



Central Panhandle Association of Realtors®

BROKER

PRO 
REALTOR®

EXCHANGE

JUNE 25TH, 2026

WELCOME!



Kaydee Albritton
CEO



2026 Board of Directors



Catherine Anderson
President



Ariane Johnson
Past-President



Chuck Sowers
President-Elect



Britt Matthews
Treasurer



Garrett Aune
Secretary



Ashleigh McGlothlin
Director



Opey Russ
Director



Susan West
Director



Cherie Alexander
Director



Darren Haiman
Director

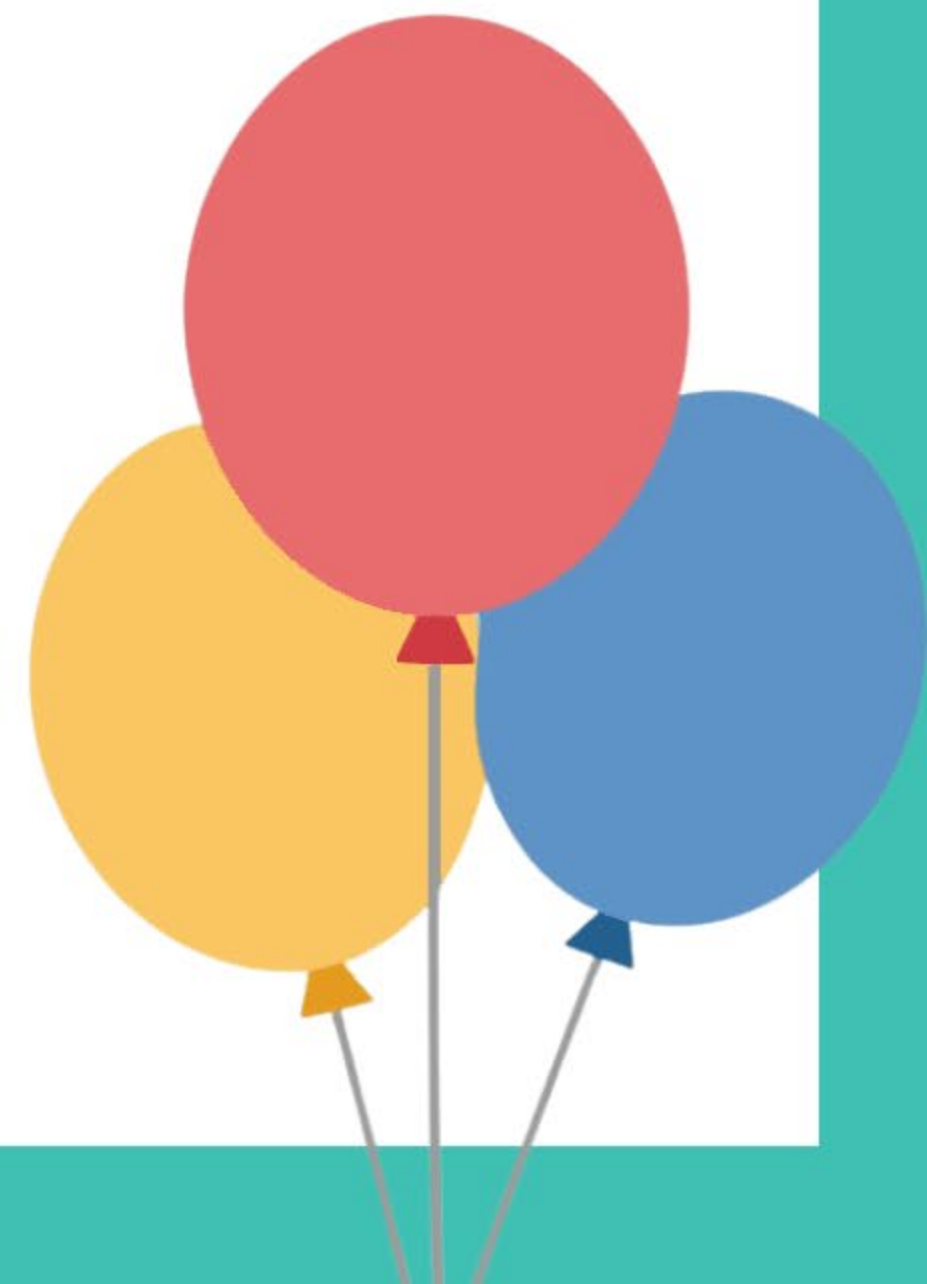


Chris Shelton
Director



Summer Thomas
Northern Counties Director

HAPPY
BIRTHDAY





\$25,000 LEVEL

*Congratulations,
Amanda Cialoni!*

HALL OF FAME

CLASS OF 2025





Jennifer Ledesma

Berkshire Hathaway HomeServices Beach
Properties of Florida

