

From: mary@phxhomesales.com [mailto:mary@phxhomesales.com]  
Sent: Wednesday, November 23, 2005 2:54 PM  
To: ATR-Real Estate Workshop  
Subject: Real Estate

Dear Sirs:

I have been a Realtor for 23 years, and I simply don't understand how in the world you think that this is not a competitive market for everyone. I have dealt with Clients, customers (those not represented by me), Real Estate Agents (those who have a license but are not Realtors), For Sale by Owners, and For Sale by Owner companies. All are treated fairly and honestly and nothing is withheld from these people, in fact, most of the time the Realtor in the transaction ends up doing all the work because the others (not Realtors) don't know what they need to do. We are forced to do our work and theirs to protect our Client. I would think long and hard before trying to fix something that isn't broken but something that works well for everyone.

The MLS is a cooperative, broker-to-broker offer of cooperation and compensation that help both brokers and customers buy and sell homes. It is not a public utility, nor should it be.

The beauty of the MLS is that it allows real estate brokerages of every size to compete on a level playing field. It gives all of us access to an inventory of property listings that we are able to show and sell to our clients.

The MLS doesn't discriminate. All MLS members are treated equally, regardless of their size or their business model, and yet the rights of property owners and their listing brokers are respected. The rules of the MLS achieve a delicate balance between respecting the rights of listing brokers so they will continue to be willing to contribute their inventory of listings and permitting cooperating brokers the ability to show those listings and be assured of receiving compensation if they bring about a successful sale.

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