



# Top Agent Insights for Fall 2022

Real estate market rebalancing underway

Newly expensive housing markets burden teachers, service workers

Couldn't buy your dream home? Make it one with old-fashioned fixes

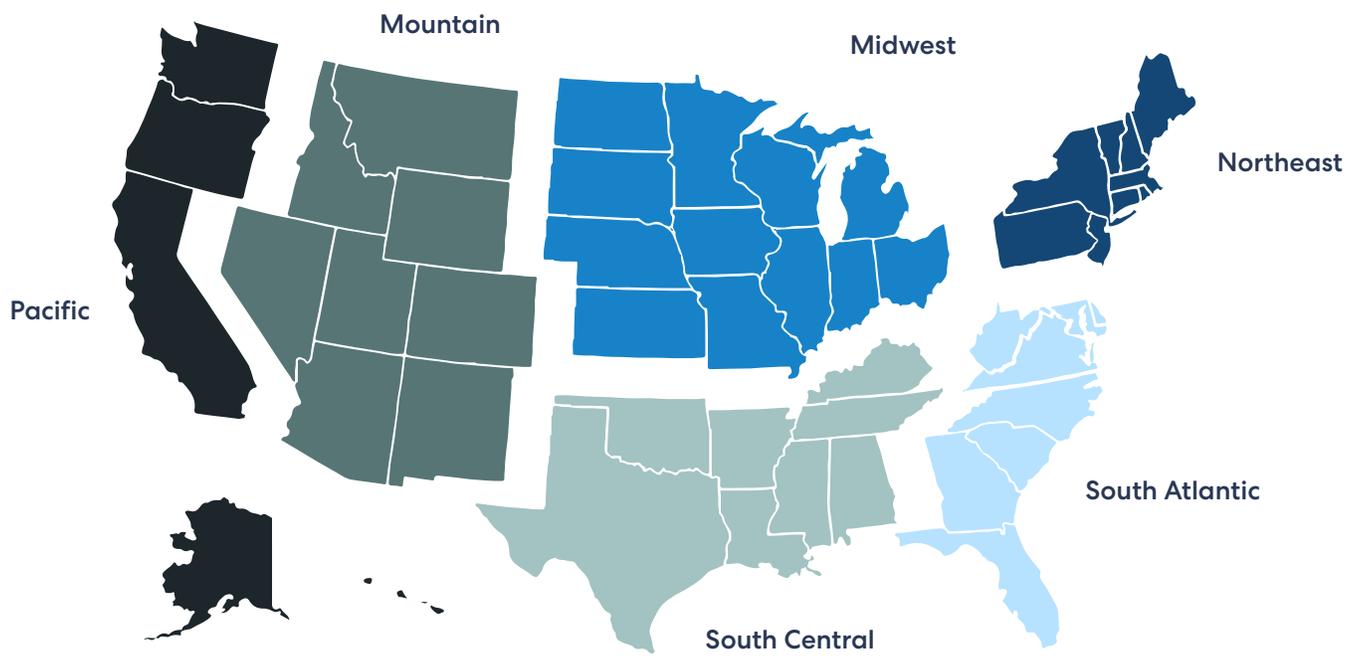


## About This Survey

HomeLight's Top Agent Insights report for Fall 2022 was fielded between July 25 and August 14, 2022 through an online poll of 1,005 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 over a million homebuyers and sellers nationwide.

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

- [Q2 2022: Real Estate, Inflation, and Higher Interest Rates](#)
- [Q1 2022: Cost Barriers Mount](#)
- [Q4 2021: More Cash Offers Than Ever](#)
- [2022 Market Preview](#)
- [Q3 2021: Bidding Wars Retreat](#)
- [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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# Real estate market rebalancing underway

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## Rising interest rates drive market shift

In March 2022, the Federal Reserve began raising its target [interest rate](#) in response to persistently high inflation.

For homebuyers, this meant the end to an era of [historically low mortgage rates](#) and with higher interest rates come higher monthly mortgage payments. This effectively makes homeownership more expensive for buyers using a mortgage, reducing the number of buyers, and easing demand pressure.

**“Many buyers are now seeking to rent while they save for a down payment due to interest rate hikes and house price increases.”**



**Kelly Boulton**

HomeLight Elite Agent in  
Dallas, Texas area

To get an understanding of how these forces are playing out on the ground, HomeLight surveyed over 1,000 top real estate agents from around the country for their insights into the current state and expected evolution of the housing market.

The National Association of Realtors reports that as of [July 2022](#), there was a 3-month supply of existing single-family homes for sale, down from a start-of-year low of 1.8 months. A 6-month supply is generally considered a “balanced” market.

While sellers still retain a strong position in the market, signs of transition abound, according to reports from surveyed agents. For example, over the

last two years, more than 90% of agents consistently reported a seller’s market in their area. In our recent survey, however, only 51% of agents are now describing their current local market as a seller’s market. Only three months earlier, that number stood at 95%.

“I am seeing more inventory,” says [Kelly Boulton](#), a HomeLight Elite Agent in the Dallas, Texas area. “Compared to January 2022, which had two weeks of inventory supply in North Texas, we are now at over two months supply. I am seeing price reductions and fewer buyers. However, I am seeing multiple offers on homes under \$400,000 in certain market areas.”

While a shift is underway, it’s not exactly a buyer’s market. Only 10% of agents surveyed characterized their local market that way. These dynamics are playing out in the form of increased inventory and less upward pressure on prices, which in turn impacts both buyer and seller behavior. While things may be cooling down, the landscape of the “new normal” continues to emerge, as long-term trends such as the increase in remote work, relocations to areas with lower costs of living, and ongoing underproduction of housing in many parts of the county continue to shape the market.



[Christopher Terry](#), a top agent in Fall River, Massachusetts, describes the evolving relationship between buyers and sellers: “Many buyers have been priced out of the market and with the rise of interest rates, even fewer now qualify. The fact that many homes are no longer selling overnight with multiple over [asking] price offers has many sellers nervous about the direction of the market, resulting in price reductions. Buyers are seeing this occur and now figure waiting may save them money, so the urgency to make a quick decision is softening. This is causing inventory to build as sellers move quickly to try to catch what remains of the seller market.”

## Signs of a cooling market

During the recent market peak, it was not uncommon to hear stories of bidding wars driving up offer prices well above listing price. Today, 89% of agents reported that bidding wars are on the decline in their markets.

“We are continuing to see buyers making offers and properties going under contract,” says [Sandra Rathe](#), a HomeLight Elite Agent in Fort Lauderdale, Florida. “However, we are no longer seeing 10 offers on a

property in the first day. On properties priced at the top of the market, we are seeing price reductions as the properties are sitting longer than during the pandemic.”

Already, sellers are starting to back off of ever-higher prices. In the third quarter of 2022, 90% of agents report that price reductions have become more common in their markets, compared to only 34% reporting the same in Q2.

Looking forward, 30% of agents expect home prices in their market to remain flat over the next six months, while 46% expect falling prices. Only 22% expect increases.

## Buyer behavior shifting in response to less competition and greater leverage

The hot seller’s market of 2020-2021 was fueled by low interest rates, low inventory, and high demand, giving sellers considerable leverage. With the market starting to balance, buyers are adjusting their behavior knowing they no longer need to bend over backwards to make competitive offers that are over the asking price, that waive contingencies, or that are all cash.



“Homes are sitting on the market longer, there are more price reductions, buyers are now asking for concessions to help cover closing costs or interest rate buydowns. If a home is not in optimal condition or has special amenities, they are not selling quickly or above the list price,” says [Andrea Castaneda](#), a top agent in Los Angeles County who sells properties 44% faster than average agents in her market and is an expert in single-family homes.

## Facing less competition, buyers slowly start to bring back contingencies

In fact, 72% of agents surveyed report an increase in contingencies, with buyers feeling less pressure to waive them in an attempt to increase the appeal of their offer; this is up from 30% in the previous quarter.

The number of agents saying that buyers are now pushing back on issues discovered during the home inspection has nearly doubled, to 50%, since the previous quarter.

While this represents a shift, the market overall remains competitive and generally advantageous to sellers; the National Association of Realtors reports that in [July 2022](#), 27% of buyers waived the inspection contingency.

## Cash offers wane in places, but use of fintech products endures

While 42% of agents report that the number of cash offers in their market is flat compared to the previous quarter, 38% reported that cash offers were decreasing in their area.

According to [Mary Summerville](#), a top agent in Evanston, Illinois, sellers “want cash offers and no

contingencies, but that ship has sailed. We are in a tug-of-war between a seller’s market and the buyer’s market that is starting. It always takes time for the seller to understand that we are going back into traditional sales, open houses, showings and negotiated prices and terms.”



For many buyers, agents report the continued advantage of cash offers. Nineteen percent of agents reported that buyers are using cash offer fintech products like HomeLight Trade-In, HomeLight Cash Offer, Knock Home Swap, or Orchard to compete in their market.

[Cole Repp](#), an agent in Phoenix, Arizona, says that “buyers actually have more opportunity than ever and now is a great time for them to buy. With less competition on their home, products like HomeLight Trade-In and HomeLight Cash Offer will be more helpful than ever.”

## Overpricing is becoming more common

“Sellers still haven’t accepted that prices have gone flat or even gone down, so about 75% of them are overpricing their homes. Those houses are just sitting on the market and sellers are having to do one or several price reductions before the houses are going

under contract. There are a lot fewer buyers out buying right now because of the higher interest rates,” says [Debbie Lampman](#), a top real estate agent in Nampa, Idaho, with 44 years of experience.

Twenty-seven percent of agents surveyed said that thanks to fast-changing market conditions, sellers are revisiting offers that they had previously declined from buyers.

“Every time the market transitions away from a hot seller’s market, too many sellers fall victim to waiting too long to sell. They don’t understand the magnitude of the current market shift and how quickly the market has evolved so far in 2022. Many will be kicking themselves as they learn what it’s like to sell in a much slower market during the second half of this year. The market is no longer instant, and properly pricing a home is absolutely crucial to finding success,” reports [Will Cook](#), a top agent in Palm Springs, California. “The bottom line here if homeowners are thinking about selling, the longer they wait, the slower and more challenging the market will be. Right now, the market is still strong. Sellers will achieve success if they price their home at fair market value and properly prepare and present the home to the market,” says Cook.

## Getting sellers back to basics

The intense competition for homes meant that sellers in hot markets could count on buyers intent on one-upping the competition. In fact, at the end of 2021, more than half of agents surveyed by HomeLight recommended first-time homebuyers improve their offers by [asking for no repairs](#) from sellers.

In this environment, it’s no surprise that sellers might opt to skip some prep work. This, however, may no longer be enough to bring in offers.



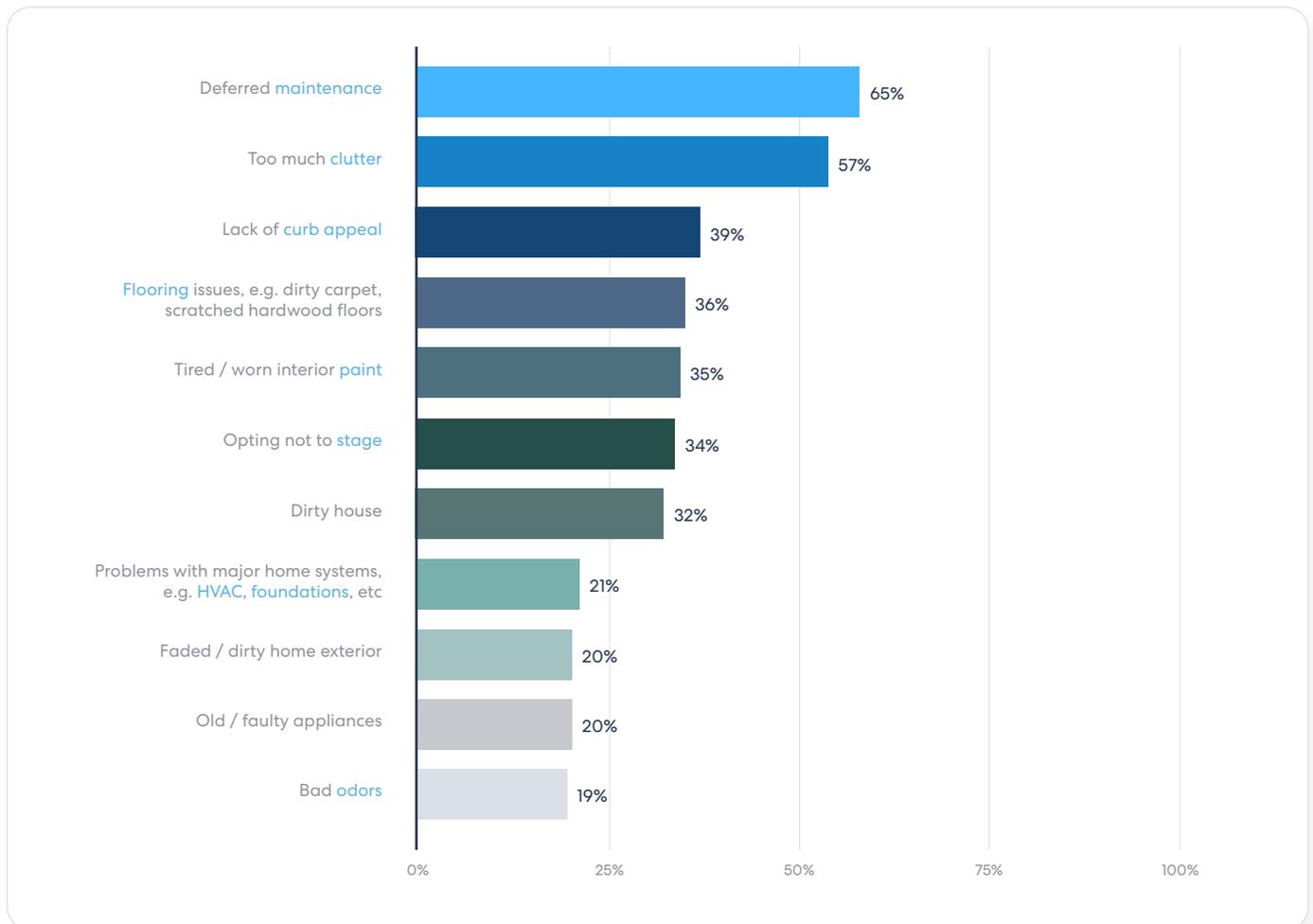
“Sellers are having a hard time adjusting to what the market is today,” reports [Jennifer Fields](#), a top agent in Oklahoma City. “Buyers are less likely to accept deferred maintenance, and homes on the market need to be show ready. Even when a seller has accomplished these items, selling your home within a day with multiple offers is the exception, not the norm today. Making sure every showing counts, having patience, and accepting that it may take up to 30 days to sell your home is necessary today.”

Agents are reporting that while unrealistic expectations may persist among some sellers, the ground underneath has started to shift. Eighty-six percent of agents surveyed thought that because of the recent hot seller’s market, some of their sellers are now overconfident with their listing and slack on basic home prep items.

“Sellers continue to think they can demand extraordinary terms from their buyers without jeopardizing the deal. They feel they don’t need to do repairs or offer repair credits to keep the deal moving forward and are quite surprised when the buyer cancels as a result,” says Rathe.

Agents describe their role in this shifting environment as needing to educate their clients in order to help them maximize their home sale.

When it comes to preparing the house for sale, agents reported that the biggest blindspots for overconfident sellers are:



“I tell the sellers that now in the past month or so, buyers are more likely to bring up inspection items. Since buyers are more particular than they have been in the past year and a half, making everything look perfect and fixing things before putting it on the market is important,” says [Maureen Connolly](#), a top agent in Westchester County, New York.

## A return to pre-pandemic normal?

What goes up must come down, the saying goes. And what goes up the highest has the greater distance to fall. That maxim may be truer for gravity than real

estate markets; nevertheless, 55% of agents surveyed by HomeLight believe that the markets that heated up the quickest during the pandemic (e.g. Austin, Phoenix, [Boise](#)) are likely to be the first to cool down and will see the biggest decreases during a market correction.

Other markets are predicted to change more slowly. The percentage of agents saying their markets had already returned to normal or would return to normal within a year was highest in the Pacific and Mountain regions.

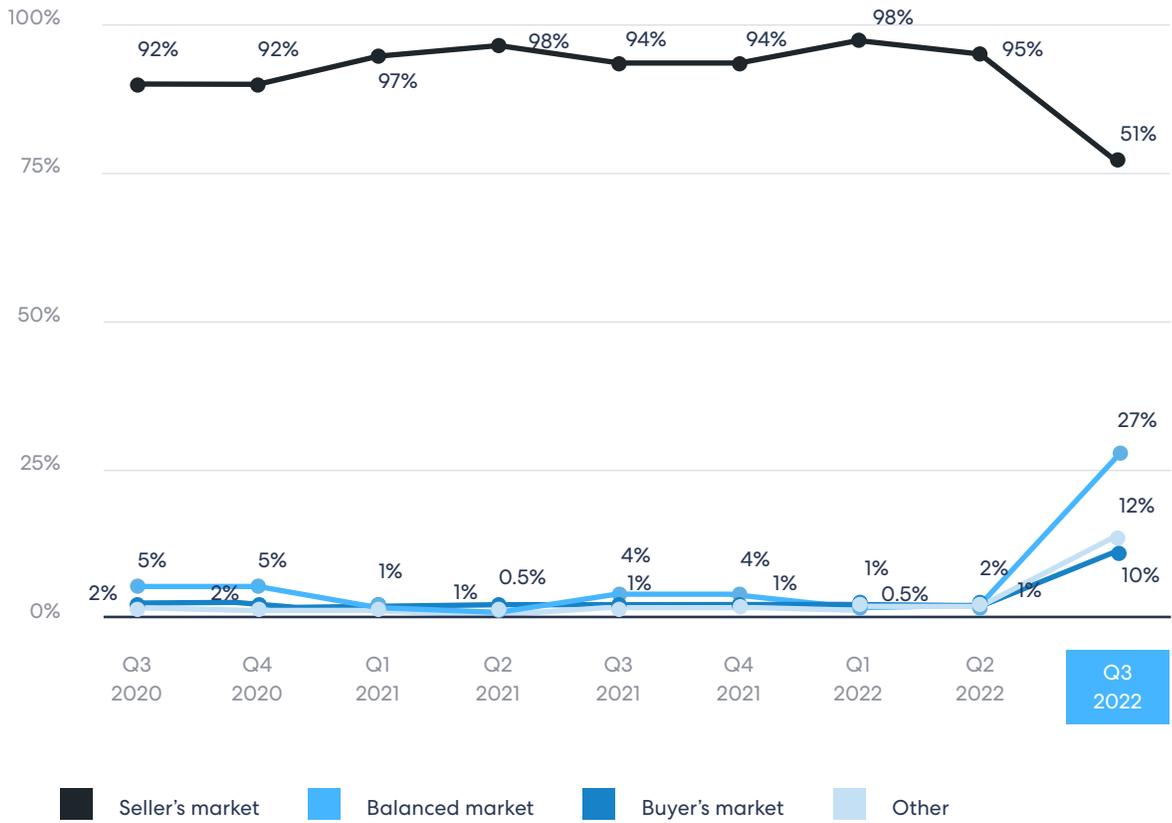
The majority of agents predict that over the next year, pricing will stabilize into something resembling a pre-pandemic normal. “Our market is beginning to show signs of normalizing,” reports [Jean Lewis](#), a top agent in the St. Louis, Missouri area. “The frenzy is disappearing. Houses are on the market for more than a few days. Buyers aren’t competing with as many other offers, and we are seeing some price reductions.”

Overall, buyers still in the market — seeing increasing availability thanks to decreased competition — are beginning to assert themselves. Sellers, meanwhile, find themselves becoming less advantaged in the market as a result.

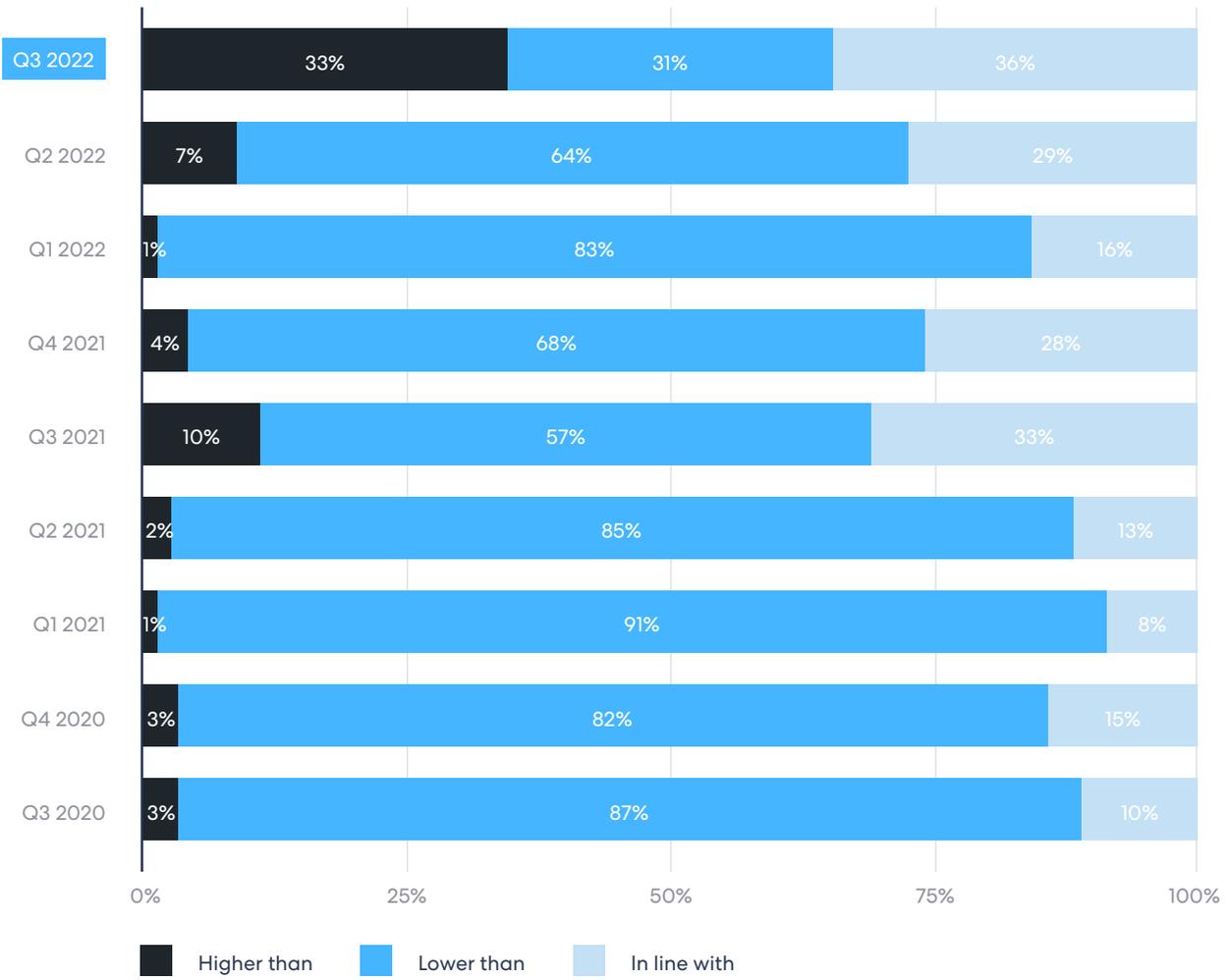
Buyers are becoming less likely to waive contingencies and more likely to ask that issues revealed during the inspection be addressed. Sellers are finding that fair pricing and a bit of prep work are increasingly necessary.

