



Top Agent Insights for End of Year 2021

Price ceiling ushers in market cooldown from pandemic frenzy

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

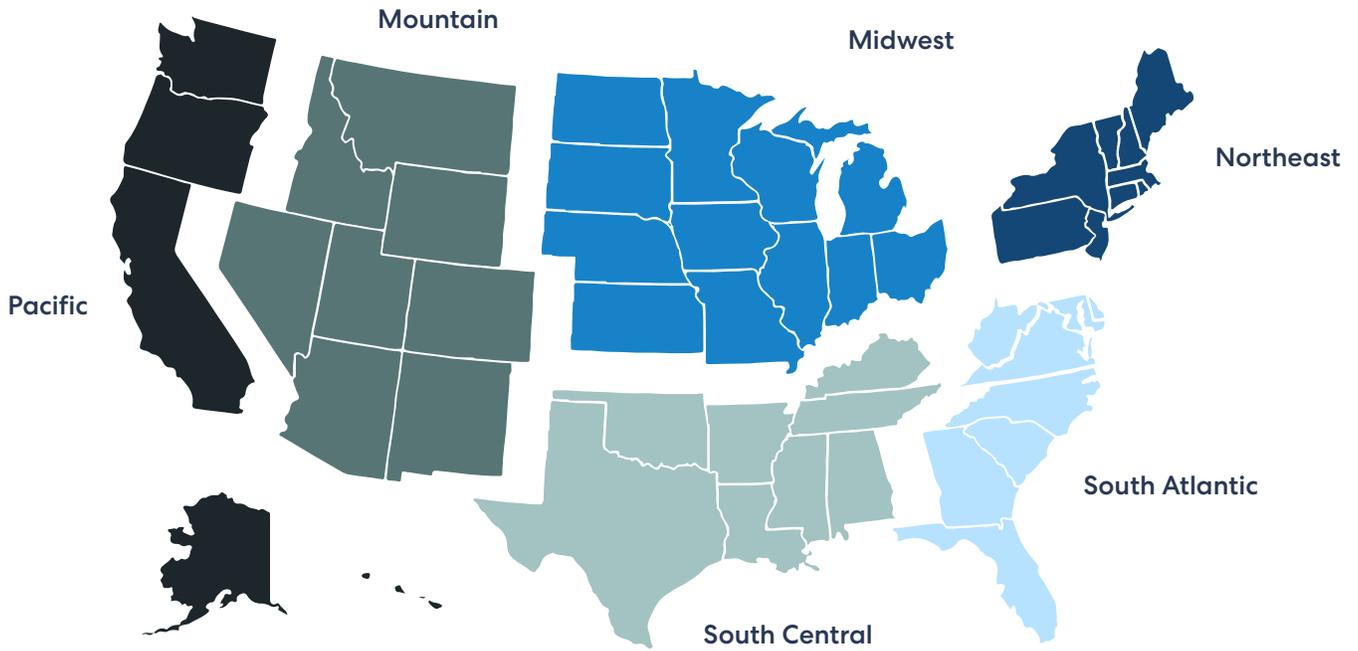
Resort-style outdoor fireplaces see increasing residential demand



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

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

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



Pacific:

Alaska
California
Hawaii
Oregon
Washington state

Mountain:

Arizona
Colorado
Idaho
Montana
Nevada
New Mexico
Utah
Wyoming

Midwest:

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

South Central:

Alabama
Kentucky
Mississippi
Tennessee
Arkansas
Louisiana
Oklahoma
Texas

Northeast:

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

South Atlantic:

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



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Market Downshifts into the Fall Season With Midwest Softening the Most

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



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

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

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

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

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

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

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

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

Bidding wars finally retreat

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

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



Sandi Lewis
Top real estate agent in Castle Rock, Colorado

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

Inventory plays a little catch up

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

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

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

Prices hit a wall

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

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

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

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

Appraisal waivers start to decline

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

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

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

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



Debbie Hunemiller
Top real estate agent in Boise

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

Pushback on inspections resumes

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

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

Northern Heartland tires first, as frenzy in South continues

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

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

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

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

Sentiment remains high

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

Pandemic savings may fuel next round of homebuying

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

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



Stock market gains and familial wealth give leg up

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



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

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

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

Foreclosures have yet to make impact

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

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

A shift has arrived, but for how long?

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

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

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

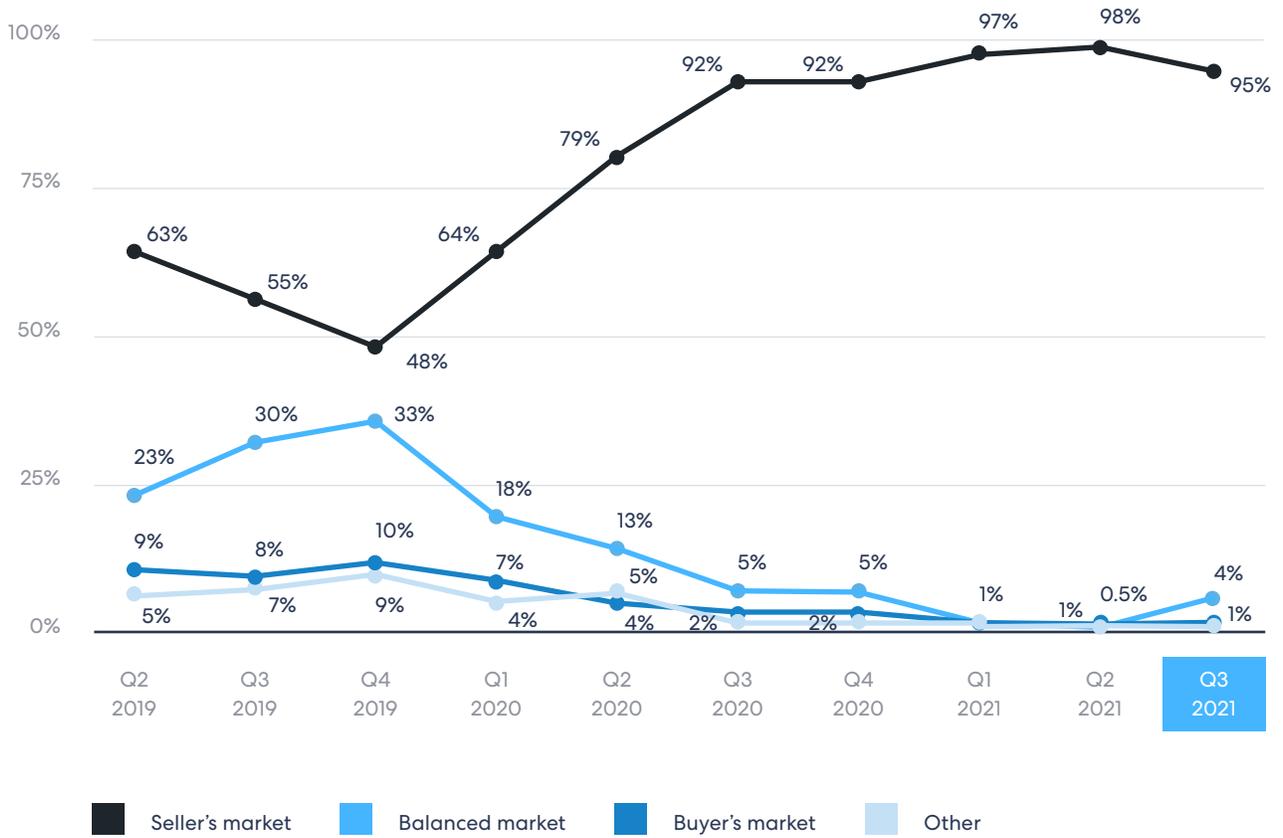
“Buyers have been taking a break from offer failure fatigue and seasonal vacation time, but are now entering the market again with some hesitancy,” shares [Alex Saenger](#), a top real estate agent in Washington, D.C.

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

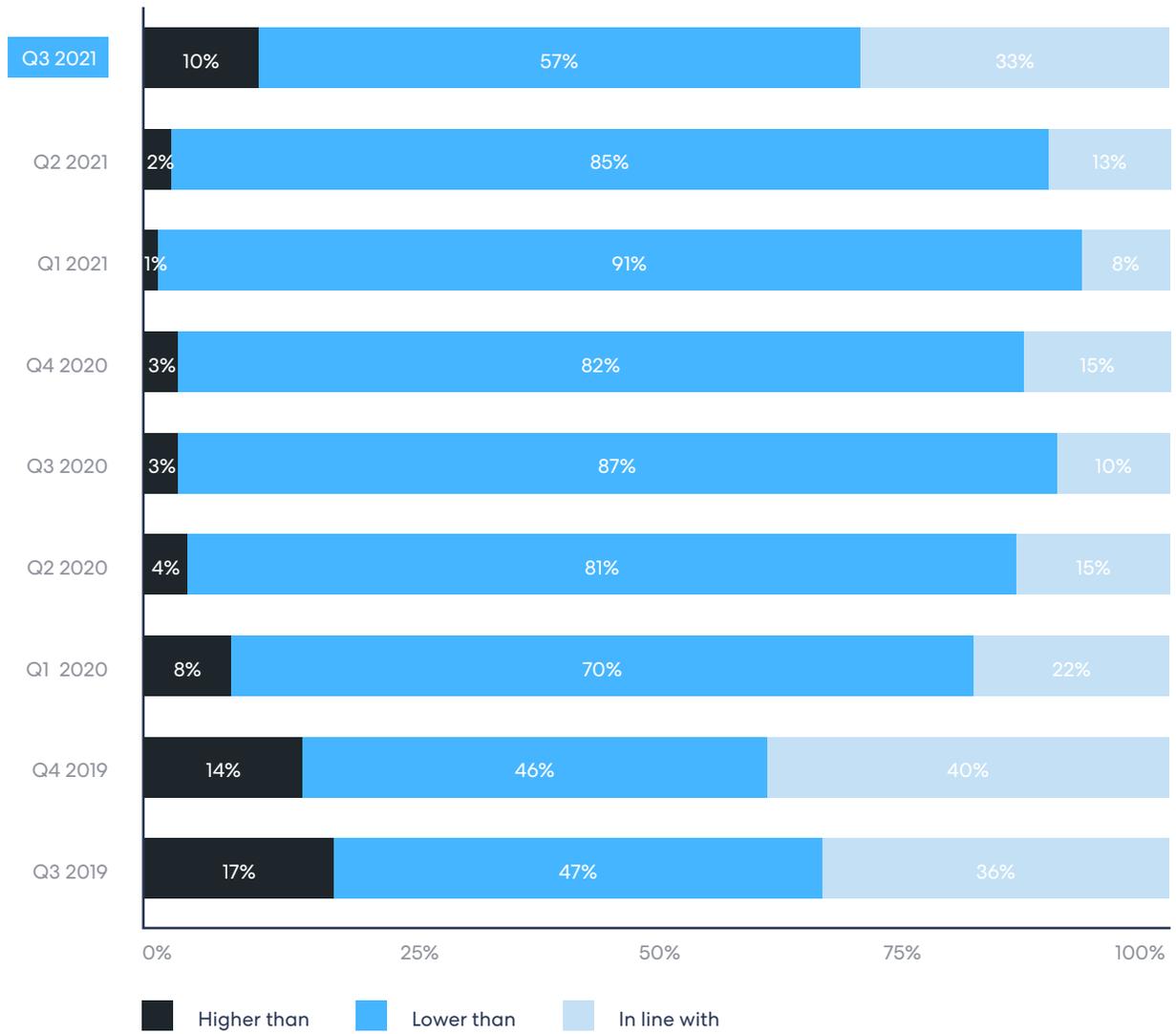


“Sales have slowed down and properties receiving multiple bids are not common currently,” Nash comments. “However, inventory is still low so the market has gone from being a strong seller's market to a balanced market. I think it will become a seller's market again early next year as buyers who missed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

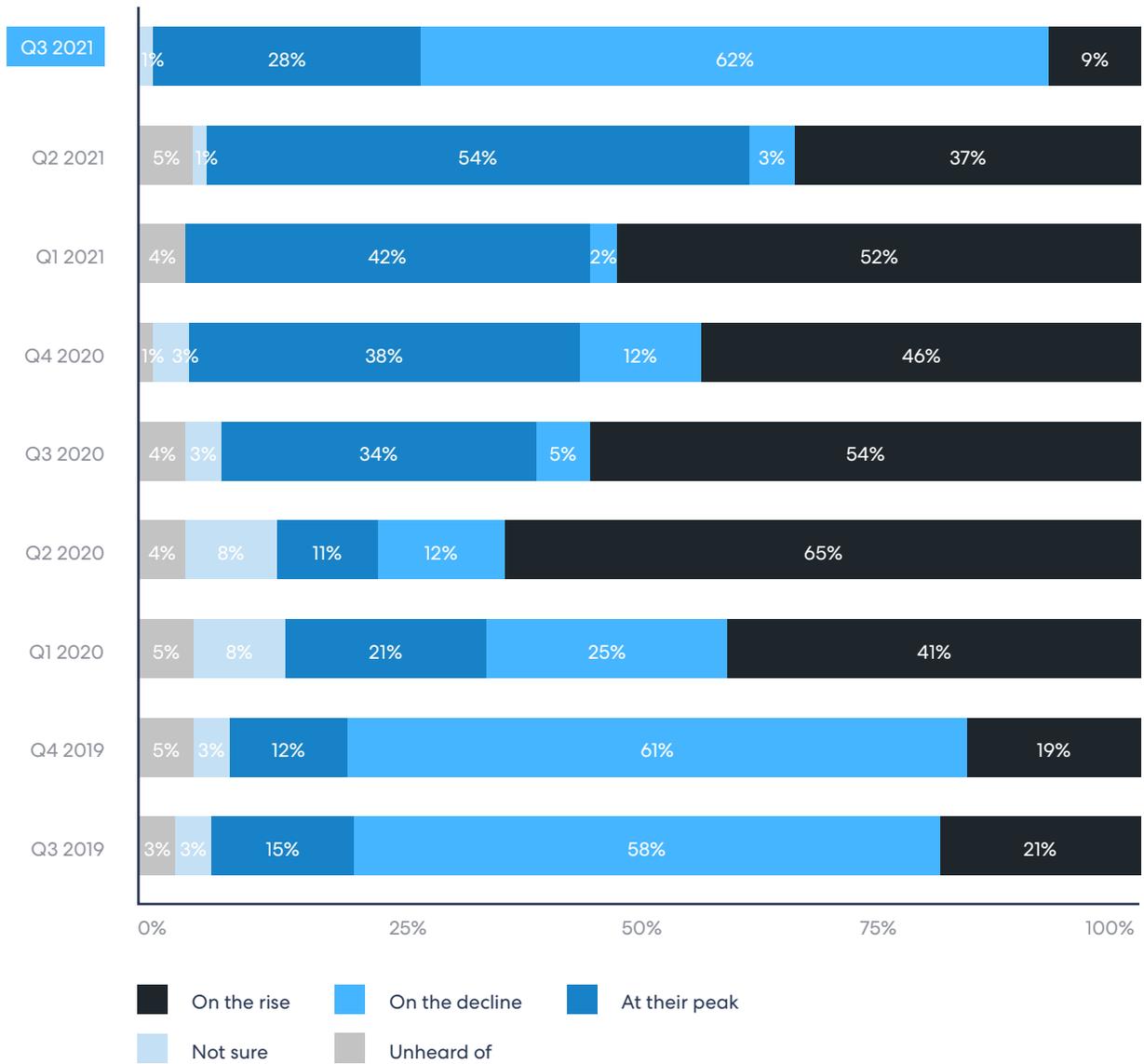
How are real estate agents describing local housing market conditions?



