

MINUTES
Charlottesville Area Association of REALTORS®
Broker Council
Thursday, May 14, 2026
Hillsdale Conference Center/Zoom

Attendance

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

Welcome and Call to Order

Chair Bailey called the meeting to order at 10:06 a.m. Vice Chair Pace reviewed the CAAR Antitrust Statement.

Minutes

The minutes from the February 19, 2026 meeting were approved as presented.

Old Business

New Real Estate Regulations 2026

Effective Apr. 1, 2026, Virginia's real estate regulations received a major update. Chair Bailey recommended reviewing the dedicated Virginia REALTORS® (VAR) new real estate regulations webpage as well as attend the June 24th class at the Hillsdale Conference Center.

New VAR Purchase Contract

The new purchase contract was made available on May 4, 2026. The old purchase contract may continue to be used through June 30; however, it is no longer available in the VAR Forms Library or TransactionDesk. Two new and required Paragon fields have been implemented in relation to the new purchase contract. Chair Bailey recommended reviewing the dedicated VAR purchase contract webpage as well as attend the June 24th class at the Hillsdale Conference Center.

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

Unfortunately, NAR has advised that all available grant funds were fully allocated to applications submitted prior to ours, and as a result, our application cannot move forward. Grant applications are reviewed on a first-come, first-served basis based on the date and time of submission. Our application was submitted 38 days after the application period opened.

A MOTION was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to request funding from the CAAR Board of Directors to offer the remote-only format "Strategic Human Firewall" session presented by Robert Siciliano in 2026. Approximately \$2,000.

Staff will follow up on remote education policies and procedures (e.g., all participants must log in individually, is there a possibility of a watch party at CAAR, is there an ability for the class to be recorded) as the class is already approved for 2 hours Real Estate Related CE and 2 hours Current Trends PLE credits.

3-12-26 Broker Open Forum Take-a-ways

Chair Bailey reviewed the list of open forum discussion points from the last Broker Forum.

New Business

NAR Broker AI Policy

NAR has released a customizable AI Policy Template designed specifically for brokerages. This template provides a strong starting point for establishing clear standards around the responsible use of artificial intelligence within brokerages. It can be customized to align with your company's operations, technology platforms, and existing policies.

Town Hall Meeting Schedule – August 2026

Chair Bailey reviewed the proposed schedule. Staff is actively exploring alternative locations for the Louisa & Fluvanna Town Hall Meeting, outside of the Louisa County Library.

New REALTOR® Incentive

If participation in the program does not increase significantly this year, it may be necessary for the Operations Committee to evaluate whether the program should be sunset.

Open Discussion

None at this time.

Board Update

MLS Request for Proposal (RFP) Update

Four potential vendors will be responding to the RFP: 1. Intercontinental Exchange, Inc. (ICE) - Paragon (current system) 2. Cotality - Matrix 3. FBS - Flexmls 4. BrightMLS - Matrix. A Project Team will review the RFP results and request demos to be scheduled.

Pending Additional Virginia Data Shares

CAAR and the Central Virginia Regional MLS have signed a data share agreement, which is currently in queue with Paragon for integration and completion. Additionally, the Williamsburg Area Association of REALTORS® and the Chesapeake Bay & Rivers Association of REALTORS® are prepared to sign data share agreements, with the goal of completing those agreements and platform integrations by the end of the year.

Meeting Dates

Chair Bailey reminded the Council to register for the Broker Forum on June 25th and take advantage of the free Broker Management CE classes on September 24th.

Next Meeting

Wed., Sept. 30, 2026 at 10 – 11 a.m. at the CAAR office/Zoom.

Adjourn

Chair Bailey adjourned the meeting at 11:00 a.m.

Respectfully submitted, Ali DiGuardo, Staff Liaison