

Top Agent Insights

Summer / Fall 2021 Report

Housing market reaches new level of fatigue as buyers grow frustrated

Seizing the day: Are home prices high enough to finally stoke a *carpe diem* reaction from sellers?

How the new hybrid work life will reshape homebuyer preferences for years to come








About this survey

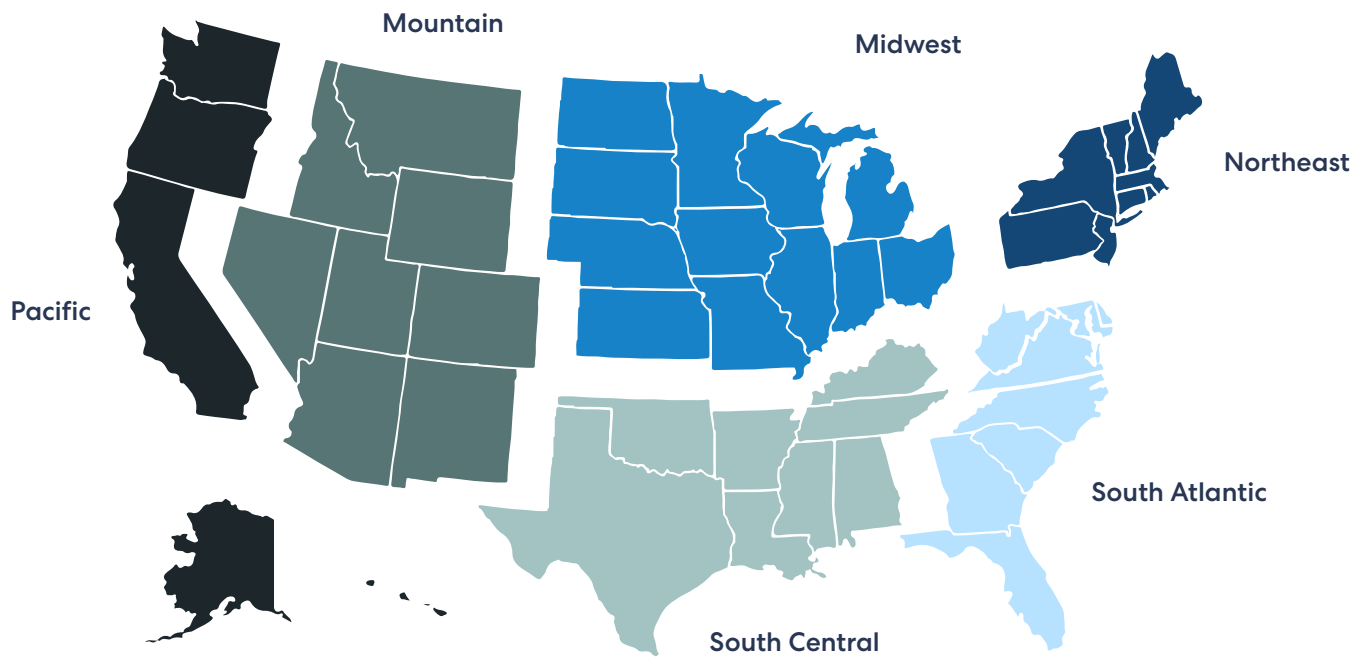
HomeLight's Top Agent Insights report for Summer / Fall 2021 was fielded between May 20-June 4, 2021, through an online poll of 1,115 top real estate agents across the country. Agents were selected to participate in the survey based on the [same performance data](#) HomeLight uses to identify top real estate agents for hundreds of thousands of homebuyers and sellers nationwide.

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

- [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](#)

Data is sorted by market type as follows (based on [U.S. Census Bureau population estimates](#) of metro statistical areas):

-  Superstar city with global influence (i.e., New York, LA, SF Bay, D.C, Seattle, Boston)
-  Second-tier city (metro area with approx. 1 million+ population such as Denver, Portland, Tampa)
-  Third-tier city (metro area with approx. 500,000- less than 1 million population such as Albuquerque, Albany, Bakersfield)
-  Smaller city (metro area with approx. 100,000-499,999 population such as Iowa City; Napa; Columbia, Mo.; and other university towns)
-  Small town or rural area (population less than 100,000)



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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Frenetic Housing Market Pushes Homebuyers to the Brink

“Insane. Crazy. Alarming. The Wild, Wild West.” These are the descriptors top real estate agents across the nation use to paint a picture of today’s housing market. It’s been over a year since low mortgage rates, remote work, and a surge in relocations started to fuel a real estate buying spree bigger than anyone could have predicted — and which America’s housing inventory could not possibly satisfy. Our survey explores what a new level of housing fatigue and extended supply drought could mean for the market as the latter half of 2021 unfolds.

5 key trends that will shape real estate in the second half of 2021

These are unusual times for real estate. In Q2 2021, 98% of top real estate agents in our survey said it was a seller's market, up from 79% the year before. Relatedly, the entire U.S. is seeing [double-digit home price gains](#). Although we're in a completely different context from the 2008 housing boom and analysts aren't expecting a crash, we're once again finding out just how much heat the market can withstand.

The current state of affairs is hectic. As bidding wars continue to reach fever pitch, agents report that buyers are starting to hit a wall. New construction has proven to be unreliable as lumber prices soar and the reality of chronic underbuilding takes its toll. Vaccines have given sellers the confidence to list their homes — but where will they move to? Given the myriad challenges ahead, our latest survey data points to these 5 key trends that will shape the housing market for the latter half of the year.



1. More buyers will get cold feet over outrageous prices.

According to our survey results, 54.4% of agents have seen or heard about buyers backing out of purchase contracts due to remorse over an inflated contract price, causing listings to go back on the market. This trend is particularly prominent in the Northeast (61.6%) and Mountain (61.1%) regions of the country. Even in small town and rural areas of less than 100,000 people, 48.4% of agents have seen this firsthand or heard about it happening in their area.

The story usually goes something like this: After losing out in several multiple-offer situations, a buyer heads into a bidding war gung-ho with an “I’ll offer anything” attitude. They win, and for a moment, they’re happy about it. But now they have several weeks to mull over their decision before the deal closes.

They crunch the numbers again and experience pangs of regret over the ridiculous price they agreed to pay. They begin to obsess over flaws with the home that they initially overlooked. So they work with their agent to find an “out” from the contract — maybe it’s the inspection contingency or another loophole they built in. They walk away from the deal, and the house goes back on the market with a stigma that there’s something wrong with it.

Survey participant [Peggy Cobrin](#), a top real estate agent serving the Chicago suburbs, describes a scenario where a home receives multiple offers, only

for the contract winner to back out and stay in their rental — a situation she describes as “very frustrating.”

Alex Saenger, a top agent in the D.C. suburbs and participant in the survey, says that savvy buyer’s agents are turning to “no cap” escalation clauses as a tool to help their clients win homes while providing an escape hatch if necessary — but most buyers are fine offering up to an extra 10 grand.

“After learning what the highest price is for the house and winning, the buyer can then decide: Do they move forward or is that cap a ridiculous enough number to walk away?” says Saenger. “Oftentimes the difference of an extra \$5,000 or \$10,000 is not enough to walk away.”

In the Boston suburbs, top agent and survey participant **Sabrina Carr** says that the norms for offering over-asking can spiral even higher, but part of that is a reflection of low pricing tactics: “Homes are still being listed ‘competitively’ or well below where they’ll likely see offers, which creates consistent outcomes of 10-plus offers (though I’ve been a part of homes with 27 and 51 offers received) and buyers becoming desensitized to offering \$75,000-\$100,000 over asking.”

“Fort Collins is one of the most active markets in the country. Very low inventory is leading to huge pricing battles with excellent homes reaching \$100,000 over-asking.”



Marcus Valdez
Top agent in Fort Collins, Colorado

2. Bidding wars will hit a ceiling as buyers flock to areas with more affordable housing.

For the first time since Q4 2020, the percentage of agents who say “bidding wars in my market are on the rise” declined to 37% — down from 52% the quarter prior. Meanwhile, the group of agents who say bidding wars are at their peak grew from 42% to 54%, indicating that the multiple offer craze could be at its most extreme as it approaches a ceiling. (Agents who believe bidding wars are “peaking” in their market don’t expect multiple-offer situations could escalate much further than where they currently are).

Victoria Ro, a survey participant and top agent serving the western D.C. suburbs, has begun to notice a shift and warns against overpricing: “We are beginning to see an increase in inventory and instead of 20-plus offers on every listing we are seeing 5-plus offers on the best listings. Some sellers have become greedy and listed too high, so we’re seeing some price reductions as well.”

An increasing sense of weariness appears to be the driver of the change. Agents anecdotally speak to a sentiment among buyers that they have to make a black-or-white choice: Accept the risks of having zero leverage in this market while forging ahead, or give up entirely.



“Buyers are struggling,” said survey participant [Lisa Adragna](#), a top real estate agent serving Long Island. “They are either throwing in the towel or feeling the need to pay way over asking to even be considered for a home.”



Lisa Adragna
Top agent in Long Island

As buyers fail to find affordable homes where they are, areas with cheaper housing and perks like great weather become all the more alluring.

“In Central Florida we are experiencing a combination of people migrating to the state for many reasons such as no state taxes, year round sunshine, and prices that are still relatively lower compared to the states they are relocating from such as New York, New Jersey, and California,” shares [Carrie Courtney](#), a survey participant and [HomeLight Elite Agent](#) serving Kissimmee, Florida.



Carrie Courtney
HomeLight Elite Agent in Kissimmee, Florida

3. Health concerns will no longer hold back sellers, which could modestly help inventory.

Access to the COVID-19 vaccine has become universal across the country, and more real estate agents are seeing the impact of vaccines on their market as a result. In Q2, 32.9% of agents said vaccines were affecting their market, compared to 22.2% who said the same the previous quarter. The top vaccine impact seen by 45.4% of agents is that health concerns among sellers have dropped considerably — meaning fear of infection is no longer a deterrent against selling a home in their market.

“With the vaccine helping bring down infection numbers, people are feeling more confident about selling their homes,” says survey participant [Helen Keit](#), a top real estate agent in Queens, New York. “This will help increase the supply and as interest rates rise, price appreciation will be single instead of double digit.”

Our survey results show that vaccines are having the biggest impact in the Northeast and Pacific regions

of the country, with 44.3% of agents and 43.3% of agents, respectively, seeing a difference in their market as people get their shots.

The Midwest also saw a sizable leap in agents seeing the vaccine affect their market, from 21.4% in Q1 to 29.1% in Q2. “We have sellers starting to list now that the vaccine has been widely distributed in our area,” commented [Mallori Hoffert](#), a survey participant and top real estate agent in Sioux City, Iowa.

4. Price volatility will put restraints on the new construction market.

What’s a brand-new house worth in today’s market? It’s anyone’s guess. According to a report from the National Association of Home Builders, the cost of framing lumber used to build houses skyrocketed [250% in the 12 months leading up to April 2021](#), from \$350 to \$1,200 per thousand board feet. This has added nearly \$36,000 to the average value of a new single-family home.

A report from CBS News [connects the price hikes to a rising demand](#) for outdoor home renovations and the migration of residents from the cities to the suburbs. This trend has created heightened demand

for large, sprawling homes and put growing pressure on wood supply.

As such, [material costs](#) have become a moving target, making it challenging for builders to determine a sale price for a home that would cover their margins. One Raleigh, North Carolina, builder reported [receiving material price increase notices](#) every day in May.

Our survey shows that buyers are experiencing the ripple effects of the price changes, which have been harsh. In our survey 55.5% of agents say builders are having to increase prices on in-contract buyers due to material cost increases, while 44.8% report that builders are having to price homes later in the build cycle to account for these fluctuations, fueling uncertainty.

The situation has put buyers on the defensive — 30.9% of agents say buyers are starting to show reluctance and concern about entering the new construction market, while 16.1% have seen buyers have to exit their contracts (and lose their hefty deposits) because they’re unable to afford the new price of the home.



The volatility is hitting the Midwest new-build market the hardest, where 62.2% of agents are seeing builders hike prices on in-contract buyers, and 41.3% say buyers are showing concerns over it. All in all, new construction is supposed to be a key solution to replenishing a crippling lack of inventory, and yet the new-build industry has its own deep-rooted issues to contend with. A recent report from the National Association of Realtors points to an “[underbuilding gap of 5.5 to 6.8 million housing units since 2001](#)” and calls the state of America’s housing stock “dire.”

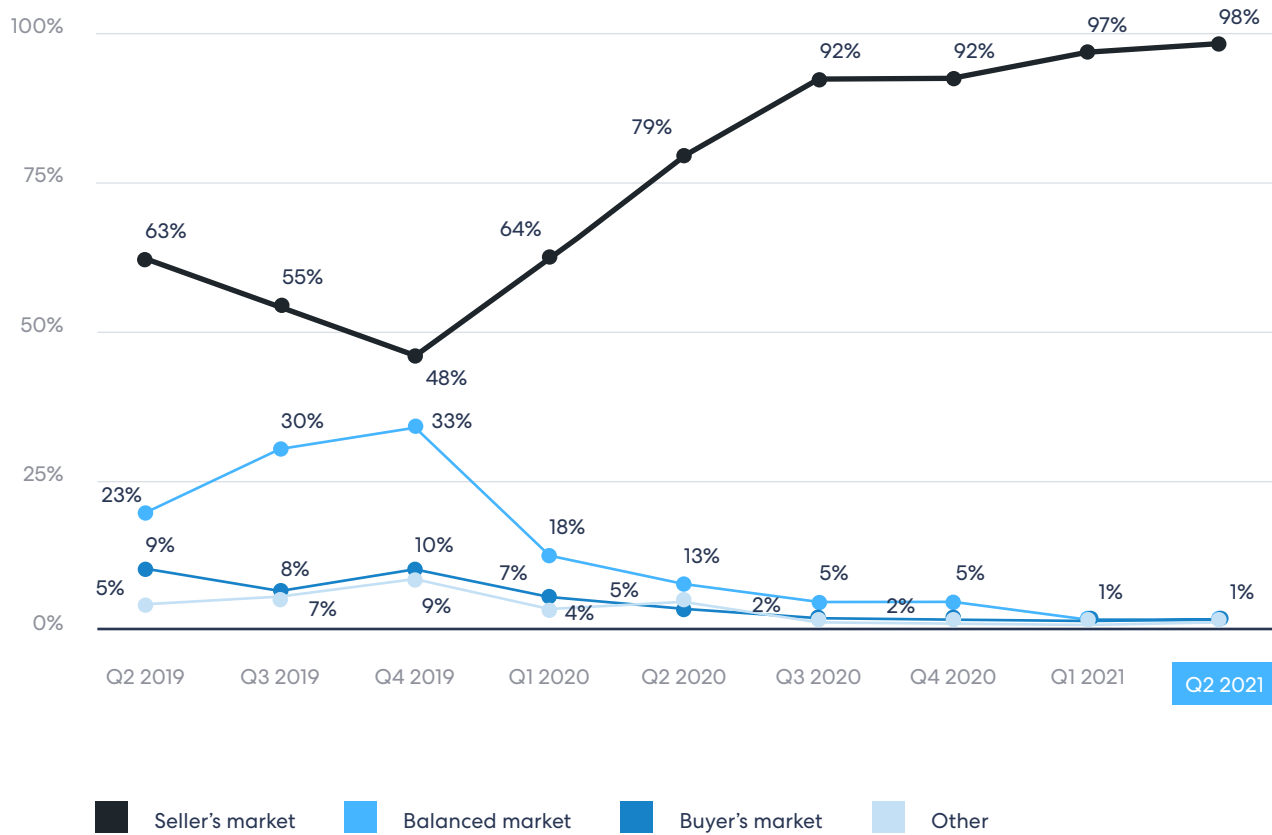
5. A swell of buyers will rush to lock in a low mortgage rate — but they’ll struggle to compete with cash.

Low mortgage rates have been the spoonful of sugar helping buyers stomach wild prices and bidding wars. As the economy reopens and gradually improves post-vaccine, buyers are operating under pressure knowing the [golden era of the sub-3% mortgage](#) won’t last forever. As such, 30.1% of agents in our survey say buyers are encouraged to lock in a low mortgage rate while they can, stoking more demand. Some of these buyers need a certain mortgage rate to afford a home in their market, creating a sense of urgency.

“I am watching people get priced out of a purchase as mortgage interest rates keep them on their toes,” comments survey participant [Leigh Tripathi](#), a top real estate agent in the New York City suburbs. “If they don’t lock in at the right moment and rates rise 0.25%, they’ve lost their shot to buy. This makes all involved nervous because they may be under contract already. In other words, being under contract is no longer considered a done deal.”

Unfortunately, most sellers are going to accept cash over someone whose financing could be on the cusp of falling through, putting anyone waiting on a mortgage at a disadvantage in many markets. “Cash buyers are king,” said survey participant [Dave Gaudreau](#), a top real estate agent in Merritt Island, Florida. “Buyers with finance contingencies cannot compete.”

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



Is **vaccine distribution** affecting your market?

*"Yes, vaccine distribution is affecting my market"

National



Northeast



Pacific



Midwest



Mountain



South Atlantic



South Central



Is **vaccine distribution** affecting your market?

National



Superstar cities



Third-tier cities



Second-tier cities



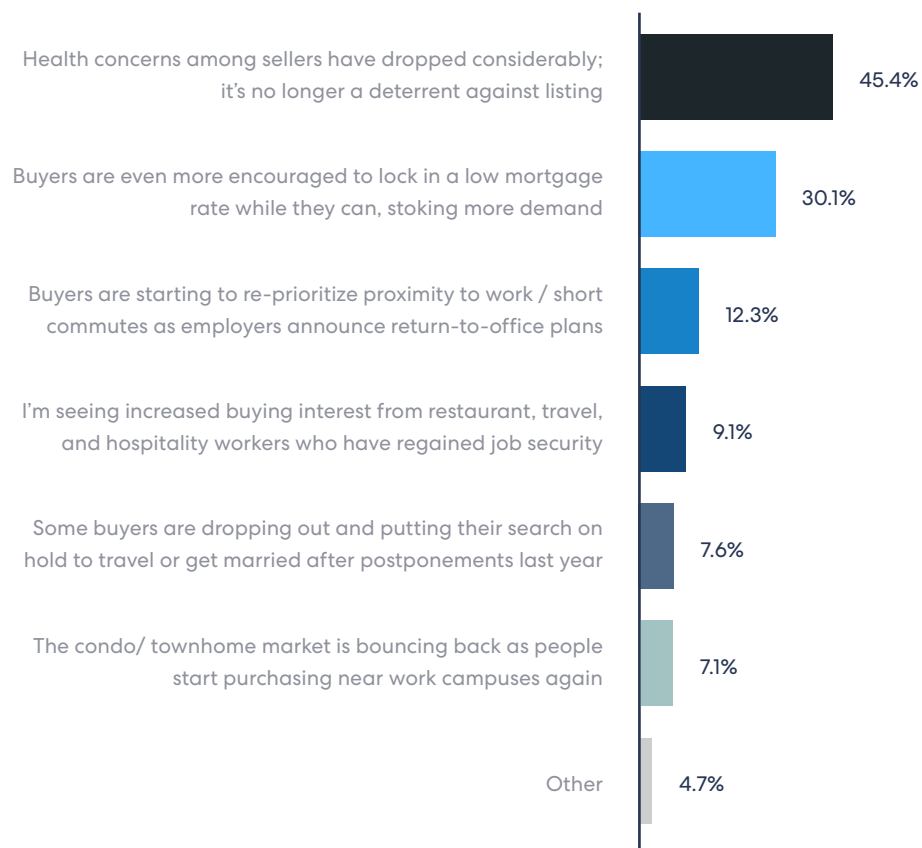
Small towns or rural areas



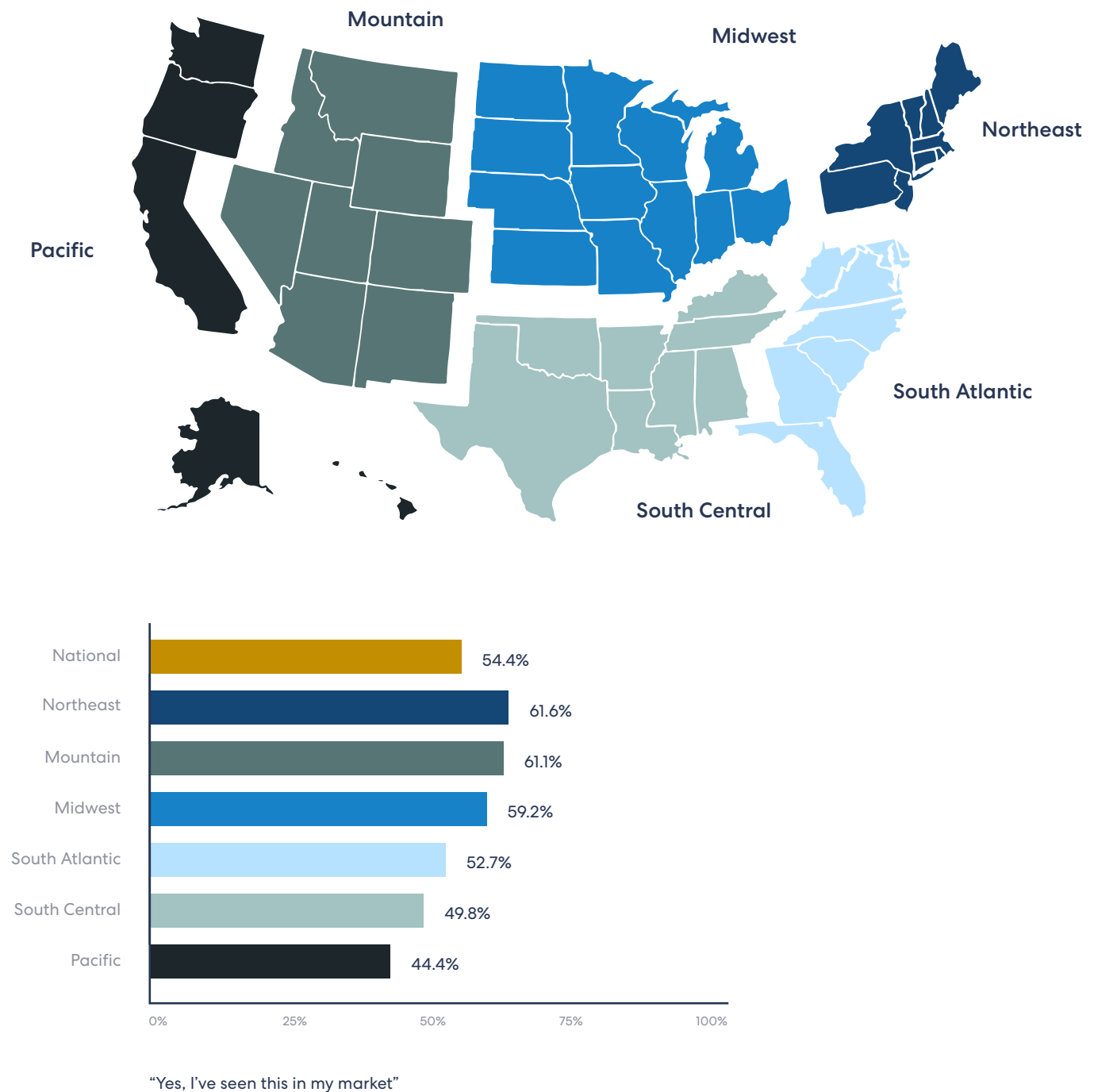
Smaller cities



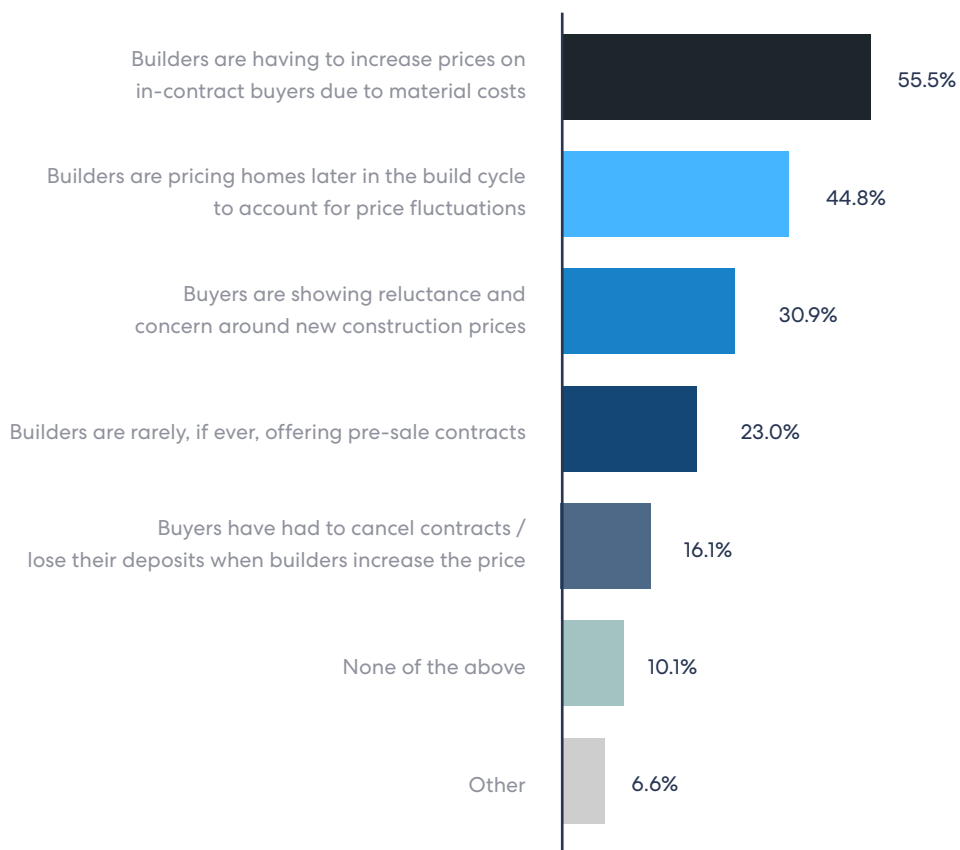
If vaccine distribution is affecting your market, which of the following impacts are you seeing?
(Check all that apply.)



