

## Geschichte Der Menschheit



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(Audra King IV)*

## GESCHICHTE DER MENSCHHEIT

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RareBooksClub. Paperback. Book Condition: New. This item is printed on demand. Paperback. 34 pages. Original publisher: Washington, D. C. : U. S. Government Accountability Office, 2005 OCLC Number: (OCOlc)63788451 Subject: Real estate business -- United States. Excerpt: . . . To the extent that commission rates may have declined slightly in recent years, the change may be the result in part of rapidly rising home prices, which have generated higher brokerage industry revenues even with lower commission rates. However, competition from increasing numbers of discount, fee-for-service, and other nontraditional brokerage models may have also contributed to the decline. These nontraditional models typically offer lower fees, and although they currently represent only about 2 percent of the market, they may be putting some downward pressure on the fees charged by traditional brokerages. Factors related to the cooperation among brokers facilitated by MLSs, Certain Factors May Inhibit some brokers resistance to discounters, and consumer attitudes may Price Competition within 22 inhibit price competition within the real estate brokerage industry. the Real Estate Brokerage Industry While MLSs provide important benefits to consumers by aggregating data Cooperation Facilitated by on homes for sale and facilitating brokers efforts to bring buyers and Multiple Listing Services sellers together, the cooperative nature of the MLS system can also in effect discourage brokers from competing with one another on price. Because participating in an MLS in the areas where they exist is widely considered essential to doing business, brokerage firms may have an incentive to adopt practices that comply with MLS policies and customs. As previously noted, MLSs facilitate cooperation in part by enabling brokers to share information on the portion of the commission that sellers brokers are offering to buyers brokers. In the past, some MLSs required participating brokers to charge standard commission rates, but this...



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