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in writing. But this kind of sets forth that relationship between a builder or, really, a developer who has several pieces of property and, rather than enter into a listing agreement for everything that he has, he would...there would be a separate one set up as you approach a sale or if somebody has something of interest, then they come to you and then those agreements are set forth. It really covers that...kind of that bridge in there between an agreement and, yes, a written contract. I think it's a very worthwhile endeavor that we would take this up and have a statute that would cover that. With that, thank you, Mr. President.

SENATOR CUDABACK: Thank you, Senator Jensen. Senator Janssen.

SENATOR JANSSEN: Thank you, Senator Cudaback. Members of the Legislature, Senator Jensen has answered some of my question. One thing I'm...as I was listening to him, I think that possibly the cost of selling would be less if this is the...if this is the way this is going to go, where, instead of all of the whole development being handled by one real estate agent, you could negotiate a price on each one of those properties. Senator Byars, could you answer some of those questions for me? Am I on the right track here? Senator Byars.

SENATOR BYARS: Yes, Senator Janssen.

SENATOR CUDABACK: Senator Byars.

SENATOR BYARS: Yes, I think you're absolutely correct. I think it's long been encouraged in real estate transactions and real estate law that the general public, whether they be builders or the buying public, are better served if there can be some sort of negotiating process as far as commissions are concerned. And I think, you know, there are some antitrust type situations involved here, too. But it would appear to me that that would be exactly the case, that you could negotiate and very likely would negotiate a lesser fee, which, in turn, could be transferred to the purchasers.

SENATOR JANSSEN: Thank you, Senator Byars. That explains it to me quite well. I believe that quite possibly these units would