

E X H I B I T

Unnamed Real Estate Brokers  
File No. 762 3052

Summary of Multiple Listing  
Service Survey

March 1980  
270 Returns

MULTIPLE LISTING SERVICE QUESTIONNAIRE

INSTRUCTIONS:

Information requested is for 1978 unless otherwise specified.

If exact information is not available, an estimate based upon your experience is sufficient. Please indicate if the answer is an estimate by writing "(e)" after the answer.

If information is not available and cannot be reasonably estimated, please mark "NA".

NOTE: The questionnaire is designed to be completed by the executive officer or manager of the multiple listing service. Several questions ask for historical information that may relate to a time prior to the tenure of the executive officer or manager. If his or her personal experience does not extend to the matters in these questions, the officer or manager should consult with records, or with MLS elected officers or members with a recollection of the time in question.

Thank you for your cooperation.

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[Answers were compiled from the March 31, 1980, computer output; 270 returns were in the sample.]

A. GENERAL INFORMATION

1. Name of MLS \_\_\_\_\_  
\_\_\_\_\_

2. Address of principal office of MLS:

Street: \_\_\_\_\_

City: \_\_\_\_\_ County: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

3. Is your MLS owned and operated by a Board of Realtors?

$\frac{92.9\%}{(247)}$  yes       $\frac{7.1\%}{(19)}$  no

[Response numbers are in parentheses.]

[NOTE: If no, skip to #6.]

4. If the answer to 3 is yes:

a. Please name the Board of Realtors with which your MLS is affiliated:

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b. Is your MLS:	<u>yes</u>	<u>no</u>
(1) A committee of the Board?	85.5% (188)	14.5% (32) [50 missing, i.e., did not answer this question]
(2) A corporation wholly owned by the Board?	47.8% (66)	52.2% (72) [132 missing]
(3) Other (specify) _____ _____	_____	(37) [223 missing]

c. Does the area in which your MLS disseminates listings correspond generally to the jurisdiction of the affiliated Board?

91.6% yes (228)	7.6% no (19) [21 missing]
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5. Does your MLS disseminate listing information in areas outside the jurisdiction of your Board to:

a. Non-resident member participants?	73.9% yes (187)	26.1% no (66) [17 missing]
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b. Realtors of other Boards by reciprocal agreements between or among the Board?	29.8% yes (73)	70.2% no (172) [25 missing]
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[NOTE: Skip to question 7.]

6. If the answer to 3 is no, is your MLS:

a. Member owned	78.6% yes (11)	21.4% no (3) [256 missing]
b. Incorporated	100% yes (22)	0% no [248 missing]
c. A non-profit organization	43.8% yes (7)	56.3% no (9) [254 missing]

7. Do the bylaws, rules, regulations, and policies of your MLS conform to NAR guidelines?

99.1% yes (214) .9% no (2) [54 missing]

8. The year in which your MLS was organized in its present form. [Many are quite recent, but this could also be measuring reorganizations.]

9. Area in which your MLS operations (fill in all that apply):

Metropolitan area \_\_\_\_\_

City(ies) \_\_\_\_\_

Neighborhood (within above city) \_\_\_\_\_

Approximate population of area served \_\_\_\_\_

[Population distribution]

[These are #s, not adjusted for size of MLS.]

	<u>Population</u>	<u>Cumulative</u>	<u>Difference</u>
Up to	25,000	5.3%	
	50,000	17.1%	11.8%
	100,000	43.9%	26.8%
	200,000	68.9%	25.0%
	500,000	84.6%	15.7%
	1,000,000	92.1%	7.5%
	over		7.9%

10. Are the operations of your MLS presently subject to any judicial order or consent decree?

4.9% yes (13) 94.8% no (254) [3 missing]

If yes, explain briefly (or attach a copy) [8 comments]

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

[NOTE: If your MLS is affiliated with a board of Realtors, skip to Part B.]

11. Was your MLS ever affiliated with a Board of Realtors?

[Only 22 MLSs were non-Realtor, therefore some "yes" answers are misleading]

61.3% yes  
(19)

35.5% no  
(11)  
[239 missing]

If yes, give date when affiliation was ended and reasons for ending affiliation.

[11(b) 8 appeared to give valid "date ended" answers, 1962 - 1980.  
There was no year with more than 1, except 1967, with 2.]

[11(c) 18 comments]

B. STATISTICS -- 1978

Instructions:

Please provide the following data on RESIDENTIAL properties for the calendar year 1978.

