



Top Agent Insights for End of Year 2021

Price ceiling ushers in market cooldown from pandemic frenzy

ADUs to house Mom and Dad rise in value across the nation

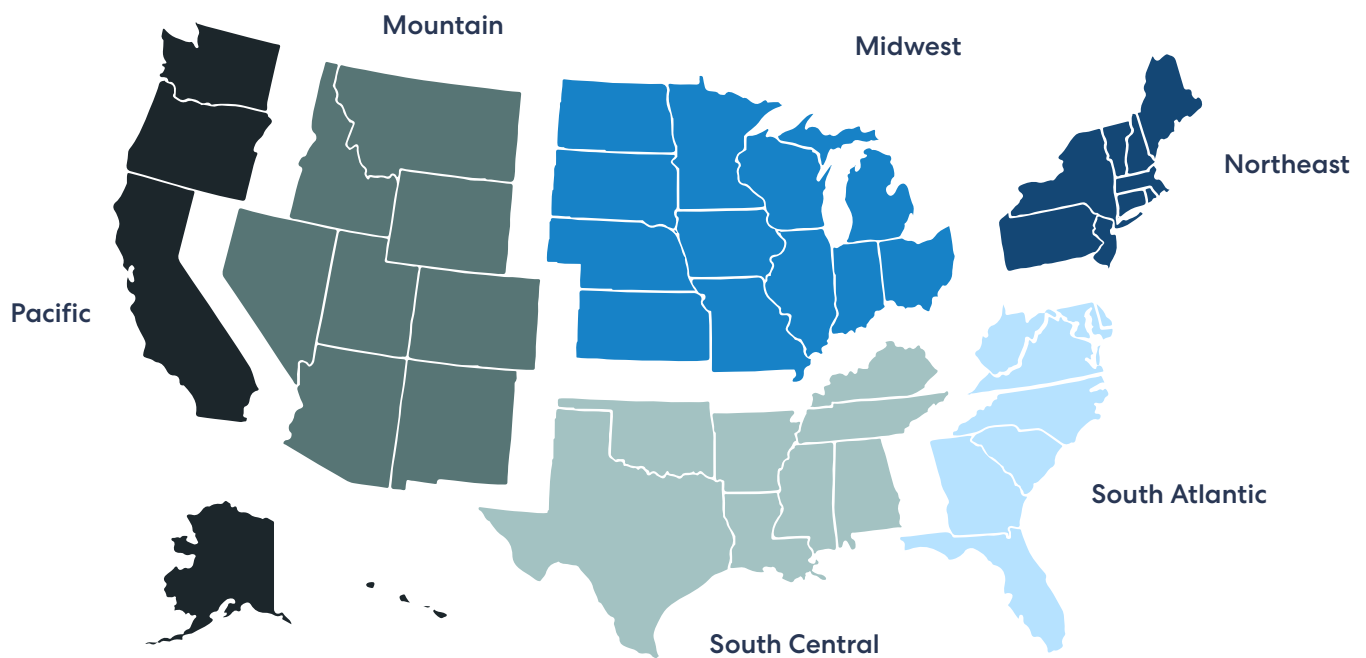
Resort-style outdoor fireplaces see increasing residential demand



HomeLight's Top Agent Insights report for Year-End 2021 was fielded between Sept. 1-Sept. 19, 2021, through an online poll of 1,029 top real estate agents across the country. Agents were selected to participate in the survey based on the [same performance data](#) HomeLight uses to identify top real estate agents for hundreds of thousands of homebuyers and sellers nationwide.

Survey data for previous quarters can be accessed at the links below:

- [Q2 2021: Housing Market Hits Fatigue](#)
- [Q1 2021: Seller's Market Sizzles Across the U.S.](#)
- [Q4 2020: New Year Off to Strong Start for Housing](#)
- [Q3 2020: Pandemic Spurs Home Buying Rush](#)
- [Q2 2020: Real Estate's Coronavirus Comeback](#)
- [Q1 2020: Coronavirus Chills Spring Housing Market](#)
- [Q4 2019: Don't Sludge Through Your Winter Sale](#)
- [Q3 2019: Tackle Fall Maintenance and Sell in the Off Season](#)
- [Q2 2019: Amp Up Your Curb Appeal](#)
- [Q1 2019: Spring Selling Tips and Staging Secrets](#)



Pacific:

Alaska
California
Hawaii
Oregon
Washington state

Mountain:

Arizona
Colorado
Idaho
Montana
Nevada
New Mexico
Utah
Wyoming

Midwest:

Illinois
Indiana
Michigan
Ohio
Wisconsin
Iowa
Kansas
Minnesota
Missouri
Nebraska
North Dakota
South Dakota

South Central:

Alabama
Kentucky
Mississippi
Tennessee
Arkansas
Louisiana
Oklahoma
Texas

Northeast:

Connecticut
Maine
Massachusetts
New Hampshire
Rhode Island
Vermont
New Jersey
New York
Pennsylvania

South Atlantic:

Delaware
Florida
Georgia
Maryland
North Carolina
South Carolina
Virginia
West Virginia
Washington, D.C.



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Market Downshifts into the Fall Season With Midwest Softening the Most

Bidding wars ease up as buyers get boxed out, but don't expect a discount



Real estate remains largely a seller's market, but signs point to the opening of an escape valve after months of building pressure in housing, according to data collected in our most recent industry trends survey and the opinions of top real estate agents nationwide.

A combination of factors appear to be causing the marked shift, including buyer burnout, property values reaching their apex, and real-world distractions such as vacations and back-to-school schedules. Some Americans have snapped out of their find-a-house tunnel vision — for now. A bit more supply has started to trickle on the market as a result.

“We have noticed a steady rise in inventory the past few months, which has led to fewer bidding wars, average days on market extending, and even some price reductions,” summarizes survey participant [Robert Perriello](#), a top real estate agent in West Hartford, Connecticut. “This will cause prices to

flatten and create a more balanced housing market that is a bit easier for buyers to navigate. Prices will remain stable but we won't see the huge increase in values we have witnessed in the past year over the next 12 months.”

While this pumping of the breaks is affecting all regions, our data suggests that the Midwest has softened to a greater extent than its Sun Belt counterparts, areas which have [absorbed so much of the recent pandemic migration](#).

The changes overall could provide much-needed relief to buyers looking to purchase a home before 2021 wraps, and may create the most opportune window to buy a home in months. Consider that — despite a cooling market — [mortgage rates have stayed appealingly low](#) in response to Delta variant uncertainty, resulting in an surprise bonus period to lock in a reduced monthly housing payment.

Buyers can't expect sellers to give away the farm just yet but should look for wins where they can. A little more inventory and fewer offers would sound like a dream to house hunters in the thick of it during the [height of the boom](#), even though the pendulum has yet to swing fully in buyers' favor.

Data from our newest survey sheds further light on the state of the market, offering key data indicators revealing a modest slowdown, what's driving it, and whether the signs of normalizing have staying power or will evaporate as a fleeting moment.

Bidding wars finally retreat

The percentage of agents in our survey who say bidding wars are on the decline rose dramatically from 3% to 62% over a single quarter. Meanwhile, 76% of agents say that homes may still get multiple offers but with fewer bids per home. Agents point to buyers reaching a point of exhaustion and deciding to sit on the sidelines as a major contributor to the reduction in offers.

"I believe buyers have gotten tired of the bidding wars and have taken a break from home shopping, which in turn has caused a slight slow down in the market."



Sandi Lewis
Top real estate agent in Castle Rock, Colorado

Speaking from the Denver suburb of Aurora, top agent [Heidi Hendrick](#) echoes: "I think the buyers who got buyer fatigue are not as aggressively looking and plan on waiting to see what the market does."

Inventory plays a little catch up

The percentage of agents who say inventory is lower than they expected this quarter declined from 85% in Q2 to 57% in Q3. This represents the smallest percentage of agents who reported that inventory was lower than they expected since Q4 2019, when 46% of agents said the same. Agent impressions of inventory levels being low peaked in Q1 2021 at 91%.

In addition, 53% of agents in Q3 report that inventory in their market is rising, if modestly. "We have had a

small increase in our inventory allowing a very slight cooling of the massive overages in offers and multiple offers," shares top real estate agent [Jennifer A. Long](#) from her market of Frisco, Texas.

Prices hit a wall

The percentage of agents who say home prices are on the rise in their market dropped from 95% to 53%, according to our survey results. Nearly 50% say price reductions are becoming more common in their market.

"Prices are bouncing off the ceiling," shares [Heidi Mueller](#), a top real estate agent in San Francisco. "There are price reductions. Property owners are getting worried that they won't get their desired sales prices which causes an increase in inventory. I see the beginnings of that trend."

Other agents indicated that some sellers may be unaware that this shift has occurred, resulting in overpricing and inevitable reductions that follow.

"After seeing the record sale prices over the past 18 months, sellers in our resort market are getting overly aggressive with their list prices," shares survey participant [Amy Harbeck](#), a top real estate agent in Brewster, Massachusetts. "There is still high demand, but buyers are either too tired or too savvy to jump on over-priced listings."

Appraisal waivers start to decline

A [rapid increase in home prices](#) over the past year-plus has created a larger disconnect between real estate contracts and appraised values than

normal. NAR statistics show that appraisal issues in June 2021 accounted for **25% of delayed contracts and 13% of terminated ones**, compared to the respective **18% of delayed and 9% of terminated** contracts caused by appraisal issues in a more typical year.

Given these challenges, buyers have offered appraisal gap coverage or an appraisal waiver guaranteeing that if an appraisal comes in lower than the contract value, they will cover the difference out of pocket. However, the heyday of appraisal waivers appears to be fading.

“There has been some market stabilization in the past month. It seems as though inspections and other contingencies are making their way back into negotiations. Buyers are less willing to be upside down in a home at purchase by offering more than appraised value.”



Debbie Hunemiller
Top real estate agent in Boise

Over the past six months, agents estimate that on average, 37% of bids included either a full or partial appraisal waiver in their market, our survey results show. Over the next six months, they expect the percentage of bids that include appraisal waivers to drop to 24%.

Pushback on inspections resumes

Over a third (32%) of agents say that an increasing number of buyers are pushing back on inspection items. Agents in our survey echo that buyers are starting to pay more attention to a home's condition and the level of work required compared to the asking price.

“My market is starting to cool a bit especially if the home is not ‘turn key,’” shares **Kelly Finley**, a top real estate agent in Troy, Michigan. “We are not seeing buyers offer as much over as before, and they are more likely to negotiate on repairs on inspection or walk away altogether.”

Northern Heartland tires first, as frenzy in South continues

Signs of a market shift are most prominent in the Midwest, where 81% say homes are getting fewer total bids, 71% say bidding wars are on the decline, 63% say price reductions are becoming more common, and 57% say buyers are now less likely to waive inspections and appraisals.

Part of the shift could be due to the resumption of activities outside purchasing a house, with Midwesterners eager to take advantage of good weather months for pleasure.

“People did not have anywhere to travel or events to go to, so they were glued to their computers looking at homes,” comments top Cincinnati real estate agent **Holly Finn**, speaking to the pandemic as a driver of the market frenzy. “Now that things have opened up, people are out doing things and less concerned about moving. Demand has decreased and this has caused our Greater Cincinnati market to cool.”

Our data would indicate that the market remains the most competitive in the South Atlantic region. Here, 65% of agents (compared to 57% nationally) say that inventory is still lower than they expected this quarter, and a smaller 40% say price reductions are more common. In this region, 64% of agents say prices are on the rise, compared to 53% nationally. The continuation of hot conditions in the South Atlantic may be the result of consistent population inflow; the *New York Times* reports the [West Coast of Florida](#), for example, is one location where in-migration increased the most during the Great Reshuffling.

Sentiment remains high

Agents haven't lost their optimism about the state of the market, even more so than last quarter. Agent optimism rose from 80% in Q2 to 85% in Q3, and was up slightly from 82% at the same time last year. In addition, it's still a great time to sell a home as 95% of agents report seller's market conditions nationwide. This is down from 98% in Q2, and up from 92% the year prior. To provide some pre-pandemic perspective, in Q3 2019 only 55% of agents reported it was a seller's market.

Pandemic savings may fuel next round of homebuying

Prices remain abnormally high after a quick and steep run-up in values. In August 2021, the median price of a U.S. home stood at [\\$356,700, a 14.9% increase from \\$310,400](#) the year prior, data from the National Association of Realtors' existing-home sales report shows. While the pandemic was said to have [accelerated home purchases from first-time buyers](#) and spurred WFH relocations, those without significant reserves may find new price levels difficult to swing.

Our research indicates that pandemic savings — cash stashed instead of spent on concerts, vacations, and work wardrobes — may be the top factor giving the next round of buyers an upper hand. Aside from the continuation of low mortgage rates, buyers are most likely to leverage savings amassed due to simplified living during the pandemic to afford homes in the current environment, according to 46% of agents surveyed by HomeLight.



Stock market gains and familial wealth give leg up

Meanwhile 45% of agents are seeing buyers turn to financial support from relatives or generational wealth to fund their home purchase, and 37% have seen buyers liquidate [gains in stock market wealth](#) since the beginnings of the pandemic to put toward a home. The use of stock market gains is most prominent in the Pacific region, where nearly half of agents are seeing buyers tap into these funds to buy a home.



However, not all Americans have the same level of access to these sources of funds. It should be noted that the increasing use of levers such as familial wealth and rising affordability challenges could serve to only accentuate the division of homeownership among class lines and widen racial housing inequalities. Consider that the typical net worth of a white family is nearly [10 times greater than that of a Black family](#), according to an analysis from the Brookings Institute. Using familial wealth as a homebuying tool will manifest asymmetrically across demographics.

In addition, a Black homeownership gap of [28.7 percentage points exists in 2021](#), while pandemic experiences and recovery pace have not been even. Statis-

tics show that a higher percentage of Black workers were permanently laid off compared to white workers during COVID, and Black unemployment remained at [13% as late as August 2020, compared to 7% for white workers](#). Undoubtedly, the ability to save up during the pandemic was not an option for everyone, no matter how diligent their spending.

Foreclosures have yet to make impact

With the foreclosure moratorium closing at the end of July 2021 and mortgage forbearance plans wrapping up, many homeowners will need to make a decision about what to do with their house. Given recent home price gains, some should be in the position to sell without taking a loss.

When it comes to the impacts of these events on the market, it's still early innings. Only 11% of agents in our survey say transactions involving distressed properties in their market are increasing; 9% say they've seen an increase in pre-foreclosures. Though foreclosed properties could eventually increase inventory, experts speculate that the market will see some [“shocks,” if anything — but nothing close to a crash](#).

A shift has arrived, but for how long?

Although many agents in our survey were in alignment about seeing a retreat of the market, others say real estate is still on fire where they are and has yet to mellow.

It's also unclear how long the downshift among cooling markets will last. Will an increase in landlord sales and foreclosures move us toward a more balanced market? Or will any reprieve be temporary, teetering on the cusp of reversal?

If anything, the widening disparities between regional data would indicate that the days of one huge U.S. seller's market from coast to coast are probably numbered. But it's also too early to say equilibrium has shown its face.

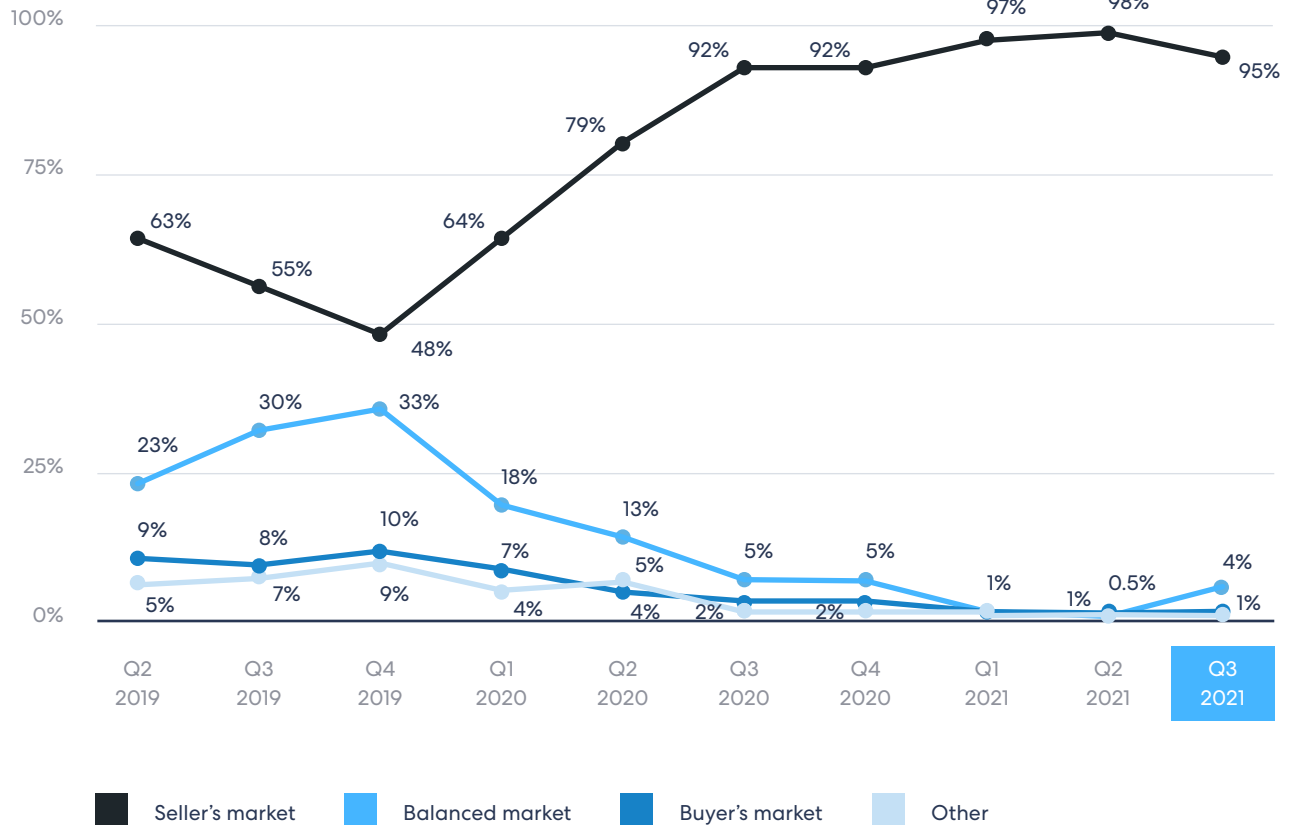
"Buyers have been taking a break from offer failure fatigue and seasonal vacation time, but are now entering the market again with some hesitancy," shares [Alex Saenger](#), a top real estate agent in Washington, D.C.

Before we know it, spring will come knocking and it could be a different ball game — or so top Chicago real estate agent and survey participant [John Nash](#) anticipates as buyers regain a sense of FOMO.

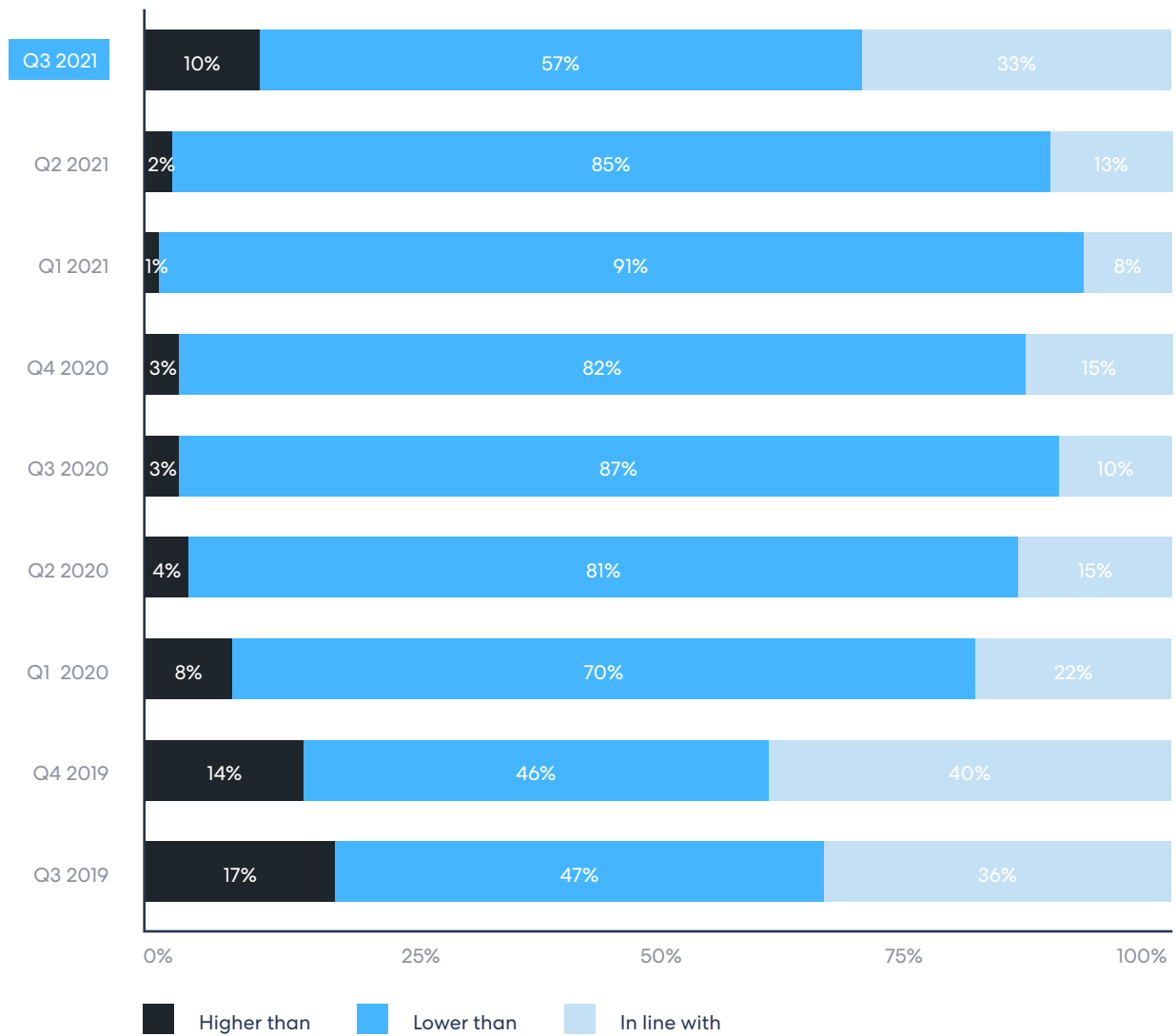


"Sales have slowed down and properties receiving multiple bids are not common currently," Nash comments. "However, inventory is still low so the market has gone from being a strong seller's market to a balanced market. I think it will become a seller's market again early next year as buyers who missed out this year come back into the market."

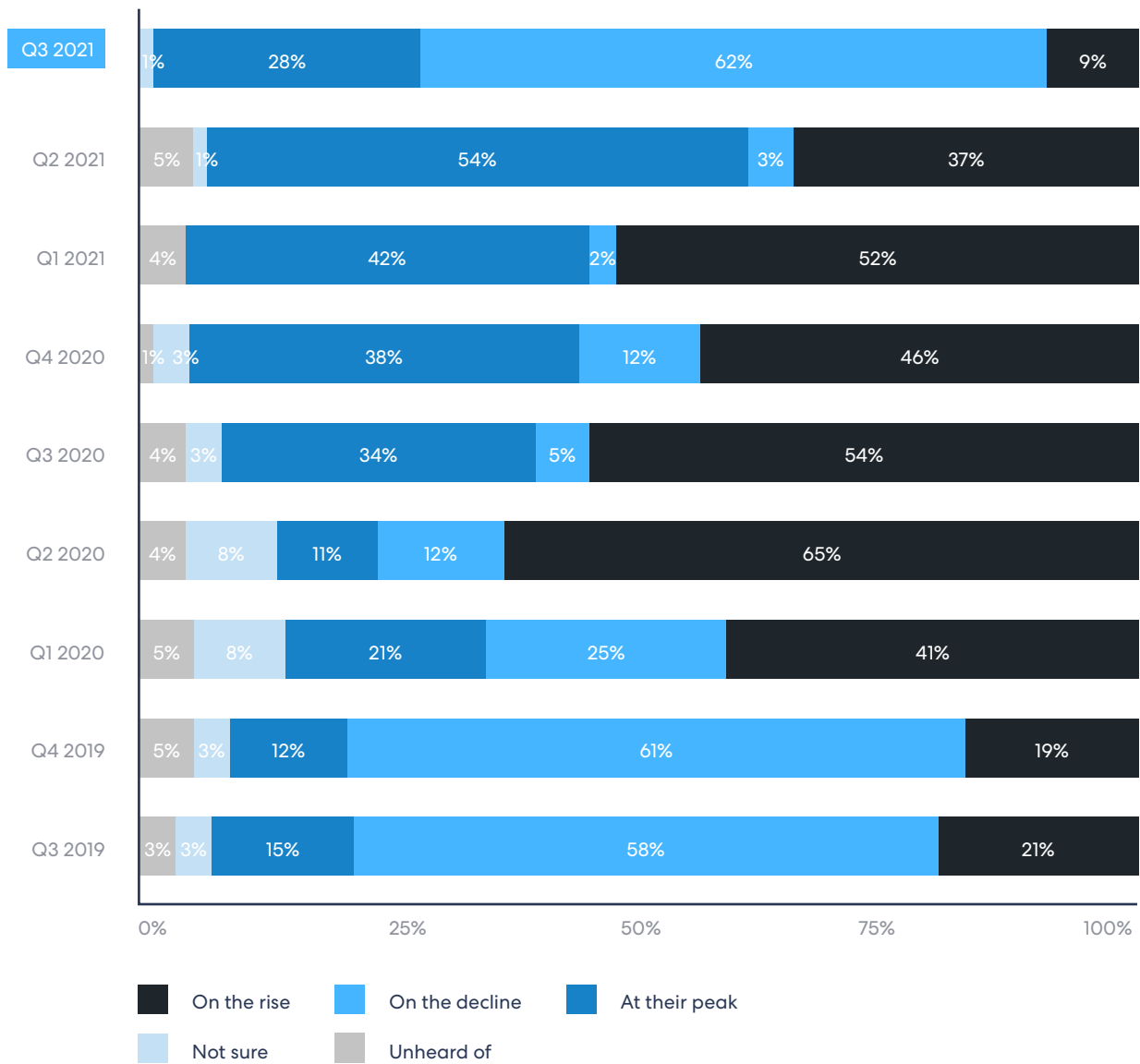
How are real estate agents describing **local housing market** conditions?