In your market, have you seen or heard about **buyers backing out of purchase contracts** due to remorse over an inflated contract price, causing a listing to go back on the market?



Which of the following **new construction trends** are you hearing about in your market due to volatile lumber prices?



Midwest vs. National: Which of the following **new construction trends** are you hearing about in your market due to volatile lumber prices?

Builders are having to increase prices on in-contract buyers due to material costs



Buyers are showing reluctance and concern around new construction prices



Builders are pricing homes later in the build cycle to account for price fluctuations



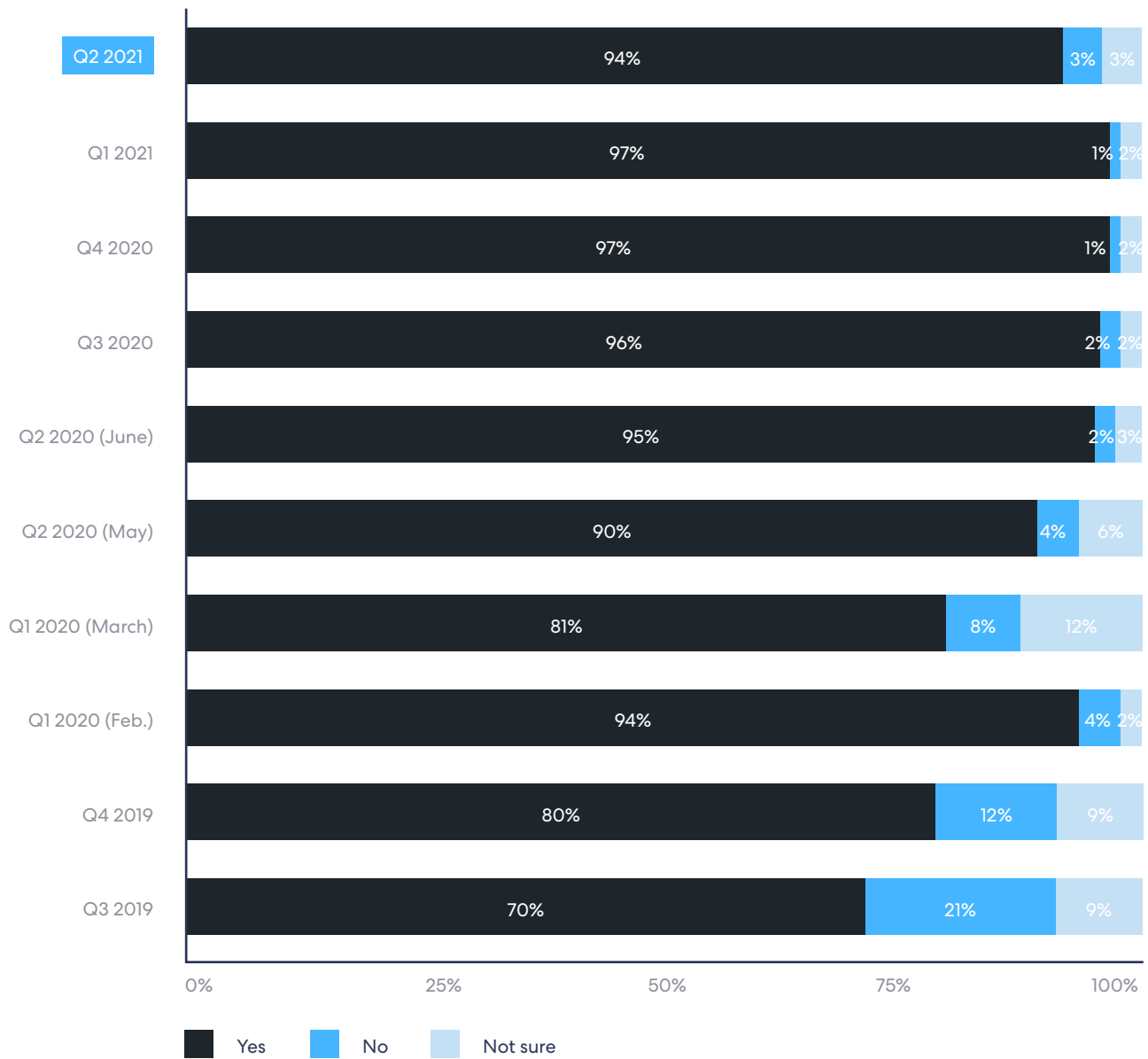
Buyers have had to cancel contracts / lose their deposits when builders increase the price



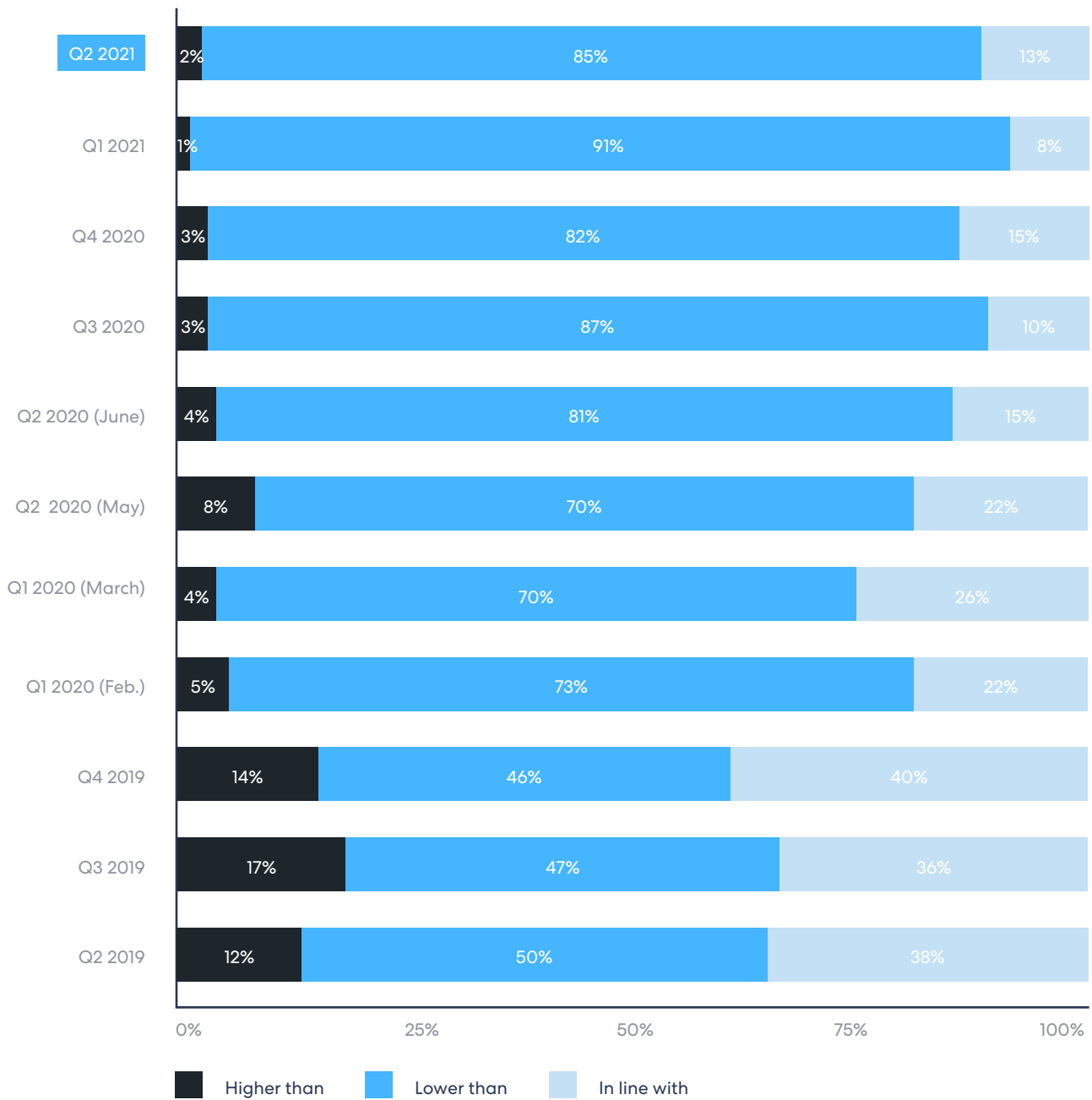
Builders are rarely, if ever, offering pre-sale contracts



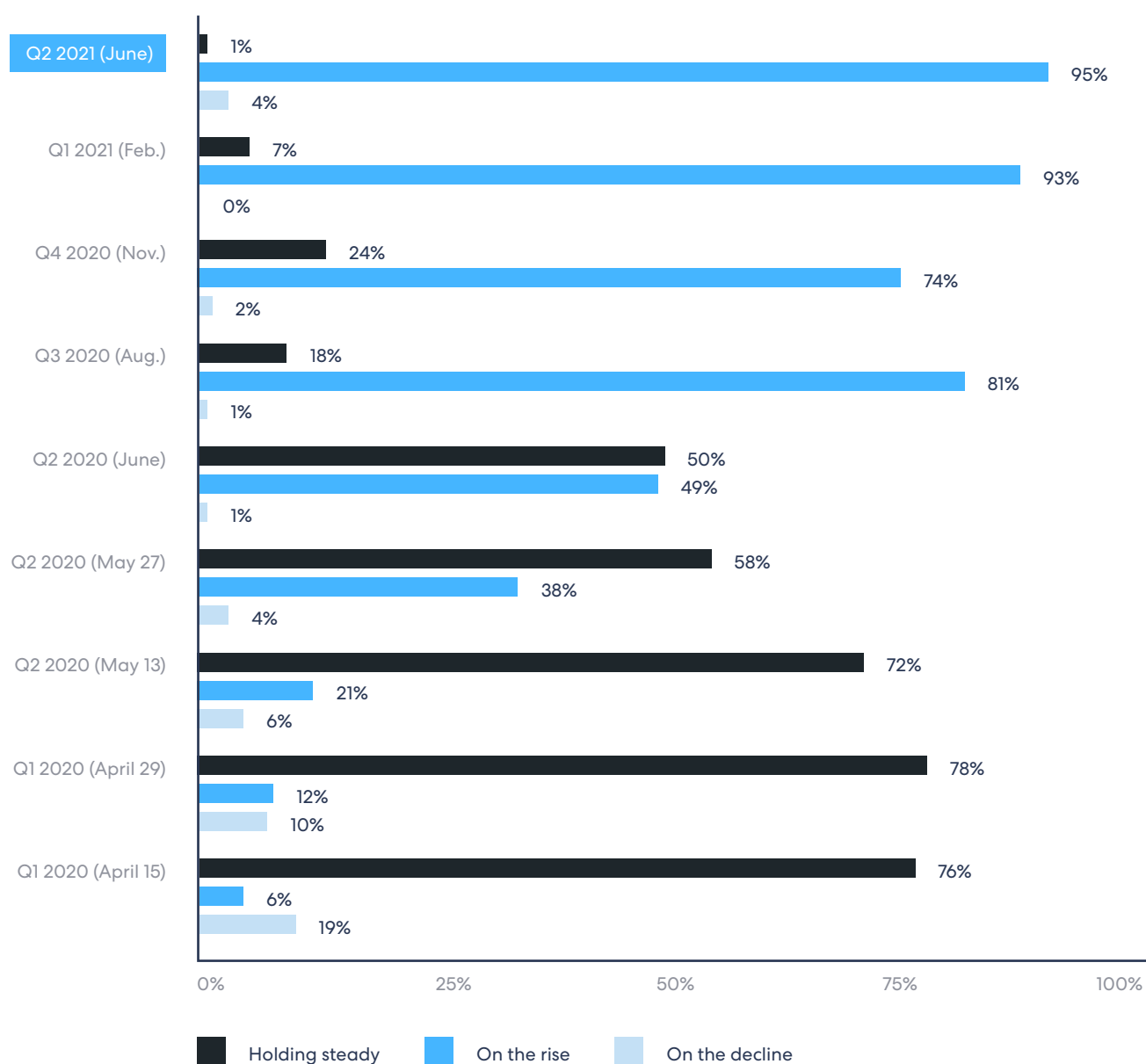
Low interest rates continue to **boost buyer demand** in my market:



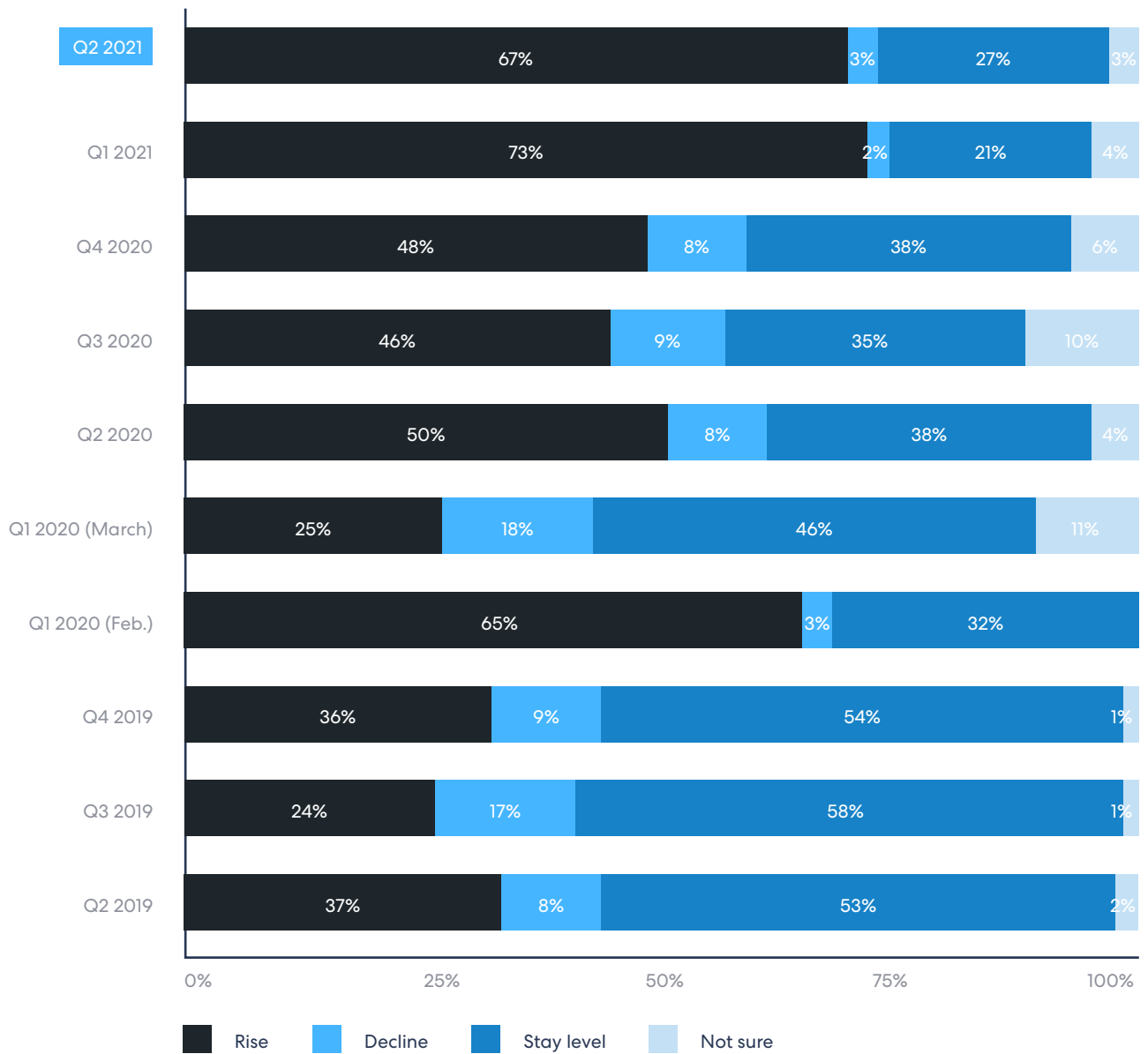
Inventory is _____ what I expected this quarter:



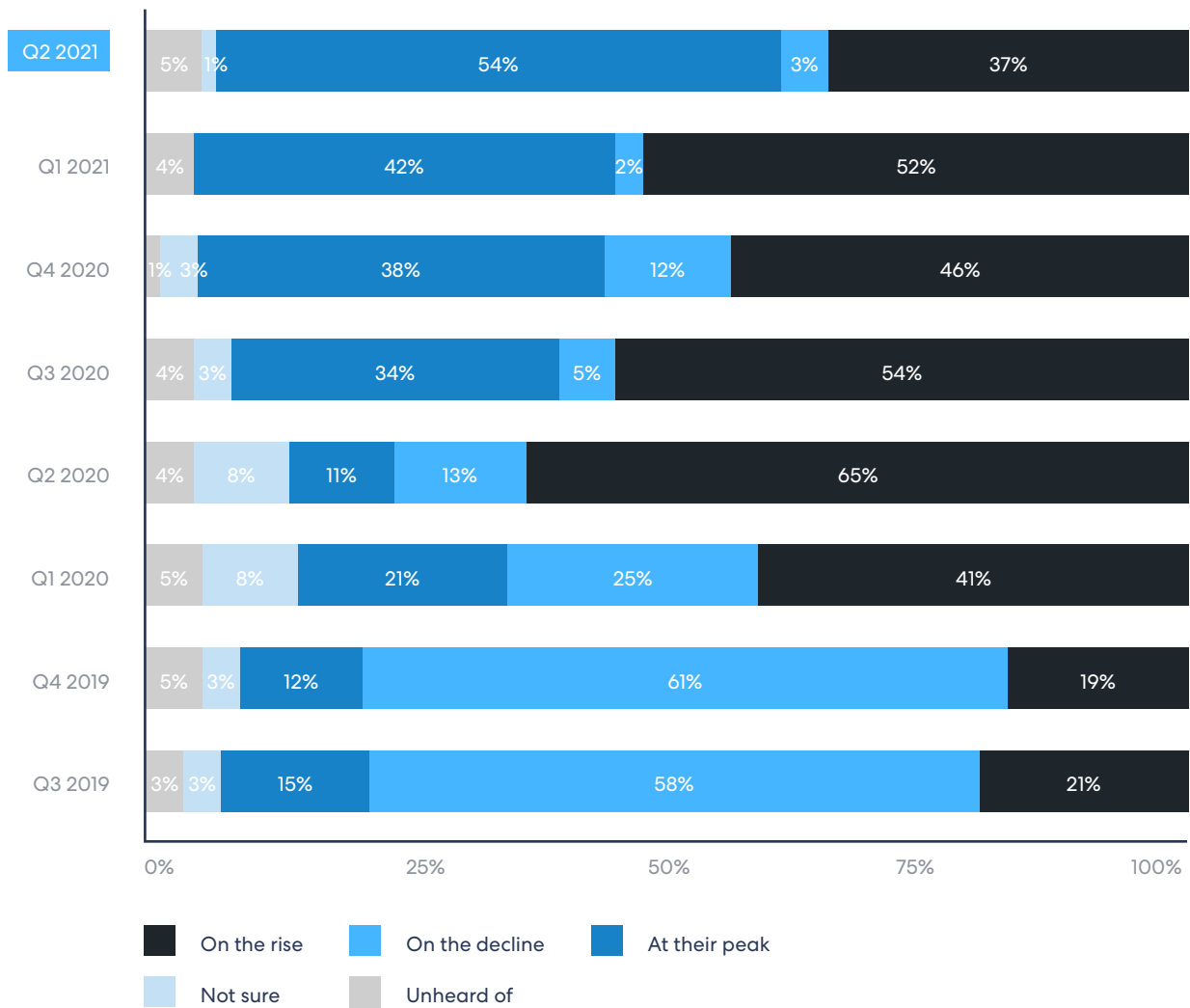
Home prices in my market are:



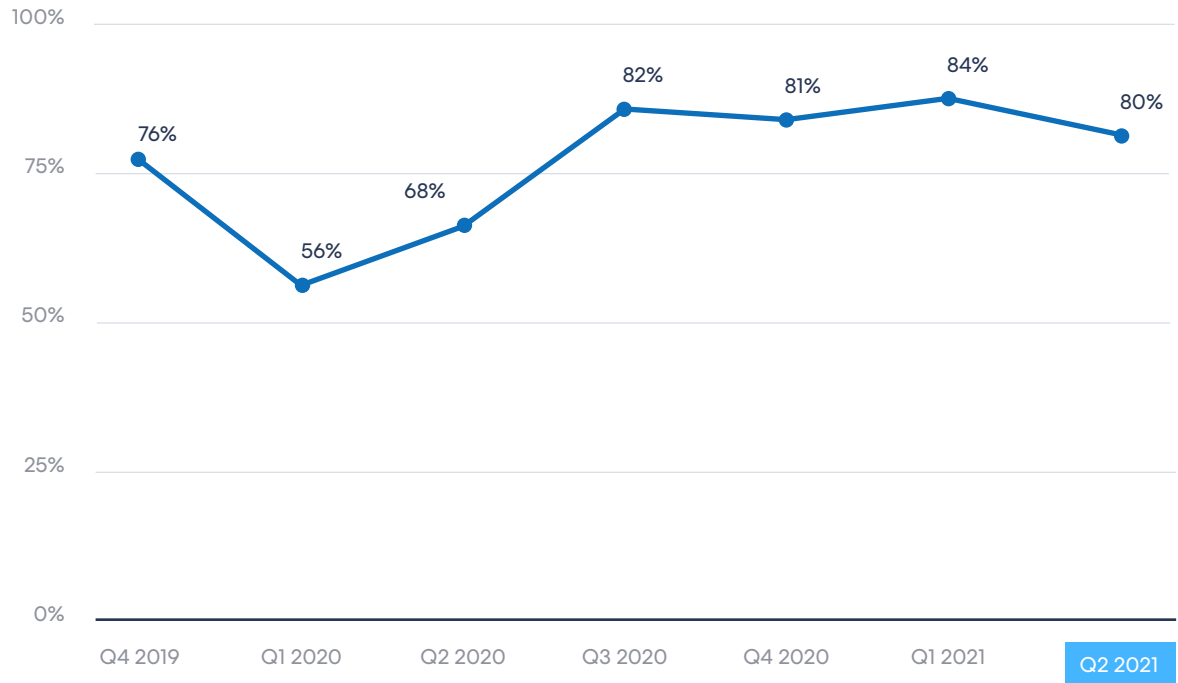
Over the next 6 months, I believe **home values** in my market will:



Bidding wars in my market are:



Are you **optimistic** about the 2021 housing market?



% of agents who say they are somewhat or extremely optimistic

‘Name Your Price:’ Will Seller FOMO Help Balance the Real Estate Scales?

It's a great time to be a seller, and a rough time to be a buyer. Yet in order to sell, many people also need a place to buy. This catch-22 has paralyzed would-be home sellers from making a move in an unbalanced market. But as prices skyrocket across the nation, can sellers be bought if the price is right? While many people choose to move for personal reasons, some are bound to be motivated by a huge windfall. Our survey explores how much seller “FOMO,” aka fear of missing out, could impact the market moving forward — and which types of sellers are likely to be swayed by high prices.

How a 'carpe diem' effect could unlock listings

If there were ever a year to check your home value every month just to watch it grow, it would be 2021. Data from the National Association of Realtors shows median existing-home prices rose 19.1% YoY in April 2021, from \$286,800 to \$341,000 — a remarkable increase. For perspective, a 2019 report from Black Knight reported the [25-year average annual rate of home price appreciation to be 3.9%](#). Looking at it from another angle, 95.0% of agents in our survey say home prices are on the rise in their market compared to 49.0% who said the same a year ago.

The extreme price run-up makes it an opportune moment for many homeowners to cash out and re-invest their funds elsewhere. So far, though, the biggest blocker has been that would-be sellers don't know where they'd move to with inventory being so dramatically low. In our latest survey, we wanted to explore the point at which sellers would decide the hassles of moving were worth it, if it meant they could strike while the iron's hot and sell their home for an unprecedented price. The results show that FOMO among sellers is indeed starting to brew and could accelerate throughout the remainder of the year.

4.0% mortgages could spark market movement

Buyers are influenced by low mortgage rates, and potential sellers know that. If mortgage rates start to increase, not only will some buyers be forced to exit the market, but sellers may anticipate changing tides. In our survey, 30.4% of agents say mortgage rates will only need to hit 4% for buyer demand to slow —

and for sellers to be motivated to act. Another 22.0% of agents say mortgages will need to reach 4.5% for there to be an impact, and 23.3% say wait until rates hit 5.0%.

