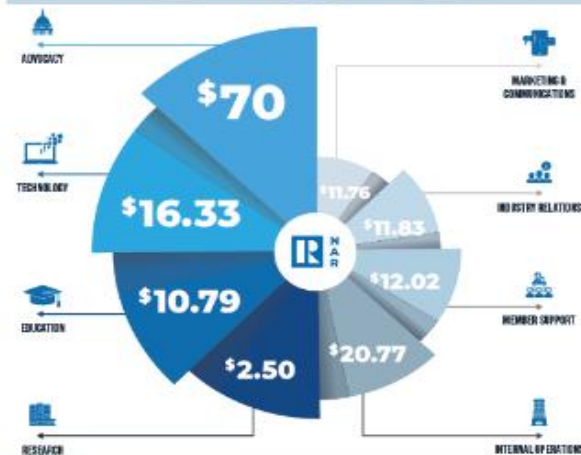
OPERATIONS

Fund the people and systems behind member service.

HOW NAR ALLOCATES MEMBER DUES



THE POWER OF YOUR DUES



2024 PROGRAMMATIC DUES ALLOCATIONS ARE SUBJECT TO CHANGE PER NAR'S BUDGETING PROCESS AND FINANCE COMMITTEE OVERSIGHT. REALTORS® are members of the National Association of REALTORS®

ONE INVESTMENT. EIGHT SUPPORT SYSTEMS. YEAR-ROUND VALUE.



WELCOME TO AMERICA'S LARGEST TRADE ASSOCIATION

1.5 million professionals. One powerful network.

www.nar.realtor

Build expertise, strengthen credibility and create lasting community impact.

114

years advocating for
property buyers and sellers

1,200

local and state / territory
associations

200K

REALTORS® with
designations or certifications

1.5M

real estate professionals in
the network

National Association
of REALTORS®

BUILD YOUR EXPERTISE. GROW YOUR IMPACT.

Pinpoint success with NAR member benefits

Choose the route that moves your business forward

All Member Benefits

nar.realtor/membership

01

Designations and Certifications

nar.realtor/education/designations-and-certifications

03

Professional Development

nar.realtor/professional-development

04

05

REALTOR® Party

realtorparty.realtor

02

Agent Finances

nar.realtor/agent-finances

Five destinations. One stronger professional advantage.

BUILD YOUR BRAND!

.realtor™ & .realestate Domains

.RealEstate: Your Online Presence

.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!

**Get Your 30-Day
FREE Trial!**

Residential .realestate domain

Commercial .realestate domain

REALTOR® = Member

Knowing the proper use of this trademark protects your interest as a distinguished real estate professional.

Using the Member Marks with Your Name

[Read the NAR guidance](#)

Downloading the REALTOR® Logo

[Read the NAR guidance](#)

Guidelines for Internet / Web Use

[Read the NAR guidance](#)

Using REALTOR® on Social Media

[Read the NAR guidance](#)

Know how to say it! REALTOR®, not REAL-A-TER

Know how to spell it! REALTOR®, REALTOR or Realtor®

Use **ALT+0174** on your keyboard to create the member mark!

NAR Calls To Action



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.



Your Member Portal & Resources

1

Log in and watch this
[New Member Video](#)
from VAR.

2

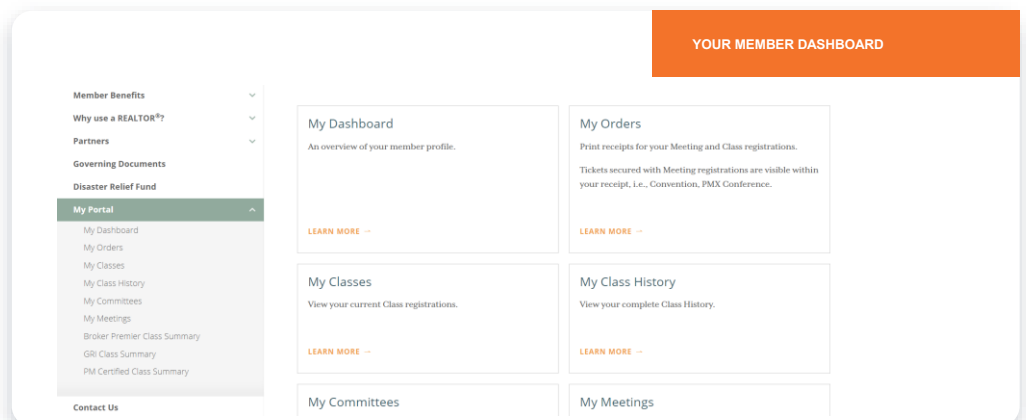
Or scan the code below:



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.

[WELCOME](#) → [LOG IN](#) → [EXPLORE](#)



TWO WAYS IN. ONE PLACE FOR YOUR VAR MEMBER RESOURCES.

VAR Member Resources at a Glance

VR Standard Forms

Your Dashboard

SkySlope

Legal Hotline Resources

Legislative Info / RPAC

VR Annual Convention

Publications

Member Benefits incl. **FREE** Tech Helpline

[Explore Member Benefits](#)



Virginia REALTORS® Healthcare Options

virginiarealtors.org/healthcare-resources

Have more questions?
Call **CapCare** at
1-833-287-4765



YOUR MEMBERSHIP MATTERS.

\$42.3M RAISED IN 2025
for pro-property
candidates.