In other words, while real estate is still in a transitory phase, some form of normal appears to be on the horizon.

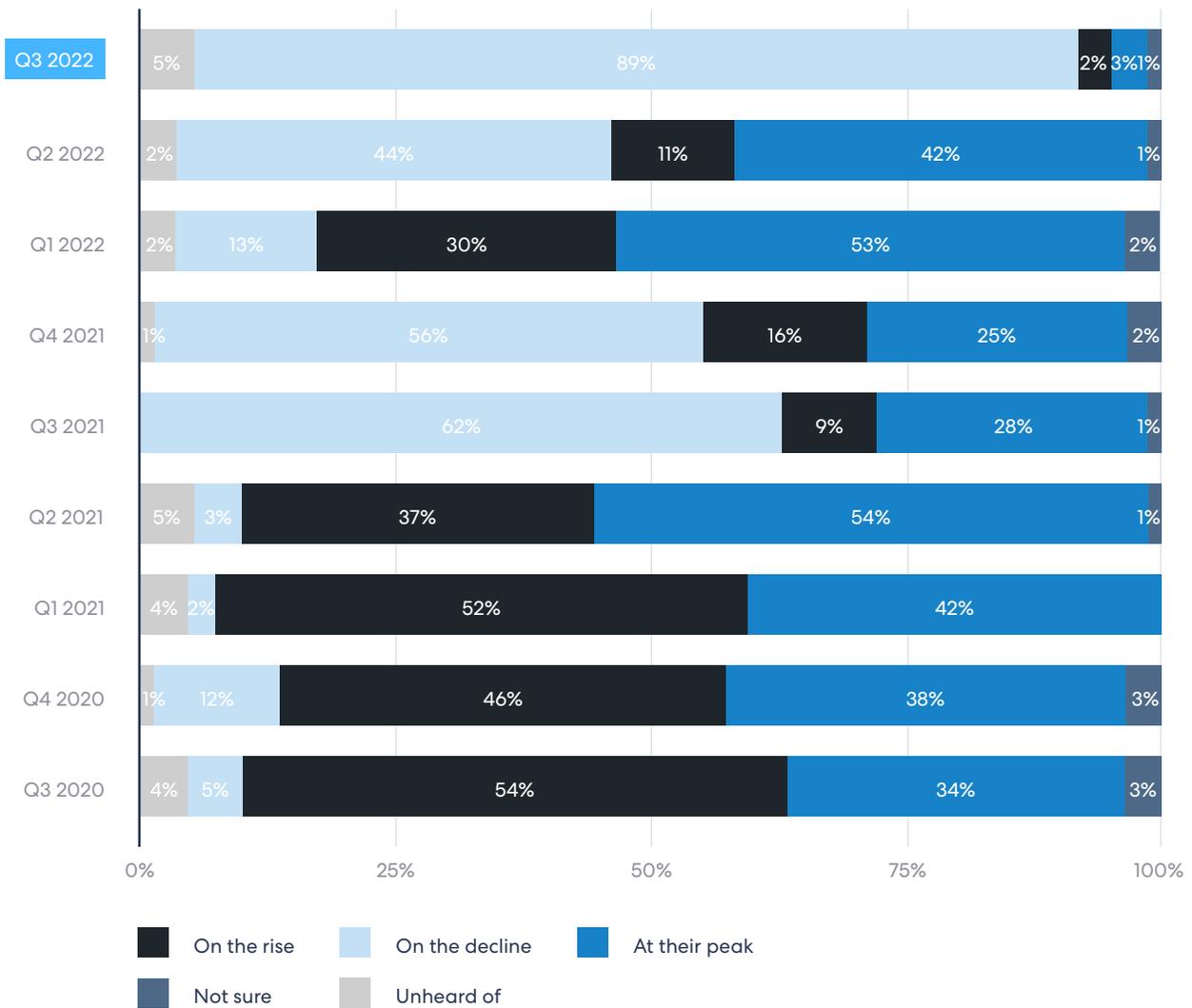
### How are real estate agents describing local housing market conditions?



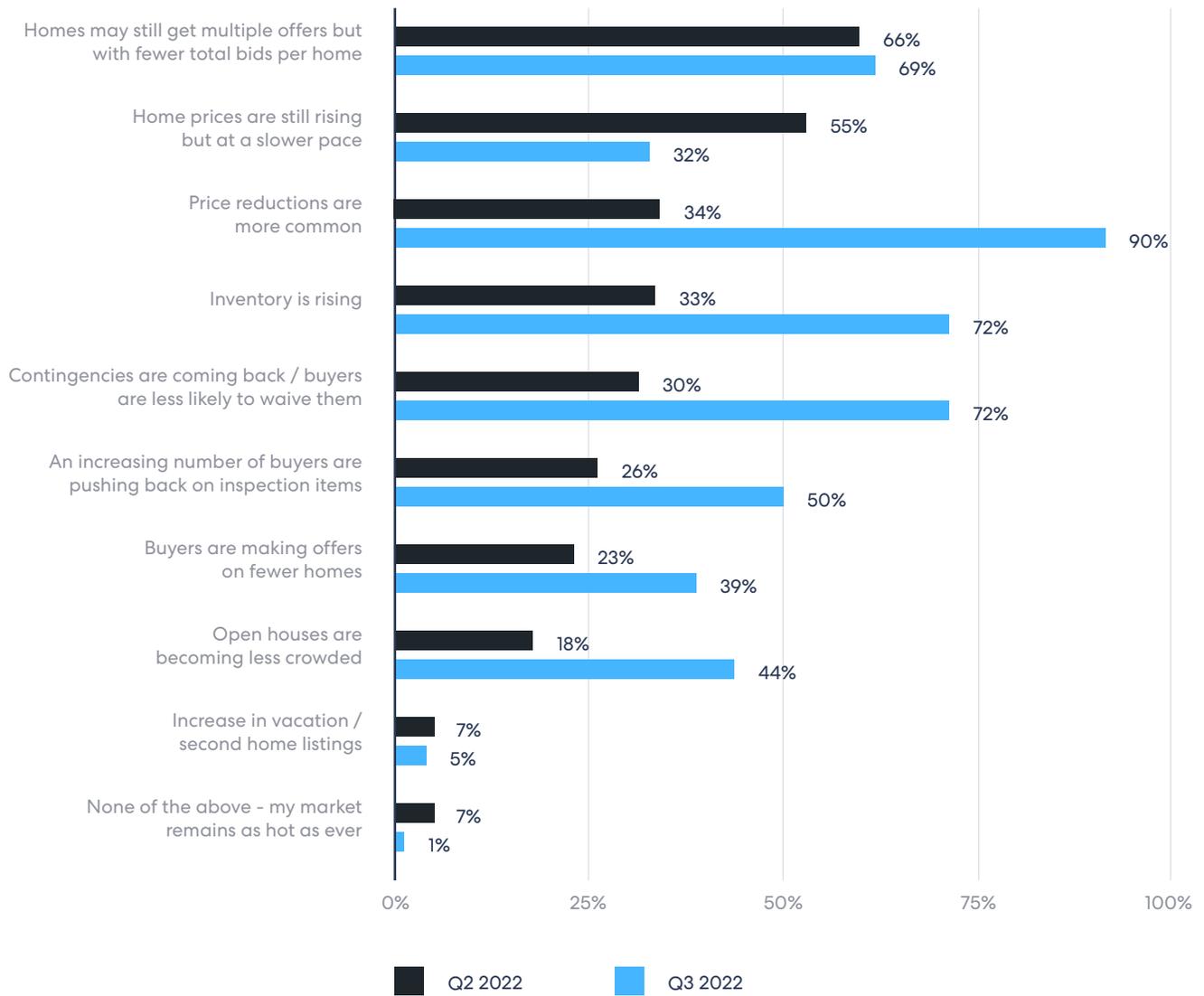
Inventory is \_\_\_\_\_ what I expected this quarter:



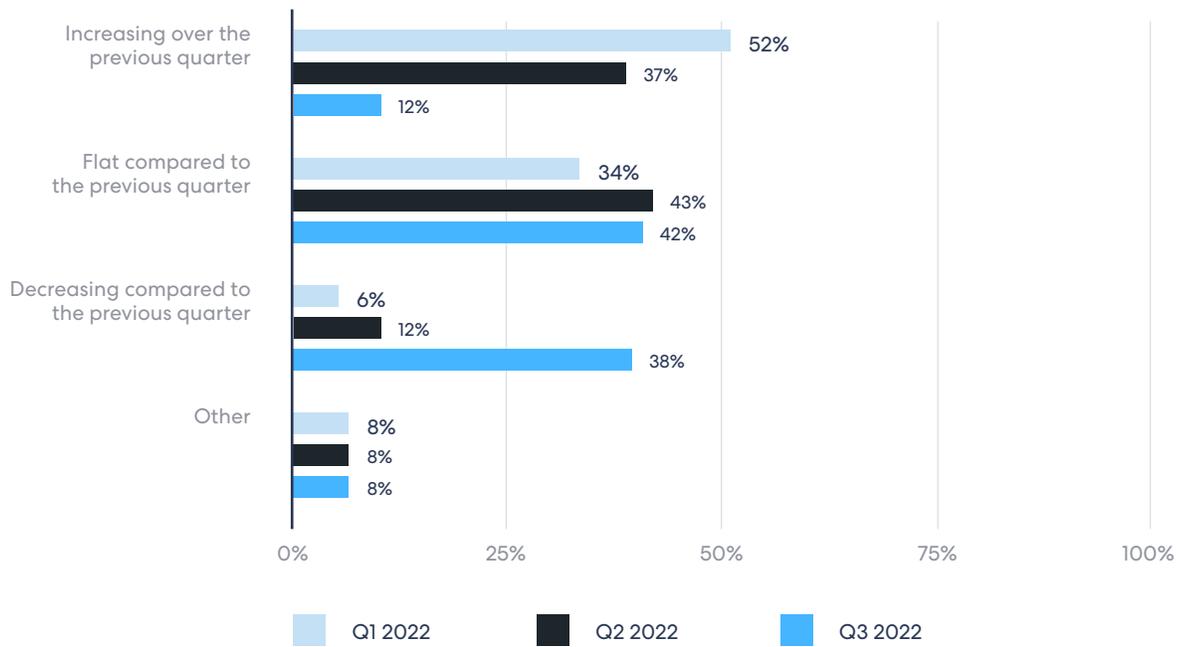
### Bidding wars in my market are:



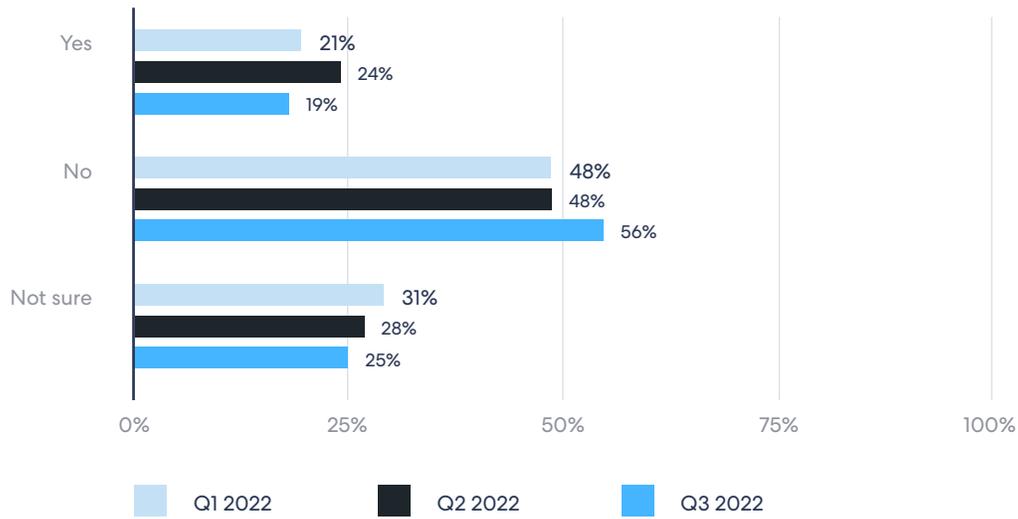
Which of the following signs of a **market shift** (if any) are you seeing in your market? Check all that apply.



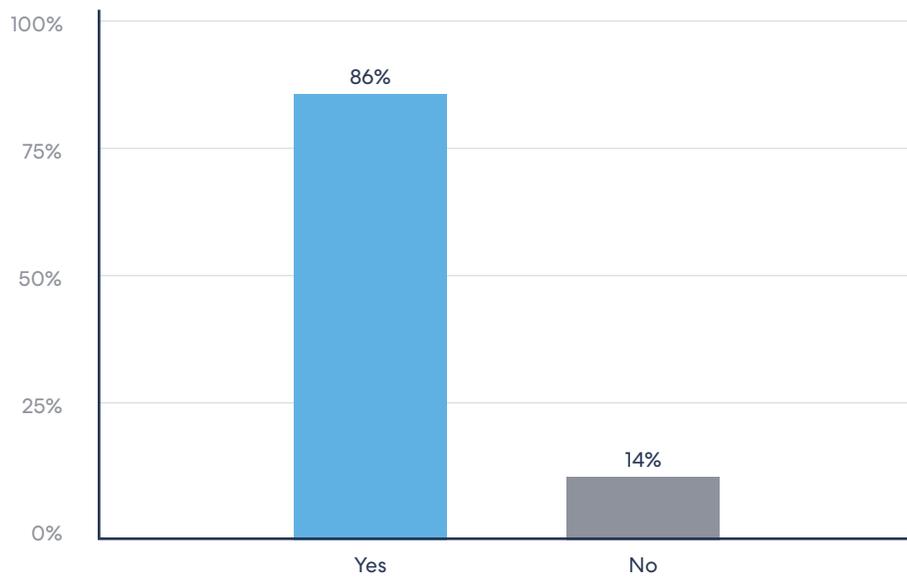
The number of **cash offers** in market is:



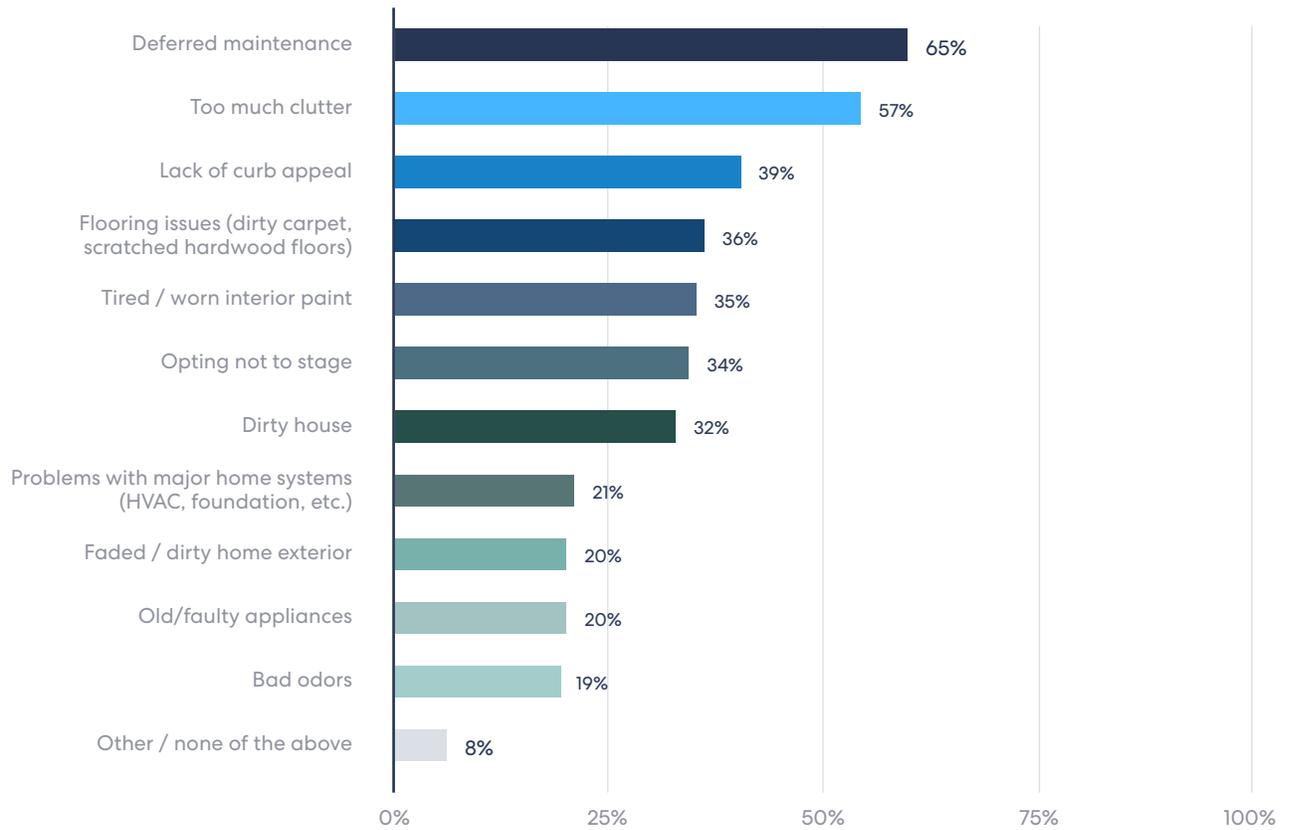
Buyers are using **cash offer fintech products** like HomeLight Trade-In, HomeLight Cash Offer, Knock Home Swap, or Orchard to compete in my market:



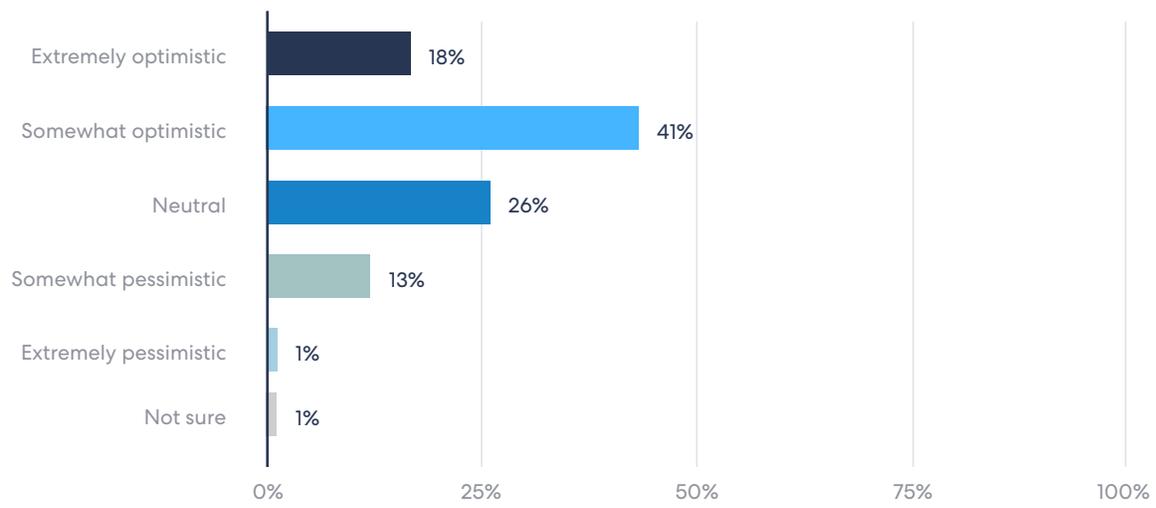
The recent pandemic homebuying boom has caused some of my sellers to be **overconfident with their listing** and slack on basic home prep items:



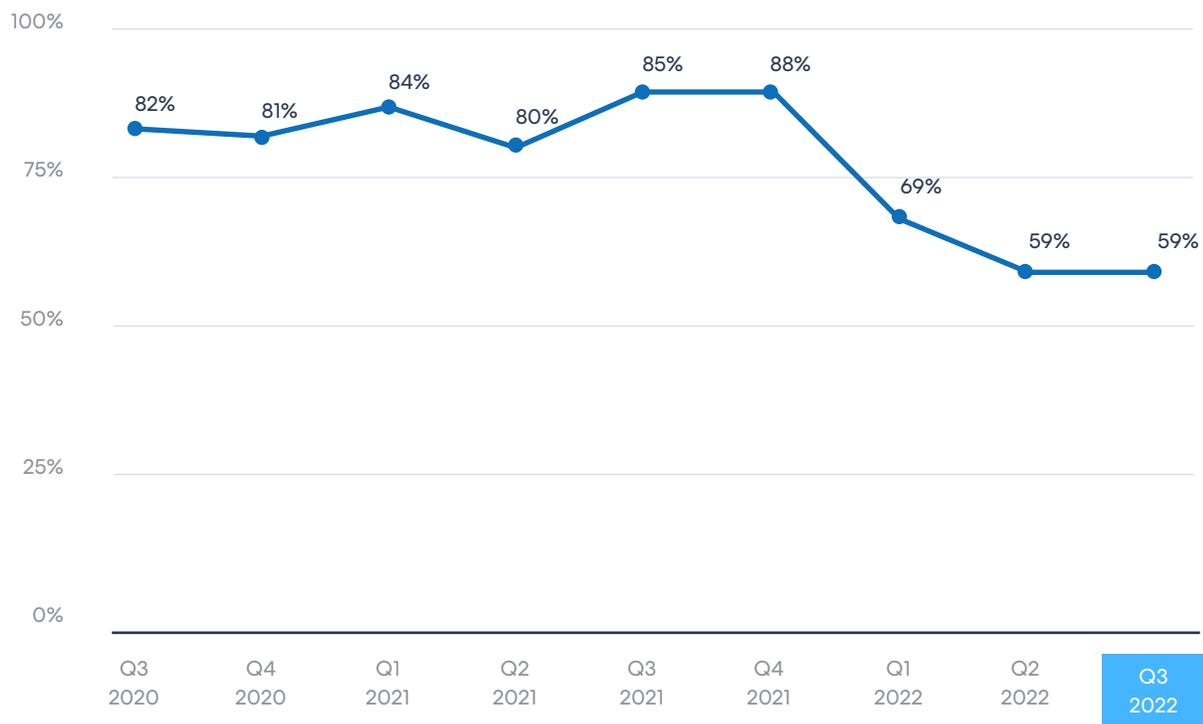
When it comes to preparing the house for sale, the **biggest blindspots** for my overconfident sellers are (select your top 3):



Which of the following best describes your sentiment toward the **2022 housing market**?