Agent responses indicate that the Pacific region will be the first to respond to rising mortgage rates, with the greatest percentage (45.6%) saying 4.0% mortgage rates will be high enough to create this effect in the market. Meanwhile, in the South Central region, 30.2% of agents (compared to 23.3% nationally) say buyer and seller behavior won't be impacted until rates reach 5%. This could be because median home prices tend to be more affordable ([\\$289,600, according to NAR](#)) than in the Pacific region — [\\$501,200](#), NAR reports — suggesting that buyers aren't relying as much on low rates to afford a home.



Urgency to seize the day is increasing among sellers

Some have speculated that high prices could

encourage more sellers to list by stoking a “carpe diem” reaction. “I have seen sellers jump on the bandwagon trying to cash out while the market is high,” noted survey participant [Pat Tasker](#), a top real estate agent in Milwaukee.

Our data bears this out. In fact, 49.3% of agents responding in our survey say they’ve already seen this trend in their market result in some additional listings. Looking ahead, 48.3% of agents say they expect this sense of FOMO to unlock more listings this summer and fall.

Sellers appear to be most motivated by high prices in the Northeast region, with 55.7% of agents seeing this reaction now, and 57.1% expecting to see more of it this fall. As far as total impact and moving the needle on this current state of affairs, 27.2% of agents say that the “carpe diem” effect could be what finally shifts us to a more balanced market.

But Tasker warns sellers against getting too cocky: “I’m also starting to see sellers who think they should cash out now, but their home doesn’t stand up to the quality or updates today’s buyers want. Those sellers are dreaming on pricing!”

Homeowners on the cusp of retiring see an opportunity

The type of seller most likely to be motivated by high prices, according to 60.5% of agents in our survey, are almost-retirees who are cashing out a few years earlier than planned to boost their savings. Agents in the Northeast were even more bullish on this trend — 73.4% of respondents in this region say almost-retirees in their market are looking to capitalize on the moment.

Empty nesters who are using their house funds to relocate are another group likely to be swayed,

according to 59.4% of respondents. In addition, remote workers headed for a more affordable city fall into the “carpe diem” camp, as 43.3% of agents cite this group as likely to be motivated by the price surge. An even higher concentration of respondents (52.1%) reported on the remote worker cash-out trend in the Pacific region, where tech hubs like Seattle and San Francisco have experienced a population reshuffling as employees figure out where they want to live.

New homeowners are taking notice, too

Established homeowners aren’t the only ones gunning for a lucrative sale.

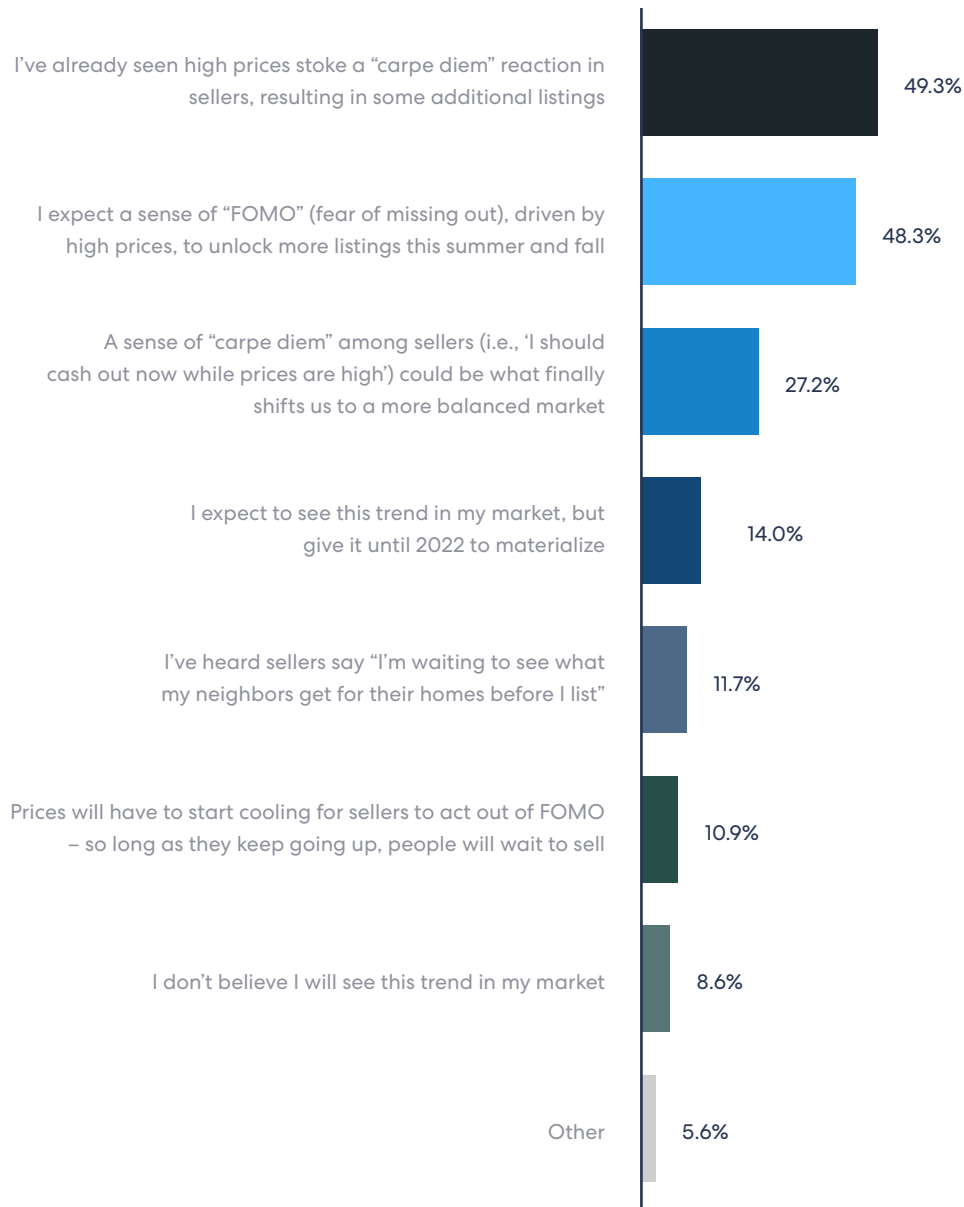
“Oddly enough I’ve found that a large portion of my clients under 30 are selling their first or second homes to cash out and turn to renting until prices drop,” shared [Travis Cox](#), a top real estate agent in Louisville, Kentucky. “It’s an odd strategy, and yet those clients are putting more money in their pockets than they have made in the last 12 months. Who am I to say that’s wrong?”



Travis Cox
Top real estate agent in Louisville, Kentucky

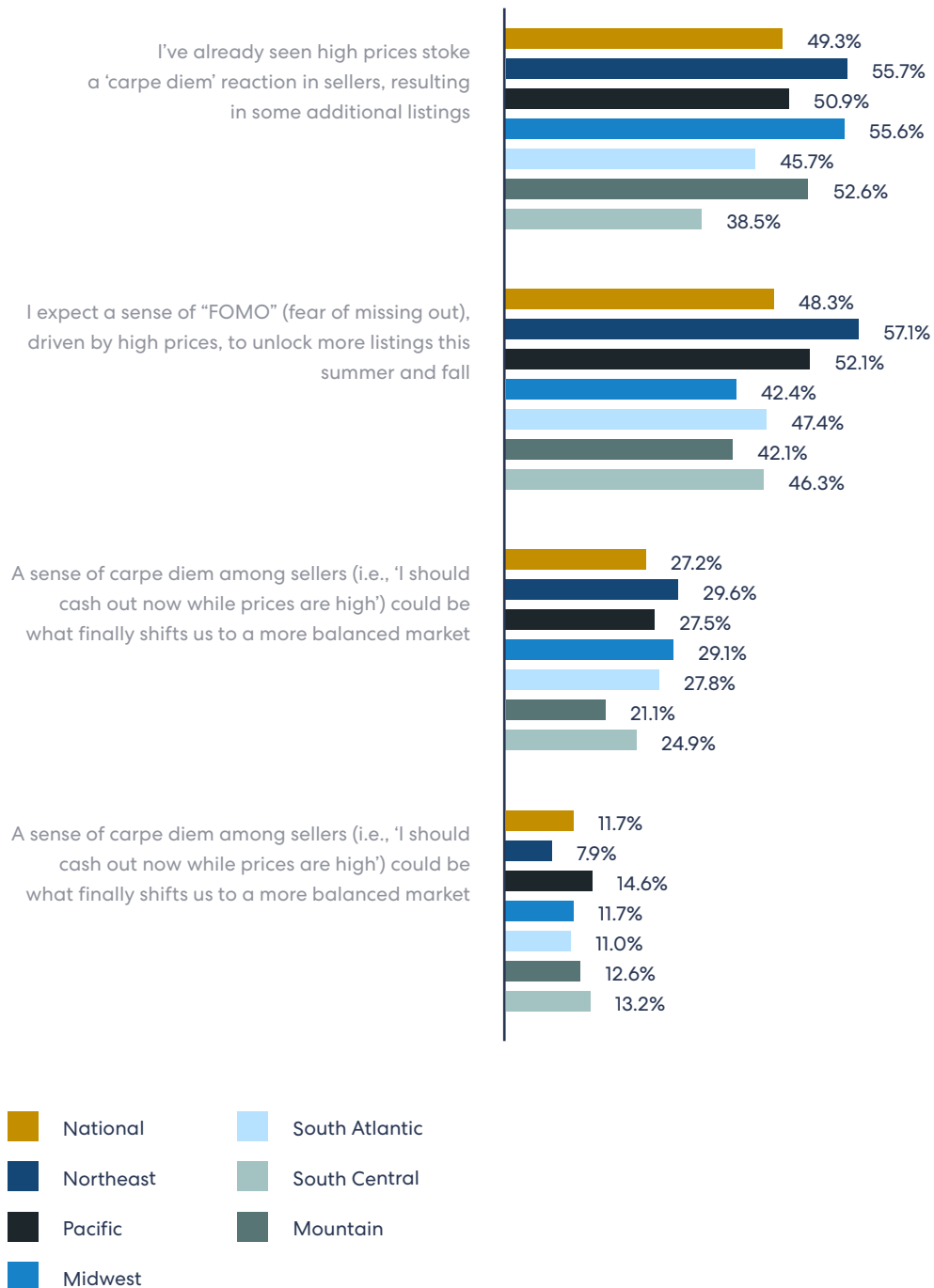
Our data indicates that the Midwest has the highest concentration of starter homeowners looking to cash out and eventually trade up after only 1-3 years of homeownership (49.0% compared to 41.3% nationally) in response to high prices.

There's some speculation that high prices could encourage more sellers to list by stoking a **'carpe diem' reaction to cash out**. What's true for your market? (Check all that apply.)

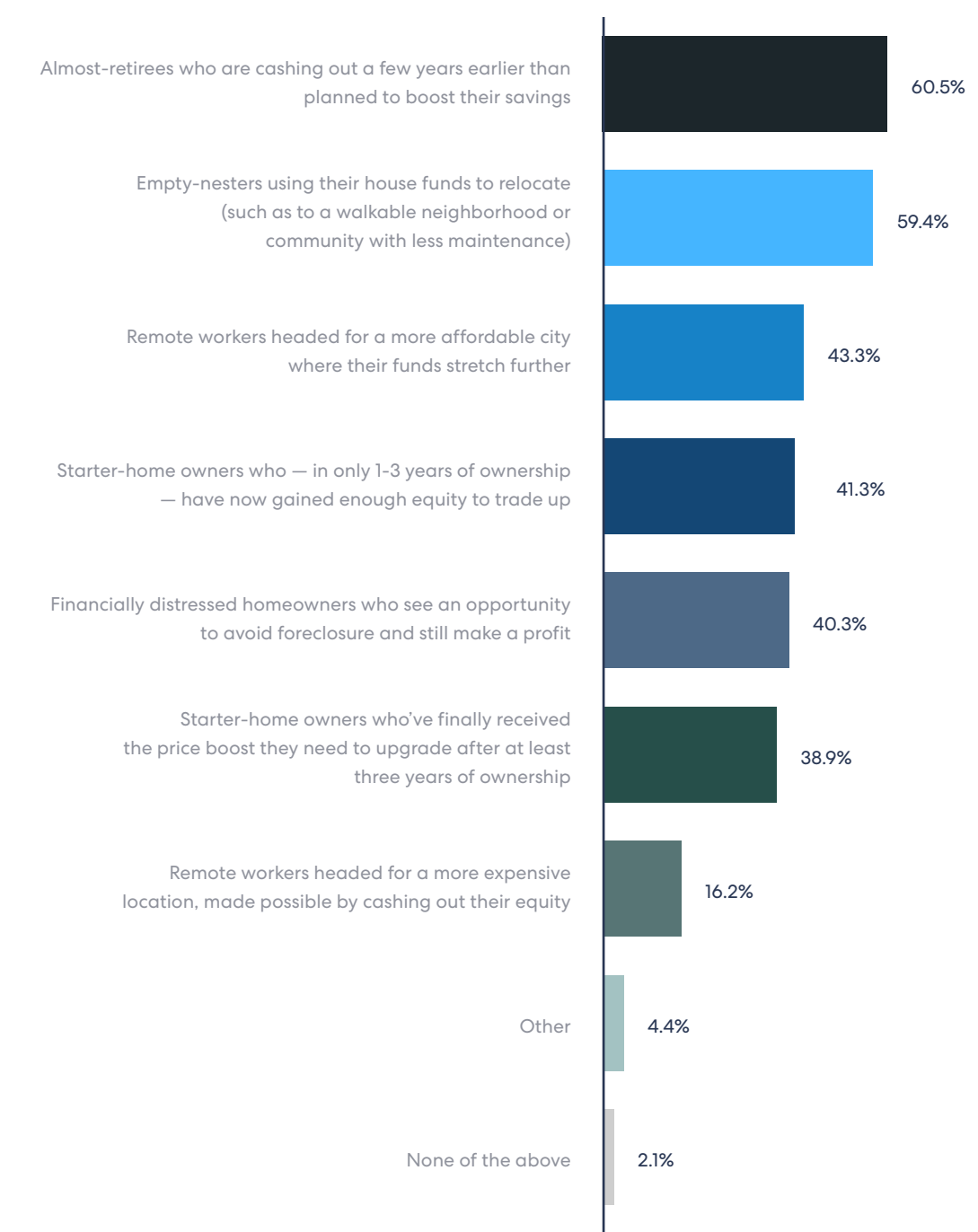


Regional 'Seller FOMO' breakdown:

Which of the following trends do you expect to see in your market?



Which type of **seller** do you believe will be most easily **swayed to sell by the price surge**?
(Check all that apply):



Regional callouts:

Which type of seller do you believe will be most easily swayed to sell by the price surge?

Northeast vs. National: Almost-retirees who are cashing out a few years earlier than planned to boost their savings



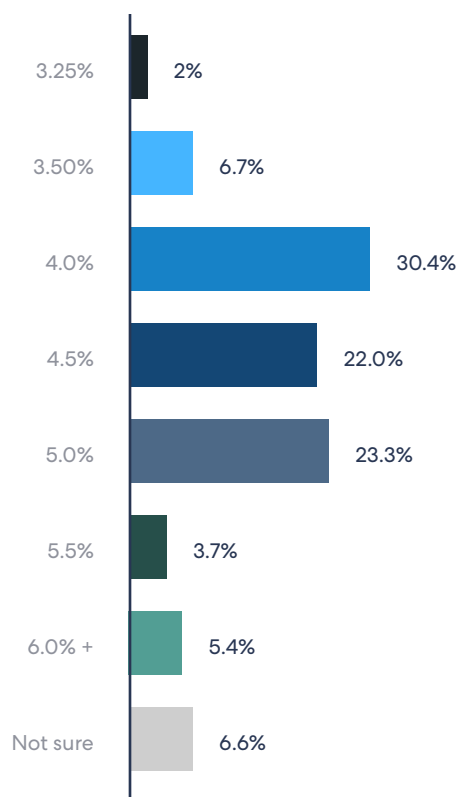
Midwest vs. National: Starter-home owners who — in only 1-3 years of ownership — have now gained enough equity to trade up



Pacific vs. National: Remote workers headed for a more affordable city where their funds stretch further

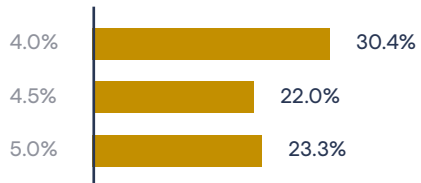


How high do you believe **mortgage rates** will need to get for buyer demand to be **impacted in your market and for sellers to be motivated to act?**

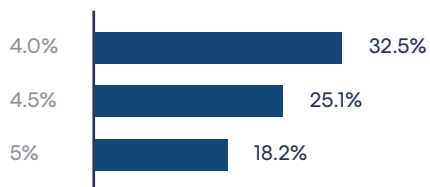


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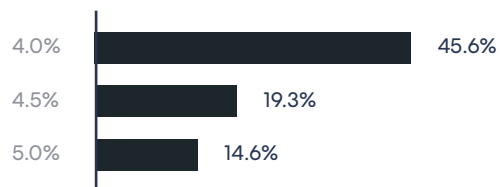
National



Northeast



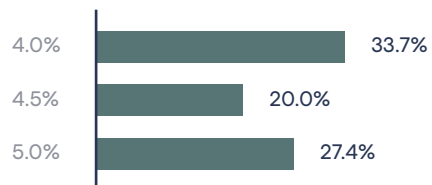
Pacific



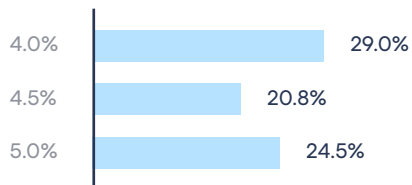
Midwest



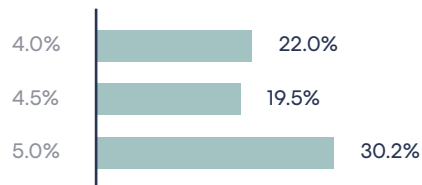
Mountain



South Atlantic



South Central



How the Hybrid Workweek and a Post-Vaccine Mindset Will Shape Future Homebuyer Preferences

Our research explores the top priorities for homebuyers in a post-vaccine society, and how those priorities differ among generations participating in the market. The results show that a dedicated working space at home and outdoor recreation have replaced proximity to work as must-haves. Meanwhile, as millennials get older and grow their families, homebuyer interest will continue to gravitate toward areas boasting great school districts.

‘Home.’ It means something different now, and there’s no going back.

As movie theaters prepare for a box-office rebound and restaurants overflow with patrons, people have wasted no time shedding the unwanted restrictions of pandemic life. Hugs, happy hour plans, and hopping on a plane without a care are back, and it feels oh-so-good to experience the everyday pleasures again.

But some COVID habits die hard. Vaccinations are flowing freely, COVID case counts are down, and yet Americans aren’t ready to go back to the way things were when it comes to one thing: their homes. Our survey results show that over the past year-plus, homebuyer demands have fundamentally changed in response to a long collective lived trauma and its influence on work, leisure, and society as a whole.

“This is really the first time in history since the 1950s that homebuyers have started thinking about homes in a truly different way,” said survey participant [Lindsay Mann-Emerson](#), a top real estate agent in Aurora, Colorado. “I believe the pandemic and subsequent lockdowns changed the housing market, the way we view housing, the needs we have in our housing, and what ‘home’ means to people forever.”



Lindsay Mann-Emerson
Top agent in Aurora, Colorado

Here are what top agents across the nation say will be the hottest home features and qualities buyers seek in a post-vaccine world.

1. ‘I’m WFH twice a week. Does it have room for a home office?’

The pandemic trend with most staying power, according to our latest survey results, is the enshrining of the home office in the American household. Real estate agents report that the no. 1 wish list item for buyers in a post-vaccine society is a home office, with 59.6% of respondents citing the feature as a top priority for clients in their market.

The rise of the ‘hybrid’ work week

After over a year spent working from home, employees aren’t ready to fully give up flexible work arrangements. Major employers — both tech startups and legacy institutions — have announced [remote-first or WFH optional policies](#). Those that knee-jerk mandated rigid return-to-work policies, such as [Google](#), have backtracked to expand their flex options in response to feedback from workers asking for more autonomy.

Some speculate that the [3-2-2 work week](#), whereby employees come into the office three days, work remotely two days, and are off on the weekends, will replace the traditional in-office 9-to-5 as the dominant work arrangement of the future.

“Almost all buyers in all age groups are looking for a home office space, even if they do go back into their company office,” commented survey participant [Susan Brock](#), a top real estate agent in Houston. “Most seem to believe there will be a split between working from home and commuting in.”

That translates as needing a go-to, distraction-free space where you can be routinely productive without leaving the house on those WFH days.



Home office replaces short commute

Before the spring of 2020, a home office would not have been at the pinnacle of homebuyer wish lists. It wouldn't have even made the top 10. As recently as 2018, just [3.6% of the U.S. workforce](#) worked from home. COVID accelerated the adoption of technology and cultural workplace norms that may have otherwise taken decades to materialize. And our survey results indicate that home offices will be more than a fleeting COVID trend.

“Pre-pandemic, buyers prioritized 1) great schools, 2) move-in ready, and 3) close to work. Post-pandemic the need has shifted where 1 and 2 have stayed, but 3 has changed to ‘home offices’ *plural* and adding outdoor living space,” shared survey participant and top real estate agent [Alex Saenger](#), speaking for his market of North Potomac, Maryland.

Saenger also noted that offices at home serve the needs of the entire household — parents and kids alike. “Buyers realize multiple people need to work from home and don’t want to share the same home office,” he commented. “Some are even converting unused formal living and dining rooms into second or third offices for spouses, high school kids, college kids, and even boomerang adult children.”

2. ‘How are the schools?’

Parents will always value their children’s education. Moms and Dads were willing to step in as hall monitors and homework helpers during a period of remote or hybrid learning, and they are heroes for that. But if COVID days have taught us anything, it’s the value of knowing that your kids are receiving an education in a learning environment built to nurture the next generation.

In our survey, we found that a great school district still ranks second on homebuyer wish lists, with 53.7% of agents citing it as a top priority for buyers in their market. While empty nesters and buyers without children won’t pay much attention to it in their home search, for some, the school district is everything. “Schools will always be #1 for families with kids,” commented survey participant [Tego Venturi](#), a top real estate agent in Albuquerque.

Several agents in our survey spoke anecdotally of the increased desire among homebuyers to have a “flex room” for uses such as home-schooling among other activities. However, it’s expected that many schools will [end their virtual programs by fall 2021](#), requiring kids to attend in-person classes five days a week. Although buyers are now willing to live further from their jobs, access to quality schools endures as a non-negotiable and still heavily influences where parents want to live.

3. 'Could I host backyard barbecues for friends and colleagues?'

In many ways, Americans are returning to their regularly scheduled programming and loving it. A consumer sentiment tracker from MorningConsult finds that **44.0% of consumers are excited to get back to the mall** while **70.0% now say they're comfortable going to a restaurant**.

At the same time, people want to enjoy time spent lounging around the patio at home or cooking up a storm on the grill for family and friends. They aren't ready to give up that little slice of outdoor paradise they doubled-down on during COVID just because the world is re-opening. In light of this lasting trend, 49.9% of agents cite outdoor living areas as a top priority for homebuyers in their market post-vaccine.

"The largest buyer preference shift I've seen is demand for a good outdoor space and especially indoor-outdoor flow," shared survey participant **Pauline Panza**, a top real estate agent in Northern New Jersey. If the back of the house does not connect to the backyard in a meaningful way, this is a ding on desirability."

Indeed, outdoor living areas rank as the third-most-desired home attribute agents are seeing buyers prioritize as 2021 unfolds, falling behind only a home office and great school district.

Outdoor features slightly edge out move-in ready (cited by 48.3% of agents as a priority for buyers in their market), spacious size (24.9%), and proximity to work (20.0%) in regard to what buyers want in a home post-vaccine.



*"Post-COVID, many buyers have placed emphasis on outdoor living spaces that aren't shared," commented survey participant **Kim Noonan**, a top real estate agent in Frankfort, Illinois. "Homes with pools, fenced yards, and upgraded outdoor amenities have been wildly popular, with bidding wars."*



Kim Noonan
Top agent in Frankfort, Illinois

Generational differences

With each stage of life comes new housing preferences. Here's what top real estate agents expect to see Gen Z, millennial, and Gen X buyers prioritize most in their home search as we come out of COVID.

Gen Z: Give us turnkey homes near the action

Low mortgage rates and entry into the jobs market have put the prospect of homeownership within reach of a new demographic: the tech-savvy Gen Z known

informally as “Zoomers.” Born from 1997-2012, this group may sound young, but Gen Z **doubled their percent ownership** in the housing market from 2019 to 2020. As the oldest members of this generation reach ages 23-24, they are the next home-buying force to be reckoned with.

For now, this demographic wants to see homes that are move-in ready (56.1% of agents cite turnkey as a top priority for this buyer pool) and close to dining and shopping (49.2%). In addition, 45.0% of agents say a home office is top priority for Gen Z, as remote work will be second nature for a group who grew up on iPads and smartphones.

Compared to other generations, Gen Z doesn't care much about spaciousness — only 8.8% of agents cite this as a priority for Gen Z clients compared to 24.9% for the general buyer pool. For now, agents conclude, Gen Z would rather sacrifice square footage if it means being closer to the city center.