Remember to mark "(e)" after any answers which are estimates, and "NA" where the information cannot reasonably be generated from records or estimated from experience.

1. Total number of listings disseminated

[Approximate quartile distribution]

Less than - 1,500 - 26.7%	Mean - 5,871
- 3,000 - 25.9%	Min - 13
- 7,000 - 24.1%	Max - 64,500
More than - 7,000 - 23.3%	Median 2,869
	[38 missing]

2. Total dollar amount of listed prices of the disseminated listings  
[M indicates million.]

less than \$ 50M - 22.7%	Mean \$ 299M
\$100M - 24.7%	Min \$2.45M
\$300M - 26.8%	Max \$2,500M
more than \$300M - 25.8%	Median \$115M
	[173 missing]

3. Total number of disseminated listings which were sold

less than 700 - 24.2%	Mean 2,919
1400 - 25.1%	Min 23
3200 - 25.1%	Max 31,213
more than 3200 - 25.6%	Median 1,450
	[51 missing]

4. Total dollar amount of listed prices of disseminated listings which were sold

Mean \$124M  
Min \$ 1.3M  
Max \$548M  
Median \$ 58M  
[181 missing]

5. Total dollar amount of sales prices of disseminated listings which were sold

Mean \$155M  
Min \$ 3M  
Max \$1.7B  
Median \$86M

6. Of all the disseminated listings which were sold, the number or percentage which involved more than one MLS participating firm.

Number  
Mean 1781  
Median 739  
[172 missing]

Percentage  
Mean 52%  
Min 9%  
Max 94%  
Median 51%  
[144 missing]

[82% of MLSs had 40% or more co-op.]

7. Average length of time between the date a property was listed and sold (Note: Count only the listing during which the property was sold. Disregard prior listings.)

Mean 65 days  
Min 16 days  
Max 135 days  
Median 62 days  
[122 missing]

[54% were between 48 and 80 days.]

8. Average ratio of sales price to listing price for disseminated listings which were sold (Note: express as a percentage; if sales price averages 90% of listed price, write "90%".)

Mean 94%  
Mode 96%  
Median 96%  
[145 missing]

[77% of MLSs were between 94% and 98% inclusive.]

9. Of the total number of listings disseminated, the number or percentage that were:
- a. exclusive right to sell [Mode - 100%]  
[some others]
  - b. exclusive agency [Some clearly use these. It could even be common in some areas.] [Mode - 0%]
  - c. open [Some claim to allow.]
  - d. other (describe) \_\_\_\_\_  
[Some claim to allow "others."]

10. Of the total number of disseminated listings that were sold, the number or percentage that were:

- a. exclusive right to sell [Mode - 100%]
- b. exclusive agency
- c. open
- d. other (describe) \_\_\_\_\_

11. Of the total number of disseminated listings sold involving more than one MLS participating firm, the number or percentage that were:

- |                            |       |       |   |
|----------------------------|-------|-------|---|
| a. exclusive right to sell | _____ | _____ | % |
| b. exclusive agency        | _____ | _____ | % |
| c. open                    | _____ | _____ | % |
| d. other (describe)        | _____ | _____ | % |

### C. STATISTICAL TRENDS

Instructions:

These questions ask for estimates about trends regarding your multiple listing service over the last three years (1976, 1977 and 1978). If precise figures (for example, percentages of change) are conveniently available, write them in. If not, check the appropriate boxes based on your experience (or that of those you consult).

At the end of this section is a space for you to summarize briefly any significant trends over the last three years not covered by the questions.

This section is intended to require no more than a few minutes to complete. Continue on to the next section if this time estimate is greatly exceeded.

[REMINDER: These questions ask for trends over the last three years.]

1. MLS membership (number of member firms): (check one)
  - a. Greatly increasing 20.6%
  - b. Moderately increasing 61.9%
  - c. About the same 12.5%
  - d. Moderately decreasing 1.2%
  - e. Greatly decreasing
2. Total number of listings disseminated by the MLS: (check one)
  - a. Greatly increasing 19.1%
  - b. Moderately increasing 62.9%
  - c. About the same 11.6%
  - d. Moderately decreasing 2.8%
  - e. Greatly decreasing
3. Percentage of disseminated listings which are sold: (check one)
  - a. Greatly increasing 6.6%
  - b. Moderately increasing 46.5%
  - c. About the same 36.6%
  - d. Moderately decreasing 6.6%
  - e. Greatly decreasing
4. Of all disseminated listings which are sold, the percentage involving more than one MLS participating firm: (check one)
  - a. Greatly increasing 6.2%
  - b. Moderately increasing 35.4%
  - c. About the same 53.1%
  - d. Moderately decreasing 1.8%
  - e. Greatly decreasing