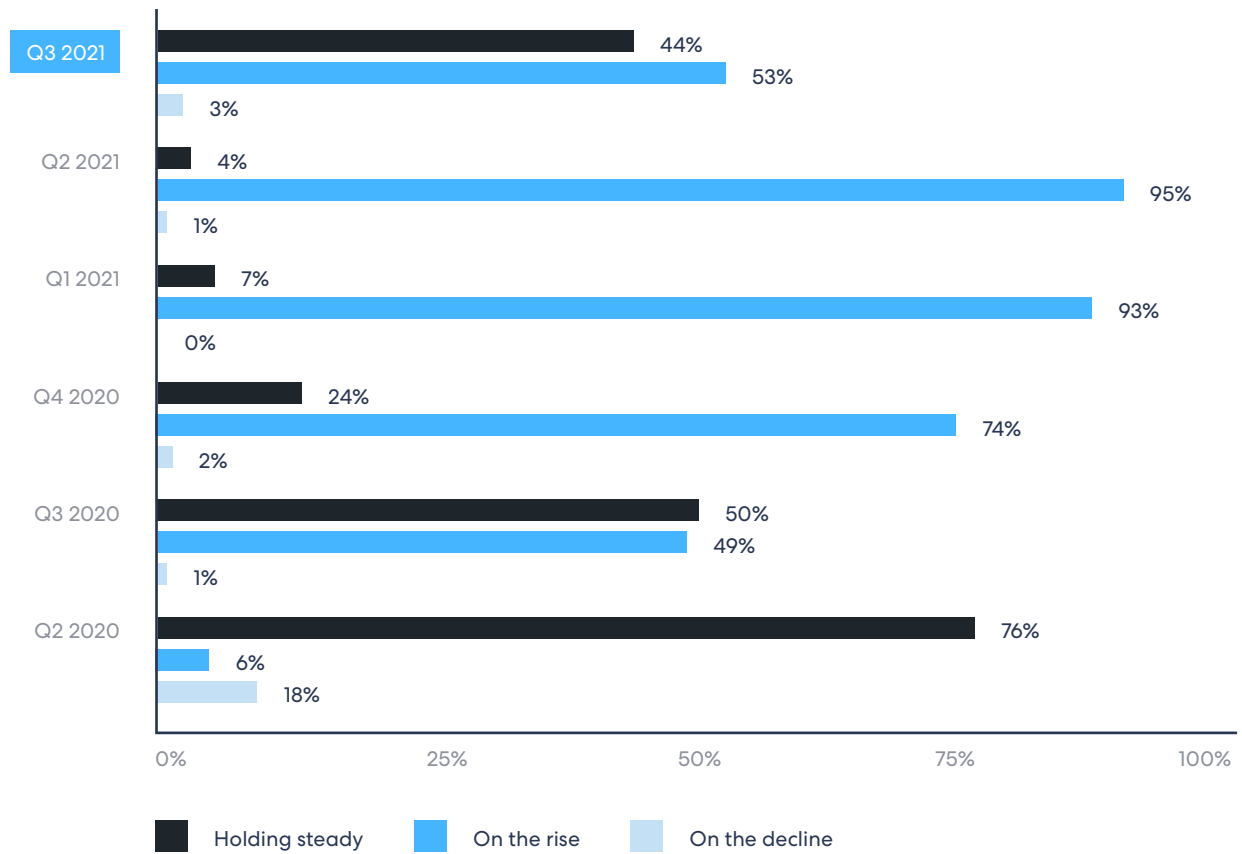
Inventory is _____ what I expected this quarter:



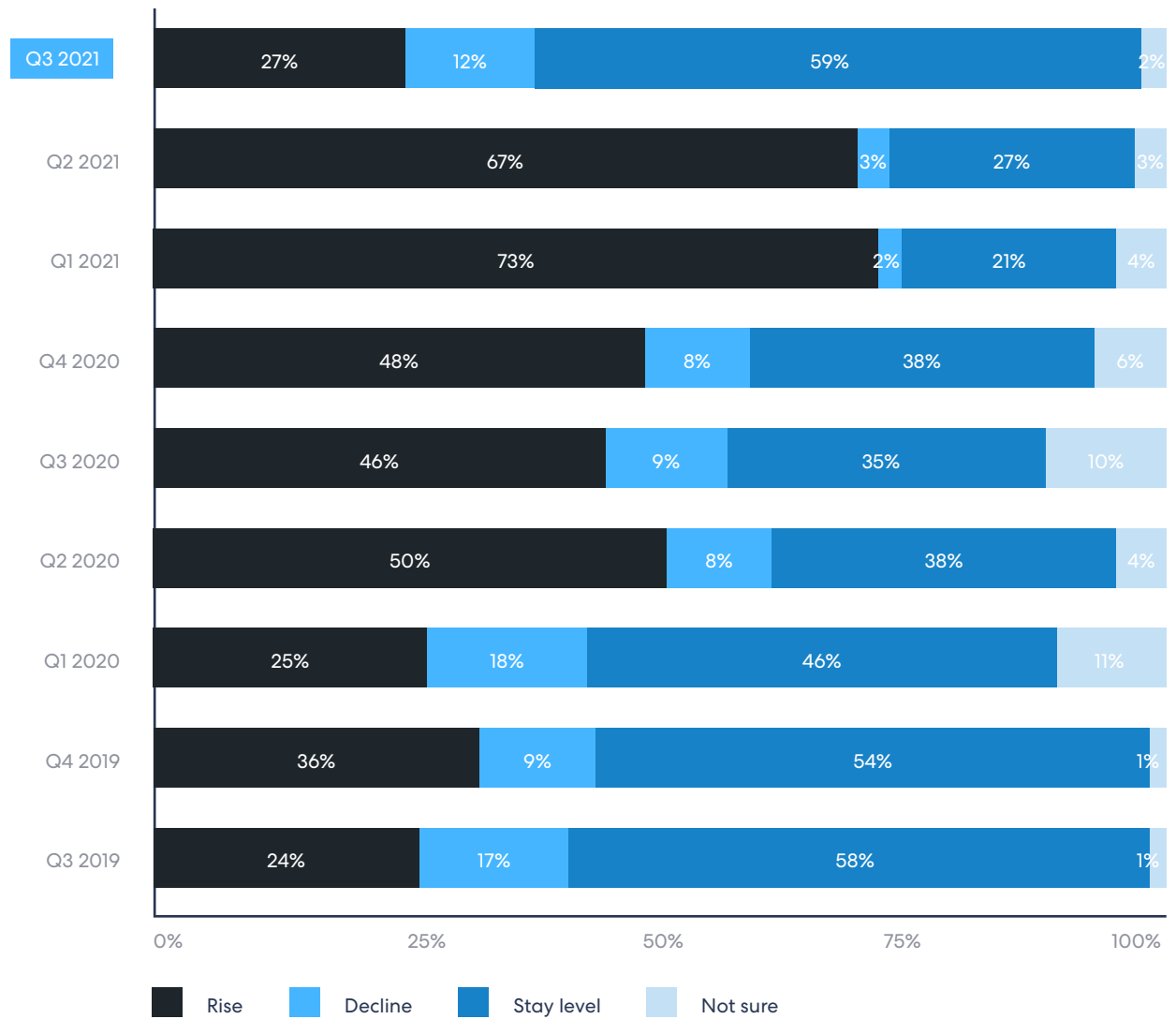
Bidding wars in my market are:



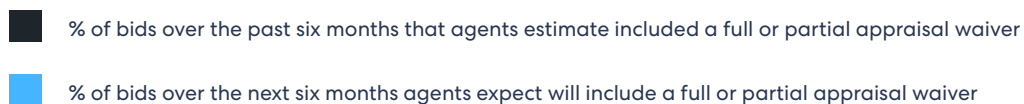
Home prices in my market are:



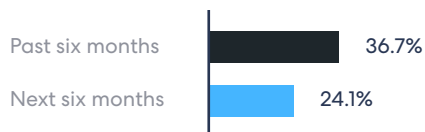
Over the next 6 months, I believe **home values** in my market will:



Appraisal waiver trends by region



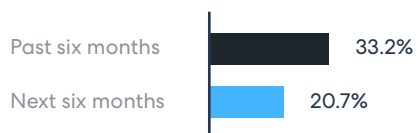
National



Pacific



South Central



Mountain



Northeast



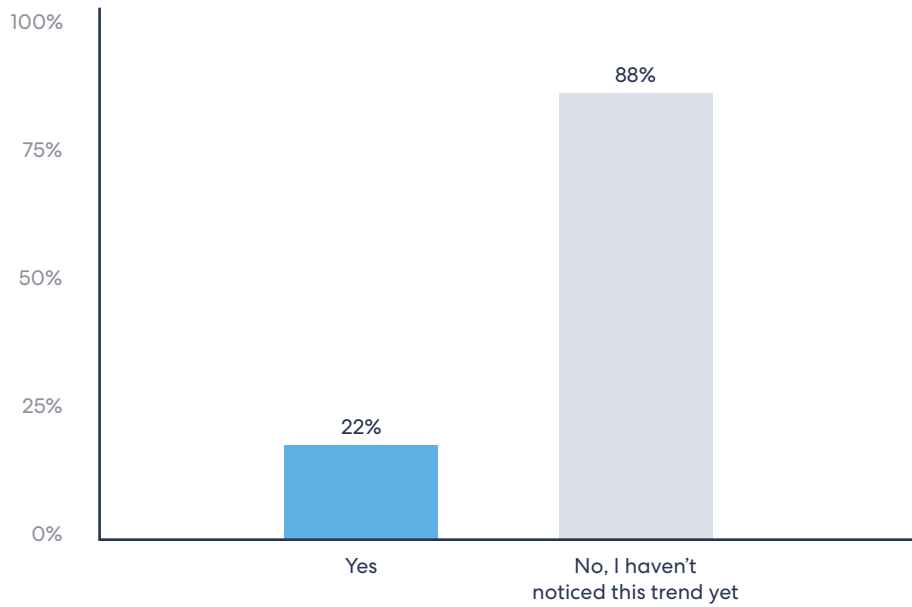
South Atlantic



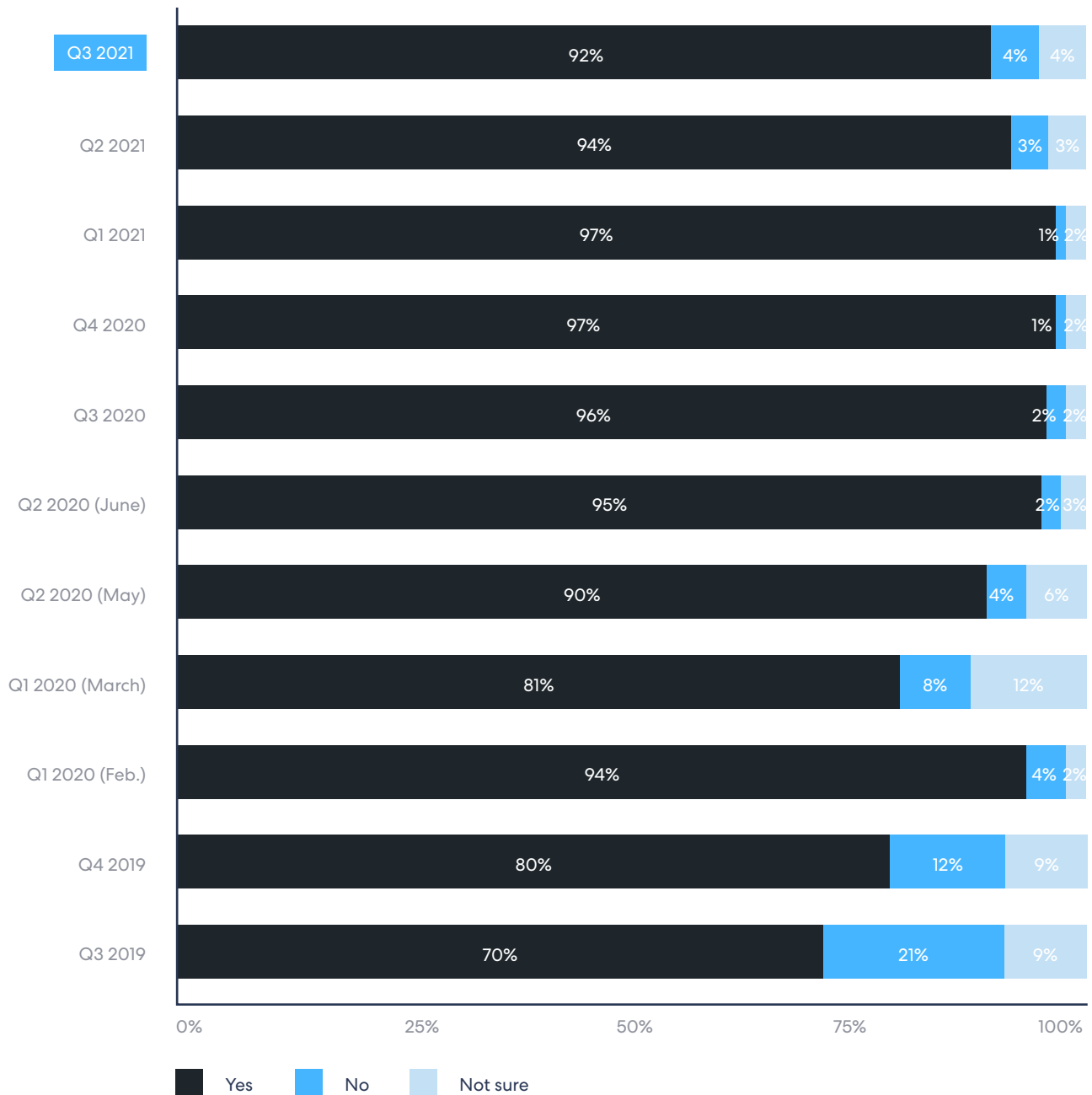
Midwest



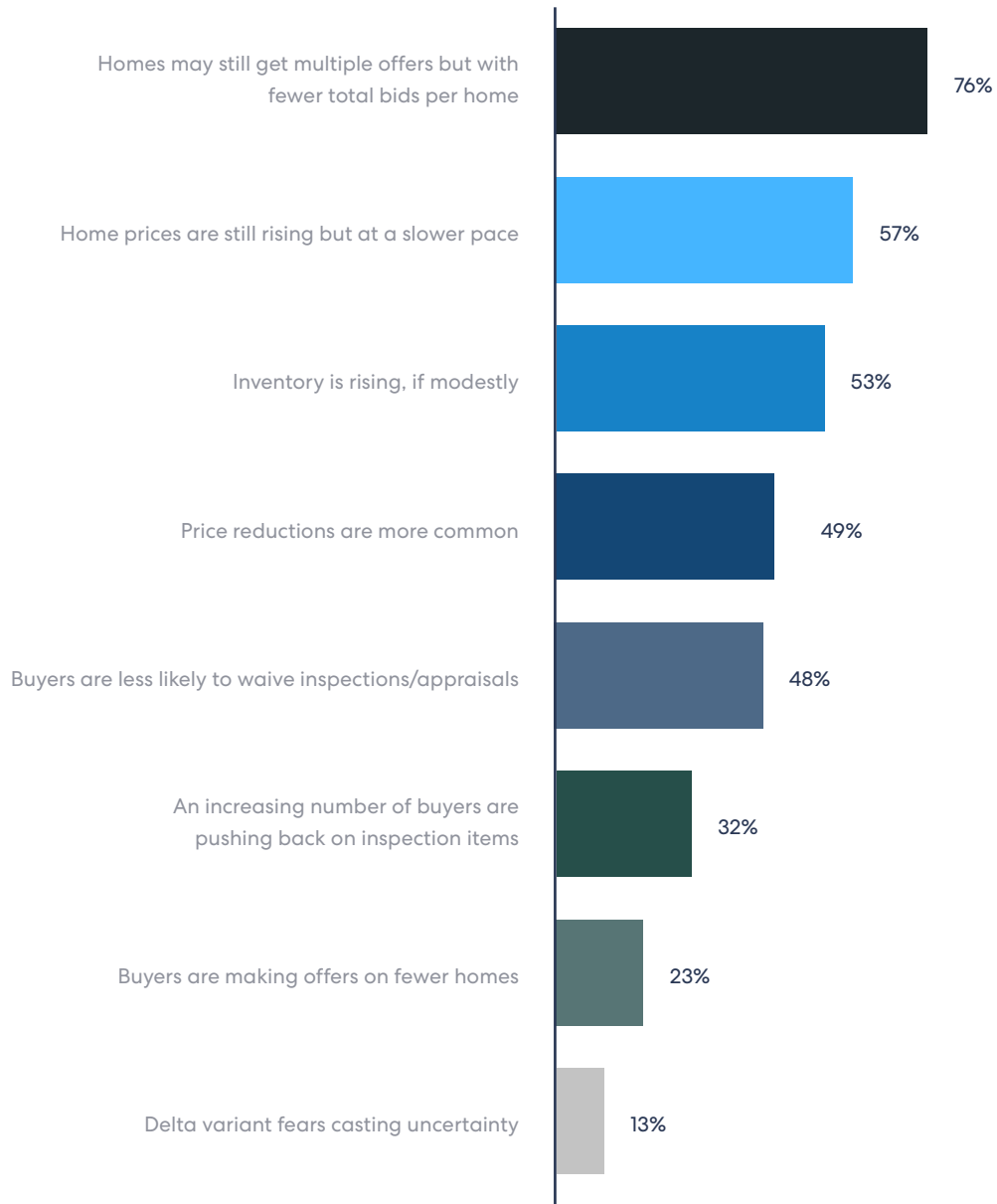
More landlords in market are **selling to recoup losses** from the recently **lifted eviction ban**:



Low interest rates continue to **boost buyer demand** in my market:



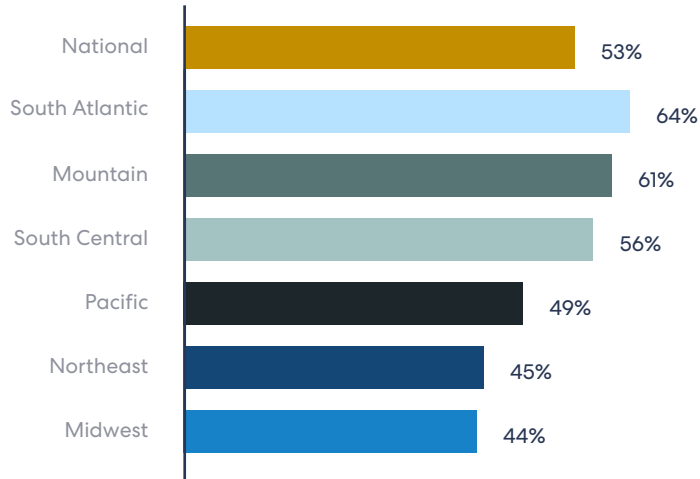
Which of the following signs of a market shift (if any) are you seeing in your market?



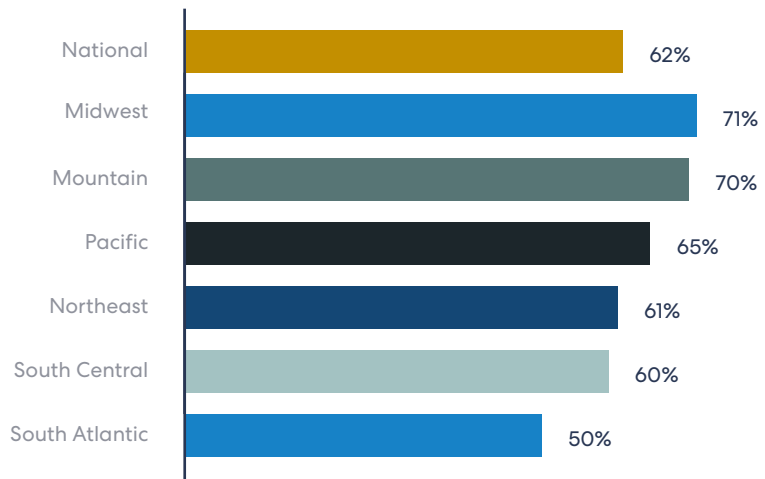
Regional market trends

% of agents who are seeing this trend in their market

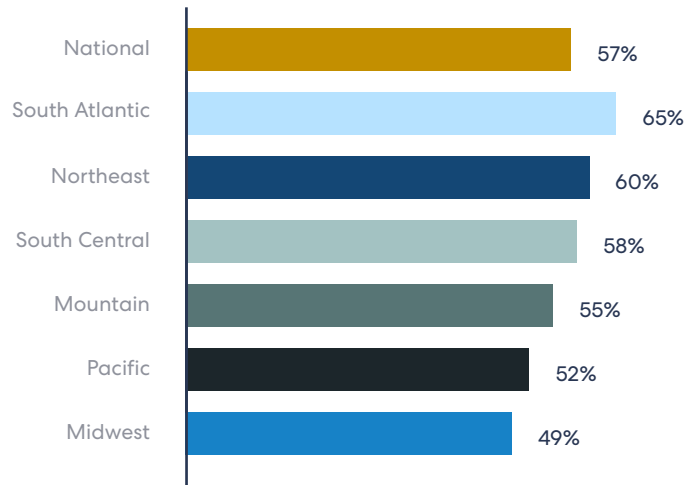
Home prices in my market are on the rise:



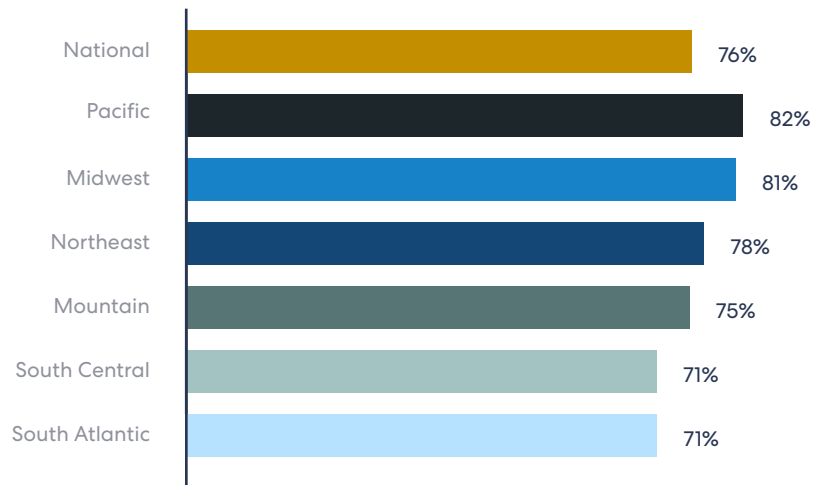
Bidding wars in my market are on the decline:



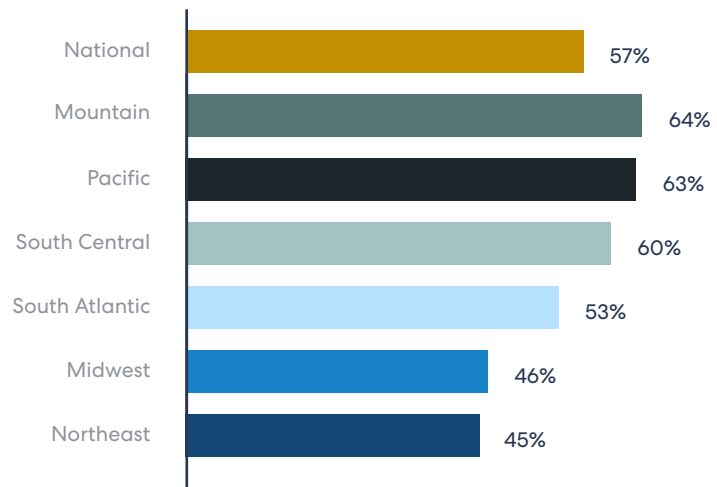
Inventory is lower than I expected this quarter



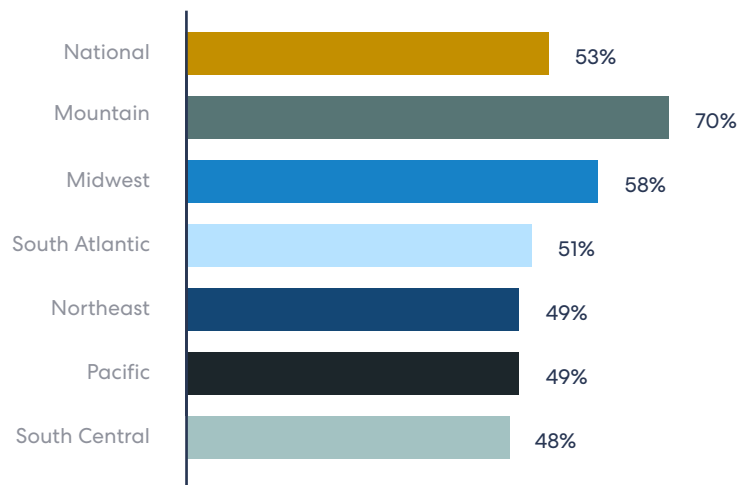
Homes may still get **multiple offers** but with **fewer total bids per home**:



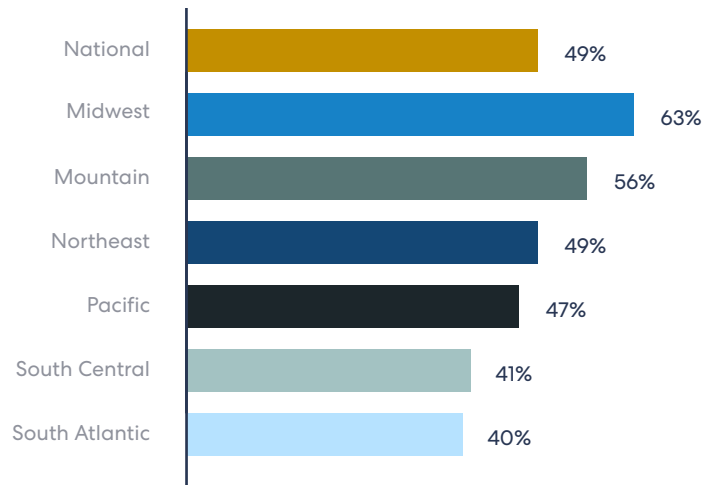
Home prices are **still rising but at a slower pace:**



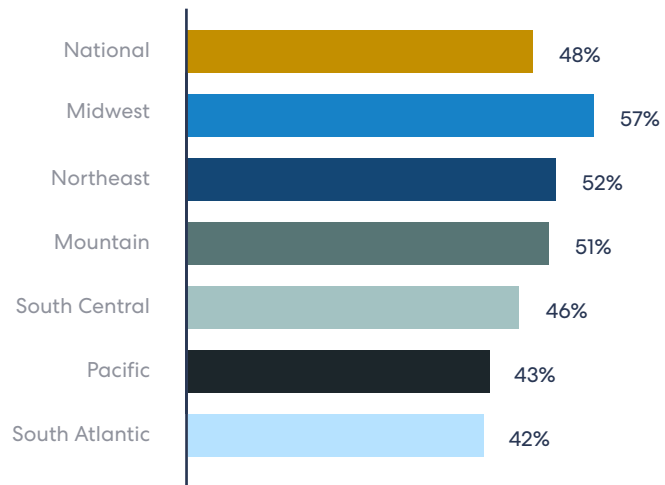
Inventory is rising, **if modestly:**



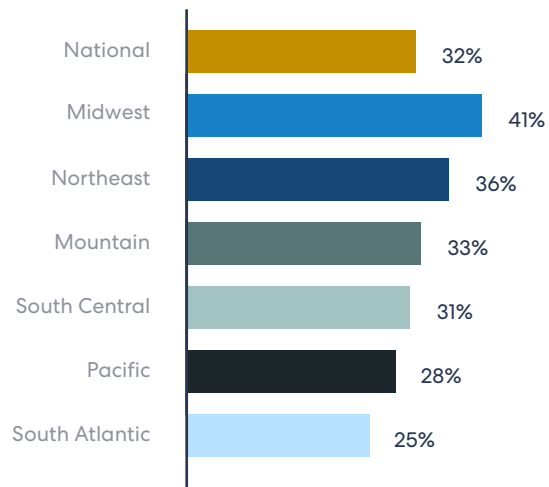
Price reductions are more common:



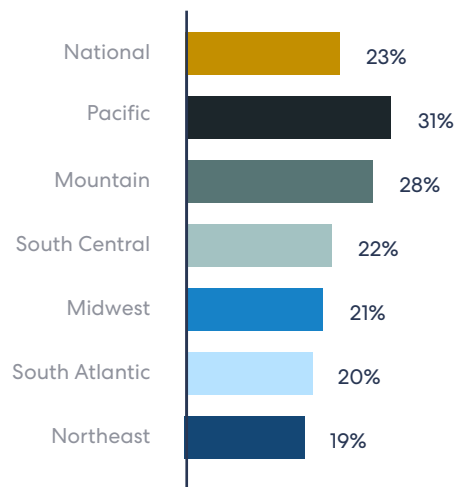
Buyers are **less likely to waive inspections/appraisals**:



An increasing number of buyers are **pushing back on inspections items:**



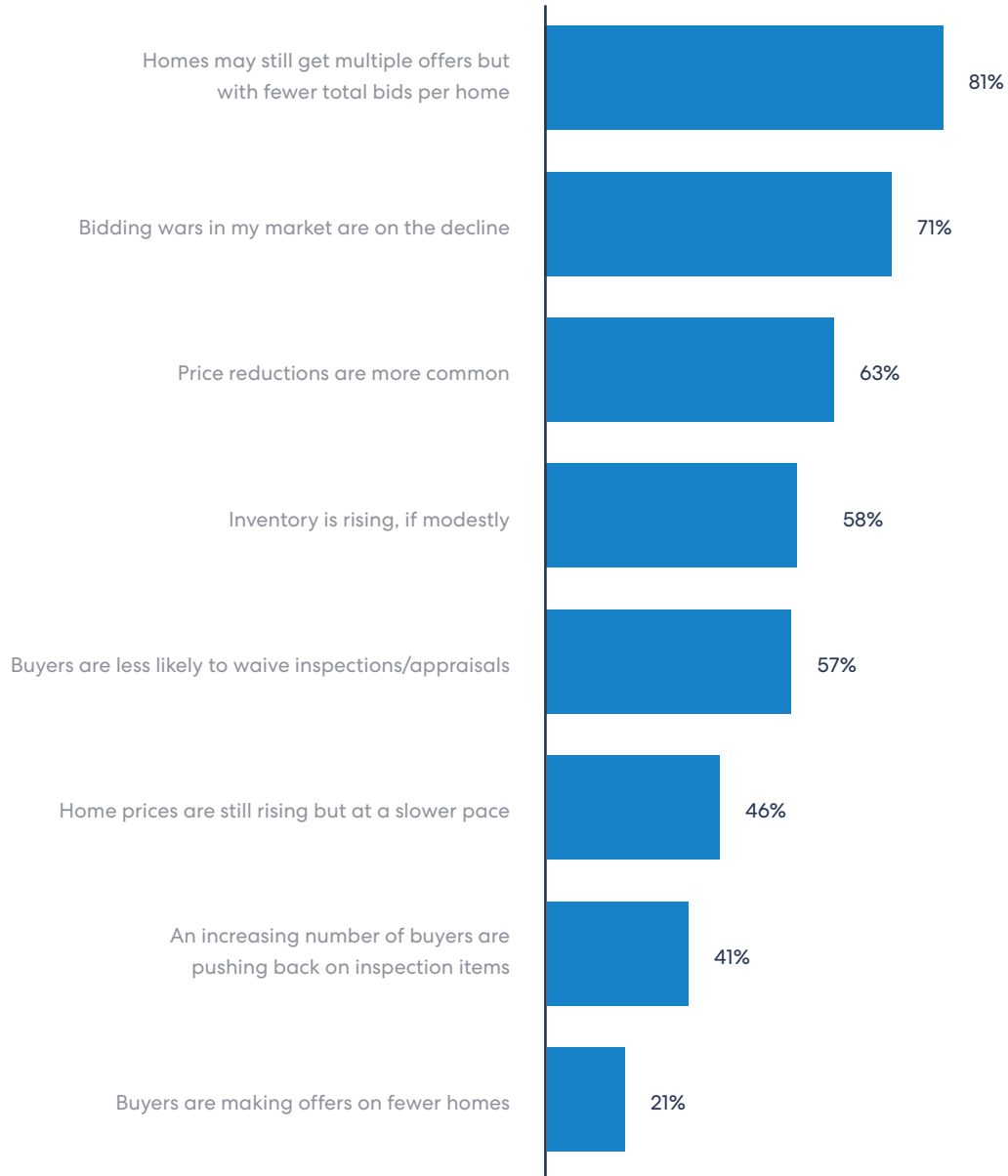
Buyers are **making offers on few homes:**



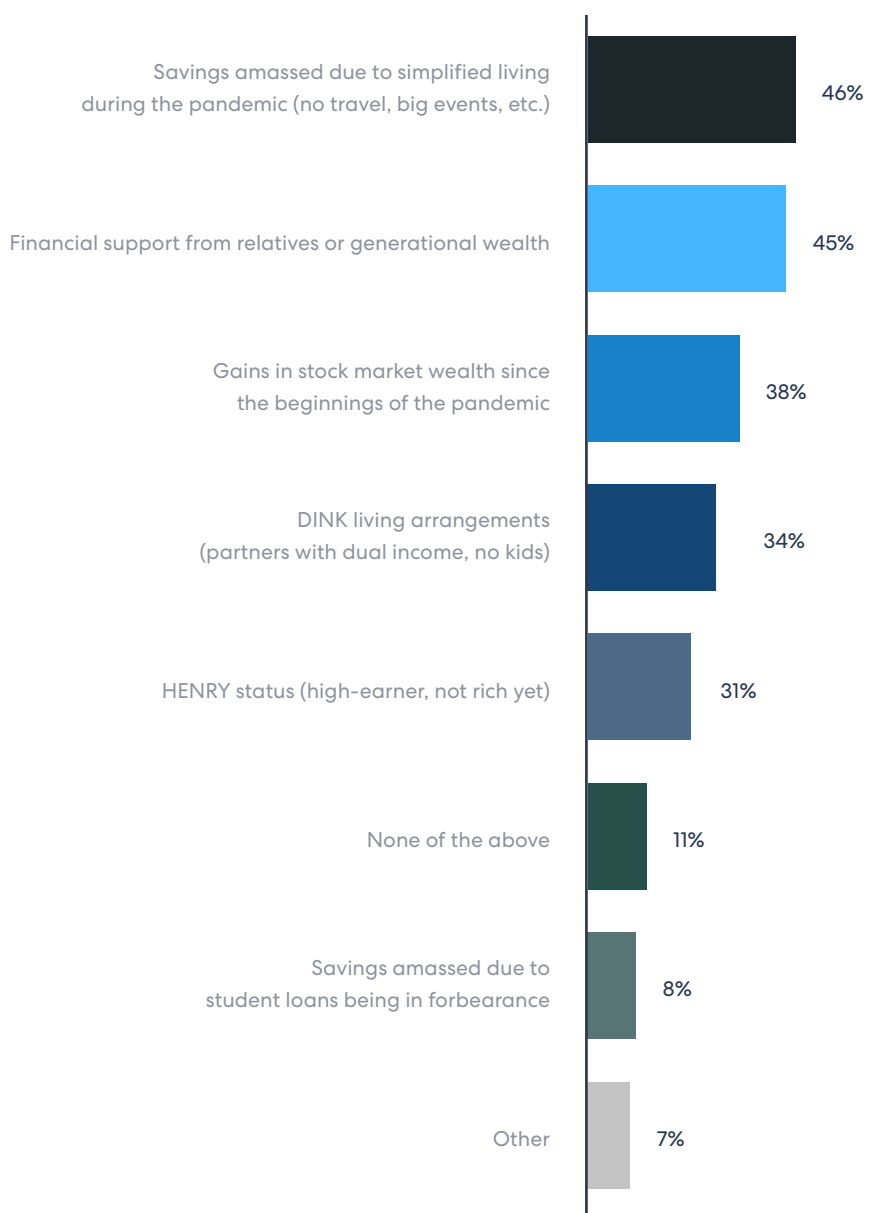
Midwest Spotlight

% of Midwest agents who see the following trends in their market

Signs that the market is cooling

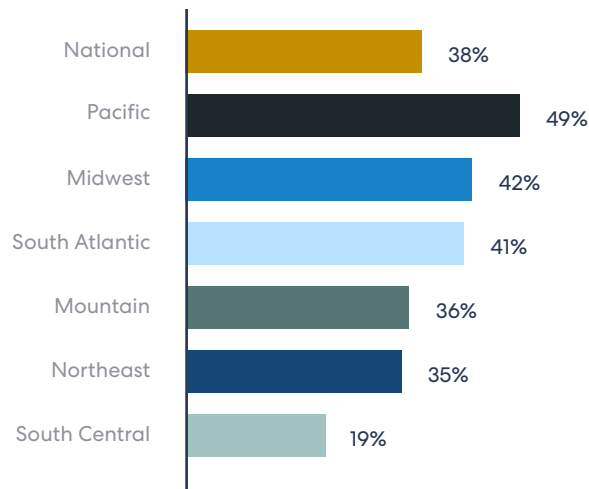


Other than equity in their current home and the continuation of low interest rates, which of the following factors do you most see **helping buyers purchase homes in late 2021, given recent home price gains?**
(Check all that apply.)

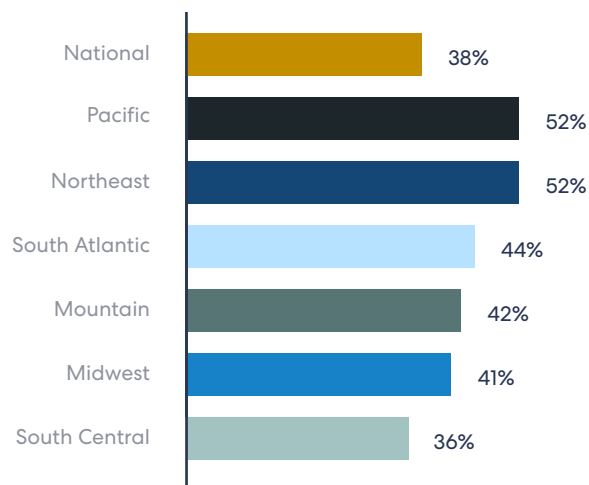


Regional comparison of the top factors helping buyers purchase homes

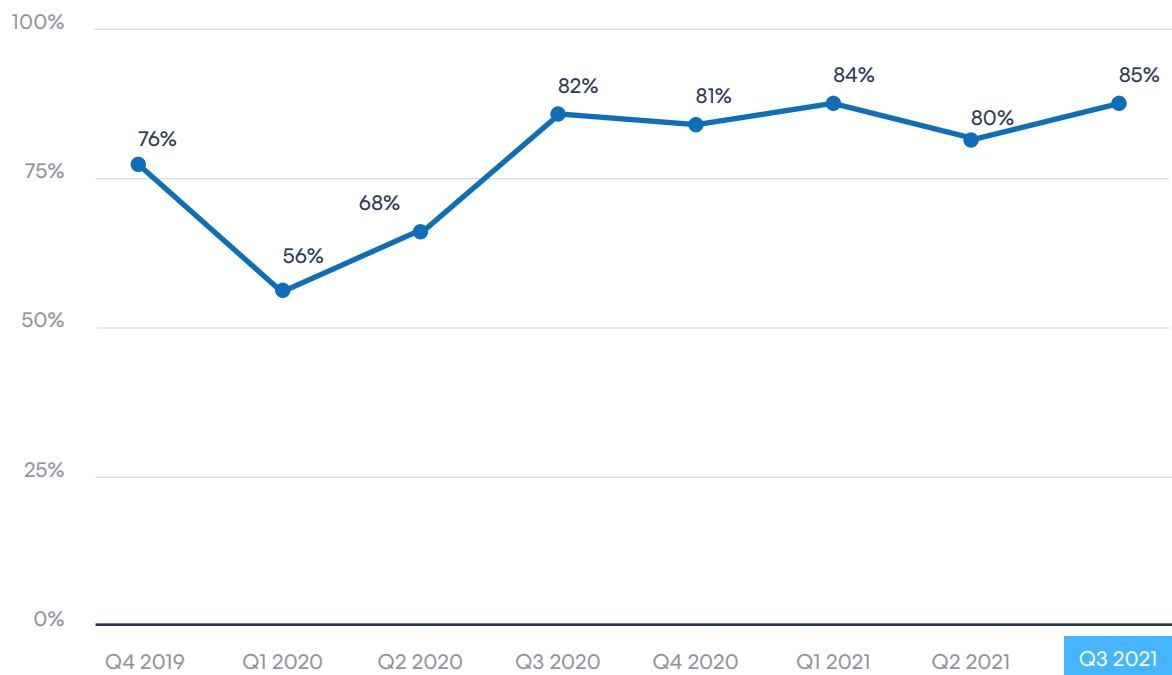
Gains in stock market wealth since the beginnings of the pandemic are notably helping buyers fund their home purchase in my market



Financial support from relatives or generational wealth is notably helping buyers fund their home purchase in my market



% of agents who are **optimistic** about the housing market



% of agents who say they are somewhat or extremely optimistic

Keeping Family Close: Increasing Number of ADUs Largely Housing Parents of the Owner

In-law suites see major value increase as multi-generational living arrangements gain popularity

Amid concerns over the safety of nursing homes during a pandemic, ongoing childcare needs for working Moms and Dads, and the appeal of family pods to evade loneliness, multi-generational housing rose to a high of [15% of total purchases in 2020](#), according to data from the National Association of Realtors.

One ripple effect of this trend has been the creation of more accessory dwelling units (ADUs) that can take the form of attic apartments, backyard guest homes, or interior conversions that serve as comfortable additional living quarters on a main property.

Our survey results show that over a third of real estate agents nationwide have seen an increase in ADUs (accessory dwelling units, also known as granny flats or in-law suites) over the past year

in their markets.

This trend is more prominent in the Pacific and Mountain regions, where 64% and 47% of agents, respectively, have seen a recent increase in ADUs. Some states such as [California and Oregon](#) have paved the way to make ADUs easier to build as an affordable housing solution, with statewide legislation that reduces the regulatory burden of permitting and construction.

But our survey indicates ADUs aren't exclusive to the regions in which they're known for being popular. "ADUs are in big demand in the Tampa Bay market," shares survey participant and top agent [Kent Rodahaver](#). "Mostly for adult children, students staying at home, home office space, and parents living with adult children."



In our survey, we explore the regional differences in ADUs, uses of these spaces, and the growing amount of value that these units add to properties across the nation.

What are ADUs typically used for?

According to agent descriptions, the top two uses of an ADU nationwide are to house parents of the owner living there (61% cite this as a common use in their market) or to support adult children who need temporary housing for financial reasons (35%).

The third most common use is to accommodate short-term renters (tourists or vacations) with 32% of agents citing these guests as likely to inhabit ADUs in their market.

However, housing parents is by far the most common use. This is true across regions, though it's a particularly prominent trend in the South Central part of the U.S., where 67% of agents report that local homeowners often have parents residing in their ADU.



Such a living arrangement can provide an array of benefits. While an ADU acts as an alternative to long-term care facilities amid pandemic dangers,

parents may receive built-in child care assistance from grandma and grandpa.

“We are not seeing an influx of ADUs being used for short-term rental purposes, but we are having many buyers wanting an ADU for their aging parent(s),” comments survey participant [Aaron Kinn](#), a top real estate agent in the Dallas-Fort Worth metroplex. “This has been a common concern for many of our buyers since the pandemic hit in early 2020. They assume the space will be perfect for in-laws, and if not — it would be perfect for a second-office location away from the rest of the home.”

Relatedly, agents say the top two uses for an ADU include a guest house (43% of respondents cite this as a common use in their market) and home office (41%). A smaller 16% of agents say owners in their market are likely to use their ADU as a home gym.

Which types of ADU structures are the most common?

Over a third of agents say the most common type of ADU in their market is a detached structure (shares no walls with the property).

This is followed by a smaller 24% who say attached structure (shares at least one wall with the main property), 20% who say interior conversion (fully functional apartment in basement or attic), and 16% who say garage conversion (can be attached or detached — garage itself becomes living space).

Agents in the Pacific (58%), South Central (43%), and Mountain (40%) regions cite detached structures as the most common type of ADU in their market.

Garage conversions ranked as the second-most-common ADU type in the South Atlantic region, garnering 23% of agent responses, compared to 16% nationally, and second only to detached structures in the region.

In the Midwest, our data would indicate that interior conversions and attached ADUs are more popular than the other types of structures, with 27% and 25% of agents citing them as the most common ADU structures in their market, respectively.

How much value does an ADU add to a property?

The value of ADUs, given their increased use for multi-generational housing during the pandemic and functional ability to add living space to a property, has increased 38% nationally since pre-COVID times, from \$47,597 to \$65,908, agents in our survey estimate.

The value of an ADU is highest in the Pacific region, adding an average \$116,931 to properties there. However, ADU value has increased the most in the Midwest, showing a 54% average boost compared to 38% nationally.

You still aren't likely to get back what you spend on an ADU, at least not in resale value. Nationally, agents estimate that it costs \$77,239 to build an ADU onto a property, putting the average ROI of an ADU at -15%.

"Many people like the idea of building an ADU; however they need to consider the costs that go into building one, and if they're planning to make it habitable, need to consider things like plumbing, electricity, and sewage."



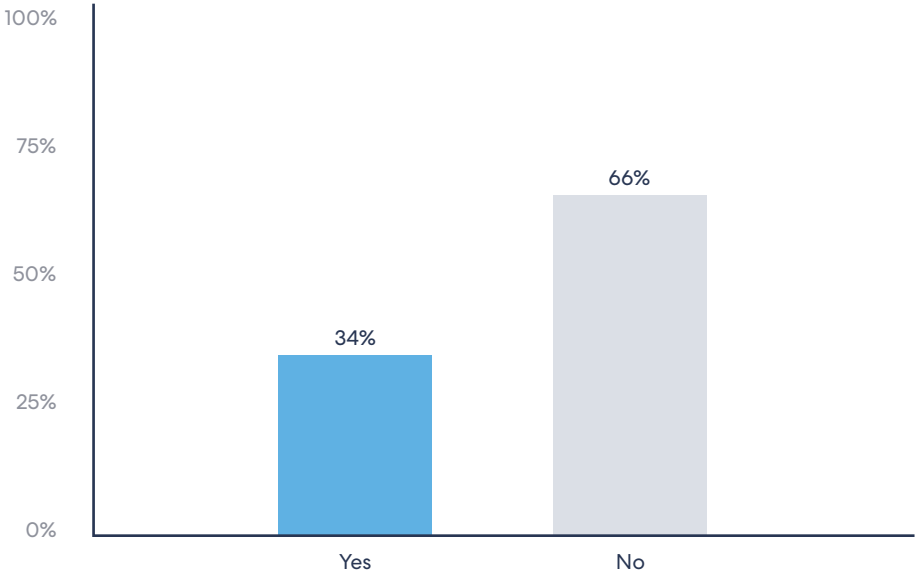
Joraine Costales

Top real estate agent in the San Francisco Bay area

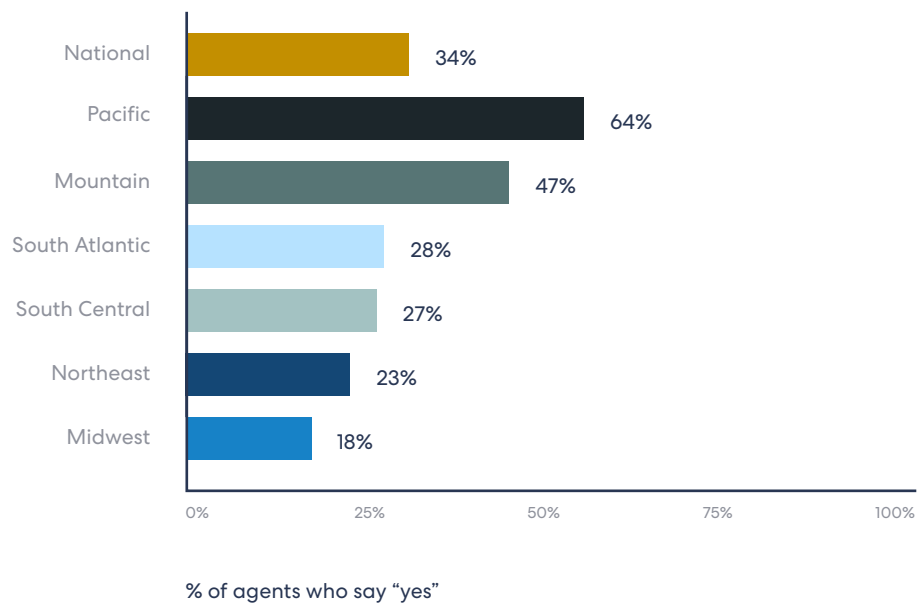
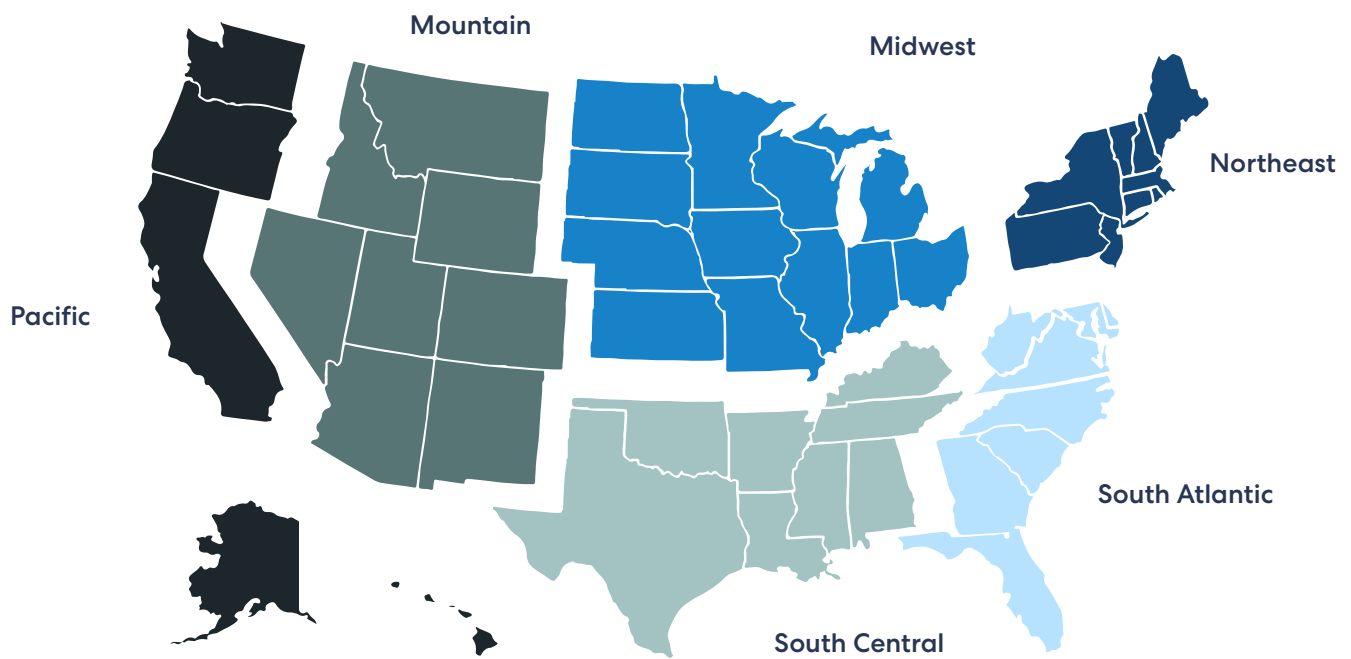
It's only in the Pacific region where you can expect to essentially break even at 2% ROI. However, it also costs the most to build an ADU on the Pacific Coast, to the tune of \$116,724.



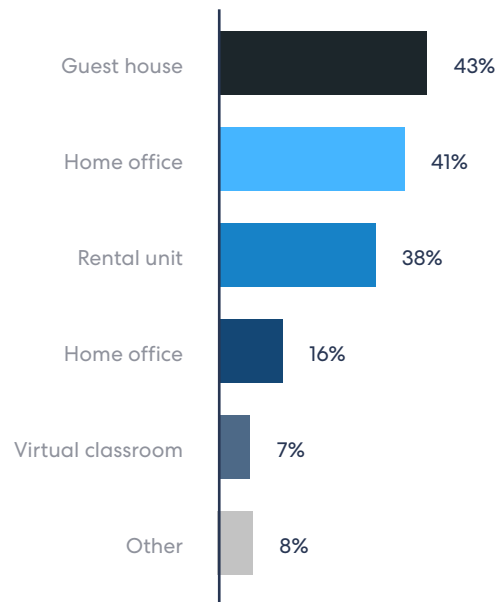
Over the past year, have you seen a **rise in ADUs** (accessory dwelling units, also called granny flats or in-law suites) in your market?



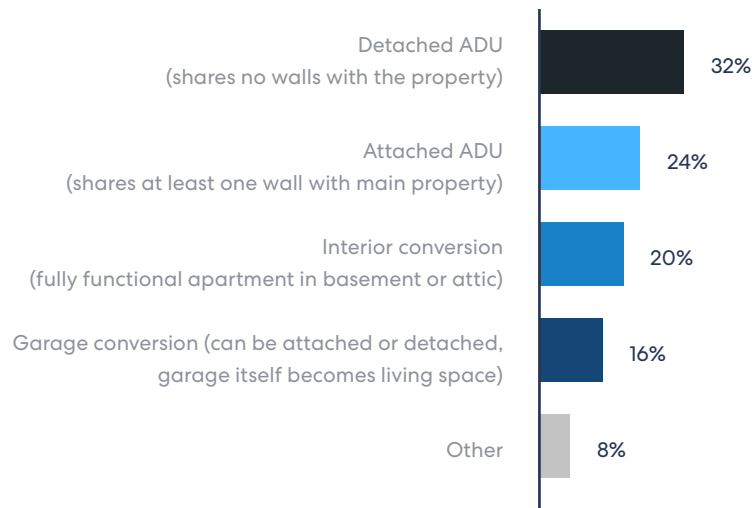
Over the past year, have you seen a **rise in ADUs** (accessory dwelling units, also called granny flats or in-law suites) in your market?



What are homeowners in your city **most likely to use their ADU for?** (Check all that apply.)