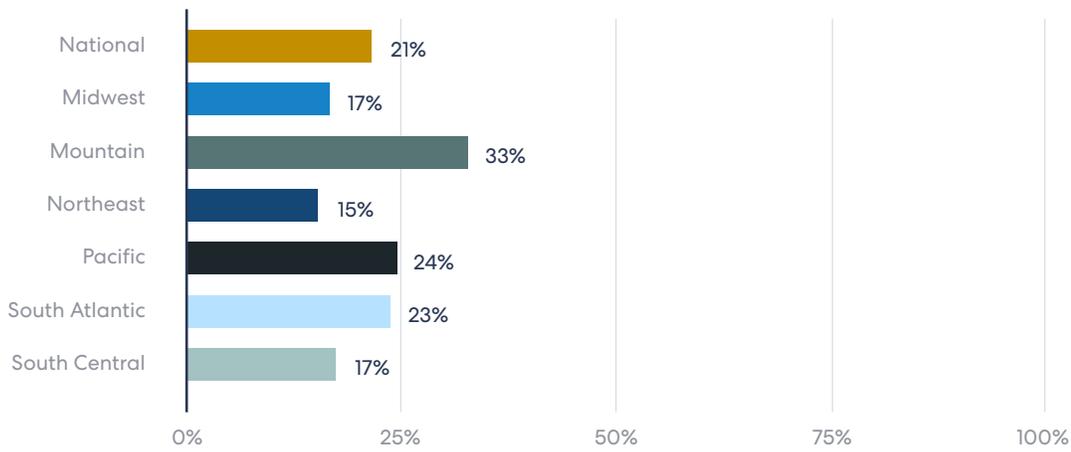
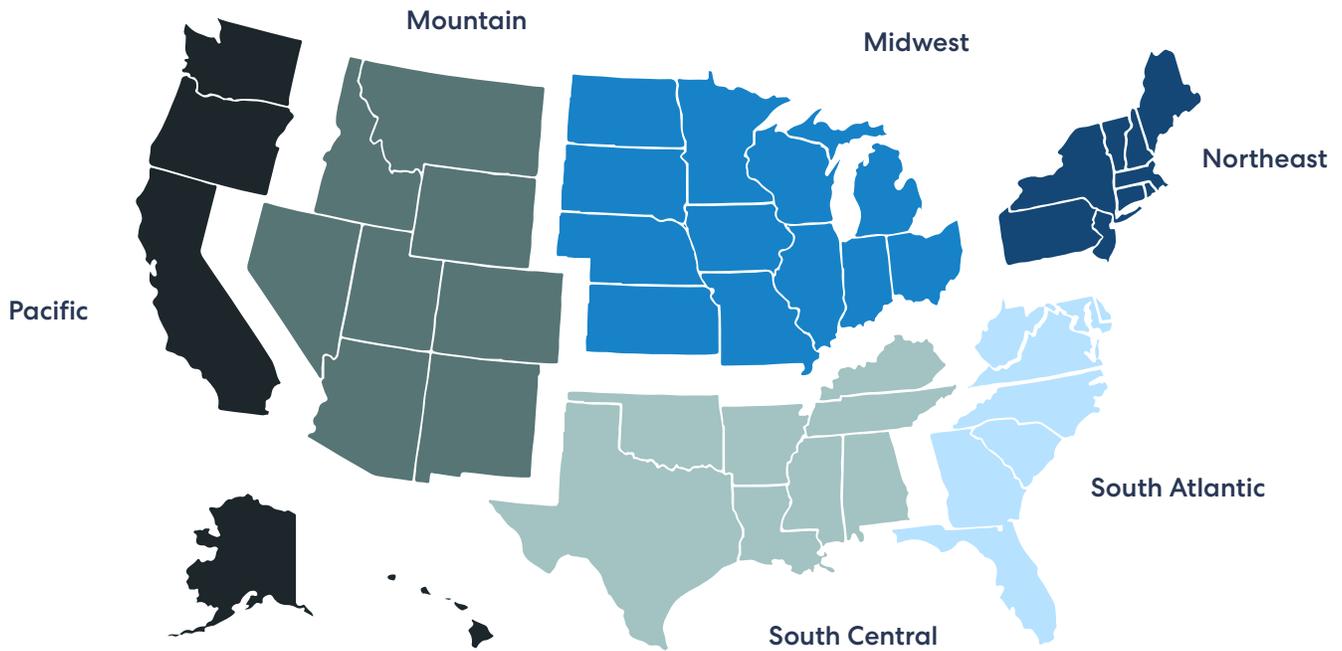


### % of agents who are **optimistic** about the housing market

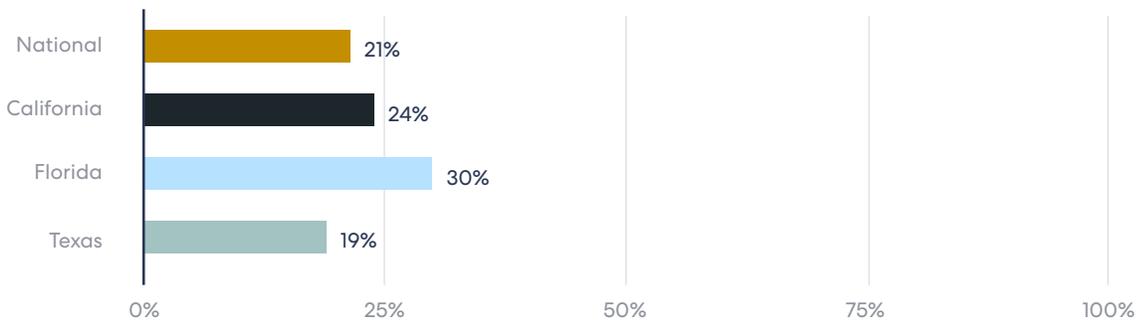
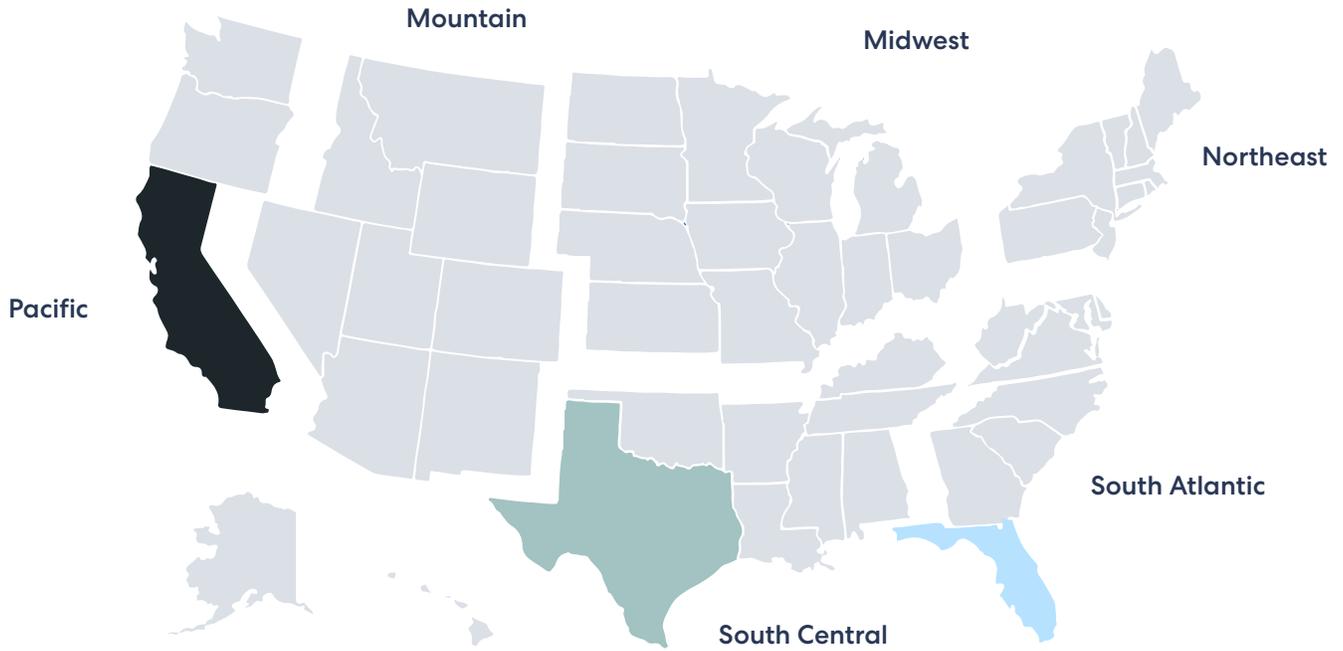


% of agents who say they are somewhat or extremely optimistic

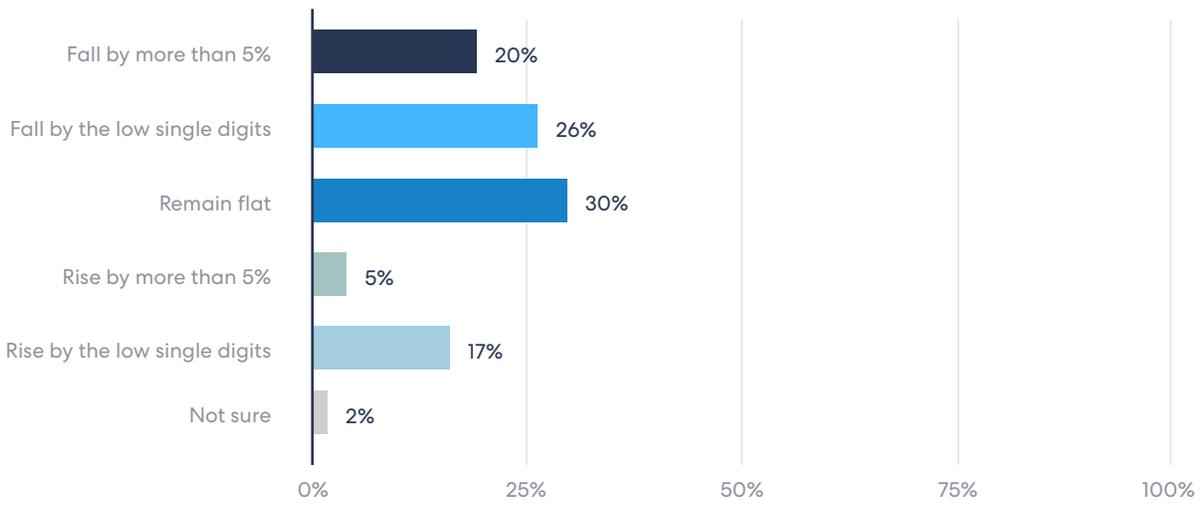
By the end of the year, I estimate that buyers will have \_\_\_\_% **more homes** to choose from in my market compared to what they do now.



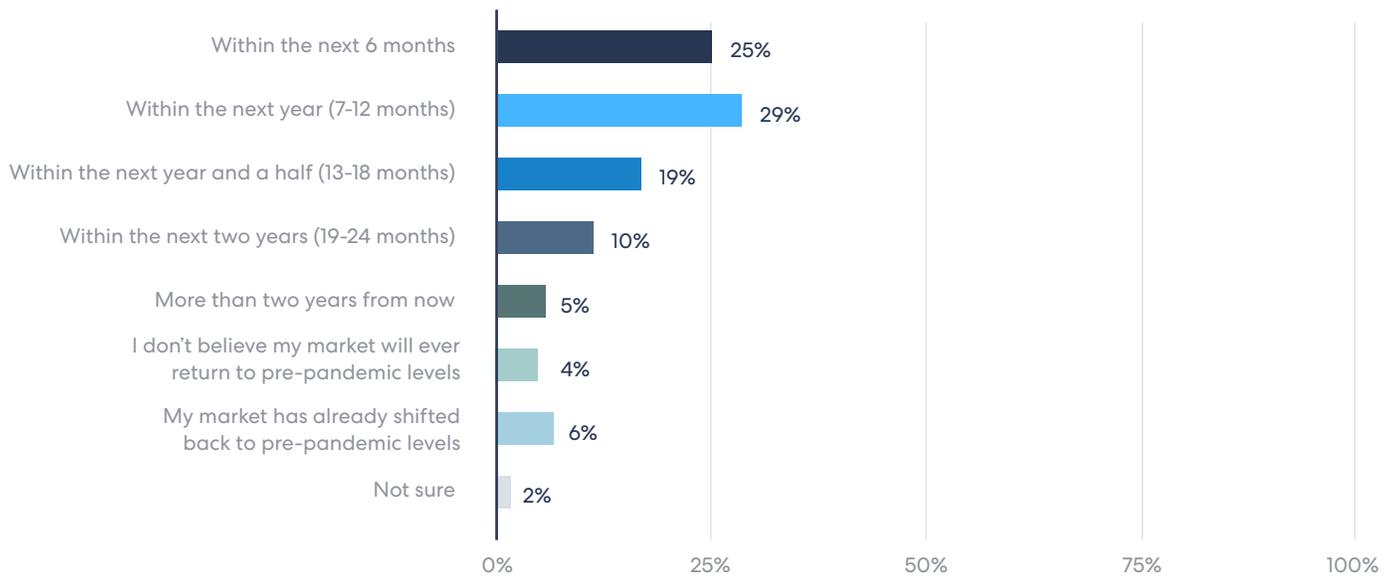
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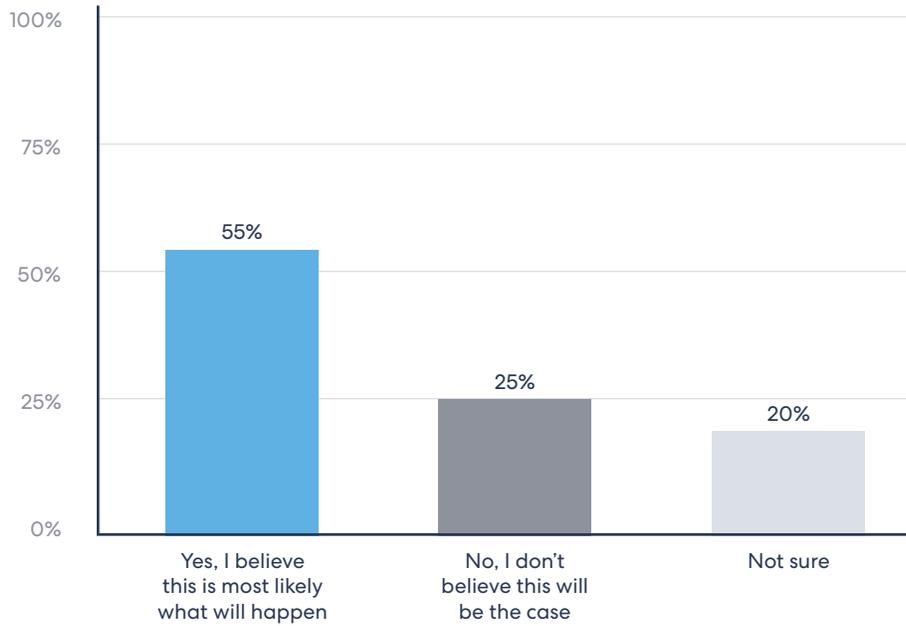
Over the next **six months**, I predict that home prices in my market will:



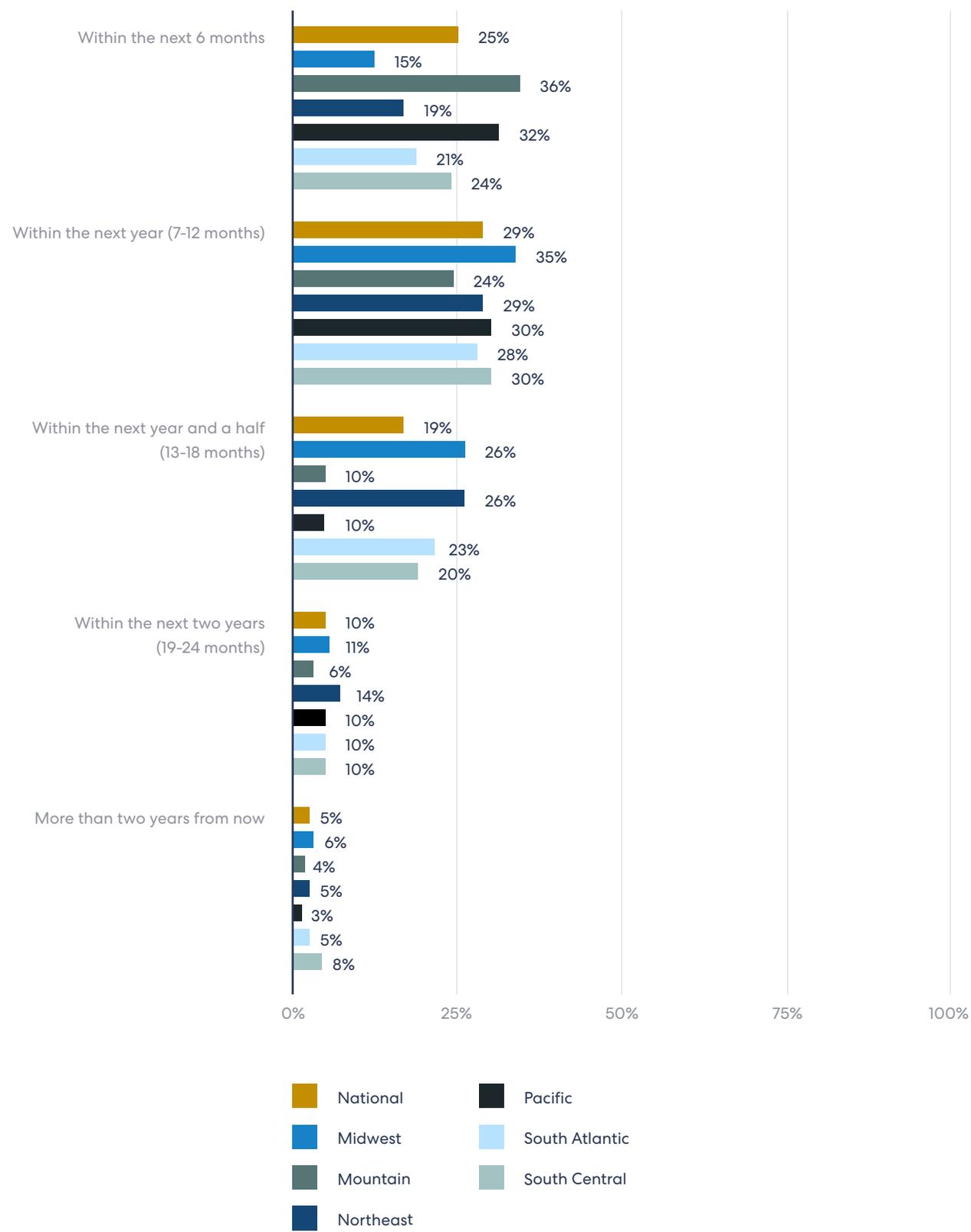
When do you believe your market will start to look more like **pre-pandemic times**? (i.e., for inventory to catch up, days on market to reach normal levels, etc)

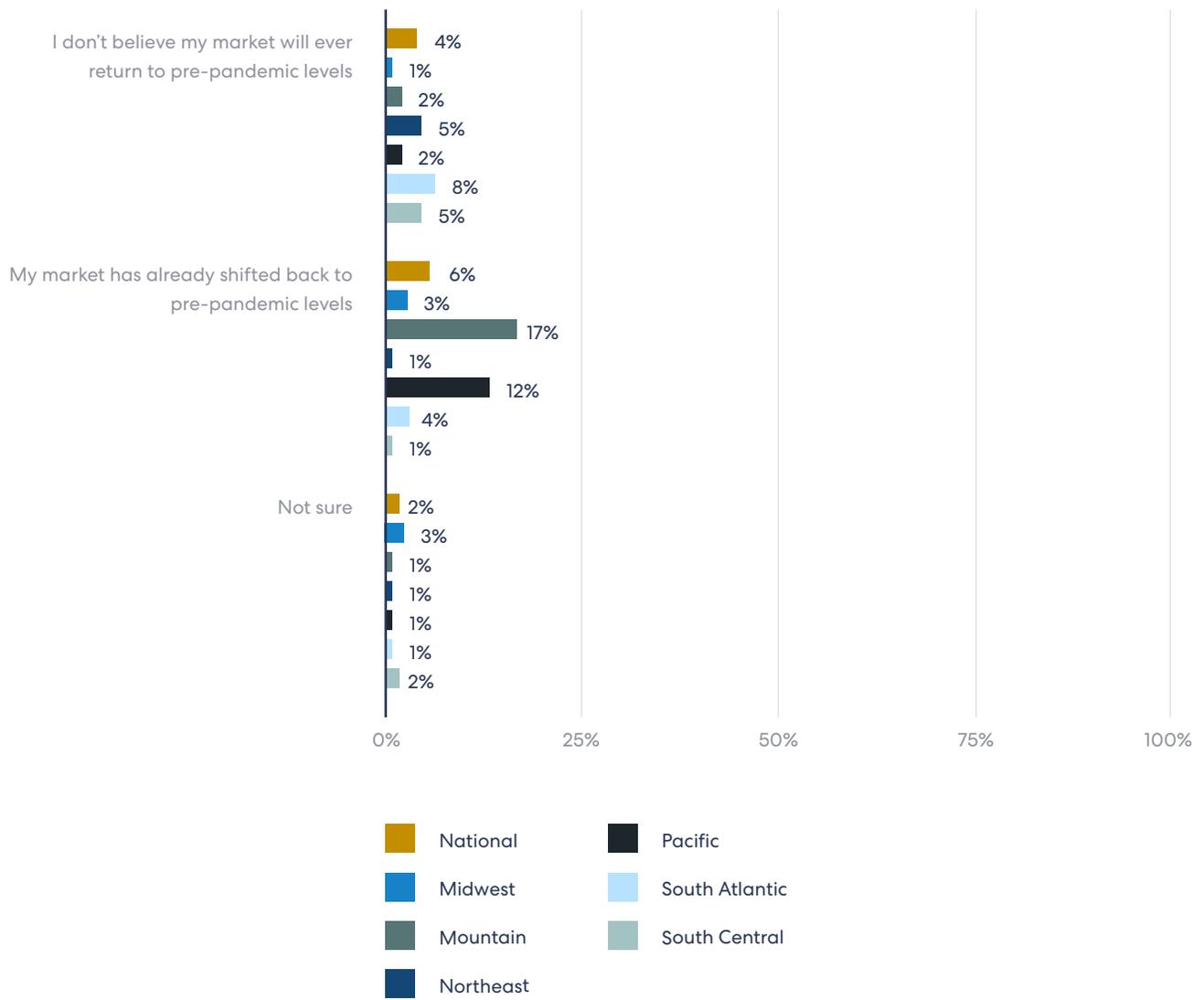


The markets that heated up the quickest during the pandemic (e.g., Austin, Phoenix, Boise) will likely be first to **cool down and see the biggest decreases** in a market correction, while other markets will be slower to change:



When do you believe your market will start to look more like **pre-pandemic times**? (i.e., for inventory to catch up, days on market to reach normal levels, etc)





**Newly expensive  
housing markets  
burden teachers,  
service workers**

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## A rush of demand led to unexpected jolts to some real estate markets

The rise of remote work during the pandemic gave an unprecedented number of workers the sudden ability to choose where they live based on personal preference rather than on the requirements of their profession. Workers from places with high living costs have been [especially likely](#) to seek out more areas where they're able to buy larger, more affordable, or more suitable homes.