**District Vice President
for the Panhandle**

Cindy Birge

Elite Realty

PAC Trustee



THANK YOU TO OUR SP





**Trust the
Pros** >>>>>

2026

PRESIDENT

Catherine Anderson



02

Business Overview

- Company's Key Highlights
- Financial Performance
 - Income Statement
 - Balance Sheet
 - Cash Flow Statement
- Milestones Achieved in FY 19
- Domestic and Global Market Share



September
24 & 25

Atlantis
Event Center
Lynn Haven, FL

\$50 - NXT GEN ADMISSION

**\$75 - NXT GEN ADMISSION
+ BROKER SUMMIT (2 DAYS)**

\$50 - BROKER SUMMIT ONLY

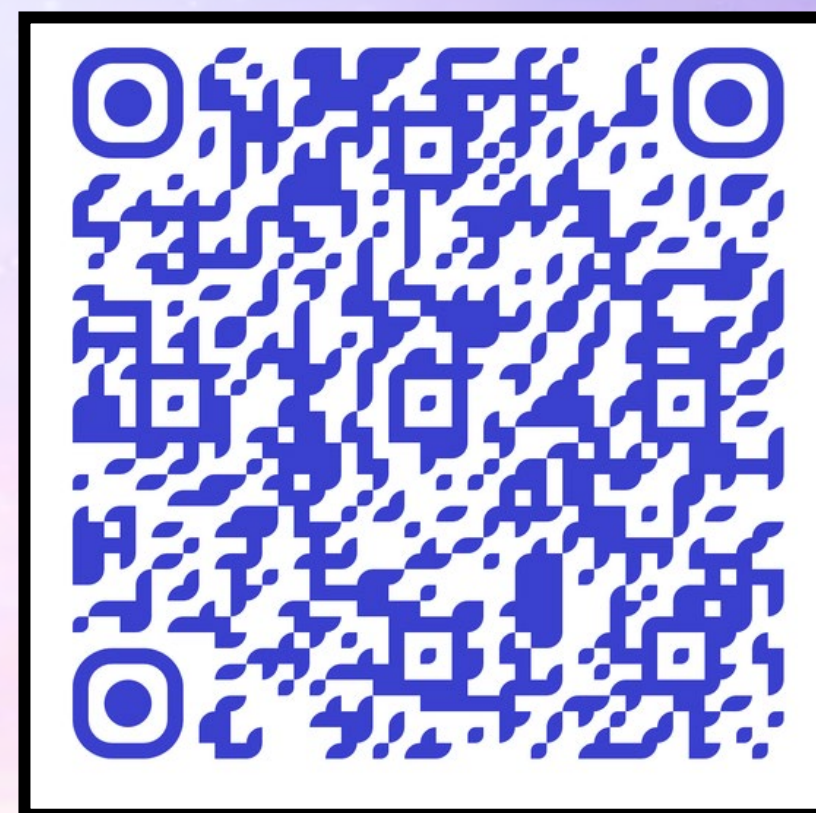


REGISTER AT [CPAR.US/SUMMIT](https://cpar.us/summit)

NXT GEN REALTOR SUMMIT SEPTEMBER 24 & 25TH

SPONSORSHIP LEVELS AVAILABLE!

