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SENATOR BYARS: No, the closing, as I understand it, the closing statement still would need to reflect that as far as the compensation paid. But it's something that didn't have to be. The contract would not have to be established, the compensation amount would not have to be established, until a specific contract was entered into with the prospective purchaser. In other words, typically, if I were to come to you as a real estate agent in Gering, and I would list a home that I was building, even though I wasn't absolutely certain of all of my costs, I would make a guess and you and I would negotiate what that compensation would be. And it would be done prior to me selling that property. In this situation, a limited seller's agent and the builder would not have to enter into what that compensation would be until the builder actually had a contract with the purchaser, and he could negotiate with the limited seller's agent who brought him the prospect for the amount of compensation. Why the Real Estate Commission? Obviously, they have had some difficulties in this as far as license law is concerned, so they felt that it was a necessary change.

SENATOR SMITH: Okay, and I'm generally in support of that. I do want, though, to, I guess, pose the scenario that there would be an estimated closing statement out there that would have, I guess, a hypothetical compensation amount or zero, because that's required at such time the listing contract is signed. So I'm unaware as to how that would actually take place. I mean, I would say that there's probably a decent enough relationship between the seller's agent and the seller in this case, or the builder, that is, the builder and that seller's agent, and so there's probably an understanding. But we know that in the world of real estate, that often is not enough. And so I'm concerned perhaps that there's an amount there that perhaps may be misunderstood. Perhaps I'm misunderstanding, but...and maybe the commission can work that out with rules and regs, but I think that is an item that should be considered.

SENATOR BYARS: Well, appreciate that, Senator Smith, and I'm...typically, on the closing statement itself, obviously, unless you do a projected closing statement for the seller prior to the listing contract, the closing statement can have a number