

Bi-Weekly Company Zoom Meeting Summary

February 3, 2026

Peter's Announcements:

Beginning March 1st FINCEN will be requiring reporting of financial information for residential property CASH sales. This is to provide transparency to prevent using real estate for money laundering. It will be the responsibility of title companies and attorneys to submit the reports and there will most likely be an additional charge on the closing statement.

We're currently organizing a different format for awards presentations that will be part of a conference style event. We're trying to set it up for some time in April, stay tuned for more information.

Congratulations to Shadd Boucher for being presented with RE/MAX's Brand Ambassador Award!

CMG Home Loans has ended their marketing relationship with RE/MAX Alliance Group.

Guest Speaker:

Kevin Hagerty – The Baldwin Group Insurance

Please note that Baldwin can find carriers that will bind policies with inspection required repairs pending up to 30 days after closing.

The National Flood Insurance Program (NFIP) has been suspended, but Baldwin works with many private flood insurance carriers and can present other available options for flood insurance coverage.

David Clapp Presentation:

The Florida economy is expected to outperform the nation in 2026...here's an article

<https://www.floridarealtors.org/news-media/news-articles/2026/02/florida-economy-set-outperform-nation-2026>

The tide is turning a bit on buyer broker compensation with a bit more sellers opting to pay commission directly to buyers brokers rather than to the seller's broker for cooperating compensation.

Changes to the seller's property disclosure are to include an updated Solar Panel information section

Great American Realtor Days (GARD) were last week in Tallahassee. This was an opportunity for realtor associations to meet face to face with state legislators. Some of the hot issues include:

Deregulation bills

Property Tax bills

Condo & HOA bills

Accessory Dwelling Units (ADU) legislation

Continued funding for the My Safe Florida Home program

Affordable housing

Water quality

Insurance

If you are a property manager and arrange for repairmen to do repairs on homes build before 1978 (lead based paint qualified), the people you hire will need to have a certification

Applications are being accepted now through March 31st for Board Certified Realtors....here is information and the application <https://www.floridarealtors.org/membership/specialties/board-certified>

FR has a student scholarship program, here is the link for information and the application <https://www.floridarealtors.org/about/scholarships>

Insurance rates are decreasing in the state of Florida for home and auto insurance.

There are now more mortgages with interest rates over 6% than there are mortgages with interest rates under 3%.

Housekeeping for the new, combined compensation agreement

In the dispute resolution section you need to initial to agree to arbitration if the compensation is paid as cooperating compensation from sellers broker to buyers broker because of ethics requirements.

On the signature fields, if it's a co-broke commission split and commission is paid from sellers broker to buyers broker, you will sign the form as the authorized associate. If the commission is being paid by the seller directly to the buyers broker the seller will sign the form.

Contract review classes in person at Realtor Association of Sarasota & Manatee, 2320 Cattlemen Road, Sarasota, FL 34232 or via zoom Wednesday, February 4-9:00am – 1:00pm & Friday, February 6-9:00am – 1:00pm.

LINK TO RSVP ONLY if attending in person: <https://share.hsforms.com/1-dTtpiB9Soyu9QTlNVa8NAa8xh>

ZOOM LINK if not attending in person: <https://us06web.zoom.us/j/89366029680?pwd=FQJBEi7zvVfaNtGWHXmhbpdULFybgj.1>

LINK to download OUTLINE: https://478133.fs1.hubspotusercontent-na1.net/hubfs/478133/Education_Events/Contract%20Course%20Outline%202025.pdf

RE/MAX R4 convention is Feb 22 - Feb 25 2026. Link for information and registration <https://www.remaxevents.com/event/a02a9a4b-4809-4ecd-bbe5-e276bbb96839/home?locale=en-US>