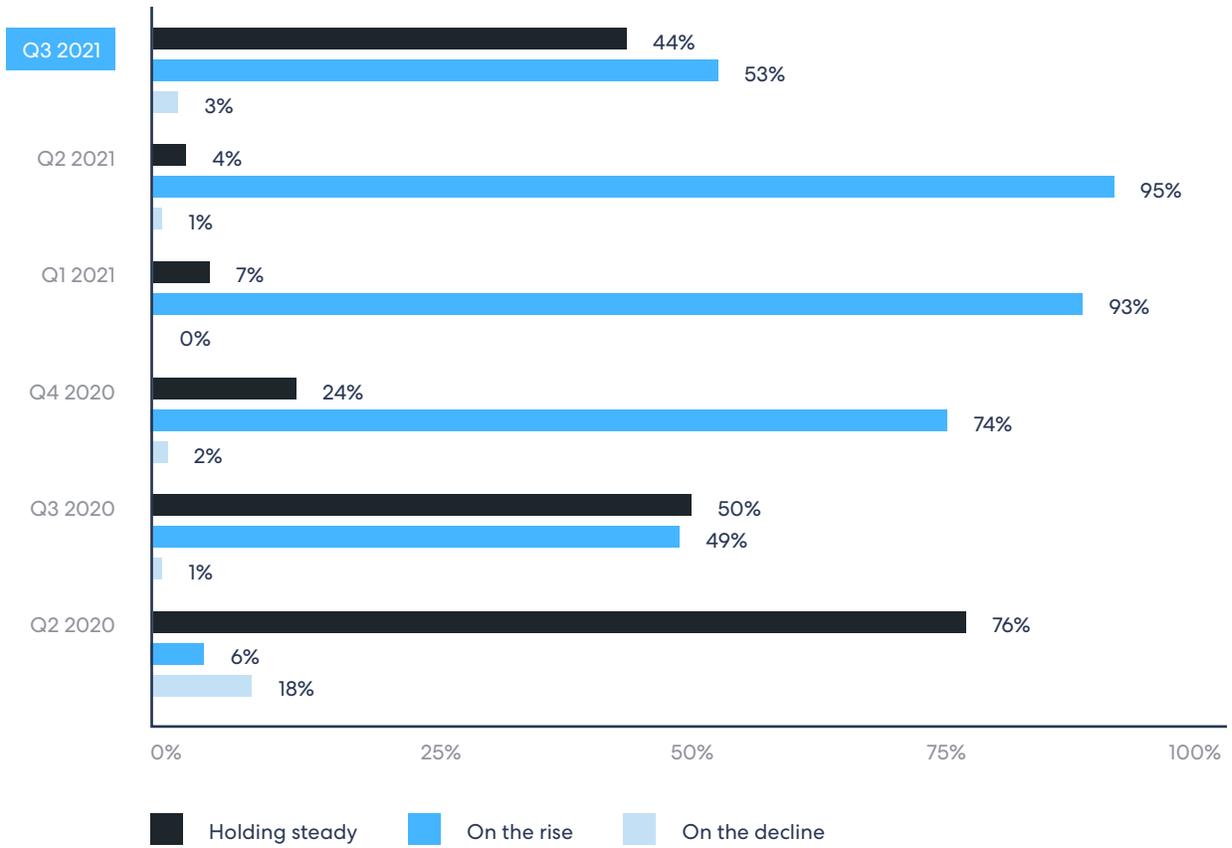
Inventory is _____ what I expected this quarter:



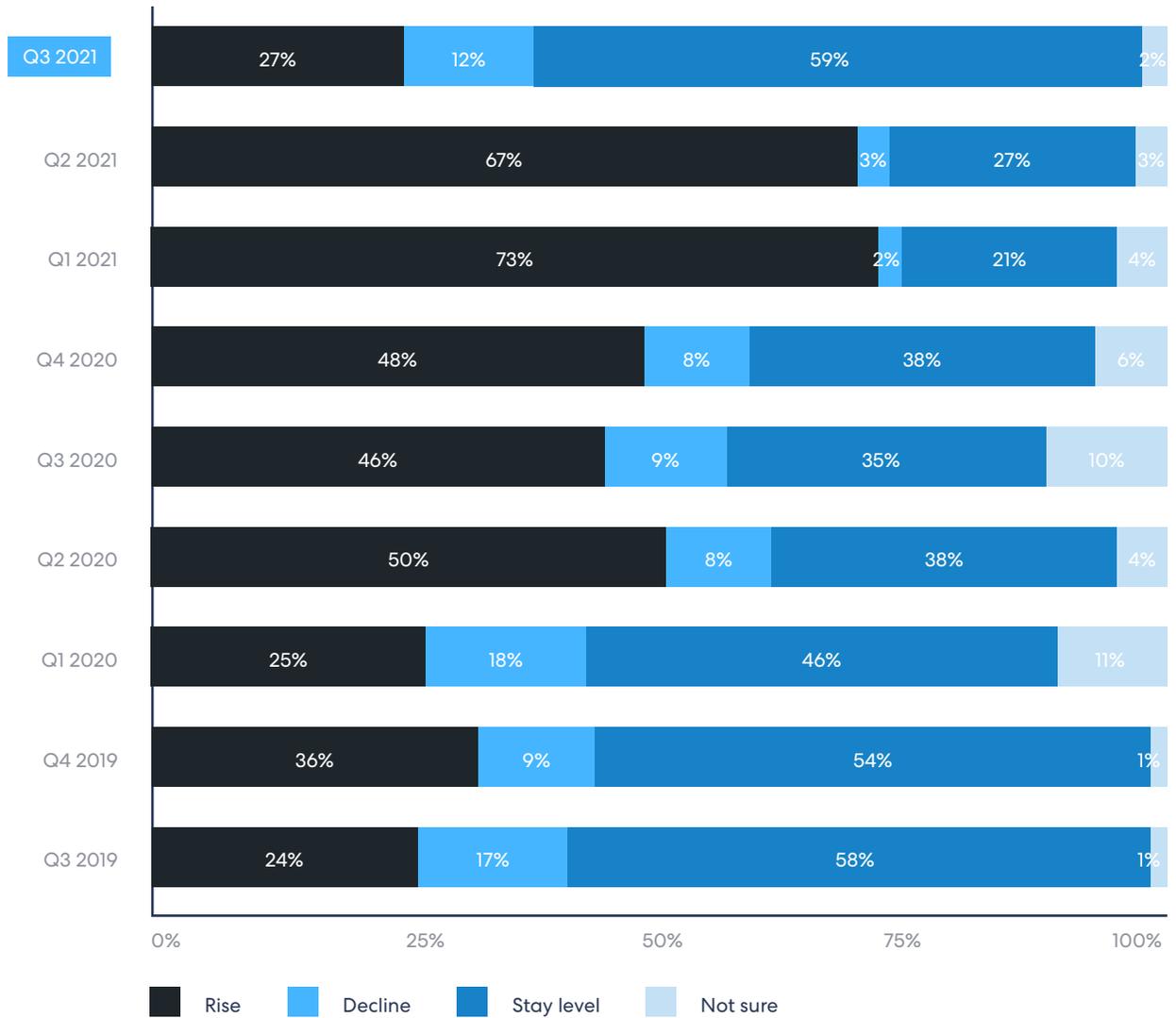
Bidding wars in my market are:



Home prices in my market are:



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

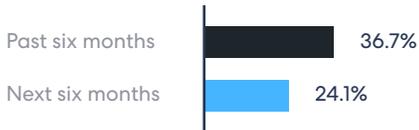


Appraisal waiver trends by region

■ % of bids over the past six months that agents estimate included a full or partial appraisal waiver

■ % of bids over the next six months agents expect will include a full or partial appraisal waiver

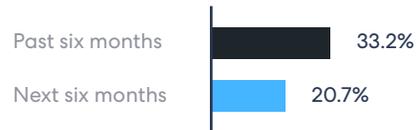
National



Pacific



South Central



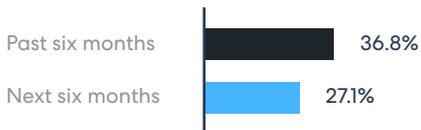
Mountain



Northeast



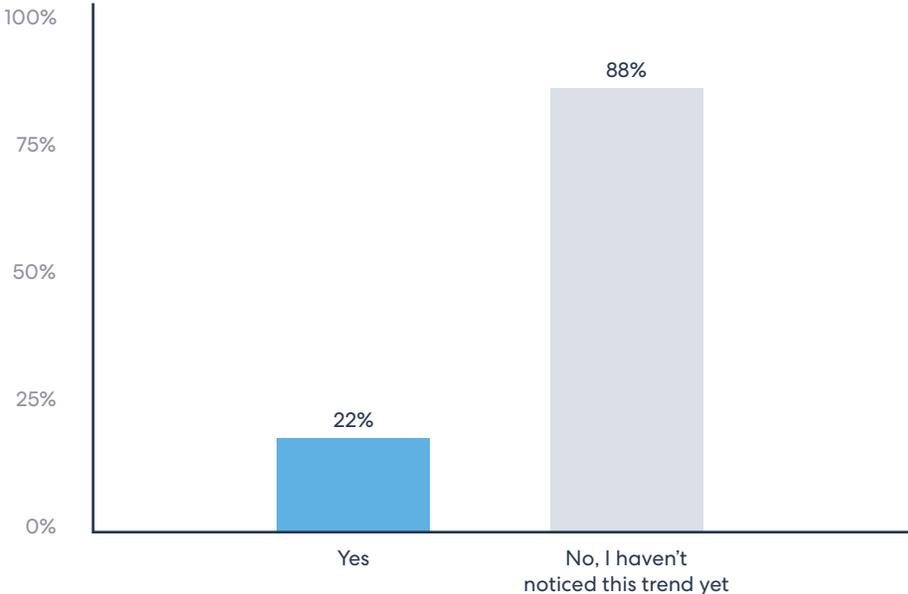
South Atlantic



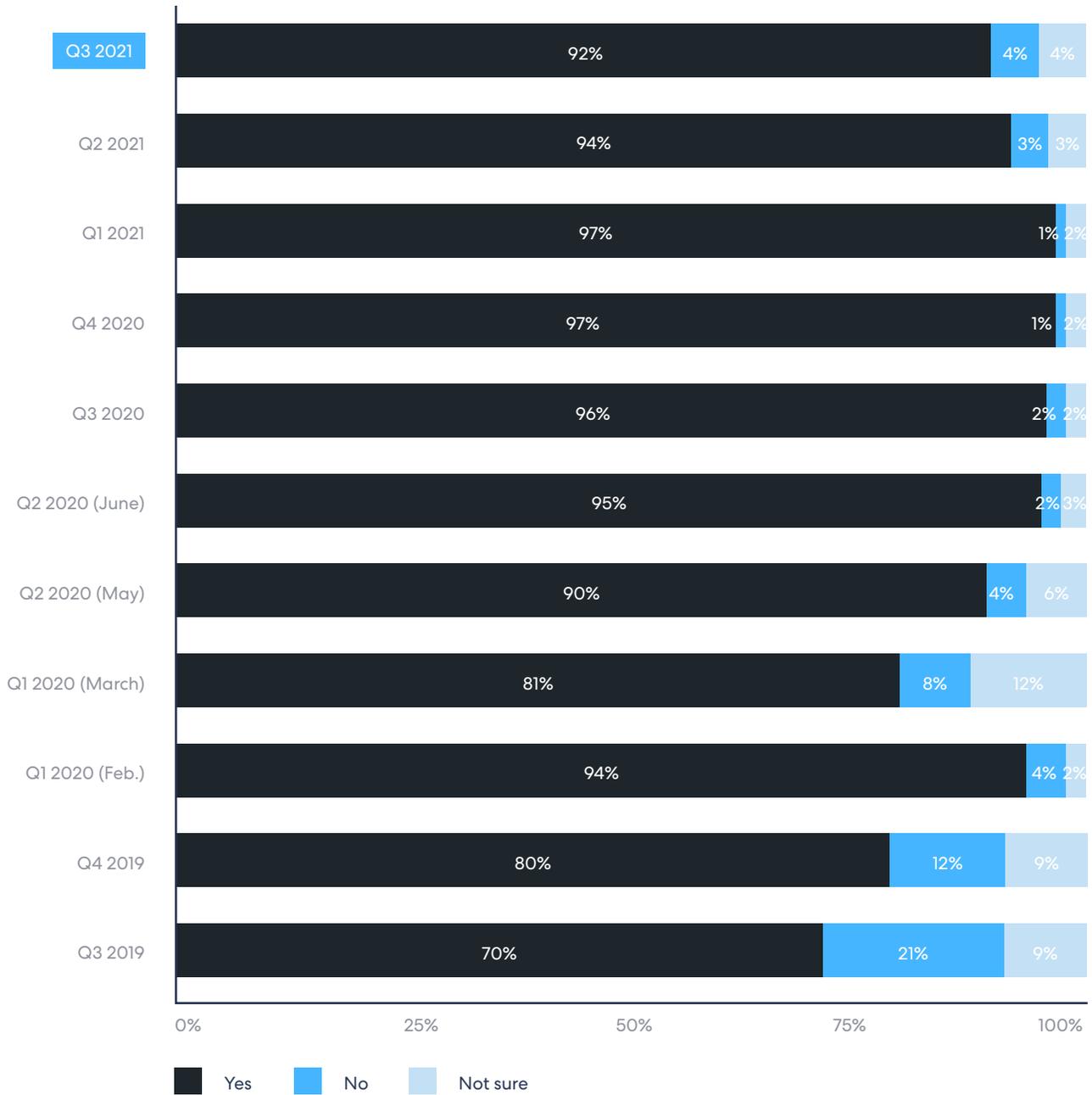
Midwest



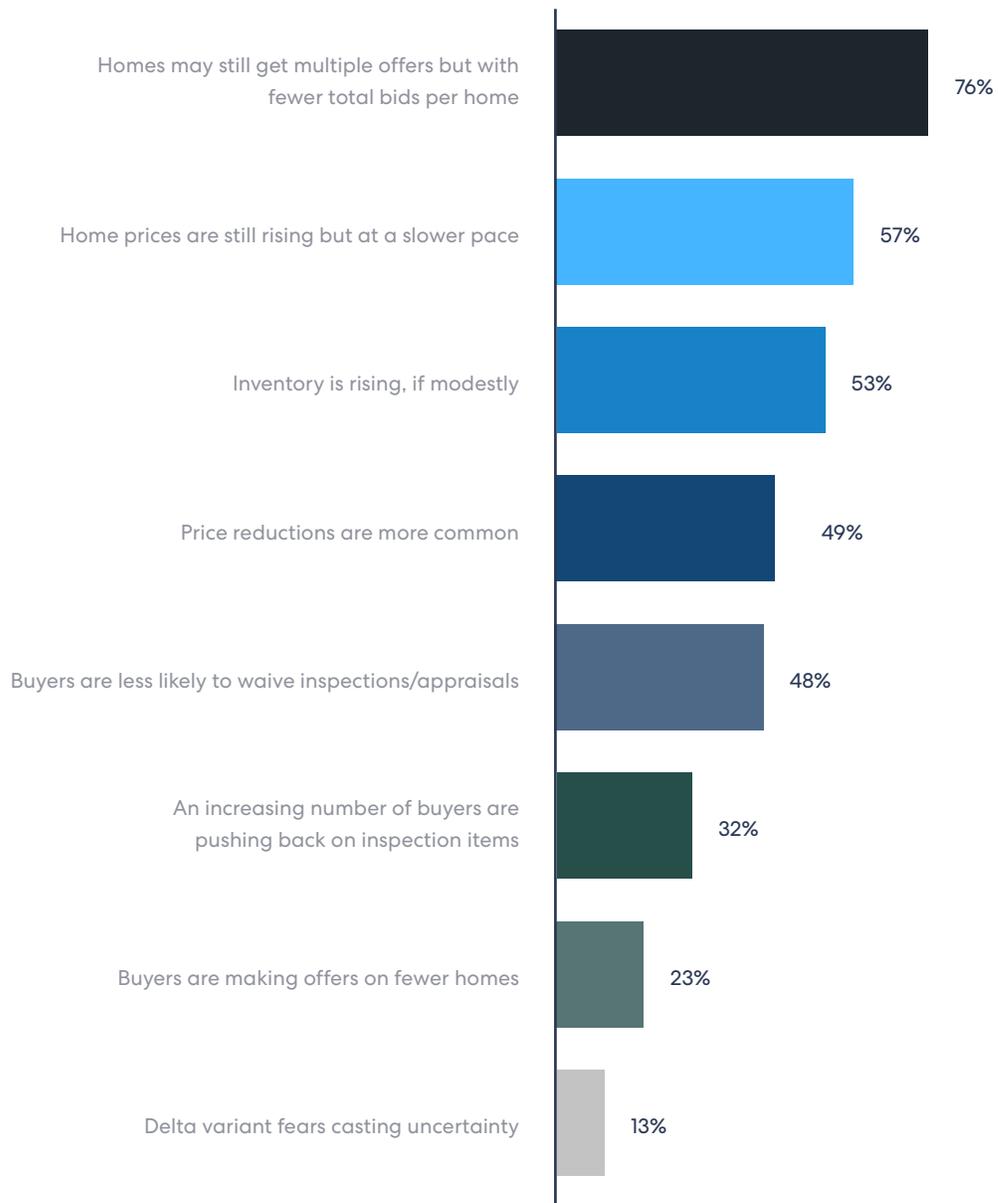
More landlords in market are **selling to recoup losses** from the recently **lifted eviction ban**:



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



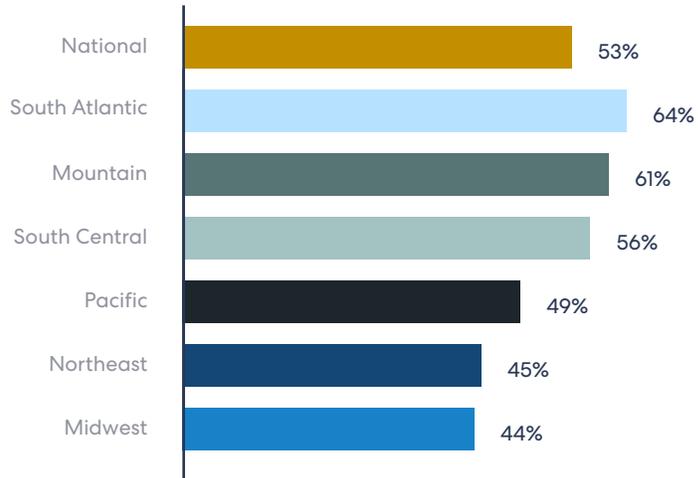
Which of the following signs of a market shift (if any) are you seeing in your market?