**“A large number of local sellers in the Denver housing market are selling their homes, taking their equity and moving to more affordable parts of the country, including Arizona, New Mexico, Texas, Florida, Tennessee, and North and South Carolina.”**



**Sean Healey**  
HomeLight Elite Agent in  
Denver, Colorado

Researchers at the [National Bureau of Economic Research](#) found that “over one-half of the 23.8 percent national house price increase” from late 2019 to early 2022 could be explained by the pandemic-induced shift to remote work.

### Priced-out locals shifting their home buying plans

Forty-seven percent of agents surveyed by

HomeLight say that the influx of new residents who bought homes (either to work remotely or as a vacation home in their area) is putting a strain on long-time locals who can no longer afford to live there.

In a report from [Summer 2022](#), HomeLight also found this situation is being exacerbated by a phenomenon of people buying their “second” home first, typically in a more remote location with the intention of using it as an investment property or a part-time rental property.

“The high cost of home prices has priced out many local residents from being able to purchase,” reports [Andrea Castaneda](#), a top real estate agent in Los Angeles County. “Instead, they are forced to continue renting, and with rental rates on the rise, they are starting to look to either move to other areas, or move in with family to help with the living expenses.”

The issue has not been felt uniformly across the United States. This trend was most commonly reported in the Mountain and South Atlantic regions, with over 60% of agents observing affordability issues mounting for local residents.

### What happens if your job prevents you from moving?

While remote workers have been free to move to lower-cost areas, most workers cannot simply pick up and leave. HomeLight asked agents about two groups of workers that every community needs and whose jobs are almost always best done in person: teachers and nurses.

“Being a full-time high school teacher myself, I am feeling the burden of a forced career change due to housing affordability and economic conditions. We are now seeing a major shortage in teachers across the state,” says [Dylan Myers](#), a real estate agent in Salt Lake City, Utah.

Myers is not alone in his experience. A lack of affordable homes near schools is causing more teachers in their market to retire or change fields, say 24% of agents surveyed. Almost half (49%) of agents say that teachers in their market are being routinely priced out of their first choice areas near their schools, and 10% say that houses that would normally have been available to teachers prior to the pandemic are being purchased by remote workers or second homebuyers.



Nurses face similar challenges. Of the surveyed agents, 21% say that a lack of affordable homes near hospitals is causing more nurses in their market to change fields or turn to other career options, such as working as a travel nurse. As with teachers, nurses are having a harder time finding housing in their first-choice areas near work, say 33% of agents. Finally, 15% of agents report that houses once available to nurses are now taken up by remote workers or by buyers purchasing second homes.

[Roger Nix](#), a real estate agent in Greenville, South

Carolina, describes the emotional difficulty that many teachers, hospital workers, service workers, and blue-collar workers have faced: “[T]he option to purchase in our market over the last two years has been a frustrating and discouraging time. The process of writing many offers only to be rejected and having to continue to search farther and farther from their desired location has been difficult for both homebuyers and buyer’s agents.”

## Adapting will take time

Local jurisdictions impacted by pandemic-related migration face a difficult path forward to ease cost pressures, as bringing new housing online takes time. For instance, supply-chain issues are helping to slow new housing starts, according to the [National Association of Home Builders](#).

Building more housing to better reflect demand is ultimately key, according to research from the [Keystone Policy Center](#) showing that increased pay for Colorado teachers has not been sufficient to offset the rise in housing costs.

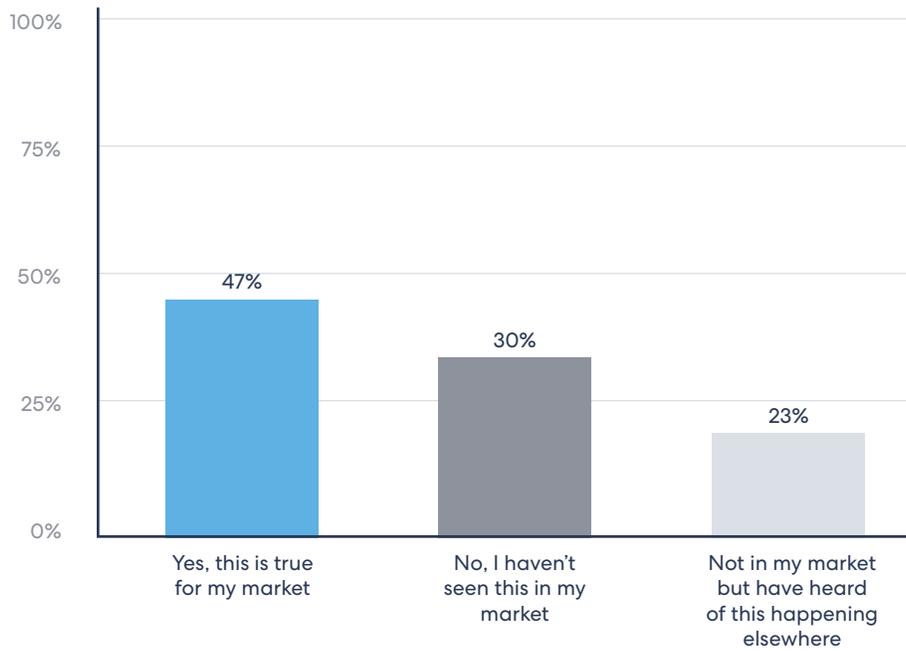
Some areas have begun to address the issue, say agents. Top real estate agent [Cindy MacGray](#) says that in her area of Steamboat Springs, Colorado, “the smaller towns around are growing and actually creating welcoming communities for those that have to drive further for work.” In addition, MacGray says that the area housing authority “has purchased more land to create affordable housing.”

In [Boise](#), which became a popular place for relocating tech workers, the city is [considering changes](#) to the zoning code to allow for greater housing density in strategic areas of the city. Farther north in Coeur d’Alene, Idaho, top agent [Brenda Burk](#) says that “The locals are priced out of our market. Service jobs are paying three to four times more than they were one year ago, but even with that increase, the service

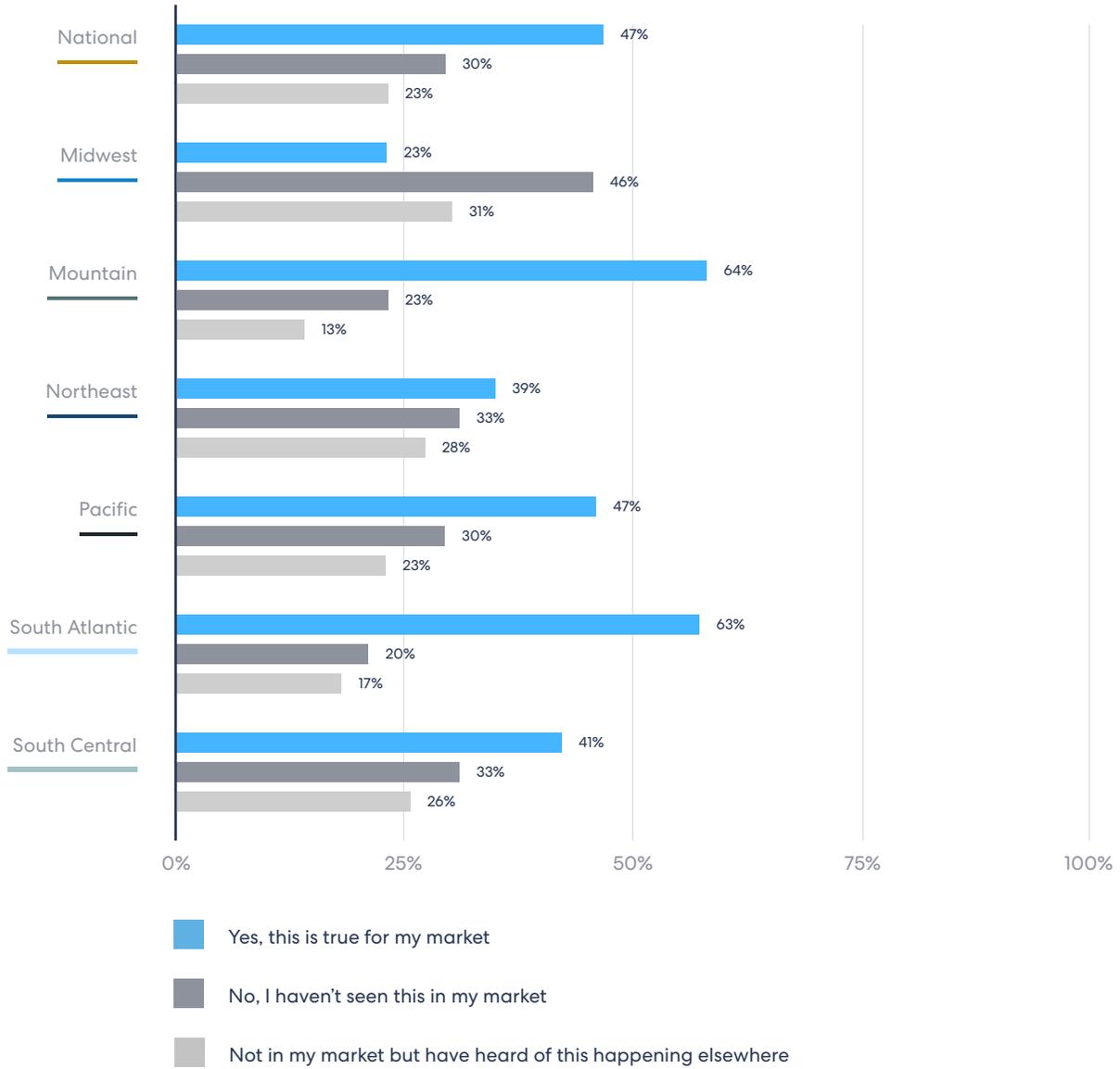
worker cannot afford a nice home or even any home as a first-time homebuyer.”

Other places are finding change harder to swallow. “There is a shortage of housing, but our towns are still too protective with strict zoning, conservation rules and are not very flexible in allowing multifamily construction,” among other zoning changes, says real estate agent [Melanie Cauchon](#) of Brewster, Massachusetts.

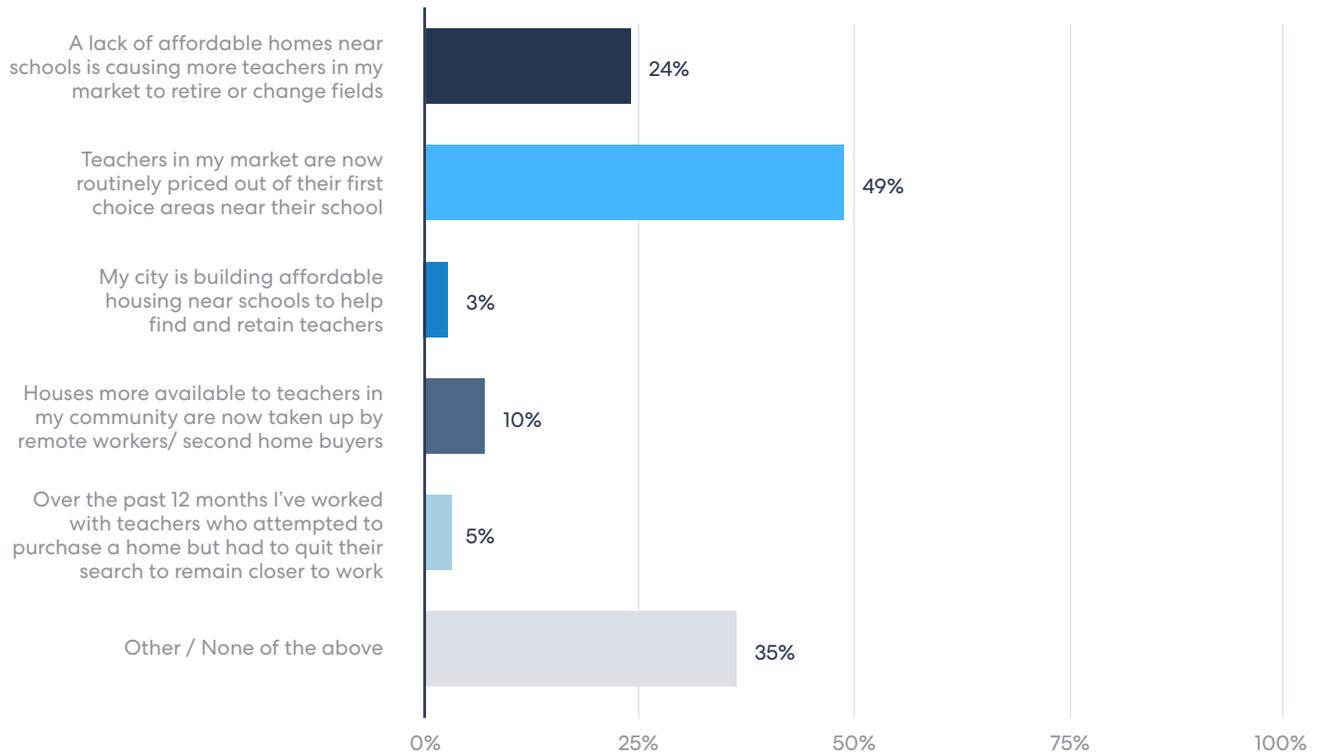
The influx of new residents who bought homes to work remotely or as second / vacation properties in my area **continues to put strain on long-time locals who can no longer afford to live here:**



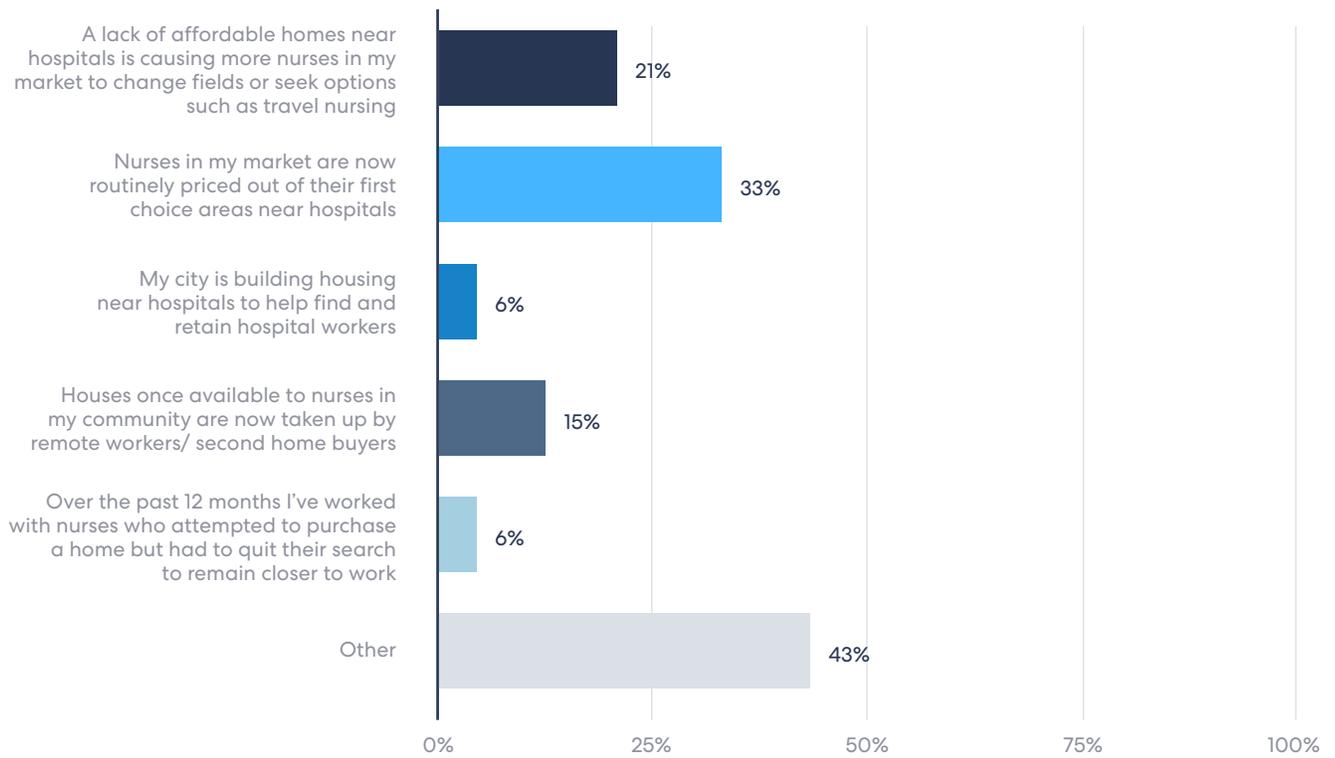
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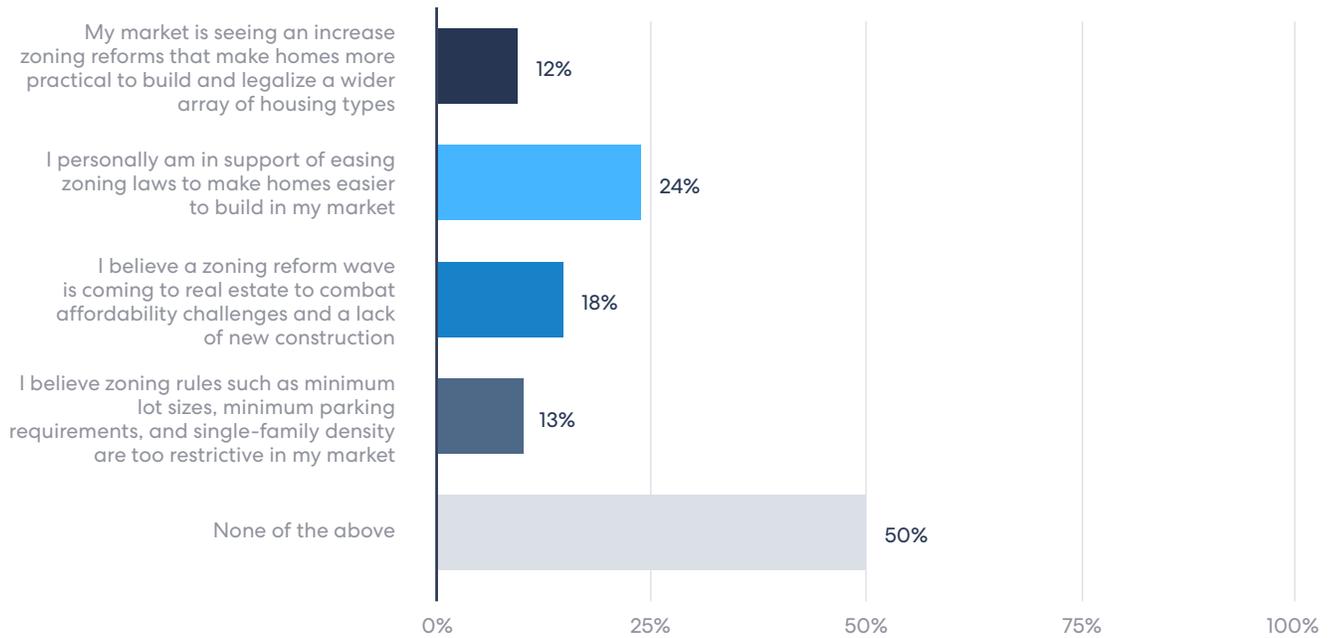
Given that **teachers are limited in their ability to work remotely**, which of the following trends are you aware of in your market regarding teachers and housing? (Check all that apply.)



**Nurses are also limited in their ability to work remotely.** Which of the following trends are you aware of in your market regarding nurses and housing? (Check all that apply.)



Which of the following is true regarding **zoning and zoning reform** in your market?  
(Check all that apply.)



**Couldn't buy your  
dream home?  
Make it one with  
old-fashioned fixes**

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## As the market cools down, homeowners still have options that add value and attract great offers

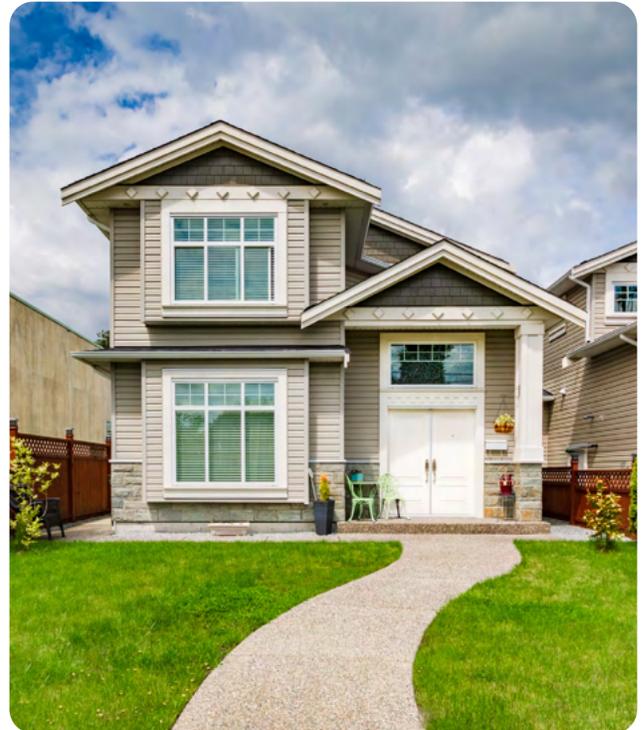
During the frenetic seller's market, many homeowners decided to list their house in the hopes of riding the wave of intense buyer competition to realize a significant profit.