11 HARMFUL TAX CHANGES
defeated in Congress.

1031 LIKE-KIND EXCHANGES PROTECTED
preserving a key tool for commercial
investment growth.

5,000+ CONGRESSIONAL MEETINGS
conducted each year, ensuring
your interests are being heard.



SEE HOW NAR POLICY WINS
PROTECT YOUR BUSINESS AT
advocacy.realtor

REALTORS® are members of the National Association of REALTORS®.

ADVOCACY IN ACTION

ADVOCACY WINS PROTECT YOUR BUSINESS



**DISCOVER HOW
NAR HELPS POWER
YOUR SUCCESS.**

EXPLORE THE RESOURCES

NAR RPAC nar.realtor/rpac

CAAR RPAC caar.com/rpac

[2026 LEGISLATIVE PRIORITIES →](#)



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 — business continued uninterrupted in 2020 and 2021, which led to record sales volume in Virginia.

REALTOR® Health Insurance Options

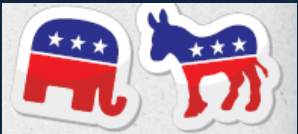
After more than three years of effort, we passed a new law that will allow us to move forward in our efforts to explore more affordable health insurance options for members of Virginia REALTORS®.

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.





SAFETY TOOLKIT

Resources For Safer Client Interactions



Top 5 Safety Action Items for REALTORS®

nar.realtor/safety

- 01** Plan Your Safety Strategy
- 02** Tips and Best Practices
- 03** Training Videos
- 04** Personal Protection Resources
- 05** Take the REALTOR® Safety Pledge

MORE SAFETY VIDEOS

nar.realtor/safety/safety-videos

CAAR REALTOR STORE SAFETY ITEMS

Personal alarms, pepper spray gel, and more.

CAAR SAFETY PAGE

<https://caar.com/resources/safety/>

LOCAL RESOURCE

University of Virginia Police — Self-Defense Training

uvapolice.virginia.edu/services/crime-prevention

Officer Rexrode • br7u@virginia.edu

PREPARE • PRACTICE • PROTECT

REALTOR® SAFETY PROGRAM RESOURCES

FOREWARN: Safer Showings, Smarter Engagements



SAFER SHOWINGS SMARTER ENGAGEMENTS

What it is

FOREWARN is an app that brings extra intelligence to the real estate industry to help ensure safer engagements and smarter interactions. Verifying your prospects 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

Financial indicators

Property records

Criminal records

[Start using this benefit](#)

[Watch the video](#)

[Learn more](#)



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

***CAAR Foundation
Concert – Oct. 1st
at Pro Re Nata!
Tickets on sale NOW!***

Free Enterprise Forum



Neil Williamson
President &
Executive Director

The **Free Enterprise Forum** is a privately funded public policy organization focused on local governments in Central Virginia, dedicated to providing clear positive balance to the discussions of important issues of the day. [Visit the Free Enterprise Forum](#) 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

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/>

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**.

5 PILLARS

NAREB's Five Strategic Priorities

REALTIST CHAPTER OF RICHMOND

NAREB REALTIST ASSOCIATION OF REAL ESTATE BROKERS

More Than 80 Years Of Women Building Industry Leadership



THE ORIGIN

Born from exclusion. Built for opportunity.

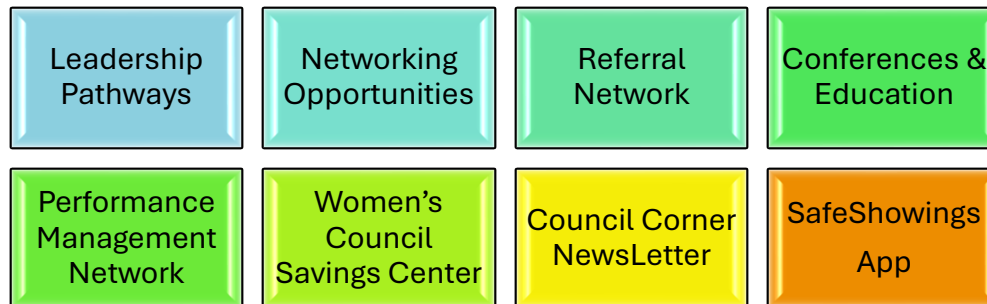
In November 1938, thirty-seven women from nine states formed a women's division after women had been barred from many local REALTOR® associations.

THE IMPACT TODAY

Leadership skills that move careers—and the industry—forward.

The Council develops business leaders for organized real estate, industry service and political action—far beyond being simply an organization of women.

MEMBER PATHWAYS & RESOURCES



National Assoc. of Hispanic Real Estate (NAHREP)

NAHREP (National Association of Hispanic Real Estate Professionals) is a professional organization dedicated to advancing sustainable Hispanic homeownership. It provides education, leadership development, networking opportunities, and advocacy while helping real estate professionals better serve Hispanic communities.

"Membership in NAHREP is separate from REALTOR® membership, but many REALTORS® choose to join to expand their professional network, cultural competency, and business opportunities within Hispanic communities."

CAAR is supportive and collaborative with NAHREP through co-promoting educational events or webinars and sharing information about conferences and leadership opportunities.



Visit:

https://nahrep.org/?utm_source=chatgpt.com
to learn more.

Here are just a few...

KEY THINGS TO REMEMBER

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 cancelation policy.](#)

Membership Questions? Email: membership@caar.com

Education Questions? Email: education@caar.com