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Sent: Wednesday, October 19, 2005 5:45 PM
To: ATR-Real Estate Workshop
Subject: Competitiveness

Dear Madams/Sirs:

Short and sweet, the real estate industry is one of the most competitive industries in the country. To confirm this, just look at the turnover rate in agents and the annual average net earnings of agents. Secondly, take a look at the number of different sales models from For-Sale-By Owner to advertising only, to MLS listing only, to flat fee for various services, to limited service, to full-service. A seller or buyer has a myriad of services from which to choose.

Thank you,

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