Then, sellers could hope for bidding wars, counting on offers even without significant prep work (See Chapter 1). While some sellers have yet to adjust their expectations as the market has started to shift since the end of 2021, there are still things homeowners can do to add value the old-fashioned way: through well-informed investments in home maintenance and upgrades.

Even first-time buyers, who faced significant difficulty during the seller's market thanks to rapidly rising prices and the prevalence of cash offers, have great options for improving their often older and smaller homes, both for their own enjoyment and for improving future resale value, say agents surveyed by HomeLight.

### First-time homebuyers and smaller, older homes

Stiff competition for homes, reduced inventory, and now higher mortgage interest rates have led many first-time buyers to pursue smaller or older homes. In [Spring 2022](#), HomeLight surveyed more than 1,000 top real estate agents about how what constitutes a starter home has shifted. Agents reported then that the homes many first-time homebuyers could afford during the seller's market tended to have fewer bedrooms, fewer bathrooms, and were more likely to be sold "as is."



The pandemic-related shift in the market meant that these were very different homes than what first-time buyers were purchasing as recently as early 2020, agents reported.

First-time buyers tend to be less competitive in the market. They make fewer cash offers and are more vulnerable to fluctuations in the real estate market than repeat buyers, who have accumulated home equity or may have other investments, reports the [Consumer Financial Protection Bureau](#).

“Some purchasers — especially first-time homebuyers — are discouraged by rates and the caliber of homes in their budget.”



**Shurie Fletcher**  
HomeLight Elite Agent in  
Denver, Colorado

## Easy upgrades first-time homeowners can make that add value

In HomeLight’s most recent survey, agents describe a number of ways that first-time buyers forced to downsize during their home search could add value for a modest sum. Nationally, agents estimate that

homeowners could spruce up an older or smaller starter home with budget-friendly improvements for \$10,920. Even just starting small can help, advises top Los Angeles real estate agent [John Barrentine](#): “Starter homebuyers should begin home improvement with things that will lead to overall comfort for them at the moment. A coat of clean fresh paint and the proper lighting can work wonders.”

The home improvement projects that top agents most commonly recommend are repainting (especially walls and cabinets) and replacing tired flooring.

HomeLight Elite agent [Ben Olsen](#) in Walnut Creek, California, says that “Paint goes the farthest, inside and out. Changing electrical plugs and switches, and adding or changing to LED lights makes the house more livable and rentable.”

Collectively, surveyed agents prioritized the following easy projects for owners of starter homes seeking the most bang for their home improvement buck:

Home upgrade	Percent of agents who recommend
Paint tired rooms	78%
Replace old carpets	75%
Paint dated cabinets	59%
Replace dated countertops	58%
Install new light fixtures	57%
Swap out old hardware	38%
Put in a kitchen backsplash	19%
Add backyard elements (seating, lights, fire pit)	14%
Add a deck or patio	11%
Install a smart thermometer	10%
Add shelving or other storage	7%

“Paint and flooring make the biggest impact,” says top real estate agent [Jon Ellen Snyder](#) in Bozeman, Montana, but reminds new owners not to forget to account for their personal preferences: “After that, new windows, adding central A/C, and re-landscaping to improve curb appeal make the house feel like your own.”

## If costs of living are high where you are, be prepared to spend more

The amount agents estimate first-time homeowners would need to spend on budget-friendly improvements varied by region. In California, agents estimate that an older starter home would need \$18,099 to be spruced up. In Florida, owners of starter homes could look to spend \$8,238. In Texas, that figure is \$11,042.

In the Midwest region, which has not experienced the same level of pandemic-related price gains as other parts of the country and has a lower cost of living, agents estimate that first-time homeowners could improve their home for \$7,517.

## The simple power of decluttering and a deep clean

One of the simplest things that any home seller can do to improve value when it's time to sell is to ensure the home is neat and clean. While it makes intuitive sense that a clean, decluttered home is naturally more enticing to prospective buyers compared to a messy or dirty home, agents responding to HomeLight's survey have helped put a dollar value on a neatly presented home.

Agents across the United States estimate that deep cleaning and decluttering added value to the home sale price. Nationally, agents estimate that a deep cleaning could add \$3,731 to the sale of a home, and decluttering could add \$6,523.

HomeLight has guides to help sellers break down a [deep clean](#) of an entire house, as well as how to [declutter](#) in preparation for photographing or showing your home.

“Fresh carpet and paint can do wonders to any home and bring you the biggest bang for your buck. Declutter, do a deep clean, and make sure the landscaping looks good,” suggests top Pottsville, Pennsylvania agent [Erica Ramus](#).



## High-cost areas see the highest return on a deep clean

How much absolute value cleaning and decluttering add can vary significantly between different regions in the United States. Agents in the more expensive Pacific region estimate that sellers could see an \$11,438 increase in their home's selling price from decluttering and \$5,386 from deep cleaning. Agents from the more affordable Midwest region estimate increases in home prices of \$4,282 for decluttering and \$3,146 for deep cleaning.

## Prioritizing bigger upgrades for all homeowners

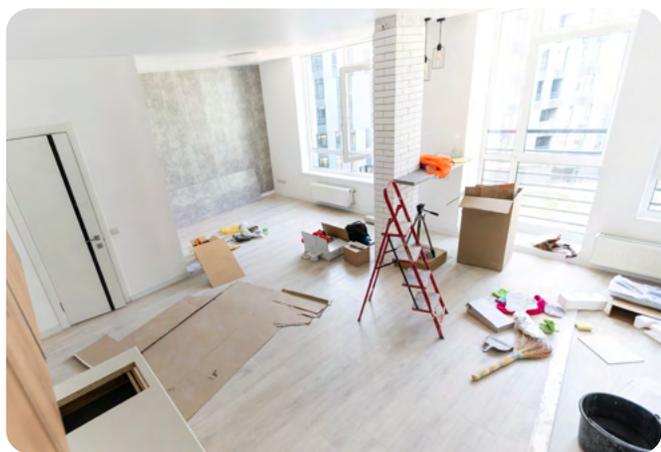
Whether first-time or seasoned homeowners, it's a

good idea to think both about the short-term value if you're looking to sell soon, as well as the mid- and long-term value if you're planning to be in the house for a few years.

Two of the most expensive rooms to renovate tend to be the **kitchen** and **bathrooms**, thanks to the need for counters, cabinets, and other fixtures and appliances. It isn't always necessary to spring for the latest **trends** or the most **high-end finishes**, but **outdated** kitchens and bathrooms can seem like future headaches to would-be buyers.

However, investments made in those rooms can yield returns to homeowners when it's time to sell, according to HomeLight survey data. Nationally, agents estimate that a light kitchen remodel costs about \$10,512 and results in an additional \$17,865 in resale value.

Light remodels of bathrooms cost about half as much, but see similar returns. When it comes to bathrooms, agents estimate that a light remodel costs about \$5,924 and that the value added during the resale of the house can be \$9,780.



As with other steps that homeowners can take to improve value, significant regional differences exist across the United States. Once again, the Pacific region offers the highest potential return for

homeowners, with a kitchen remodel costing \$13,646 and yielding \$25,584 in resale value, for a possible return on investment of 87%. A similar return can also be expected for bathroom remodels in the Pacific region, say agents.

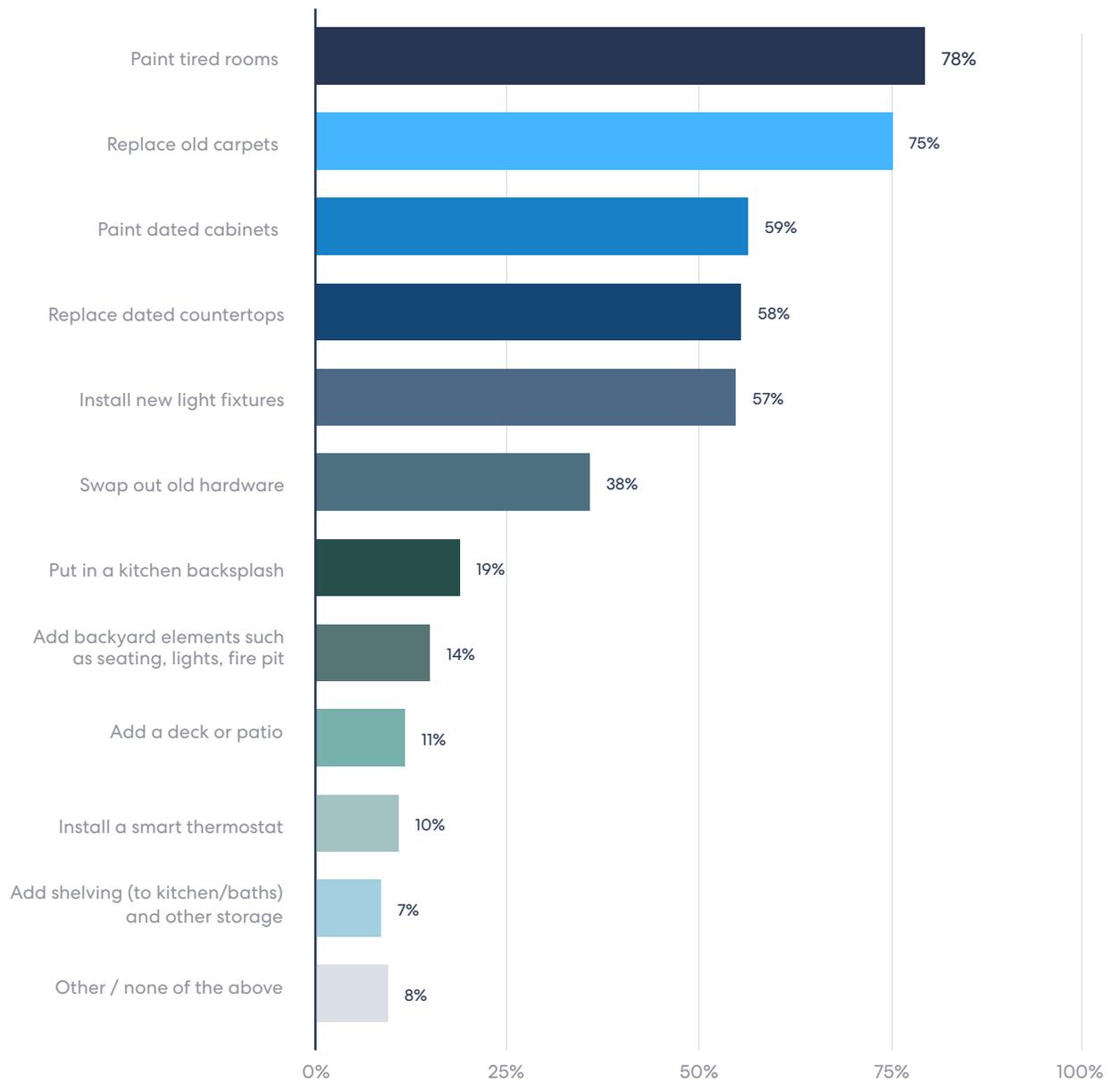
The Mountain region also has a high potential return on investment for kitchen remodels, at 80%. The lowest value add was in the Midwest region, where a \$9,063 remodel can generate a resale value of \$13,384. For Midwestern homeowners, that represents a return of 48%.

## Returning to less frenzied market conditions

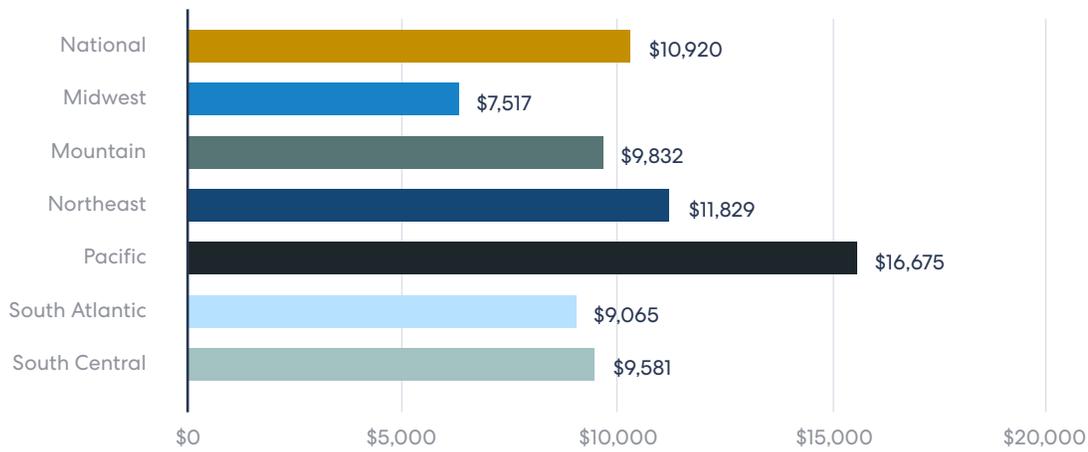
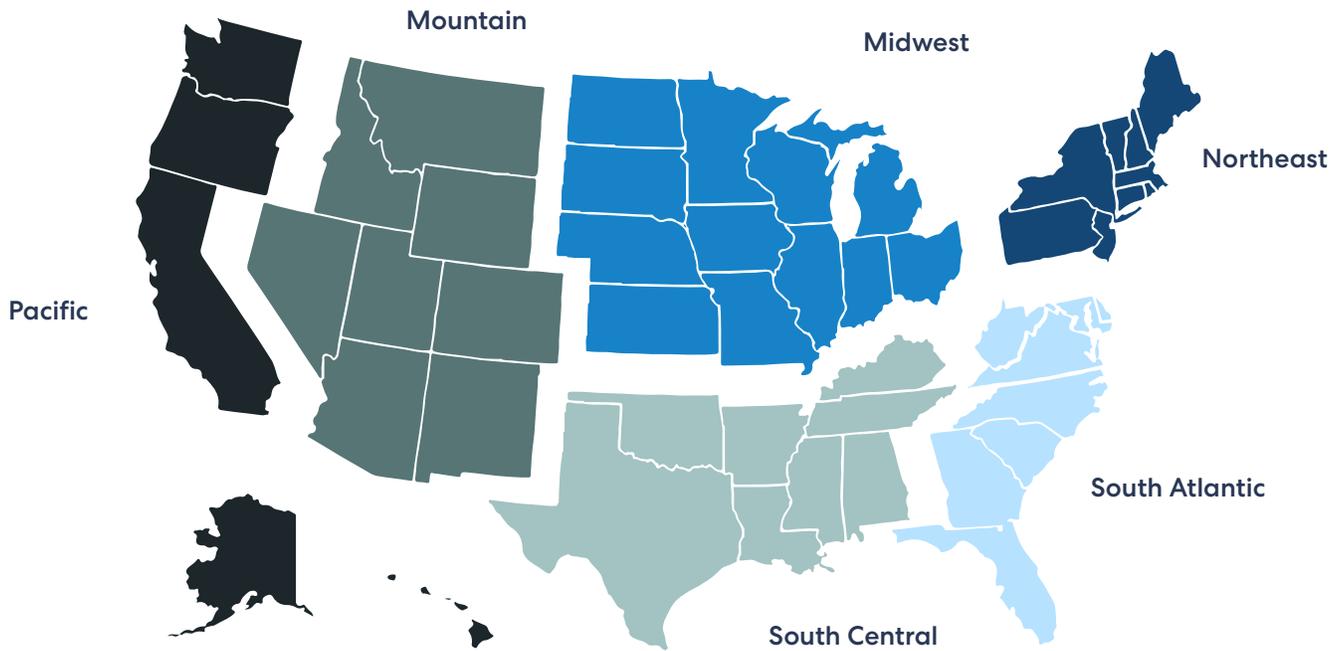
As the market continues to rebalance, buyers are realizing greater ability to be selective, even starting to bring back **contingencies**, report agents. For sellers, this means giving up on the stratospheric price expectations that many came to expect in recent years, and, needing to put some effort into the prepping and marketing of their houses.

Long-term consequences of the pandemic are still unfolding in the marketplace, but many buyers — including first-time buyers and workers like teachers and nurses — have found conditions in their local area are not aligning with the conditions of only a few years ago. Despite market fluctuations, agents report the continuing wisdom of time-honored ways of improving home value.

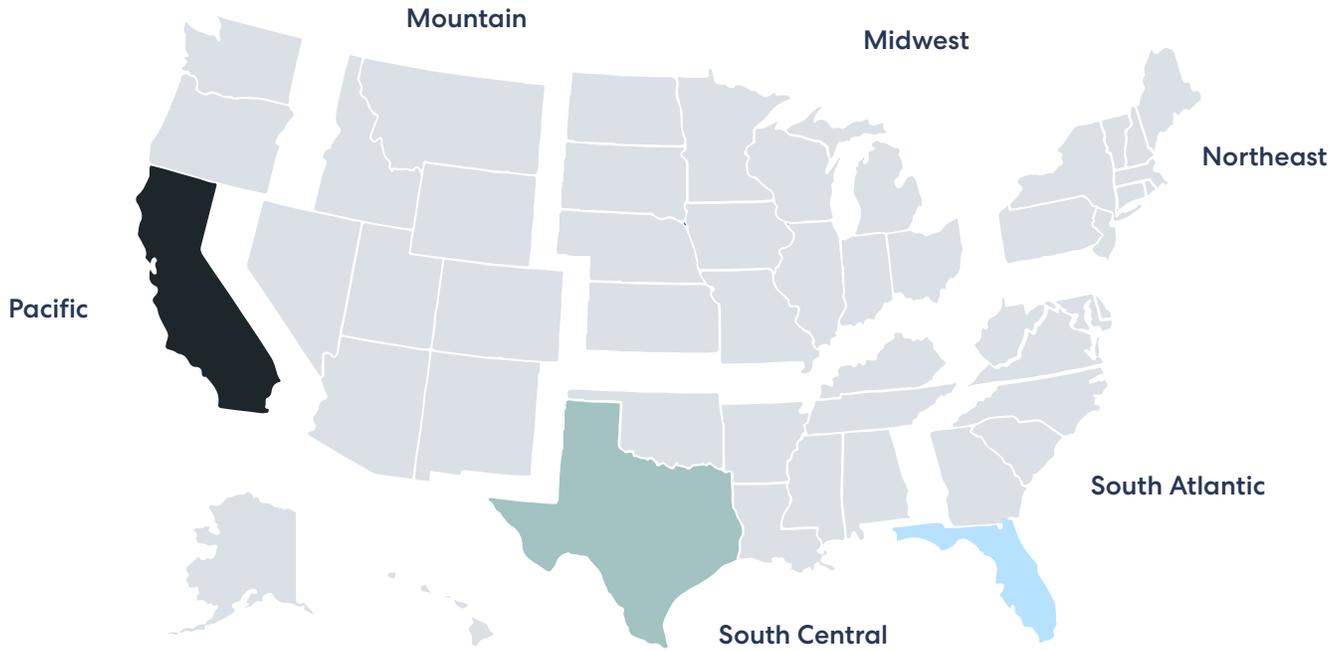
Which of the following home improvements would you recommend starter home buyers invest in who had to compromise on **home size, quality, or condition**? (Select your top 3.)



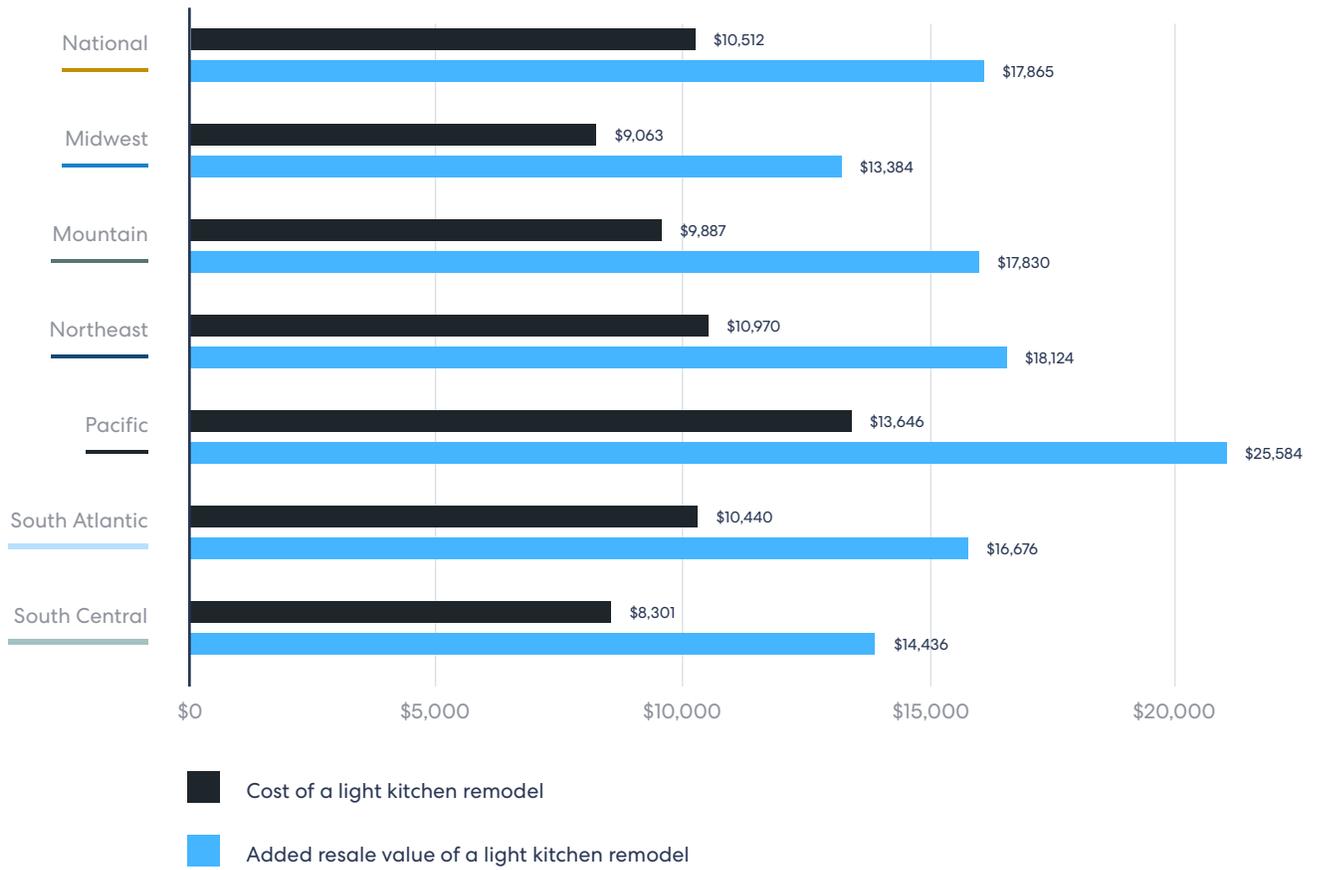
In my market, you can spruce up an older/smaller starter home by investing approximately \$ \_\_\_\_\_ on average into **budget-friendly improvements**.