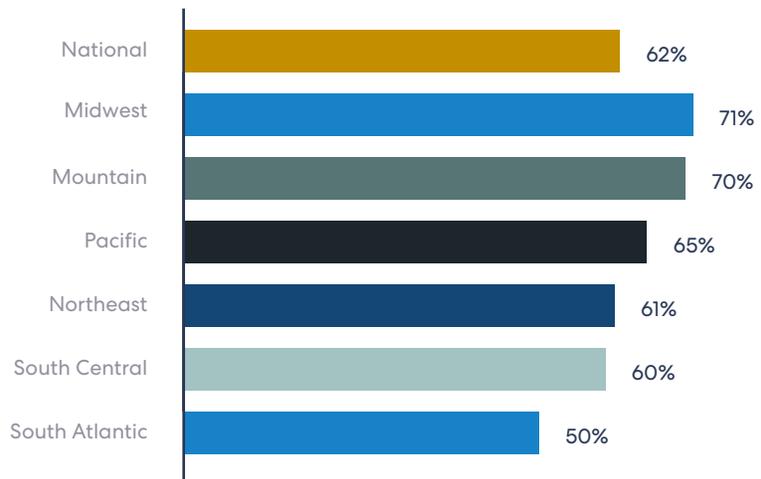
Regional market trends

% of agents who are seeing this trend in their market

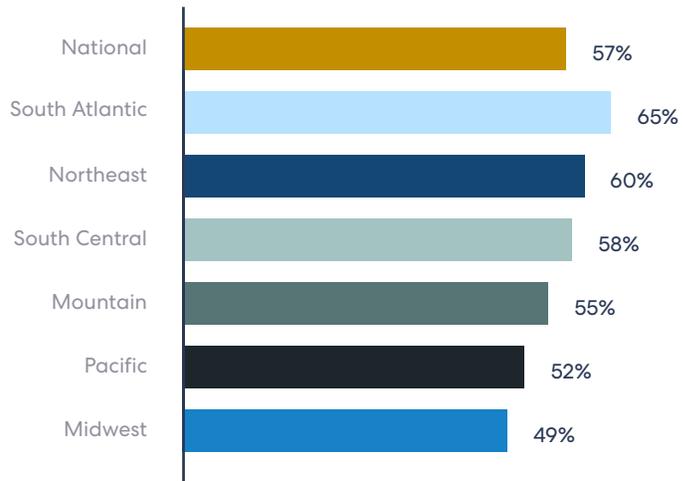
Home prices in my market are on the rise:



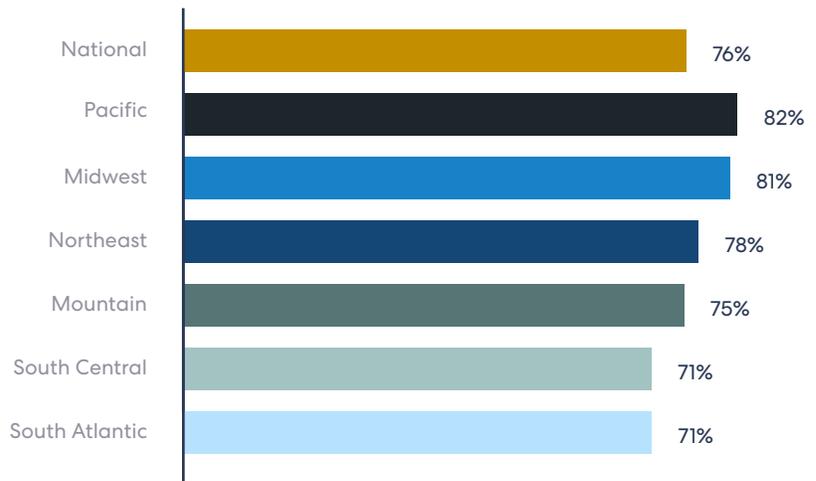
Bidding wars in my market are on the decline:



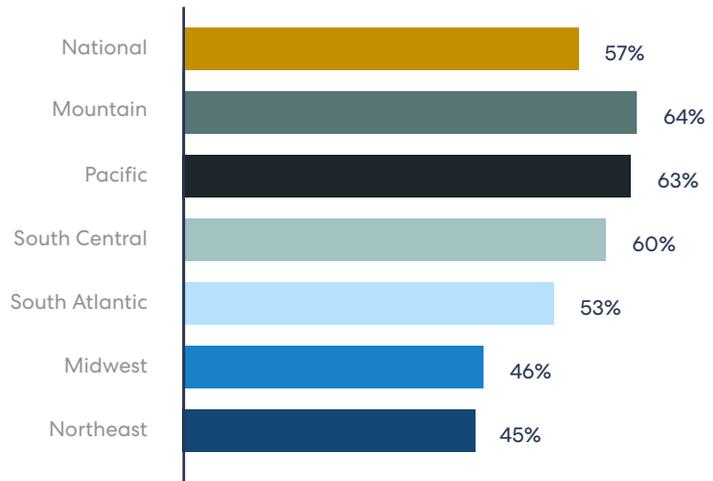
Inventory is lower than I expected this quarter



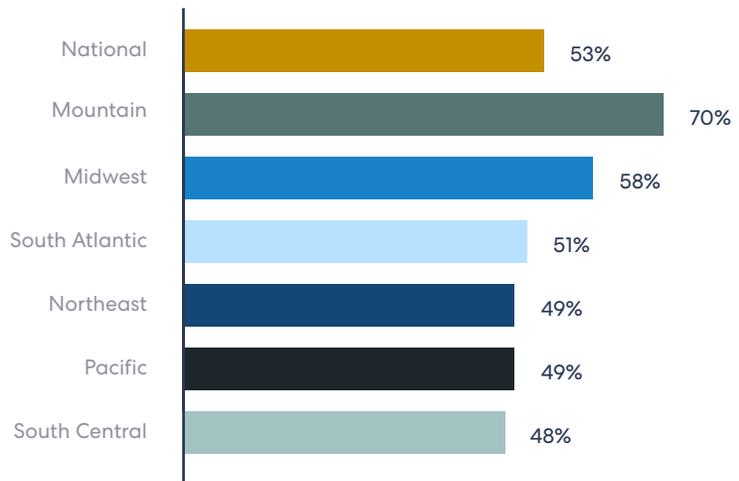
Homes may still get **multiple offers** but with **fewer total bids per home**:



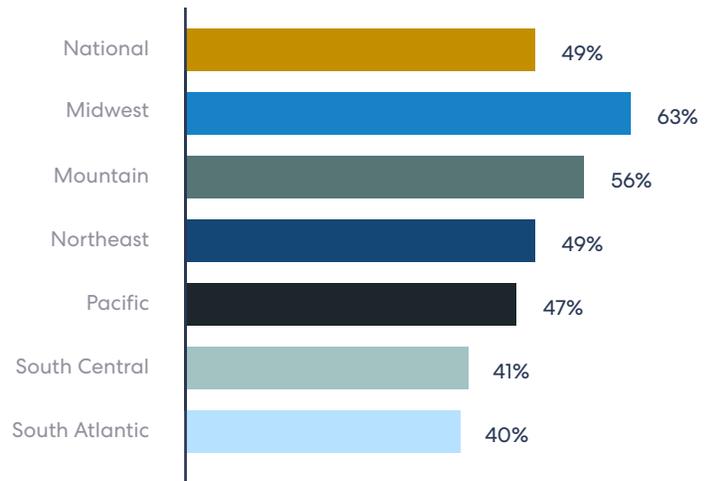
Home prices are **still rising but at a slower pace:**



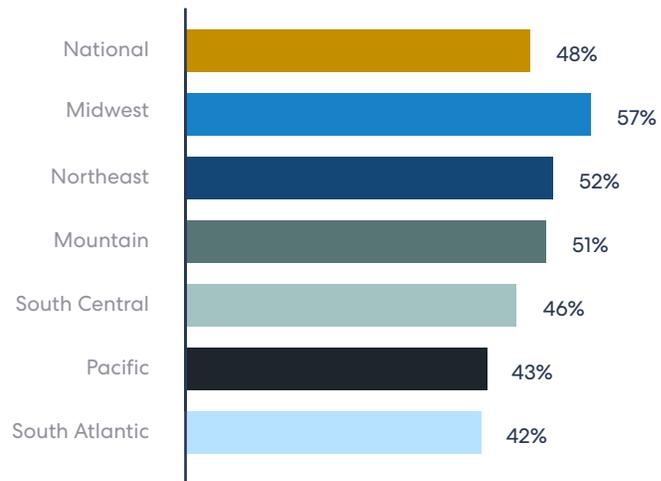
Inventory is rising, **if modestly:**



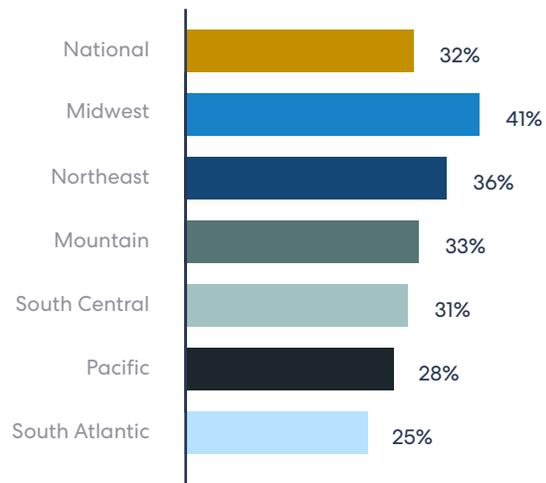
Price reductions are more common:



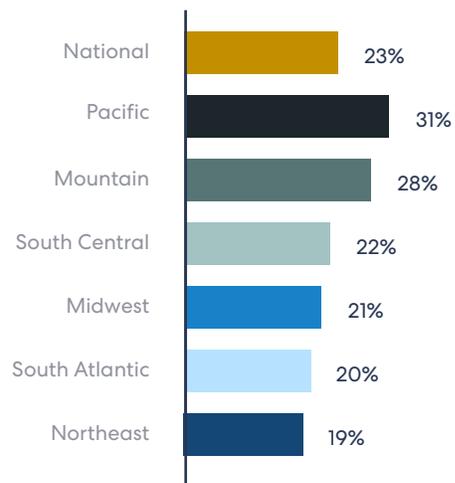
Buyers are **less likely to waive inspections/appraisals**:



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



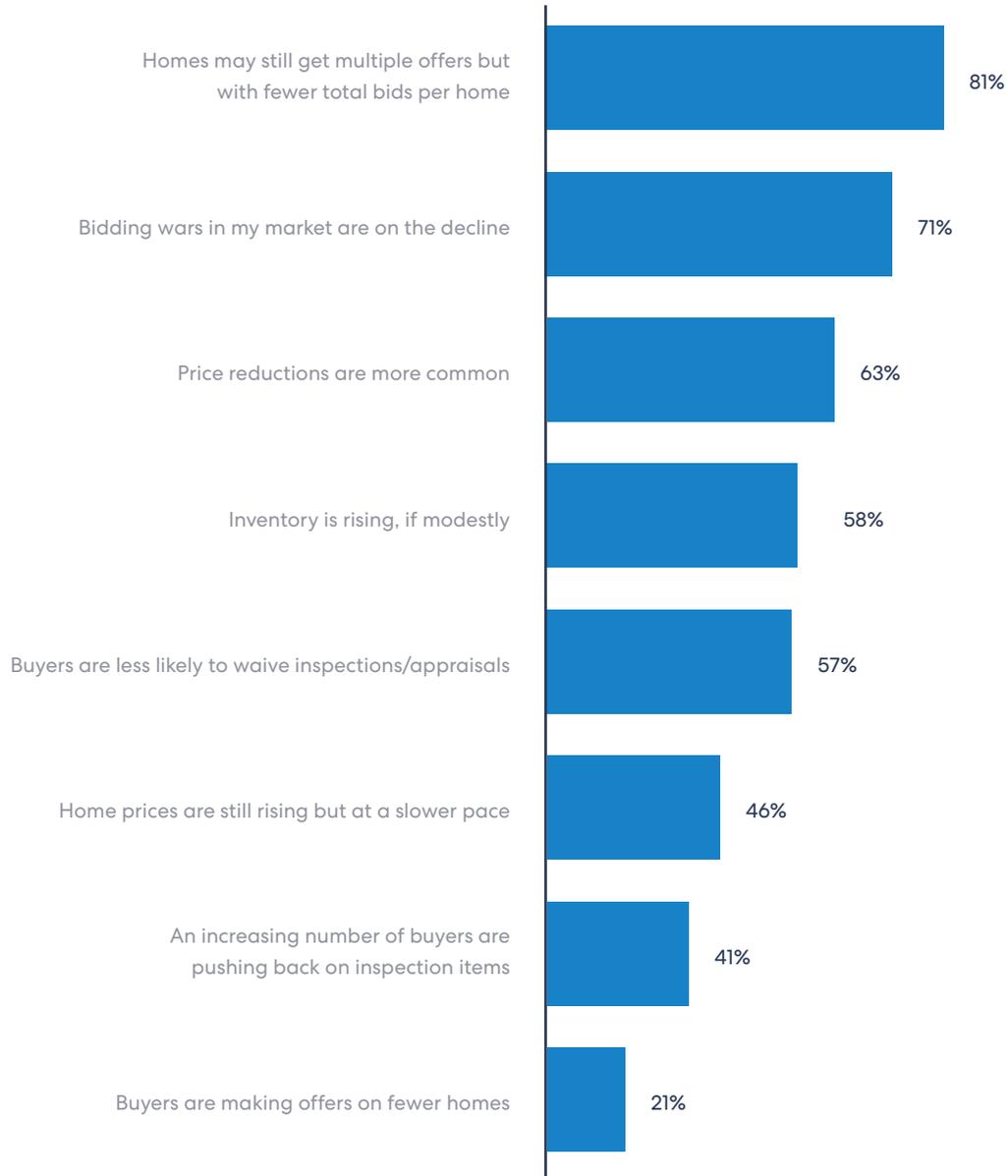
Buyers are **making offers on few homes:**



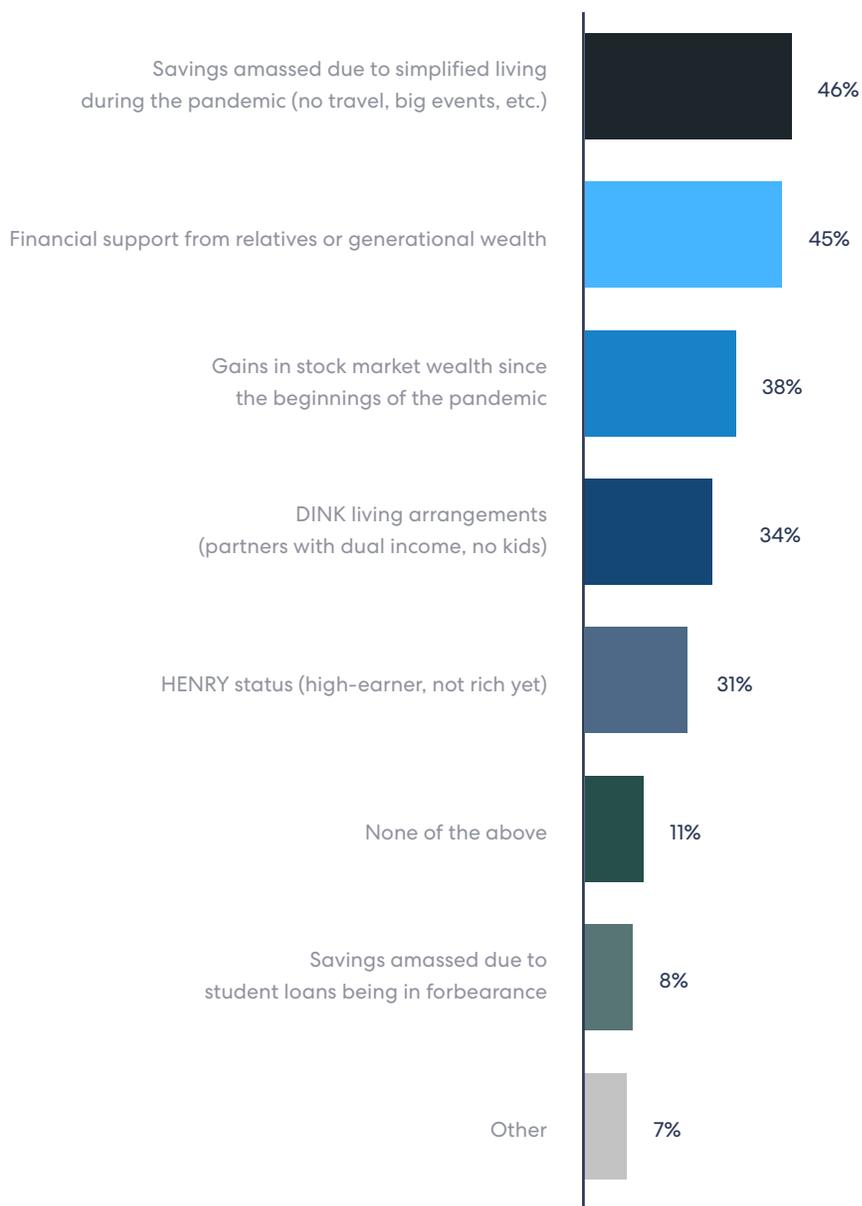
Midwest Spotlight

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

Signs that the market is cooling

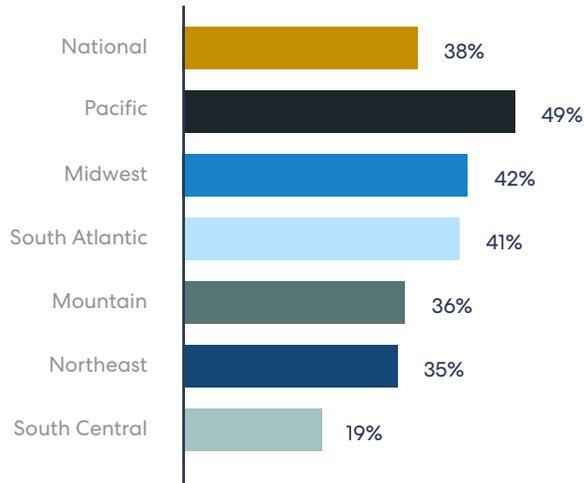


Other than equity in their current home and the continuation of low interest rates, which of the following factors do you most see **helping buyers purchase homes in late 2021, given recent home price gains?**
(Check all that apply.)