5. Average listed price of homes listed on your MLS: (check one)

- a. Greatly increasing 34.5%
- b. Moderately increasing 60.8%
- c. About the same .9%
- d. Moderately decreasing
- e. Greatly decreasing

6. Does your MLS retain historical records of statistics like those in Part B (Statistics — 1978)?

66.8% yes

83.2% no  
[17 missing]

If yes, how far back? (year of earliest records retained)

1 back to 1954  
10% to 1965  
27.6% to 1970  
53% cover 1974

Brief Summary of Key Trends

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D. COMMISSION RATE SCHEDULES

Instructions:

This section calls for historical information for the time period from 1963 to the present. Many MLS officials do not have personal experience with the relevant MLSs throughout that period. Those officials who do not have that experience are asked to consult MLS records, or brokers who are familiar with the prior practices.

This consultation may not be possible, or information dating back to 1963 may be otherwise unavailable. If so, please write, in questions 1 and 7, the earliest year after 1963 for which this kind of information exists. Then complete the section using that year as a baseline (rather than 1963).

NOTE: If more than one schedule existed during the time period in question, answer for the last schedule in effect.

Commission Schedules

1. Since 1963, has any schedule of sales commissions for any type of property been applicable to your membership? (NOTE: If data back to 1963 is unavailable, write the earliest year after 1963 for which data is available: \_\_\_\_.) [99 MLSs specified a date. Some before 1963.]

15% yes (38)	85% no (217) [15 missing]
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[NOTE: If no, skip to question 7, below.]

2. Was use of the commission schedule:	<u>yes</u>	<u>no</u>
a. Recommended	75.6% (21)	24.4% (10) [229 missing]
b. Required	30% (9)	70% (21) [240 missing]

3. Was the commission schedule promulgated by:		
a. The MLS	42% (13)	58% (18) [230 missing]
b. The affiliated Board of Realtors	73.5% (25)	26.5% (9) [236 missing]
c. Other (describe) _____		

4. On the schedule, what was the commission for: (write in the amount — if a type of property was not including in the schedule, write "none")

a. New residential property	<u>13 at 6%, 9 at 5%</u>
b. Used residential property	<u>2 at 5%, 22 at 6%, 3 at 7%</u>
c. Commercial property	_____
d. Industrial property	_____
e. Farms	_____
f. Resort/vacation property	_____
g. Vacant land	<u>2 at 6%, 1 at 7%, 23 at 10%</u>





d. Other (specify): \_\_\_\_\_ (75) \$5 (10)  
\$100 or more (13)

2. Besides the fees indicated in 1, does your MLS also charge participants a periodic participation fee?

78% yes \_\_\_\_\_ no [If no, skip to Part F]

3. If the answer to 2 is yes, is the period fee charged?

	<u>yes</u>	<u>no</u>
a. Annually	(38)	
b. Quarterly	(62)	
c. Monthly	(92)	
d. Weekly	(8)	
e. Other _____	(14)	

4. If a periodic fee is charged, how is each participant assessed? (NOTE: For the purposes of this questionnaire, a participate means a brokerage firm, not individual salespersons.)

	<u>yes</u>	<u>no</u>	<u>amount</u>
a. Flat rate	(124)		Range: \$5-\$150
b. Per sets of listing information (cards/sheets/books, etc.) received	(105)		Range: \$1-\$300
c. Other (specify) _____	(44)		Range: \$1-\$400

F. INFORMATION DISSEMINATED BY MLS TO MEMBERS

Instructions:

This section asks about the information your MLS disseminates to members regarding listings. Check one or more blanks for each question, as appropriate.

