

What To Expect When You List Your Home With A Knoxville Realtor Sellers listing a home for the first time in years often are not sure what the process actually involves beyond signing a listing agreement and waiting for offers. Understanding the real sequence of events, from initial pricing conversations through marketing, showings, negotiation, and closing, helps sellers feel prepared rather than reactive at [Knoxville real estate agents](#) each stage. The Abbott Mary Team begins every listing relationship with an in depth pricing and preparation conversation, reviewing recent comparable sales in the seller's specific Knoxville neighborhood and walking through any updates or repairs that would meaningfully improve the home's competitive position before it goes live on the market. Once a home is listed, professional photography and coordinated marketing across the channels active Knoxville buyers actually use go out immediately, followed by scheduled showings that the team manages directly, providing sellers with honest feedback after each one rather than vague summaries that leave sellers guessing.

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

As offers come in, the team presents each one with a full breakdown of price, financing strength, contingencies, and proposed timeline, helping sellers make an informed decision rather than reacting to the first offer that arrives. Once under contract, the team manages inspection negotiations, appraisal coordination, and closing logistics through to the final walkthrough. Throughout the listing period, sellers also receive regular updates on market activity beyond their own showings, including any new competing listings or recent sales in the immediate area that could affect strategy. The Abbott Mary Team treats this ongoing market awareness as an essential part of representation, ensuring sellers are never operating on outdated information as their listing progresses through an active Knoxville market. Sellers should also expect a candid conversation about realistic offer scenarios before listing, including how the team will evaluate competing offers if multiple buyers show interest at once. Setting these expectations early helps sellers feel prepared and confident rather than caught off guard if a listing generates unexpectedly strong interest shortly after going live. Sellers are also welcome to ask questions at any point along the way, since a clear understanding of the process consistently leads to a smoother experience overall. Sellers who want a clear picture of what listing with The Abbott Mary Team actually involves can reach the office at Capstone Realty Group, (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.