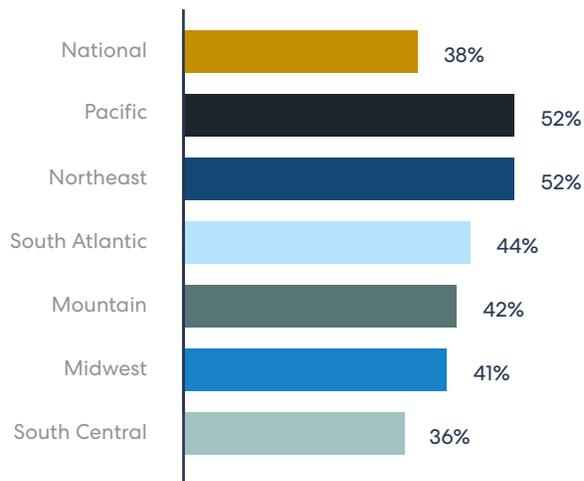


Regional comparison of the top factors helping buyers purchase homes

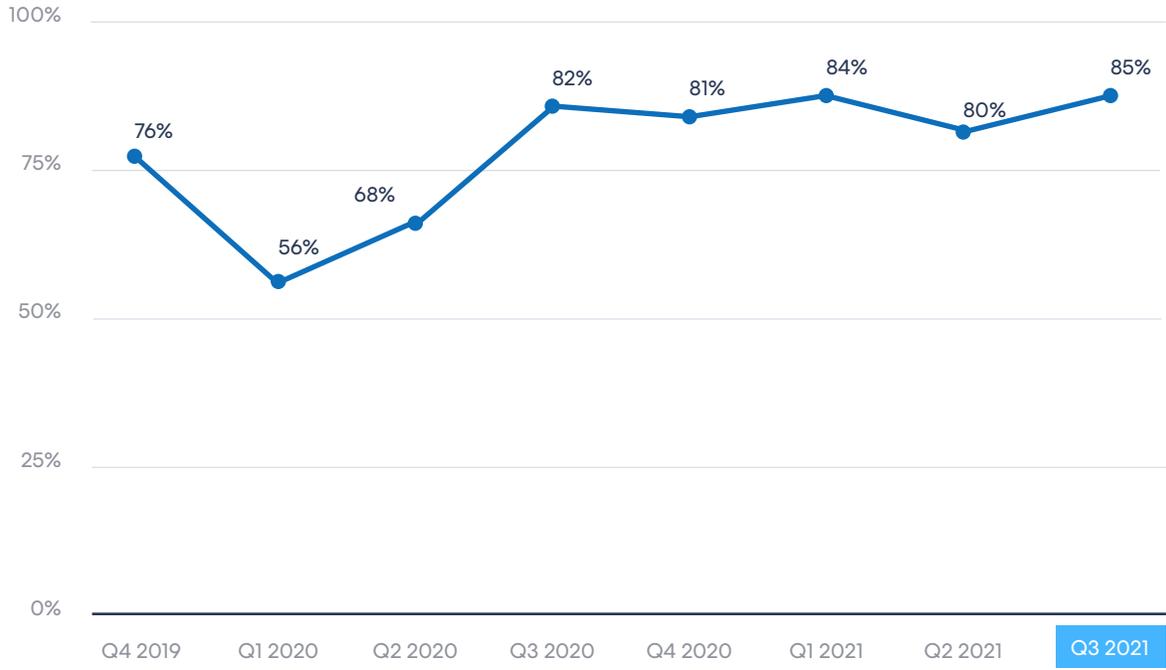
Gains in stock market wealth since the beginnings of the pandemic are notably helping buyers fund their home purchase in my market



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



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



% of agents who say they are somewhat or extremely optimistic

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

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

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

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

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

in their markets.

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

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



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

What are ADUs typically used for?

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

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

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



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

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

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

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

Which types of ADU structures are the most common?

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

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

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

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

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

How much value does an ADU add to a property?

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

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



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

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

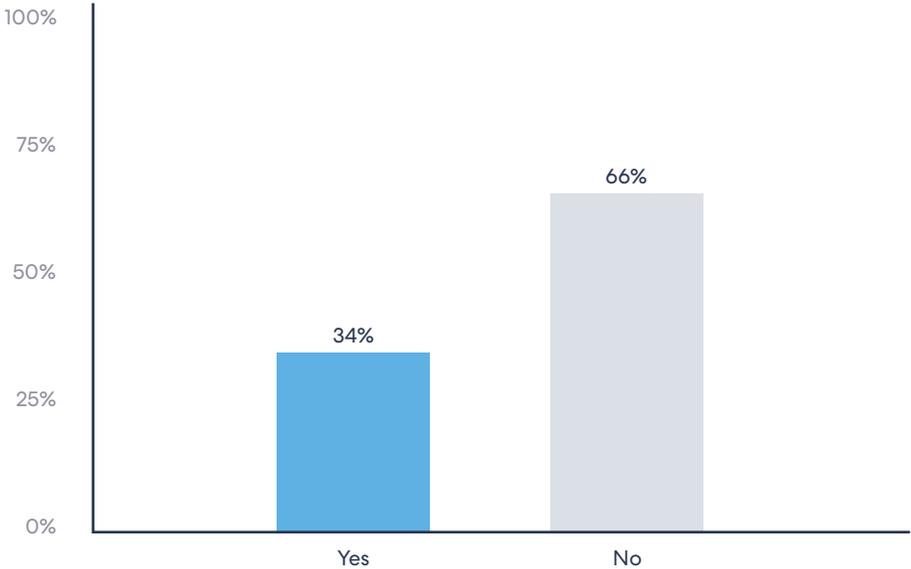


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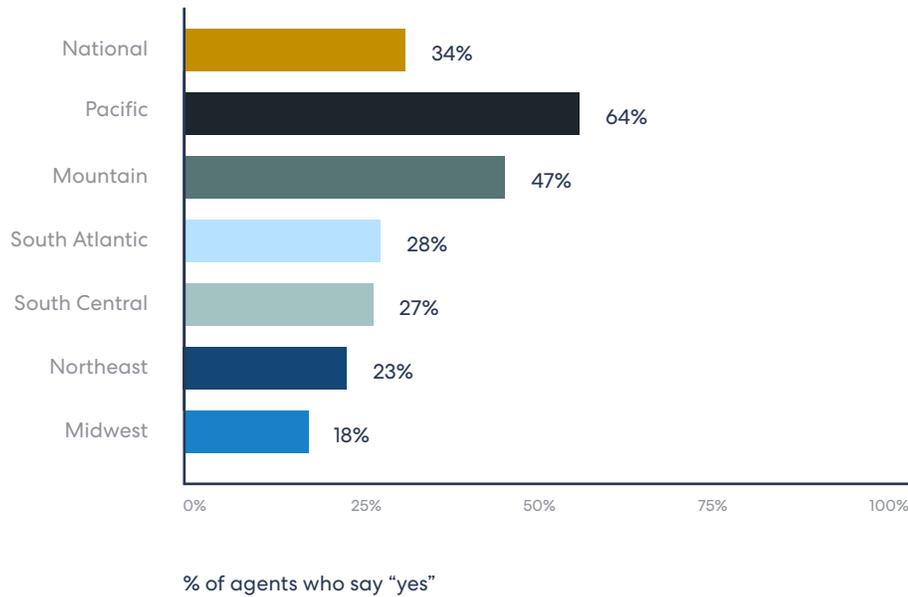
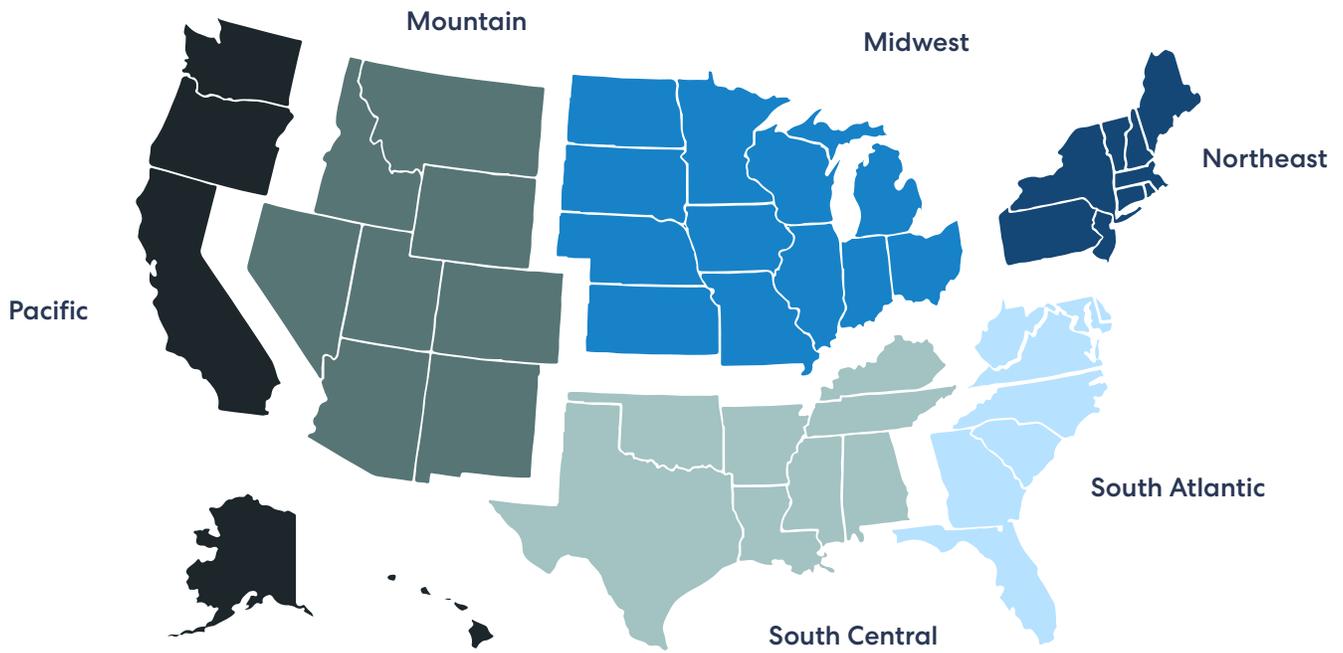
Top real estate agent in the San Francisco Bay area

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

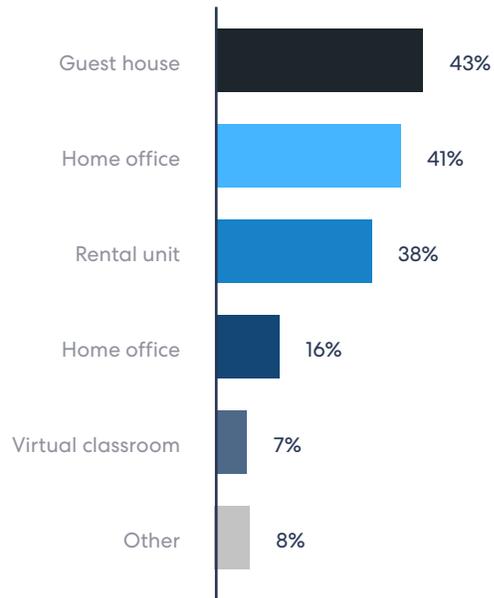
Over the past year, have you seen a **rise in ADUs** (accessory dwelling units, also called granny flats or in-law suites) in your market?



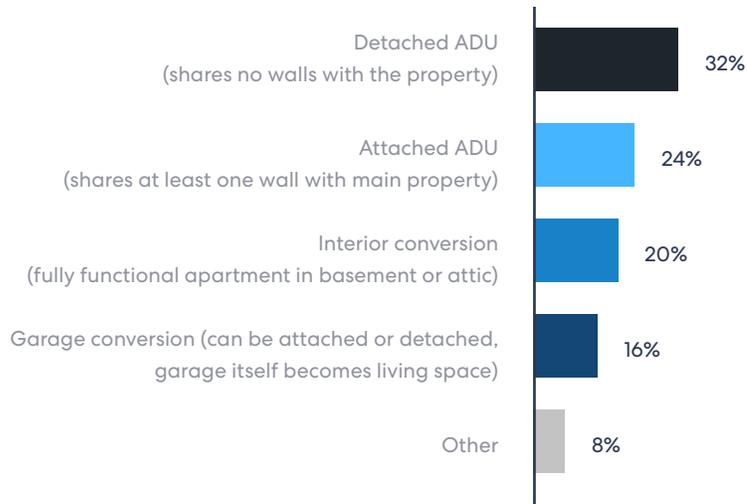
Over the past year, have you seen a **rise in ADUs** (accessory dwelling units, also called granny flats or in-law suites) in your market?



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

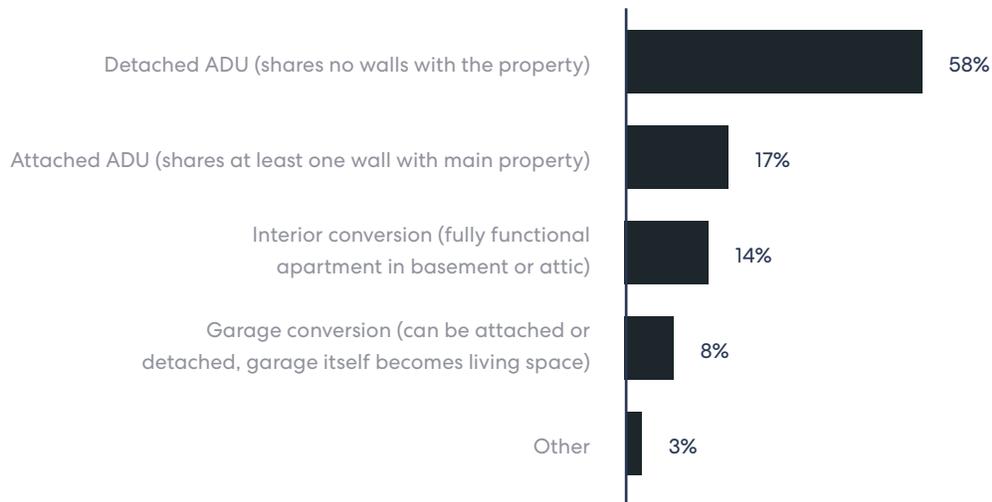


What is the most common type of **ADU** in your market?

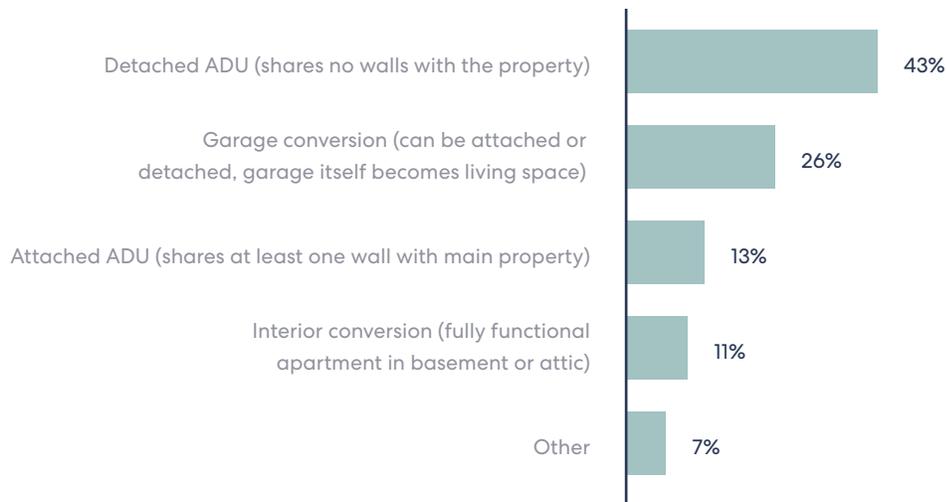


Regional comparison of the most common types of ADUs

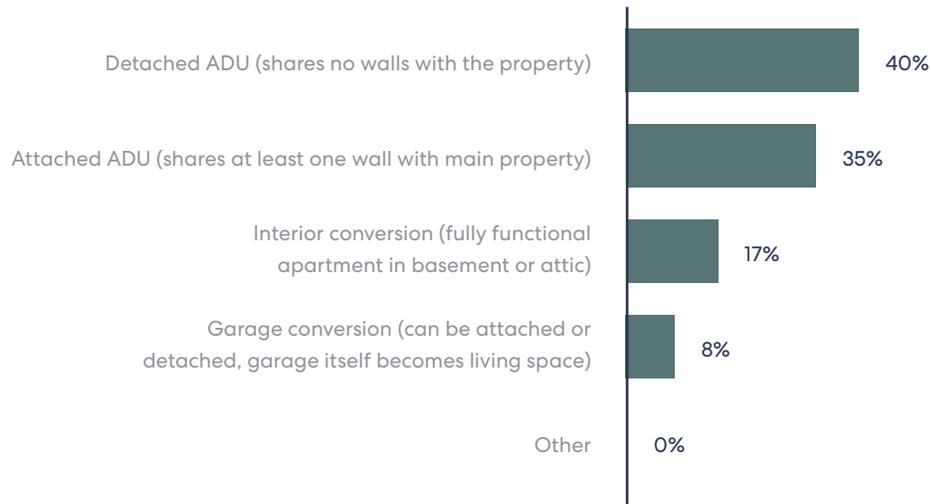
Pacific: What is the most common type of ADU in your market?