Presenting Afternoon Keynote Sponsor \$5,000 (1 available) SOLD OUT	Morning Kick-Off Keynote Sponsor \$2,500 (1 available) SOLD OUT	Cocktail Party Sponsor \$2,000 (1 available) SOLD OUT
Summit Sponsor \$1,000 (unlimited)	Parking Shuttle Sponsor \$1,500 (2 available)	WiFi Sponsor \$750 (1 available) SOLD OUT
Premium Expo Booth \$350 (3 available) SOLD OUT	Standard Expo Booth \$600 (4 available)	
Broker Breakfast Sponsor \$1,000 (1 available) SOLD OUT	Broker Networking Break Sponsor \$2,000 (1 available)	
Community Sponsor \$300 (unlimited)		



SIGN UP AT [CPAR.US/SUMMITSPONSOR](https://cpar.us/summitsponsor)

PROgress over Coffee





OFFICE VISIT

ASSOCIATION UPDATES



Kaydee Albritton
CEO

ANTITRUST STATEMENT

CPAR is devoted to improving the competitive business conditions of the real estate industry, including adherence to all antitrust laws. To that end, the topics for this meeting will focus on advancing the interests of real estate professionals and consumers of real estate services and increasing competition.

The following discussion topics are always prohibited: agreements to fix prices, limit product or service offerings, allocate geographical territory customers, and refuse to deal. Any discussion inconsistent with this policy will not be tolerated.



LEGAL UPDATES



Central Panhandle Association of Realtors®

2027 ELECTIONS

AVAILABLE POSITIONS:

President -Elect

TREASURER

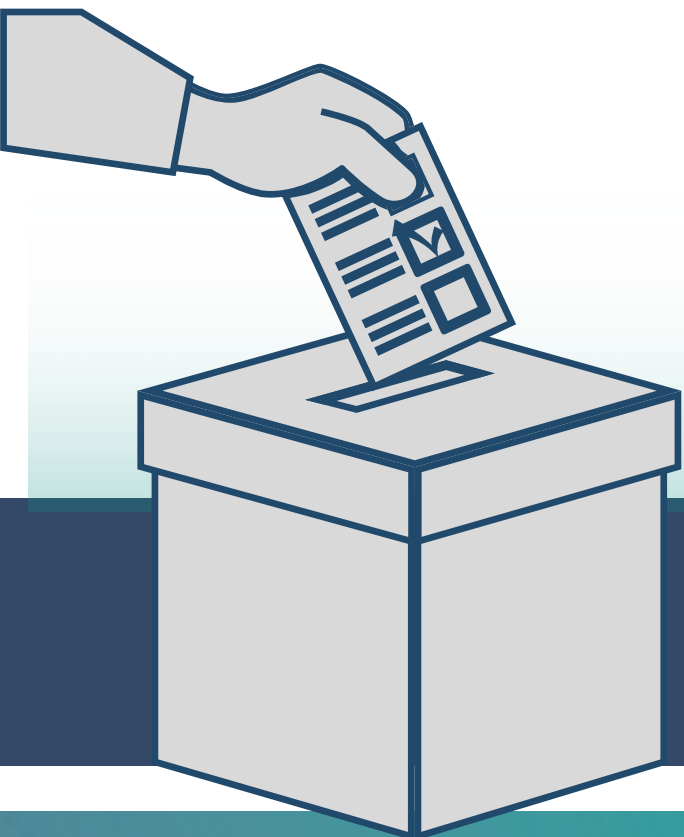
Director (3 available)

SAVE THE DATE!

ACCEPTING APPLICATIONS STARTING

TUESDAY, JULY 7TH

www.cpar.us/elections





BYLAW & POLI CHANGES

MLS ENHANCEMENTS:

Photos that are virtually staged, AI-enhanced, or otherwise altered must:



Be clearly labeled
as such on the image

OR



Noted in the
public remarks

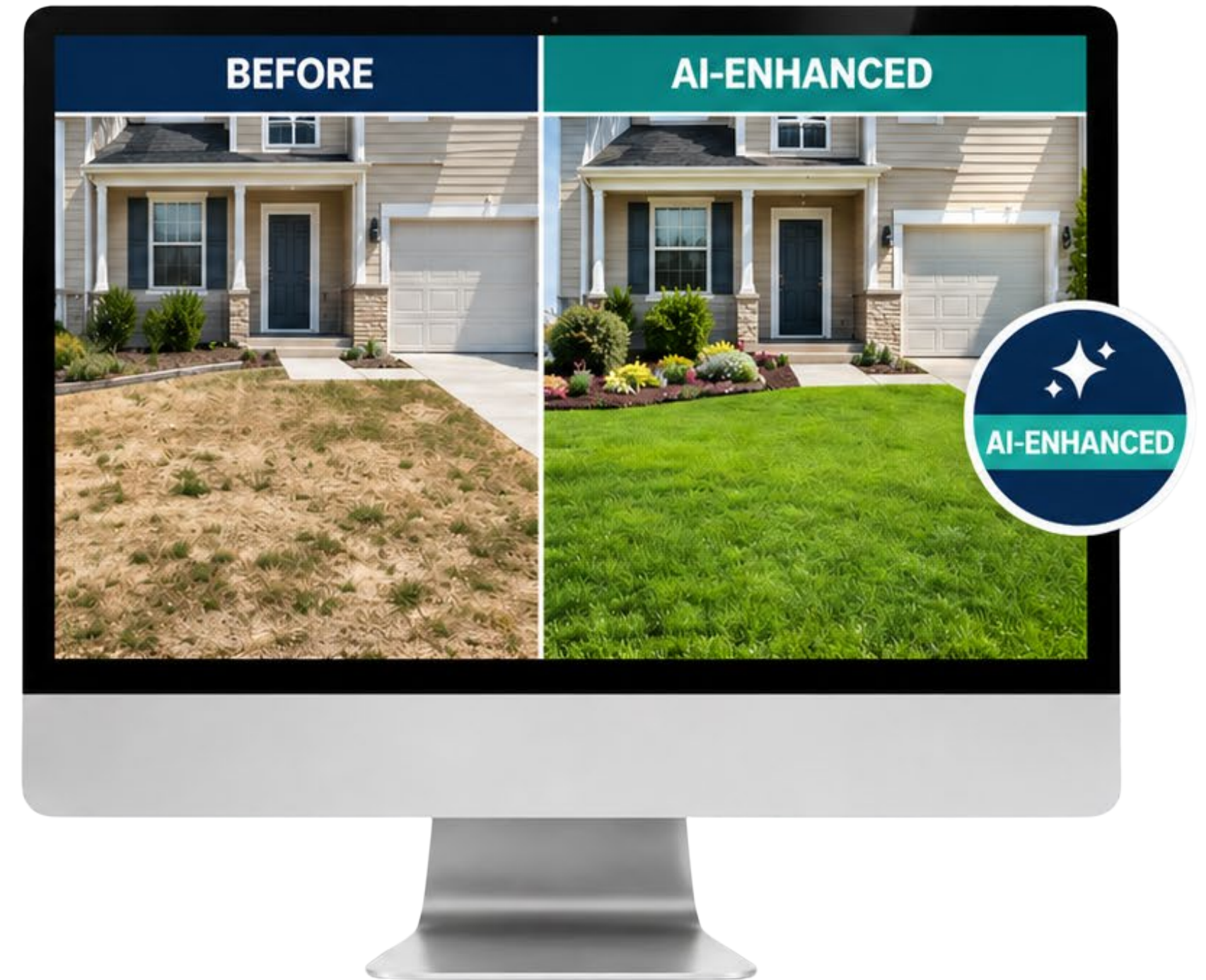
OR



Displayed alongside
the original unedited photo



These standards ensure transparency, build trust,
and help maintain the **integrity** of our MLS.



UNDERSTANDING YOUR LISTING OPTIONS

The right status. The right time. The right exposure.

