

From: Jimlubinsky2@cs.com [mailto:Jimlubinsky2@cs.com]  
Sent: Friday, October 07, 2005 3:09 PM  
To: ATR-Real Estate Workshop  
Subject: Realtor ILD policies

To those investigating MLS and ILD practices,

Those entities attempting to use the MLS information to "refer" clients back to brokerages/agents are leading to an increase in the cost of doing business with no contribution to the marketing of a seller's home nor to an improvement of the process of buying and selling real estate. They are simply adding another layer to the process without an offsetting contribution. As agents we are continually facing increasing costs of doing business and must pass on those costs with fewer and smaller discounts to our loyal clients.

As an experienced agent, I receive solicitations DAILY from 3rd party web services to purchase their leads. I refuse to participate or perpetuate this practice. I have also experienced a significant decline in direct inquiries on listings since 3rd party web services have come on the scene. That means my opportunity to sell my clients listing, without participation from another broker and/or web service, and reduce my fees to my client as a result, has been greatly diminished.

You must consider the lack of contribution made by these 3rd party web services and let the NAR and local MLS boards perform as they were meant to perform, giving the client a service of value in each transaction.

Jim Lubinsky  
Re/Max Affiliates  
12 years Re/Max agent  
800-466-7239 ext 119  
producing 100-125 transactions annually from repeat and referral clients

cc: Geoff Lewis, Re/Max International