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Sent: Monday, October 24, 2005 6:36 PM
To: ATR-Real Estate Workshop
Cc: DerekR@KCRAR.com
Subject: Competitiveness of the real estate profession

THE LAND SOURCE is a six member commercial real estate brokerage company specializing in the purchase and sale of land tracts throughout the Kansas City metropolitan area. In other words we are a "nitch" player in a very tough field. Even in this very specialized sub-market we have intense competition from not only our fellow commercial agents (of which there are some 700 in the area), but also from the 3,000 or so residential agents here. Obviously not all do "land." But we regularly must compete with at least 40 to 50 active agents in various parts of the city, and on prime commercial tracts, the number would triple. There is a broad diversity of firms and agents involved, which means the public has many choices from which to make a wise selection.

Both we and most of our competition come without strings attached. Pretty much pure brokerage. So there are no hidden relationships with lenders, title companies, contractors, inspectors, engineers, giving the public a clean brokerage relationship that maximizes their individual interests.

I know of no community or city that is monopolized by any real estate agent or agency. So together we must be doing our job the way it should be done!

I favor vigorous competition in any field of endeavor-it brings out the best in all of us. Large institutions joining in the fray would tend to diminish competition rather than enhance it. So who would then be benefited?

Thanks for your receptivity in this important issue.

Pat

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