

What's the score?

The softball and little league seasons are upon us and *Freedom* would like to keep up with the scores. In order to do this we would like to have the scorekeepers for the winning teams to call the *Freedom* office on Fridays or Thursdays, and give us the scores for your games. We would like the scores on all softball, little-league and T-ball games. If the scorekeepers could do this much we will be able to keep a running tab on the standings plus give the complete scores for every game.

SOFTBALL STANDINGS

(up through June 14)

HOLCE LOGGING.....	3-1
VERNONIA AUTO PARTS.....	3-1
F & E LOGGING.....	3-1
OUT HOUSE GANG.....	2-1
LEW'S PLACE.....	2-1
ELDERBERRY INN.....	2-2
MIKE'S.....	2-2
VERNONIA JAYCEES.....	0-3
PINE CONE.....	0-4

May Fire Report

HOUSE FIRES.....	2
CHIMNEY FIRES.....	2
AMBULANCE ASSIST.....	1

Bowling

Thursday Womens Summer Singles-June 14

Myra Baska.....	27 1/2
Mel Wilson.....	23
Hazel Wendling.....	20
Freda Pederson.....	14
Sylvia Johnson.....	12
Bess Moser.....	10
Jan Miyasaki.....	10
Delores Fowler.....	8

High individual series, Hazel Wendling, 479.
High individual game, Hazel Wendling 169 two.

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Technical Performance of Licensees

A study of Oregon real estate sales licensees was recently done under the auspices of Willamette University's Center for Business-Government Studies. The study suggests certain weaknesses in the technical performance of licensees. Only about one out of four sales licensees appears to be experienced and writing adequate or better listings and earnest money receipts.

Technical performance was judged by reviewing the most recent earnest money and listing agreement written in closed transactions by 400 sales licensees chosen at random. (The statistical procedures used provide a high level of assurance that the sample results are representative of all sales licensees.) Copies of the earnest monies and listings were collected by researchers visiting the office of the broker responsible for supervising each sales licensee in the sample. Ninety-seven percent of the brokers contacted agreed to cooperate fully. In most cases, complete copies of the related broker deal files were collected so that a more informed evaluation of the earnest monies and listings could be made. Once collected, each earnest money or listing was judged on its technical quality, using standards derived from the Oregon Real Estate Manual. In addition to noting particular problems, overall evaluations were given on a scale of invalid, not proper, marginal, adequate, and excellent ratings.

Sixty-one percent of the earnest monies collected were judged to be marginal or worse on an overall basis, with 34% adequate and 4% excellent. On

a detailed basis, 42% of earnest monies had significant blanks, such as no date of closing. Twenty-eight percent showed errors in the specification of financing in the earnest money, and 26% provided inadequate detail—often in the description of personal property. Twenty-two percent had either inadequate or improper legal descriptions of the property. Fourteen percent showed open clauses which would require further negotiations. Thirteen percent had an improper addendum or reference, 8% lacked broker's initials, and 8% lacked required signatures or initials (other than broker's).

Clearly, the detailed problems with earnest monies vary in importance, and that was reflected in the overall evaluations. While this evaluation may seem excessively picky, writing an adequate or better earnest money seems a minimal standard of technical competence. It should also be noted that all of these earnest monies came from closed deals and that each should have been reviewed and corrected by the supervising broker.

The listing agreements were only a little better. Fifty-five percent of them were evaluated as marginal or worse on an overall basis, with 41% adequate and 4% excellent. Thirty-nine percent lacked adequate detail, again, often in the description of personal property. Eighteen percent had significant blanks in the contract, and 11% showed open clauses which would necessitate further negotiations. Ten percent lacked broker initials, and 11% lacked other required signatures or initials. Four percent were on an improper or inadequate form or format. These listings came from closed

transactions; they should have been reviewed and corrected by the supervising broker.

The study also collected and analyzed data on the experience or activity levels of Oregon real estate sales licensees. Again, a minimal standard of experience was used: a licensee is considered experienced if he has participated in at least one closed transaction while with his current broker. Forty-five percent of licensees are not experienced by this definition, and that does not include the occasional licensee managing on office or otherwise not actively trying to participate in closed deals. Of those who are experienced, 44% have participated in five or fewer closed deals, even though the average licensee in the sample has been licensed for two years. Also, 10% of all licensees account for 66% of all closed deals, and 20% of all licensees account for 84% of all closed deals. Evidently, a small fraction of the licensee group does the great bulk of business. Most sales licensees apparently have very little opportunity to participate in closing transactions.

The evidence suggest that a prospective buyer has a 21% chance of selecting at random a sales licensee with experience and whose most recent technical performance was adequate or better. (Fifty-five percent are experienced, and 39% of those, or 21% of all licensees, are writing adequate or better earnest monies.) Similarly, a prospective seller has a 25% chance of selecting at random a sales licensee with experience and whose most recent technical performance was adequate or better.

This Space Provided by ALMAR REALTY

School Clothing Project

The AFS-CSD volunteers services program is now seeking new volunteers to help with the annual Childrens School Clothing Project.

The project began originally through the design and support of the ladies of the Plymouth Presbyterian Church, who have each year prepared and sewed school

outfits for fifty needy low income children. Since the need is greater than could be filled, volunteer services also began to collect and distribute school outfits in coordination with the Plymouth Presbyterian Church's annual project. The need has since grown and individuals and or other church and community groups are being recruited to help with this worthwhile annual project.

Volunteers who sew, could sort donations, package clothing, launder, or who could "shop the rummage sales" are needed now. Any donations of new or used childrens clothing are also welcome.

Please contact Kathie Kolody for further information at 397-1743 or stop by the office, located next to Motor Vehicles Division, 270 Columbia Blvd.

VERNONIA MARKET PLACE

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