



PrimeMLS BOD Meeting Talking Points

Wednesday, 15 October 2025

- The members of Greater Newburyport Realtors (GNR) have voted to approve a merger with North Shore Realtors (NSR). PrimeMLS will buy back the share currently held by GNR. The BOD voted to offer a share to NSR once the merger is formalized.
- The PrimeMLS rules will be updated to reflect BOD approval to allow listing agents to include specific dollar amounts or percentages associated with any property owner offered concessions. Each amount or percentage must clearly reference the purpose of the concession (e.g., closing cost assistance, flooring credit, home warranty).
- Some of the highlights of the 2026 budget approved by the BOD include:
 - 1) Customer fees remain unchanged from 2025.
 - 2) Flex MLS will be a "system of choice" option for customers. A July 2026 launch is currently planned.
 - 3) All office heads will be provided with access to both Flex and Paragon at no additional cost.
 - 4) Electronic lockbox and eKEY services end as of 06/15/2026.
 - 5) Net Income of \$45K is anticipated.
- The 2026 slate of Corporate Officers was approved:
 - President Shirl Kula (Manchester/Nashua BOR)
 - Vice President Trisha McCarthy (Greater Newburyport BOR)
 - Treasurer David Choate (NH CIBOR)
 - Assistant Treasurer Adam Dean (Seacoast BOR)
 - Secretary Susan Latham (Greater Claremont BOR)
 - Assistant Secretary Jen Vachon (Strafford County BOR)
- The BOD approved the adoption of RentEdge by RentSpree, a suite of rental tools designed to give agents, landlords, and renters more data, visibility and lead generation opportunities.
- A number of long-term members, all past Presidents, have concluded their terms on the PrimeMLS BOD and were recognized for their service:
 - Ken Moller
 - Betty McEnaney
 - Bob James
 - Jill Vespa
 - Jim Bellville