LISTING STATUS	OFFICE EXCLUSIVE PRIVATE WITHIN YOUR OFFICE	COMING SOON PRE-MARKET EXPOSURE	ACTIVE FULL MARKET EXPOSURE
 WHO CAN SEE IT?	 Only agents within your office (FlexMLS)	 MLS Participants, VOW, Broker Data Feeds, and third-party websites	 Everyone – MLS Participants and the Public
 SYNDICATION (INTERNET EXPOSURE)	 No – not on internet or public websites	 Yes – optional Select “No Internet” to exclude from feeds. NEW	 Yes – automatically syndicated
 EMAIL SUBSCRIPTIONS	 Not included	 Yes – included in FlexMLS email subscriptions NEW	 Yes – included in FlexMLS email subscriptions
 SHOWINGS	 Yes – in office	 NO SHOWINGS	 Showings permitted
 DAYS ON MARKET (DOM)	 DOM does accrue	 DOM does not accrue for up to 30 days	 DOM begins on Active Date
 PRICE CHANGES TRACKED	 Yes – all price changes will be tracked	 Yes – all price changes will be tracked	 Yes – all price changes will be tracked
 PUBLIC REMARKS REQUIREMENT	 No requirement	 REQUIRED STATEMENT: “COMING SOON LISTING, NO SHOWINGS” NEW	 No specific requirement
 KEY BENEFITS	 • Maximum privacy • Develop strategy • Prepare the home	 • Generate early interest • Build anticipation • Controlled pre-market exposure • Prepare the home	 • Maximum exposure • Showings allowed • Full market access
 THINGS TO KNOW	 Not visible outside your office. Must change to Active to gain exposure.	 Temporary status (up to 30 days). Must select “No Internet” to exclude from syndication. You must manually update if you want it to syndicate later—even when Active.	 Fully available to the market.

APPRAISAL REPORTING PROCESS CHANGES

- **MLS data becomes even more important.** Appraisers will rely on more structured property and market data, making accurate and complete MLS entries critical. Missing or inconsistent information could impact valuations.
- **Property details matter more than ever.** Features, upgrades, concessions, condition, and other listing information may play a larger role in supporting appraisals.



NEW MEMBER BENEFIT IMAPP by PropertyKey

CPAR's New Tax Data Product & Property Research Platform



LAUNCHING JUNE 8, 2026



WWW.CPAR.US/IMAPP



Central Panhandle Association of Realtors®

A BETTER WAY TO STAY CONNECTED.

For You. For Your Customers. For the Long Run.