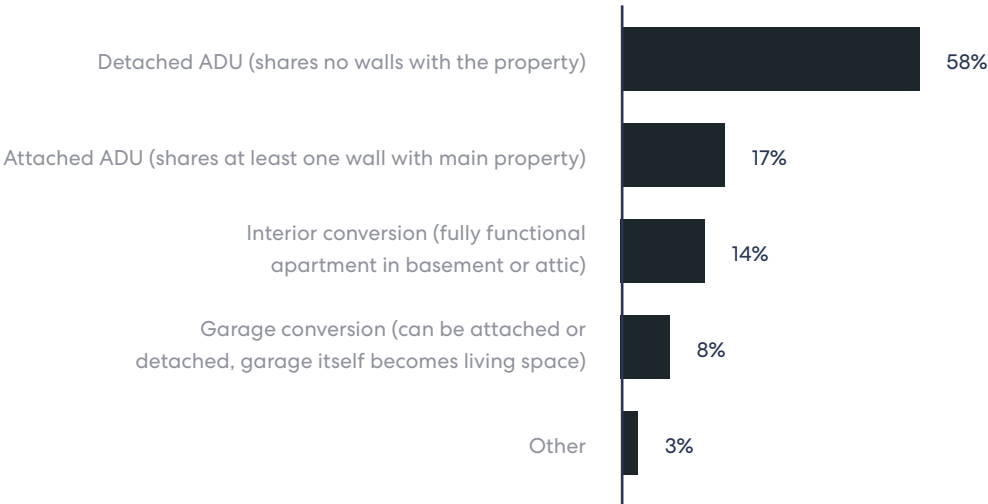


What is the most common type of **ADU** in your market?

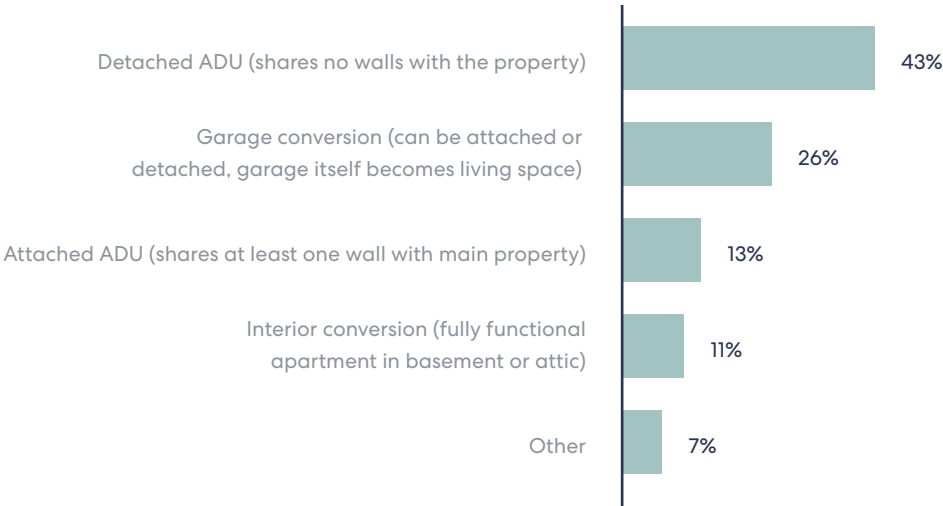


Regional comparison of the most common types of ADUs

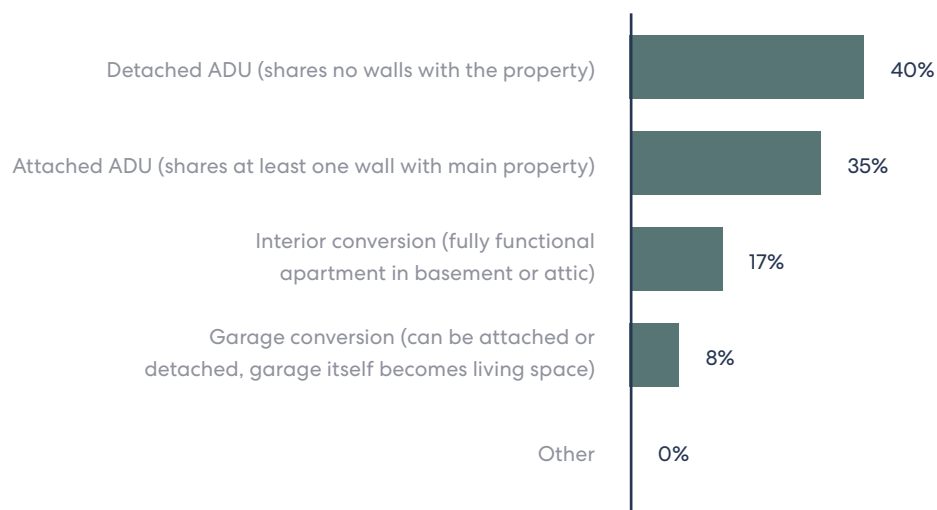
Pacific: What is the most common type of ADU in your market?



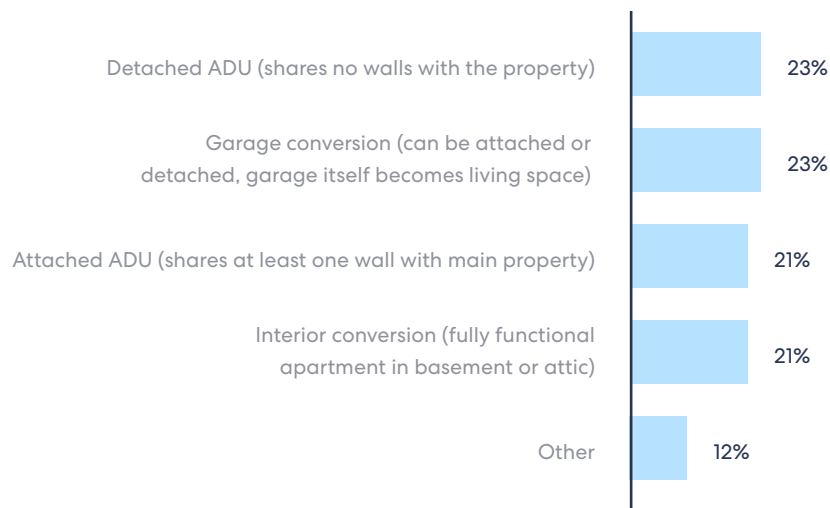
South Central: What is the most common type of ADU in your market?



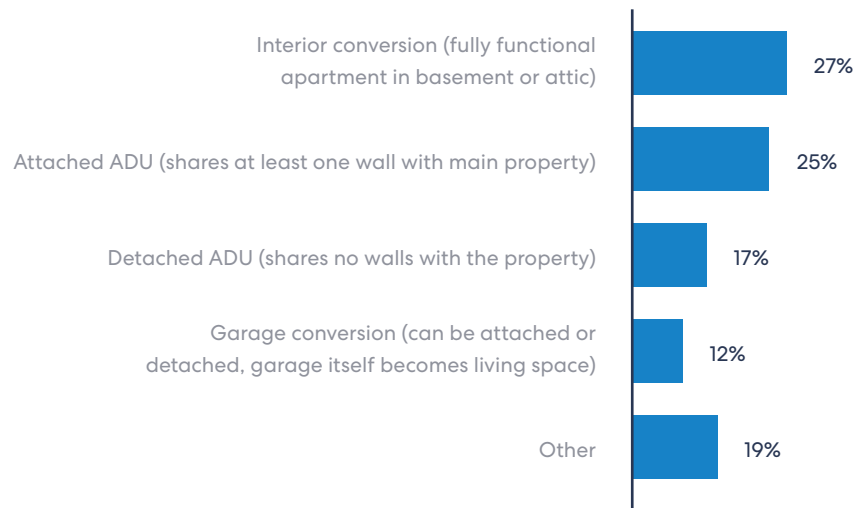
Mountain: What is the most common type of ADU in your market?



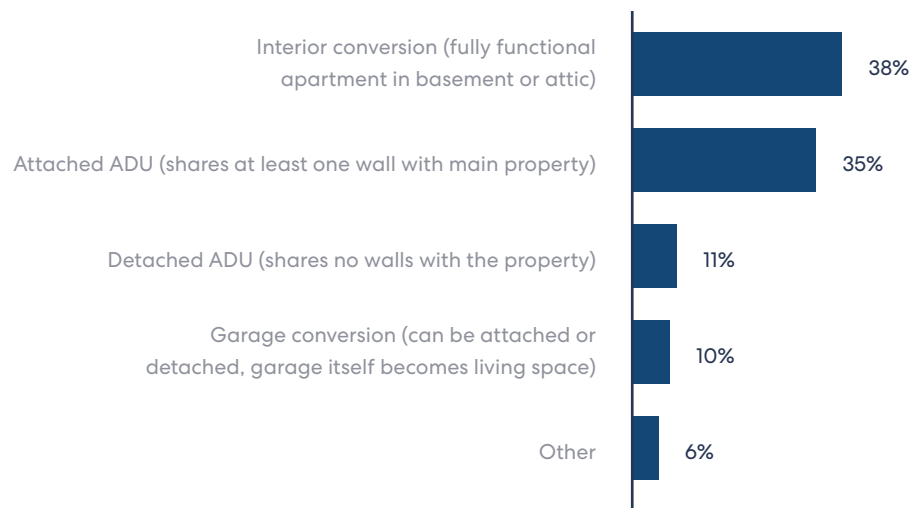
South Atlantic: What is the most common type of ADU in your market?



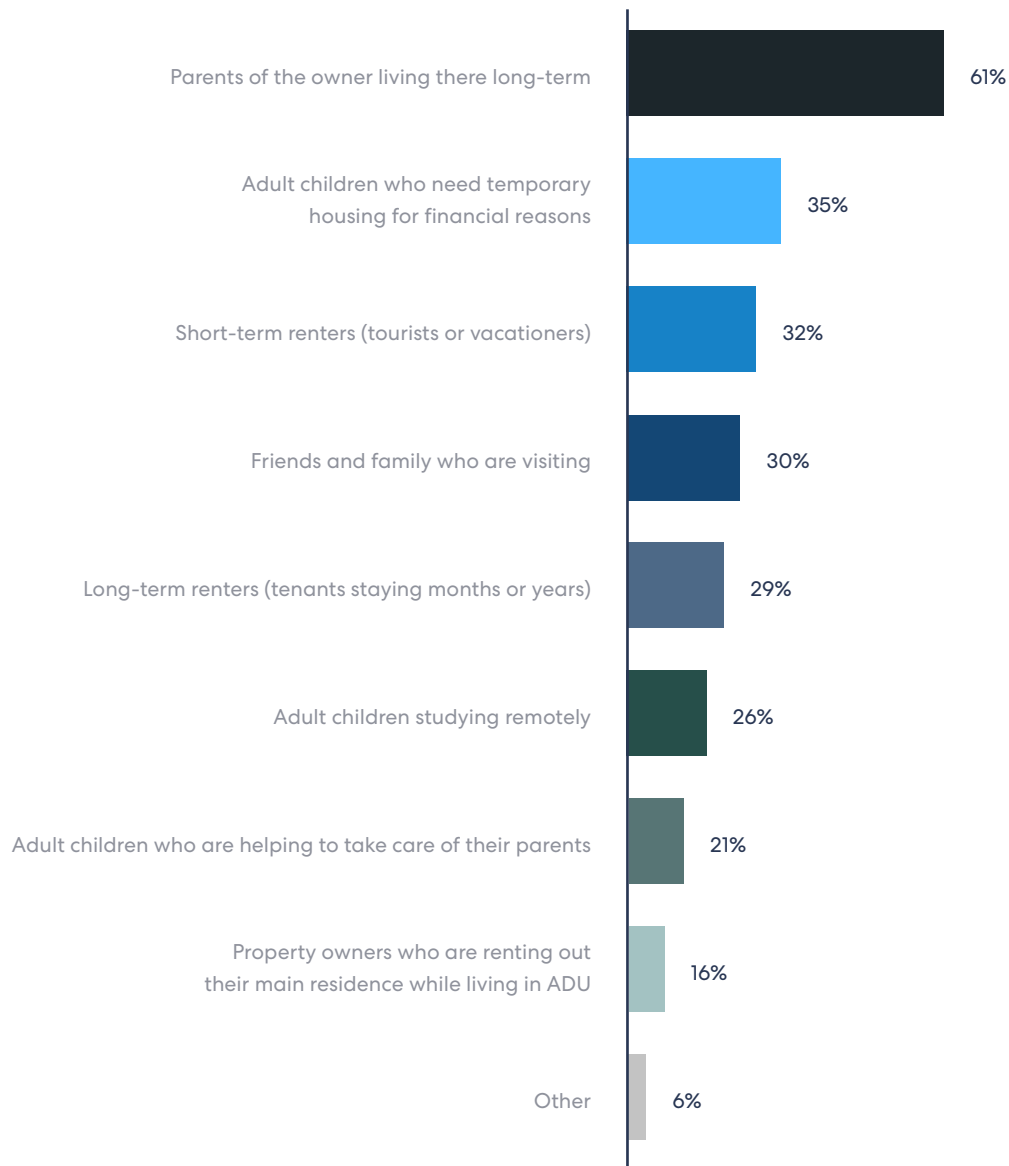
Midwest: What is the most common type of ADU in your market?



Northeast What is the most common type of ADU in your market?



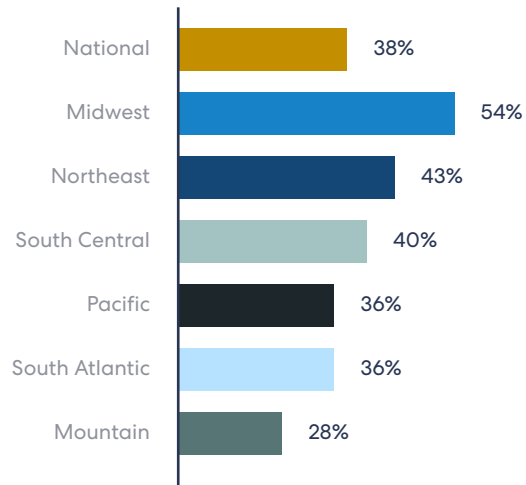
Which types of guests are **most likely to inhabit ADUs** in your market? (Check all that apply.)



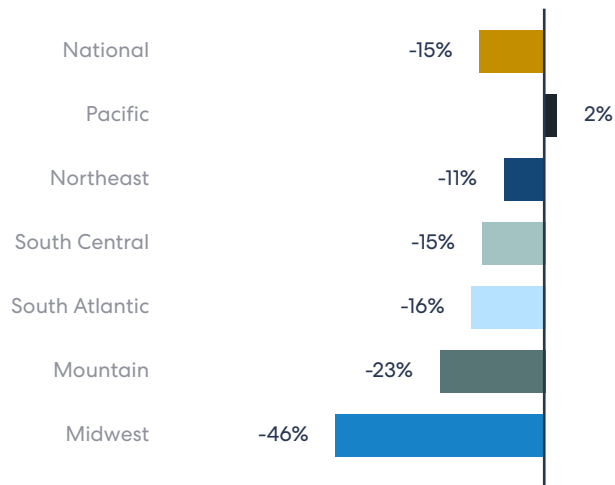
Tell us about the **cost vs. value of an ADU** in your market.



Average % increase in the **resale value of ADUs** from pre-COVID to current times



Average ROI of building an ADU based on agent cost and value estimates



Short-Term Rentals Trend Upward, Creating New Opportunities and Challenges

By adding key features, ADU owners can rent out their property for more

Although our survey found that the most popular use of ADUs is to house family members, these units are also commonly rented out, especially in the Pacific and Mountain regions.

In the Pacific region, 47% of agents say that long-term renters (tenants staying months or years) are likely to inhabit ADUs in their market, compared to 29% nationally. Meanwhile, 48% of agents in the Mountain region say short-term renters are likely to inhabit ADUs in their market, compared to 32% nationally.



In this chapter of the survey, we lean into the expertise of top real estate agents to explore how homeowners who plan to rent out ADUs for side income can maximize the appeal and value of their unit, whether it's by adding a private entrance, in-unit laundry, or more natural light.

In addition, we zoom out on the broader impact that short-term rentals in particular can have on a

community — not just when it comes to ADUs, but when considering the overall rise of platforms like Airbnb, HomeAway, and VRBO.

While serving to enable tourism and provide more flexible hotel alternatives, this trend gone unchecked can devalue surrounding properties anywhere from 10%-15%, our survey finds.

As community leaders, real estate agents offer insights into how rental owners and municipalities can work together to enact rules that preserve the residential appeal of a neighborhood while embracing the inevitable growth of short-term rentals.

Where are ADUs legal to rent?

Nationwide 67% of real estate agents report that it's legal to rent out ADUs in their market, compared to the Pacific region (where 90% of agents report that it's legal to rent ADUs) and Mountain region (where 81% of agents report that it's legal to rent ADUs). By contrast, only 42% of agents in the Northeast say it's legal to rent ADUs in their market. But rules vary from city to city.

What features do ADU renters seek?

The top feature an ADU owner can add to improve resale value or increase the amount of rent charged for an ADU is to add a private entrance, with 84% of agents citing it as a top ADU feature. Air conditioning (77% of agents recommend) and in-unit washer and

dryer (72% of agents recommend) come in second and third.

The top three design elements an ADU owner can add to boost resale value or increase the amount of rent charged include durable flooring such as waterproof laminate (recommended by 55% of agents); natural light via french doors, skylights, or clerestory windows (53%); and the use of high-end materials such as granite and name-brand appliances (47%).

Durable flooring is most important to ADUs in the South Central region (73%, compared to 55% nationally); while natural light is critical to the Pacific Coast (66%, compared to 53% nationally). In the Northeast, storage (52%, compared to 38% nationally) is of higher priority than the other regions, as is universal design (44%, compared to 35% nationally).

What other factors make an ADU more valuable?

Sixty percent of agents say that proximity near the city center is a top location factor that increases ADU value in their market. Rounding out the top three location factors are proximity to a college campus (47% of agents cite it as a top location quality for increasing ADU value) and proximity to a body of water (43%). It was only in the South Central region where more agents said that proximity to a college campus (60% of agents) tops closeness to the city center (58% of agents) when measuring the value and rent charged for a local ADU.



Are short-term rentals on the rise?

Over the past year, 51% of agents have seen more properties being listed on platforms such as Airbnb, VRBO, or HomeAway in their market. The South Central region had the highest concentration of agents who have seen an increase in short-term rentals (61%, compared to 51% nationally).

Nearly a quarter of agents reported seeing a shift to “longer” short-term rentals fueled by remote work; while nearly a quarter have also seen more investors buying short-term rentals at scale, beating out individuals with smaller portfolios.

Given that the Mountain region appears to be popular for vacation rentals, it makes sense that a third of agents in that region have recently seen buyers express more concern over a high number of short-term rentals in the area, compared to 19% of agents who have heard this from buyers nationally.

Can short-term rentals reduce property values?

Short-term rentals support tourism. This in turn helps cities fund new developments and things to do, which everyone locally benefits from. “We are seeing more VBRO and Airbnbs than in previous years,” says survey participant [Valerie Dupree](#), a top real estate agent in Clayton, North Carolina, a suburb of Raleigh. “Our downtown is really growing with bars and restaurants. Lots of activities like the farmers market, music festivals, bands, and more on weekends.”

However, there can be too much of a good thing.

“Noise increasingly from short-term rentals can make other property owners in surrounding areas sell,” shares survey participant [Ashley Blackmore](#), speaking from the perspective as a top real estate agent in Durango, Colorado, who serves the southwest portion of the state.

Agents estimate that an owner-occupied property is worth up to 13.3% less when surrounded by a high volume of short-term rentals, our survey data shows. This ranges from an estimated 15.5% reduction in value that agents estimate in the Northeast, to a 9.1% price hit in the Mountain region.

However, it’s not a one-sided issue. “Short-term rentals are a necessity in our city,” comments top Savannah, Georgia, real estate agent and survey participant [Rick Wills](#). “Savannah is a tourism-fed city that thrives on short-term and long-term rentals — long term, due to the college and ports.”

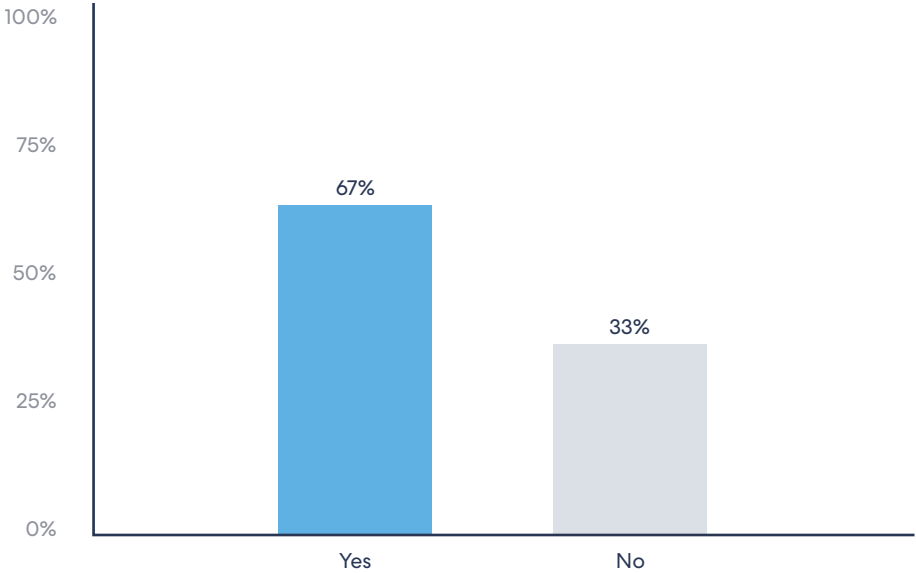
Overall agents seem to suggest finding a middle ground between regulations that support tourism and the creation of affordable housing, while minimizing the “hotel strip” effect with rules on noise and length of stay that can be enforced.



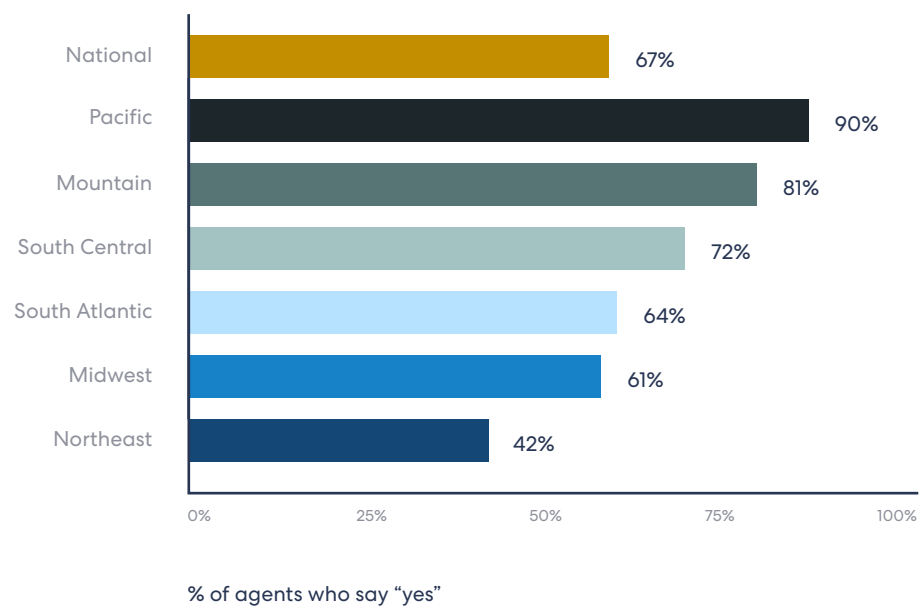
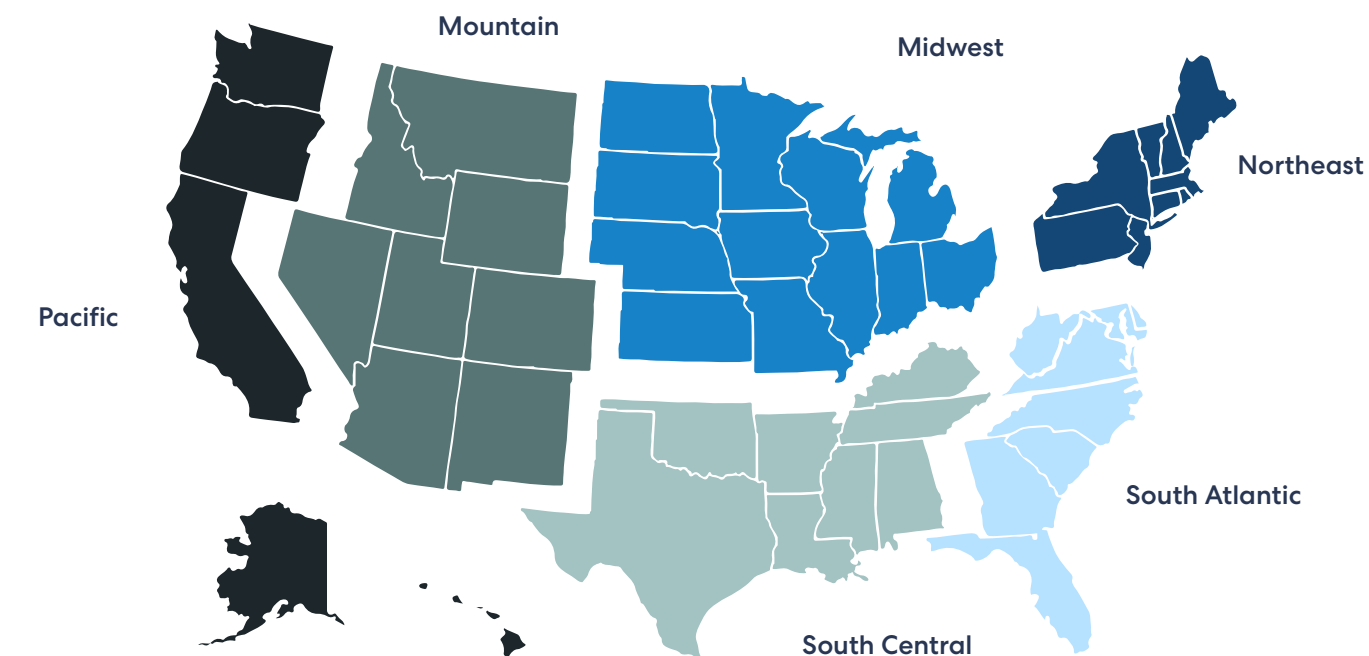
Survey participant [Carolyn Proto](#), a top real estate agent in Millstone Township, New Jersey, shares further insight on the response of municipalities to this trend in requiring longer stay times.

“My market is traditionally a summer rental market,” Proto comments. “We have many properties that are rented out seasonally. Because of the higher amount of investors buying properties and renting them, many of the towns have enacted minimum rental periods to discourage ‘weekend warriors.’”