	<u>Always</u>	<u>Never</u>	<u>Listing Broker's Discretion</u>	<u>Place On Data Form</u>	<u>Entered In Code</u>
1. Listing broker's compensation					
[% of 270 total sample responding positively - "relative freq."]					
a. As a percentage of selling price	15.9%	14.4%	64.4%	49.6%	20%
	(43)	(39)	(174)	(134)	(54)
[number missing]	[188]		[96]	[136]	[216]
b. As a flat dollar amount	3.3%	21.1%	57%	36.7%	8.1%
	(9)	(57)	(154)	(99)	(22)
[number missing]	[204]		[116]	[171]	[248]
2. Cooperating broker's compensation					
a. As a percentage of listing broker's commission	15.6%	15.6%	61.9%	45.6%	13%
	(42)	(42)	(167)	(123)	(35)
[number missing]	[179]		[103]	[147]	[235]
b. As a percentage of selling price	11.1%	13%	62.2%	42.2%	10.4%
[Relative freq. only]					
c. As a flat dollar amount	0.4%	5.2%	58.1%	38.1%	.7%
	(1)				
3. Seller's reason for selling	1.5%	29.6%	61.9%	25.9%	0.4%
4. Listing broker's name	91.1%	1.5%	1.9%	57.4%	12.2%
5. Listing broker's telephone number	83.7%	4.1%	10%	55.6%	1.5%

6. Seller's name	44.4%	9.6%	41.1%	54.1%	1.
7. Seller's phone number	13%	15.6%	65.6%	44.8%	0.
8. Status of seller's loan or mortgage	26.7%	8.1%	55.9%	50.8%	0.
9. Address of property	95.2%	0%	1.5%	59.6%	1.1
10. Property data info.	80.4%	0%	14.4%	60.4%	4.8
11. Photograph of property	50%	4.8%	39.6%	44.4%	0.7
12. Other (describe) <u>(49)</u>					
13. Please briefly summarize any significant changes in information disseminated to your members over the last four years. If none indicate this.					

(103)

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G. FORMAT OF INFORMATION

1. How is current listing information disseminated by your MLS? (Check one or more, as appropriate)

[% of 270]		
	<u>yes</u>	<u>no</u>
a. Books	78%	10.7%
b. Cards	2.6%	48.1%
c. Sheets	49.3%	22.2%
d. Computer terminals in MLS office	22%	40%
e. Computer terminals in participating members' offices	27%	37.8%
f. Other _____	7.4% (20)	20.4%

2. How often is each form of listing information disseminated?

(% of 270)					
	<u>Quarterly</u>	<u>Monthly</u>	<u>Weekly</u>	<u>Daily</u>	<u>Other</u>
a. Books		1.1%	73.3%	0.4%	
b. Cards			.7%	3%	.7%
c. Sheets		.7%	20.7%	23.3%	5.2%





7. If your MLS maintains comparable or sales summary data, can an MLS participant make such data available to non-Board member licensees who are affiliated with the participant?

80% yes      20% no  
[40 missing]

8. If your MLS maintains comparable or sale summary data, does the MLS make such data available to:

	<u>yes</u>	<u>no</u>	[missing]
a. Licensees who are not affiliated with a Board or with an MLS participant?	11%	89%	[30]
b. Buyers directly	5.5%	94.5%	[32]
c. Sellers directly	5.5%	94.5%	[32]
d. Others (aside from regular MLS participants) (describe)			
	(125)	(49)	[96]

#### H. LISTING REQUIREMENTS

1. Is an MLS participating broker required to submit certain types of listings to the MLS for dissemination to other MLS participants?

81.4% yes    18.6% no    [If no, skip to question 4.]    [7 missing]

2. If the answer to 1 is yes, what types of listings are required to be submitted: (NOTE: Disregard any exceptions for "office exclusives.")

	<u>yes</u>	<u>no</u>	[missing]
a. Residential listings			
(1) Exclusive right to sell	99% (210)	1% (2)	[58]
(2) Exclusive agency	19.7% (29)	80.3% (118)	[123]
(3) Open	5% (7)	95% (135)	[128]
(4) Other _____	(7)	(93)	[170]

b. Non-residential listings

(1) Commercial	37%	63%	[72]
(2) Industrial	34.7%	65.3%	[74]
(3) Farm	39%	61%	[75]
(4) Resort/vacation	35.4%	64.6%	[78]
(5) Vacant land	47%	53%	[74]
(6) Other _____	(24)	(73)	[173]

3. If your answer to any part of 2(a) was yes, within what time period must the participant submit the required residential listings: (leave blank if not applicable)

a. 24 hours or less	13%	(27)
b. 48 hours or less (but more than 24 hours)	52%	(108)
c. 72 hours or less (but more than 48 hours)	18.4%	(38)
d. More than 72 hours	16.4%	(34) [63 missing]

4. Does the MLS requires participants to submit "office exclusive" listings on the following types of property, even though such listings are not disseminated to other MLS participants?

