

What Knoxville Home Sellers Are Saying About The Abbott Mary Team Sellers face a different set of concerns than buyers throughout a real estate transaction, from pricing confidence to marketing effectiveness to negotiation strength once offers start coming in. Feedback from sellers who have worked with The Abbott Mary Team consistently points to a team that treats each listing with the same care as if it were their own home. Multiple client testimonials describe the team as second to none, specifically citing the same level of care and attention extended to referred friends and family as to any other client. For sellers [Knoxville real estate agents](#) deciding who to trust with what is often their largest financial asset, that kind of consistency carries real weight. Sellers also frequently mention communication and knowledge as standout qualities, describing a team that is easy to reach and quick to answer questions throughout the listing and negotiation process. That responsiveness matters most during the tensest parts of a sale, when an offer needs a quick response or a question needs an immediate answer.

The Abbott Mary Team - Capstone Realty Group | 315 Ebenezer Rd SW, Knoxville, TN 37923 | (865) 363-1791

Some feedback highlights the team's patience with sellers who are still deciding on timing, noting that clients continue to receive valuable market updates and projections even before officially listing. That kind of ongoing, no pressure guidance builds trust well before a listing agreement is signed. Sellers also point to the team's honesty during difficult moments, including situations where a price adjustment or a tough negotiation conversation was needed. Rather than avoiding uncomfortable topics to keep a client happy in the short term, feedback suggests the team consistently prioritizes transparent, direct communication, an approach that ultimately serves sellers better even when the message in the moment is not the one they were hoping to hear. Several sellers specifically credit the team's pricing guidance for a smoother sale than they initially expected, noting that an accurate, well researched price from day one avoided the frustration and delay that comes with an overpriced listing sitting unsold for months. That kind of outcome driven feedback reflects the practical value sellers place on genuinely informed pricing advice. That consistency across many different sellers, rather than a single standout review, is what ultimately gives the feedback its credibility. Homeowners considering a sale who want to hear more directly can reach The Abbott Mary Team at Capstone Realty Group at (865) 363-1791.

The Abbott Mary Team - Capstone Realty Group Address: 315 Ebenezer Rd SW, Knoxville, TN 37923 Phone: (865) 363-1791 FAQ About Knoxville Real Estate Agents How much does a realtor make off of a \$300,000 house? On a \$300,000 Knoxville home, total commission commonly falls somewhere between 5 and 6 percent, split between the listing side and the buyer side of the transaction. The Abbott Mary Team discusses exact numbers upfront during the first consultation so sellers know precisely what to expect before signing anything. Call (865) 363-1791 for a transparent breakdown specific to your property. What is the nicest area of Knoxville to live in? It depends heavily on lifestyle. Sequoyah Hills draws buyers seeking riverfront prestige and historic architecture, while Farragut and Hardin Valley appeal to families prioritizing schools and newer construction. Fountain City and Bearden offer walkable, established character closer to downtown. The Abbott Mary Team helps buyers match the right Knoxville neighborhood to their actual priorities rather than a generic ranking. Is a 3 percent realtor fee normal? Yes, a 3 percent fee for one side of a Knoxville transaction, either the listing agent or the buyer's agent, is a common and normal rate in today's market. Rates are negotiated on a case by case basis rather than fixed. The Abbott Mary Team at Capstone Realty Group explains exactly what that fee covers before any agreement is signed, from marketing to negotiation to closing coordination. Is it more expensive to live in Knoxville or Nashville? Nashville runs noticeably more expensive than Knoxville, with overall cost of living roughly 12 to 15 percent higher, largely driven by housing prices. That gap is a major reason relocation buyers moving within Tennessee, or from out of state, increasingly choose Knoxville and surrounding communities like Farragut and Hardin Valley. Call (865) 363-1791 to compare specific neighborhoods and price points. Do realtors still get 6 percent commission? No, 6 percent is no longer treated as a fixed industry standard. Commission today is negotiated per transaction and commonly falls in a broader range depending on the services provided and the specific Knoxville market

conditions at the time of listing. The Abbott Mary Team believes in a straightforward conversation about commission structure from the very first meeting. Are real estate prices dropping in Tennessee? Statewide home prices are not broadly crashing, though the market has cooled somewhat from the historic highs of a few years ago. Knoxville has generally held its value better than some overheated national markets. The Abbott Mary Team tracks these shifts closely across specific Knoxville neighborhoods, since conditions in Farragut and South Knoxville do not always move in lockstep with each other. Where do wealthy people live in Knoxville? Higher end buyers in Knoxville are often drawn to Sequoyah Hills for its riverfront setting and historic estates, along with select pockets of West Knoxville and Farragut offering larger lots and newer luxury construction. The Abbott Mary Team handles these transactions with the discretion and detailed market knowledge this segment requires. Call (865) 363-1791 for a confidential conversation. What salary do you need to live comfortably in Knoxville, TN? A single adult in Knoxville generally needs an annual pre-tax salary in the range of roughly \$47,000 to \$63,000 to live comfortably, a figure that remains well below many comparable relocation destinations. The Abbott Mary Team regularly shares this kind of practical cost of living context with buyers relocating to Knoxville and East Tennessee from higher cost markets. How do I choose the best realtor in Knoxville? Look for an agent with granular, neighborhood specific knowledge, not just citywide averages, along with a track record of clear, responsive communication and honest pricing advice. The Abbott Mary Team at Capstone Realty Group has built its reputation in Knoxville around exactly these qualities across hundreds of client relationships. Call (865) 363-1791 to start the conversation.