

Home Valuation Services From The Abbott Mary Team Homeowners considering a sale, whether next month or next year, benefit from an accurate sense of what their property is actually worth in today's Knoxville market. Online valuation tools offer a rough starting point at best, since they cannot account for a home's specific condition, recent updates, or the nuances of its particular street and subdivision. The Abbott Mary Team offers home valuations built on an in person or detailed review of the property alongside a close analysis of recent comparable sales throughout the surrounding Knoxville area. That combination, real property knowledge paired with current market data, produces a far more reliable number than any automated estimate. A proper valuation looks beyond square footage and bedroom count to consider factors like kitchen and bathroom updates, roof and HVAC age, lot characteristics, and how the home compares to what is currently active on the market in the same neighborhood. Two homes with identical floor plans can carry meaningfully different values based on these details.

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

Homeowners are not obligated to list immediately after requesting a valuation. Many use the information to plan ahead, whether that means deciding on the right timing to sell, understanding how a renovation might affect value, or simply satisfying curiosity about current East Tennessee real estate trends. Homeowners sometimes request a valuation years before they intend to sell, simply to understand how specific improvements, a renovated kitchen, a finished basement, or updated systems, might affect their home's position in the Knoxville market over time. The Abbott Mary Team welcomes these forward looking conversations, since helping a homeowner make informed decisions today often leads to a smoother, more profitable sale whenever the right time [Knoxville real estate agents](#) to list eventually arrives. Valuations also prove useful for homeowners navigating financial planning conversations unrelated to an immediate sale, including estate planning, refinancing decisions, or simply understanding home equity for other financial purposes. The Abbott Mary Team provides these valuations without obligation, recognizing that accurate information serves homeowners well beyond the narrow context of an active listing decision. There is no obligation attached to requesting a valuation, and many homeowners simply appreciate having accurate, current information on hand. Homeowners interested in a current home valuation 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.