Millennials: It's all about the schools

Millennials (those born between 1981 and 1996) haven't been the most eager to adopt the stroller-walking, diaper-toting life, and reports show this demographic is **having kids at a slower rate than generations before them**. Even so, millennials became parents to **80.0% of kids born in 2016**, and the kids of this cohort are now reaching elementary school age in 2021.

It's true: the **72 million millennials of the nation** are the Moms and Dads of the neighborhood now, and school quality ranks at the very top of their home search criteria. In fact, 64.7% of agents cite a great school district as a top priority for this buyer pool, compared to 53.7% who say the same for the general buyer population. Schools are followed by a

home office (51.0%) and move-in ready (46.3%) for this demographic.



Millennials are also the most likely of the three generations we asked about to prioritize proximity to work (cited by 25.7% of agents as a priority for this buyer pool, compared to 20.0% for all buyers), and a spacious size (28.1% compared to 24.9%) to accommodate their growing families. The preferences of this group matter as millennials account for the **largest share of homebuyers at 37%** in 2021, according to research from the National Association of Realtors.

Gen X: Time to play host and enjoy a walkable neighborhood

Approaching or well within their middle age years — but not yet in retirement — members of Gen X (ages 40-56) seek a house that doesn't require much work, with “move-in ready” being the top feature they desire, according to agents in our survey. This generation also expects their homes to do double-duty as a place to host guests and support their established careers.

More so than the other demographics, Gen X prioritizes an upgraded backyard. Coming in at no. 2 on the list for Gen X, 47.1% of agents say outdoor living areas are top priority for this

buyer pool, compared to 40.5% who say the same for millennials and 32.3% who say the same for Gen Z. But agents report that a home office still ranks third among Gen X buyers who may still have a stretch of working years ahead.

Gen X cares about the surrounding area where they choose to purchase a home, including whether necessities and conveniences (gas, groceries, drug stores) are nearby, more so than other generations in their home search. Agents also say neighborhood walkability and home entertainment features including a wet bar, kitchen island, and home theater are more likely to matter to their Gen X clients than other demographics.

Other homebuyer trends to watch

In our survey, we also collected data from top agents across the nation around how the hybrid workweek and boost in vaccinations will impact commute times, home gym priorities, and renovation activity in their market.

‘Could my Peloton fit in here?’

Agents in our survey estimate that prior to COVID, 17.0% of buyers in their market sought a home gym or exercise room in their market. Now, that number is 26.0% — even as people head back to their group exercise classes and workout sessions at the YMCA or a 24-hour fitness center.

“The gym may be open, but many people have cancelled their memberships and invested in home gym equipment, and I believe buyers will continue to look for homes that have these spaces,” says [Sonya Fowler Revell](#), a top real estate agent in Crawfordville, Florida.



Sonya Fowler Revell
Top agent in Crawfordville, Florida

In addition, agents estimate that the value of a home gym has risen 69.0% from \$3,635 pre-COVID to \$6,127 post-vaccine. The Pacific region saw the largest leap in the value a home gym adds to a property, from \$3,939 to \$7,824, marking a 99.0% increase. This perhaps reflects a response to lockdowns in California, Washington, and Oregon being [some of the last to lift gym restrictions and capacity limits in the U.S.](#), encouraging people on the West Coast to invest in long, scenic Peloton rides.

Remodeling throughout 2021 — and possibly beyond

COVID triggered an [intense wave of home improvement activity](#) throughout the U.S., and so far, vaccines haven't put a stop to Americans' obsession with improving their homes.

Our latest research shows that Americans will continue investing in their living spaces at home, particularly the outdoors. While 21.4% of agents say consumers will keep pouring money into their homes through 2021, another 18.6% say the

uptick in renovations will last for years, even in a post-vaccine society.

The top post-vaccine home improvement trends agents expect to see in their market include the expansion of outdoor entertainment areas such as pool and patios (58.4%); an increase in home entertainment features such as wet bars, wine fridges, and kitchen islands for hosting friends, family, and colleagues (42.2%); and the conversion of basement and bonus spaces back into rec areas or playrooms (31.9%).

Some homeowners are likely to undertake bathroom renovations that allow partners to get ready at the same time such as adding double-sink vanities and converting bathtubs to showers for those “go into the office” days (29.6%). Meanwhile, 10.6% of agents expect to see increased demand for spacious walk-in closets as people re-invest in their work wardrobes.

In addition, 53.3% of agents in our survey say that remote or hybrid work arrangements will be one of the top reasons people continue to invest in their homes. Spending fewer weekdays at the office translates as more dinners, lunches, and evening time spent around the pool or in your own kitchen; fewer office-adjacent happy hours; and more gatherings hosted at home.

Our respondents add that the ability to tap into growing home equity as prices rise nationwide (53.9%) and cheap rates for borrowing money (47.7%) will make it possible for many homeowners to keep on remodeling. However, there are some roadblocks in sight. Agents commented that they expect rising material costs and a shortage of labor to deter and delay renovation plans, despite homeowners’ growing desire to complete them.

Trading short commutes for a bigger, better home

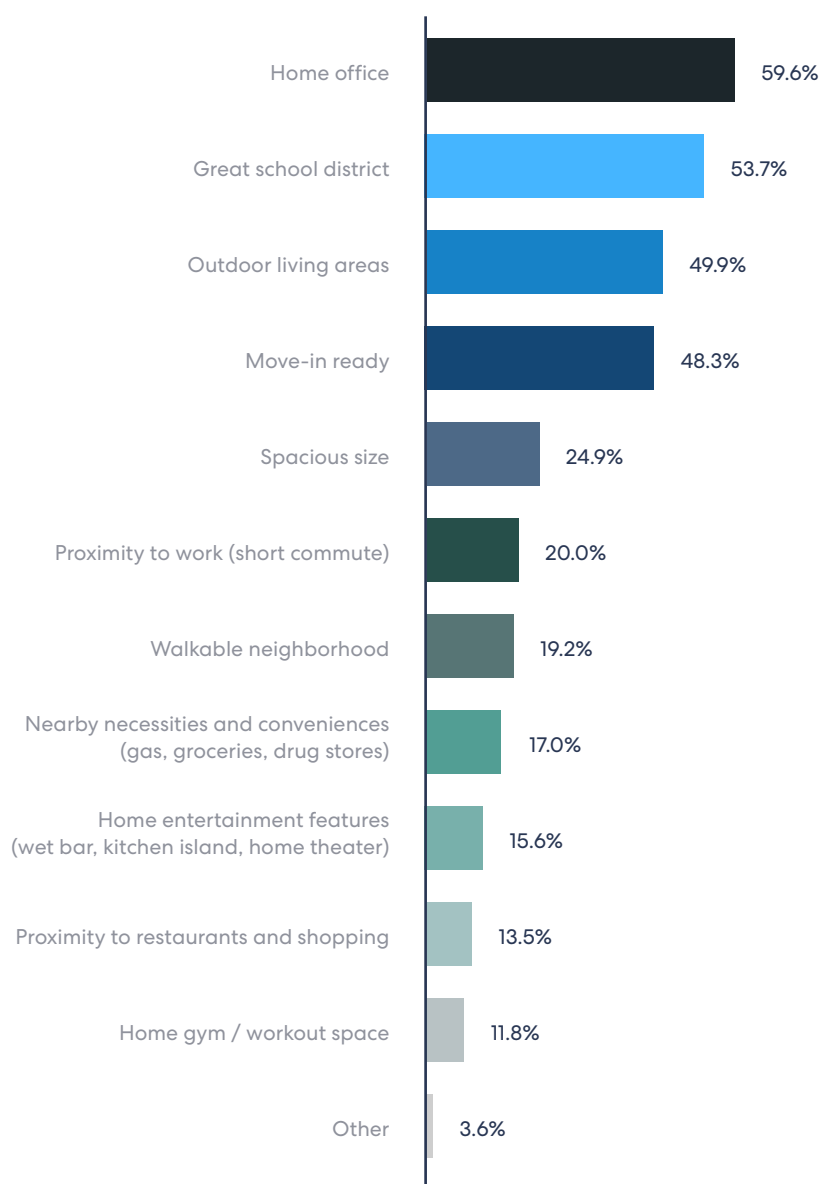
Even as return-to-office plans take shape, proximity to work ranks 6 out of the 11 homebuyer priorities asked about in our survey, with only 25.7% of agents citing it as a top priority for homebuyers post-vaccine.

Millennials and Gen Z are slightly more likely to prioritize proximity to work than Gen X, but additional data we collected shows that buyers are generally accepting longer commutes.

As people settle into a routine of going to the office less frequently, agents estimate that the maximum commute times buyers are willing to tolerate have modestly increased since before the pandemic from 38 minutes to 42 minutes. The largest changes in maximum commute times will be seen in the Northeast and Pacific regions, where buyer commute limits have risen from 46 to 52 minutes, and 43 to 51 minutes, respectively.

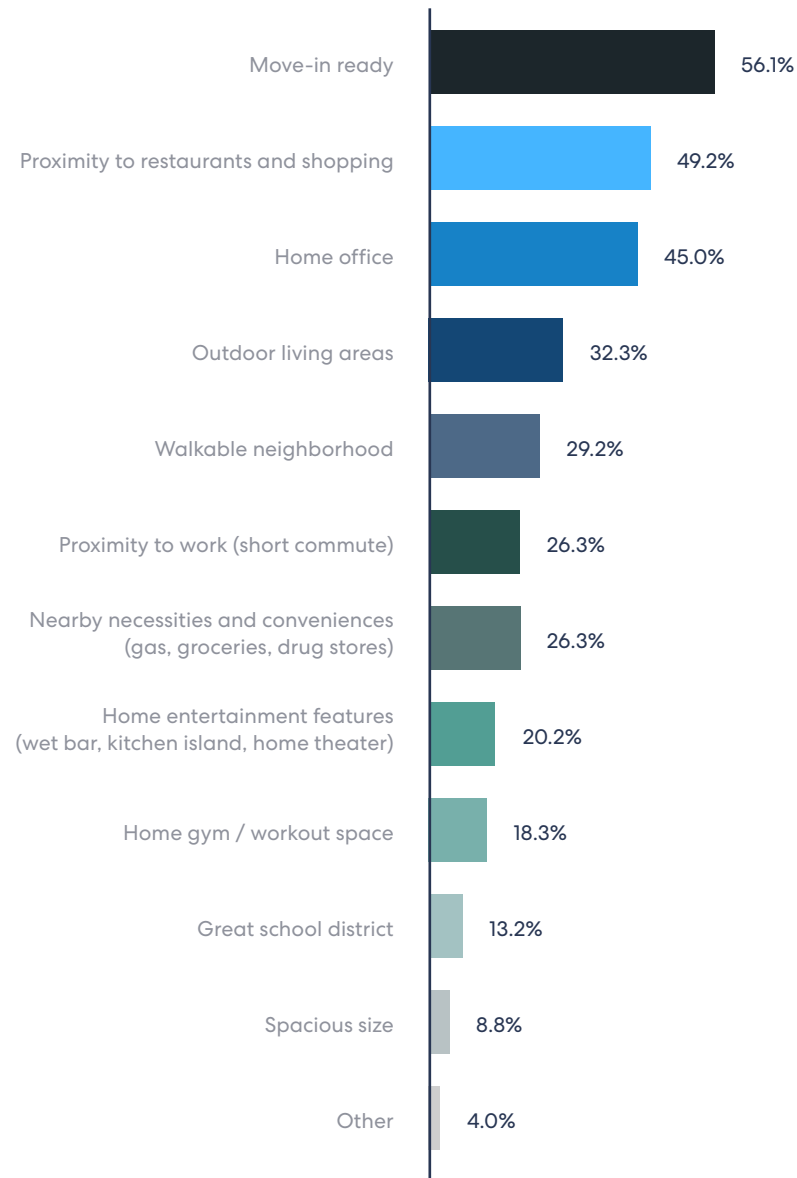
“I’ve already started to see people moving further away from work as they know they just need to be within 100 miles from work to keep their jobs,” shared survey participant [Tim Heffernan](#), a top real estate agent in San Francisco. “They are looking for bigger properties.”

What are the **top priorities** you expect to see from homebuyers in a **post-vaccine society**?



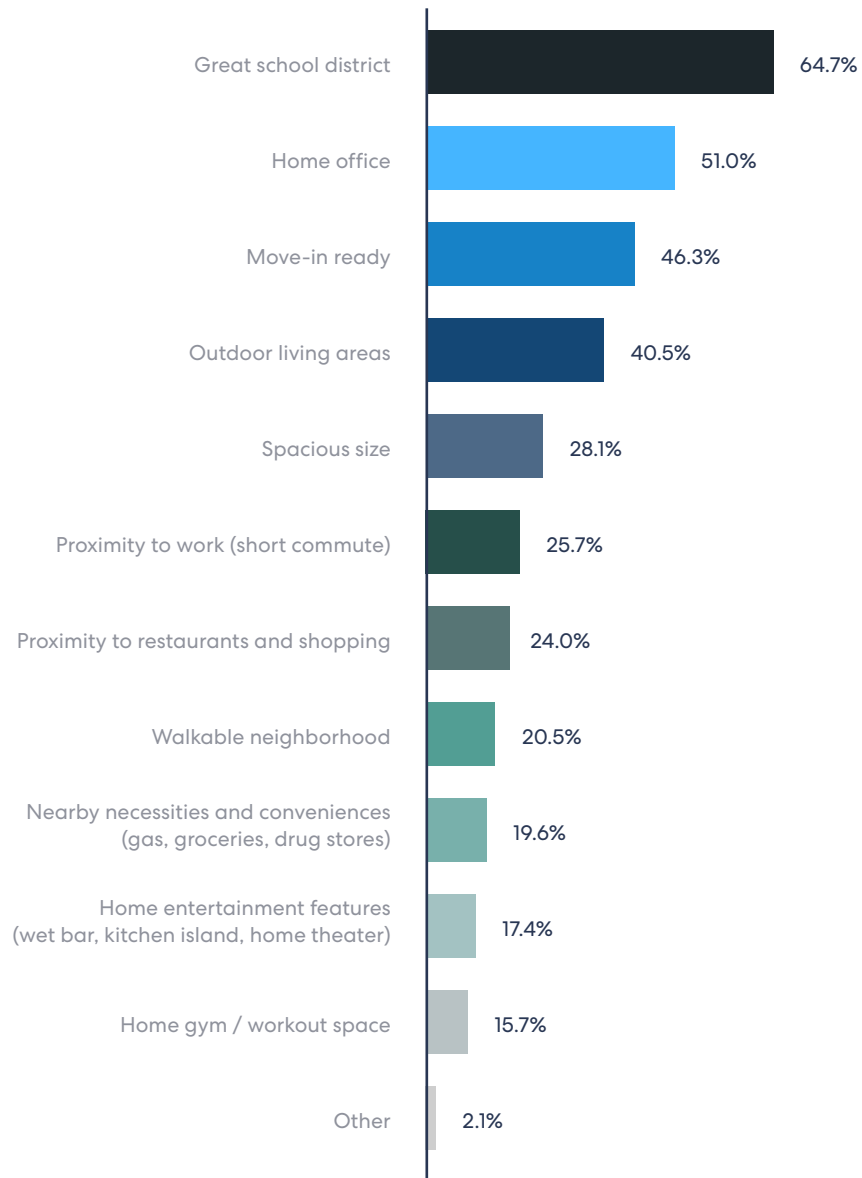
% of agents who cite the feature or quality as a top priority for this buyer pool

Select the **top priorities** you expect to see from **Gen Z homebuyers (early 20-somethings)** in post-vaccine society:



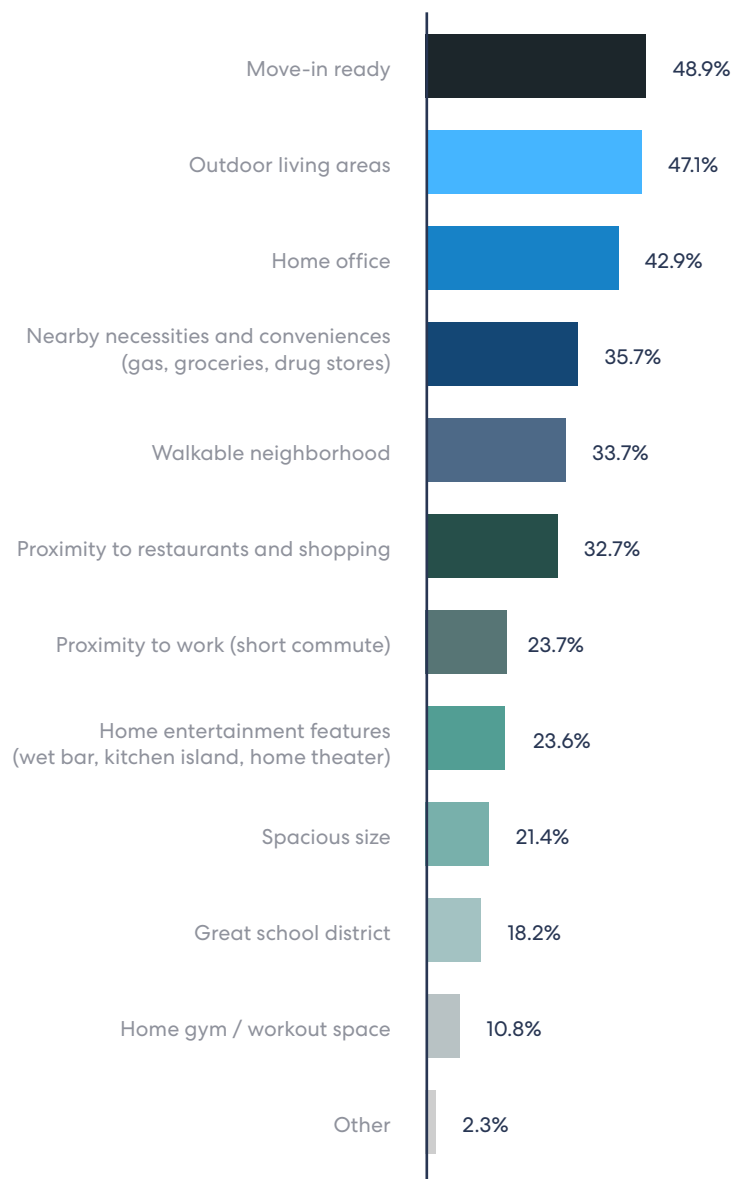
% of agents who cite the feature or quality as a top priority for this buyer pool

Select the **top priorities** you expect to see from **millennial homebuyers (age 25-40)** in **post-vaccine society**. (Check all that apply.)



% of agents who cite the feature or quality as a top priority for this buyer pool

Select the **top priorities** you expect to see from **Gen X homebuyers (age 41-56)** in **post-vaccine society**. (Check all that apply.)



% of agents who cite the feature or quality as a top priority for this buyer pool

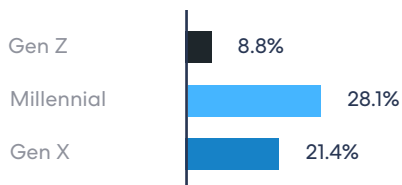
What are the **top priorities** you expect to see from homebuyers of **different demographics** in a post-vaccine society?

Gen Z
 Millennial
 Gen X

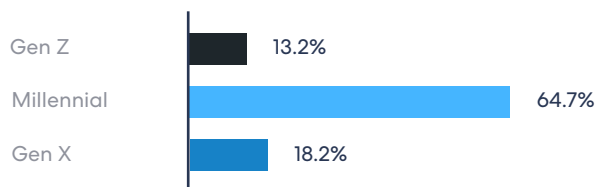
Home office



Spacious size



Great school district



Proximity to work (short commute)



Outdoor living areas



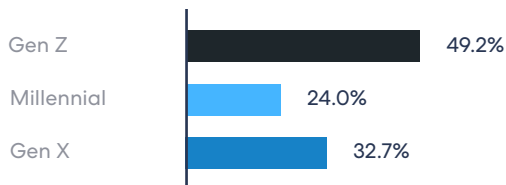
Walkable neighborhood



Move-in ready

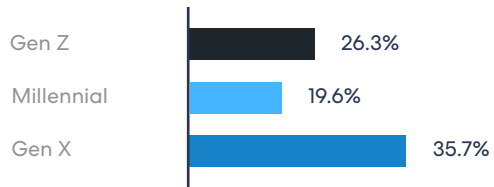


Proximity to restaurants and shopping





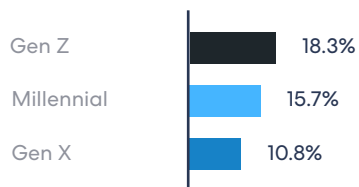
Nearby necessities and conveniences (gas, groceries, drug stores)



Home entertainment features (wet bar, kitchen island, home theater)



Home gym / workout space



All buyers vs. specific generations:

Top priorities agents expect to see from homebuyers in a post-vaccine society



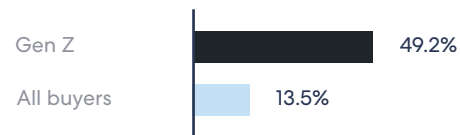
Data represents % of agents who cite the feature or quality as a top priority for this buyer pool.

Gen Z vs. all buyers

Move-in ready



Proximity to restaurants and shopping



Spacious size



Millennial vs. all buyers

Great school district



Proximity to work



Spacious size





Data represents % of agents who cite the feature or quality as a top priority for this buyer pool.

Gen X vs. all buyers

Nearby necessities and conveniences
(gas, groceries, drug stores)



Home entertainment features
(wet bar, kitchen island, home theater)



Walkable neighborhood



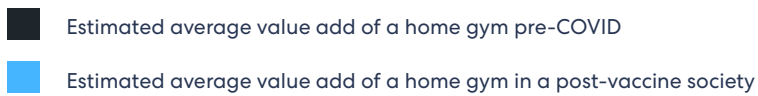
Tell us about **home gym trends** in your market.



How much is a **home gym worth in a post-vaccine society** compared to **pre-COVID times**?



How much is a **home gym worth** in a post-vaccine society compared to pre-COVID times?



