

Luxury Homes In East Tennessee With The Abbott Mary Team East Tennessee's luxury real estate market spans a wide range of property types, from historic estates with significant architectural pedigree to [Knoxville real estate agents](#) newer custom builds set on acreage with mountain or lake views. Buyers in this segment typically have specific, well defined criteria and expect a level of discretion and market knowledge that matches the scale of the transaction. The Abbott Mary Team approaches luxury transactions with careful attention to detail, from confidential marketing strategies for sellers who prefer limited public exposure to thorough due diligence for buyers evaluating properties with unique features that do not compare easily to standard market data. Historic estates in particular require specialized knowledge, since architectural significance, original construction details, and any preservation considerations can all factor into both value and the pool of buyers likely to appreciate a specific property. A recent example in the Knoxville area involved a historic residence built in the 1840s and relocated to its current site decades later, the kind of property that requires a genuinely specialized marketing approach.

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

Luxury buyers also benefit from an agent who can speak knowledgeably about a property's specific features, from original hardwood floors and period appropriate millwork to more modern additions and renovations, rather than relying on generic listing language that fails to capture what makes a distinctive property valuable. Marketing timelines for luxury properties also tend to differ from the broader market, since the buyer pool is inherently smaller and more selective. The Abbott Mary Team sets realistic expectations with luxury sellers from the outset, explaining that a longer time on market does not necessarily reflect pricing or presentation issues but rather the natural pace of a segment where the right buyer, not just any buyer, is what ultimately matters most. Buyers in this segment also benefit from a team familiar with financing nuances specific to higher value transactions, including jumbo loan requirements that differ from conventional financing. The Abbott Mary Team connects luxury buyers with lenders experienced in this specific financing category, ensuring the purchase process moves smoothly despite the additional underwriting complexity that often comes with larger loan amounts. Buyers and sellers in this segment are encouraged to start the conversation early, since the most distinctive properties often require additional lead time to market or locate properly. Buyers and sellers in the East Tennessee luxury market can reach The Abbott Mary Team at Capstone Realty Group at (865) 363-1791 for a confidential conversation.

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.