

be given prior to the signing of any contractual agreement. Then on line 4 and 5 or page 3 it says, "and before any real estate is shown, whether or not the real estate is for sale." What my first amendment does is to strike that language, "and before any real estate is shown, whether or not the real estate is for sale." The reason that I would strike that is because from what few things that I know about the real estate industry it seems to me that that particular requirement is simply impractical. Just to give you one example, one of the common practices in the real estate industry is to have an open house. Essentially, usually they are on weekends, Saturday and Sunday, and if it is a nice day, dozens and dozens, maybe hundreds of people might filter through an attractive house. That would mean that the real estate agent or agents at that home apparently would have to stand at the door and hand out these rights to every person that filtered through that house, even though eight out of ten of them are not even interested really in buying a house. They may be young couples interested in it in the long term, down the road some place, but they may well not be interested at the particular moment in time. It may also be that there are other kinds of relationships or showings that would occur before you knew that the party to whom you were showing the house was truly interested in buying. So I think that the important part that Senator Higgins would want would be that the form would be given prior to the signing of the contractual agreement, and that would remain in the bill. But we would strike the language that says, "and before any real estate is shown, whether or not the real estate is for sale." I think that just ignores a practice in the industry that would make that language simply impractical. I would ask that it be stricken.

SPEAKER NICHOL: Senator Higgins, please.

SENATOR HIGGINS: Thank you, Mr. President. Senator Beutler, as I read your amendment then it would read on page 3, simply, "the form shall be given prior to the signing of any contractual agreements." Okay. Parts of Senator Beutler's amendment I agree with, and part of it I don't agree with. I wish it were written a little differently and perhaps if we don't finish debate on this bill today we will be able to. But I want you to picture a young couple in their late 20s, or early 30s, who have saved \$5,000 or \$3,000 to buy a house, or maybe their parents were good enough to send it to them from outstate, California or