National



Northeast



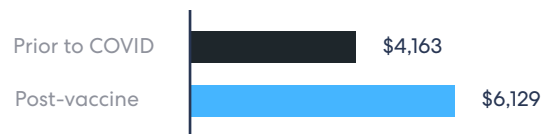
Pacific



Midwest



Mountain



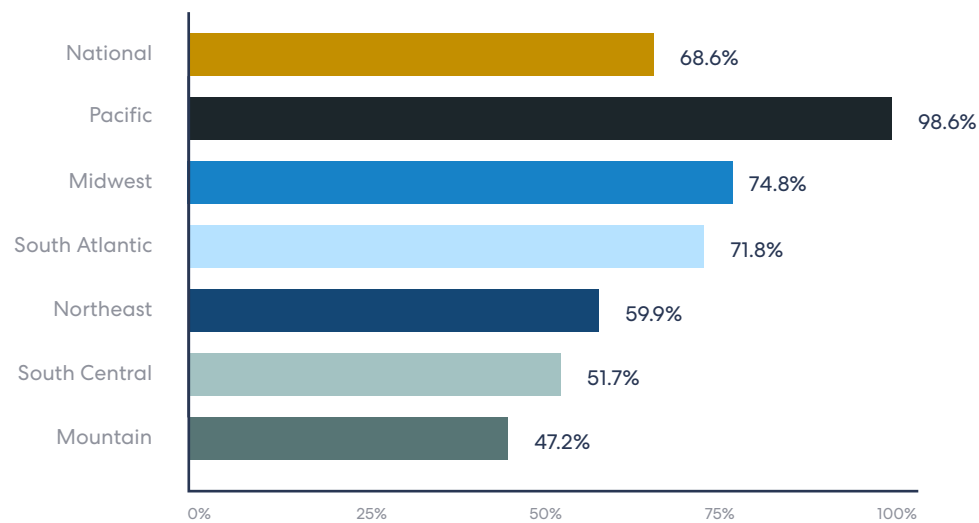
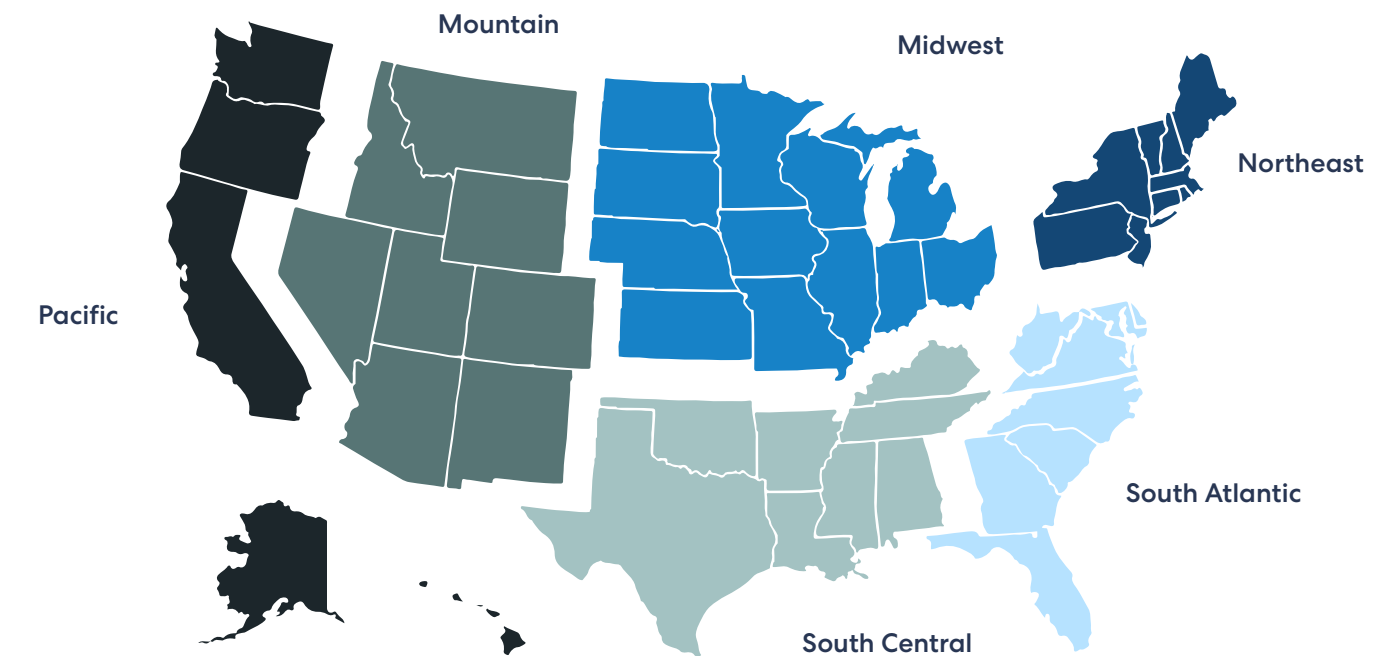
South Atlantic



South Central

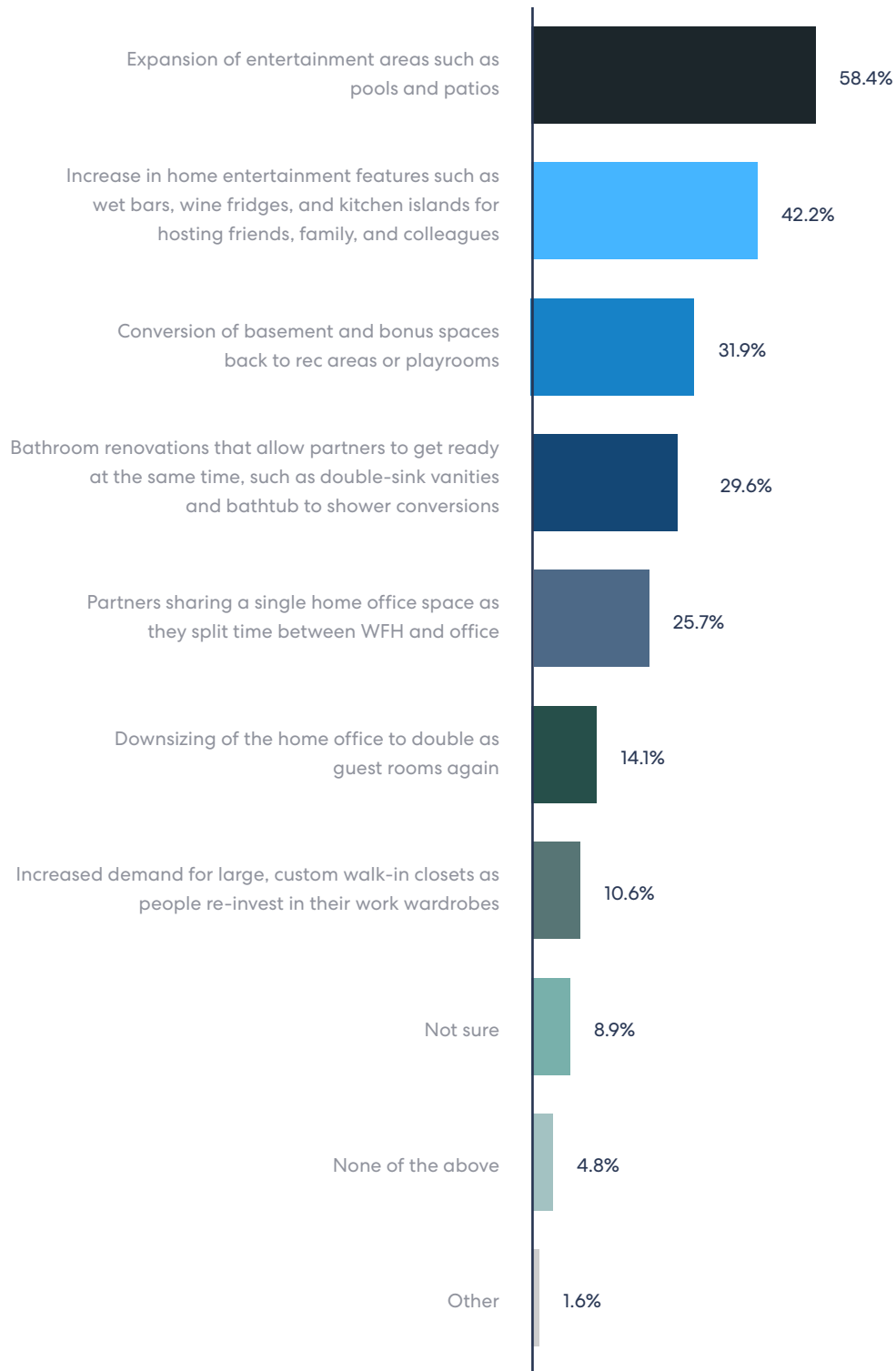


How much has the **value of a home gym** increased since pre-COVID times in each region?

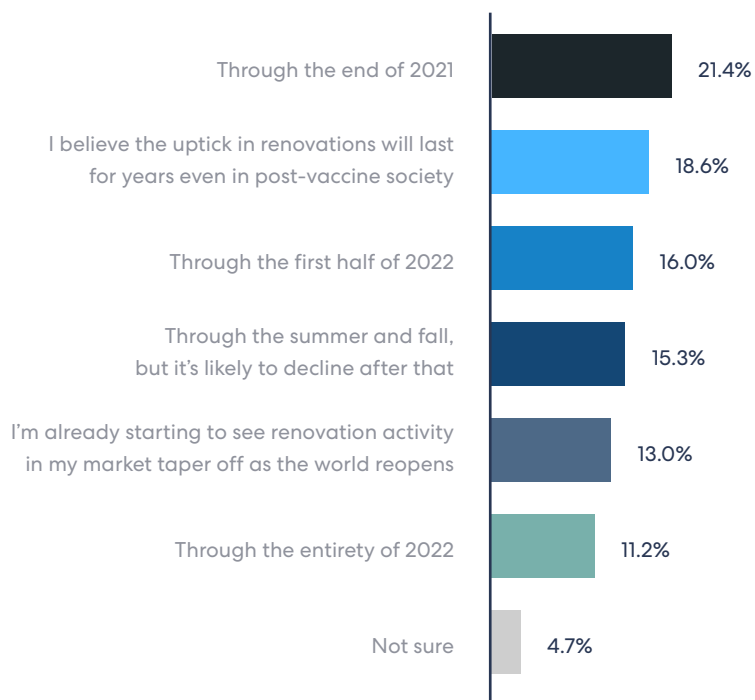


% increase in "before covid" and "post vaccine" home gym value estimates from top agents across the nation

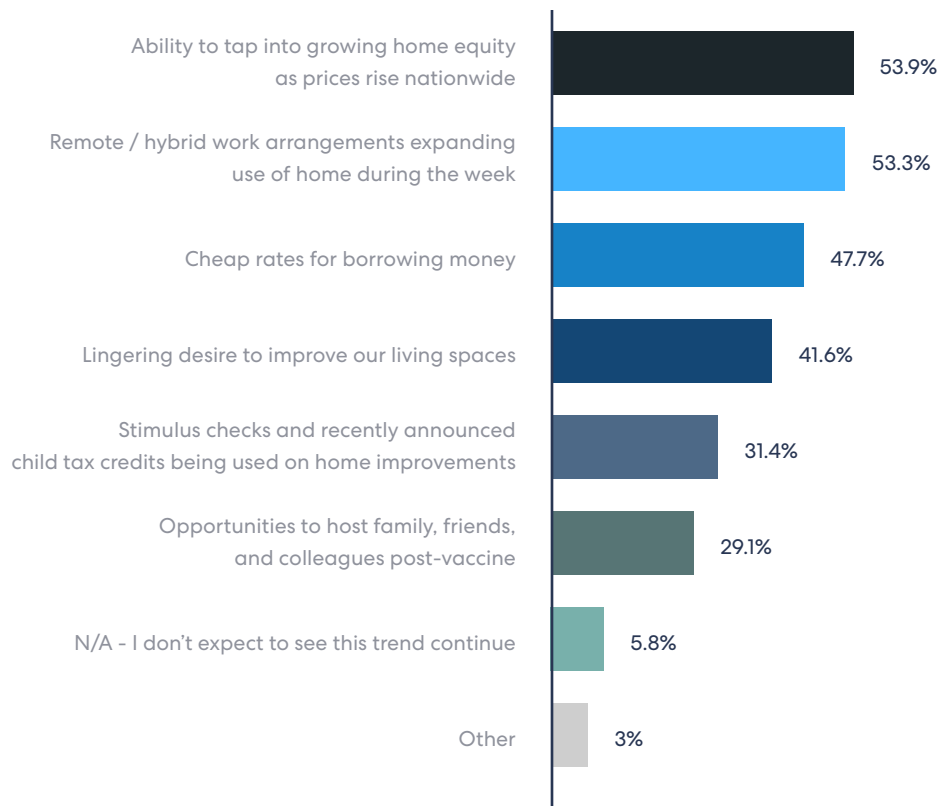
Which of the following **post-vaccine and return-to-the-office home improvement trends** and purchases do you expect to see in your market? (Check all that apply.)



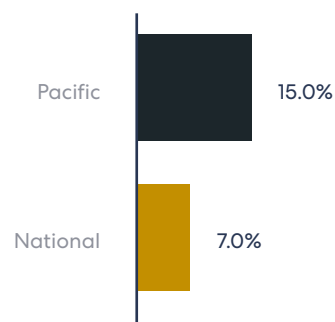
The pandemic brought an uptick in home renovation activity. As people return to traveling and working in the office, **how long do you expect consumers will stay focused on pouring their money into their homes in your market?**



Which of the following **post-vaccine and return-to-the-office home improvement trends** and purchases do you expect to see in your market? (Check all that apply.)

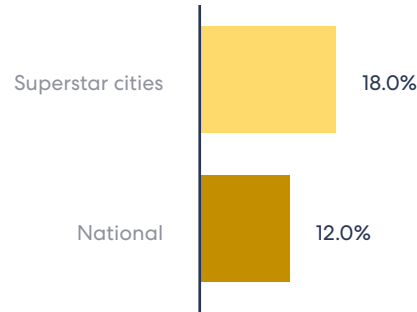


The **condo / townhome** market is bouncing back as people start purchasing near work campuses again:



% of agents who cite as a trend in their market

Buyers are starting to **re-prioritize** proximity to work / short commutes as employers announce **return-to-office plans**:



% of agents who cite as a trend in their market

How Much Is the Backyard Oasis You Built in 2020 Worth Now?

A study from Home Innovation Research Labs found that outdoor home improvement projects increased as much as **21.0% from 2019 to 2020**. Most people who put in decks, patios, and spas likely weren't prioritizing resale value at the time but were merely trying to survive a pandemic with a little at-home "r and r." But as we come out on the other side, will these homeowners get some value out of the projects they poured their dollars into during the height of COVID?

The value of sunset dinners and hot tub happy hours

Outdoor living areas now rank among the top 3 homebuyer priorities, which is good news for homeowners who spent their pandemic days creating the backyard oasis of their dreams. Our survey results show that investments in outdoor home features that enhance leisure and the ability to entertain at home are worth more in a post-vaccine society than they were during pre-COVID times.

Buyers appear willing to sweeten the pot for properties with built-in amenities and recreation, even when it comes to upgrades like outdoor kitchens and hot tubs that may once have been viewed as over-the-top or exclusive to luxury real estate. So what kind of price can you put on a relaxing soak in the spa or the ability to prep your food al fresco? Let's find out.

Inground hot tub

Pairing perfectly with an inground pool, a permanent hot tub creates a backyard akin to a high-end resort. Nationally the amount of value an inground hot tub adds to a home has increased an estimated 71% since the arrival of COVID-19. Agents estimate that prior to COVID, a house with an inground hot tub fetched an estimated \$4,052. Post-vaccine, buyers will pay an estimated \$6,925 for the feature.

This data falls in lockstep with our previous spring survey, which found that buyers would pay an estimated **\$27,199 extra** for a home with a pool than a home without one post-COVID, compared to the \$16,137 more they'd pay prior to COVID — a 69%

increase. Our data indicates that if your pool also has a hot tub, you'll net nearly \$7,000 more on top of what you're already getting for the pool.

Post-vaccine, a hot tub is worth the most in the Northeast (\$8,292) but the Midwest saw the biggest value increase of 106%, from \$1,890 to \$3,899. We can't deny the appeal of having a spa to extend use of the pool area. Freezing outside? No problem, grab a winter hat to keep your ears warm, and turn the water temp up to a toasty 102 degrees.



Will you recoup your costs?

HomeGuide estimates the cost of installing an inground hot tub lands between **\$8,000-\$25,000**. That means you're unlikely to recoup your entire inground hot tub spend, unless you built a lower-end spa and are selling in a region such as the Northeast where people are willing to pay more for one. Let's say you spent an average \$16,500 on your inground

spa and recoup the national average \$6,925 for it. That puts you at recouping 42% of your costs now, compared to the 25% that you would have recouped in the same scenario pre-COVID.

Freestanding hot tub

So what about homeowners who invested in a freestanding hot tub for something to do during those cold pandemic nights — can they get anything for it when they sell their home? Our research shows that the average amount buyers will offer to pay sellers to leave an existing freestanding hot tub with the property has risen from \$1,202 to \$1,999, an increase of approximately \$800 from pre-COVID to post-vaccine times.

A freestanding hot tub is worth the most in the Mountain region, selling for nearly \$2,500 on average, but again — the Midwest saw the greatest value increase of 118.0%, from \$708 to \$1,544. Keep in mind that freestanding hot tubs are [considered personal property and aren't factored into the overall value of a home](#). That said, buyers can offer to pay sellers for it separately, and our data suggests they're becoming more willing to open their wallets for the bonus feature.

Will you recoup your costs?

It depends on your market and how upscale your hot tub is. According to HomeAdvisor, entry-level hot tubs cost between [\\$2,000 and \\$6,000](#), while [mid-level ones cost \\$4,000 to \\$8,000](#). If you're selling an entry-level tub in great condition, you could recoup your costs or get close to it. In the Northeast, Pacific, South Central, and Mountain regions, buyers are willing to pay over \$2,000 for a seller to leave a freestanding hot tub. If you spent more on it, our averages would indicate you're going to recoup anywhere from a half to a fourth of your original costs based on your spend.



Outdoor kitchen

Outdoor kitchens level up your lone grill to include features like countertops, a bar, cabinets, a sink, standard kitchen appliances, and sometimes a flat-screen TV. These amenities are all located conveniently a few steps away from your home with nothing but the sky as a ceiling (and maybe a cover to keep it all clean). Fresh air cooking and dining were a saving grace during a year that limited indoor gatherings, a reality that ushered outdoor kitchens in the spotlight and made them a coveted feature among homebuyers.

According to our survey, the value of an outdoor kitchen has increased from an estimated \$6,156 to \$9,751. Agents report that buyers will pay the most for an outdoor kitchen in the Pacific region (\$12,508), followed by the Northeast region (\$11,982), and the South Atlantic region (\$9,790). The Northeast also saw the highest leap in outdoor kitchen value (89%) of all the regions.

Will you recoup your costs?

According to HomeAdvisor, you can spend anywhere from [\\$5,500 for a basic outdoor kitchen](#), or up to [\\$22,000 for a fancier one](#). Luxury upgrades can put you in the \$100,000 range for this addition. To get a sense for what your budget could get you, check out our round up of [outdoor kitchen ideas](#) featuring photos of real designed spaces. Let's say you spend an average \$13,750 on your outdoor kitchen. Given the increase in outdoor kitchen value, you'd now recoup an estimated \$9,751 of those costs, or 71% of your spend.

Backyard deck

Decks became a [quintessential feature of American homes](#) starting as early as the 1980s, but they gained a new level of popularity during the pandemic.

A study from Principia Consulting found that [31% of homeowners](#) with a decking project built a new deck where no deck previously existed in 2020, up from 25% in 2019.

Our research echoes that decks are now worth 65% more than they used to be. Post-vaccine, a deck adds an average \$7,014 to a home, compared to \$4,252 agents estimate a deck was worth prior to COVID. The biggest increase in deck value was seen in the Pacific region, where decks are now worth \$9,296 compared to \$5,296, a 76% increase.

Will you recoup your costs?

HomeGuide estimates the cost to build a deck lands between [\\$4,380 and \\$10,080](#). If you paid the middle ground of \$7,230 for your deck and fetched the national average value of \$7,014, you'd recoup 97.0% of your deck costs. However, the cost of your deck will vary based on size and materials.

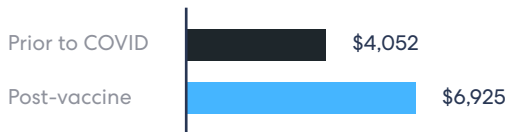


How has the value of an **inground hot tub** changed in your market since pre-COVID times?

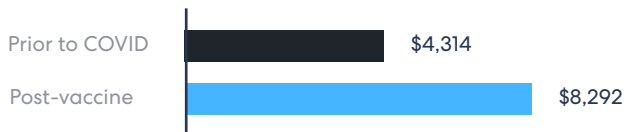
■ Prior to COVID, buyers would pay an extra \$ _____ for a home with an inground hot tub on average, vs. one without.

■ Post-vaccine, buyers will pay an extra \$ _____ for a home with an inground hot tub on average, vs. one without.

National



Northeast



Pacific



Midwest



Mountain



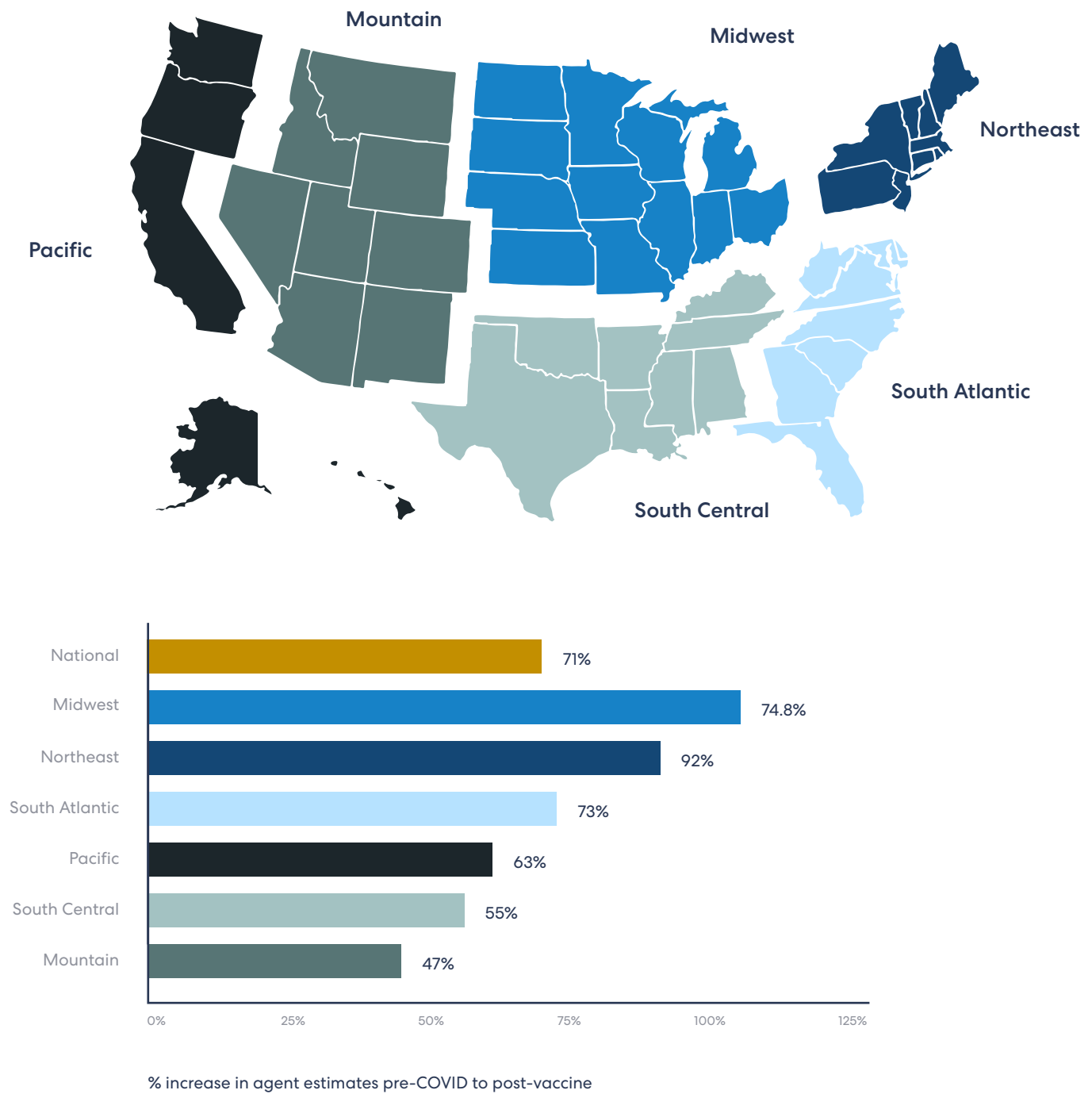
South Atlantic



South Central



How much has the estimated **value of an inground hot tub increased** since pre-COVID times?



How has the value of a **freestanding hot tub** changed in your market since pre-COVID times?

■ Prior to COVID, buyers would pay sellers an average \$_____ to leave an existing freestanding hot tub with the property.

■ Post-vaccine, buyers will offer to pay sellers an average \$_____ to leave an existing freestanding hot tub with the property.

National



Northeast



Pacific



Midwest



Mountain



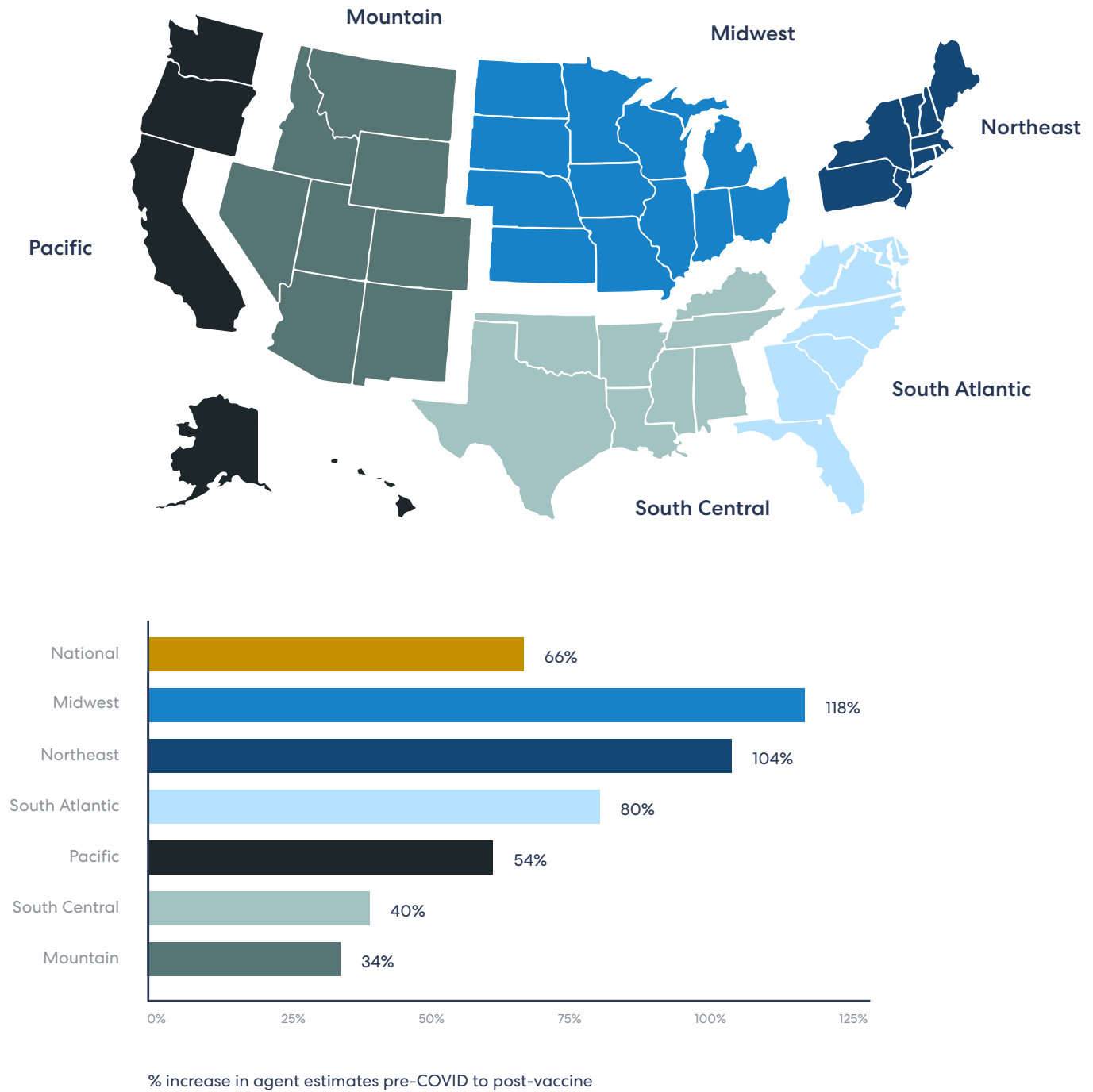
South Atlantic



South Central



How much has the estimated **value of a freestanding hot tub** increased since pre-COVID times?