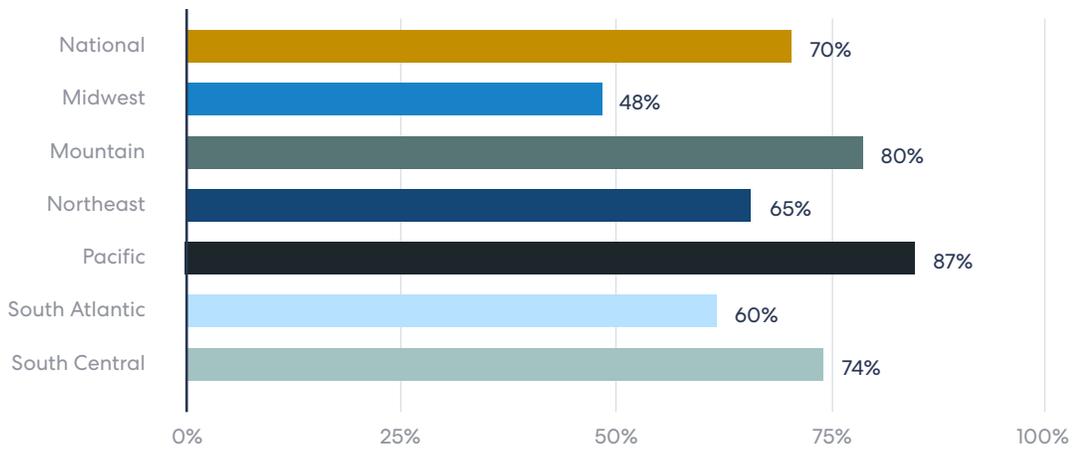
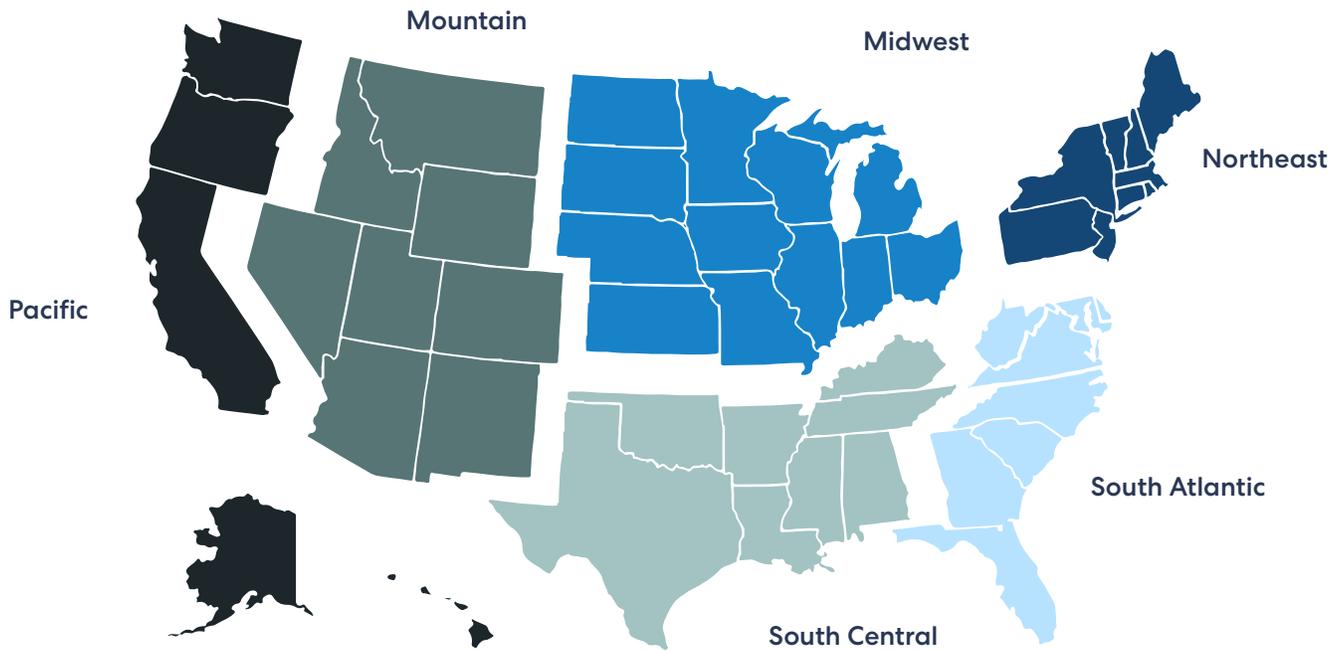
In my market, you can spruce up an older/smaller starter home by investing approximately \$ \_\_\_\_\_ on average into **budget-friendly improvements**.



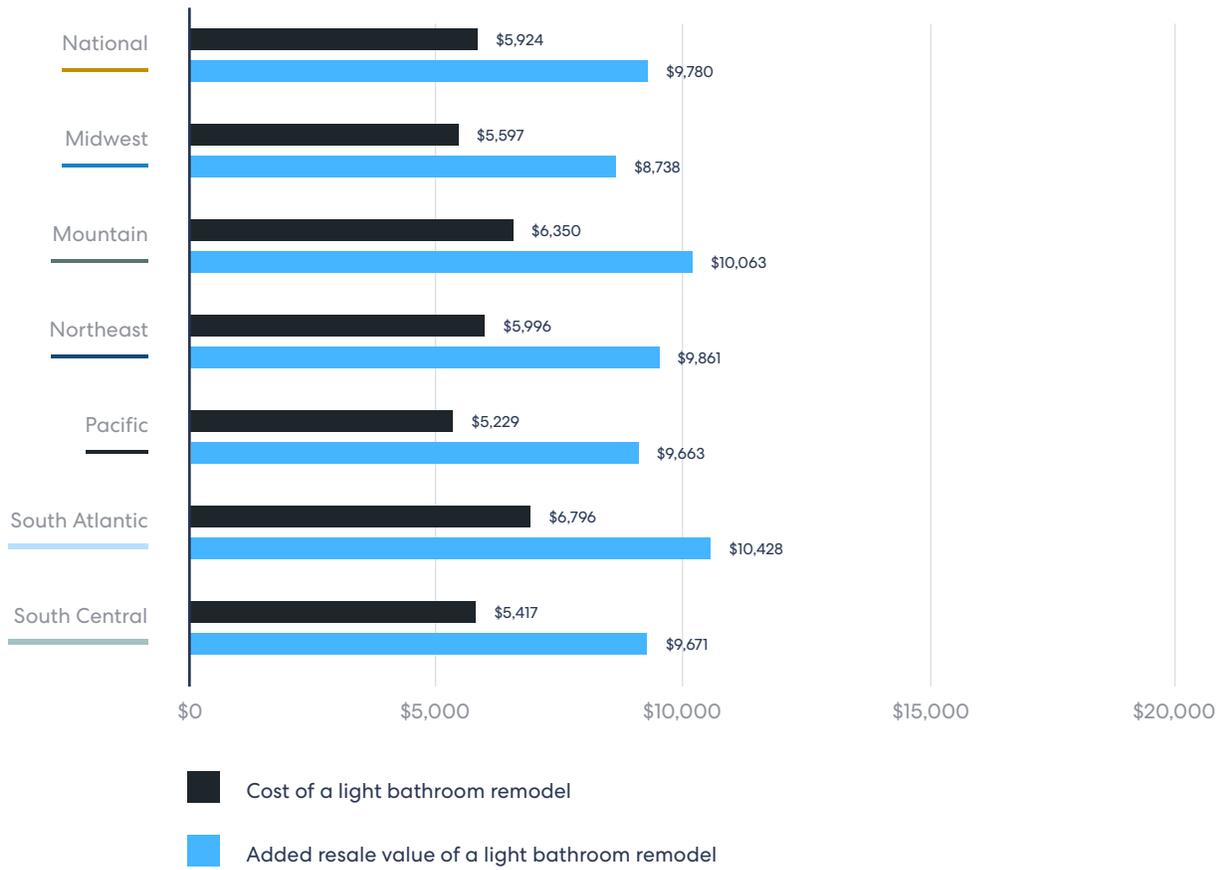
Tell us about the **cost and value of lightly remodeling** one of the most important types of rooms in the home — **kitchens**.



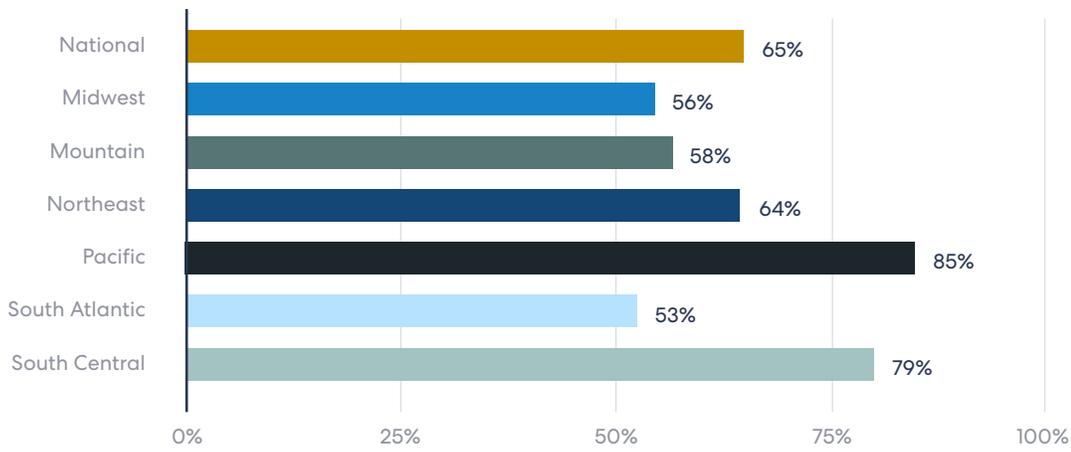
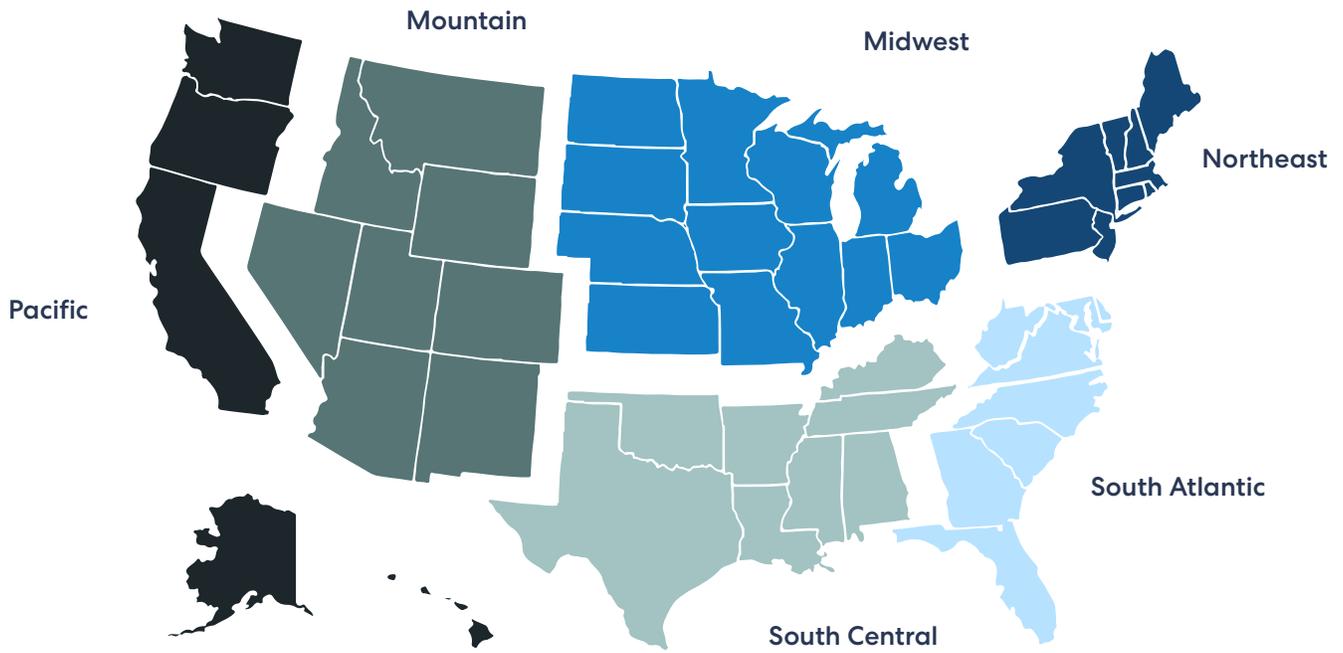
## ROI of a light kitchen remodel



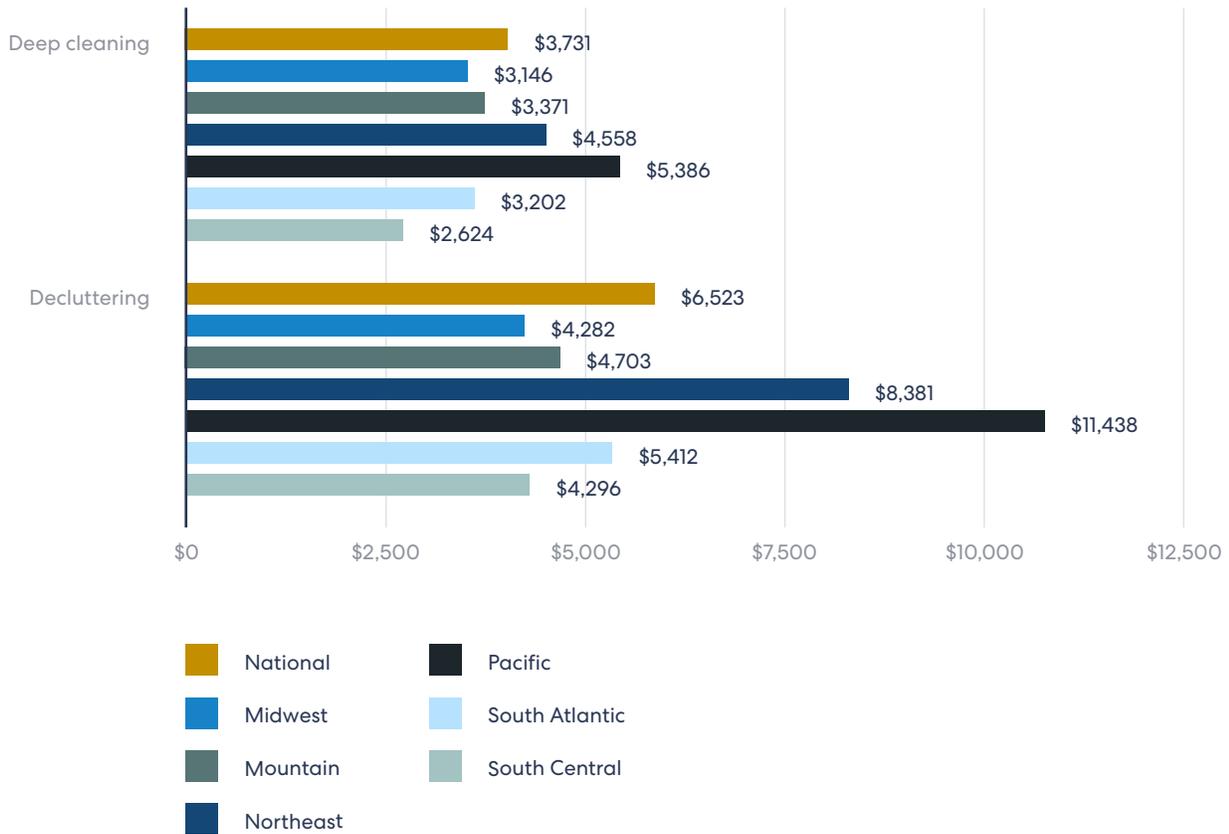
Tell us about the **cost and value of lightly remodeling** one of the most important types of rooms in the home — **bathrooms**.



# ROI of a light bathroom remodel



How much **value** do the following tasks add to a home in your market?



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

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Here, in alphabetical order by the first name, 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:



**Alex Lehr**

Guide Real Estate (Silicon Valley, CA)

- 38 Years of Experience
- Works with Over 81% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



**Ben Olsen**

BrightWork Realty Advocates (Walnut Creek, CA)

- 18 Years of Experience
- Works with Over 84% More Single-Family Homes Than the Average Area Agent
- Sells Properties More than 72% Quicker Than the Average Area Agent



**Bryan Hill**

Mint Real Estate (Newport Beach, CA)

- 14 Years of Experience
- Works with Over 78% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



**Danielle Moy**

@properties (Tinley Park, IL)

- 14 Years of Experience
- 2,061 Transactions
- Works with Over 75% More Single-Family Homes Than the Average Area Agent



### Denise Chambre

Keller Williams (Fort Myers, FL)

- 18 Years of Experience
- Works with Over 78% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Ed Kaminsky

The Kaminsky Real Estate Group (Manhattan Beach, CA)

- 35 Years of Experience
- 1,093 Transactions
- Sells 93 More Condos Than the Average Area Agent



### Glen Henderson

Premier Homes, a division of Big Block Realty, Inc (San Diego, CA)

- 19 Years of Experience
- 1,935 Transactions
- Sells 605 More Condos Than the Average Area Agent



### Jon Ahern

Coldwell Banker (East Bay, CA)

- 29 Years of Experience
- Works with Over 72% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Judith Hayes

Designed Realty Group (Houston, TX)

- 13 Years of Experience
- Works with Over 69% More Single-Family Homes Than the Average Area Agent
- Works with Over 69% More Short Sales Than the Average Area Agent



### Julee Patterson

Gateway Properties (Roseville, CA)

- 20 Years of Experience
- Works with Over 85% More Single-Family Homes Than the Average Area Agent
- Sells Homes 65% Quicker Than the Average Area Agent



### Kelli Griggs

Navigate Realty (El Dorado Hills, CA)

- 11 Years of Experience
- Works with Over 82% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Kelly Boulton

Better Homes & Gardens Winans Real Estate (North Texas)

- 20 Years of Experience
- 858 Transactions
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Kim Alden

Compass (Chicagoland (Northwest suburbs), Illinois)

- 17 Years of Experience
- 1,532 Transactions
- Works with Over 87% More Single-Family Homes Than the Average Area Agent



### Lydia Gable

Compass (Westlake Village, CA)

- 17 Years of Experience
- Works with Over 81% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Mark Daya

Sac Platinum Realty (Sacramento, CA)

- 18 Years of Experience
- Works with Over 74% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Patrick Muldoon

Muldoon Associates, Inc (Colorado Springs, CO)

- 28 Years of Experience
- 1,590 Transactions
- Works with Over 78% More Single-Family Homes Than the Average Area Agent



### Robert Hryniewich

RE/MAX Masters Millennium (Denver, CO)

- 18 Years of Experience
- Works with Over 82% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Sandra Rathe

Keller Williams Legacy (Fort Lauderdale, FL)

- 13 Years of Experience
- 2,210 Transactions
- Works with Over 71% More Single-Family Homes Than the Average Area Agent



### Sean Healey

Keller Williams Preferred Realty (Denver, CO)

- 26 Years of Experience
- Works with Over 78% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Shurie Fletcher

Compass - Denver (Denver, CO)

- 3 Years of Experience
- 59 Transactions
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Valerie Caro

Flagstaff Top Producers Real Estate (Flagstaff, AZ)

- 36 Years of Experience
- Sells 26 More Condos Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



### Zach Harris

Harcourts Prime Properties (Joshua Tree, CA)

- 18 Years of Experience
- Works with Over 80% More Single-Family Homes Than the Average Area Agent
- Earned 2021 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 over a million 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. Participants who are not mentioned by name here chose to remain anonymous or didn't provide enough identifying information in our survey to be listed.