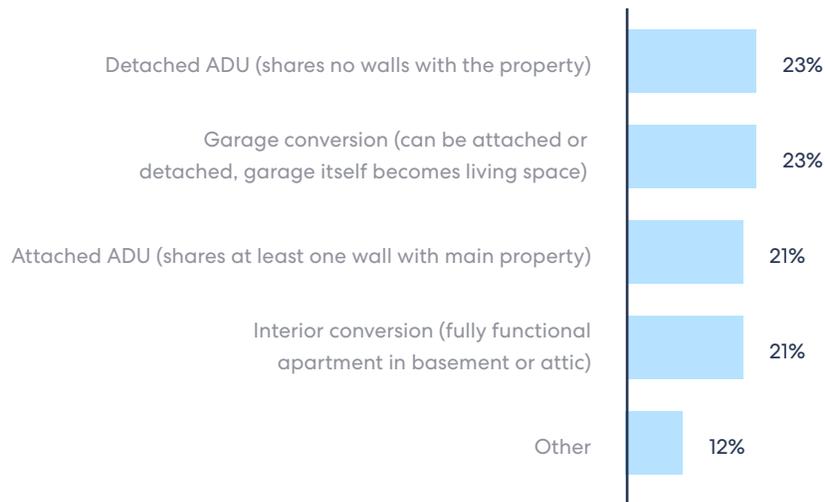
South Central: What is the most common type of ADU in your market?



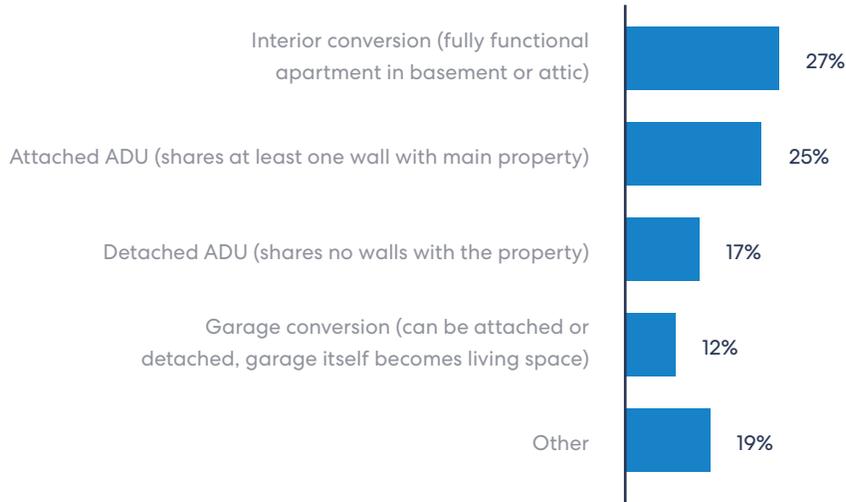
Mountain: What is the most common type of ADU in your market?



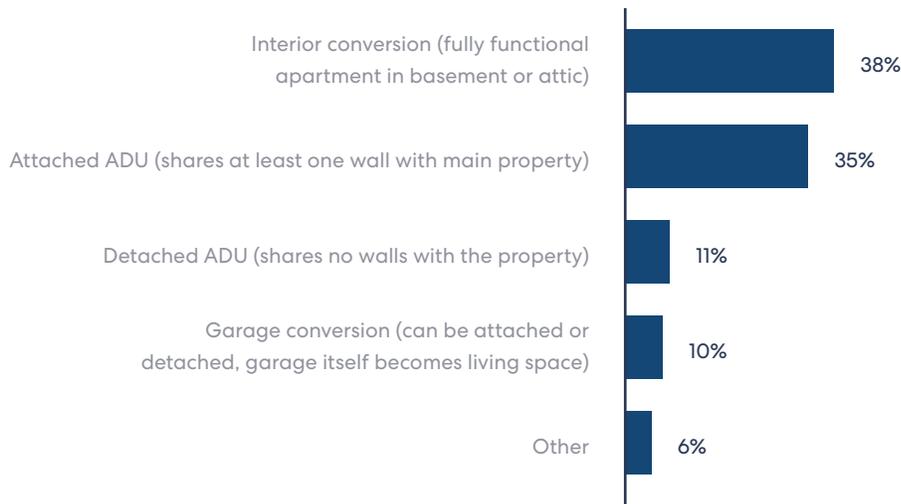
South Atlantic: What is the most common type of ADU in your market?



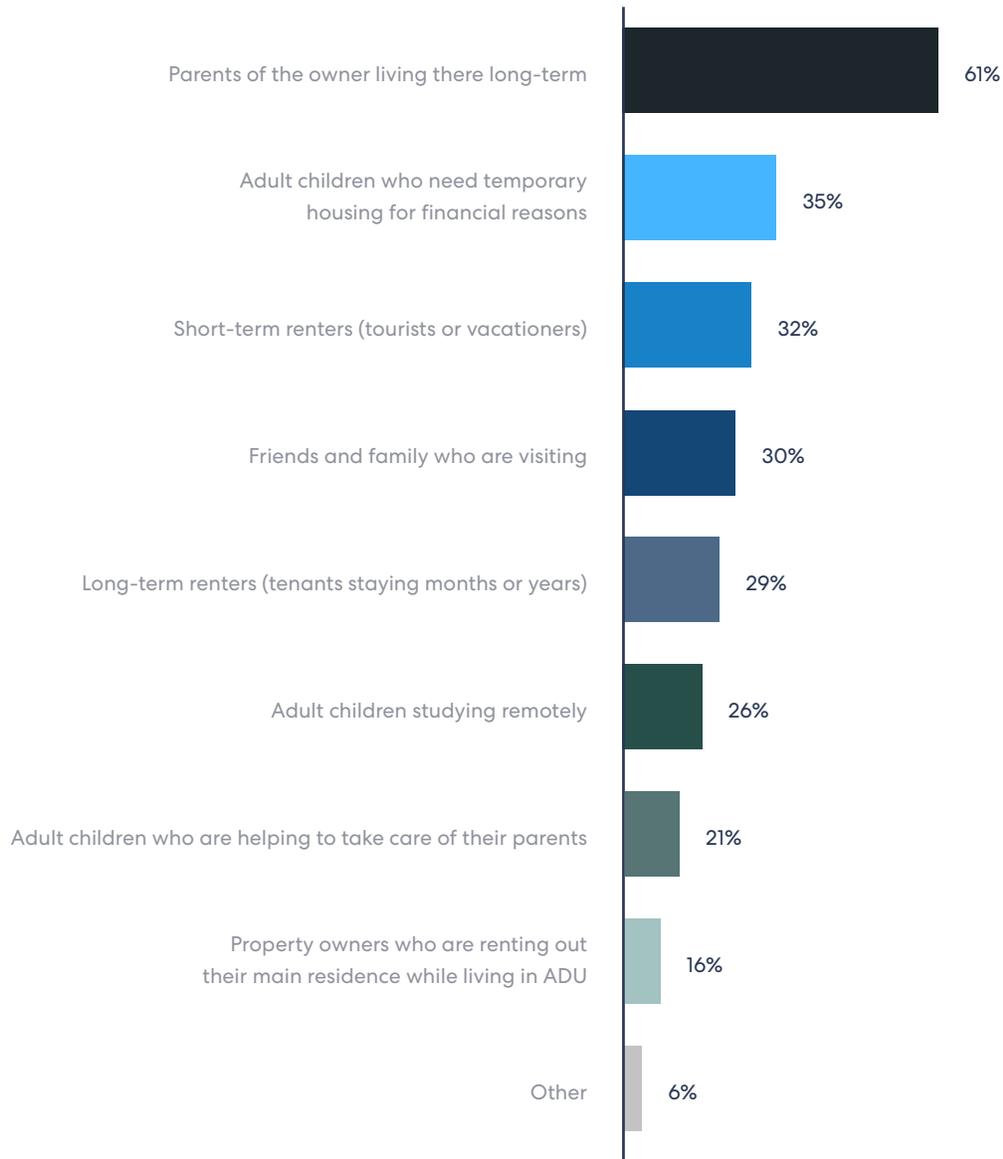
Midwest: What is the most common type of ADU in your market?



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



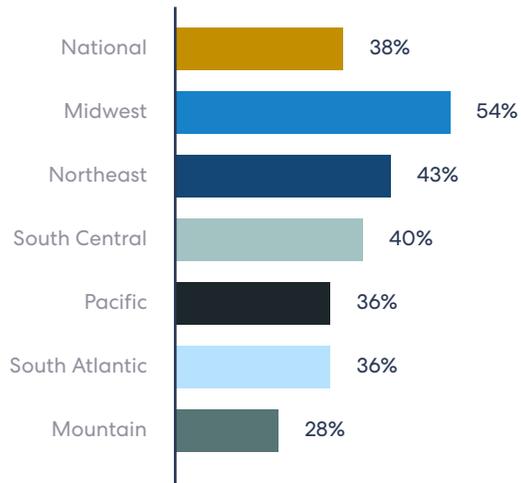
Which types of guests are **most likely to inhabit ADUs** in your market? (Check all that apply.)



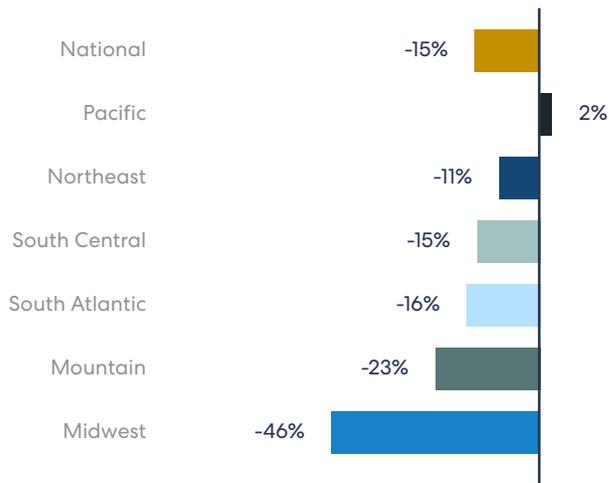
Tell us about the **cost vs. value of an ADU** in your market.



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



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



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

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

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

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



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

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

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

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

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

Where are ADUs legal to rent?

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

What features do ADU renters seek?

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

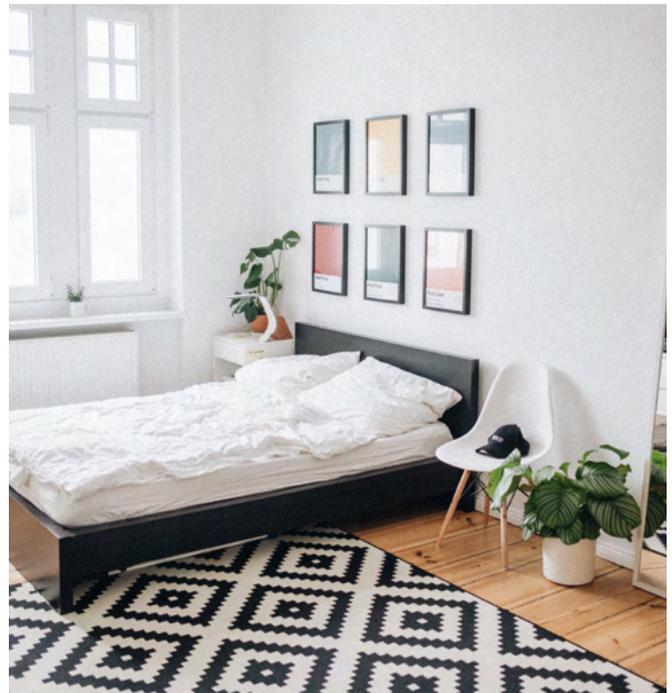
dryer (72% of agents recommend) come in second and third.

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

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

What other factors make an ADU more valuable?

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



Are short-term rentals on the rise?

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

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

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

Can short-term rentals reduce property values?

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

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

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

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

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

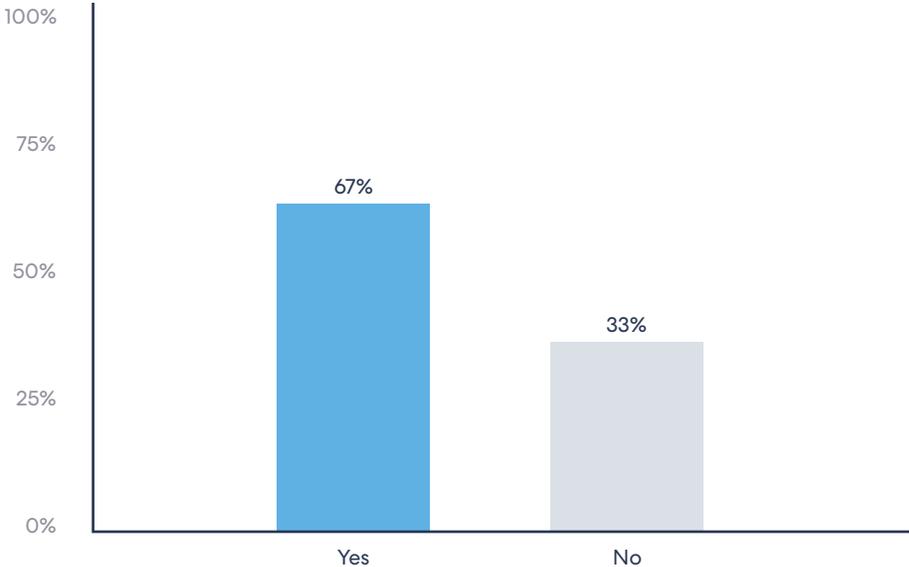
Overall agents seem to suggest finding a middle ground between regulations that support tourism and the creation of affordable housing, while minimizing the “hotel strip” effect with rules on noise and length of stay that can be enforced.



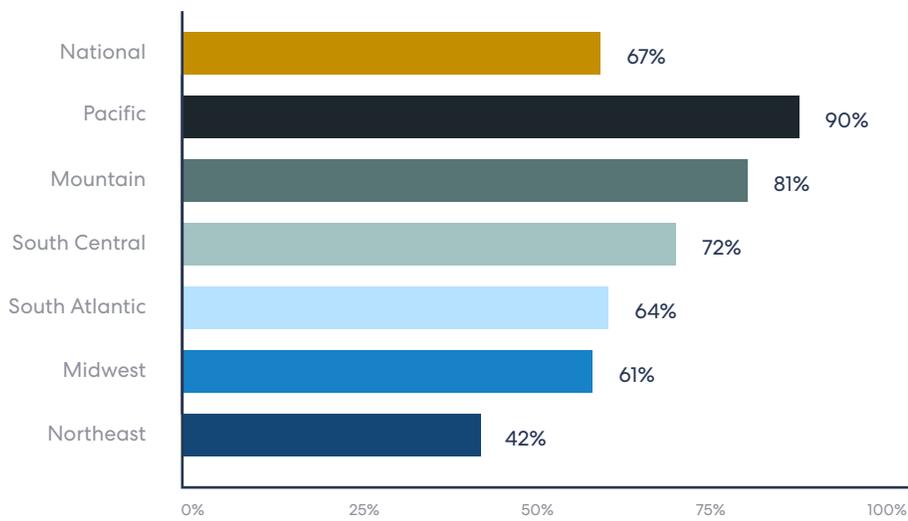
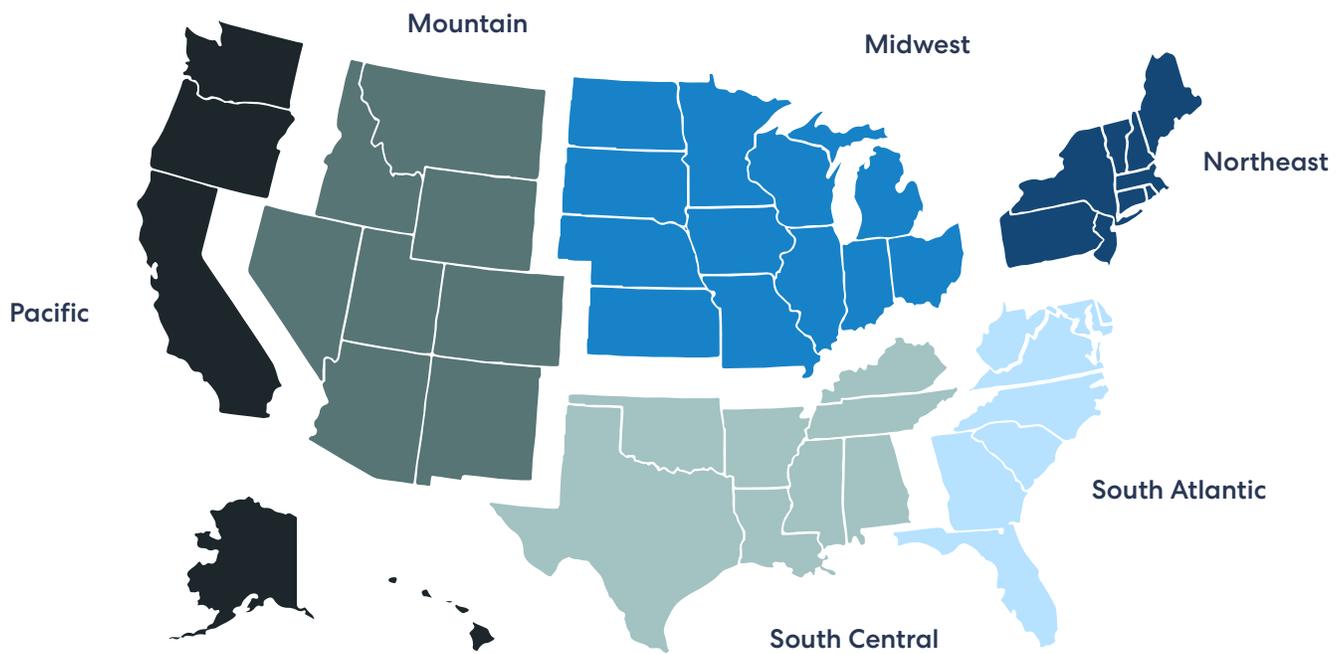
Survey participant [Carolyn Proto](#), a top real estate agent in Millstone Township, New Jersey, shares further insight on the response of municipalities to this trend in requiring longer stay times.

