

From: larry@hus.com [mailto:larry@hus.com]  
Sent: Monday, October 24, 2005 8:48 PM  
To: ATR-Real Estate Workshop  
Subject: Comments

Gentlemen:

I have been a licensed real estate practitioner for over 32 years. I have owned both a "traditional" real estate company and now a "fee for service" company.

I can tell you that there is not another industry that is more competitive.

We have elected to be a "full service" broker.

In considering being a "limited service" or "no service" broker, we realized that although consumers will select the "limited service" programs to save money, the reality was that they then expect "full service" and they were up set when it was not provided.

"Limited service" brokers may have a place in the market, however, they should not be allowed to post listings in the MLS. They should be posted as a FSBO service on a FSBO site especially designed for these types of services.

I am the chairman of the Professional Standards Committee for the Kansas Association of REALTORS for 2006. It is not appropriate for agents to be placed in a position where they be asked by a seller who hired a "limited service" broker for help or advice, putting the "traditional" agent at risk to create an "agency" relationship with the seller and thereby creating an "agency" breach with their buyer.

Before you call foul, please understand that the consumer can not get something for nothing.

If they do not want to pay for professional agent services, they should remain FSBO.

On a separate subject. To even consider that consumers do not have enough access to REALTOR listings is ludicrous. "Aggregators" give no additional access to these listings which can be found on multiple REALTOR based web sites. "Aggregators" add no value to the listing system. Yet they feed off our hard work and expense to charge us back for the leads that were created from our own work.

If you are going to make rules that affect me and other hard working REALTORS, please make some attempt to understand how the business actually works.

Respectfully,

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