

Nov. 15, 1999

Original: 2051
Coccodrilli
cc: Coccodrilli
Sandusky
Jewett
Wilmarth, Legal

To: Mr. Nyce
The Independent Regulatory Review Commission
14th Floor Harristown 2
333 Market Street
Harrisburg, Pa. 17101

Re: Act 112
Fax: 717 783-2664

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INDEPENDENT REGULATORY
REVIEW COMMISSION

We are sure that you and the commission has spent many hours reviewing real estate laws and practices but we feel that some of the requirements of Act 112 are not realistic in the practice of Real Estate, for example when we are representing the seller we are expected to screen, qualify and procure only interested and qualified buyers. Under the new Act 112 we can not do that. We need to discuss these changes and make additions that are realistic and practical. You are representing the consumer and looking out for the best interest of the buyer and forgetting about the seller and agents that are also involved and need to be equally represented.

Many of us want to have the buyers sign a contract but most buyers refuse to do so until they are ready to purchase a property by then it is too late for a house that we showed them as A seller's agent. They will go sign with another agent who will sell them a house as their agent!

As an educator I have spent much time making educational information for buyers and sellers, after about 10 minutes of explanation they, "turn us off" saying, "I just want to buy a house". We cannot make people listen- They often don't want to listen in the beginning when agency is explained and only want to complain when something goes wrong. I have been giving buyers and sellers agency explanations both written and verbal for the past several years they often ignore most of the information-not all but many people do not want to know they just want to buy a house. It is our job to make sure they understand and many of us do try. Remember the old adage, "you can lead a horse to water but you cannot make him drink", is very appropriate for the information and knowledge that we often impart to buyes and sellers which they often choose to ignore until something does not go their way.

We do need help but we also need cooperation from consumers and law makers. It may be a good idea before passing laws that effect us to get into the trenches with agents and see what it is like on a daily basis for a several month time period.

We will be glad to answer any questions. Feel free to call. 412 369-6901 or 369-6900 or 6902.

Sincerely,

Nancy Wissner

Nancy Wissner, B.S., M.Ed.
Associate Broker, RE/MAX, N.H.(8890 Peebles Rd., Allison Pk., Pa. 15101)



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TO: MR ROBERT NYCE 717-783-2664

MS MELISSA HART 717-7878625

PLEASE DELAY THE IMPLEMENTATION OF ACT 112 SLATED FOR NOVEMBER 25,1999 BECAUSE THEY ARE NOT PREPARED TO ENACT AT THIS TIME.

AGENTS:

Thomas [Signature]
Marge [Signature]
Cass [Signature]
David [Signature]
[Signature]
Cathy [Signature]
[Signature]
Candace A. Wood
Herb [Signature]

[Horizontal lines for agent signatures]

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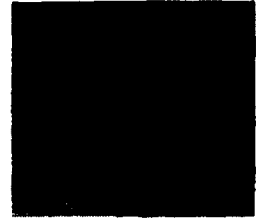


*Above
the
Crowd!*

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INDEPENDENT REGULATORY
REVIEW COMMISSION



Don & Kathy Seaton
REALTORS®

November 15, 1999

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Mr. Robert Nyce, Executive Director
Independent Regulatory Review Committee
14th Floor Harrisstown Two
333 Market Street
Harrisburgh, PA 17101

Dear Mr. Nyce,

Please delay the implementation of Act 112 slated for November 25, 1999.
Your help in this matter is greatly appreciated.

Sincerely,

Don & Kathy Seaton

Don and Kathy Seaton
Realtors

cc: Senator Melissa Hart

RE/MAX New Horizons Realty
8800 Peables Road
Allison Park, PA 15101
Office: (412) 309-8908
Fax: (412) 309-7339
Residence: (412) 457-6440



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cc: Cocodrilli
Sandusky
Wilmarth
Jewett
Legal



Mike Netzel

November 16, 1999

Independent Regulatory Review Commission
14th Floor
Harristown 2
333 Market Street
Harrisburg, PA 17101

ATTN Robin Nyce, Executive Director

Dear Executive Director Nyce:

I am writing to request a delay of action on Act 112. I am a full time committed real estate professional since 1988 and candidly view this as among the most one-sided pieces of legislation I have ever seen.

To cite a few reasons:

1. It effectively places a gag order on the real estate professional prior to the consumer's signature. It insures a monologue, not a dialogue.
2. My seller clients (the same consumers this bill serves) fully expect me to seek out buyers for their homes. This bill will severely impede proactive marketing.

I would welcome an opportunity to discuss this with you or the member of your team you deem appropriate.

I have sold 80 homes so far this year and have asked the following question thousands of times "HOW CAN I HELP YOU?" That question is at the very core of what we do, yet is unacceptable if it creates a "substantive discussion" under Act 112.

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RE/MAX New Horizons
8800 Peebles Rd.
Pittsburgh, PA 15101
Office: (412) 366-9900
Fax: (412) 366-4910
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- 2 -

In closing, let me assure you I am "pro change" in business and in life.
I just feel it should be a change for the better. Don't you agree?

Bringing Home Results,



Mike Netzel
Your Real Estate Professional

cc Sen. Melissa Hart



*Above
the
Crowd!*



Mike Netzel

Date: 11-16-99

To : Robin Nye & Co
Company : Independent Regulatory Review
Department : Commission
Fax Number : 717 783-2664

From : Mike Netzel

Pages sent: Cover + 2 pages

If you have any questions or do not receive the entire transmission - just give me a call! Thank you.

letter regarding Act 112

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REVIEW COMMISSION

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November 15, 1999

Robert Nycie
 The Independent Regulatory Review Commission
 14th Floor Harrisstown 2
 333 Market Street
 Harrisburg, PA 17101

Dear Mr. Nycie:

Please delay action on Act 112 which goes into effect November 25, 1999. Neither the Pennsylvania Association of Realtors nor the Pennsylvania Real Estate Commission is ready for the change.

Further hearings are necessary to get public opinion of this proposed change. I feel the public does not want it because the new law is impractical and unnecessary.

Sincerely,

 Tim Boylan

cc: Senator Melissa Hart

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