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Sent: Tuesday, November 08, 2005 11:06 AM  
To: ATR-Real Estate Workshop  
Subject:

To whom it may concern:

I am writing concerning the Justice Departments exploration of the real estate industry and its level of competition. I must tell you that I have never seen a more competitive industry. We have people in our area who list homes for \$250.00 and 7%. I am in the position of working and training of new real estate agents. I teach them that the best tool they have as competition is their own skill set and work toward that end. Just as a craftsman has a right to decide what his skill is worth to him and sell his product accordingly, so should real estate practitioner. I also have read that you have great interest in the Multiple Listing Service. For some reason, this is being viewed as some type of public utility when it fact it is a vehicle for real estate agents to share information among themselves. This is more of co-operative effort than it is a public process. If your true interest is in the competition of our industry, feel comfortable that there is plenty. In our state now instead of being professionals, we can now give away toasters and TV in order to get people to work with us. Thanks for your consideration in considering this thought. Sue Ernst- Louisville, Kentucky.