

somewhere. After the realtor has shown them the house and got them hooked and the wife is thinking oh, the couch is going to go here, and we are going to put your chair there, and she's got it all made up in her mind, and the young husband has figured out how they are going to pay for the house, and one thing and another, then the real estate agent says, oh, by the way, here is a form I'm required by law to give to you, you should read it. Now when do you think they are going to read it? Do you think they are going to read it before they sign on the dotted line and make the biggest, absolute financial investment they will have ever made in their lives? I don't think so because, number one, the first thing that young couple won't know is that the real estate agent doesn't even represent them. They won't know that according to law that real estate agent represents the seller. They won't know that when they sign on the dotted line. But if they are given that buyers statement of rights beforehand, consumers rights, then they might think a little bit more about the investment they are making and perhaps the trustworthiness of the real estate agent who maybe they met in the local bar, or who is the neighbor that lives upstairs, or who they just got out of the yellow pages, they had the biggest ad in the phone book. So this is why I say this has to be given out before the signing of any contract, and long before. When they sit down and they realize that the man who is trying to make a 7 percent commission, \$3,500 on a \$50,000 house, is doing everything in his power to get it sold. The last thing in his mind is to tell them, you know, honey, I'm really paid to represent the seller, not you, the buyer. According to the Nebraska Real Estate Commission, in their consumers guide book it says they are obligated to get the best price for the seller. They are not obligated to try to buy it as cheap as possible for the buyer. They are obligated to get the best price for the seller. The Nebraska Real Estate Commission wrote that in their consumers guide act.

SPEAKER NICHOL: One minute.

SENATOR HIGGINS: Senator Beutler, I would be amenable to this amendment if we changed it to something like 24 to 48 hours before any contractual agreement is entered into, so at least the young couple, or the elderly couple, or the uninformed, or the uneducated would at least know what they were getting into and the rest of the rights that I have published in this bill. I have no objection to not