

From: hillparkerracing@yahoo.com [mailto:hillparkerracing@yahoo.com]
Sent: Wednesday, November 09, 2005 4:19 PM
To: ATR-Real Estate Workshop
Subject: "Competition and the Real Estate Workshop" -- Comment

Dear Sirs and Madams,

My wife and I are both real estate agents in Lexington, Kentucky. Like most businesses the real estate world looks rosey to outsiders. Unfortunately from the inside our confidence is lacking due to the highly competitive nature of our business. Over 1.2 million people are now Realtors representing over 76,000 different brokerage firms. One must admit 1.2 million independent entrepreneurs bring competition to the market place. Can you imagine 76,000 different Wal-Mart's or CitiBanks?

We believe competition is good for the consumer. With 1.2 million people in competition with each other to buy and sell homes for the consumer, Realtors truly deliver a competitive business model. When we try to list a home for sale or try to get a buyer to use us as a buyers' agent we literally have to compete with over 2,000 other Realtors in our own area. Everyday to stay in business we must offer the consumer better customer service and lower prices to stay in business. We wish we could say the same for all areas of our economy.

Entrepreneurs are the backbone of America. Real estate is a low entry barrier way for us all to own a piece of the American Dream. Please take this time to address other businesses that do not offer competitive prices and customer service, and let one of the largest employers with the fiercest competition alone.

Thank You,
Hill and Regan Parker