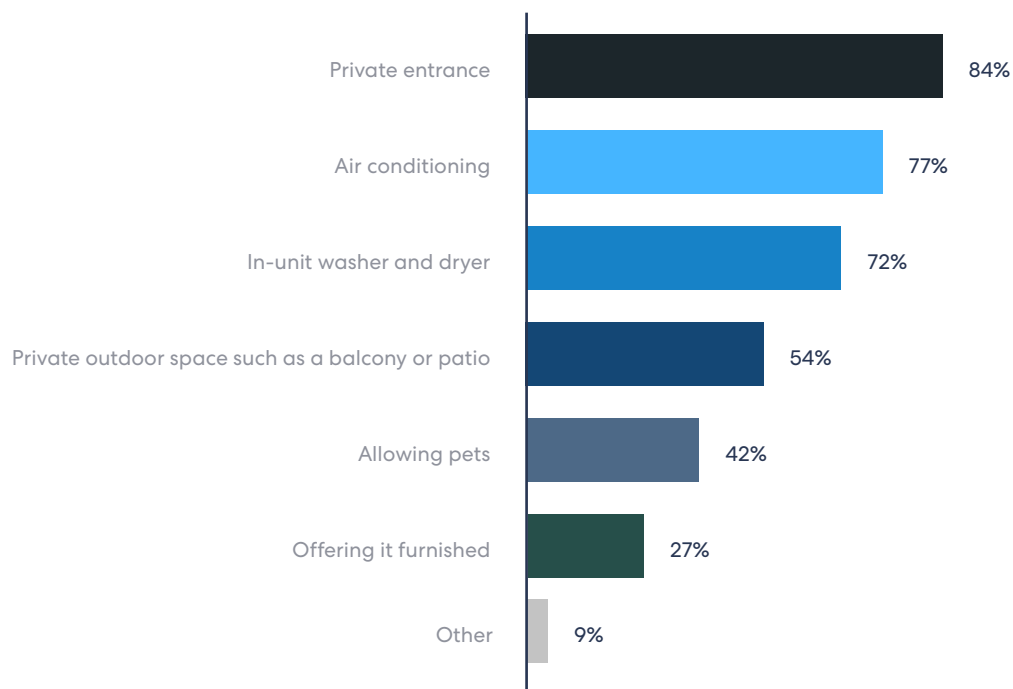
Is it legal to **rent out ADUs** in your city?



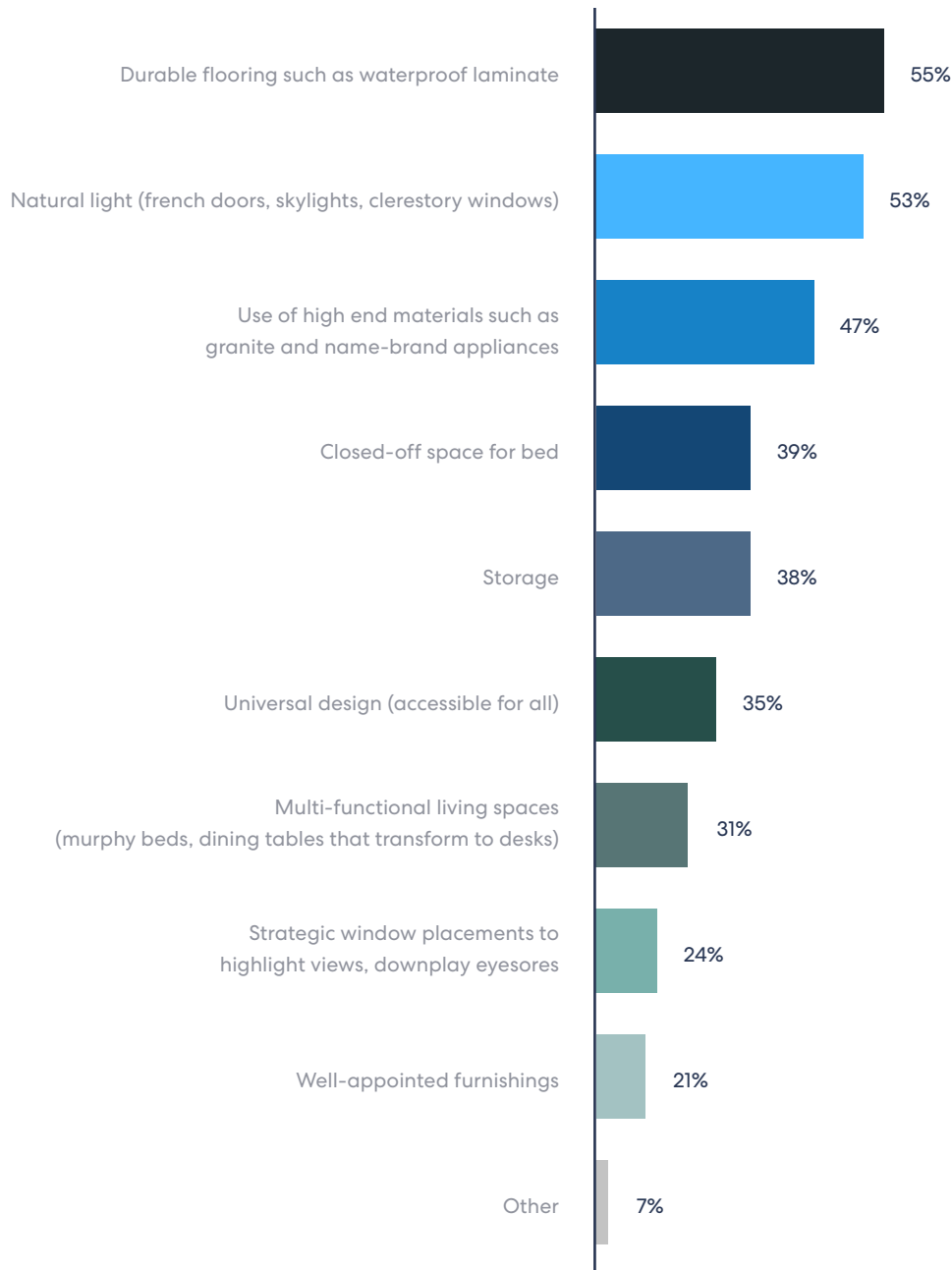
Is it legal to **rent out ADUs** in your city?



Which of the following **amenities or qualities** would you advise a property owner to include in their ADU, for the purposes of **adding the most resale value to the property and / or being able to charge more rent?** (Check all that apply.)

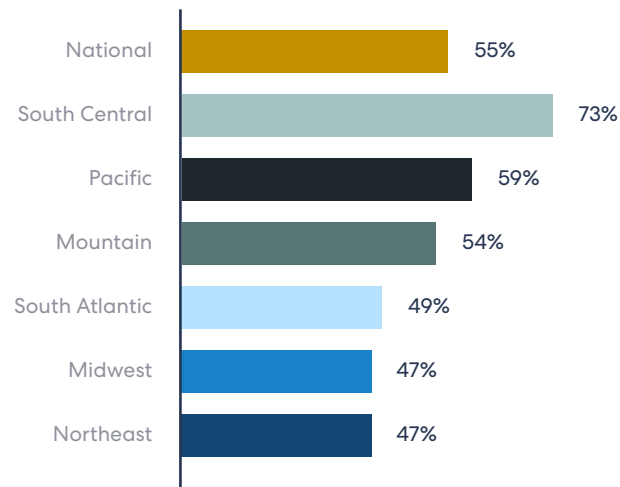


Which of the following **design elements add the most value to ADUs in your market**, either by boosting **resale value or increasing the amount of rent charged?** (Check those that apply.)

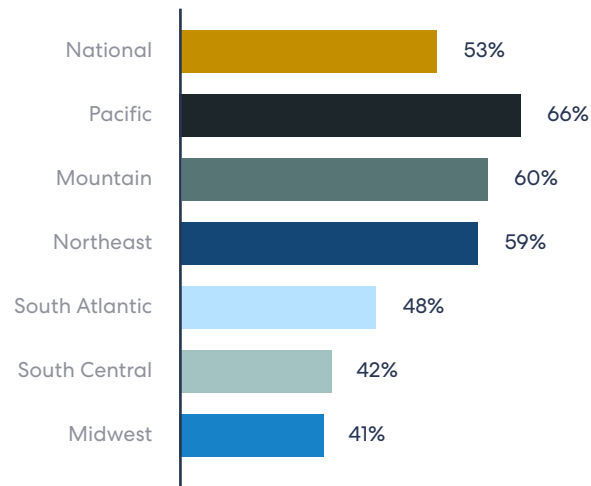


Regional comparison: “_____” is one of the top features that adds the most value to ADUs in my market:

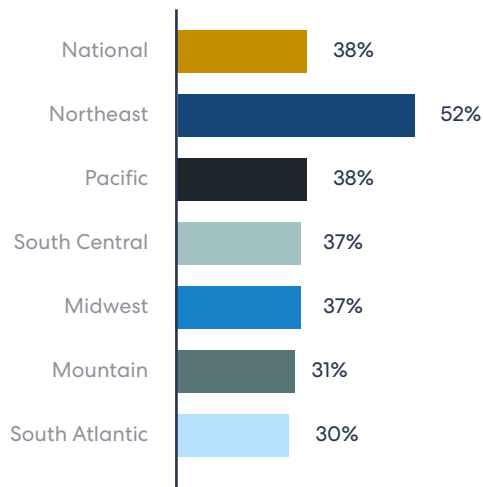
Durable flooring such as **waterproof laminate**:



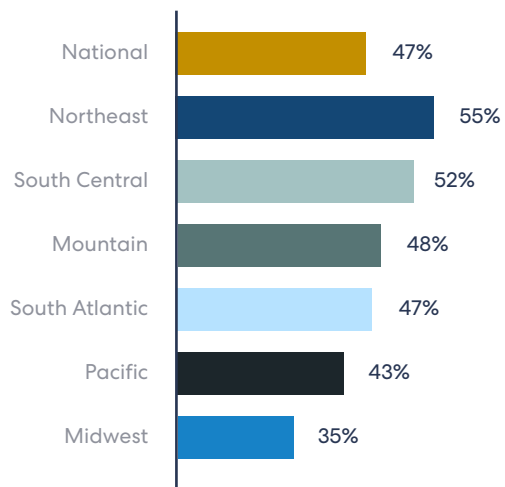
Natural light (french doors, skylights, clerestory windows):



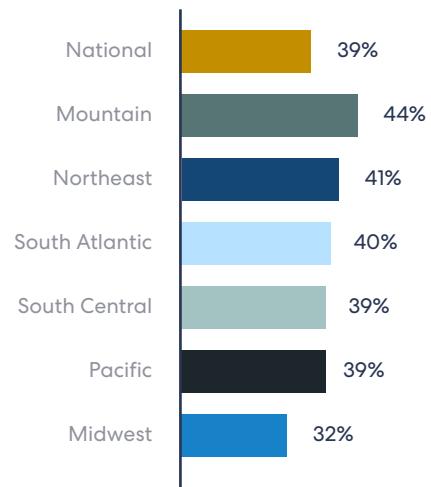
Storage:



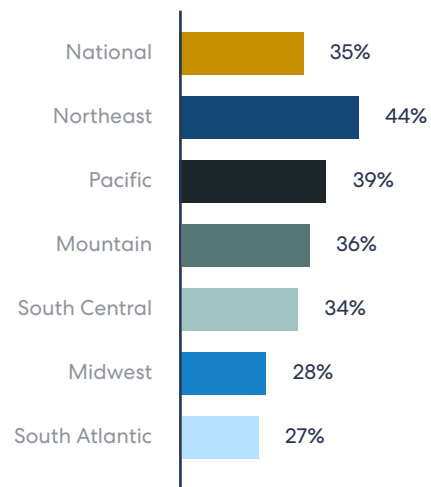
Use of high-end materials such as **granite and name-brand appliances**



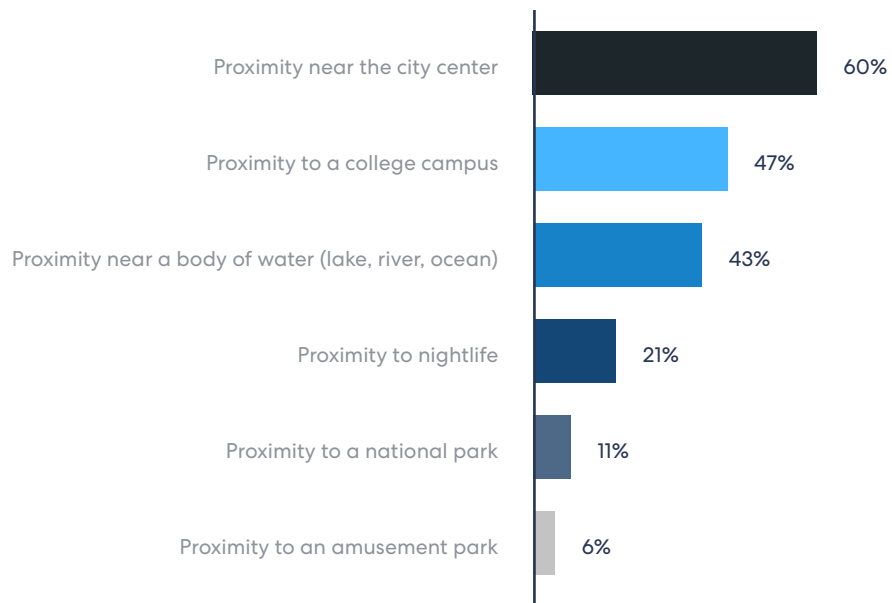
Closed-off space for bed:



Universal design:

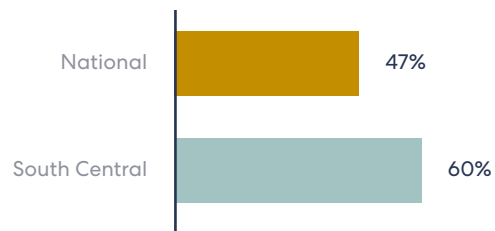
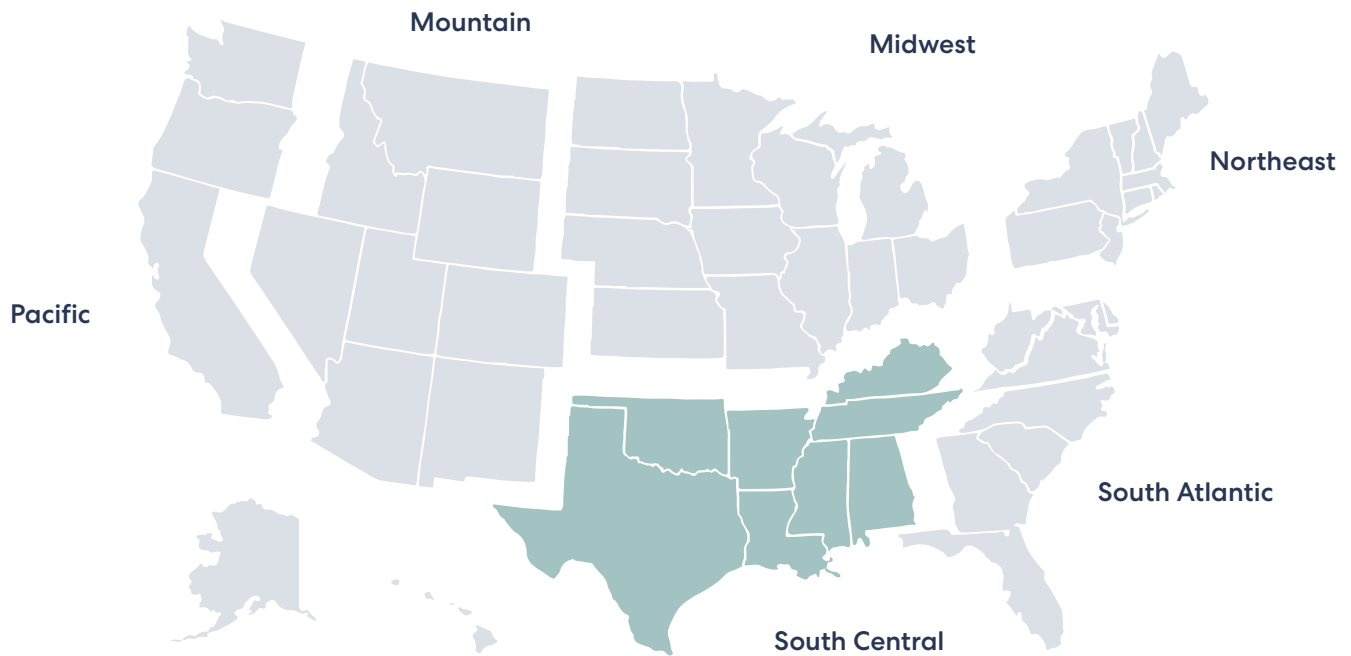


Which of the following **location qualities** are most likely to **increase the value** of an ADU in your market? (Check all that apply.)

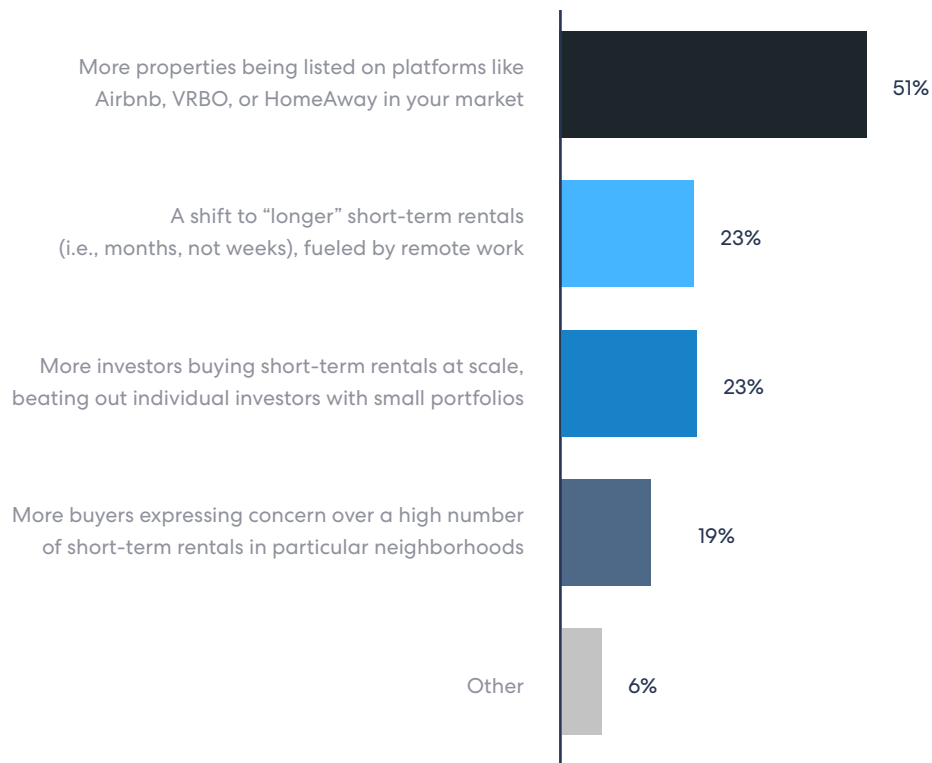


Regional spotlight:

Proximity near a college campus is likely to increase the value of an ADU in my market

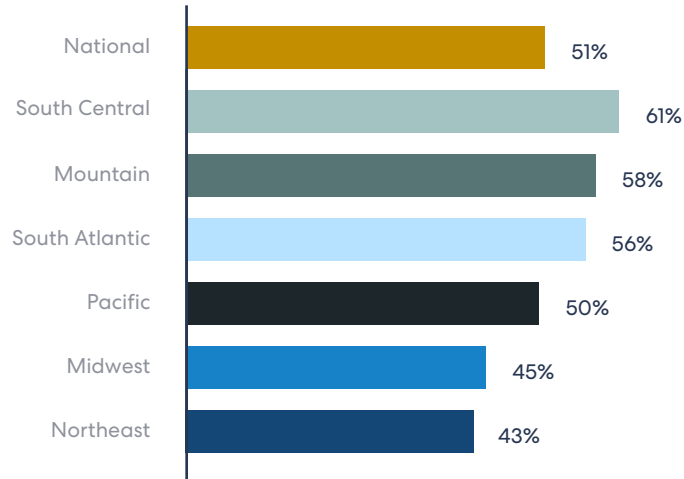


Over the past year, which of the following **short term rental trends** have you seen in your market:
(Check all that apply.)

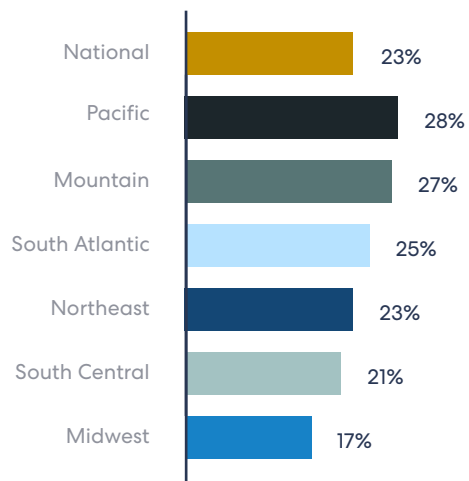


Regional comparison of short-term rental trends

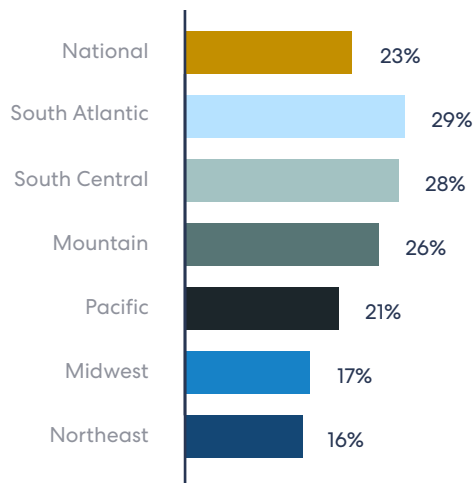
More properties are being listed on platforms like **Airbnb, VRBO, or HomeAway** in my market:



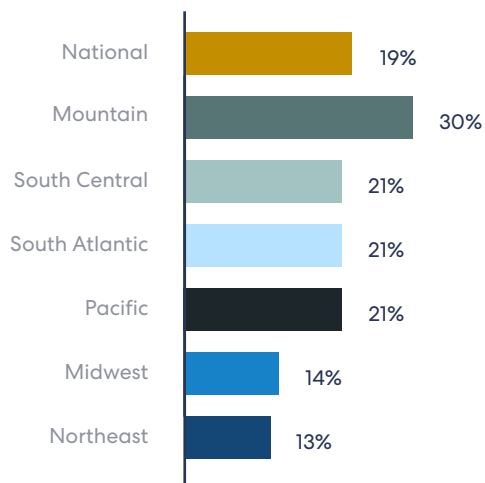
I'm seeing a shift to **“longer” short-term rentals** (i.e., months, not weeks), fueled by remote work:



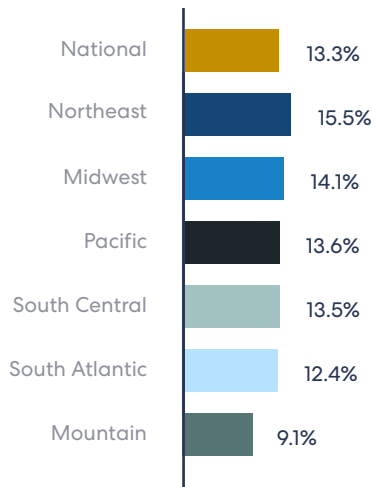
More investors are **buying short-term rentals** at scale, beating out individual **investors with small portfolios in my market:**



More buyers expressing concern over **a high number of short-term rentals** in particular neighborhoods:



In my market, an owner-occupied property in my market is worth up to _____% less if its surrounded by a **high volume of short-term rentals**.



As Golf Popularity Soars, Nearby Property Values Follow Suit

Broadening appeal of the sport and desirability of community amenities lift golf course home prices

Have you noticed lately how hard it is to book a tee time? The number of golf rounds played in the U.S. rose over [20% in 2020](#), according to figures from Golf Datatech. An analysis in *Esquire* in summer 2021 explores the so-called [Golfaissance](#), or re-energizing of a sport that has historically carried a strong reputation for being stuffy and elitist.

“Most of our golf clubs now have a wait list for membership,” echoes survey participant [Darren Tackett](#), a top real estate agent in Scottsdale, Arizona. “This is in stark contrast to 2010 when I saw memberships at historic lows and prices at rock bottom.”

The safety and serenity of the outdoors made golf a popular pandemic pastime, introducing new

players of different ages and demographics to the game, *Esquire* posits. The makeover extends to the game’s very wardrobe, thanks to fads like Nike’s spiked Air Jordans and golf hoodies providing casual alternatives for the polo- and visor-averse.

And because property values are essentially a reflection of American priorities — where we want to live, how we want to spend our free time — we wanted to explore the possible impact of golf’s revival on real estate.

“Golf course communities and large homes over 9,000 square feet have become popular again,” comments survey participant [Pam Gebhardt](#), a top real estate agent in Atlanta. “After waning interest in golf, the pandemic provided the perfect springboard



to boost the sport. Golf courses thrived during the pandemic as people worked from home and were able to use the outdoor access of golf as a relief.”

48%

Since COVID / March 2020, the value of a location inside a golf community has increased 48% nationally, from \$16,174 to \$24,002, according to our survey results.

A golf location is worth the most in the Mountain region, adding an estimated \$41,409 in property value, driven by golf-heavy markets such as Phoenix.

“With the desire to be outside, golf has benefited greatly, and along with it, the values of homes,” suggests survey participant [Kersh Ruhl](#), a top real estate agent in West Coast of Michigan.

Nearly a third of agents in the Pacific and Mountain regions also say that over the past year, people in their 30s and 40s have been more likely to embrace the country club lifestyle compared to pre-COVID times. In the Midwest, about a fifth of agents have noticed this unexpected trend as well — and how it’s changed buyer preferences in their market.

“The interest of younger people to locate near a golf course or in a golf community is on the rise and was a bit surprising,” shares survey participant [Kim Batterman](#), a top real estate agent in Appleton, Wisconsin. “Years past it was mostly semi-retired or retired individuals desiring this type of property.



How much value does a **golf community** location add to a property at resale?

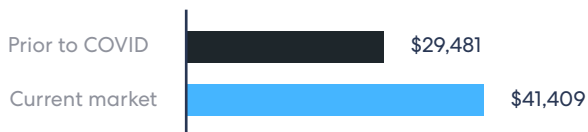
■ Prior to COVID/March 2020, I estimate that a location inside the gates of a golf community added an extra \$_____ in value to a home in my market.

■ In the current market, I estimate that a location inside the gates of a golf community adds an extra \$_____ in value to a home in my market.

