



# *True Blue Agent News*

*Vol 1 Issue 1 February 2026*

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# TRUE BLUE

## Agent News

A Monthly Newsletter by United Realty Group Inc.

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From the

## Brokers Desk

### Regarding Compensation Agreements

The updated compensation form, released in January, replaces two prior agreements and updates how sellers and brokers offer payment in residential transactions.

A new compensation form was introduced at the end of January, thus combining the two previous forms into one. This update streamlines the process making it more favorable and expeditious for agents to process. The main changes done to the forms, are in section 1 and in section 6 of the document.

- SECTION 1
  - In section 1, we now have 2 check boxes to appropriately choose from as it applies
- SECTION 6
  - Section 6 is extended to include the arbitration clause in such way where it now accommodates the seller as well as the seller's broker. Where as in the previous forms we had an arbitration clause for the seller in one of the forms and the one for the seller's broker in the other.

Sincerely,

*Gustavo Grasso*

Managing Broker, United Realty Group Inc.



*"Your reputation is more valuable than Silver and Gold"*

- Proverbs 22:1



*"If you want to succeed, you should strike out on new paths, rather than travel the worn paths of accepted success."*

- John D Rockefeller

United Realty Group's

## First look at Florida 2026

Florida's housing market slowed through much of 2025 as high mortgage rates, rising insurance costs, affordability pressures and broader economic headwinds softened buyer demand, extended time on market and kept price growth in check. However, early signs suggest a potential rebound is taking shape as mortgage rates begin to ease, sales activity responds and international buyer interest shows some improvement. Inventory growth moderated but remains above pre-pandemic norms, and domestic migration—while cooled from its recent peak—still exceeds historical levels, which could help support market momentum going into 2026.

Source | Florida Realtors ([Full Article Click Here](#))

## CLOSING OF THE MONTH



**URG Agent Bianca Barnes** and her business partner Michelle Rowe, closed on their investment property on Valentines Day!

**About Bianca** Joined URG Tamarac in 2018.

**About the Closer** Lee Ramirez joined South Florida Title Associates in 2017 as the Closer for both Tamarac and Ft. Lauderdale Branches. LRamirez@SFTAFL.com

### DON'T FORGET!

Transaction Fees can only be charged to the Buyer or Seller on an agreement between the brokerage and the client, never the sales contract!

Kalil Tanco  
Compliance Officer | Sales



## Compliance Corner

Transaction Fees can only be charged to the Seller and Buyer on an agreement between the brokerage and the client. For Sellers, the Transaction Fee can be detailed on the Listing Agreement in sections 8 (a) or 15. For Buyers, the Transaction Fee can be detailed on the Exclusive Buyer Brokerage Agreement in sections 7(a), 7(e), and 13.

Thank you, Kalil!



## Staying RESPA-Compliant With Referrals

Under the Real Estate Settlement Procedures Act (RESPA), the paying or receiving "referral kickbacks" in real estate transactions involving federally related mortgage loans is prohibited. RESPA allows payments only for actual goods or services performed at fair market value; simply referring business without providing real services can't be compensated. Examples of prohibited "things of value" include cash, free services, event tickets or prizes. The Consumer Financial Protection Bureau enforces the law, and while real estate licensees can refer clients to one another, paying for referrals tied to settlement services or splitting settlement fees without legitimate services is a violation. To stay compliant, professionals should build referral relationships based on service quality—not compensation—and ask whether they're performing a real service and receiving fair market.

Source | [Florida Realtors \(Full Article Click Here\)](#)

## U.S. Existing Home Sales Down in January

In January 2026, U.S. existing-home sales fell sharply, dropping about 8.4 % from December to a seasonally adjusted annual rate of roughly 3.91 million—marking declines both month-over-month and year-over-year across all regions. The drop included a roughly 9 % decrease in the South. Despite the sales slowdown, mortgage rates were lower than a year earlier and affordability improved for the seventh straight month. However, limited supply pushed the median home price to a new January high of about \$396,800, continuing an extended run of year-over-year gains.

Source | [Florida Realtors \(Full Article Click Here\)](#)



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\*Price does not include cost of media

**HELP DESK**  
**3:30 pm**  
**MONDAY'S + WEDNESDAY'S**  
**ON ZOOM**  
[Click here to Register!](#)

UNITED REALTY GROUP AGENT  
**TRAINING**  
 OPPORTUNITIES



**Live Zoom Trainings**

- Feb 4<sup>th</sup> at 11:00 AM  
[New Agent Onboarding](#)
- Feb 6<sup>th</sup> at 11:00 AM -  
[TransactionDESK Essentials](#)
- Feb 10<sup>th</sup> at 11:00 AM  
[Intro to Canva for Marketing and Advertising](#)
- Feb 12<sup>th</sup> at 11:00 AM  
[Compensation Conversation](#)
- Feb 16<sup>th</sup> at 11:00 AM  
[Disbursement Authorization Training](#)
- Feb 18<sup>th</sup> at 11:00 AM  
[New Agent Onboarding](#)
- Feb 20<sup>th</sup> at 11:00 AM  
[TransactionDESK Essentials \(En Español\)](#)
- Feb 24<sup>th</sup> at 11:00 AM  
[Disbursement Authorization Training \(En Español\)](#)
- Feb 26<sup>th</sup> at 11:00 AM  
[Sales Contract Training](#)

**NEW Tutorials**

**English:**

- [Disbursement Authorization Training #1](#)
- [Disbursement Authorization Training #2](#)
- [Disbursement Authorization Training #3](#)

**Spanish:**

- [Conversacion acerca de Compensacion](#)
- [Sesión de Entrenamiento #1 De Disbursement Authorization](#)
- [Sesión de Entrenamiento #2 De Disbursement Authorization](#)
- [Tutorial de Flood Disclosure](#)
- [Tutorial de Lease Flood Disclosure](#)



**Want more tutorials? Click here!**

**Branch Meetings**

**Aventura**  
 Monthly 3<sup>rd</sup> Thursday 11:00am

**Boca Raton**  
 Monthly 1st Tuesday 10:30am

**Boynton Beach**  
 Monthly 2<sup>nd</sup> Thursday 10:30am

**Cooper City**  
 Weekly Thursday 11:00am

**Coral Springs**  
 Monthly 2<sup>nd</sup> Thursday 11:00am

**Delray Beach**  
 Monthly 2nd Thursday 9:30am  
 Weekly Monday 9:30am | Zillow Meeting

**Fort Lauderdale**  
 Monthly 5th Thursday 10:30am

**Kendall**  
 Monthly 1<sup>st</sup> Thursday 10:00am

**Nob Hill**  
 Weekly Tuesday 10:30am

**Pembroke Pines**  
 Monthly 2<sup>nd</sup> Thursday 11:00am  
 Meeting at Weston Branch

**Tamarac**  
 Monthly 1<sup>st</sup> Wednesday 11:00am

**Weston**  
 Monthly 2<sup>nd</sup> Thursday 11:00am

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See a training you'd like to take? Me too! To join, click on the training you'd like to attend on the specified day/time!

Wylie Chambless  
 Director of Operations



Our next Newsletter will be published on:  
**March 2nd 2026**



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