How has the value of an **outdoor kitchen** changed in your market since pre-COVID times?

- Prior to COVID, buyers would pay an extra \$ _____ for a home with an outdoor kitchen in my market on average, vs. one without.
- Post-vaccine, buyers will pay an extra \$ _____ for a home with an outdoor kitchen in my market on average, vs. one without.

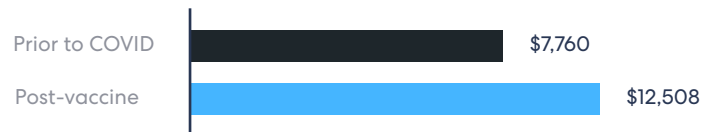
National



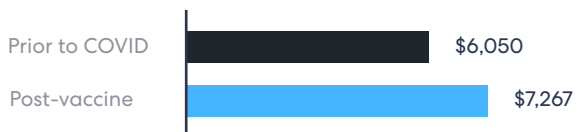
Northeast



Pacific



Midwest



Mountain



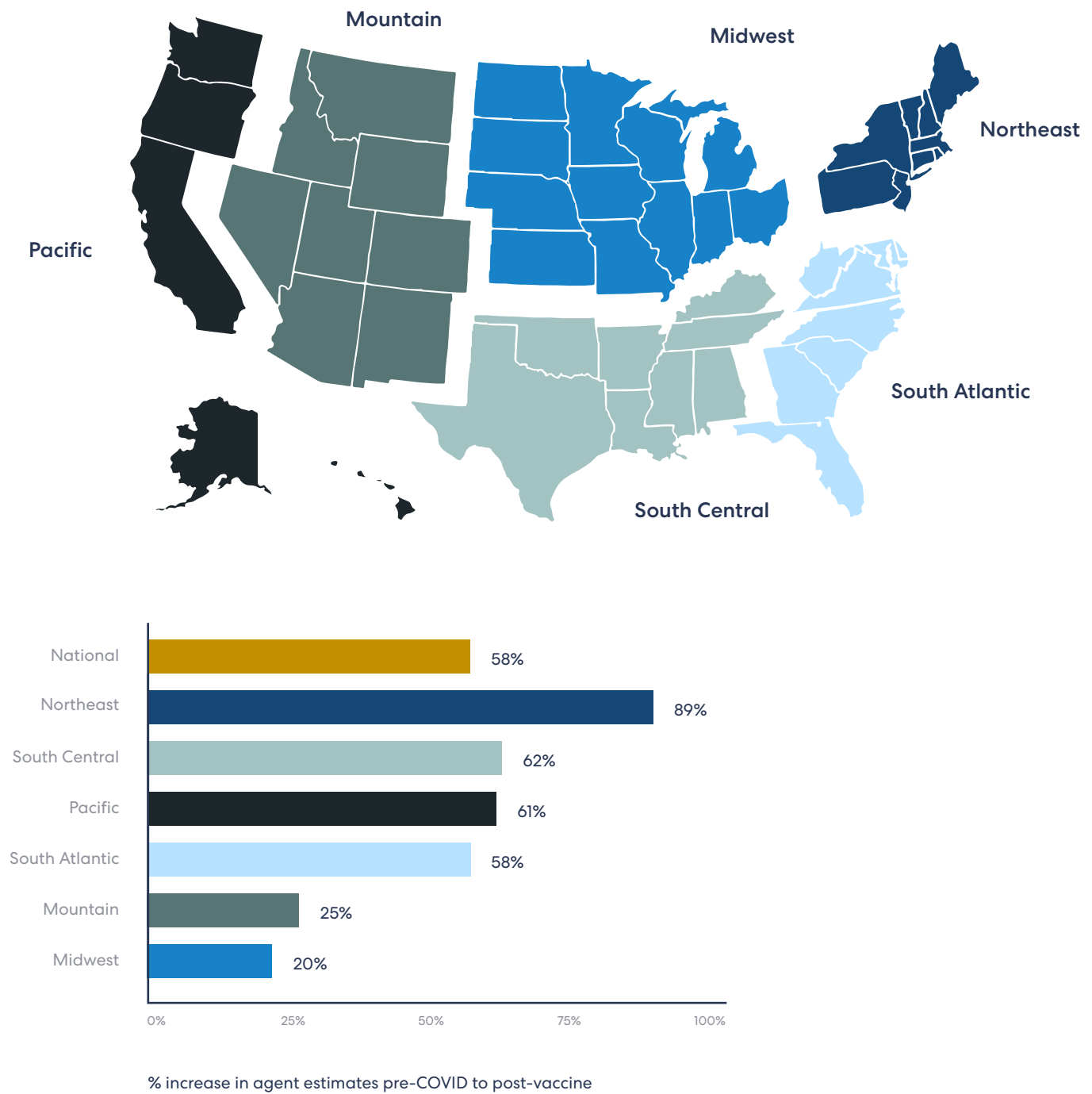
South Atlantic



South Central



How much has the estimated **value of an outdoor kitchen increased** since pre-COVID times?

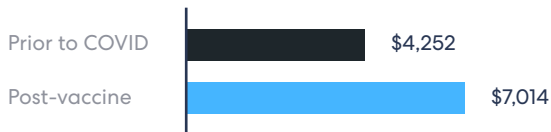


How has the value of a **deck** changed in your market since pre-COVID times?

■ Prior to COVID, buyers would pay an extra \$ _____ for a home with a deck in my market on average, vs. one without.

■ Post-vaccine, buyers will pay an extra \$ _____ for a home with a deck in my market on average, vs. one without.

National



Northeast



Pacific



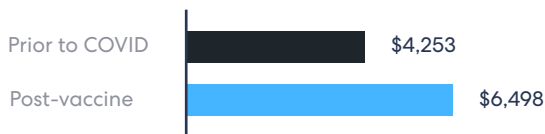
Midwest



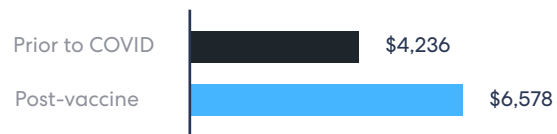
Mountain



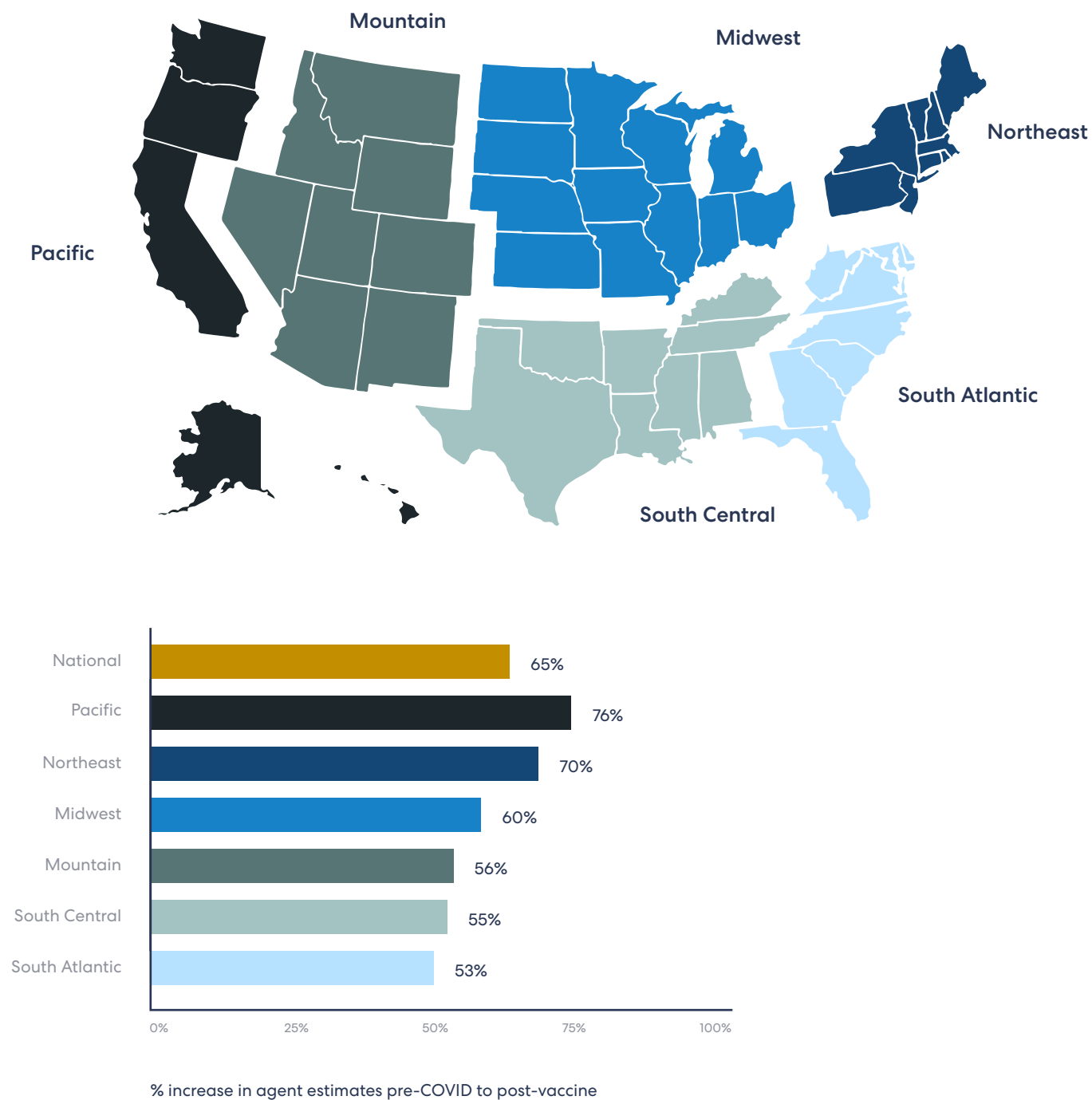
South Atlantic



South Central



How much has the estimated **value of a deck increased** since pre-COVID times?



Bought Your First House During COVID? How to Take Better Care of It This Fall

According to a report from Genworth Mortgage Insurance, **2.38 million Americans became first-time homebuyers in 2020**, an increase of 14% from the year prior. As fall approaches, many inexperienced homeowners who were accustomed to letting their landlord handle the leaves and gutters will be grappling with a long to-do list to prepare their beloved home for the change of seasons. In our survey, top real estate agents across the country weigh in on where homeowners should focus their efforts with an eye on resale value.

Between tailgates and sipping pumpkin spice lattes, take great care of your house this fall

Tackling maintenance in the fall can be overwhelming with the amount of yard care some homes require, not to mention the challenges of protecting your home and landscaping as temperatures drop. We polled top agents nationwide on the top priorities homeowners should focus on in the fall if they want to enhance their resale value. New homeowners may not be thinking about putting out a for-sale sign anytime soon, but once they do, they'll be happy to have done all they could to keep their property in optimal condition.

Projects to take on around the house in the fall

Let's start with the top fall maintenance tasks agents suggest homeowners complete when it comes to their home's physical structure.



1. Fix exterior wood damage

Agents advise first and foremost that homeowners repair damaged wood on siding, porches, and window casings, with 58.1% of respondents citing this as a top fall maintenance priority for their market. Any exposed wood on your home can allow water to seep in, and then you've got a case of rot and mold on your hands. In addition, fall is an ideal time to knock this out as a pre-winter weatherproofing measure.

2. Patch your roof (or install a new one)

Second, agents recommend that homeowners replace missing shingles and make other roof repairs (55.0%). Roofers say that [fall is an ideal time for a roof replacement](#) with temperatures between 45 and 85 degrees (warm enough for the shingles to adhere, but not too hot that the roofers [get easily overheated](#)). However, if you decide to opt for a new roof this year, [be prepared to pay a "coronavirus premium" for materials](#), particularly for roof decking.

3. Freshen up your siding

Rounding out the top 3 fall maintenance recommendations, agents say to power wash your siding to remove mildew and dirt (48%) for enhanced curb appeal. However, be sure to use a [40-degree angle or low-pressure nozzle](#) for siding materials such as wood and stucco, and keep the nozzle at least six inches away from the surface to prevent damage to your home.

Regional priorities

Some fall maintenance tasks will take higher priority in some regions than others. Here are a few standouts:

New England: Prepare for the cold

In the Northeast, a furnace inspection is higher priority than elsewhere in the country (50% of agents recommend this as a maintenance task compared to 38.3% nationally), as is getting a chimney sweep (22.7% compared to 15.3% nationally).

Southern states: Clean up from any storms

In the South Atlantic, agents were more likely to suggest repairing any external damage from storms and hurricanes (44.5%, compared to 32.0% nationwide), given the prevalence of these storms in the region.

Midwest: Power wash and seal weatherstripping

Humid Midwest summers make it extra important to power wash (54.6% recommend the task in this region, compared to 48.0% nationally). In addition, Midwest homeowners need to be mindful of sealing weatherstripping gaps and add insulation (37.8%, compared to 30.0% nationally) and fix cracks in the deck or patio (32.7%, compared to 25.4% nationally) before winter has the chance to expand them.

Pacific: Check your windows and solar panels

In the Pacific region, agents were more likely to recommend replacing old windows (43.9%, compared to 38.4% nationally), and lightly cleaning solar panels of obstructions (12.3%, compared to 6.9% nationally).



Next, work on your yard and landscaping

Whether you start next spring with a fresh green lawn or an overgrown, patchy jungle will largely depend on the work you decide to put into your yard this fall. Here are the top fall landscaping priorities to keep in mind for resale value:

1. Rake leaves and remove from drainage areas

Raking leaves may seem like something you do just to keep up appearances in the neighborhood. But a layer of leaves over your lawn prevents it from [properly absorbing sunlight, nutrients, and air](#), and can even stop grass from coming back in the spring. As such, 53.3% of agents cite leave removal as a top priority to preserve your home's value.

2. Spread mulch to protect perennials

Think of mulch as a blanket for your plants that protects them all winter long by maintaining a nice, comfortable soil temperature. As a bonus, mulch helps prevent weeds from rearing their ugly head in the spring. That makes it a fall maintenance priority 41.8% of agents can get behind.

3. Check that landscaping grades away from your foundation

Your landscaping should be doing everything it can to direct water away from your home as to avoid a leaky basement or crawl space. Whether this means adding or removing some soil near your foundation so that it has the proper slope, or moving vegetation away from your siding, 37% of agents recommend evaluating your yard grade in the fall.



Regional priorities

Some fall maintenance tasks will take higher priority in some regions than others. Here are a few standouts:

Midwest: Overseed thin lawns

If you have any patchy spots in your yard, sprinkling more grass seed can work wonders toward restoring it — and you won't have to tear up any turf to do so. In the Midwest, the best time to overseed is in the fall when temperatures drop below **75 degrees**. We found that 40.8% of agents in the Midwest recommend overseeding as a fall maintenance priority, compared to 34.9% nationally.

South Atlantic: Mulch after a hot summer

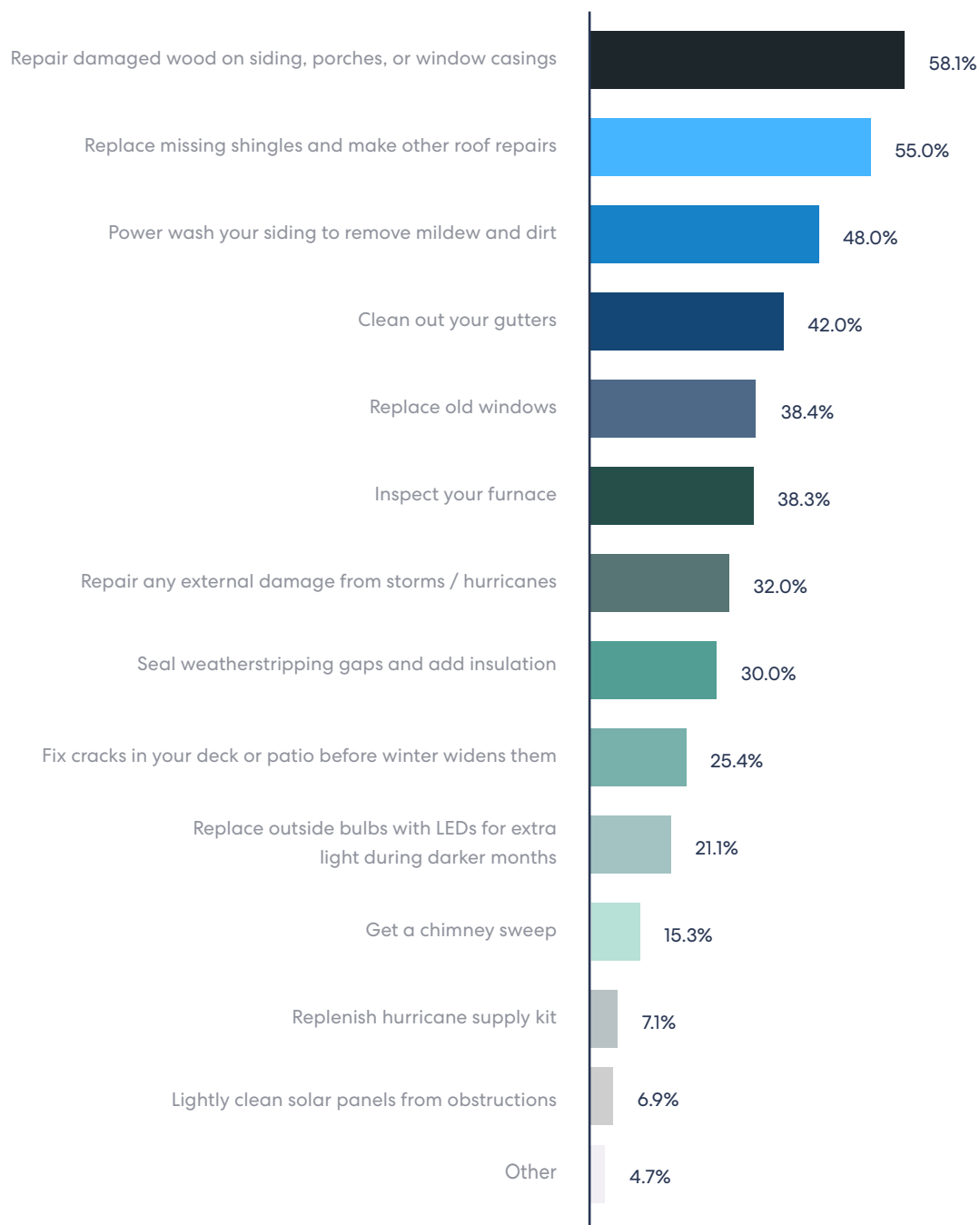
A hot Southern summer will decay your mulch layer, so it's important to do a refresh in the fall. Southern landscaping does best with mulch that's **2-3 inches deep**. It's a task that 51.4% of agents in the South Atlantic region recommend for fall, compared to 41.8% nationally.

Mountain: Aerate for air flow

Lawns look their best when they're able to breathe, allowing the flora and fauna of the soil to do their job. Aeration achieves this by removing plugs of soil from your lawn and placing them on top, aiding in the absorption of oxygen. Homeowners in the Mountain region in particular shouldn't skip this step in the fall, as 28.4% of agents in the area recommend it, compared to 19.6% nationally. In states like Colorado that have hilly landscaping, aeration helps the water flow in the right direction so it can hydrate the soil.



What do you believe are the **top priority fall home improvement projects** to tackle in your market with the goal of increasing resale value?



Fall home maintenance projects that are higher priority in the
“ _____ ” **region** compared to the rest of the country

% of agents who cite the project as a top maintenance item for the fall season

Midwest

Power wash your siding to remove mildew and dirt



Seal weatherstripping gaps and add insulation



Inspect your furnace



Fix cracks in your deck / patio before winter widens them



Northeast

Inspect your furnace



Get a chimney sweep



Replace old windows



South Atlantic

Repair any external damage from storms / hurricanes



Power wash your siding to remove mildew and dirt



Pacific

Replace old windows



Lightly clean solar panels of obstructions



South Central

Repair damaged wood on siding, porches, or window casings



Repair any external damage from storms / hurricanes

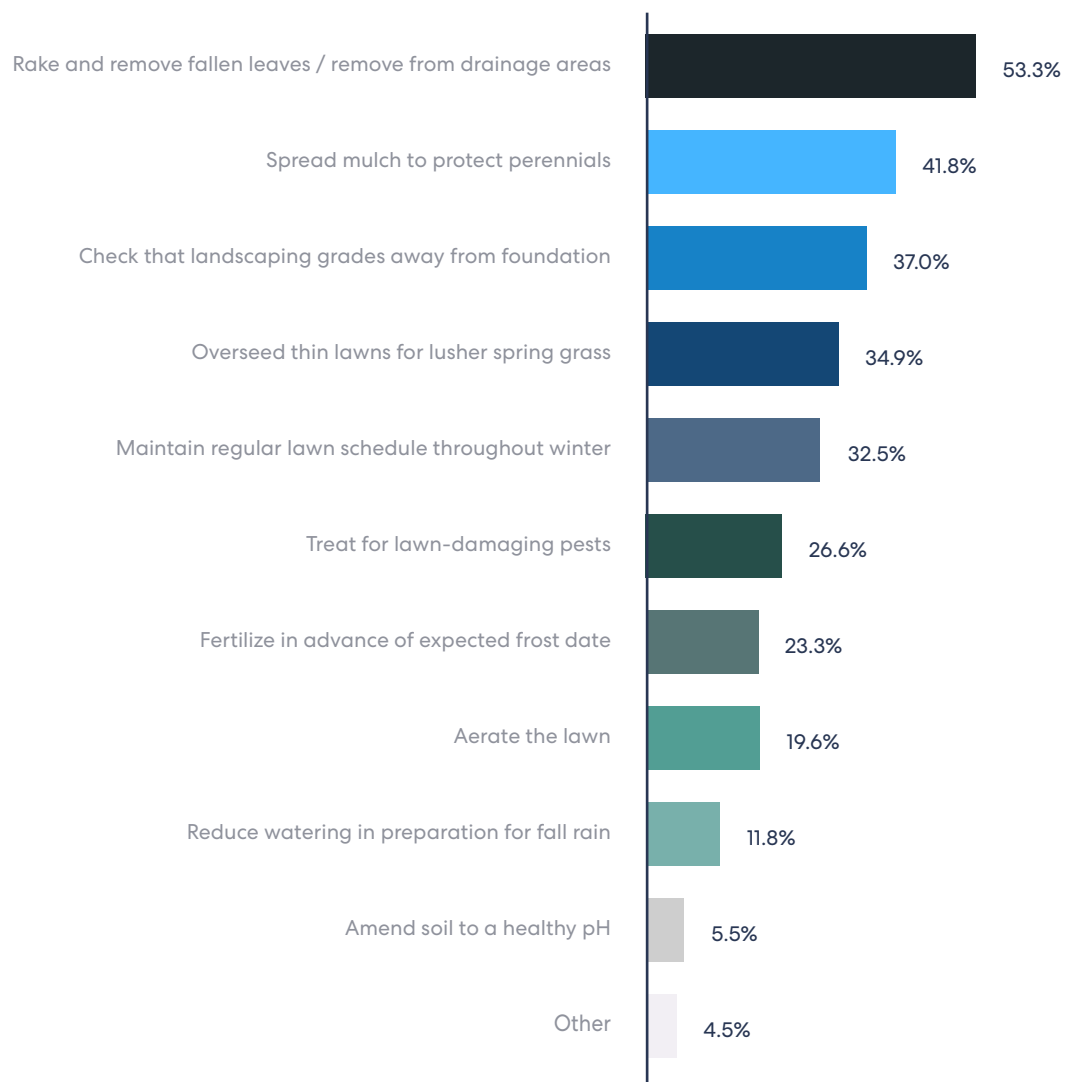


Mountain

Fix cracks in your deck / patio before winter widens them



What do you believe are the **top priority lawn and landscaping** fall home improvement projects to tackle in your market with the goal of increasing resale value?



