

Downsizing In Knoxville A Realtor Guide Downsizing carries its own emotional and logistical complexity, often involving decades of accumulated belongings, a significant life transition, and the challenge of selling one home while purchasing a smaller one, sometimes on a tight coordinated timeline. Knoxville sellers downsizing benefit from an agent who understands both the practical and personal sides of that process. The Abbott Mary Team approaches downsizing clients with particular patience, recognizing that the timeline and priorities often differ from a typical move up buyer. Some downsizing clients prioritize a single level layout, others want to stay close to their current Knoxville neighborhood, and some are relocating entirely to be closer [Knoxville real estate agents](#) to family. Coordinating the sale of a larger home alongside the purchase of a smaller one requires careful timeline planning, particularly around financing and closing dates, so clients are not left managing two mortgages or facing a gap without housing between the two transactions.

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

The team also helps downsizing clients think through practical questions around condo versus single family purchases, HOA responsibilities, and maintenance considerations that become more relevant when moving into a smaller or lower maintenance property later in life. Emotional attachment to a longtime family home often complicates the downsizing process in ways that purely financial planning cannot address. The Abbott Mary Team approaches these conversations with genuine patience, giving clients space to process the transition at their own pace while still providing the practical guidance needed to move forward confidently once a client feels ready to list. Practical logistics also deserve early planning, from sorting decades of belongings to coordinating moving timelines that align with both the sale of the larger home and the purchase or lease of a smaller one. The Abbott Mary Team can recommend trusted local movers, estate sale professionals, and organizers who specialize in helping downsizing clients manage this process, reducing the burden on a family already navigating a significant life change. Many downsizing clients also appreciate a slower, more consultative pace than a typical transaction, and the team adjusts its approach accordingly rather than rushing a significant life decision. Clients considering this transition are welcome to reach out simply to talk through options long before any decision is finalized. Homeowners considering downsizing in Knoxville can reach The Abbott Mary Team at Capstone Realty Group at (865) 363-1791 for a thoughtful, unhurried 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.