	<u>yes</u>	<u>no</u>	[missing]
a. Residential property	57%	43%	[11]
	(148)	(111)	
b. Non-residential property (describe type or types)			
_____	(64)	(139)	[64]
_____			



8. Does the MLS provide standard listing contract forms for use by MLS participants?

84.2% yes

15.8% no

[4 missing]

[NOTE: If no, skip to 10]

9. If your answer to 8 is yes, does your MLS require that participants use the standard listing contract form on listings submitted to the MLS for dissemination?

20.6% yes  
(46)

79% no  
(176)

[47 missing]

[NOTE: If yes, skip Part I]

10. Does your MLS require participants to submit their listing contracts on listings to be disseminated by the MLS?

77% yes

23% no

[27 missing]

### I. MEMBERSHIP INFORMATION

#### Instructions:

Estimates may be particularly necessary in this section (as these figures may change rapidly). Remember to indicate estimates with "(e)".

1. Number of firms of all kinds (including corporations, partnerships and proprietorships) which participate in your MLS

Mean 115  
Max 717  
Median 74

[Approximate Quartiles] [Top 10%]

less than 36 - 25.7%

74 - 24.5%

140 - 25.7%

more than 140 - 24.1%

275 or more - 10%

2. Number of offices which participate in your MLS (counting separately each office, including branch offices of the same firm, which receives listing information packets from the MLS)

Mean 125  
Max 810  
Median 78

[Approximate Quartiles] [Top 10%]

less than 36 - 24.8%

77 - 25.2%

150 - 25.2%

more than 150 - 24.8%

300 or more - 10%

3. Number of participating brokers (brokers who act in the capacity of taking listings for the MLS) in the MLS

[Approximate Quartiles]	[Top 10%]
Mean 122	less than 36 - 25.2%
Max 717	77 - 25.6%
Median 76	150 - 24.8%
	more than 150 - 24.4%
	294 or more - 10

4. Number of sales associates who participate in the MLS (by receiving or having access to listing information packets)

[Approximate Quartiles]	[Top 10%]
Mean 573	less than 147 - 25%
Max 4,414	300 - 25%
Median 300	742 - 25%
	more than 742 - 25%
	1500 or more - 10

5. Total number of MLS listing information packets disseminated during an average periodic distribution made within the last month

[Approximate Quartiles]	[Top 10%]
Mean 1197	less than 185 - 25%
Max 31,106	400 - 25%
Median 401	900 - 25%
	more than 900 - 25%
	2100 or more - 10%

6. May non-Realtors be participating brokers in your MLS?

30% yes                      70% no                      [7 missing]  
(80)

[If no, skip to question 8.]

7. If the answer to 6 is yes, please state:

- a. Total number of non-Realtor participating brokers in your MLS. [78 cases]

Mean 13	15 said "0"
Max 99	33% said 1 or fewer
Median 6	10% (8) said 38 or more
Mode 0	

- b. Total number of offices of non-Realtor participating brokers served by your MLS

Mean 12	14 said "0"
Max 99	32% were 1 or 0
Median 5	10% (7) 38 or more
Mode 0	

- c. Total number of MLS listing information packets disseminated to the offices of non-Realtor participating brokers during an average periodic distribution made within the last month. [Coding errors are probable.]

Median - approximately 6%  
 Mode - 0  
 Max. - probably 372  
 Top 10% (7) - probably 60 or more

[NOTE: If not affiliated with a Board of Realtors, skip to Part J.]

Instruction:

For question 8, MLS officials should consult Board of Realtors officials for records, if necessary and feasible. Mark "NA" if consultation is not feasible or if the information is unavailable.

8. Number of licensees in affiliated Board of Realtors:

- |                                  |                                    |   |
|----------------------------------|------------------------------------|---|
| a. Principal brokers             | Mean 148<br>Max 990<br>Median 91   | less than 44 - 25%<br>90 - 25%<br>196 - 25%<br>more than 196 - 25%<br><br>Top 10% - 369 or more |
| b. Brokers other than principals | Mean 150<br>Max 2267<br>Median 34  | Quartiles: 14/33/58<br>Top 10% - 200 or more  |
| c. Licensees other than brokers  | Mean 789<br>Max 7800<br>Median 404 | Quartiles: 150/400/900;<br>Top 10% - 2000 or more   |

