

From: kathleenhill@bairdrealtygroup.com  
[mailto:kathleenhill@bairdrealtygroup.com]  
Sent: Friday, October 21, 2005 4:39 PM  
To: ATR-Real Estate Workshop  
Cc: FTCDOJworkshop@realtor.org  
Subject: OUr MLS allows for competition

Antitrust Division  
US Department of Justice  
Liberty Place, Suite 300  
Attention: Lee Quinn  
325 7th Street, NW  
Washington, DC 20530

Dear Sir or Madame,

I am writing to voice my opinion about the discussion you are going to have on October 25, 2005 regarding the Real Estate Industry and the use of MLS. Let it be known that we are a very competitive industry. There is not one Brokerage in our area that has more than 5% of any market. We use the MLS so that all Brokers and Realtors can view, show and sell any property regardless of their brokerage size or business Model. We, as Realtors, go out and get the Listings, fill out the paper work, put into our MLS database which we pay for, and share it with everyone that is a member. The MLS is a way that we offer our cooperating brokers compensation when they bring a buyer for the home. If you were to allow just anyone to look at and input into the MLS and use the data that we put into it I believe that would create a huge disservice to our industry. Realtors would discontinue the use of MLS and that would lead to Brokerages selling only their own listings thus not being able to bring the highest price for the seller.

I sincerely hope that you will consider the consequences of opening our MLS to the public. Remember, we pay to belong to our MLS and use it. We supply the info that is in there. We must cooperate with other Realtors through the MLS. It allows for the most competitive way to sell a home. The information is displayed for public use in limited ways on many website including [HYPERLINK "http://www.realtor.com/"www.realtor.com](http://www.realtor.com/). Listings are the heart of our business. If we lose control of our inventory we will have nothing. Let me make one final comparison for you. Allowing just anyone to use our MLS is like allowing just anyone to use a operating room to do an operation, or a barbers chair and tools to cut their own hair, or to allow just anyone to use a the judges bench and courtroom to settle their own cases. The MLS is our TOOL we had to become REALTORS to belong to it and to use it. We have to abide by the Code of Ethics and belong to our Boards, locally and Nationally to use it. Why should just anyone be allowed to use it?

Thank you for taking a moment to read my thoughts.

Sincerely,

Kathleen Hill, Manager

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