National



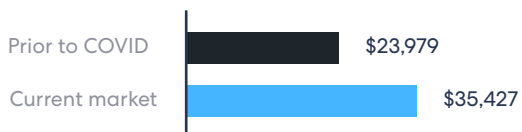
Mountain



Northeast



Pacific



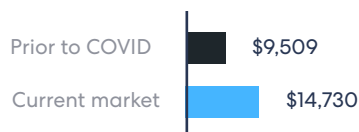
South Central



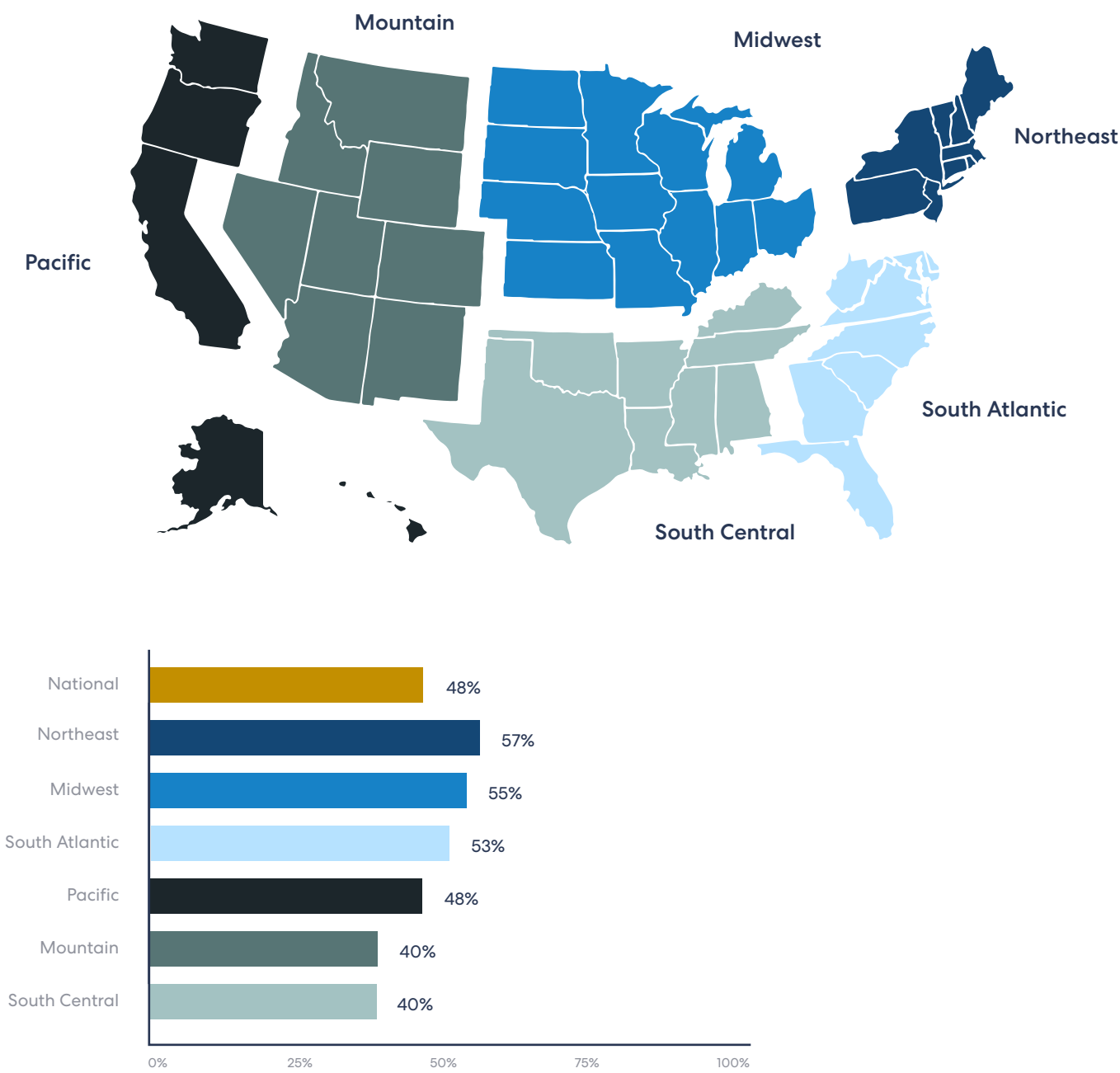
South Atlantic



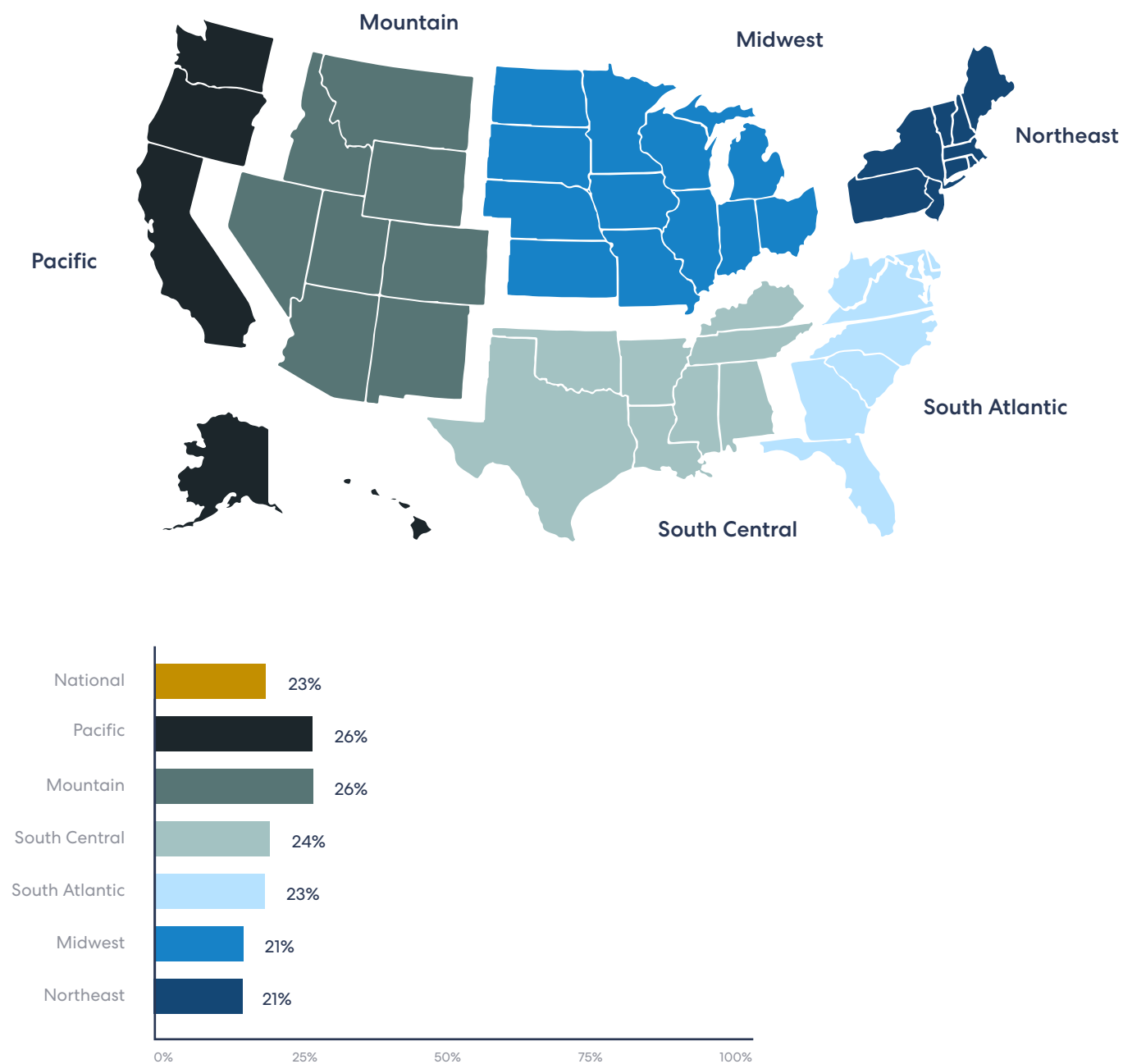
Midwest



Th value that a location **inside a golf community** adds to a property has increased _____% since pre-COVID times.



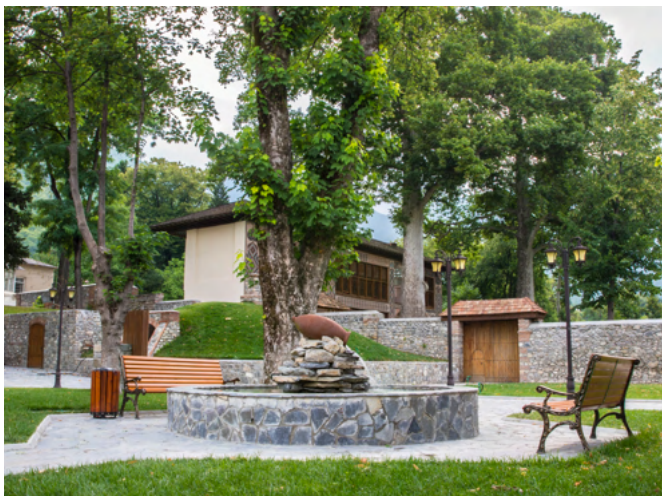
Over the past year, people in their 30s and 40s have been more likely embrace the **country club lifestyle** in my market compared to pre-COVID times.



Outdoor Fireplaces Get Their Glow Up As Key Outdoor Lounge Feature

By adding beautiful hardscaping and open air social opportunities, outdoor fireplaces see ascending value, even in warmer markets

Outdoor fireplaces, not to be confused with a more casual backyard fire pit, are towering stone or brick structures that transfer the coziness of your indoor fireplace *al fresco*. It's not uncommon to see an outdoor fireplace as one feature in a luxury patio setup that also includes an outdoor kitchen or pool, creating the epitome of resort vibes.



Among other [outdoor amenities](#), outdoor fireplaces have surged in both popularity and value over the past 18 months, data from our survey suggests. Nationwide 65% of agents say buyer interest in outdoor fireplaces has increased since March 2020. This is true even in warmer regions. In fact, agents in the South Central region were most likely to report increased buyer interest in outdoor fireplaces at 69%.

“Stone or brick fireplaces for backyard patios are all the rage when the seller has had one installed, especially if there is a water feature.”



Jackye Mumphrey

Top real estate agent in Mableton, Georgia,
a suburb of Atlanta

[Melanie Fuller](#), a top agent in Montgomery, Alabama, echoes in the survey: “Most of my buyers love a beautiful rock outdoor fireplace as a place to sit and unwind after the day or get together and relax with friends (even when the weather is not that cold).”

When installing an outdoor fireplace, agents were fairly split on whether wood-burning or gas adds more value. Though you should look to your individual market for guidance, gas did slightly edge out wood, with 48% of agents saying it's the type of outdoor fireplace that adds the most value, compared to 44% who said wood burning.

This is true in part because gas fireplaces are lower maintenance, while those that run on wood may go against local wood-burning and air quality ordinances.

When it comes to indoor fireplaces, a commanding 71% of agents say a gas fireplace is the type that adds the most value. Indoor fireplaces have seen a slight value increase since March 2020 of 17%, from \$3,743, to \$4,385.

But outdoor fireplaces have seen a more dramatic increase of 72%, from \$3,337 to \$5,753.

“Outdoor fire elements are highly desired in our marketplace,” shares survey participant [Sheryl Houck](#), a top real estate agent in the Tampa suburb of Riverview. “Many homeowners have improved their outdoor living space to include cozy ‘lounge’ areas, which the market loves.”

The ROI of an outdoor fireplace depends on how much you spend, but estimates show that custom work for permanent outdoor fireplace structures [can easily exceed \\$20,000](#). Homeowners will need to weigh their own enjoyment of the feature and overall home marketability against these costs.

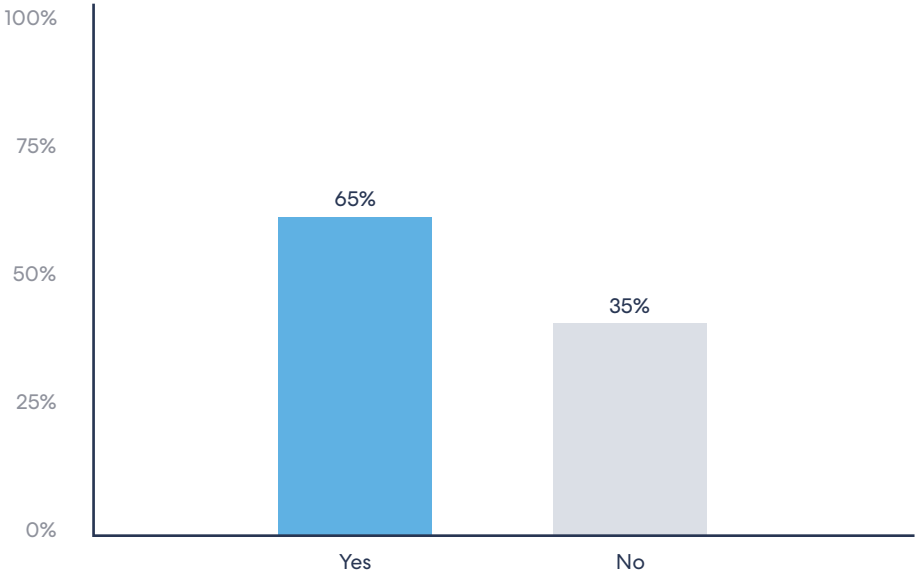
“Exterior hardscaping is a very desirable addition to buyers,” summarizes survey participant [Tom Krieger](#), a top agent in Tucson, Arizona. “Complete outdoor living is a high-demand feature.”

123%

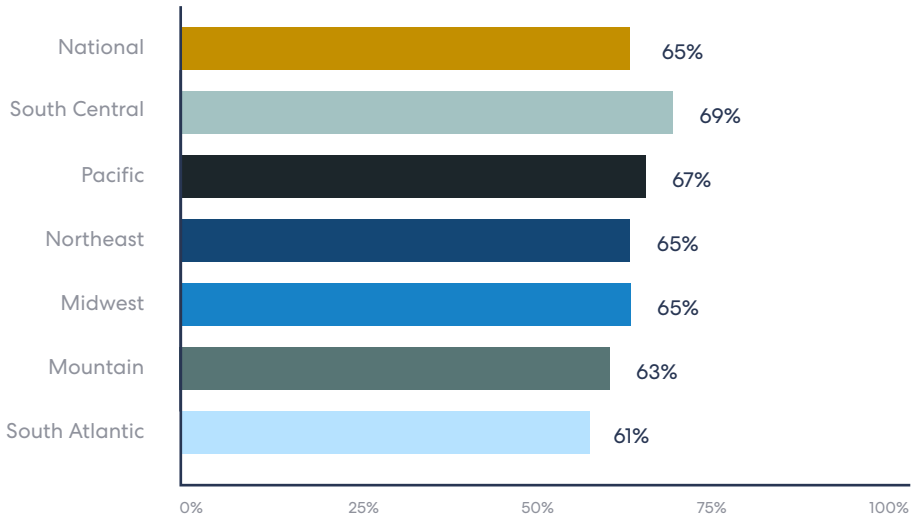
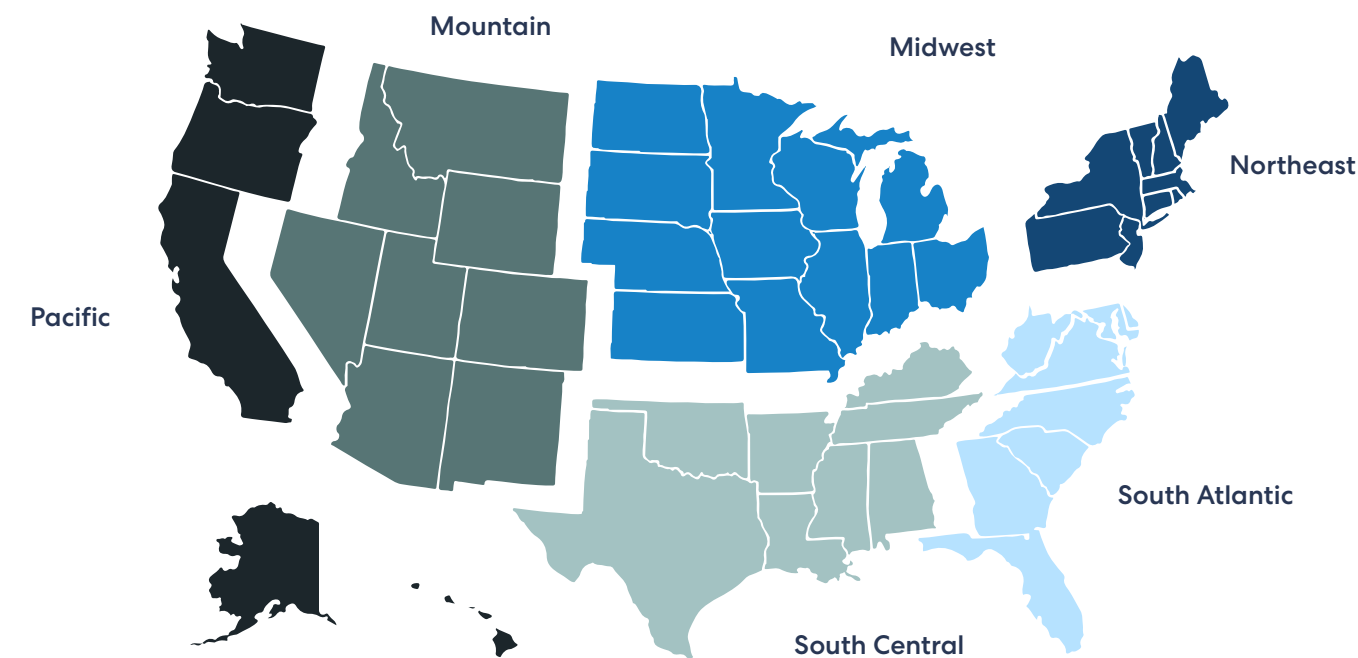
Although outdoor fireplaces are desirable in many markets across the nation, the Pacific region by far saw the most dramatic increase in the value of outdoor fireplaces, from \$4,254 to \$9,497, a 123% boost.



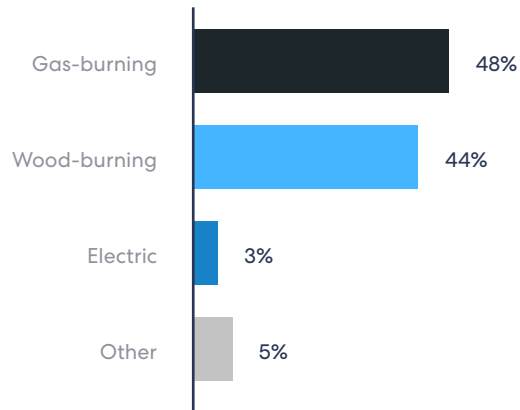
Since March 2020, buyer interest in **outdoor fireplaces** (which are more formal and ususally pricier than fire pits) has increased:



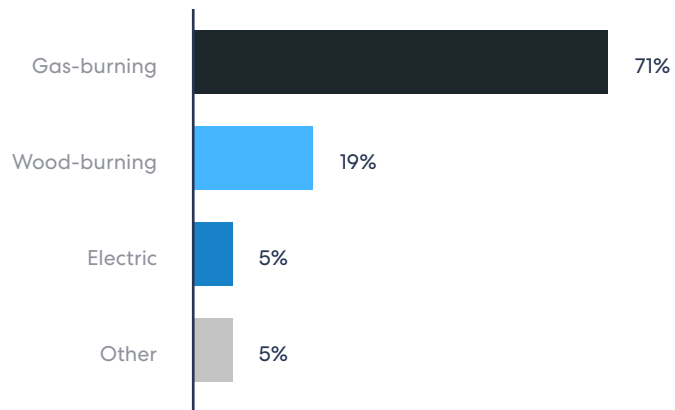
% of agents who say buyer **interest in outdoor fireplaces** has increased in their market since 2020



Which type of **outdoor fireplace adds the most value** to a home in your market?



Which type of **indoor fireplace adds the most value** to a home in your market?



How much value does an **indoor fireplace** add to a home?



National



Pacific



South Central



Northeast



Midwest



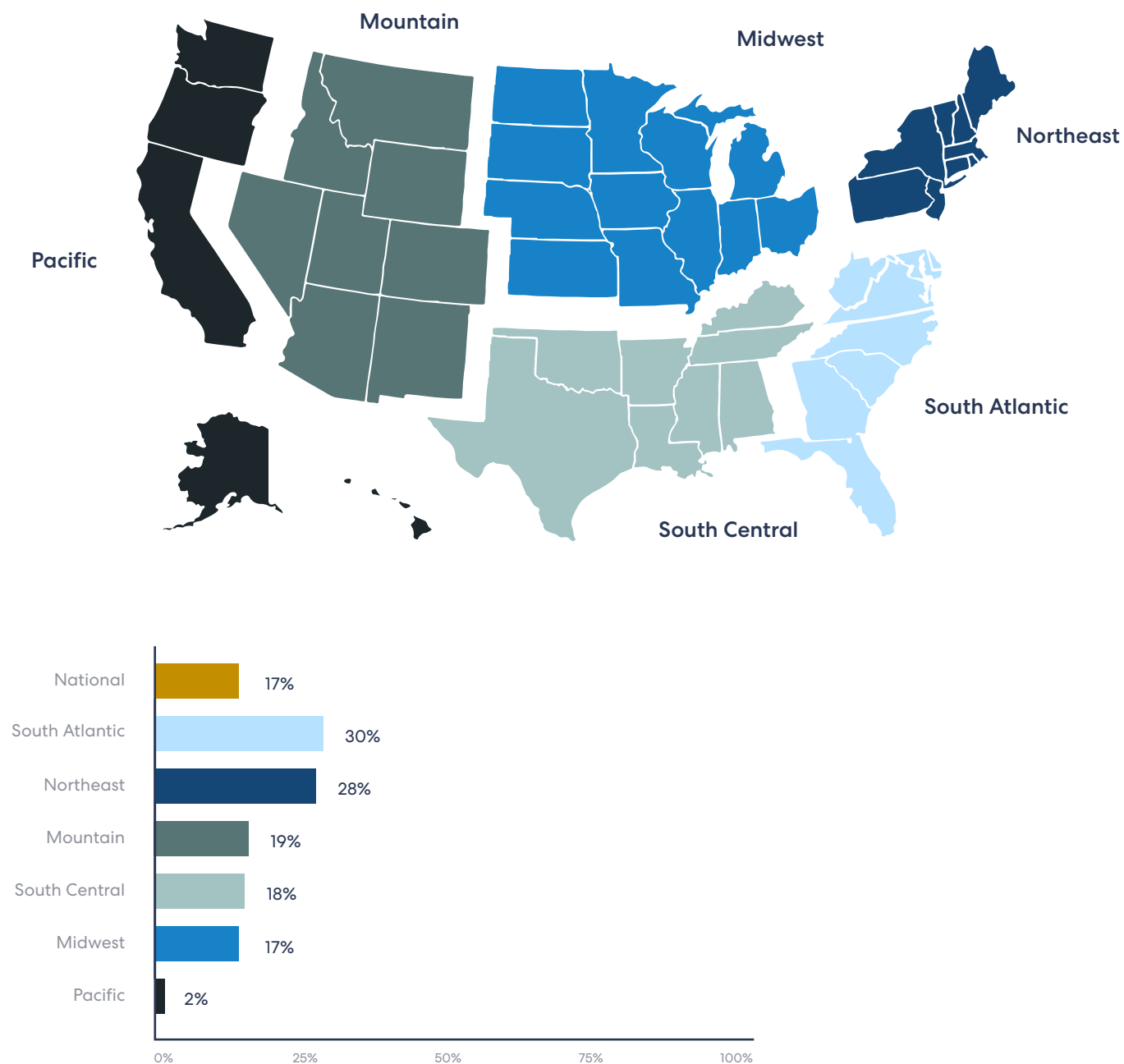
Mountain



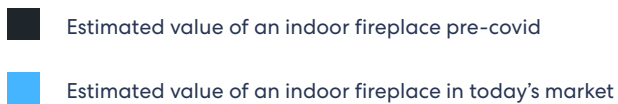
South Atlantic



% increase in the value of an **indoor fireplace** since March 2020



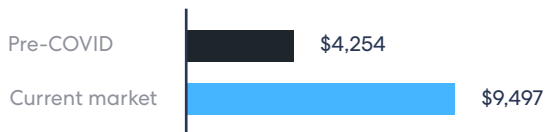
How much value does an **outdoor fireplace** add to a home?