Name	Primary market	Name	Primary market
Aaron Brunette 	Eau Claire, WI	Amie Bozeman	Atlanta Metro Area
Aaron Byles 	Philadelphia	Amy Hudson 	Blacksburg, VA
Aaron Tadlock	Dade City, FL	Amy Patton	Houston
Adam Bugos	Springfield, IL	Amy Zimmerman 	Covington, KY
Adam Schwartz	Greeley, CO	Andee Hausman	Chicago
Adrienne Reilly	Asheville, NC	Andre Quain	Philadelphia
Agnes Holzberg	Westchester, NY	Andrea Castaneda 	Lancaster, CA
Aimee Oneill	Boca Raton, FL	Andrea Schutter-Riebeling	Round Top, TX
Aj Chopra	Newport Beach, CA	Andrea Swetland	San Francisco
Al Waltz	Los Angeles	Andrea Wall	Brentwood, TN
Alejandro Alvarez	Miami	Andrew Bartlett	Lancaster, PA
Alex Acuff	Auburn, AL	Andrew Bloom 	Scottsdale, AZ
Alexa Hicks	Johnson City, TN	Andrew Hargreaves 	Plymouth, MI
Alfredo Sabal	Houston	Andrew Oldham	Silicon Valley, CA
Alice Lavergne	Reno, NV	Andrew Prasky 	Minneapolis
Alisha Rytting	Queen Creek, AZ	Andrew Recotta	Hammond, LA
Alison Connors 	Tampa, FL	Andrew Urban 	Benicia, CA
Allyson Pereira	Scottsdale, AZ	Andy Norris	Columbus, OH
Alvaro Najera Montalvan	Riverside, CA	Andy Werner, Jr.	Gaithersburg, MD
Amanda Charles	Anchorage, AK	Angel Moreno	Whittier, CA
Amanda Jones 	Fort Worth, TX	Angela Canete	South Florida
Amanda Stanford	San Antonio	Angela Thompson	Southern Pines, NC
Amanda Wynn	Fayetteville, NC	Angie Morris 	St. Petersburg, FL
Amber Freitas	Benicia, CA	Angie Wait	Belvidere, IL

Name	Primary market	Name	Primary market
Anil Kabani 🏠	Tallahassee, FL	Bojie He	San Jose, CA
Ann Adams	Chandler, AZ	Bonnie DuPree	Murphy, NC
Anna Buono	North Haven, CT	Bonnie Fleishman 🏠	Pasadena, MD
Anna Mangieri	Frisco, TX	Brad Gore	Branson, MO
Anna Phillips	Syracuse, NY	Brad Hetland	Woodbury, MN
Anne Fahy 🏠	Norwood, MA	Brad McKissack 🏠	Dallas and Denton, TX
Anne Marie Ohly	Summit County, CO	Bradley Reeves	Sacramento, CA
Anne Peters	Tucson, AZ	Brandon Baermann	Phoenix
Annetta LaPointe	Orlando, FL	Brandon Ingram	Tucson, AZ
Annette Fox	Tyler, TX	Brandon Peterson	Provo, UT
Annette O'Brien	Long Island, NY	Brenda Burk 🏠	Coeur d'Alene, ID
Anthony Aldridge	Los Angeles	Brenda K Jones	Schertz, TX
Anthony Sacco 🏠	Rehoboth Beach, DE	Brennen Clarke	Detroit Metro Area
Anthony Scorsone 🏠	Rochester, NY	Brent Hammonds	Phoenix
Antonio Lanz	South Gate and Long Beach, CA	Brett Rosenthal	Philadelphia
April Dawn Beason-McGuire	Knoxville, TN	Brian Banak	Hartford, CT
April Stroud 🏠	Columbia, SC	Brian Bellairs 🏠	Beaverton, OR
Ardee Jagt 🏠	Crestline, CA	Brian Burry	Clovis, CA
Armand Lenchek 🏠	Chapel Hill, NC	Brian Chiu	Houston
Arthur Chapman	Newport, RI	Brian E. Parker	Richmond, VA
Atha Team	Montrose, CO	Brian Fitzpatrick 🏠	Newton, MA
Babak (Bobby) Mehranvar	Newport Beach, CA	Brian Logue	Ocean City, NJ
Barbara Ellman 🏠	Kingston, NY	Brian Pastor	San Francisco (East Bay)
Barbara Kuzma 🏠	Cheyenne, WY	Brigette Lowe	McDonough, GA
Barbara Stewart 🏠	Olive Branch, MS	Broadus Albertson	Seneca, SC
Barry Turner	Somerset, KY	Brooke Plush	Grand Junction, CO
Bart Tipton 🏠	Bakersfield, CA	Brooke Walser 🏠	Denver
Beatriz Dickens	Mission, TX	Bruce Soli	Incline Village, NV
Becky Gluff 🏠	Indianapolis	Bruce Ward	Buena Vista, CO
Becky Moran 🏠	Williamsport, PA	Bryce W. Jones 🏠	Wichita, KS
Bernadette Gingrass	South Fork, CO	Cait Wisniewski	Grand Rapids, MI
Bernadette Kelly 🏠	SouthCoast, MA	Caren Fried	Raleigh, NC
Berry McCracken 🏠	Kankakee, IL	Cari Baxter	Billings, MT
Beth Drake 🏠	Hilton Head Island, SC	Carla Elliott	Fountain Valley, CA
Beth Pretty	Richmond, VA	Carla Goddard	Zephyrhills, FL
Bill Egging	Port St. Lucie, FL	Carmen Hennelly	Northwest Arkansas
Bill Millwood	Asheville, NC	Carmina Garcia	Los Angeles
Bill Sikkema 🏠	Kalamazoo, MI	Carol Gartland-Bateman	Ossipee, NH
Bill Tate 🏠	Waupaca, WI	Carol Marr	Columbus, OH
Bill Tierney	Cohasset, MA	Carrie Cabrera	Orlando, FL
Billy Alt 🏠	Las Vegas	Cassandra Hoch	Rockford, IL
Blair Andersen	Valdosta, GA	Cassie Scramlin	Battle Creek and Kalamazoo, MI
Bob Ethier	Lexington, TN	Catherine Gavin-Larive	Oscoda, MI
Bob Showalter	Northwest Indiana	Catherine Sawatsky	Fresno, CA
Bob Wolf 🏠	Atlanta	Cathy Daniel	Brentwood, CA

Name	Primary market	Name	Primary market
Cathy Howell	Northern Virginia	Chuck Swidzinski 🏠	Butler, PA
Cathy Riddle	Oak Island, NC	Cindi Blackwood 🏠	Little Rock, AR
Caysi Brooks-Swol	LaGrange, GA	Cindy MacGray 🏠	Steamboat Springs, CO
Chad Wilson	St. Louis	Claire Paris	Portland, OR
Chancy Via	Amarillo, TX	Clarence (Chuck) Ropp	Phoenix
Charles Miltenberger	Atlantic City, NJ	Clarissa Marshall	Asheville, NC
Charlie Wu	Princeton, NJ	Claudia Diaz	Manhattan, KS
Chase Michels 🏠	Chicago	Claudia Franciamore DElicio	Orange County, NY
Chaz and Chi-Chi Tyler	Orlando, FL	Cole Repp	Phoenix
Chen Mishael	New York City	Colin Humber	Berkeley, CA
Cheri Peterson Dill	Saint Charles, MO	Colin O'Neill	Brookfield, WI
Cherie H. Dang	Honolulu	Collin Boyer	York and Harrisburg, PA
Cherie Smith Zurek 🏠	Lake Zurich, IL	Connie Taylor 🏠	Amarillo, TX
Cheryl Brewer 🏠	Polk County, FL	Connor Dowd	Middletown, RI
Cheryl Hadrych	Bryan and College Station, TX	Corey McPherson	Johnson City, TN
Cheryl Liss	Bedford, NH	Cortnie Draper	Birmingham, AL
Cheryl Neilsen	Parker, CO	Cory Ryan	Inland Empire, CA
Chester Ardolino	Hampden County, MA	Courtney Newton	Atlanta
Chopper Russo 🏠	Oakland, NJ	Courtney Silverman	Fort Lauderdale, FL
Chris Alston	Silicon Valley, CA	Craig A. Ackerman	San Francisco
Chris Bessette 🏠	Orlando, FL	Craig Souza	Austin, TX
Chris Carter 🏠	Kansas City, MO	Cyndee Wilson	Cleveland
Chris Johnston	Southwestern Pennsylvania	Cynthia Folger	Evans, GA
Chris Peaks 🏠	Memphis, MS	Daba Briggs 🏠	Jersey City, NJ
Chris Piazza	Sacramento, CA	Dallas Franklin 🏠	Port Lavaca, TX
Chris Reeder 🏠	Frederick, MD	Dan Boutwell	Cypress, TX
Chris Rosen 🏠	Columbus, OH	Dan Colofranson	Cape Coral, FL
Chris Twardy 🏠	South Jersey, NJ	Dan Logan 🏠	Wilmington, DE
Christian Martinez	Yorba Linda, CA	Dan Pflugshaupt	Pine River, MN
Christian Schlueter 🏠	Ocean County, NJ	Dan Raymer	Fresno, CA
Christie DeNovellis	Tampa, FL	Dan Tovar	Riverside, CA
Christie Glennon-Pinnick	Bend, OR	Dana Belcher 🏠	Birmingham, AL
Christie Johnson	Tampa, FL	Dana Burk	Salem, OR
Christie Wilkins 🏠	Duluth, GA	Daniel Bradley	Grand Rapids, MI
Christina Barone 🏠	Tampa, FL	Daniel DeL Real	Modesto, CA
Christine Khoury	Raleigh, NC	Daniel Galapo 🏠	Broward County, FL
Christine McConnaughay	Yuma, AZ	Daniel Spranger	Rockford, IL
Christine Morgan	Costa Mesa, CA	Danielle Tucker Shepard 🏠	Harker Heights, TX
Christine Topham 🏠	Kennesaw, GA	Danny Jagers	Leitchfield, KY
Christopher A. Ojeda	Kansas City, KS	Dany Blanco	Sacramento, CA
Christopher Drayton	San Antonio	Darcy Richardes	Los Altos, CA
Christopher Terry 🏠	Fall River, MA	Daren Sautter 🏠	Cherry Hill, NJ
Christy Brannon	Covington, GA	Darrell and Angela Turner 🏠	Santa Rosa Beach and Panama City Beach, FL
Christy Rabe	Tehachapi, CA	Darren Miller 🏠	Cleveland
Chuck Bonfiglio	Miami and Fort Lauderdale, FL	Darren Tackett	Scottsdale, AZ

Name	Primary market	Name	Primary market
Darryl Jones 🏠	Yorba Linda, CA	Dione Coleman	Richmond, CA
Dave Gaudreau 🏠	Melbourne and Palm Bay, FL	Don Keeton 🏠	Omaha, NE
Dave Johnson	Reno, NV	Donna C. Kelly	Albany , NY
Dave Sheeley	Okanogan County, WA	Donna M. Rose	Daytona Beach, FL
David Bittner	Costa Mesa, CA	Dorine Wollangk	Pompano Beach, FL
David E. Landau 🏠	Newtown, CT	Dorrie Hammill 🏠	Long Island , NY
David Eigarsh	Weston, FL	Doug Ferrell	Lapeer County, MI
David Galligan	Benicla, CA	Doug Goss	San Jose, CA
David Gentry	Dallas-Fort Worth	Douglas James 🏠	Castle Rock, CO
David Moyer 🏠	Dayton, OH	Dylan Hildreth-Hoffman 🏠	New York City (Manhattan)
David Rappoport	South Florida	Dylan Myers	Salt Lake City
Dawn Chadwick	Fargo, ND	Dylan Sage (Robinson)	Phoenix
Dawn Fore	Cypress, TX	Ed Pagliai	Des Moines, IA
Daylin M. Guerra	Miami	Eden Jordan	Jacksonville, FL
Deana Corrigan 🏠	Bucks County, PA	Edward Jablonski 🏠	Ridgewood, NJ
Deana Lainhart	Lakeland, FL	Elaine Johnson	Las Cruces, NM
Deanne Kouba Day	Denver	Elaine Samaan	Jacksonville, FL
Deb Hitchcock Gale 🏠	Webster, WI	Elisa Bruno-Midili 🏠	Mount Kisco, NY
Debbie Huscher 🏠	Middletown, CT	Elise Fay	Phoenix
Debbie Lampman 🏠	Nampa, ID	Elizabeth Head	South Atlanta
Debbie Steiner 🏠	Union, KY	Elizabeth Pyle	Chicago
Debby Duenow 🏠	St. Augustine, FL	Elizabeth Yashar	Phoenix
Debi Strange	Wichita, KS	Enrique Alvarado	San Antonio
Deborah A. Sanders	Effingham, IL	Eric Granger	Lafayette, LA
Deborah Anderson	Lake Charles, LA	Eric Jenkins	Tampa, FL
Deborah Blue	Atlanta (Midtown)	Eric Sandate	San Francisco Bay Area - Peninsula
Deborah Crespo	Conroe, TX	Eric Stein	Westchester County, NY
Deborah Hohenstein	West Georgia	Erica Ramus 🏠	Pottsville, PA
Deborah Morton	Atlanta	Erika Stofer	New Albany, IN
Debra Clerf	Ellensburg, WA	Erin Evans 🏠	Ewa Beach, HI
Dee Martin	Tyler, TX	Ernest Hawkins	Shawnee, KS
Deidra Laurel	Northern Colorado	Esther Phillips	Greenville, SC
Dena Schlutz	Boulder, CO	Eugene Crockett	Melbourne, FL
Denise Madan	Pembroke Pines, FL	Fawn Bonfanti	Dover, NH
Denise Tower	St. Louis	Floyd Sheldon	Seattle
Denise Welsh	Los Altos and Mountain View, CA	Frances Anderson	Memphis, TN
Dennis Chavez 🏠	Albuquerque, NM	Frances Rosado 🏠	Clifton, NJ
Derek Oie 🏠	Riverside, CA	Francis Poole	Bentonville, AR
Derek Sankey	North Attleboro, MA	Gabriela Ruiz	Norwalk, CA
Desiree Cosby	Phoenix and Albuquerque, NM	Gail Clements	Winston-Salem, NC
Devon Watkins	Atlanta	Gary Lanham 🏠	Fort Lauderdale, FL
Diana Bermudez	Pembroke Pines, FL	Genny McCuen 🏠	Worthington, MN
Diane Hutchens	Everett, WA	Geoffrey Tackney 🏠	Orange County, CA
Diane Sugden 🏠	Bainbridge Island, WA	Geordie Romer	Leavenworth, WA
Didier Lopez 🏠	Framingham, MA	George Berick	Youngstown, OH

Name	Primary market	Name	Primary market
George M. Ristau, Jr. 🇺🇸	Chicago	Jan Dijkers	Detroit
Geraldine (Jeri) Anarumo	Orlando Metro Area, FL	Jane Walters	Norwalk, CT
Gina Candelario 🇺🇸	San Antonio	Janell Stuckwisch 🇺🇸	Cincinnati
Gina Knight 🇺🇸	Knoxville, TN	Janice Overbeck	Atlanta
Gina Lamouth	Naples, FL	Janice T. Duncan 🇺🇸	Rome, GA
Gladys H. Blum 🇺🇸	Salem, OR	Jared Cope 🇺🇸	Bakersfield, CA
Gordon Baker	Phoenix	Jared Fields 🇺🇸	Salt Lake City
Grady Nelson	Clackamas County, OR	Jason Asa 🇺🇸	Orlando, FL
Greg Cullison 🇺🇸	Baltimore	Jason Bernstein 🇺🇸	Athens, GA
Greg Klesius	Hernando Beach, FL	Jason Brown	Titusville, FL
Gregory Dorrell	Seattle	Jason Dominguez	Antioch, CA
Gregory Morris	Dallas	Jason Jernell	Minneapolis
Gregory Ochoa	Lake Tahoe, CA and NV	Jason Lichman 🇺🇸	Austin, TX
Guerry Clegg 🇺🇸	Columbus, GA	Jason Lococo 🇺🇸	Carson City, NV
Hank Troszaniec	Oak Island, NC	Jason Mickelson 🇺🇸	Ames, IA
Hao Dang 🇺🇸	Bellevue, WA	Jason Moore 🇺🇸	Atlanta
Harold Baker	Winter Haven and Lakeland, FL	Jason Pithers 🇺🇸	Tampa Bay, FL
Harry Varnadore	New Orleans	Jay Bond	San Luis Obispo, CA
Heather Herndon 🇺🇸	Jackson, MI	Jay Hooks 🇺🇸	Rocky Mount, NC
Hector Garcia	Salem, OR	Jay L. Ginsberg	Doylestown, PA
Heidi Hines 🇺🇸	Charlotte, NC	Jayme Huster	Denver
Heith Mohler	Titusville, FL	Jaymes Song 🇺🇸	Honolulu
Helena E. Gore	Phoenix	Jean Lewis 🇺🇸	St. Louis Metro Area
Herma Hayes	Tomball, TX	Jeanette Raver 🇺🇸	Albuquerque, NM
Hilarie Bursten	Dallas-Fort Worth	Jeanette Shields	Brookfield, WI
Holly Couture 🇺🇸	Broomfield, CO	Jed Parish	Naperville, IL
Holly Hultgren	Rapid City, SD	Jeff Huss 🇺🇸	West Chester, PA
Holly Mitchell	Portland, ME	Jeff Messer	Calabash, NC
Holly Ritchie	Youngstown, OH	Jeff Rayno	Savannah, GA
Hope Wilson	Wildwood, FL	Jeff Stape 🇺🇸	Wilmington, DE
Ian DeRan	Tampa, FL	Jeffrey Alan Schubot	Roseville, CA
Ian McLeod	Tahoe City, CA	Jeffrey Neubauer	Temecula and Hemet, CA
Ingrid Williams 🇺🇸	Des Moines, IA	Jenifer Parry Mathis 🇺🇸	Anniston, AL
Isaac Chavez	Boise, ID	Jennie Wetter	Gig Harbor, WA
J.V. Merando 🇺🇸	Youngstown, OH	Jennifer A. Long	Dallas
Jacob Antunez	Las Vegas	Jennifer Copeland	Kalamazoo, MI
Jacob Solis	San Antonio	Jennifer Fields 🇺🇸	Oklahoma City
Jake McEntire	Ogden, UT	Jennifer Francis	Ocean County, NJ
Jake Negovan	San Antonio	Jennifer Holt	Hartford and New Haven, CT
James Krodel	Parker, CO	Jennifer King 🇺🇸	Lancaster, PA
James Regan 🇺🇸	Houston	Jennifer Mackey	Smyrna, GA
James Saffell 🇺🇸	Spring Hill, FL	Jennifer Ouk	San Francisco Bay Area
James Silver	Detroit	Jennifer Sells	Denver
James Ward	Jersey Shore, NJ	Jennifer Stauter and Matt Kornstedt 🇺🇸	Madison, WI
Jamie Storey	Fort Worth, TX	Jennifer Tremaine 🇺🇸	Genesee County, MI

Name	Primary market	Name	Primary market
Jennifer Tucker	Long Island, NY	John Pizzi	Norwich and New London, CT
Jennifer Wilson 🏠	Albuquerque, NM	John Rea	Madison, MS
Jeremy Dawson 🏠	Bowling Green, KY	John Roy	Manchester, NH
Jeremy Specials	Coeur d'Alene, ID	John Simcoe 🏠	Corona, CA
Jeremy Trenkamp 🏠	Cedar Rapids, IA	John Turner-McClelland	Dallas
Jerod Zahn 🏠	Buffalo, NY	Jon Ellen Snyder 🏠	Bozeman, MT
Jerry Grodesky	Loda, IL	Jon Hansen 🏠	Bellingham, WA
Jerry Riggleman 🏠	York County, PA	Jonathan Hyatt	Birmingham, AL
Jesse Allen	Louisville, KY	Jonathan Mills 🏠	Gainesville, FL
Jesse Wright	Norman, OK	Jonathan Owens	Raleigh, NC
Jessica Babcock	Wellington, FL	Jordan Bishop	Madison, WI
Jessica Boswell	West Hartford, CT	José Castillo	Los Angeles
Jessica Spencer	Clearlake, CA	Jose G. Ramirez	San Francisco
Jim Brunswick 🏠	Grand Junction, CO	Joseph Doher	Orlando, FL
Jim Geracie 🏠	Milwaukee	Joseph Soto	San Antonio
Jim Mulvey	New York Metro Area and Ardsley, NY	Joseph Steck 🏠	Orange County, CA
Jim Pullin	Seattle	Josh Adams	Gulf Shores, AL
Jim Steele 🏠	Tampa, FL	Josh Higbee	Eugene, OR
Jimmy Chiefari	Clermont, FL	Josh Kesterson	Dallas
Jimmy Grappone 🏠	Charlotte, NC	Josh Vernon 🏠	Birmingham, AL
Jimmy Stewart 🏠	Fort Collins, CO	Joy Boykin	Nashville, TN
JJ Johannes	Cedar Rapids, IA	Juan Carlos Romero	Miami
Jo Rae Reschman 🏠	San Antonio	Juan Rodriguez	Wesley Chapel, FL
Joan Reimann	Vienna, VA	Jude Hodge 🏠	Brookings and Gold Beach, OR
Joanie Blackwell	Huntsville and Madison, AL	Judy Bibbings 🏠	St. Joseph, MI
Joanna Concepcion	Westchester County, NY	Judy Huebner 🏠	Milwaukee
Joanne Mccoy 🏠	Lincoln, NE	Julia and Darrell Boren	Montrose, CO
Jodi Farmer	San Diego	Julie Harman 🏠	Kansas City, MO
Jody Foley 🏠	Dayton, NV	Julie Moraitis	Northville, MI
Joe Bourland	Phoenix	Julie Munchel	Bel Air, MD
Joe Epifanio 🏠	Naples, FL	Julie Rossio 🏠	Grand Rapids, MI
Joe McDermott	Riverside County, CA	Julie Vad	Los Angeles
Joe Morgan	Lynchburg, VA	Justin Eberle	Monmouth County, NJ
Joe Thornhill	Prescott, AZ	Justin Heminger	Fairbanks, AK
Joel Barber 🏠	Myrtle Beach, SC	Justin Higer 🏠	Valparaiso, IN
Joel Freis	Weston, FL	Justin Landis 🏠	Atlanta
John A. Johnson, III.	Montclair, NJ	Justin Schlegel	Phoenix
John Barrentine 🏠	Los Angeles	Kamara Shanks	Fort Collins, CO
John Billings	Tucson, AZ	Kara Edenfield 🏠	Knoxville, TN
John Boonphitak	San Antonio	Karalyn Hoefler	Lincoln, NE
John Cirignani	Orange County, CA	Karen Goddard 🏠	Lancaster, CA
John Fudge 🏠	Huntsville, AL	Karen Shinham	Phoenix
John Huggins	Bowling Green, KY	Karen Walsh	Plymouth, NH
John M Newton 🏠	Jacksonville, NC	Karene Loman	Spokane, WA
John Murphy 🏠	Greenville, SC	Karin Provencher 🏠	Manchester, NH