J. MEMBERSHIP REQUIREMENTS

1. Please check the membership requirements which apply to your MLS: (If your MLS requires that all participating brokers be members of a Board of Realtors, indicate the requirements of that Board of Realtor status.) [Adjusted frequency]

- |  | <u>yes</u> | <u>no</u> |
|--|------------|-----------|
| a. A valid real estate license                                       | 98%        | (5)       |
| b. That the applicant be actively engaged in the sale of real estate | 62%        |           |

- c. A place of business within a certain area
    - (1) Within the jurisdiction of an affiliated Board 65%
      - If yes, does your Board provide for non-resident membership without the requirement of an office within the Board's jurisdiction 83%
    - (2) Within some other area 40%
  - d. A favorable business reputation 63%
  - e. Completed a Board indoctrination course 66%
  - f. A sound credit rating 59%
  - g. Agreement to abide by NAR's Code of Ethics 76%
  - h. Agreement to abide by the Board's, the State Association's, NAR's Constitution, policies, rules, and regulations 75%
  - i. Approval of membership 40%
  - j. Approval of Board of Directors 79%
  - k. Requirement of submission to arbitration 66%
  - l. Other (explain) [38 comments]
- 

2. Are arbitration and grievance matters involving the MLS:

	<u>yes</u>	<u>no</u>	[missing]
a. Referred to the Board of Realtors	89%		[22]

b. Handled by the MLS itself  
(using its own dispute process) 17% [61]

c. Other [30 comments] \_\_\_\_\_

3. In the arbitration and grievance procedures, do the hearings generally take place before a panel composed of MLS members?

66% yes \_\_\_\_\_ no [32 missing]

[NOTE: If your MLS is not affiliated with a Board of Realtors, skip to question 6.]

4. Number of licensees denied membership in the Board? (Consult with Board officials, as needed.)

	<u>Bds/MLS</u>	<u>Denials</u>
1978	98%	0
	2%	1
1977	99%	0
	(1)	1
	(1)	3
1976	98%	0
	(4)	1
	(1)	2

5. Number of non-Realtors denied participation in the MLS?

1978	98%	0
	(3)	1
	(1)	2
1977	99%	0
	(1)	1
1976	100%	0

[NOTE: If your MLS is affiliated with a Board of Realtors, skip to Part L.]

6. Number of licensees denied participation in the MLS?

1978	98%	0
	(1)	1
1977	99%	0
	(1)	2
1976	99%	0
	(1)	1



L. DOCUMENTS REQUESTED

Please include the following documents which your returned questionnaire. If any of these requests create serious problems of inconvenience or burden, please indicate this and we will try to ease the problems.

1. Bylaws
2. Rules and regulations
3. Budget summary including income and expense statement (detailed line item statement not required)
4. A current (or recent) sample of MLS books/cards/sheets containing at least 100 consecutive residential listings
5. A recent sample of any comparables or sales summary publication (publication which summarizes or compiles sales)
6. If any information is coded in MLS publications, please provide a list of the codes.

Thank you again for your time and effort.

ALTERNATIVE BROKER QUESTIONNAIRE

[SUMMARY OF DATA FROM MAY 13, 1980 PRINT-OUT]

(149 valid cases)

Your Name \_\_\_\_\_  
Name of Firm \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
Position with Firm \_\_\_\_\_

Please check the block which best describes your operation.

(Number responding are in parentheses.)

[Missing are in brackets.]

- |    |      |      |  |     |
|----|------|------|--|-----|
| 1. | 56%  | (83) | independent broker   | [0] |
| 2. | 40%  | (59) | franchise broker   |     |
| 3. | 9.4% | (14) | franchisor who also functions as a broker  |     |
| 4. | 3.4% | (5)  | franchisor who does not function as a broker   |     |
| 5. | 2.7% | (4)  | real estate consultant: this category is restricted to operations which do not require a real estate license (e.g., providing sale-by-owner information, assisting in placing advertisements). |     |

If you checked block 2, please provide the name and address of franchisor.

Franchisor's name \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I. BACKGROUND INFORMATION

1. What real estate license(s) do you currently hold?

<u>Type</u>	<u>Date Obtained</u>	<u>State</u>
( ) broker (127)	Approx. Quartiles 68/74/77 (More than 50% 1974-1979)	32 states (123 responses)
( ) salespersons (20)	More than 50% 1976-1979	14 states (21 responses)
( ) none		