National



Pacific



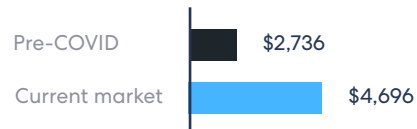
Mountain



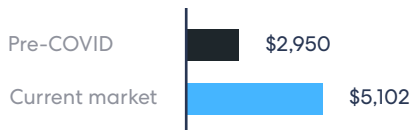
South Central



Northeast



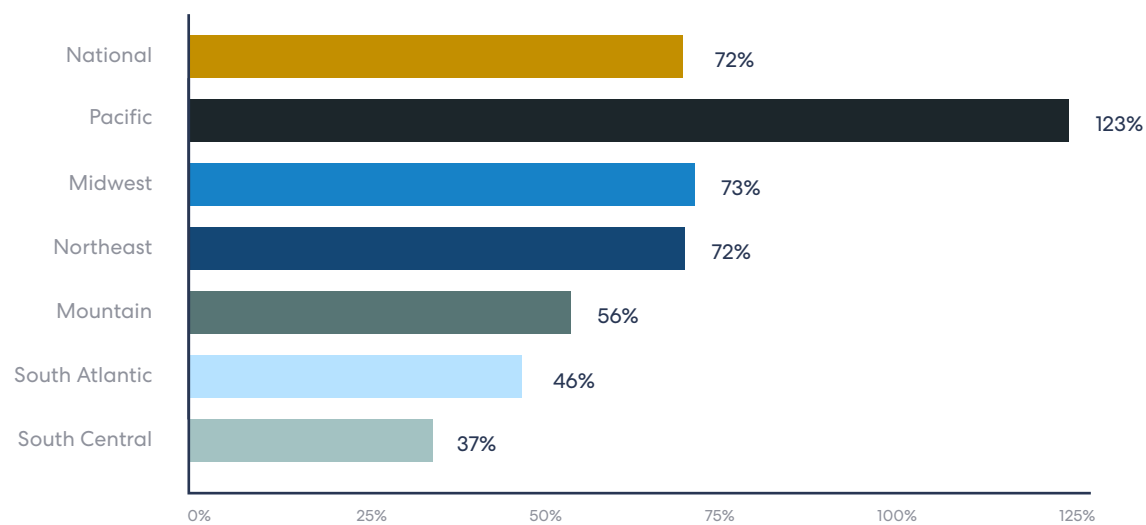
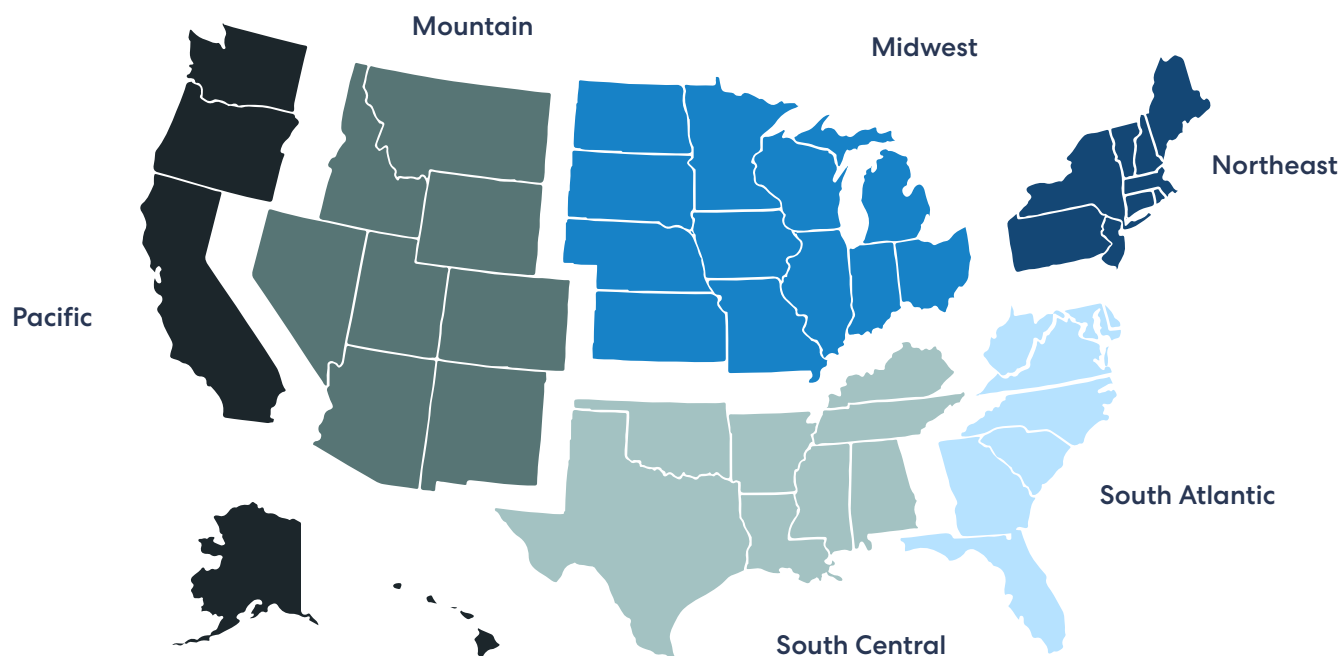
Midwest



South Atlantic



% increase in the value of an **outdoor fireplace** since March 2020



A Special Thanks to HomeLight Elite Agents Who Participated In Our Survey

Here, in alphabetical order, we recognize [HomeLight Elite](#) agents who took the time to participate and share their expertise for this survey. Members of HomeLight Elite represent the top 1% of agents nationwide and receive access to HomeLight's game-changing financial products including [HomeLight Trade-In](#) and [Cash Offer](#), among other benefits. We'd like to give the following Elite agents a special thanks for their help:



Steven Kinne

Compass (Houston, Texas)

- 17 Years of Experience
- Sells Properties 47% Quicker Than the Average Houston Agent
- Earned 2020 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



Reylene Lewis

Century 21 Beal (College Station, Texas)

- 20 Years of Experience
- Works with Over 68% More Single Family Homes Than the Average College Station Agent
- Earned 2020 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



Patrick Muldoon

Muldoon Associates, Inc (Colorado Springs, Colorado)

- 27 Years of Experience
- Works with 78% More Single Family Homes Than the Average Colorado Springs Agent
- Earned 2020 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



Gabby Taylor

RE/MAX Advantage (Redlands, California)

- 18 Years of Experience
- Works with 68% More Single Family Homes Than the Average Redlands Agent
- Earned 2020 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”





















Aaron West

PMZ Real Estate (Modesto, California)

- 16 Years of Experience, 180 Five-Star Reviews
- Sells Properties 57% Quicker Than the Average Modesto Agent
- Earned 2020 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”

Top Agents Who Made This Survey Possible

Listed below in alphabetical order are the top real estate agents who participated in our survey and voluntarily offered to share their name to be included in the report. All of the real estate agents in our survey were identified by HomeLight as top performers in their market based on the same performance data HomeLight uses to identify top real estate agents for hundreds of thousands of homebuyers and sellers nationwide. Agents listed below with a badge next to their name have been identified as performance superstars by an additional layer of metrics including transaction close rate, time to contract, and ratings from past clients. Agents who are not mentioned by name here chose to remain anonymous in our survey.

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|--|---|---|---|
| Aaron Brunette  | Minneapolis-St. Paul | Amie Chen  | Los Angeles |
| Aaron Kinn | Dallas-Ft. Worth | Amy Bales | Chattanooga |
| Adam D'Annunzio  | Philadelphia | Amy Cherry Taylor  | Washington, DC (Hagrstwn) |
| Adam Hamblen | Phoenix (Prescott) | Amy Clark | Columbus, OH |
| Adam Howell  | Rochestr-Mason City-Austin | Amy Cromer | Greensboro-H.Point-W.Salem |
| Adam Stark | Salt Lake City | Amy Harbeck  | Boston (Manchester) |
| Adin Garcia | Miami-Ft. Lauderdale | Amy Lorentsen | Chicago |
| Adriane Witcher | Charlotte | Amy Provost | Burlington-Plattsburgh |
| Aimee L Anderson | Raleigh-Durham (Fayetteville) | Amy Shrader | Knoxville |
| Alan Daniel | Atlanta | Amy Zeitz Bailey  | Louisville |
| Alan Wood | Rochester, NY | Andre Jones | Seattle-Tacoma |
| Albert Stever | New York | Andrea Castaneda  | Los Angeles |
| Alex Adabashi  | Las Vegas | Andrea Wall | Nashville |
| Alex Khodadad | San Francisco-Oak-San Jose | Andrew Biggers | Washington, DC (Hagrstwn) |
| Alex Lehr  | San Francisco-Oak-San Jose | Andrew Bryan  | Philadelphia |
| Alex Saenger | Washington, DC (Hagrstwn) | Andrew Hargreaves  | Detroit |
| Alex Vastardis  | Orlando-Daytona Bch-Melbrn | Andy Sweat  | San Francisco-Oak-San Jose |
| Alex Young | Green Bay-Appleton | Andy Waterman  | Orlando-Daytona Bch-Melbrn |
| Alexander Cordova | El Paso (Las Cruces) | Angela Batten  | Detroit |
| Alexia Mann | Miami-Ft. Lauderdale | Angelo Turner | Columbus, OH |
| Alison Zimmerlin | Kansas City | Angie Petersen  | Minneapolis-St. Paul |
| Allison Barnett | Atlanta | Ann Wilson | Washington, DC (Hagrstwn) |
| Allison Smith  | Chicago | Anna Terry | Raleigh-Durham (Fayetteville) |
| Amalia Marshall | Harrisburg-Lncstr-Leb-York | Annemarie Franz | New York |
| Amanda Rogers | Grand Rapids-Kalmzoo-B.Crk | Annemarie LaTulip | Boston (Manchester) |
| Amanda Smith | San Francisco-Oak-San Jose | Annemarie Wagner | Philadelphia |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|---------------------|---|----------------------------|---|
| Annette Holmes | Phoenix (Prescott) | Brett Rosenthal | Philadelphia |
| Anslie Stokes | Washington, DC (Hagrstwn) | Brian Baca | Baltimore |
| April Mason | Corpus Christi | Brian Bellairs | Portland, OR |
| April Poley 🏠 | Billings | Brian Bemis | Portland, OR |
| Ardee Jagt 🏠 | Palm Springs | Brian Chiu | Houston |
| Arica Andreatta | Colorado Springs-Pueblo | Brian Kassis | Sacramnto-Stkton-Modesto |
| Arlene Chalkley | San Antonio | Brian Logue | Philadelphia |
| Armand Lenchek 🏠 | Raleigh-Durham (Fayetvll) | Brian Shuey | Dallas-Ft. Worth |
| Art Homer | Grand Rapids-Kalmzoo-B.Crk | Brian Side | Seattle-Tacoma |
| Arthur Chapman | Providence-New Bedford | Brian Watson | Albuquerque-Santa Fe |
| Ash Morsi | Washington, DC (Hagrstwn) | Britta Thrift | Oklahoma City |
| Ashawn Rivera | Philadelphia | Brittni DeMoro | Kansas City |
| Ashley Bevan | Denver | Broadus Albertson | Greenvll-Spart-Ashevl-And |
| Ashley Blackmore | Grand Junction-Montrose | Bruce Ailion | Atlanta |
| Ashley Lay 🏠 | Greensboro-H.Point-W.Salem | Bryan Fitzpatrick | Dallas-Ft. Worth |
| Aubrey Pearson | Dallas-Ft. Worth | Bryan Larson | Green Bay-Appleton |
| Barbara Altieri | Hartford & New Haven | Bryce Jones 🏠 | Wichita-Hutchinson Plus |
| Barbara Blades 🏠 | Baltimore | C. Klapperich | Green Bay-Appleton |
| Barbara Zink | New York | Caren Fried | Raleigh-Durham (Fayetvll) |
| Barbara Zorn 🏠 | Orlando-Daytona Bch-Melbrn | Carey Leonard Eckert | Los Angeles |
| Bart Tipton 🏠 | Bakersfield | Cari Baxter | Billings |
| Baruch Rosenberg 🏠 | San Diego | Carol A Smith | Los Angeles |
| Becca Nelson | Idaho Fals-Pocatillo (Jcksn) | Carol Marr | Columbus, OH |
| Ben Otis | Grand Rapids-Kalmzoo-B.Crk | Carol McCann | Philadelphia |
| Bernard Laffer | San Francisco-Oak-San Jose | Carole and Janet Scarialia | Providence-New Bedford |
| Bert Tundidor | Atlanta | Carole Smith 🏠 | Miami-Ft. Lauderdale |
| Beth Alberts | Chicago | Carolyn Proto | New York |
| Beth Ann Ackerman 🏠 | Tampa-St. Pete (Sarasota) | Carolyn Sappenfield | Washington, DC (Hagrstwn) |
| Bethany Brokaw 🏠 | Flint-Saginaw-Bay City | Carrie Holle | Indianapolis |
| Bill Keller | Minneapolis-St. Paul | Catherine Sawatsky | Fresno-Visalia |
| Bill Tierney | Boston (Manchester) | Catrice Johnson | Alexandria, LA |
| Bob England 🏠 | Ft. Smith-Fay-Sprngdl-Rgrs | Cesar Amezcua | San Antonio |
| Bob Ethier | Jackson, TN | Chad Beasley 🏠 | Birmingham (Ann and Tusc) |
| Bob Heim | Baltimore | Chad Chism | Lafayette, IN |
| Bob Jennings | Wilmington | Chad Dannecker 🏠 | San Diego |
| Bradley Sanders | Atlanta | Chad Gloede | Cedar Rapids-Wtrlo-IWC&Dub |
| Bradley W Boeye | Davenport-R.Island-Moline | Chancy Via | Amarillo |
| Brandie Kittle | Missoula | Charla Gonzales 🏠 | Los Angeles |
| Brandon Rasmussen | Philadelphia | Charlotte Keim | Parkersburg |
| Brenda Alarcon | San Francisco-Oak-San Jose | Chelsea Dillick 🏠 | St. Louis |
| Brenda McCroskey | Los Angeles | Chopper Russo 🏠 | New York |
| Brett Knybel 🏠 | Detroit | Chris Barnett 🏠 | Birmingham (Ann and Tusc) |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|------------------------|---|-------------------|---|
| Chris Carter 🏠 | Kansas City | Dan DeNuccio 🏠 | Las Vegas |
| Chris Dannewitz | Eureka | Dana Browning | Boise |
| Chris Gonzales | Los Angeles | Dane Rickard | Denver |
| Chris Schmalz 🏠 | Idaho Falls-Pocatillo (Jcks) | Daniel Del Real | Sacramnto-Stkton-Modesto |
| Chrissy Erb 🏠 | Baltimore | Daniel Eberwein | Raleigh-Durham (Fayetteville) |
| Chrissy Mallouf 🏠 | Dallas-Ft. Worth | Daniel Oster | San Francisco-Oak-San Jose |
| Christela Becker | Atlanta | Daniela Demeillac | Denver |
| Christin Kingsbury 🏠 | Phoenix (Prescott) | Danielle Lazzaro | New York |
| Christina Barone 🏠 | Tampa-St. Pete (Sarasota) | Darcy Richardes | San Francisco-Oak-San Jose |
| Christine Basham | Baltimore | Darlin Gutteridge | Phoenix (Prescott) |
| Christine Khoury | Raleigh-Durham (Fayetteville) | Darren Tackett | Phoenix (Prescott) |
| Christy Bulerez | Houston | Darron Combs | Springfield, MO |
| Christy Mitchell | Greenville-Spartanburg-Asheville-Anderson | Dave Bender | Washington, DC (Hagstrwn) |
| Christy Rabe | Bakersfield | Dave Gaudreau 🏠 | Orlando-Daytona Bch-Melbrn |
| Chuck Bonfiglio | Miami-Ft. Lauderdale | Dave Magua 🏠 | West Palm Beach-Ft. Pierce |
| Chuck House 🏠 | Memphis | Dave Mattes 🏠 | Harrisburg-Lancaster-Lebanon-York |
| Cindi Blackwood 🏠 | Little Rock-Pine Bluff | Dave Matthews | Boston (Manchester) |
| Cindy Fiene-Curfs | Chicago | Dave Woodson | Chicago |
| Cindy Houlihan | Boston (Manchester) | David Balfour 🏠 | Nashville |
| Cindy Quinn | Tampa-St. Pete (Sarasota) | David Carter | Charlotte |
| Claire-Anne Aikman 🏠 | Indianapolis | David DiGioia | Charlotte |
| Clarissa Marshall | Charlotte | David Kent | Charleston, SC |
| Claudia Attard-Keary | Buffalo | David Landsman | Atlanta |
| Claudia Duque | New York | David Marks | Seattle-Tacoma |
| Claudia Ryan | New York | David Nourse | Ft. Myers-Naples |
| Clayton Mulford | Omaha | David Sanders | Chattanooga |
| Clement Little | Greensboro-High Point-Winston-Salem | David Smith | Houston |
| Clinton Andrew Ford | Columbus, OH | David Snyder | La Crosse-Eau Claire |
| Cody Spencer 🏠 | Spokane | David Stafford | Albuquerque-Santa Fe |
| Colleen Collier | Buffalo | Dawn Chadwick | Fargo |
| Colleen Roundhouse | Columbus, OH | Dawn Johnson 🏠 | Gainesville |
| Cory Sherman | Raleigh-Durham (Fayetteville) | Dawn Semancik 🏠 | Cleveland-Akron (Canton) |
| Craig Lipchin | Pittsburgh | Deana Corrigan 🏠 | Philadelphia |
| Craig Murrell | Tampa-St. Pete (Sarasota) | Deanna Hallman | Birmingham (Ann and Tusc) |
| Crystal Grohowski | Orlando-Daytona Bch-Melbrn | Deanna Murphy | Indianapolis |
| Crystal Jeter | Paducah-Cape Girardeau-Hartsville | Deb Parker | Billings |
| Curtis Mellon | Ft. Myers-Naples | Debbie Hunemiller | Boise |
| Cyndi Lesinski | Los Angeles | Debbie Marie | Los Angeles |
| Daba Briggs 🏠 | New York | Debbie Monceaux | Sacramnto-Stkton-Modesto |
| Dagmar Sands | Atlanta | Debbie Phipps 🏠 | Philadelphia |
| Dale and Vickie Wesley | Louisville | Debbie Steiner 🏠 | Cincinnati |
| Damian Gerard | St. Louis | Deborah Blue | Atlanta |
| Damon Nicholas | Washington, DC (Hagstrwn) | Debbie Jacobs | Palm Springs |

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|-----------------------|---|--------------------------|---|
| Debra Kee | Jackson, TN | Emily K Kirshaw | Jacksonville |
| Declan Spring | San Francisco-Oak-San Jose | Enrique Esparza | Los Angeles |
| Deena Anibal | Raleigh-Durham (Fayetteville) | Eric Baskett | Los Angeles |
| Deena Carvajal 🏠 | Orlando-Daytona Bch-Melbrn | Eric Bolen 🏠 | Tampa-St. Pete (Sarasota) |
| Dena Day | Houston | Eric Jack Larson | Seattle-Tacoma |
| Denise Fusaro 🏠 | Providence-New Bedford | Erica Baker | Washington, DC (Hagrstwn) |
| Denise Rubin | Miami-Ft. Lauderdale | Erica Ramus | Philadelphia |
| Dennis Chavez 🏠 | Albuquerque-Santa Fe | Erik Geisler | Phoenix (Prescott) |
| Dennis Gonatas 🏠 | Youngstown | Erika Stofer | Louisville |
| Dennis O'Brien | Philadelphia | Erin K Jones 🏠 | Washington, DC (Hagrstwn) |
| Derek Whitner | Atlanta | Erin Kelly | San Francisco-Oak-San Jose |
| Desari Jabbar | Atlanta | Eve Metlis | Orlando-Daytona Bch-Melbrn |
| Devan Hope | Little Rock-Pine Bluff | Fareed Tawasha | San Francisco-Oak-San Jose |
| Devin Schlaufman | Colorado Springs-Pueblo | Floyd Sheldon | Seattle-Tacoma |
| DeWayne A. Powell | Albany-Schenectady-Troy | Fontineese Geeen | Pittsburgh |
| Diana Brady | Hartford & New Haven | Freddie Santiago | Miami-Ft. Lauderdale |
| Diane Cirignani | Los Angeles | Gail Smith | Seattle-Tacoma |
| Diane Dawson | Champaign&Sprngfld-Decatur | Garry C Chaney | Detroit |
| Diane Knight | Birmingham (Ann and Tusc) | Gary Kent | San Diego |
| Diane Taillon, Broker | Green Bay-Appleton | Gary Naeyaert 🏠 | Lansing |
| Dinara Sammartino | New York | Gary Roberts | Tucson (Sierra Vista) |
| Don McGrath | Dallas-Ft. Worth | Gary Roberts 🏠 | Atlanta |
| Donald Scott | Grand Rapids-Kalmzoo-B.Crk | Gay Lynn Milliorn | Houston |
| Donna Cox | New York | Gayle Sabol | Boston (Manchester) |
| Donna Elder | Lexington | Gaynell Blackshear 🏠 | Houston |
| Donna Garrett | Los Angeles | Gene Pica | Hartford & New Haven |
| Donny Piwowarski 🏠 | San Francisco-Oak-San Jose | George Berick | Cleveland-Akron (Canton) |
| Dorally Leyva | Phoenix (Prescott) | George Rahal | Los Angeles |
| Doug Beiswanger 🏠 | Detroit | Geraldine (Jeri) Anarumo | Orlando-Daytona Bch-Melbrn |
| Doug Goss 🏠 | San Francisco-Oak-San Jose | Gina Baum | Harrisburg-Lncstr-Leb-York |
| Doug Leibinger | Grand Junction-Montrose | Gina McKinley | Phoenix (Prescott) |
| Duff Knott | Denver | Ginger Trimble Knox | Dallas-Ft. Worth |
| Dustin Parker | Salisbury | Ginny Ledwell | Houston |
| Dwight Price 🏠 | Knoxville | Gladys Blum 🏠 | Portland, OR |
| E Harrell 🏠 | Raleigh-Durham (Fayetteville) | Glenda Lagrois 🏠 | Detroit |
| Ed Pestka | Milwaukee | Gordon Hageman | Phoenix (Prescott) |
| Ed Villeda | New York | Grant Braswell | New York |
| Eddie Poole | Nashville | Greg DeFazio | Hartford & New Haven |
| Eden Jordan | Jacksonville | Greg Klesius | Tampa-St. Pete (Sarasota) |
| Eileen Griffin Wright | Boston (Manchester) | Greg Lobbereg 🏠 | Albuquerque-Santa Fe |
| Eliot Finkelstein | Las Vegas | Greg Million | Detroit |
| Elizabeth Olcott 🏠 | San Francisco-Oak-San Jose | Gregg Castrichini | Rochester, NY |
| Elliot Machado | Miami-Ft. Lauderdale | Gregory Papalcure | New York |

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|------------------------------|---|--------------------------------|---|
| Gregory Weis | Kansas City | Jane McCroary | Tampa-St. Pete (Sarasota) |
| Gretta Volkenstein 🏠 | Grand Rapids-Kalmzoo-B.Crk | Janell Stuckwisch | Cincinnati |
| Gunther VanWinkle | Panama City | Janelle Fernandez | Miami-Ft. Lauderdale |
| Haig Istamboulia | Detroit | Janelle Holst | Nashville |
| Hao Dang 🏠 | Seattle-Tacoma | Janelle Holst | Nashville |
| Harriet Libov | New York | Janet Brown | Corpus Christi |
| Harry Finer 🏠 | Hartford & New Haven | Janette Friend-Harrington | Austin |
| Harry Ventimiglia | Chicago | Janice Qualls | Montgomery-Selma |
| Hayley Tomazic | St. Louis | Janina Wozniak 🏠 | Tampa-St. Pete (Sarasota) |
| Heather Barnao | New York | Janine Stevens 🏠 | Palm Springs |
| Heather Lefebvre 🏠 | Miami-Ft. Lauderdale | Janis Tolbert | Anchorage |
| Heather Vargas | Los Angeles | Jann Flowers | Miami-Ft. Lauderdale |
| Heidi Hendrick | Denver | Jared Lundgren | Minneapolis-St. Paul |
| Heidi Mueller | San Francisco-Oak-San Jose | Jason David Maddox | San Francisco-Oak-San Jose |
| Helaine Rothberg | New York | Jason Fox | Seattle-Tacoma |
| Helen Hunt 🏠 | Atlanta | Jason Jernell | Minneapolis-St. Paul |
| Holly Finn 🏠 | Cincinnati | Jason Lorge | Los Angeles |
| Holly Mitchell | Portland-Auburn | Jason Pithers 🏠 | Tampa-St. Pete (Sarasota) |
| Holly Rosser Miller | Tulsa | Jay Kathol 🏠 | Omaha |
| Horace D Ridley 🏠 | Atlanta | Jay Patel | Phoenix (Prescott) |
| Indalecio "Andy" Del Real Jr | Sacramnto-Stkton-Modesto | Jay Villella | Pittsburgh |
| Isadora Sarto | Springfield-Holyoke | Jean E Tickell | New York |
| Izzak Chandler | Dayton | Jean Joh | San Francisco-Oak-San Jose |
| J. Hickie | Harrisburg-Lncstr-Leb-York | Jeanette Yates | Tampa-St. Pete (Sarasota) |
| J. Perrin Cornell | Seattle-Tacoma | Jeannie Verdugo | Bakersfield |
| Jacek Mikolajczyk | Hartford & New Haven | Jed Parish 🏠 | Chicago |
| Jack Dane Work | Washington, DC (Hagrstwn) | Jeff Cameron | Phoenix (Prescott) |
| Jack Mietus | Chicago | Jeff Fedder | Atlanta |
| Jackie Mack 🏠 | Chicago | Jeff Stape 🏠 | Philadelphia |
| Jackie Patrick | Cincinnati | Jeff Teel | Los Angeles |
| Jackie Proffitt 🏠 | Tulsa | Jeffrey Puckett 🏠 | Biloxi-Gulfport |
| Jackye Mumhrey | Atlanta | Jen Birmingham | San Francisco-Oak-San Jose |
| Jacob DaRosa | Sacramnto-Stkton-Modesto | Jen Stauter & Matt Kornstedt 🏠 | Madison |
| Jacob Darr | Chico-Redding | Jenn Sells | Denver |
| Jacob Duvall | Monroe-El Dorado | Jennifer A. Long | Dallas-Ft. Worth |
| Jaime Pardo | Washington, DC (Hagrstwn) | Jennifer Burden 🏠 | San Francisco-Oak-San Jose |
| Jake Conner | Huntsville-Decatur (Flor) | Jennifer Daring | Chicago |
| Jake Garay | New York | Jennifer Davidheiser | Philadelphia |
| James Burnham | Syracuse | Jennifer Kimzey | Oklahoma City |
| James Haidar 🏠 | Detroit | Jennifer King 🏠 | Harrisburg-Lncstr-Leb-York |
| James J Brunswick 🏠 | Grand Junction-Montrose | Jennifer Parsekian | New York |
| James T Silver | Detroit | Jennifer Rosdail | San Francisco-Oak-San Jose |
| Jan Leopold | Denver | Jennifer Short | Atlanta |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|----------------------|---|---------------------|---|
| Jennil Salazar | Indianapolis | Jonathan Owens | Raleigh-Durham (Fayetteville) |
| Jenny Rosas 🏠 | Sacramento-Stokton-Modesto | Jonathan Wilhelm | Nashville |
| Jeremiah Kobelka | Philadelphia | Joraine Costales | San Francisco-Oak-San Jose |
| Jeremy Lock | Presque Isle | Jordan J. Pelletier | Phoenix (Prescott) |
| Jeremy Zucker | New York | Jorge Cardenas | Los Angeles |
| Jeri Kuddes | Fresno-Visalia | Joseph Baylis 🏠 | Cleveland-Akron (Canton) |
| Jerome Leyba | Albuquerque-Santa Fe | Joseph Haydock | Fresno-Visalia |
| Jerry Grodesky | Champaign&Springfield-Decatur | Joseph Lawson 🏠 | Richmond-Petersburg |
| Jesse Mason | Boston (Manchester) | Josh Finigan | Charlotte |
| Jessica Barrios | Sacramento-Stokton-Modesto | Josh Hayes | Las Vegas |
| Jessica Boswell | Hartford & New Haven | Josh Lioce 🏠 | Boston (Manchester) |
| Jessica James 🏠 | Greenville-N.Bern-Washington | Josh McKnight 🏠 | Philadelphia |
| Jessica Omelian | Portland, OR | Josh Shope 🏠 | Harrisburg-Lancaster-Lebanon |
| Jill Crofcheck | Washington, DC (Hagerstown) | Josh Voyles | St. Louis |
| Jill Helgren 🏠 | Tampa-St. Pete (Sarasota) | Joshua Skroch | Reno |
| Jim Naulty | Sacramento-Stokton-Modesto | Joy Gilkeson | Providence-New Bedford |
| Jim Powers 🏠 | Harrisburg-Lancaster-Lebanon | Joyce Covone | Hartford & New Haven |
| Jim Staten | Columbus, OH | Joyce Thomas | St. Louis |
| Jim Straatmann | Charlotte | Julia Egorova | New York |
| Jinet Ventura | New York | Julia Grambo | Las Vegas |
| Joan Capria | New York | Julie Mayfield 🏠 | St. Louis |
| Joan Clark 🏠 | Knoxville | Julie Tache | Charlotte |
| Joanne Botwinick 🏠 | New York | Julie Kuhlmann | Spokane |
| Joanne Finocchio | New York | Justin Bigelow | Columbus, OH |
| Jodi Rand | Atlanta | Justin Johnson | Sacramento-Stokton-Modesto |
| Joe Bourland 🏠 | Phoenix (Prescott) | Justin Knops | Miami-Ft. Lauderdale |
| Joe Hoagland | Omaha | Justin Perrey | Indianapolis |
| Joe LoPiccolo 🏠 | St. Louis | Justin R Eberle | New York |
| Joel Barber 🏠 | Myrtle Beach-Florence | Justin Smith | Palm Springs |
| John Candy | Medford-Klamath Falls | Justin Willard 🏠 | Miami-Ft. Lauderdale |
| John Collinge | Anchorage | Kaivon Hayat | San Francisco-Oak-San Jose |
| John Kruk | New York | Karen Orsolics | Eureka |
| John Leinaar | Grand Rapids-Kalamazoo-Battle Creek | Karene Loman | Spokane |
| John Marker | Detroit | Kari Haas | Seattle-Tacoma |
| John McClintock 🏠 | Philadelphia | Karie Carico | Greensboro-High Point-Winston-Salem |
| John Nash | Chicago | Karin Kay | Seattle-Tacoma |
| John Rainville | Harrisburg-Lancaster-Lebanon | Karyna Burgess | New York |
| John Rice 🏠 | Chicago | Katheryn DeClerck | New York |
| Johnnie Rosser | Salt Lake City | Katheryn Gamiotea | Tampa-St. Pete (Sarasota) |
| Johnny Visa Mitchell | Raleigh-Durham (Fayetteville) | Kathleen Carlson | Orlando-Daytona Beach-Melbourne |
| Jon Bell | Washington, DC (Hagerstown) | Kathleen McNamara 🏠 | Philadelphia |
| Jon Hughes | Reno | Kathryn G Woodruff | Syracuse |
| Jonathan Lorber | Miami-Ft. Lauderdale | Kathy Ball | Biloxi-Gulfport |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|----------------------|---|-----------------------|---|
| Kathy Morrow | Seattle-Tacoma | Kristen Williams | Austin |
| Kathy Murray | Dallas-Ft. Worth | Kristi Gorski | Chicago |
| Kati Houser | Dallas-Ft. Worth | kristina Vanderpool 🏠 | Los Angeles |
| Katie Ely | Colorado Springs-Pueblo | Kristine Aubut | Colorado Springs-Pueblo |
| Kay Chafton 🏠 | Jacksonville | Kristine Klodowski 🏠 | Madison |
| Kay Wilson Bolton | Los Angeles | Kristine L Holvick | Denver |
| Keenan Gottschall | Detroit | Kurt Buehler | Dallas-Ft. Worth |
| Keisha Jordan | Greensboro-H.Point-W.Salem | Kyle Frazier | San Francisco-Oak-San Jose |
| Keith Arnold 🏠 | New York | Kyle Madorin | Orlando-Daytona Bch-Melbrn |
| Kelly Baldwin | San Francisco-Oak-San Jose | Kyra Barmettler | Mobile-Pensacola (Ft Walt) |
| Kelly Creed | Greensboro-H.Point-W.Salem | Lacey Kelly 🏠 | Seattle-Tacoma |
| Kelly Finley Ragland | Detroit | Lacy Flanagan | Ft. Smith-Fay-Sprngdl-Rgrs |
| Kelly Holmquist 🏠 | New York | Lamar Bryant, Jr. | Atlanta |
| Kelly Parker 🏠 | Columbus, OH | Lana Headley 🏠 | New York |
| Kelly Williams | Raleigh-Durham (Fayetteville) | Lance Turner | Detroit |
| Kelsey Djordjevic | Houston | Landon K Johnson | Roanoke-Lynchburg |
| Ken Davis | San Antonio | Lanee Young | Nashville |
| Ken Kadar | Greenwood-Greenville | Larry Chun | Honolulu |
| Ken Mucha | Bend, OR | Larry Steinbacher 🏠 | Cleveland-Akron (Canton) |
| Kenneth Sides | Seattle-Tacoma | Latasha Eaddy | Hartford & New Haven |
| Kenny Plourde | Norfolk-Portsmouth-Newport News | Laura Cochran 🏠 | New York |
| Kenny Truong 🏠 | San Francisco-Oak-San Jose | Laura Flood | Madison |
| Kent Rodahaver | Tampa-St. Pete (Sarasota) | Laura Toms | Detroit |
| Kera Williams | Rapid City | Laura Walker 🏠 | Philadelphia |
| Kerri Spinks | Albany, GA | Lauren D Collier | Colorado Springs-Pueblo |
| Kersh Ruhl | Grand Rapids-Kalamazoo-B.Crk | Lauren Krawczyk | Tampa-St. Pete (Sarasota) |
| Kevin Bartlett | Ft. Myers-Naples | Lauren Tracy | Los Angeles |
| Kevin Burke 🏠 | Chicago | Lauren Wyatt 🏠 | Columbus, OH |
| Kim Batterman 🏠 | Milwaukee | Laurie Roseth Darrow | Seattle-Tacoma |
| Kim Davis 🏠 | Boston (Manchester) | Laurie Steenis | Dallas-Ft. Worth |
| Kim Harlington | Seattle-Tacoma | Leah Marable | Chicago |
| Kim Lally | Baltimore | Leo Gonzalez | San Diego |
| Kim Llewelyn 🏠 | Oklahoma City | Lesa Miller | Indianapolis |
| Kim Thomas | Boston (Manchester) | Leslie Carver 🏠 | Las Vegas |
| Kim Thompson | Atlanta | Lia Patterson | Eureka |
| Kim Webb 🏠 | Chicago | Linda Bauer Moore | San Diego |
| Kimberley Beaudry | Orlando-Daytona Bch-Melbrn | Linda Dunsmore | New York |
| Kimberly Yates | Atlanta | Linda Jonard 🏠 | Columbus, OH |
| Kirk Macklem | Colorado Springs-Pueblo | Linda Kody | Boston (Manchester) |
| Kris Shook 🏠 | Seattle-Tacoma | Linda Walsh | Wilkes Barre-Scranton-Hztn |
| Krista Abshire | Raleigh-Durham (Fayetteville) | Lindsay Matthews | New York |
| Krista Harrison | Eugene | Lindsey Baker | Reno |
| Kristen Ruggiero | Boston (Manchester) | Lindsey Chaney 🏠 | Dayton |