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

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

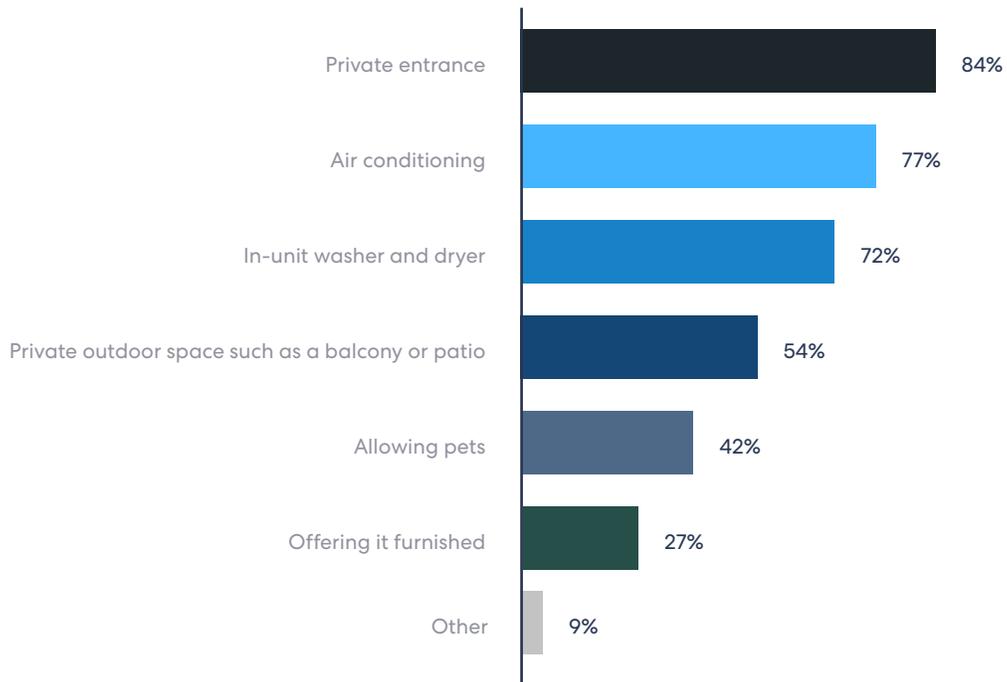


Is it legal to **rent out ADUs** in your city?

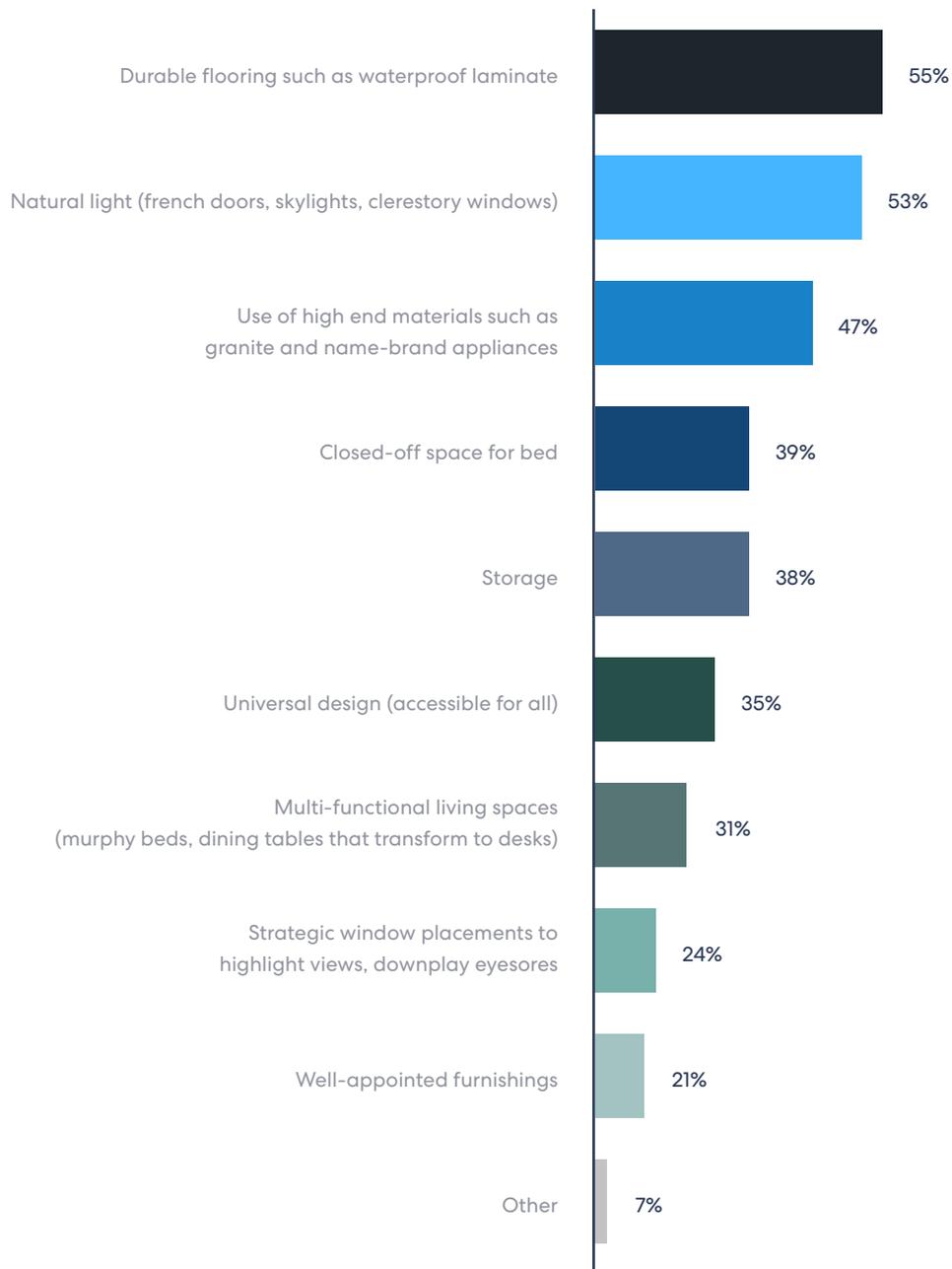


% of agents who say "yes"

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

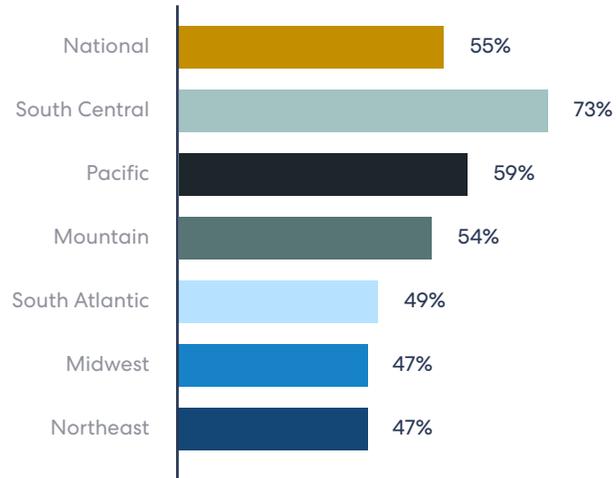


Which of the following **design elements add the most value to ADUs in your market**, either by boosting **resale value or increasing the amount of rent charged?** (Check those that apply.)

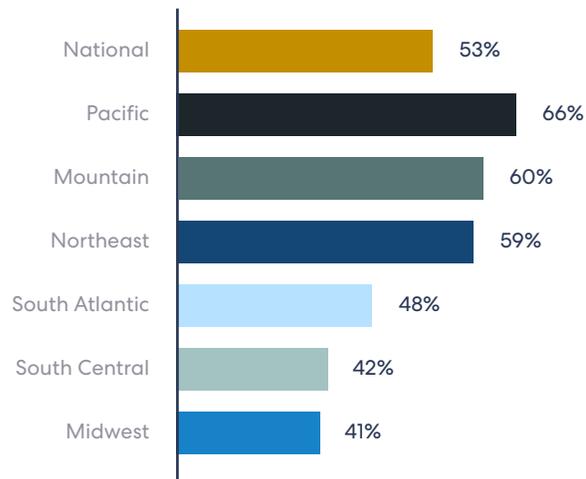


Regional comparison: “_____” is one of the top features that adds the most value to ADUs in my market:

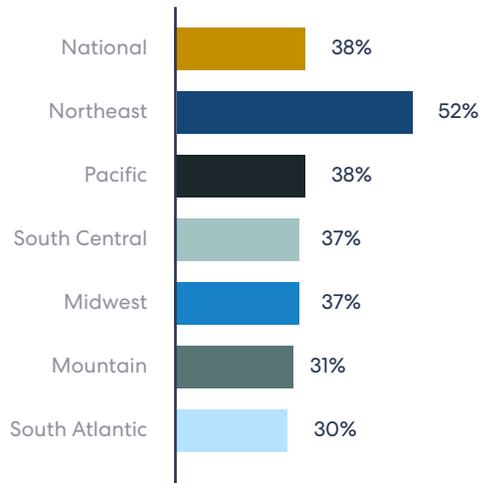
Durable flooring such as **waterproof laminate**:



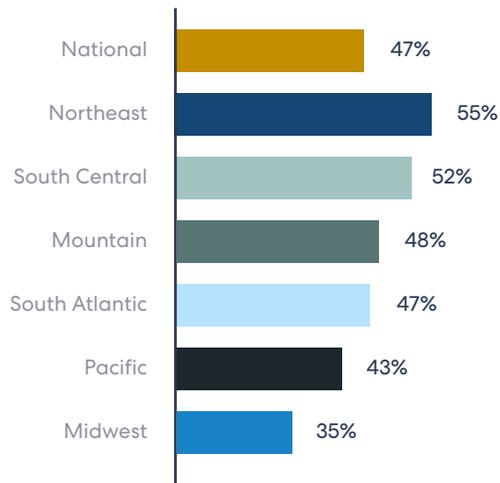
Natural light (french doors, skylights, clerestory windows):



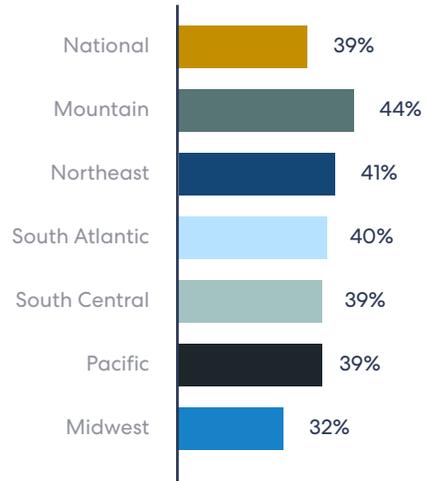
Storage:



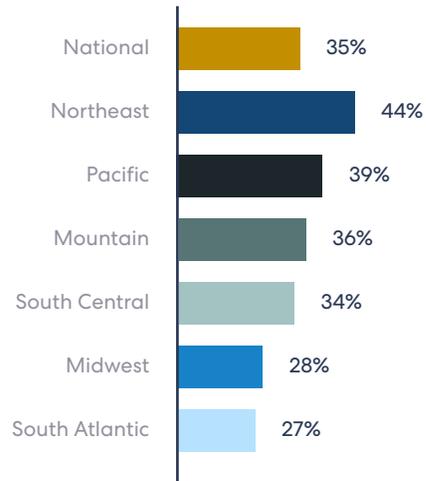
Use of high-end materials such as **granite and name-brand appliances**



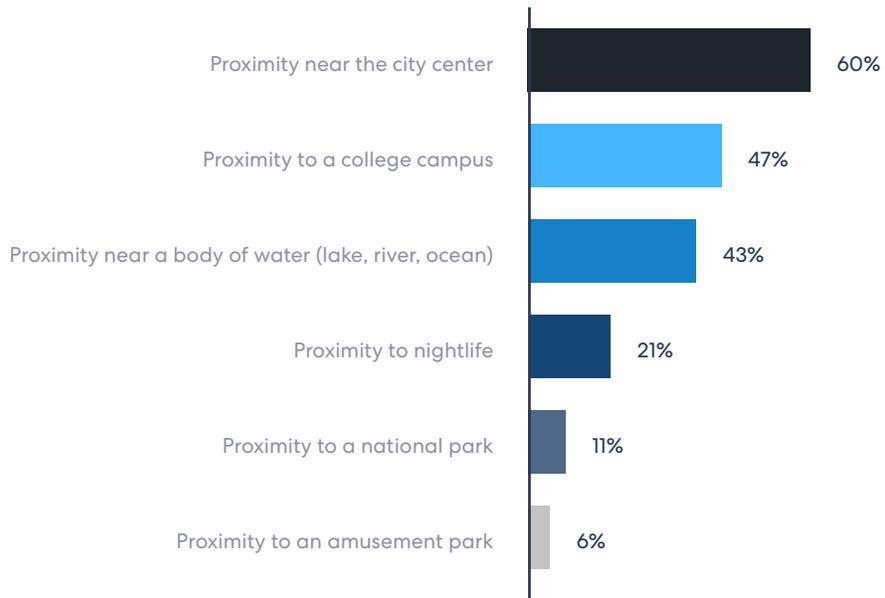
Closed-off space for bed:



Universal design:

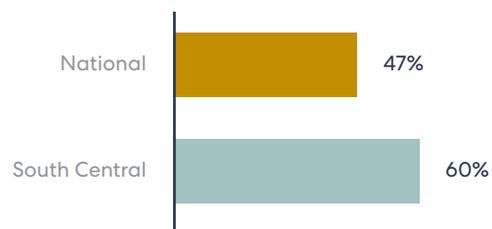
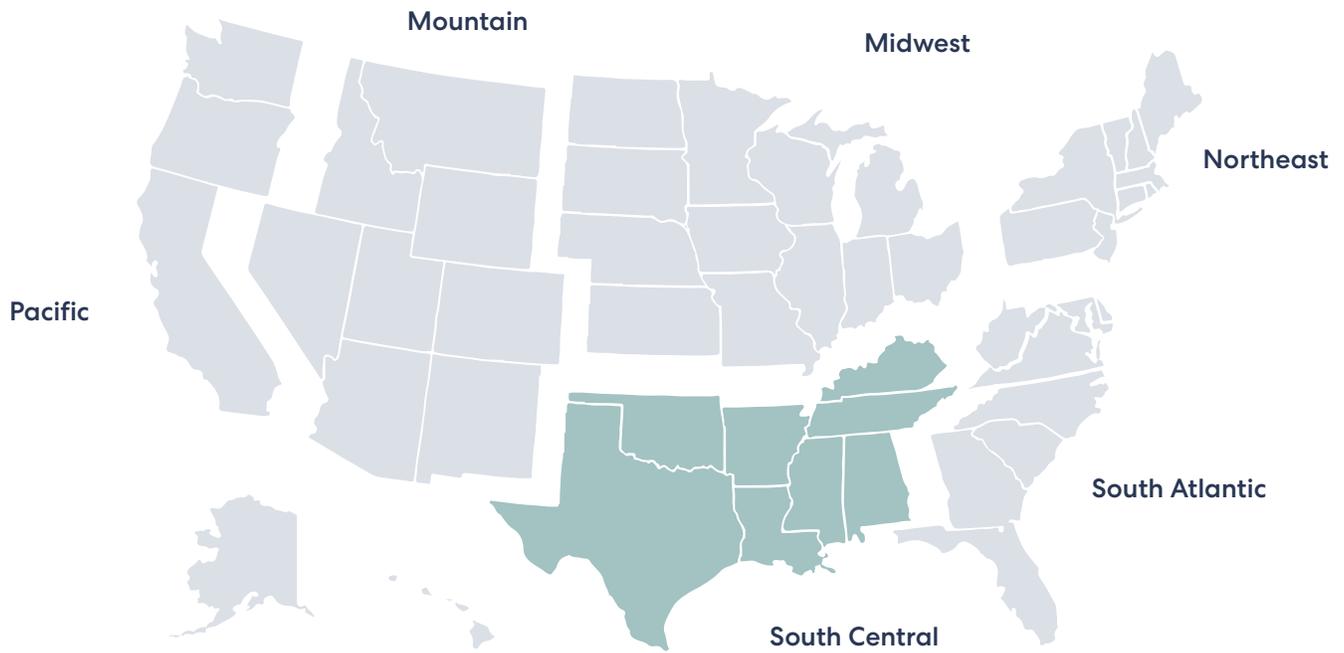


Which of the following **location qualities** are most likely to **increase the value** of an ADU in your market? (Check all that apply.)

