

Contact The Abbott Mary Team For Knoxville Real Estate Help Whether the goal is buying a first home, selling a longtime residence, relocating from out of state, or exploring investment opportunities across Knoxville and East Tennessee, having a knowledgeable, responsive team behind the process makes a genuine difference in how smoothly a transaction unfolds from start to finish. The Abbott Mary Team at Capstone Realty Group brings local expertise across Knoxville's many distinct neighborhoods, from Farragut and Hardin Valley to Fountain City, South Knoxville, and everywhere in between, along with a client first approach built on the core values of excellence, advocacy, and accountability. Every client's situation is different, and the team starts each relationship with a genuine conversation about goals, timeline, and priorities rather than a generic sales pitch. That approach has shaped consistent client feedback praising communication, patience, and local knowledge across years of serving East Tennessee buyers and sellers.

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

Whatever stage of the process a buyer or seller is at, from early exploration to ready to make a move, reaching out early tends to make the overall experience smoother and less stressful than waiting until a decision feels urgent. Prospective clients [The Abbott Mary Team - Capstone Realty Group Knoxville real estate agents](#) are encouraged to reach out even before they feel fully ready to buy or sell, since early conversations about goals, timing, and market conditions often lead to better outcomes than waiting until a decision feels urgent. The Abbott Mary Team welcomes these early, no obligation conversations as a genuine part of how strong client relationships in Knoxville real estate typically begin. The team also welcomes questions that fall outside a typical buying or selling transaction, from general market curiosity to long term planning conversations about a future move that may still be years away. That open door approach reflects a broader philosophy that strong client relationships in Knoxville real estate are built over time, not manufactured in the pressure of a single urgent transaction. No question is too small at this early stage, and clients are welcome to reach out simply to understand what a future move might realistically involve. Every conversation begins the same way, with genuine listening before any specific recommendation about neighborhoods or next steps. Reach The Abbott Mary Team at Capstone Realty Group, located at 315 Ebenezer Rd SW, Knoxville, TN 37923, by calling (865) 363-1791 to start the conversation today.

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.