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As a Real Estate Broker for over 30 years in Knoxville, Tennessee I can attest that the level of competition in the Real Estate sales business is at the highest level of my career. There are more companies, more agents, more For Sale By Owners, and more levels of options available to Sellers and Buyers than ever before. In my opinion, the problem that has occurred (or confusion) is that many Sellers and Buyers do not understand the difference in what is being offered by the different companies and this results in a poor reflection on our industry. Having stated that, I do feel that over time the different levels of service will be marketed better, and Sellers and Buyers will learn the market consequences of services versus costs.

My opinion is to let the market forces run their course and competition will find a balance of levels of service and the respective cost. Increased regulation and too many rules will do more to increase operating costs for Real Estate companies, which results in higher fees.

Let the market rule.....

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