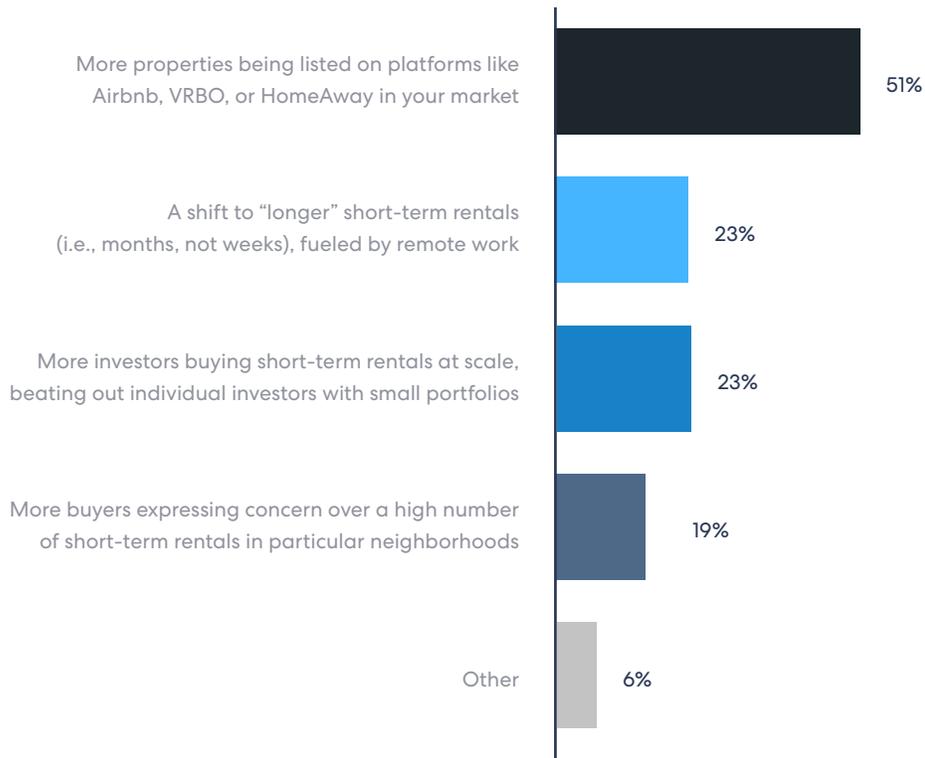


Regional spotlight:

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

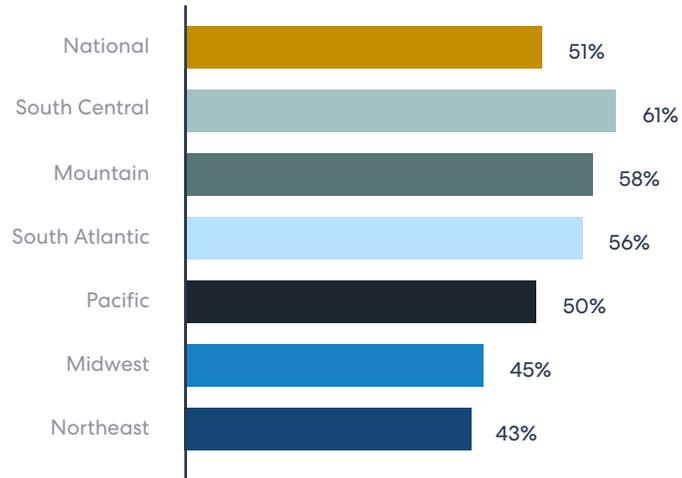


Over the past year, which of the following **short term rental trends** have you seen in your market:
(Check all that apply.)

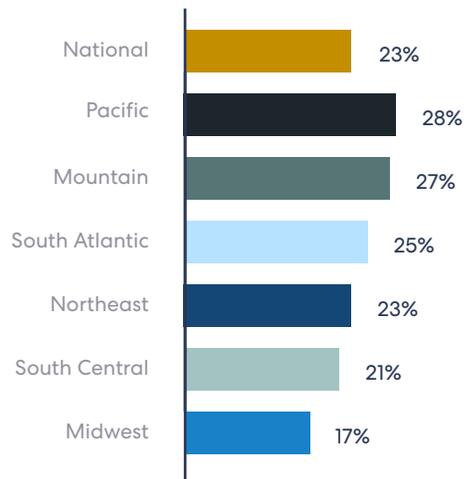


Regional comparison of short-term rental trends

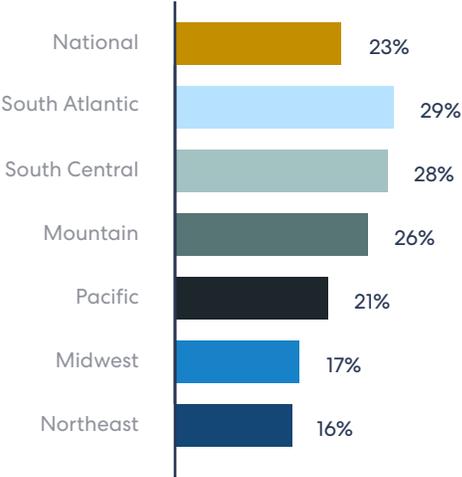
More properties are being listed on platforms like **Airbnb, VRBO, or HomeAway** in my market:



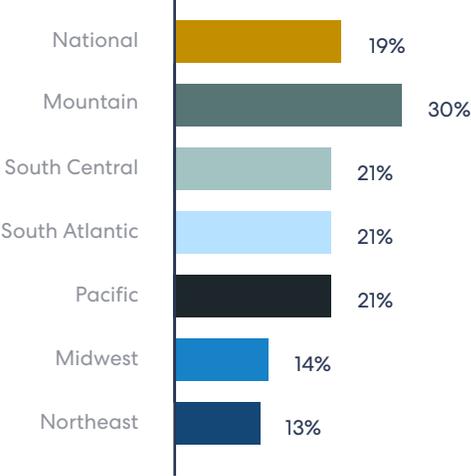
I'm seeing a shift to **“longer” short-term rentals** (i.e., months, not weeks), fueled by remote work:



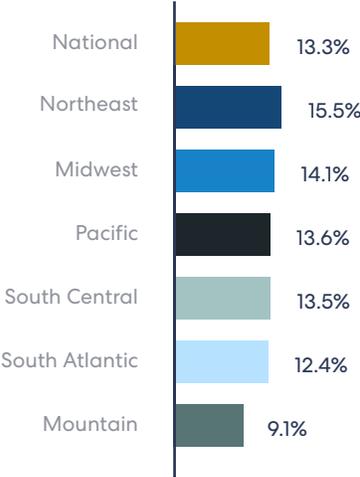
More investors are **buying short-term rentals** at scale, beating out individual **investors with small portfolios in my market:**



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



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



As Golf Popularity Soars, Nearby Property Values Follow Suit

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

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

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

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

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

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

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



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

48%

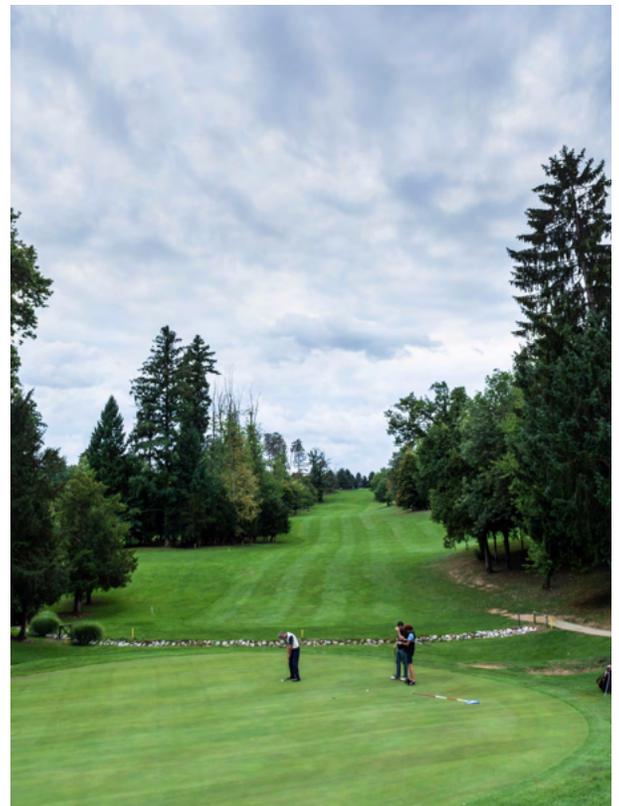
Since COVID / March 2020, the value of a location inside a golf community has increased 48% nationally, from \$16,174 to \$24,002, according to our survey results.

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

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

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

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



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

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

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

National



Mountain



Northeast



Pacific



South Central



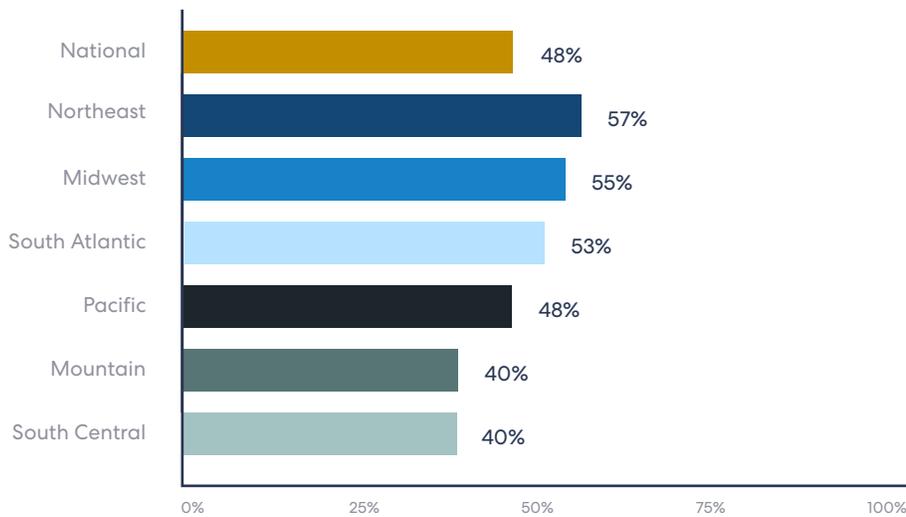
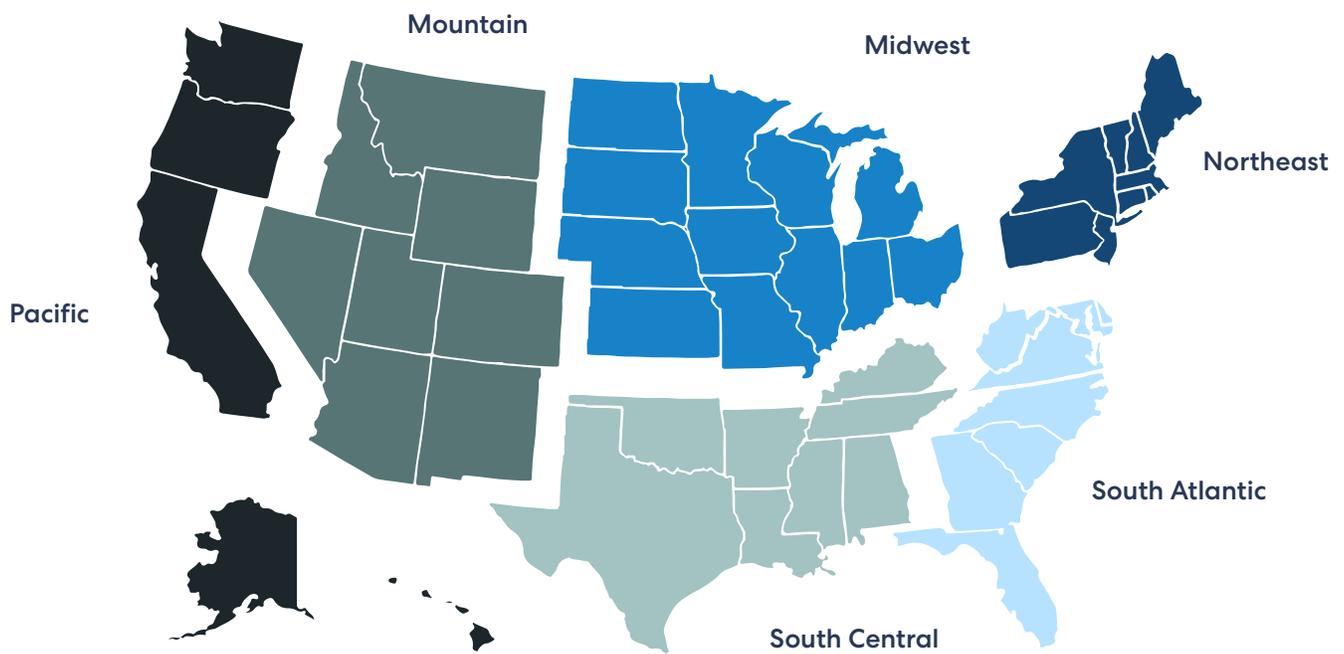
South Atlantic



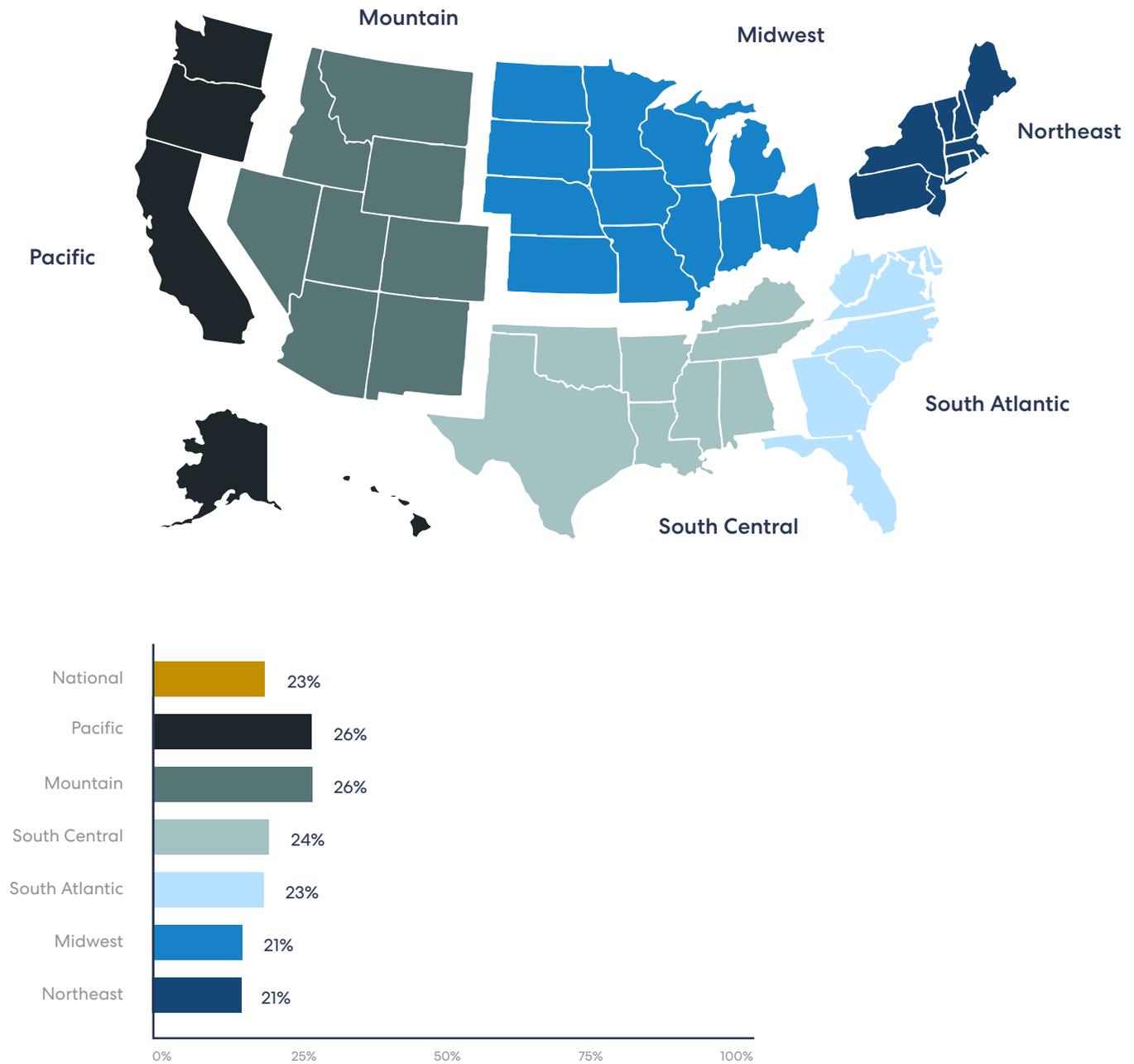
Midwest



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



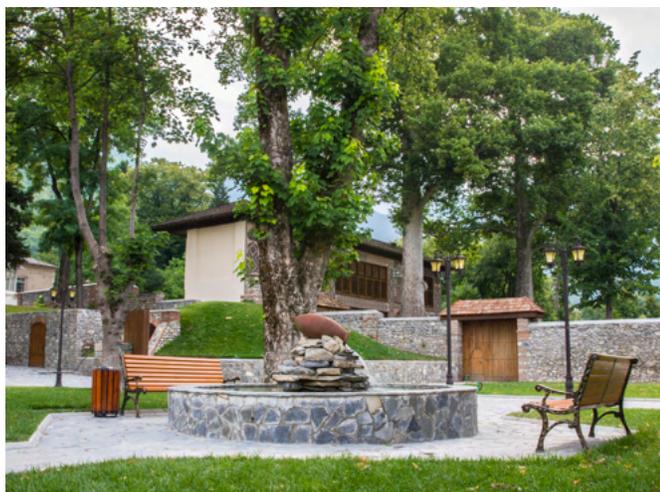
Over the past year, people in their 30s and 40s have been more likely embrace the **country club lifestyle** in my market compared to pre-COVID times.