Fall landscaping projects that are higher priority in the
“ _____ ” **region** compared to the rest of the country

% of agents who cite the project as a top landscaping item for the fall season

Midwest

Check that landscaping grades away from foundation



Fertilize in advance of expected frost date



Overseed thin lawns for lush spring grass



Northeast

Rake and remove fallen leaves/remove from
drainage areas



Check that landscaping grades away from foundation



South Atlantic

Maintain regular lawn schedule throughout winter



Spread mulch to protect perennials



Treat for lawn-damaging pests



South Central

Maintain regular lawn schedule throughout winter



Spread mulch to protect perennials



Mountain

Aerate the lawn



Fertilize in advance of expected frost date



Pacific

Reduce watering in preparation for fall rain



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:



Carrie Courtney

Changing Latitudes Real Estate (Kissimmee, Florida)

- 17 Years in the Business
- Works with 77% More Single Family Homes Sold Than the Average Kissimmee Agent
- Earned a 2020 "Top Negotiator," "Top Producer," and "Sells Homes Fast" HomeLight Achievement Award



Raymond Chadderton

Keller Williams Realty (Brandon, Florida)

- 1,064 Single Family Homes Sold
- Works with 71% More Single Family Homes Sold Than the Average Brandon Agent
- Earned a 2020 "Top Negotiator," "Top Producer," and "Sells Homes Fast" HomeLight Achievement Award



Raylene Lewis

Century 21 Beal (College Station, Texas)

- 1,481 Transactions
- Completes 18% More Sales Than the Average College Station Agent
- Earned a 2020 "Top Negotiator," "Top Producer," and "Sells Homes Fast" HomeLight Achievement Award



Robert Hryniewicz

RE/MAX Masters Millennium (Aurora, Colorado)

- 17 Years in the Business
- Sells Properties 54% Faster Than the Average Aurora Agent
- Earned a 2020 “Top Negotiator,” “Top Producer,” and “Sells Homes Fast” HomeLight Achievement Award



Shane Neal

Keller Williams Realty (San Antonio, Texas)

- 2,224 Single Family Homes Sold
- Completes 18% More Sales Than the Average San Antonio Agent
- Earned a 2020 “Top Negotiator,” “Top Producer,” and “Sells Homes Fast” HomeLight Achievement Award



Tyson Robinson

Trillion Real Estate (Murrieta, California)

- 1,016 Transactions
- Sells Properties 47% Faster Than the Average Murrieta Agent
- Earned a 2020 “Top Negotiator,” “Top Producer,” and “Sells Homes Fast” HomeLight Achievement Award

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 Kinn	Dallas-FT. Worth	Amy Goeken	Charlotte
Abby Walters	Washington, DC (Hagrstwn)	Amy Harbeck	Boston (Manchester)
Adam D'Annunzio 🏆	Philadelphia	Amy Shrader	Knoxville
Adam Kotkin	Boston (Manchester)	Amy Vanden Bos	Atlanta
Adam Rodell	Los Angeles	Amy Zeitz Bailey 🏆	Louisville
Adrienne Sommerfeldt	Dallas-Ft. Worth	Ana Benitez	Miami-Ft. Lauderdale
Adam D'Annunzio	San Diego	Andrea Haitz	Denver
AJ Long	Charlotte	Andrea Hansen 🏆	Orlando-Daytona Bch-Melbrn
Al Styles	Boston (Manchester)	Andrea Marks 🏆	Little Rock-Pine Bluff
Alan Daniel	Atlanta	Andretta Robinson 🏆	Chicago
Alex Adabashi 🏆	Las Vegas	Andrew Hargreaves 🏆	Detroit
Alex Miranda 🏆	Miami-Ft. Lauderdale	Andrew Robinson 🏆	Columbus, OH
Alex Saenger	Washington, DC (Hagrstwn)	Andrew Urban 🏆	San Francisco-Oak-San Jose
Alex Vastardis 🏆	Orlando-Daytona Bch-Melbrn	Andrew Velez 🏆	Miami-Ft. Lauderdale
Alexa Elliot	Denver	Andy Barclay 🏆	Orlando-Daytona Bch-Melbrn
Alice Chin 🏆	Chicago	Andy Dadlani	Chicago
Alicia Rodriguez	Phoenix (Prescott)	Andy Werner 🏆	Washington, DC (Hagrstwn)
Alisha Anderson 🏆	Phoenix (Prescott)	Angela Brown	Kansas City
Allana Ross 🏆	Wilmington	Angela Morales 🏆	Hartford & New Haven
Alonzo Reed	St. Louis	Anita Cotugno 🏆	Ft. Myers-Naples
Alvin Steinberg 🏆	Reno	Ann Haag 🏆	Rockford
Amanda Krall 🏆	Harrisburg-Lncstr-Leb-York	Ann Hoke	Nashville
Amber Durand	Baltimore	Ann Prewitt	Jackson, MS
Amy Bales	Chattanooga	Ann-Marie Sharp	Atlanta

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Anna Terry	Raleigh-Durham (Fayetteville)	Bob England 🏠	Ft. Smith-Fay-Sprngdl-Rgrs
Anne Fitzgerald	Philadelphia	Bob Head 🏠	Baltimore
Anne Sepko 🏠	Atlanta	Bob Richards	Salt Lake City
Annemarie Franz	New York	Bob Showalter	Chicago
Annette MacClugage	New York	Bob Simon 🏠	Baltimore
Annette Wilcox 🏠	Cleveland-Akron (Canton)	Bob Wolf 🏠	Atlanta
Anthony Caywood 🏠	Myrtle Beach-Florence	Bobby Baldor	Orlando-Daytona Bch-Melbrn
Anthony Marguleas 🏠	Los Angeles	Bonnie Fleishman 🏠	Baltimore
April Gongora Brown 🏠	New Orleans	Brad Harper 🏠	Seattle-Tacoma
April Neuhaus	Denver	Brad McKissack 🏠	Dallas-Ft. Worth
Ari Afshar	Los Angeles	Brady Secre	Cleveland-Akron (Canton)
Ariel Pena 🏠	New York	Brandi Abram 🏠	Kansas City
Arthur Confait	Houston	Brandon Boyce	Savannah
Asa Lennon 🏠	New York	Brandon Hedlund 🏠	Minneapolis-St. Paul
Ashley Fitzsimmons 🏠	Greensboro-H.Point-W.Salem	Brenda Burk	Spokane
Ashley Schaus 🏠	Raleigh-Durham (Fayetteville)	Brendan Reilly	Philadelphia
August Gordon 🏠	Miami-Ft. Lauderdale	Brett Young	Indianapolis
Brett Keyser 🏠	Tampa-St. Pete (Sarasota)	Brian Banak	Hartford & New Haven
Bahareh Kamoei 🏠	Palm Springs	Brian Bellairs 🏠	Portland, OR
Barb Gall	Chicago	Brian Eddins	Oklahoma City
Barb J Foster	Seattle-Tacoma	Brian Hurry 🏠	Greenvll-Spart-Ashevl-And
Barbara Blades	Lubbock	Brian Tiongson Reyes	Los Angeles
Barbara Clausen 🏠	Philadelphia	Brittany Waterman	Indianapolis
Becky Gluff 🏠	Indianapolis	Brooke Sines 🏠	Charlotte
Becky McDaniel	Joplin-Pittsburg	Bruno Arapovic 🏠	Phoenix (Prescott)
Becky Moran 🏠	Wilkes Barre-Scranton-Hztn	Bruno Zavaleta	San Antonio
Ben Strock 🏠	Monterey-Salinas	Bryan Hurd	Salt Lake City
Bernie Klein 🏠	Memphis	Bryan Kasprisin 🏠	Chicago
Beth Black Byrd	Greenville-N.Bern-Washngtn	Bryan Ogletree	Dayton
Beth Drake 🏠	Savannah	Candy Hege	Charlotte
Beth Jaworski 🏠	Milwaukee	Carl Gentile	West Palm Beach-Ft. Pierce
Beth Siciliano	New York	Carmen Bean 🏠	Tampa-St. Pete (Sarasota)
Bethany A Brokaw 🏠	Flint-Saginaw-Bay City	Carmen Crispeno	San Antonio
Betty Cobb	Biloxi-Gulfport	Carol Guzman	Seattle-Tacoma
Bev Langley 🏠	Baltimore	Carol McCann	Denver
Beverly Comeau	Boston (Manchester)	Carol Smith 🏠	Philadelphia
Bill Eggeling 🏠	West Palm Beach-Ft. Pierce	Carole Glick	Washington, DC (Hagrstwn)
Bill Panton	Bend, OR	Carrie Freeman	Seattle-Tacoma

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Casey O'Neal	Washington, DC (Hagrstwn)	Christopher Chambers	Washington, DC (Hagrstwn)
Cassie Scramlin	Grand Rapids-Kalmzoo-B.Crk	Christopher Ferzoco	Philadelphia
Cathy Epps	Indianapolis	Christopher Somers	Philadelphia
Cathy Griggs	Tampa-St. Pete (Sarasota)	Christopher Terry 🏠	Providence-New Bedford
Cathy Wanserski 🏠	Cleveland-Akron (Canton)	Christy Friesen 🏠	Wichita-Hutchinson Plus
Cedric Weeks	Atlanta	Christy Rabe	Bakersfield
Anna Terry	Raleigh-Durham (Fayetvll)	Chuck Carstensen 🏠	Minneapolis-St. Paul
Chad Williams	Columbia, SC	Chuck Shaver 🏠	Orlando-Daytona Bch-Melbrn
Chambre 🏠	Ft. Myers-Naples	Chuck Swidzinski 🏠	Pittsburgh
Chantel Boone 🏠	South Bend-Elkhart	Cinda Erickson 🏠	Columbus, OH
Charla	Los Angeles	Cindi Malone	Nashville
Charla Gonzales	Los Angeles	Cindy Bunch 🏠	Atlanta
Charles Lutz	Detroit	Cindy Edwards	Knoxville
Charlie Goodridge 🏠	Albany-Schenectady-Troy	Cindy Hurley	West Palm Beach-Ft. Pierce
Charryl Youman	Tampa-St. Pete (Sarasota)	Cindy Joseph	Dallas-Ft. Worth
Cheri Peterson	St. Louis	Cindy Linder	Denver
Cherie Smith Zurek 🏠	Chicago	Cindy Stockhaus 🏠	Indianapolis
Cheryl Coleman	Los Angeles	Clark Hess	Denver
Cheryl Fuselier	New Orleans	Claudia Quiroz	Miami-Ft. Lauderdale
Cheryl Rohlffs 🏠	Las Vegas	Cliff Lewis 🏠	Philadelphia
Cheyenne Sanders	Dallas-Ft. Worth	Cliff Meredith	Washington, DC (Hagrstwn)
Chopper Russo 🏠	New York	Colin Johnson	Knoxville
Chris Ann Cleland 🏠	Washington, DC (Hagrstwn)	Colleen Toner 🏠	Boston (Manchester)
Chris Barnett 🏠	Birmingham (Ann and Tusc)	Collier Swecker 🏠	Birmingham (Ann and Tusc)
Chris Carozza	New York	Connie Barton 🏠	Kansas City
Chris Carter 🏠	Kansas City	Connie Cunningham	Seattle-Tacoma
Chris Dannewitz	San Francisco-Oak-San Jose	Corinne Spada	New York
Chris Peaks 🏠	Memphis	Craig Buntin	Sacramnto-Stkton-Modesto
Chris Raimo	Richmond-Petersburg	Craig Milton	Hartford & New Haven
Chris Twardy 🏠	Philadelphia	Craig Wilburn	Gainesville
Christianne O'Malley 🏠	Reno	Crystal Sheppard	Los Angeles
Christina Barone 🏠	Tampa-St. Pete (Sarasota)	Cyndi Byrley 🏠	Evansville
Christina Block	Wilmington	Cyndie Gawain 🏠	Dallas-Ft. Worth
Christine Cahoon 🏠	Washington, DC (Hagrstwn)	Cynthia Blackwood 🏠	Little Rock-Pine Bluff
Christine Groves 🏠	Chicago	Cyrene Dellinger	Los Angeles
Christine Rivinius 🏠	Minneapolis-St. Paul	Daba Briggs 🏠	New York
Christine Topham	Atlanta	Dale Mattison	Washington, DC (Hagrstwn)
Christopher Cervantez	Los Angeles	Damian Gerard	St. Louis

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Damon Nicholas 🏠	Washington, DC (Hagrstwn)	Dawn Semancik	Cleveland-Akron (Canton)
Dan Cacich 🏠	Chicago	Dawn Strandell	Orlando-Daytona Bch-Melbrn
Dan Callahan 🏠	Phoenix (Prescott)	Deanna Moran	Wilmington
Dan DeNuccio 🏠	Las Vegas	Deanne Kouba Day	Denver
Dan Edwards 🏠	Seattle-Tacoma	Deb Hitchcock-Gale 🏠	Minneapolis-St. Paul
Dan Evans 🏠	Salt Lake City	Deb Fowler 🏠	Des Moines-Ames
Dan Hamilton	Palm Springs	Debbie Capobianco 🏠	Tampa-St. Pete (Sarasota)
Dan Novotny	Toledo	Debbie Lampman 🏠	Boise
Dan Olague	Seattle-Tacoma	Debbie Monceaux	Sacramnto-Stkton-Modesto
Dan Wahlers	Charlotte	Debbie Pawlowicz 🏠	Chicago
Dana Browning	Boise	Debbie Videtto	Hartford & New Haven
Daniel Carson	Baltimore	Debbie Warford	Dallas-Ft. Worth
Daniel Colofranson	Ft. Myers-Naples	Debbie Wyrick 🏠	Kansas City
Daniel Del Real	Sacramnto-Stkton-Modesto	Debby Duenow 🏠	Jacksonville
Daniel Jones	Norfolk-Portsmth-Newpt Nws	Deborah Jacobs	Los Angeles
Daniel Quattrocchi 🏠	Orlando-Daytona Bch-Melbrn	Deborah Sinensk	New York
Daniel Winkler	San Francisco-Oak-San Jose	Deborah Stepanek 🏠	Houston
Dara Williams	Atlanta	Deborah Woodroe	Rochester, NY
Darlene Fiore 🏠	Philadelphia	Debra Orr	New York
Darlene Hadfield 🏠	Boston (Manchester)	Deena Carvajal 🏠	Orlando-Daytona Bch-Melbrn
Darlene Mayernik 🏠	Philadelphia	Dena Stockstill	Kansas City
Daryl Hanna 🏠	Las Vegas	Denise Bibeau	Orlando-Daytona Bch-Melbrn
Dave Clark	Los Angeles	Denise Blevins	Roanoke-Lynchburg
Dave Gaudreau 🏠	Orlando-Daytona Bch-Melbrn	Denise Fusaro 🏠	Providence-New Bedford
Dave Mattes 🏠	Philadelphia	Denise McMichael-Wiseman 🏠	Mobile-Pensacola (Ft Walt)
Dave Snyder	Minneapolis-St. Paul	Dennis Bamber 🏠	South Bend-Elkhart
David Balfour	Nashville	Dennis Chavez 🏠	Albuquerque-Santa Fe
David Coffey	Philadelphia	Dennis Rust	Louisville
David Jones 🏠	Columbia, SC	Dennis Scott	Detroit
David Lawson 🏠	Salt Lake City	Derek Werenka	Detroit
David M .Young 🏠	Houston	Derrick Seay	Birmingham (Ann and Tusc)
David Renberg 🏠	Topeka	DeWayne A. Powell	Albany-Schenectady-Troy
David Schneider 🏠	Cincinnati	Diana Rojas	Los Angeles
David Tucker	Phoenix (Prescott)	Diane Barnes 🏠	Phoenix (Prescott)
David Vermillion	Orlando-Daytona Bch-Melbrn	Diane Dawson 🏠	Champaign & Sprngfld-Decatur
David Zeitz	Myrtle Beach-Florence	Don Mailloux	Springfield-Holyoke
Dawn Hood	Atlanta	Donna Garrett	San Diego
Dawn Larsen 🏠	Chicago	Donna Nettetstad 🏠	Tampa-St. Pete (Sarasota)

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Donna Njaastad	Chicago	Fred Buras	New Orleans
Donna Pancoast	Corpus Christi	Fred Delgado 🏠	Phoenix (Prescott)
Donna Raven 🏠	Chicago	Gabrielle Hanson 🏠	Nashville
Doreen Salt	New York	Gale Samuelson	Phoenix (Prescott)
Doug Beiswanger 🏠	Detroit	Garry Chaney	Detroit
Doug Gardiner	Baltimore	Gary Armstrong	New York
Doug Pike	Denver	Gary Deckert	Atlanta
Doug Tucker 🏠	New York	Gary Dwyer	Boston (Manchester)
Drew & Christine May 🏠	Augusta-Aiken	Gary Kent	San Diego
Dustin Parker 🏠	Philadelphia	Gary Keshishyan 🏠	Los Angeles
Dwight Price 🏠	Knoxville	Gary Roberts	Tucson (Sierra Vista)
Dylan Hildreth-Hoffman 🏠	New York	Gay Lynn Milliorn	Houston
Ed Poirier 🏠	Miami-Ft. Lauderdale	Gayle Sprague	Buffalo
Eden Jordan	Jacksonville	Geeta Shukla	New York
Edna Kimble	Tulsa	Gene Pica	Hartford & New Haven
Edward Klem	Miami-Ft. Lauderdale	George Berick	Cleveland-Akron (Canton)
Edwin Ordubegian	Los Angeles	George McDowell 🏠	Baltimore
Elaine Hall 🏠	Boston (Manchester)	George Sand 🏠	Ft. Myers-Naples
Elisha Hardy 🏠	Bangor	Georgie Smigel 🏠	Pittsburgh
Ellen Credi	Chicago	Gerardo Avila	Los Angeles
Ellie McIntire	Baltimore	Geri Guzinski	New York
Emma Payne 🏠	Washington, DC (Hagrstwn)	Gil Campos 🏠	Boston (Manchester)
Eric Stein 🏠	New York	Gina Francis	Orlando-Daytona Bch-Melbrn
Erica Ramus	Philadelphia	Ginny Barker	Charlotte
Erik Cavarra	Denver	Ginny Ledwell	Houston
Erin Tarantino 🏠	Cincinnati	Glen Henderson 🏠	San Diego
Ernie Rendon	San Antonio	Gloria Page	Chattanooga
Eugene Crockett 🏠	Orlando-Daytona Bch-Melbrn	Goran Forss	San Diego
Evangelia Boudourakis	New York	Grant Fountain	Atlanta
Eve Isbell	Ft. Smith-Fay-Sprngdl-Rgrs	Greg Barkley 🏠	Spokane
Eve Metlis	Orlando-Daytona Bch-Melbrn	Greg Hanner	Hartford & New Haven
Fallanne Jones	Rochester, NY	Greg Harrelson 🏠	Columbia, SC
Faruk Sasic	Harrisburg-Lncstr-Leb-York	Greg Klesius	Tampa-St. Pete (Sarasota)
Fernando Trevino 🏠	Austin	Greg Papalcure 🏠	New York
Filomena Gordon	Boston (Manchester)	Greg Paul 🏠	Seattle-Tacoma
Frances Rosado 🏠	New York	Gregory Weis	Kansas City
Francis Mellace	Philadelphia	Gretchen Barrilleaux 🏠	Houston
Frank Lardino	Chicago	Guerry Clegg 🏠	Columbus, GA (Opelika, AL)

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Hank Troschianiec 🏠	Wilmington	Jana Reilly 🏠	Sioux Falls (Mitchell)
Hao Dang 🏠	Seattle-Tacoma	Jane Walters	New York
Hara Kang	New York	Janet Weidmann	Atlanta
Harriet Reynolds	New Orleans	Janice Egan 🏠	Syracuse
Harry Finer 🏠	Hartford & New Haven	Janice McElroy	Reno
Heath Montgomery, Reno-Sparks	Reno	Janice Miller	Evansville
Heather Caputo	Tulsa	Jason Belcher	San Francisco-Oak-San Jose
Heather Dalrymple	Jacksonville	Jason Crosslin 🏠	Nashville
Heather Herndon 🏠	Lansing	Jason Daniels	Colorado Springs-Pueblo
Heather LaPorta	Kansas City	Jason Gracey	Houston
Heather Murphy	Savannah	Jason Huerkamp	Minneapolis-St. Paul
Heidi Dyer	Seattle-Tacoma	Jason Lococo 🏠	Reno
Heidi Mueller	San Francisco-Oak-San Jose	Jason Moon 🏠	Chicago
Helen Keit	New York	Jason Moore 🏠	Atlanta
Holly Black	Nashville	Jason Panutsos 🏠	Denver
Honey Dunlap 🏠	Houston	Jason Patterson	Los Angeles
Hope Raymond	New York	Jason Stockwell 🏠	Minneapolis-St. Paul
Howard Jefferson 🏠	Columbus, GA (Opelika, AL)	Jay Robbins 🏠	Dallas-Ft. Worth
Ileana Rodriguez	Miami-Ft. Lauderdale	Jean Tanner 🏠	Salt Lake City
Ira Serkes	San Francisco-Oak-San Jose	Jeanne Beckley	New York
Irene Tanis 🏠	Colorado Springs-Pueblo	Jed Parish 🏠	Chicago
Ivan Arjona	Houston	Jeff Buice	Greenville-Spartanburg-Asheville-Anderson
Jackie Leonard	Greenville-N. Bern-Washington	Jeff Camel	San Angelo
Jacquelyn Noble	Dallas-Ft. Worth	Jeff Cameron	Phoenix (Prescott)
Jaime Pardo	Washington, DC (Hagstrwn)	Jeff Galindo	Las Vegas
Eugene Crockett	Orlando-Daytona Bch-Melbrn	Jeff Huss 🏠	Philadelphia
James Hagerman	Denver	Jeff Martin	Philadelphia
James Haidar 🏠	Detroit	Jeff Rosa 🏠	San Diego
James Kinner	Seattle-Tacoma	Jeffery Tooley	Detroit
James Land 🏠	Amarillo	Jeffrey Collins	Houston
James Mills	Columbus, OH	Jeffrey Langer	New York
James Regan	Houston	Jeffrey Teel	Los Angeles
James Rusch-Michener 🏠	Phoenix (Prescott)	Jenah Mahan	Seattle-Tacoma
James Silver	Detroit	Jenn Nelson 🏠	Erie
Jamie Blake	Cedar Rapids-Wtrlo-IWC&Dub	Jennifer Burden 🏠	San Francisco-Oak-San Jose
Jamie Devine Brown 🏠	Tampa-St. Pete (Sarasota)	Jennifer Chino 🏠	Baltimore
Jamie McMartin 🏠	Houston	Jennifer Copeland	Grand Rapids-Kalamazoo-B.Crk
Jamie Terry	Houston	Jennifer Daniel Milligan	Dallas-Ft. Worth

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Jennifer Davidheiser	Philadelphia	Joe Joseph	Dothan
Jennifer Frontera	Charlotte	Joe McNally 🏠	Grand Rapids-Kalmzoo-B.Crk
Jennifer Harvey	Kansas City	Joe Reichert	San Francisco-Oak-San Jose
Jennifer Hillegas	Atlanta	Joel Freis	Miami-Ft. Lauderdale
Jennifer Kilpatrick 🏠	Dallas-Ft. Worth	John Boring	Baltimore
Jennifer L. King 🏠	Philadelphia	John Butcher	Dallas-Ft. Worth
Jennifer Lillie 🏠	Chicago	John Ciepiela	Springfield-Holyoke
Jennifer Nguyen 🏠	Raleigh-Durham (Fayetteville)	John Collinge	Anchorage
Jennifer Reese	Houston	John Fee	Savannah
Jennifer Seeno Tucker 🏠	New York	John Fudge	Huntsville-Decatur (Flor)
Jennifer Stauter & Matt Kornstedt	Madison	John Hurlbut 🏠	Seattle-Tacoma
Jennifer Young 🏠	Cincinnati	John Krol	Ft. Myers-Naples
Jeremiah Collins 🏠	Albuquerque-Santa Fe	John Lichty	Casper-Riverton
Jeremiah Juncal	San Diego	John Marker	Detroit
Jeremy Lock	Portland-Auburn	John Meeker 🏠	New York
Jeremy Miller 🏠	Birmingham (Ann and Tusc)	John Nugent 🏠	Chicago
Jermaine Butler	Colorado Springs-Pueblo	John Swartz 🏠	Philadelphia
Jerry Riggleman 🏠	Harrisburg-Lncstr-Leb-York	John Williams	New York
Jessica Arledge 🏠	Savannah	John Young	Washington, DC (Hagrstwn)
Jessica Johnston	Eugene	Johnna Little	Houston
Jessica Medina	San Francisco-Oak-San Jose	Johnny Sinclair	Atlanta
Jessica Mott	Mobile-Pensacola (Ft Walt)	Jolene Jacobs	Detroit
Jill Coenen	Green Bay-Appleton	Jon Ellen Snyder 🏠	Billings
Jill Helgren 🏠	Tampa-St. Pete (Sarasota)	Jonathan Hoff	Charleston, SC
Jill Rice	Atlanta	Jonathan Long	Las Vegas
Jill Schuster 🏠	Eugene	Joni Gaertner 🏠	Tulsa
Jill Smith	Houston	Jordan Clarke 🏠	San Diego
Jim Holbrook 🏠	San Diego	Jose Rivas	Baltimore
Jim Steele 🏠	Tampa-St. Pete (Sarasota)	Josephine Carpenter	Orlando-Daytona Bch-Melbrn
Jimmy Araujo	San Francisco-Oak-San Jose	Josephine Taylor 🏠	New York
Jimmy Grappone 🏠	Charlotte	Josh McKnight 🏠	Philadelphia
Jin Woo	Los Angeles	Joshua Lioce 🏠	Boston (Manchester)
Joan Clark	Knoxville	Joyce C. Jeffrey	Shreveport
Joanna Lewkowicz 🏠	Chicago	Juan Brooks 🏠	Memphis
Joanne Wetherell	Boise	Jude Hodge 🏠	Medford-Klamath Falls
Jodie Decosty	Utica	Judith Topper 🏠	Orlando-Daytona Bch-Melbrn
Joe Bourland 🏠	Phoenix (Prescott)	Judy Bibbings	South Bend-Elkhart
Joe Cassar	Atlanta	Judy Huebner	Milwaukee

