## Real Estate Commission

There is no set rate at which real estate brokers are expected to charge commis-sion. Commission rates are negotiable

bétween the parties.
One gentleman had a problem with his digestion and made weekly visits to his doctor. The office call, plus the weekly prescription cost him \$15. This continued for two years and the problem remained unsolved. Finally, he was convinced to go to the clinic to be checked by a specialist. This cost him \$250, but he has not been bothered with the problem since. Specialists usually cost a little more, but are almost always

Nobody knows better than your broker what his services are worth. Should you shop around to find the broker who will take your listing at the lowest commission rate? Do you shop around for a doctor who will charge the lowest fees or do you select your doctor on the basis that your consider him to be the one who can best satisfy your medical needs?

medical needs?

Do you want a broker to bring you prospective purchasers whose offers are less than you expect for your property or do you want a broker who is able to bring you a purchaser who is willing to buy your property at your price and on your terms?

Your broker knows what his services are worth. Do not ask him to work for less. You will only be cheating yourself.

Whether or not you owe a commission depends upon the type of listing contract you sign and the provision it contains. The court usually will make the final decision in a commission dispute, but, as laymen, we are allowed to explore different situations and predict the outcomes.

Usually an exclusive right listing contract

Usually an exclusive right listing contract provides that the broker is entitled to a commission if he sells the property, another broker sells it, or it is sold by anyone during the listing period. The broker is due his commission regardless of who sells the property. When you list your property and then personally sell it, be prepared to pay a commission, usually you owe it.

The listing contract is an employment contract between you and the broker in which you agree to pay the broker a commission if he produces a buyer ready, willing and able to buy your property at your price or at any other price and terms acceptable to you.

Remember, the broker's commission is based on percentage, so when the property sells for less than the original asking price, the broker receives less. The broker, of course, wanted to find a buyer for you at

## On TV Program

## Hooks Criticizes While Pendleton Defends Reagan

"because he did no e their policies" and if the running disput

I don't some the "Mr. Pendleton s

naketp of the entire con-distinct." Moderated by the Pos-rely Black host, Gua-mingburg, the half-hour liste was processed.

bate for several weeks, fol-lowing the President's an-

tween the Administration and the Congress, it was agreed that the commission would be recunstituted with eight members, four named by the President and four by the Congress.

Mr. Pendleton had been chairman of the earlier commission and has been designated as the President's choice for chairman of the newly structured body.

Asked by Mr. Henin arg if it was necessary ake the President's vic-

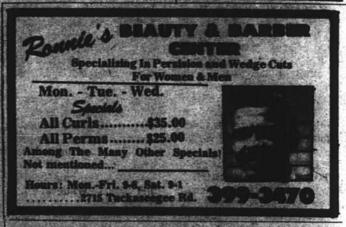
Noting that he had dis-parted publicly with the esident before, Mr. adleton; said he and ser comission members

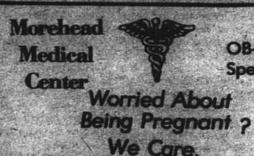
al of what he said was the refusal by the civil rights community to accept Mr. Reagan's views on civil rights, noting, "if the commission is to be indeviews should come to the

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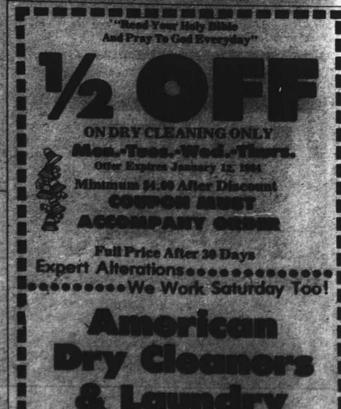


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