Name	Primary market	Name	Primary market
Karl Tunberg 🇺🇸	Tempe, AZ	Kristi Ramirez-Knowles	Redondo Beach, CA
Katheryn DeClerck	Hudson Valley, NY	Kristi Vernon 🇺🇸	Charlotte, NC
Kathrin Egner 🇺🇸	Hinesville, GA	Kristin Venable	Midland, TX
Kathryn Barcellona 🇺🇸	Bedminster, NJ	Kristina Knight	St. Louis
Kathy Ball 🇺🇸	Mobile, AL	Kristina McCann 🇺🇸	San Francisco Bay Area
Kathy Borawski 🇺🇸	Northampton, MA	Kristina McCulloch O'Neal 🇺🇸	Midland, TX
Kathy Holden	Fort Bragg, NC	Kristopher Shook	Tacoma, WA
Katie Ely	Colorado Springs, CO	Kristyn Martin 🇺🇸	Waynesboro, PA
Katy Luciano	Delray Beach, FL	Kurt Brauneer	Las Vegas
Kay Deitz 🇺🇸	Baltimore	Kurt L. Davidheiser	Gilbertville, PA
Kay Shea	Katy, TX	Kyle Madorin	Orlando, FL
Kayla Butler	Midland, TX	Lacy Flanagan	Fort Smith, AR
Keith Chen	San Gabriel Valley, CA	Lance MacCarthy	Oceanside, CA
Keith Landrum 🇺🇸	Joplin, MO	Lara Ertwine 🇺🇸	Philadelphia
Kellee Butler	New Orleans	Larissa Suggs	Orlando, FL
Kelly Creed	Greensboro, NC	Larry Bammer	Orange County, CA
Kelly Davies	Appleton, WI	Larry Hackett 🇺🇸	Kansas City, KS
Kelly Higgins	Fairfield, CT	Larry Watson 🇺🇸	Los Angeles
Kelly Hollowell 🇺🇸	Hampton Roads, VA	Laura Mauelshagen 🇺🇸	Denton, TX
Kelly Pleasant	Sacramento, CA	Laura McMillan 🇺🇸	Bristol, TN
Kendall Caputo 🇺🇸	Daytona Beach, FL	Laura Province	Covington, LA
Keri Olson	Fort Collins, CO	Laura Toms	Livingston County, MI
Kerri Anne Kuipers	San Francisco Bay Area	Laurel Davies 🇺🇸	Sacramento, CA
Kerry Bishop	Apple Valley, CA	Laurel Sweeney 🇺🇸	Stone Ridge, NY
Kevin Bartlett	Bonita Springs, FL	Laurie Cappuccio 🇺🇸	Boston
Kevin Burke 🇺🇸	Chicago	Laurie Westheimer	Dayton, OH
Kevin Currie	Richmond, VA	Lavona Buttrum 🇺🇸	Phoenix
Kevin Fruh 🇺🇸	Newburyport, MA	Leeandra Dupree 🇺🇸	Hanford, CA
Kevin Haines 🇺🇸	Austin, TX	Leigh Calvert	Vancouver, WA
Kevin Heasley	Pittsburgh	Leigh Hanisee	Rancho Palos Verdes and South Bay, CA
Kevin Kaiser	Ormond Beach, FL	Leslie Bateman Brunelle 🇺🇸	Hampden County, MA
Kim Casimir	Rocklin, CA	Leslie Campos	Safford, AZ
Kim Clapp	Western Kentucky	Leslie Carver	Las Vegas
Kim Gassert	Lebanon, PA	Leslie Eason 🇺🇸	Boone, NC
Kim Knapik	Charlotte, SC	Letrissa Frieson 🇺🇸	Atlanta
Kim Ott	Fremont, CA	Libby Sosinski 🇺🇸	Pittsburgh
Kim Stephenson	York, PA	Lidia Herrera	McAllen, TX
Kim Tanib 🇺🇸	Baton Rouge, LA	Lina Krylov	Denver
Kimberly Drescher 🇺🇸	Oakland Township, MI	Linda Edelwich 🇺🇸	Glastonbury, CT
Kimberly Harding	League City, TX	Linda Fredeking	Baltimore
Kirsten Knueppel-Mogle 🇺🇸	Jackson, MI	Linda Hoyt	Fort Lauderdale, FL
Koby Rickertsen	North Platte, NE	Linda Moore 🇺🇸	San Diego
Krista Chandler	Wichita, KS	Linda Muraski 🇺🇸	Glastonbury, CT
Krista Hartmann	St. Louis	Linda Reibenstein 🇺🇸	Canton, OH
Kristen Ruggiero 🇺🇸	Cape Cod, MA	Linda Schleif	Tampa Bay, FL

Name	Primary market	Name	Primary market
Linda Trevor 🇺🇸	Cary, NC	Maryann Spearman	Tampa, FL
Lindsey Johnson	Tampa Bay, FL	Matt Cannon 🇺🇸	Sarasota and Bradenton, FL
Lisa Archer	Charlotte, NC	Matt Rose 🇺🇸	Ridgefield, CT
Lisa Ellis 🇺🇸	Durham, NC	Matt Wenrich	Tampa, FL
Lisa Forss	Temecula, CA	Matt Wyble	Severna Park, MD
Lisa Garcia	Del Rio, TX	Matthew Le Baron 🇺🇸	Boise, ID
Lisa Govreau	Durango, CO	Matthew Villaflor	Houston
Lisa Henry-Weaver 🇺🇸	Dallas-Fort Worth	Maureen Connolly 🇺🇸	Westchester County, NY
Lisa Lyon	Austin, TX	Maureen Roberge 🇺🇸	Charlotte and Lake Norman, NC
Lisa Woulard	Dallas-Fort Worth	Maureen Tedesco 🇺🇸	Dallas
Liz McCarthy 🇺🇸	Marin County, CA	McKinley Navaroli	Jupiter, FL
Logan Abrams 🇺🇸	Charlotte, NC	Meg Middleman 🇺🇸	South Pasadena, CA
Lora Merrill	Miami and Fort Lauderdale, FL	Megan Behan	Montgomery County and Lake Conroe, TX
Lori True	San Francisco Bay Area	Megan Bennett	Dallas-Fort Worth
Lorna Sherland	Newburgh, NY	Megan Plantenga	Prescott, AZ
Louise Juracek 🇺🇸	Bakersfield, CA	Megan Ross	Melbourne, FL
Luis Velazquez	Auburn, CA	Megan Wood	Billings, MT
Lynne Bartlett Merrill	Portsmouth, NH	Melanie Cauchon	Brewster, MA
Lynne DiDonato 🇺🇸	Doylestown, PA	Melinda Crosslin	Memphis, TN
Lynne Kounoupis 🇺🇸	Easton, PA	Melinda Elmer 🇺🇸	Long Beach, CA
Madison Kissel 🇺🇸	Denver	Melissa Bailey	Phoenix
Maggie Terry 🇺🇸	Louisville, KY	Melissa Dierks 🇺🇸	Phoenix
Malinda Conley	Littleton and Highlands Ranch, CO	Melissa Duvane	Roseville, CA
Manda Luccasen 🇺🇸	Vestavia, AL	Melissa Tucci 🇺🇸	San Diego
Mara Navaretta 🇺🇸	Long Island, NY	Meredith Hyman	Reno, NV
Marcus Miller	San Francisco	Meredith Miller Carswell	Hickory, NC
Marcus Necessary	Fort Smith and Springdale, AR	Merle Unruh	Hamilton, MT
Margaret Dabbs	Concord, NC	Micah Pearson	Salt Lake City
Maria Arita Howard	Dallas-Fort Worth	Micah Yerk 🇺🇸	Cape May, NJ
Maria Chirco	Harrison Township, MI	Michael Marino 🇺🇸	Las Vegas
María Garza 🇺🇸	Austin, TX	Michael Ponsolle	Raleigh, NC
Mariano Medina	Waco, TX	Michael Procissi 🇺🇸	Detroit
Maribel Frey	San Antonio	Michael Russo 🇺🇸	Providence, RI
Mario Zelaya	Chicago	Michael Sanders	Raleigh, NC
Mark Gibeau 🇺🇸	Detroit	Michael Tessarp	San Jose, CA
Mark Miller 🇺🇸	Elizabethtown, KY	Michele Klock	Holden Beach, NC
Mark Simone	Baltimore	Michelle Ayer	Wilmington, NC
Mark Siwiec 🇺🇸	Rochester, NY	Michelle Clifford	Denver and Boulder, CO
Marlene Ritzman 🇺🇸	St. George, UT	Michelle Fluent	Santa Cruz, CA
Mary Froese	Topeka, KS	Michelle Gonzalez	Los Angeles
Mary Jo Santistevan 🇺🇸	Phoenix	Michelle Nell	Phoenix
Mary Murphy 🇺🇸	Cherry Hill, NJ	Mike Cirillo 🇺🇸	Philadelphia
Mary Riley 🇺🇸	Charleston, SC	Mike Dolan 🇺🇸	Piscataway, NJ
Mary Summerville 🇺🇸	Chicago and Evanston, IL	Mike Karras	Cape Cod, MA
Mary Welch	Raleigh and Durham, NC	Mike Potier	Long Beach, CA

Name	Primary market	Name	Primary market
Mike Schroeder	Houston	Patrick Morgan	Denver
Mikey Girard 🏠	Tucson, AZ	Patty Caperon 🏠	Lake Havasu City, AZ
Missy Taylor	Roseville, CA	Paula Clark	Bergen County, NJ
Misty Michael	Sachse, TX	Payal Ramsisaria	South Bay, CA
Mj Barnett	Los Angeles	Peggy Graves 🏠	Jackson, TN
Montez Brown	Raleigh, NC	Peggy Vanhamme	Kansas City, MO
Nancy Hulsman 🏠	Baltimore	Pels Matthews 🏠	Litchfield County, CT
Nancy Rogers 🏠	Lowell, MA	Peter Braun	Northern Virginia
Nandik Vora	South Bay Area, CA	Peter Kima	Raleigh, NC
Nannette Turner 🏠	Lynchburg, VA	Peter M. Colpitts 🏠	Johnson County, KS
Nat Genis	Temecula, CA	Philip Angarone 🏠	Bordentown, NJ
Nathan LaLonde	Houston	Phillip Rodocker 🏠	Renton, WA
Nelson Zide	Framingham, MA	Phillip Segura 🏠	Lompoc, CA
Nicholas Morehead	Melbourne, FL	Phu Nguyen	Pasadena, CA
Nichole Hardman	Phoenix	Polly McCormick	Newport Beach, CA
Nick Cameron	Modesto, CA	Portia Raff 🏠	Baton Rouge, LA
Nick Slocum	Rhode Island, RI	Preston Whitaker	Pahoa, HI
Nicki Banucci	San Jose, CA	Rachel Beauford	Fort Lauderdale, FL
Nicki Bunn 🏠	Wilmington, NC	Rachel Burks	Birmingham, AL
Nicole Ji	Woodinville, WA	Rachelle Smith 🏠	Madison, WI
Nicole Miller	Atlanta	RaCynta Abdullah 🏠	Montgomery, AL
Nicole Ramirez	Orlando, FL	Ramel Vincent	Moreno Valley, CA
Nicole Readdick	St. Marys, GA	Randi Szakaly	Everett, WA
Niki H. Moeller 🏠	Minneapolis	Randy Courtney 🏠	Phoenix
Nikki DiNardo 🏠	Columbus, OH	Randy Durham 🏠	Chattanooga, TN
Nikki Hohnadel	Anchorage, AK	Ray Gernhart	Washington, D.C.
Nikki Lagouros 🏠	Northern Virginia and Washington, D.C. Metro Area	Raymond Edler 🏠	Dallas
Nikki Smitherman	Longview, TX	Realtor Janet Anderson	Tracy, CA
Ninetta F. Wandler	Dickinson, ND	Rebecca Carter 🏠	Knoxville, TN
Noel Russell	Knoxville, TN	Rebecca Quick	Jacksonville, NC
Nolan Podbielski	Sacramento, CA	Rene Christenson 🏠	Yosemite, CA
Nuemi Largo 🏠	Modesto, CA	Renee Estes 🏠	O'Fallon, IL
Ocie J. Murphy	Conyers, GA	Renee Mueller	Columbus, NE
Omar Kinaan 🏠	San Francisco Bay Area	Rennie Mills	Gainesville, FL
Oscar Correa	Weston, FL	Rhonda Moffett-Florence	Placerville, CA
Oscar Cruz	Houston	Richard Bocchieri	West Islip, NY
Paige Grove	Atlanta	Richard Dunk 🏠	Green Bay, WI
Pam Smith 🏠	Dallas	Richard Hendricksen	Citrus Heights, CA
Pamela Bull	Kingston, TN	Richard House	New Bern, NC
Pamela Charron 🏠	Sarasota, FL	Richard McKinney	Port St. Lucie, FL
Pat Tasker 🏠	Milwaukee	Richard Moore	Austin, TX
Patricia Fiume 🏠	South Jersey, NJ	Richard Schulman 🏠	Los Angeles
Patricia Hendricksen	Sacramento County, CA	Rick B. Wills	Savannah, GA
Patricia Richmond-Young 🏠	Southaven, MS	Rick MacPherson 🏠	Southwest Indiana
Patricia Williams 🏠	Niantic, CT	Rick Stroud 🏠	Greenville, SC

Name	Primary market	Name	Primary market
Rick Thomas	Pueblo, CO	Scott Salan	Waupaca, WI
Rob Stark 🇺🇸	Muskegon, MI	Scott Strayer 🇺🇸	Ebensburg, PA
Rob Young 🇺🇸	Grand Rapids, MI	Scott Townsend 🇺🇸	Scarborough, ME
Robert Medinger	Chicago	Sean Anderson 🇺🇸	Marietta, GA
Robert Shamberg 🇺🇸	Jersey Shore and Galloway, NJ	Sean Gilliam	Longmont, CO
Roberta Quarles Jenkins	Las Vegas Metro Area	Sean Kalo	Ligonier, PA
Robin Blass 🇺🇸	Atlanta	Sean Takamori	Honolulu
Robyn Nasuti 🇺🇸	Worcester, MA	Shane White	Liberty Hill, TX
Robynne Whitaker 🇺🇸	Medford, OR	Shannon Gillette 🇺🇸	Phoenix
Roger Nix	Greenville, SC	Shannon Martin 🇺🇸	Hudson Valley, NY
Ron Morrison	Boston	Shari McStay 🇺🇸	Beverly, MA
Ron Murphy 🇺🇸	Sacramento, CA	Sharon Friedman 🇺🇸	Cleveland
Ron Thieme 🇺🇸	Honesdale, PA	Shauna Knight 🇺🇸	Kalamazoo, MI
Ronnie Hess	Garden Valley, CA	Shauna Sheets 🇺🇸	Rapid City, SD
Ronny Budiutama	San Francisco	Shawn Hartmann 🇺🇸	Saint Paul, MN
Rosanne Hearn	Saint Johns, FL	Shawn Mayers	Greenville, NC
Ross Griffith	Atlanta	Shawna Morales 🇺🇸	Billings, MT
Roxanne DeBerry	Plano, TX	Shawna Smith	Louisville, KY
Rusty Opszentskoski	Fresno, CA	Sheila Pack 🇺🇸	Winchester, VA
Ryan Adams	Houston	Shellee Guinta 🇺🇸	Port Charlotte, FL
Ryan Kurtz 🇺🇸	Chicago	Shelley Miller 🇺🇸	Poynette, WI
Ryan MacDonald 🇺🇸	Pinckney, MI	Shelly Beauchamp	Ada, OK
Ryan McKinney	Johnson City, TN	Sheree Frazier 🇺🇸	DeLand, FL
Ryan Platzke 🇺🇸	Eden Prairie, MN	Sherry Smith 🇺🇸	Lane County, OR
Ryan Roberts	Auburn, AL	Sherry Ajluni	Atlanta Metro Area
Ryan Runge	Seattle	Simon Simaan	Orlando, FL
Sabriya Scott	Savannah, GA	Somer Padilla 🇺🇸	Spring, TX
Salena Arledge	San Antonio	Sonja Norton	Vernal, UT
Samit Shah	San Jose, CA	Sonni Harvin	Farmington Hills, MI
Sandee Goldenberg	Kissimmee, FL	Stacey Sauer 🇺🇸	Dallas-Fort Worth
Sandi Reed	Kansas City, MO	Stacy Mccann	Willis, TX
Sandra Brandon	Little Rock, AR	Stacy Russell	Fort Myers, FL
Sandra Hines and Blake Waggoner 🇺🇸	West Seattle	Staffardnett Young 🇺🇸	Memphis, TN
Sandra Juliano	Ridgefield, CT	Stefanie Stockberger 🇺🇸	Sioux Falls, SD
Sandy Cheng	Temecula, Menifee and Canyon Lake, CA	Stephanie Janicki	Placentia, CA
Sandy Gaskins	Hartsville, SC	Stephanie Lambert	Shreveport, LA
Sandy LeRette	Nashua, NH	Stephanie Myers 🇺🇸	Carroll County, MD
Sara Foltz	Cincinnati	Stephanie Pelesauma	San Francisco
Sara Thomas	Orange County, CA	Stephanie Schulte 🇺🇸	Montgomery, AL
Sarah Juarez 🇺🇸	Bullhead City, AZ	Stephanie Somers	Philadelphia
Scott Cook 🇺🇸	Phoenix	Steve Derrig 🇺🇸	Poulsbo, WA
Scott Harrell	Longview, TX	Steve Gardner	Northern Virginia
Scott Hubbard 🇺🇸	The Villages, FL	Steve Genyk	Chicagoland
Scott Lowman	Cleveland	Steve Goss	Torrington, WY
Scott Myers 🇺🇸	San Antonio	Steve Hawks 🇺🇸	Las Vegas

Name	Primary market	Name	Primary market
Steve Maurer 🇺🇸	Danville, CA	Tiffany Torgan	San Diego
Steve Meeker 🇺🇸	Chicago	Tim Brown	Charlotte, NC
Steve Roesch 🇺🇸	Portland, OR	Tim Creech 🇺🇸	Jackson, MI
Steve Vallie	Phoenix	Tim Davis 🇺🇸	Redmond, OR
Steve Yeoman	Indain Wells, CA	Tim Fiebig	San Francisco (East Bay) and Castro Valley, CA
Steve Zajdzinski	Scottsdale, AZ	Tim Majka 🇺🇸	Long Beach, CA
Steven Garza	San Antonio	Tina Brannen 🇺🇸	Jacksonville, NC
Steven Merlo	New Jersey, NJ	Tina Torres 🇺🇸	Union, NJ
Steven Padilla 🇺🇸	Downey, CA	Todd and Maria Ruckle 🇺🇸	Newark, DE
Sue Goldthorp	Titusville, FL	Todd Auslander 🇺🇸	Stamford, CT
Sue Smith 🇺🇸	Northern Virginia and Loudoun County, VA	Todd Sargent 🇺🇸	New Milford, CT
Susan Green	San Diego (North County)	Tom Carris	Chicago suburbs
Susan Hofherr	Barrington, IL	Tom Hall 🇺🇸	Oklahoma City Metro Area
Susan Murphy	Philadelphia suburbs	Tom Krieger	Tucson, AZ
Susan Roche	Charlotte, NC	Tom Momenee	Bowling Green, OH
Suzanne Polino 🇺🇸	Wilmington, NC	Tom Ruch	Ocean City, MD
Sylvia Gaffney	Coachella Valley, CA	Tom Wagner 🇺🇸	Monroe County, MI
Sylvia Maris	Frisco, TX	Toni N. Wright	Greater Daytona Beach, FL
Taimi Guillot 🇺🇸	Ocala, FL	Tony Accardo	Los Angeles
Tamika R. Johnson 🇺🇸	Upper Marlboro, MD	Tony Gaffke	Billings, MT
Tammy Rice 🇺🇸	Tulsa, OK	Topher Cox	Bend, OR
Tara Hawkins	Ashtabula, OH	Torie Robinson	Albuquerque, NM
Tara Rose	San Fernando Valley, CA	Tracey Frizzell	Northampton, PA
Tarah Walker	Orange County, CA	Traci Luna	Sacramento, CA
Tasha Dameron	Hammond, LA	Tracie Carlton	Anderson, SC
Taylor Kolon	Columbus, OH	Tracy A. Tidwell	Conway, AR
Teresa Cowart	Savannah, GA	Tracy de Jong	Fresno and Clovis, CA
Teresa Fortney	Jackson, MS	Tracy Driscoll 🇺🇸	Chicago
Teri Hayes 🇺🇸	Milwaukee	Tracy Matthieu	Livingston, TX
Terra Beaver	Necedah, WI	Tracy McEachern	Marion and Citrus Counties, FL
Terra Dantona	Richmond, VA	Tracy van Ravensway	Phoenix
Terri Tomedolskey	Lowcountry, SC	Travis Baron	Irvine, CA
Terrin Kelly	Benicia, CA	Trey Howard	Oak Island, NC
Terry Boggs	Oakland, MD	Trina Cooper	New York City
Terry Connell 🇺🇸	Macon, GA	Trish Kelly	Denver
Terry King	Huntsville, AL	Trisha Midgett 🇺🇸	Outer Banks, NC
Terry Rasner	Reno, NV	Trupti Karoor	San Francisco Bay Area
Thaine Swanson	South Metro Denver	Tulane Joseph	San Diego
Theano Meyers 🇺🇸	Freehold, NJ	Ty Van Dyke 🇺🇸	Flagstaff, AZ
Theresa Taylor 🇺🇸	Chevy Chase, MD	Tyler Fry	Houston
Thomas Hennessy 🇺🇸	Yonkers, NY	Tyler Truscio	Phoenix
Tiffany Carlson	Western, KY	Vicki Benson	Kirksville, MO
Tiffany Carlson-Richison	Phoenix	Vicki Charles	Riverview, FL
Tiffany Gelzinis	Virginia Beach, VA	Vickie Loftis 🇺🇸	Cookeville, TN
Tiffany Gobster	Phoenix	Victoria Kustov	Boston

Name	Primary market	Name	Primary market
Virginia "Ginny" Hopper	The Memorial Villages, TX		
Warren Bonett	Orlando, FL		
Wendy Bland	Phoenix		
Wendy Bryant	San Antonio		
Wendy Sloan	Winston Salem, NC		
Wendy Wiegand 🏠	Fayetteville, NC		
Will Cook 🏠	Palm Springs, CA		
William Hagan 🏠	Jersey Shore, NJ		
William King	Columbia, SC		
William McNeil	Seattle		
William Ramos	Philadelphia		
William Rodriguez	Southwest Florida		
Yasmin Saad	Naples, FL		
Yessica Martinez	Galveston, TX		
Zachary Elwell	Vineland, NJ		
Zachary Underwood	East Liverpool, OH		
Zana Leiferman 🏠	Boulder, CO		

# About HomeLight

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HomeLight is building the future of real estate — today. Our vision is a world where every real estate transaction is simple, certain, and satisfying for all.

The best real estate agents rely on HomeLight's platform to compete and win — and ultimately deliver better outcomes to homebuyers and sellers during every step of the real estate journey, whether that's enabling an all-cash offer, unlocking liquidity of their existing home to buy a new one, or creating certainty through a modern closing process.

Each year, HomeLight facilitates billions of dollars of residential real estate business on its platform for thousands of agents.

Founded in 2012, HomeLight is a privately held company with offices in Scottsdale, San Francisco, New York, Tampa, and Seattle, with backing from prominent investors including Zeev Ventures, Menlo Ventures, Group 11, Crosslink Capital, Bullpen Capital, Montage Ventures, STCAP, Citi Ventures, Google Ventures, and others.