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|------------------------|---|-------------------------|---|
| Lisa Benedict | Jacksonville | Mark Lynch | Boston (Manchester) |
| Lisa Binggeli | Boise | Mark McNeece | Jackson, MS |
| Lisa Chapman 🏠 | Charlotte | Mark Murphy 🏠 | Tampa-St. Pete (Sarasota) |
| Lisa Diehl | Seattle-Tacoma | Mark Schweller | San Francisco-Oak-San Jose |
| Lisa Jones | Phoenix (Prescott) | Mark Waite | Honolulu |
| Lisa Joseph 🏠 | Richmond-Petersburg | Mark Warren | Seattle-Tacoma |
| Lisa Mathena | Wilmington | Marni Jimenez 🏠 | Los Angeles |
| Lisa Molinelli | New York | Marsha Bowen Washington | New York |
| Lisa Nolff | Detroit | Martha Marton | Las Vegas |
| Lisa Purselley | Dallas-Ft. Worth | Marti Reeder | Seattle-Tacoma |
| Lisa Stringfellow | San Francisco-Oak-San Jose | Martin Bouma 🏠 | Detroit |
| Lisa Trace | Chicago | Martin Georgianni | Phoenix (Prescott) |
| Liz Ryan | Atlanta | Mary Foley | Boston (Manchester) |
| Liza E. Mendez | Miami-Ft. Lauderdale | Mary Huffman 🏠 | Erie |
| Loretta Leibert | Philadelphia | Mary Jo Coleman | New York |
| Lori Harrington | Syracuse | Mary Jo Gray 🏠 | Dallas-Ft. Worth |
| Lori Jurkowski | Boston (Manchester) | Mary Jo Santistevan 🏠 | Phoenix (Prescott) |
| Lori Lincoln | Providence-New Bedford | Mary Lobos | Baton Rouge |
| Louise Lovewell 🏠 | San Francisco-Oak-San Jose | Mary Riley 🏠 | Charleston, SC |
| Lucileia L Edwards | Billings | Mary Sheeran | New York |
| Lydia Macinta | Raleigh-Durham (Fayetteville) | MaryAnn Mason | Philadelphia |
| Lyndsey Garza | Houston | Mathew Purcell | Portland, OR |
| Lynn Holley 🏠 | Madison | Matt Claxton | Charlotte |
| Lynn McClish | Dallas-Ft. Worth | Matt Davis | Grand Rapids-Kalamzoo-B.Crk |
| Lynn Purpura | Detroit | Matt Laricy 🏠 | Chicago |
| Mack Meeks | Chattanooga | Matt McKernan | Detroit |
| Mara Benson | Phoenix (Prescott) | Matt Stark | Seattle-Tacoma |
| Marc Lagrois 🏠 | Detroit | Matthew Chapman | Seattle-Tacoma |
| Marc McMaster 🏠 | Johnstown-Altoona-St Colge | Matthew Dalke | Atlanta |
| Marcia Gehrt 🏠 | Minneapolis-St. Paul | Matthew Le Baron 🏠 | Boise |
| Marco Rodriguez | San Francisco-Oak-San Jose | Matthew Villaflor | Houston |
| Maresca Visone | New York | Matthew Wielgos | Cincinnati |
| Margie Ax | Raleigh-Durham (Fayetteville) | Maureen Falconer | New York |
| Maria Walley | Cincinnati | Maureen Harmonay | Boston (Manchester) |
| Marie Young | New York | Mauricio Quintero | Miami-Ft. Lauderdale |
| Mariel Gniewoz-Weiss 🏠 | Philadelphia | Maya Madison | New Orleans |
| Marilisa Vergottini | Seattle-Tacoma | Meaghan Baker | Nashville |
| Marilu Kafka | Hartford & New Haven | Meg Middleman 🏠 | Los Angeles |
| Mario Greco | Chicago | Megan Wetzel | Birmingham (Ann and Tusc) |
| Mario Romero | Phoenix (Prescott) | Meirav Susi | Miami-Ft. Lauderdale |
| Marion DeSantis 🏠 | Albany-Schenectady-Troy | Meital Taub | Los Angeles |
| Marjorie Youngren | Boston (Manchester) | Melanie Bishop | Detroit |
| Mark Gibeau | Detroit | Melanie Fuller | Montgomery-Selma |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|------------------------|---|----------------------|---|
| Melinda Elmer | Los Angeles | Miranda Biedenharn 🏠 | Dayton |
| Melissa Beck | Boise | Misti Rios | San Antonio |
| Melissa Hann | Tucson (Sierra Vista) | Moir Feely Rekus | West Palm Beach-Ft. Pierce |
| Melissa Kiser | Seattle-Tacoma | Monica Besecker 🏠 | Charlotte |
| Melissa Mayer | Boston (Manchester) | Monica Harper | Clarksburg-Weston |
| Melissa Tucci 🏠 | San Diego | Monica Owens 🏠 | Grand Rapids-Kalmzoo-B.Crk |
| Meredith Carswell | Charlotte | Monica Valadez | San Antonio |
| Meredith Hilbert | Raleigh-Durham (Fayetteville) | Monika Prasai | San Diego |
| Merlin Weaver | Philadelphia | Monique Howard | Atlanta |
| Micah Pearson 🏠 | Salt Lake City | Morgan Beilfuss | Detroit |
| Michael A. Pallares | Boston (Manchester) | Nancy Emerson 🏠 | Grand Junction-Montrose |
| Michael Azzam 🏠 | Cleveland-Akron (Canton) | Nancy Faulhaber | Lincoln & Hastings-Krny |
| Michael C Detana | Houston | Nancy Hulsman 🏠 | Baltimore |
| Michael Davis | Jackson, MS | Nancy LaBarbiera | Austin |
| Michael J. Okun | Los Angeles | Nancy Manby | New York |
| Michael Moore | Washington, DC (Hagstrwn) | Natalie Barone 🏠 | Tampa-St. Pete (Sarasota) |
| Michael Procissi 🏠 | Detroit | Natasha Rone | Atlanta |
| Michael Russo 🏠 | Providence-New Bedford | Neal Alie | Sacramnto-Stkton-Modesto |
| Michael Shelton | Dallas-Ft. Worth | Nicholas Huston | Minneapolis-St. Paul |
| Michael Smith | New York | Nick Delis | San Francisco-Oak-San Jose |
| Michael Stokes | Sioux City | Nick Pontarelli | Chicago |
| Michael Teggart | Cincinnati | Nick Wagenknecht | St. Louis |
| Michael Vara | Cleveland-Akron (Canton) | Nicole Hamming | Phoenix (Prescott) |
| Michael Winslow 🏠 | Colorado Springs-Pueblo | Noel Russell | Knoxville |
| Michael Wyckoff | Tampa-St. Pete (Sarasota) | Noah Herrera | Las Vegas |
| Michael Zelena | Harrisonburg | Oscar Correa | Miami-Ft. Lauderdale |
| Michele Steeber | San Diego | Paige Grove | Atlanta |
| Michelle Brittingham 🏠 | Palm Springs | Paige Moore | Mobile-Pensacola (Ft Walt) |
| Michelle Cantrell 🏠 | Springfield, MO | Pam Charron 🏠 | Tampa-St. Pete (Sarasota) |
| Michelle Giordano | New York | Pam Evans | Atlanta |
| Michelle Jakovac | Boise | Pam Gebhardt | Atlanta |
| Mick Marsden 🏠 | Hartford & New Haven | Pam Saunders | Atlanta |
| Mike Adler | Madison | Pam Zachowski | New York |
| Mike Berg 🏠 | Chicago | Pamela Bull | Knoxville |
| Mike Cirillo 🏠 | Philadelphia | Pamela Etem | Los Angeles |
| Mike Gagliardi | Orlando-Daytona Bch-Melbrn | Pamela Spica | Hartford & New Haven |
| Mike Lefton | Los Angeles | Pamela Willard | New York |
| Mike Morrell 🏠 | Charlotte | Pat Gildea 🏠 | Philadelphia |
| Mike Potier | Los Angeles | Patrick Ingrassia | Colorado Springs-Pueblo |
| Mike Price 🏠 | Atlanta | Patrick Scully | Ft. Wayne |
| Mike Smallegan | Grand Rapids-Kalmzoo-B.Crk | Patti Baesch | Knoxville |
| Mike Winger | Tampa-St. Pete (Sarasota) | Patti Schreiner | Birmingham (Ann and Tusc) |
| Mimi Geiger | Chicago | Patty Medina | Atlanta |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|--------------------------|---|--------------------|---|
| Paul H Hespen | Chicago | Rick Charpie | Kansas City |
| Paul LaCourse 🏠 | Panama City | Rick Stroud 🏠 | Greenvll-Spart-Ashevll-And |
| Paul Mackay | Seattle-Tacoma | Rick Thomas | Colorado Springs-Pueblo |
| Paul Taylor | Salt Lake City | Rick Turley | Las Vegas |
| Paul Tosello 🏠 | Dallas-Ft. Worth | Rick Wills | Savannah |
| Peggy Graves 🏠 | Memphis | Rima Renee Cole 🏠 | Panama City |
| Pels Matthews 🏠 | Hartford & New Haven | Risa Waite | San Diego |
| Pennie Carroll 🏠 | Des Moines-Ames | Rob Demarest | Tampa-St. Pete (Sarasota) |
| Penny Lind 🏠 | Rapid City | Robert Chestnut | Boston (Manchester) |
| Pete Maimone | New York | Robert Mack | Columbus, OH |
| Peter Colpitts 🏠 | Kansas City | Robert McArtor | Baltimore |
| Peter West 🏠 | Springfield-Holyoke | Robert Perriello 🏠 | Hartford & New Haven |
| Phil Parisi 🏠 | West Palm Beach-Ft. Pierce | Robert Yost | Sacramnto-Stkton-Modesto |
| Philip Angarone 🏠 | Philadelphia | Robin Blass 🏠 | Atlanta |
| Phoebe Hoaster | Jacksonville | Rocky Monroe | Houston |
| Phyllis Patterson | Washington, DC (Hagrstwn) | Rod Blake | Las Vegas |
| R. Tyler Wilhoit 🏠 | Greensboro-H.Point-W.Salem | Rod Moser | Salt Lake City |
| Rach Potter | Dallas-Ft. Worth | Roland Filipiak | Honolulu |
| Racynta Pollard-Abdullah | Atlanta | Ron Bruce 🏠 | Philadelphia |
| Rakan Abuzahra | Philadelphia | Rona Port 🏠 | Orlando-Daytona Bch-Melbrn |
| Randy Hayer | Fresno-Visalia | Ronald Huber | Pittsburgh |
| Randy Justice | Charlotte | RonMc | Seattle-Tacoma |
| Randy Schulenburg | Chicago | Ronnie Jenkins | San Francisco-Oak-San Jose |
| Raoul Loustaunau | Phoenix (Prescott) | Rosa Flores | Las Vegas |
| Ray Gernhart | Washington, DC (Hagrstwn) | Rose Tibbles | Detroit |
| Rebecca Carter | Knoxville | Roy Machado 🏠 | Charleston-Huntington |
| Rebecca Cook | Houston | Rudy Martinez 🏠 | Boise |
| Rebecca Cullen | Charlotte | Ruthellen Ondrus | Toledo |
| Rebecca Entwisle | Philadelphia | Ryan Anstett | Spokane |
| Rebecca Matyash | New York | Ryan Basye | Omaha |
| Rebecca Meisser | Los Angeles | Ryan Johnston | Atlanta |
| Renata Douglass | New York | Ryan Kain | Detroit |
| Rene Richardson | Boston (Manchester) | Ryan Keeton | Lexington |
| Reni Rose | Los Angeles | Ryan Kurtz 🏠 | Chicago |
| Renita West | Traverse City-Cadillac | Ryan Roberts | Columbus, GA (Opelika, AL) |
| Retta Treanor | Chico-Redding | Ryan Runge | Seattle-Tacoma |
| Rhonda Alderman | San Francisco-Oak-San Jose | Sal Taormina | New York |
| Rich A Phillips | Washington, DC (Hagrstwn) | Sallie Simmons | Denver |
| Rich J Covey | New York | Sam Alpern 🏠 | Providence-New Bedford |
| Richard Flores | Bakersfield | Sam Shapiro | Phoenix (Prescott) |
| Richard Fricks | Dallas-Ft. Worth | Samantha Tov 🏠 | Sacramnto-Stkton-Modesto |
| Richard Henley | Little Rock-Pine Bluff | Sandi Lewis | Denver |
| Richard Moore | Austin | Sandy Ertel 🏠 | Milwaukee |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|-----------------------|---|--------------------|---|
| Sandy Gaskins | Columbia, SC | Stephanie Sacco | Detroit |
| Sandy Kantor 🏠 | Tucson (Sierra Vista) | Stephanie Zipperer | Seattle-Tacoma |
| Santiago Valdez 🏠 | Chicago | Steve Albin | Knoxville |
| Sara Cramer 🏠 | New York | Steve Fiorella | Minneapolis-St. Paul |
| Sara Foltz | Cincinnati | Steve Freeman 🏠 | Atlanta |
| Sara Mehrpouyan | Los Angeles | Steve Johnson | Austin |
| Sarah E Omais | Cleveland-Akron (Canton) | Steve Maurer 🏠 | San Francisco-Oak-San Jose |
| Scott Lowman | Cleveland-Akron (Canton) | Steve Reese | Oklahoma City |
| Scott Martin | Hartford & New Haven | Steve Roesch | Portland, OR |
| Scott Myers 🏠 | San Antonio | Steve Silbar | Spokane |
| Scott Oyler | Cincinnati | Steve Ticknor | Las Vegas |
| Scott Weaver 🏠 | Myrtle Beach-Florence | Steve Yeoman | Palm Springs |
| Sean Anderson 🏠 | Atlanta | Steven Joseph | Hartford & New Haven |
| Sean Kalo | Pittsburgh | Steven Lawson | Cleveland-Akron (Canton) |
| Serri Rowell 🏠 | San Diego | Steven Montgomery | Greensboro-H.Point-W.Salem |
| Shae Nault | Dallas-Ft. Worth | Sue Enos | Sacramnto-Stkton-Modesto |
| Shane Clardy | Greenville-Spart-Asheville-And | Sue Smith 🏠 | Washington, DC (Hagrstwn) |
| Shannon Malcom 🏠 | Birmingham (Ann and Tusc) | Susan Kostas | Providence-New Bedford |
| Shannon Markle | San Francisco-Oak-San Jose | Suzanne Herron | Toledo |
| Shanti Holloway | Raleigh-Durham (Fayetteville) | Suzanne Polino 🏠 | Wilmington |
| Sharad Gupta | Los Angeles | Talbert Bryan | Great Falls |
| Shari Lorenz | San Francisco-Oak-San Jose | Talia Gila | Greenwood-Greenville |
| Shaun Simpson 🏠 | Columbus, OH | Tamar Asken | Los Angeles |
| Shawna Donovan 🏠 | St. Louis | Tami Cashi | Tampa-St. Pete (Sarasota) |
| Sheila Stupka | Cleveland-Akron (Canton) | Tammie Bell | Houston |
| Shelley Ross | New Orleans | Tammy Freilich | Orlando-Daytona Bch-Melbrn |
| Shelley Sakala | Phoenix (Prescott) | Tammy M. Casey | Atlanta |
| Shelley Walter 🏠 | Salisbury | Tammy Pratkanis | Houston |
| Shelly Rainwater | Memphis | Tammy Rice 🏠 | Tulsa |
| Sheree A Mauro | Medford-Klamath Falls | Tanya Schindler | Houston |
| Sheree Frazier | Orlando-Daytona Bch-Melbrn | Taylor Hirst | Sacramnto-Stkton-Modesto |
| Sheryl L. Houck | Tampa-St. Pete (Sarasota) | Taylor Thompson | Sacramnto-Stkton-Modesto |
| Shirley Grindel 🏠 | Seattle-Tacoma | Teal Clise | Baltimore |
| Sissie Carter Horne | Atlanta | Teresa Keenan | Chicago |
| Sissy Bellar 🏠 | Tyler-Longview (Lfk&Ncgd) | Teresa Stultz 🏠 | Chicago |
| Skyler Tran | Houston | Teri Ehrlich | Atlanta |
| Sonya Fowler Revell 🏠 | Tallahassee-Thomasville | Terri Bruno | San Diego |
| Sophia Keeler | Corpus Christi | Terry Connell 🏠 | Macon |
| Stacey Stutsman | Las Vegas | Terry Lee Boggs | Pittsburgh |
| Stacy McQueen | Los Angeles | Terry Lynn Rasner | Reno |
| Stacy Russell | Ft. Myers-Naples | Theresa Seese | Cleveland-Akron (Canton) |
| Stacy Sheeley | Las Vegas | Thomas J McCarthy | New York |
| Stephanie Boykin | Atlanta | Thomas Wohl | Raleigh-Durham (Fayetteville) |

| Name | Market (clustered by metropolitan area) | Name | Market (clustered by metropolitan area) |
|--------------------|---|--------------------------|---|
| Tiana Winter | Knoxville | Valerie Pressley 🏠 | Philadelphia |
| Tiffany Lane | Ft. Smith-Fay-Sprngdl-Rgrs | Vanessa Leonard | Tampa-St. Pete (Sarasota) |
| Tim Freund | Los Angeles | Venus Proffer P.A. | Miami-Ft. Lauderdale |
| Tim Hawley | Springfield, MO | Vernon Ubico | Miami-Ft. Lauderdale |
| Tim Langhauser | Baltimore | Vickie Loftis 🏠 | Nashville |
| Tim Mock | Raleigh-Durham (Fayetteville) | Vickie McClusky | Chicago |
| Timothy H. Belko | Philadelphia | Victoria Cedillo | Houston |
| Timothy Saylor 🏠 | Lexington | Victoria Melhorn | Knoxville |
| Timothy Schutte 🏠 | Des Moines-Ames | Vittoria Logli | Chicago |
| Timothy Watson | Atlanta | Vlatka Bathgate | San Francisco-Oak-San Jose |
| Tina Faleshock | Harrisburg-Lncstr-Leb-York | Wade Jacklin | Spokane |
| Tina Miely | Albuquerque-Santa Fe | Wanda Roche | Madison |
| Tina Torres | New York | Warren Bonett | Orlando-Daytona Bch-Melbrn |
| Tisha Curry | Atlanta | Wayne Neese 🏠 | Nashville |
| TJ Hollinden | Louisville | Betty Wells | Seattle-Tacoma |
| Todd Hudson | Honolulu | Wendi Sheets | Cincinnati |
| Todd Jeskulski | Denver | Wendy Cohen 🏠 | Miami-Ft. Lauderdale |
| Todd Ruckle 🏠 | Wilmington | William "Scott" Friedman | Philadelphia |
| Tom Hall 🏠 | Oklahoma City | William Byrd | San Francisco-Oak-San Jose |
| Tom Krieger | Tucson (Sierra Vista) | William Eggeling 🏠 | West Palm Beach-Ft. Pierce |
| Tom Stem | Harrisburg-Lncstr-Leb-York | William Veliz | El Paso (Las Cruces) |
| Tom Webb | Traverse City-Cadillac | Wilma Hine | Tallahassee-Thomasville |
| Tommy Williams | Atlanta | Yvonne Faraci | Denver |
| Tony Chillemi | Miami-Ft. Lauderdale | Yvonne Gomez | El Paso (Las Cruces) |
| Tonya Klingaman | Sioux Falls (Mitchell) | Zach Harris 🏠 | Palm Springs |
| Tracey Shuey | Dallas-Ft. Worth | Zachary Johnson | Syracuse |
| Tracy | Albuquerque-Santa Fe | Zachary Maxey | Atlanta |
| Tracy Bernard | Syracuse | Zack Sperow | San Francisco-Oak-San Jose |
| Tracy de Jong | Fresno-Visalia | | |
| Tracy J Jones 🏠 | Cleveland-Akron (Canton) | | |
| Trish Kelly | Denver | | |
| Troy T Cothran 🏠 | Houston | | |
| Ty Van Dyke 🏠 | Phoenix (Prescott) | | |
| Tyler Capps | Jacksonville | | |
| Tyler Smith | Cincinnati | | |
| Tyrone Parmelee | Portland, OR | | |
| Tyson Robinson | San Diego | | |
| Umang Sanchorawala | San Francisco-Oak-San Jose | | |
| Valarie M Lester | South Bend-Elkhart | | |
| Valerie Caro | Phoenix (Prescott) | | |
| Valerie Cohen | New York | | |
| Valerie Dupree | Raleigh-Durham (Fayetteville) | | |
| Valerie McClaskey | Kansas City | | |

About HomeLight

HomeLight's vision is a world where every real estate transaction is simple, certain, and satisfying.

We provide software and services to home buyers, sellers, and real estate agents including HomeLight Agent Matching, the investor matching platform Simple Sale, HomeLight Home Loans, and HomeLight Closing Services.

Each year, HomeLight helps hundreds of thousands of clients connect with top real estate agents, and it facilitates billions of dollars of real estate on its platform.