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
Judy Julien	Orlando-Daytona Bch-Melbrn	Kelly Latimer	Raleigh-Durham (Fayetteville)
Judy Mills 🏠	St. Louis	Kelly Rosen	Atlanta
Julie Harman 🏠	Kansas City	Kendall Caputo 🏠	Orlando-Daytona Bch-Melbrn
Julie Kaczor 🏠	Chicago	Kent Steffes	Los Angeles
Julie Meggs	Birmingham (Ann and Tusc)	Kerry Lichty	Denver
Julie Rambow	Minneapolis-St. Paul	Kevin Burke 🏠	Chicago
Julie Rossio 🏠	Grand Rapids-Kalamazoo-B.Crk	Kevin Cummins	Nashville
Justin Bonney	Los Angeles	Kevin Fruh 🏠	Boston (Manchester)
Justin Eberle	New York	Kevin Johnson	Charlotte
Karen Anderson 🏠	Los Angeles	Kevin Pickett	San Francisco-Oak-San Jose
Karen Kimrey 🏠	Greensboro-H.Point-W.Salem	Kim Batterman 🏠	Green Bay-Appleton
Karen Smyth	Atlanta	Kim Erwin 🏠	Corpus Christi
Karim Tahri	Houston	Kim Noonan 🏠	Chicago
Karl Tunberg 🏠	Phoenix (Prescott)	Kim Panozzo 🏠	Phoenix (Prescott)
Karla Fayne	Memphis	Kim Tanib 🏠	Baton Rouge
Kate Sweeten 🏠	Columbia, SC	Kim Trouten 🏠	Charlotte
Katherine Wible 🏠	Atlanta	Kimberly Stephens	Houston
Kathleen Carlson	Orlando-Daytona Bch-Melbrn	Kinan Beck 🏠	Austin
Kathleen Rapoza	Los Angeles	Kirsten Knueppel 🏠	Lansing
Kathryn French 🏠	Tulsa	Kitty Lane 🏠	Lexington
Kathy Ball 🏠	Biloxi-Gulfport	Kris Dempsey	St. Louis
Kathy Morrow	Seattle-Tacoma	Kristin Stahulak	Milwaukee
Kathy Trimble 🏠	Wilmington	Kristina Vanderpool 🏠	Los Angeles
Kathye Warfield 🏠	Houston	Kristine Klodowski 🏠	Madison
Katie Marcotte 🏠	Minneapolis-St. Paul	Kriston Ashley 🏠	Greensboro-H.Point-W.Salem
Katrina Taylor Clifford 🏠	New York	Kristopher Shook	Seattle-Tacoma
Katy Anastasio	New York	Kurt Buehler	Dallas-Ft. Worth
Kay Deitz 🏠	Baltimore	Kyle Frey	Charlotte
Kay Wilson-Bolton	Los Angeles	Lacey Kelly	Seattle-Tacoma
Keisha Tompkins	Atlanta	LaNell Davis Shaw	Houston
Keith Chen	Los Angeles	Larry Hackett 🏠	Kansas City
Keith Degnan 🏠	Toledo	Larry Revier	Miami-Ft. Lauderdale
Keith Landrum 🏠	Joplin-Pittsburg	Larry Watson	Los Angeles
Kelley Martin 🏠	San Antonio	Laura Hartshorne	Philadelphia
Kellie Gragg 🏠	Birmingham (Ann and Tusc)	Laura Holbert	Los Angeles
Kelly Hollowell 🏠	Norfolk-Portsmouth-Newport News	Laura Mauelshagen 🏠	Dallas-Ft. Worth
Kelly Holmquist 🏠	New York	Laura Miller 🏠	Sacramento-Stokton-Modesto
Kelly Keel	Birmingham (Ann and Tusc)	Laura Peruzzi	Washington, DC (Hagerstown)

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Laura Sanders	Ft. Myers-Naples	Lisa Jackson	Charlotte
Laura Toms	Detroit	Lisa Jones	Phoenix (Prescott)
Laura Wallace	Memphis	Lisa Lang	Minneapolis-St. Paul
Laurel Davies	Sacramnto-Stkton-Modesto	Lisa Mathena	Wilmington
Lauren Orsini	New York	Lisa Medders	Augusta-Aiken
Lauren Rosin	Phoenix (Prescott)	Lisa Purselley	Dallas-Ft. Worth
Lauren Wyatt	Columbus, OH	Lisa Revis	Charlotte
Laurie Lavine	Phoenix (Prescott)	Loretta Thomason	Austin
Laurie McCarty	Bakersfield	Lori Campbell	New York
Laurie Steenis	Dallas-Ft. Worth	Lori Intoccia	New York
Lawrence McCown	New York	Lori Johanneson	Chicago
Lazaro Martinez	Orlando-Daytona Bch-Melbrn	Lori McGuire	Los Angeles
Leah Herzwurm	Tampa-St. Pete (Sarasota)	Los Angeles	Austin
Leander DeGuisse	Knoxville	Loridana Gallione	Miami-Ft. Lauderdale
LeAnne Long	Atlanta	Lorraine Angelil	Miami-Ft. Lauderdale
Leanne Smith	Sacramnto-Stkton-Modesto	Luci Edwards	Billings
Lee Brewer	Ft. Myers-Naples	Lucille Perry	Memphis
Lee Goldberg	Orlando-Daytona Bch-Melbrn	Luke Beard	Denver
Lee Riley	Denver	Luke Thompson	Topeka
Leigh McPherson	Mobile-Pensacola (Ft Walt)	Lynn Anne Daly	New York
Leigh Tripathi	New York	Lynn Holley	Madison
Leslie Carver	Las Vegas	Lynn McClish	Dallas-Ft. Worth
Levi Rodgers	San Antonio	Lynn Milone	Albany-Schenectady-Troy
Linda Carnevali	Pittsburgh	Lynn Moore	Boise
Linda Gardiner	Bangor	Lynne Merrill	Boston (Manchester)
Linda Khano	Atlanta	Mack Meeks	Chattanooga
Linda Mildon	Cincinnati	Maggie Neal	Tampa-St. Pete (Sarasota)
Linda Muraski	Hartford & New Haven	Maggie Terry	Louisville
Linda White	Tampa-St. Pete (Sarasota)	Majdi Azzam	Cleveland-Akron (Canton)
Lindsay Mann	Denver	Mallori Hoffert	Sioux City
Lindsay Matthews	New York	Mandi Riddle	Boise
Lindsay Reyes	Dallas-Ft. Worth	Marc Lagrois	Detroit
Lindsay Stevens	New York	Marc McMaster	Harrisburg-Lncstr-Leb-York
Linn Holdhusen	Portland, OR	Marcus Valdez	Denver
Lisa Adkins	St. Louis	Marcus Vanzant	Tampa-St. Pete (Sarasota)
Lisa Adragna	New York	Margie Halem	Washington, DC (Hagrstwn)
Lisa Clary	Houston	Maria DePasquale	Philadelphia
Lisa Humenik	Cleveland-Akron (Canton)	Maria Hoffman	Tampa-St. Pete (Sarasota)






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Maria Marcotte	Providence-New Bedford	Matthew Ridgeway	Washington, DC (Hagrstwn)
Marian Van Egas	New York	Matthew Sadler 🏠	Dayton
Marianne Shields	Charlotte	Maureen Connolly 🏠	New York
Marianne Windridge	West Palm Beach-Ft. Pierce	Maureen McDermut	SantaBarbra-SanMar-SanLuOb
Marilyn Lusher 🏠	Hartford & New Haven	Maureen Roberge 🏠	Charlotte
Marilyn Slocumbe	Augusta-Aiken	Max Devries	San Francisco-Oak-San Jose
Mario Ciampa	New York	Meaghan Murphy 🏠	Jackson, MS
Mario Greco	Chicago	Meg Middleman 🏠	Los Angeles
Marion Hobbs 🏠	Albuquerque-Santa Fe	Meg Streeter	New York
Marion Jewell	Nashville	Meg Zoller 🏠	Houston
Mark Bradley	Atlanta	Melanie Bishop 🏠	Detroit
Mark Gellman 🏠	St. Louis	Melanie Fuller 🏠	Montgomery-Selma
Mark Jiorle 🏠	New York	Melanie Hunt 🏠	Dallas-Ft. Worth
Mark Myers	Atlanta	Melanie Kishk 🏠	New York
Mark Siwec 🏠	Rochester, NY	Melinda Elmer 🏠	Los Angeles
Mark Townsend 🏠	Eugene	Melissa Dierks 🏠	Phoenix (Prescott)
Marlene Kimball	Albany, GA	Melissa Forsyth 🏠	New York
Marlene Ritzman 🏠	Las Vegas	Melissa Sanford 🏠	Cleveland-Akron (Canton)
Marni Jimenez	Los Angeles	Melissa Tucci 🏠	San Diego
Martha Givens 🏠	Montgomery-Selma	Meshell Perry 🏠	Jacksonville
Martin Luna 🏠	Abilene-Sweetwater	Micah Pearson 🏠	Salt Lake City
Marty Kaiser	Orlando-Daytona Bch-Melbrn	Michael Carter 🏠	Oklahoma City
Marty Lien	Boise	Michael Gay 🏠	Birmingham (Ann and Tusc)
Marty Rodriguez	Los Angeles	Michael Hartke	Buffalo
Mary Ellen Gallagher 🏠	New York	Michael L. Cameron	San Diego
Mary Huffman 🏠	Erie	Michael M. Phillips 🏠	Detroit
Mary Jo Coleman	New York	Michael Marino 🏠	Las Vegas
Mary Krummenacher 🏠	St. Louis	Michael Marsden 🏠	Hartford & New Haven
Mary Llewellyn 🏠	Washington, DC (Hagrstwn)	Michael McAleer 🏠	Seattle-Tacoma
Mary Padilla	Albuquerque-Santa Fe	Michael Pallares	Boston (Manchester)
Mary Zulawski	New York	Michael Simpkins 🏠	Tampa-St. Pete (Sarasota)
MaryAnn Mason	Philadelphia	Michael Thies 🏠	Cleveland-Akron (Canton)
MaryBeth Harrison 🏠	Dallas-Ft. Worth	Michael Thornton 🏠	Philadelphia
Matt Davies 🏠	Orlando-Daytona Bch-Melbrn	Michele Friedler 🏠	Boston (Manchester)
Matt Harber 🏠	Seattle-Tacoma	Michele Kimmons	Houston
Matt Menard 🏠	Austin	Michelle (Missy) Walden 🏠	Richmond-Petersburg
Matt Soukup	Portland	Michelle Carr	Houston
Matthew Le Baron 🏠	Boise	Michelle Deering	San Diego

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Michelle Gilliam	Nashville	Noreen Parrell	New York
Michelle Houze	Phoenix (Prescott)	Nuemi Largo 🏠	Sacramnto-Stkton-Modesto
Michelle Perry	Little Rock-Pine Bluff	OB Juncal	San Diego
Mike Adler	Madison	Opha Phillips 🏠	Shreveport
Mike Berg 🏠	Chicago	Otniel Gil	Tampa-St. Pete (Sarasota)
Mike Boone 🏠	Richmond-Petersburg	Ouida Morris 🏠	Panama City
Mike Cirillo 🏠	Philadelphia	Paige Oeding	Boise
Mike Garrigan	Portland-Auburn	Pam Blount	Tyler-Longview (Lfkn&Ncgd)
Mike Mahlstedt	Houston	Pam Kruschke	Madison
Mike Pacifico 🏠	Columbus, OH	Pam Smith 🏠	Dallas-Ft. Worth
Mike Potier	Los Angeles	Pam Treece 🏠	Tucson (Sierra Vista)
Mike Tezak 🏠	Chicago	Pamela Burt	Little Rock-Pine Bluff
Mikey Girard 🏠	Tucson (Sierra Vista)	Pamela Hale 🏠	Raleigh-Durham (Fayetteville)
Mikki Ramey	Charleston, SC	Pamela Willard	New York
Mindy Newton 🏠	Seattle-Tacoma	Pat Evans	Dallas-Ft. Worth
Mindy Strand	Little Rock-Pine Bluff	Pat Tasker 🏠	Milwaukee
Missy Miller Aldave	Baltimore	Pat Watkins	Montgomery-Selma
Mona Campbell	Dallas-Ft. Worth	Patricia Baker	Tampa-St. Pete (Sarasota)
Monica Acevedo	San Antonio	Patricia Meadows	Austin
Monica Graves 🏠	Denver	Patrick Lyons 🏠	Charleston-Huntington
Monique Gros	New Orleans	Patti & Chase Michels	Chicago
Morgan Ellis	Tampa-St. Pete (Sarasota)	Patti Chalker	Seattle-Tacoma
Nancy Braun	Charlotte	Patty Herrera 🏠	Raleigh-Durham (Fayetteville)
Nancy Emerson 🏠	Grand Junction-Montrose	Patty Smallwood 🏠	Baltimore
Nancy Hulsman 🏠	Baltimore	Patty Turner 🏠	Dallas-Ft. Worth
Nancy Kowalik	Philadelphia	Paul Floyd 🏠	Louisville
Nate Molter	Sacramnto-Stkton-Modesto	Paul Fonseca 🏠	Ft. Myers-Naples
Nathaniel Ellison 🏠	Rochester, NY	Paul Lindemann	Charlotte
Neal Weichel	Los Angeles	Paula Fahy Ostop	Hartford & New Haven
Neal Zingelmann	San Antonio	Paula McPherson	Madison
Nick Pontarelli	Chicago	Paula Sherman 🏠	Mobile-Pensacola (Ft Walt)
Nick Rice 🏠	Phoenix (Prescott)	Pauline Panza	New York
Nickie Olson	Mobile-Pensacola (Ft Walt)	Peg Kolaja	Lansing
Nicole Churchill 🏠	Tucson (Sierra Vista)	Peggy Cobrin	Chicago
Nikki Lagouros 🏠	Washington, DC (Hagrstwn)	Peggy Haley	Columbia, SC
Nikki Williams	Savannah	Penelope McCann	Los Angeles
Nolan Formalarie 🏠	Wilmington	Penny Lind 🏠	Rapid City
Noreen Arleth	Houston	Pete Veres	Albuquerque-Santa Fe

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Peter Chicouris 🏠	Tampa-St. Pete (Sarasota)	Robert Dombrowsky 🏠	New York
Peter Colpitts 🏠	Kansas City	Robert Greenblatt	Philadelphia
Peter Fife	Phoenix (Prescott)	Robert Hussey 🏠	Huntsville-Decatur (Flor)
Peter West 🏠	Springfield-Holyoke	Robert Lange 🏠	New York
Phil Parisi 🏠	West Palm Beach-Ft. Pierce	Robert Medinger	Chicago
Philip Angarone 🏠	Philadelphia	Robert Shamberg 🏠	New York
Phillip Orr 🏠	Little Rock-Pine Bluff	Robert Stout	Spokane
Phillip Todd	Sacramnto-Stkton-Modesto	Roberta Wilber 🏠	Atlanta
Portia Raff 🏠	Baton Rouge	Robin Phillips	Dallas-Ft. Worth
Rachel Niemiec	Orlando-Daytona Bch-Melbrn	Robin Stepeney	New York
Rachel Warren 🏠	Detroit	Robin Taylor	Pittsburgh
Rainey Wallace	Wilmington	Roddy Matthews	Charleston, SC
Ralph Lorio	Ft. Myers-Naples	Ron Bruce 🏠	Philadelphia
Randall Koster	Tucson (Sierra Vista)	Ron Lattrell 🏠	Mobile-Pensacola (Ft Walt)
Randy Courtney 🏠	Phoenix (Prescott)	Ron Murphy 🏠	Sacramnto-Stkton-Modesto
Randy Hall	Portland, OR	Ronnie DeWitt	Tampa-St. Pete (Sarasota)
Randy Hayer	Sacramnto-Stkton-Modesto	Rosanne Couvreur	Detroit
Ray Gernhart 🏠	Washington, DC (Hagrstwn)	Rose Tibbles	Detroit
Ray Larson	Houston	Roxanne DeBerry	Dallas-Ft. Worth
Rayann Burton	Dallas-Ft. Worth	Roy Sawyer	San Antonio
Raynetta Praest 🏠	Grand Rapids-Kalmzoo-B.Crk	Roy Towse	Seattle-Tacoma
Reba Crochet 🏠	Baton Rouge	Russie Weidl 🏠	Orlando-Daytona Bch-Melbrn
Rebecca Matyash	New York	Ryan Bell	Birmingham (Ann and Tusc)
Rena Lukowski 🏠	Milwaukee	Ryan Kutter 🏠	Houston
Renee O'Brien	Chicago	Ryan MacDonald 🏠	Detroit
Renee Schoenherr	Chicago	Ryan Rahim	Chicago
Reni Rose	Los Angeles	Ryan Reynolds 🏠	Columbus, OH
Rhonda Olrick	Seattle-Tacoma	Paula McPherson	Columbus, GA (Opelika, AL)
Rich Degory 🏠	Washington, DC (Hagrstwn)	Ryan Runge	Seattle-Tacoma
Rich J. Covey	New York	Ryan Simons 🏠	Milwaukee
Richard Keenan 🏠	Los Angeles	Ryan Smith	Waco-Temple-Bryan
Richard Lemon	Orlando-Daytona Bch-Melbrn	Sabrina Carr	Boston (Manchester)
Richard McKinney	West Palm Beach-Ft. Pierce	Sam Bruck	Baltimore
Richard McMahon	Buffalo	Samantha Aldish 🏠	Youngstown
Richard Rutledge	Ft. Wayne	Samantha Tov 🏠	Sacramnto-Stkton-Modesto
Rob Henderson	Colorado Springs-Pueblo	Samuel Carratala 🏠	Houston
Rob Rosa	Hartford & New Haven	Sandy Anthony 🏠	Albany, GA
Robert Altmayer	Harrisonburg	Sandy Gaskins	Columbia, SC

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Santina Saporito 🏠	Cleveland-Akron (Canton)	Stacey Feltman 🏠	Dallas-Ft. Worth
Sara Cramer 🏠	New York	Stacia Ehlen	Phoenix (Prescott)
Sara Mehrpouyan	Los Angeles	Stacy Allwein 🏠	Washington, DC (Hagrstwn)
Scott D. Shaker 🏠	Flint-Saginaw-Bay City	Stacy Hale 🏠	San Francisco-Oak-San Jose
Scott Federighi 🏠	Chicago	Stefanie Stockberger 🏠	Sioux Falls (Mitchell)
Scott Lowman	Cleveland-Akron (Canton)	Stephanie Callen 🏠	Seattle-Tacoma
Scott Myers	San Antonio	Stephanie Nash 🏠	Austin
Scott Neal 🏠	Dallas-Ft. Worth	Stephanie Schulte 🏠	Montgomery-Selma
Scott Panella 🏠	Louisville	Stephannie Wilson 🏠	Louisville
Sean Anderson 🏠	Atlanta	Stephen O'Connor	Milwaukee
Sergio Salazar 🏠	Los Angeles	Stephen Quinn	Wilmington
Shana Sine Cameron 🏠	Detroit	Steve Davies	Dallas-Ft. Worth
Shannon Cunningham 🏠	Phoenix (Prescott)	Steve Derrig 🏠	Seattle-Tacoma
Shannon Foster	Lexington	Steve Forsythe	Cleveland-Akron (Canton)
Shannon Smith 🏠	Peoria-Bloomington	Steve Freeman 🏠	Atlanta
Sharie Oakland 🏠	Tampa-St. Pete (Sarasota)	Steve Maurer 🏠	San Francisco-Oak-San Jose
Sharon Armstrong	Austin	Steve Powell 🏠	Washington, DC (Hagrstwn)
Sharon Hodnett 🏠	Dallas-Ft. Worth	Steve Roesch 🏠	Portland, OR
Shaunna Overman 🏠	Greensboro-H.Point-W.Salem	Steve Ticknor 🏠	Portland, OR
Shawn Hartmann	Minneapolis-St. Paul	Steve Vaisey	Rochester, NY
Shawn Maxey	Seattle-Tacoma	Steve Wendling 🏠	Tucson (Sierra Vista)
Sheila Rollins	Dallas-Ft. Worth	Steve Wiest	Tampa-St. Pete (Sarasota)
Sheldon Steele	Sacramnto-Stkton-Modesto	Steven Bommarito	Washington, DC (Hagrstwn)
Shelley Arthur	Charlotte	Steven Goodman	Chicago
Shelley Davis	Orlando-Daytona Bch-Melbrn	Steven Kinne 🏠	Houston
Shelley Paterson	Lexington	Steven Mayo	Boston (Manchester)
Shelly Rainwater	Memphis	Steven Mueller 🏠	Charlotte
Sheree Frazier PA 🏠	Orlando-Daytona Bch-Melbrn	Steven Norris	Raleigh-Durham (Fayetvll)
Sheree Mauro	Medford-Klamath Falls	Sue Ellett	Austin
Sheri Bienstock	Los Angeles	Sue Long	Eugene
Sherry Traynum	Greenvll-Spart-Ashevl-And	Sue Smith 🏠	Washington, DC (Hagrstwn)
Shirley Grindel 🏠	Seattle-Tacoma	Susan Bernier	New York
Shirley Weems 🏠	Orlando-Daytona Bch-Melbrn	Susan Brock	Houston
Simmi Kher	Seattle-Tacoma	Susan Chipman 🏠	Nashville
Sissie Carter Horne	Atlanta	Susan Goines	Wilmington
Sissy Sosner	Honolulu	Susan Robertson	Charlotte
Sonny Wright	Savannah	Susan Roche	Charlotte
Sonya Fowler Revell 🏠	Tallahassee-Thomasville	Susana Murphy	Boston (Manchester)

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Susie Genet 🏠	Tusla	Tom Cummings 🏠	Chicago
Suzanne Damon	Boston (Manchester)	Tom Hall 🏠	Tulsa
Sylvia Lopez 🏠	Phoenix (Prescott)	Toni Effinger	Lafayette, LA
Tamara Clark 🏠	Louisville	Tony English	Los Angeles
Tamera Camp 🏠	Seattle-Tacoma	Tony Migliaccio 🏠	Baltimore
Tammie Hill 🏠	Knoxville	Tony Rodriguez 🏠	Houston
Taurino Morales 🏠	Chicago	Tonya Currie	Houston
Tego Venturi 🏠	Albuquerque-Santa Fe	Tonya Kiliddjian	Houston
Teresa Cowart	Savannah	Tonya Morgan	Baton Rouge
Teresa Herraiz	Ft. Myers-Naples	Tracey Amaya 🏠	Dallas-Ft. Worth
Teresa Stultz	Chicago	Tracy Parke Gibas 🏠	Buffalo
Teresa Suitt 🏠	Raleigh-Durham (Fayetteville)	Travis Cox 🏠	Louisville
Teresa Young	Chattanooga	Travis Repman	Charlotte
Teri Fortino	San Francisco-Oak-San Jose	Travis Winfield	San Diego
Terri Bruno	Los Angeles	Trey Durham 🏠	Charlottesville
Terri Mestro 🏠	Philadelphia	Ty Allen	Raleigh-Durham (Fayetteville)
Terry Connell 🏠	Atlanta	Tyler Tresize	Toledo
Terry Sturm	Knoxville	Tyson Hartzler 🏠	Cleveland-Akron (Canton)
Thai Truong	Houston	Valerie Cohen	oston (Manchester)
Theresa Scheib 🏠	Bangor	Valerie Punwar	Los Angeles
Thomas Hennessy 🏠	New York	Vicki Warner	Birmingham (Ann and Tusc)
Thomas Sibiga 🏠	Richmond-Petersburg	Vickie Loftis 🏠	Nashville
Thomas Yates	Jacksonville	Victor Amadi 🏠	Greenville-Spartanburg-Asheville-Anderson
Tiffany Lane	Little Rock-Pine Bluff	Victoria Gallant 🏠	Jacksonville
Tim Heffernan	San Francisco-Oak-San Jose	Victoria Ro	Washington, DC (Hagrstwn)
Tim Hur	Atlanta	Vittoria Logli	Chicago
Tim Ray 🏠	Kansas City	Vivi Gloriod	Denver
Tim Richardson	Tucson (Sierra Vista)	Wanda Pearson	Houston
Timothy Sojka	Houston	Warfel Gardin Group 🏠	San Francisco-Oak-San Jose
Tina Etue	San Diego	Warren Bonett	Orlando-Daytona Bch-Melbrn
Tina Roe 🏠	Kansas City	Wende Baker	Dothan
Tobin Bossola 🏠	Jacksonville	Wendy Marie Thomas 🏠	Panama City
Toby Lorenc	Colorado Springs-Pueblo	Wendy Moore	San Francisco-Oak-San Jose
Todd Auslander 🏠	New York	Wendy Rich-Soto	Los Angeles
Todd Montgomery	San Francisco-Oak-San Jose	Wendy Stauffer	Harrisburg-Lncstr-Leb-York
Todd Ostrander 🏠	Orlando-Daytona Bch-Melbrn	Will Cook 🏠	Palm Springs
Todd Ruckle 🏠	Wilmington	William Fair	Jackson, MS
Tom Carris	Chicago	William Frohriep	Detroit

Name	Market (clustered by metropolitan area)	Name	Market (clustered by metropolitan area)
William Thompson 	Chicago		
Wilson Lamas	Hartford & New Haven		
Yvette Belisle	Anchorage		
Zach Scher 	New York		
Zach WalkerLieb 	Las Vegas		
Zen Ziejewski 	Los Angeles		
Zinta Rodgers Rickert 	Washington, DC (Hagrstwn)		

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.