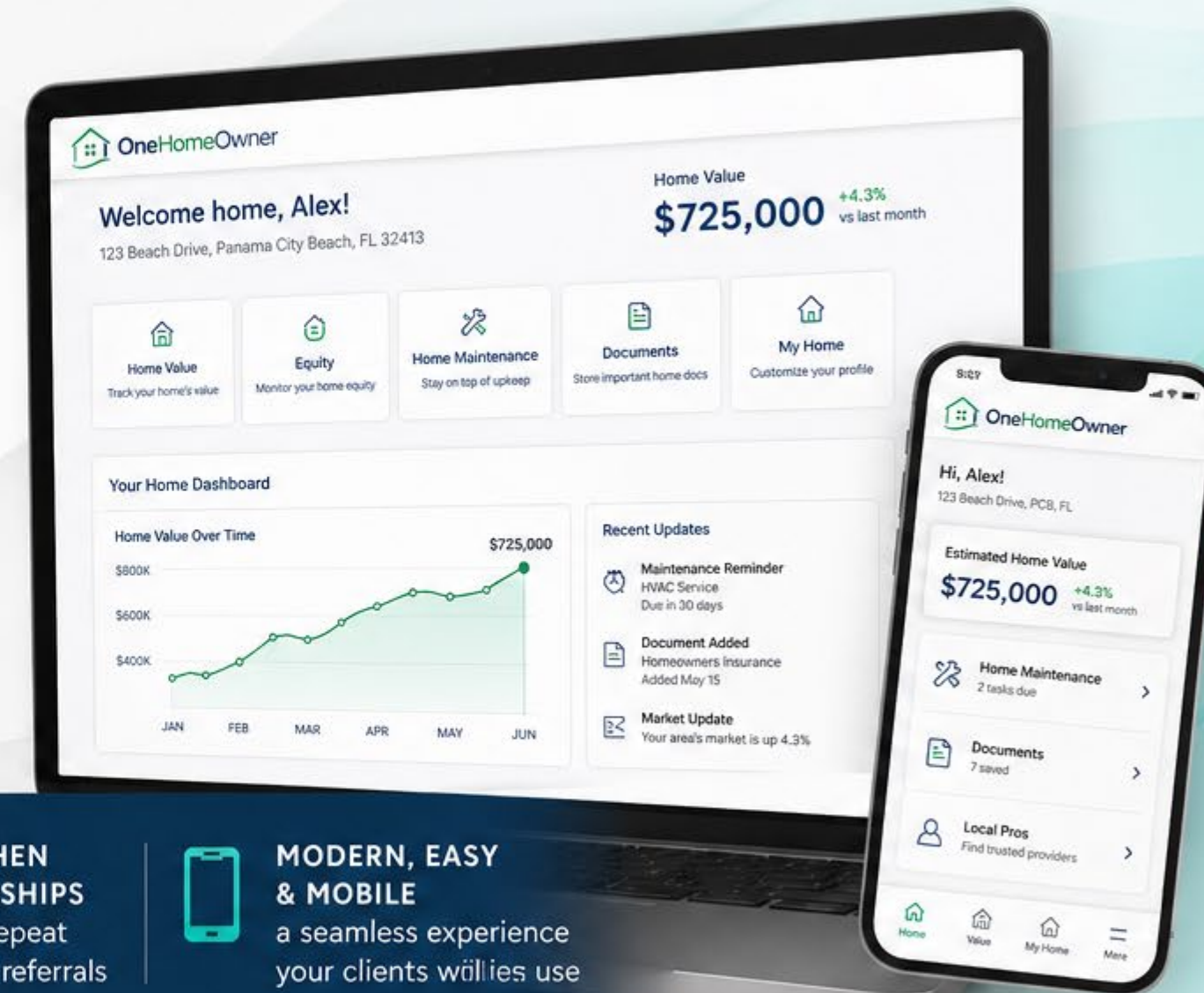
CPAR is excited to introduce



A powerful new platform that helps homeowners manage their home—and helps you **stay top-of-mind for life.**

Coming Soon!

A NEW FREE MEMBER BENEFIT



STAY TOP-OF-MIND
with past customers
through ongoing,
automated engagement



PROVIDE REAL VALUE
with home insights,
maintenance plans,
and resources



**STRENGTHEN
RELATIONSHIPS**
and drive repeat
business & referrals



**MODERN, EASY
& MOBILE**
a seamless experience
your clients will use

LAUNCHING: AUGUST

Schedule In-Office MLS & Member Tools Training!

Brokers can set up office training for
MLS or CPAR member tools!

- ✓ Josh can travel to your office to perform a training or conduct a Zoom training specifically for your agents!
- ✓ MLS Basics & Rules
- ✓ Advanced MLS
- ✓ Pulling Customized Reports
- ✓ Maximize your CPAR Membership & Learning CPAR Tools



Josh Mata

Technology Support Specialist
CPAR

Reach out to Josh and set up a session today!



850-763-

8078



memberservices@cpaor.org

LEGISLATIVE UPDATES



Natalie Cayson
Advocacy & Events Coordinator



LEGISLATIVE UPDATES

- 21st Century ROAD to Housing Act passed through Congress and is heading to President Trump to be signed
 - Expands housing supply and homeownership opportunities by reducing barriers to building and buying homes
- Florida Budget Passed
 - Hometown Heroes, My Safe Florida Home/Condo funding secured

FLORIDA PROPERTY TAX AMENDMENT

- Amendment will be on the ballot in November for Floridians to vote on
- Increases Homestead Exemption from \$50,000 to \$150,000 in 2027 and to \$250,000 in 2028
- Decreases the maximum annual increase on non-homestead properties from 10% to 5%

Round Table Discussion



- THERE ARE 3 TEAMS:
 - BLUE
 - GREEN
 - RED
- EACH TEAM IS GIVEN A TOPIC AND HAS 7 MINUTES TO DISCUSS
- AT THE END OF EACH ROUND, ONE PERSON SHOULD REPORT
 - Share an insight, best practice, something you learned, or an unresolved problem (2 min each)

Round Table Discussion



Round One:



PROFESSIONALISM &
BROKERAGE LEADERSHIP

Round Two:



RISK, COMPLIANCE &
PROTECTING YOUR
BROKERAGE

Round Three



FUTURE-FOCUSED
BROKERAGE OPERATIONS



2026

PRESIDENT

Catherine Anderson



**Thank You
For Coming!**