Outdoor Fireplaces Get Their Glow Up As Key Outdoor Lounge Feature

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

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



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

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



Jackye Mumphrey

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

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

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

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

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

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

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

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

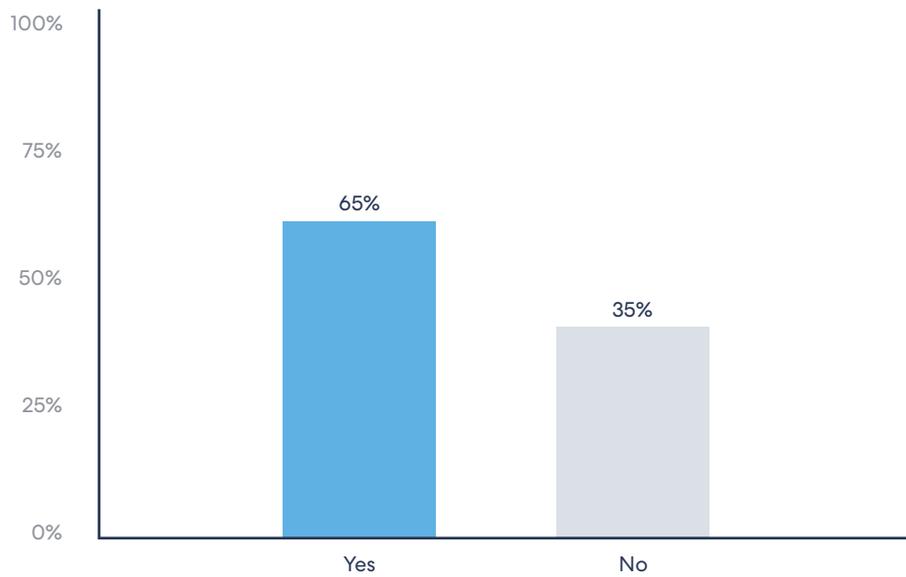
“Exterior hardscaping is a very desirable addition to buyers,” summarizes survey participant [Tom Krieger](#), a top agent in Tucson, Arizona. “Complete outdoor living is a high-demand feature.”

123%

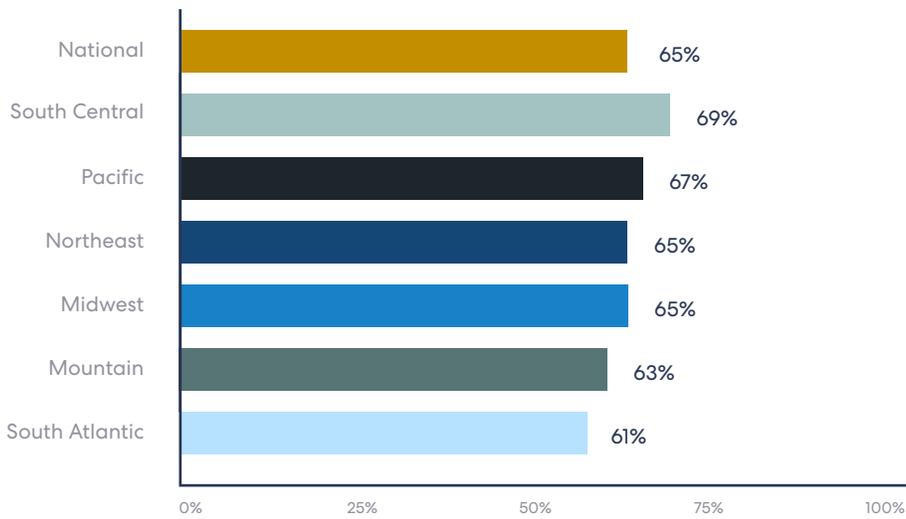
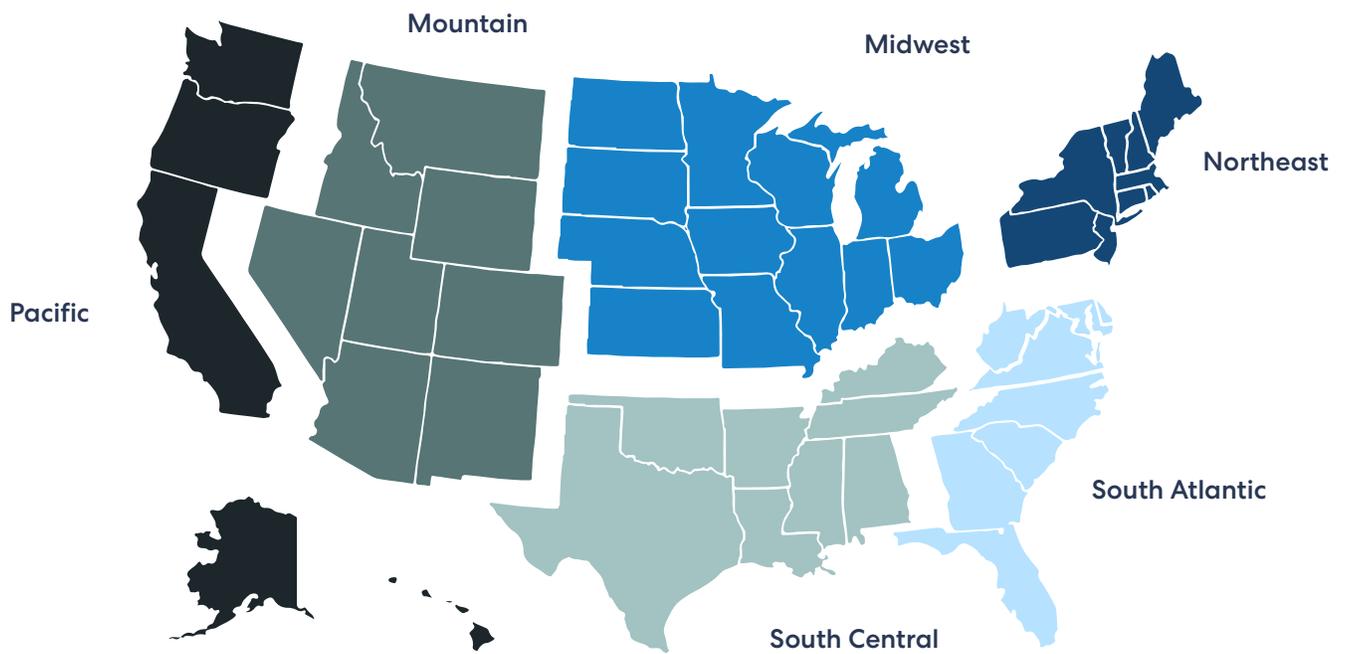
Although outdoor fireplaces are desirable in many markets across the nation, the Pacific region by far saw the most dramatic increase in the value of outdoor fireplaces, from \$4,254 to \$9,497, a 123% boost.



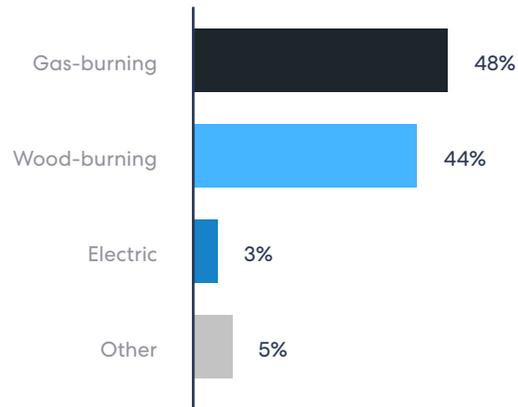
Since March 2020, buyer interest in **outdoor fireplaces** (which are more formal and usually pricier than fire pits) has increased:



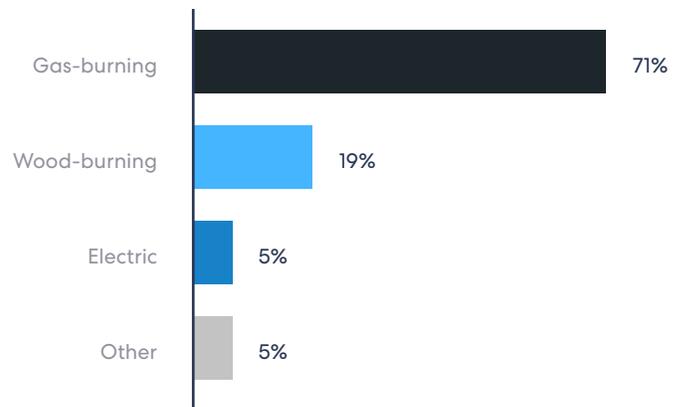
% of agents who say buyer **interest in outdoor fireplaces** has increased in their market since 2020



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



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



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

- Estimated value of an indoor fireplace pre-covid
- Estimated value of an indoor fireplace in today's market

National



Pacific



South Central



Northeast



Midwest



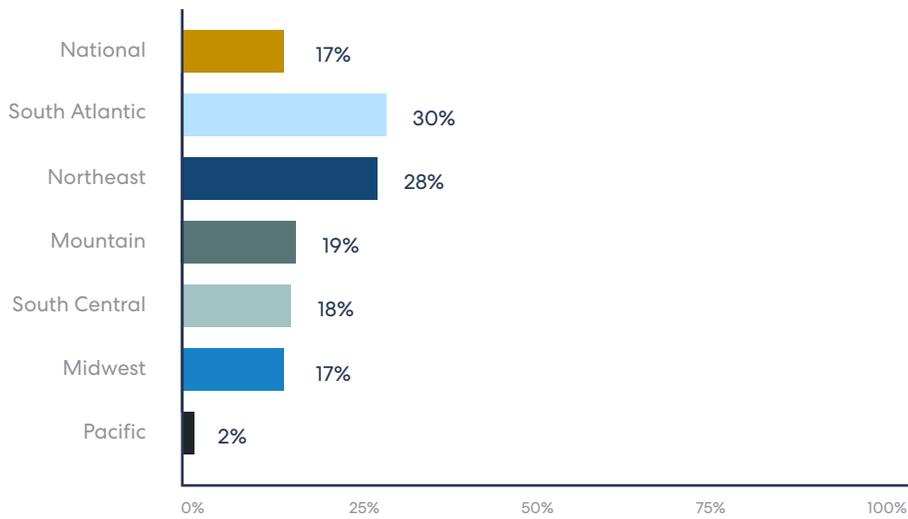
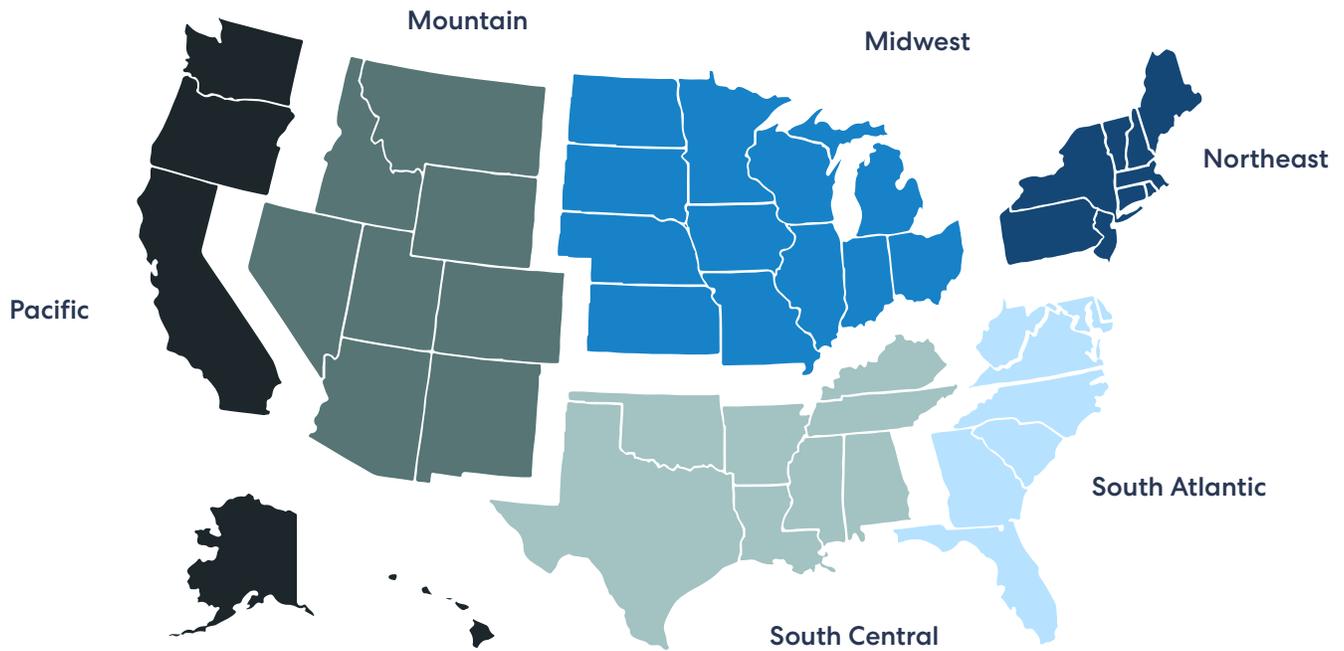
Mountain



South Atlantic



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



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

- Estimated value of an indoor fireplace pre-covid
- Estimated value of an indoor fireplace in today's market

National



Pacific



Mountain



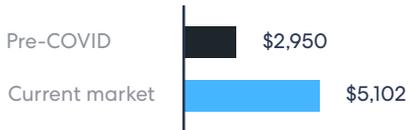
South Central



Northeast



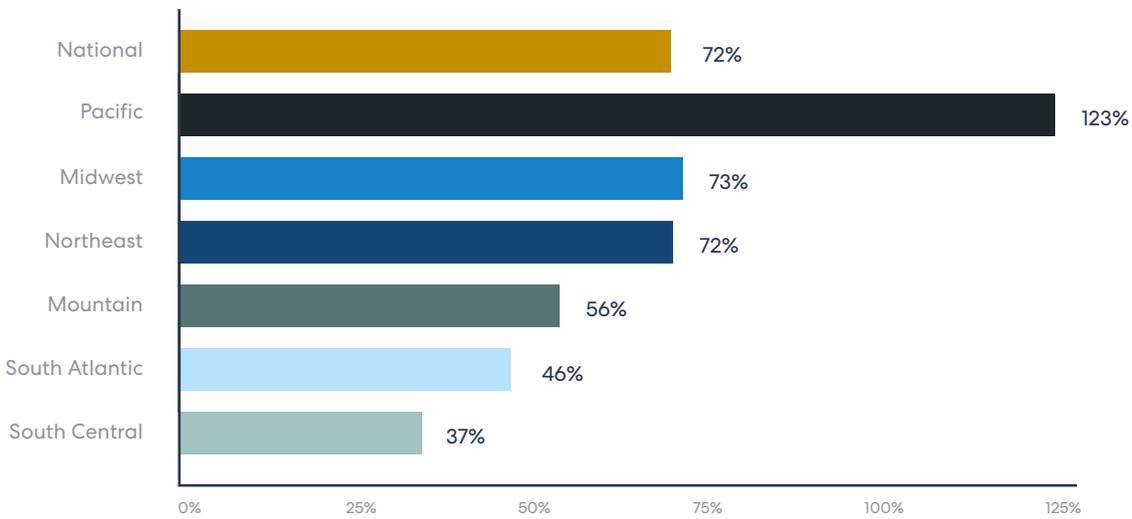
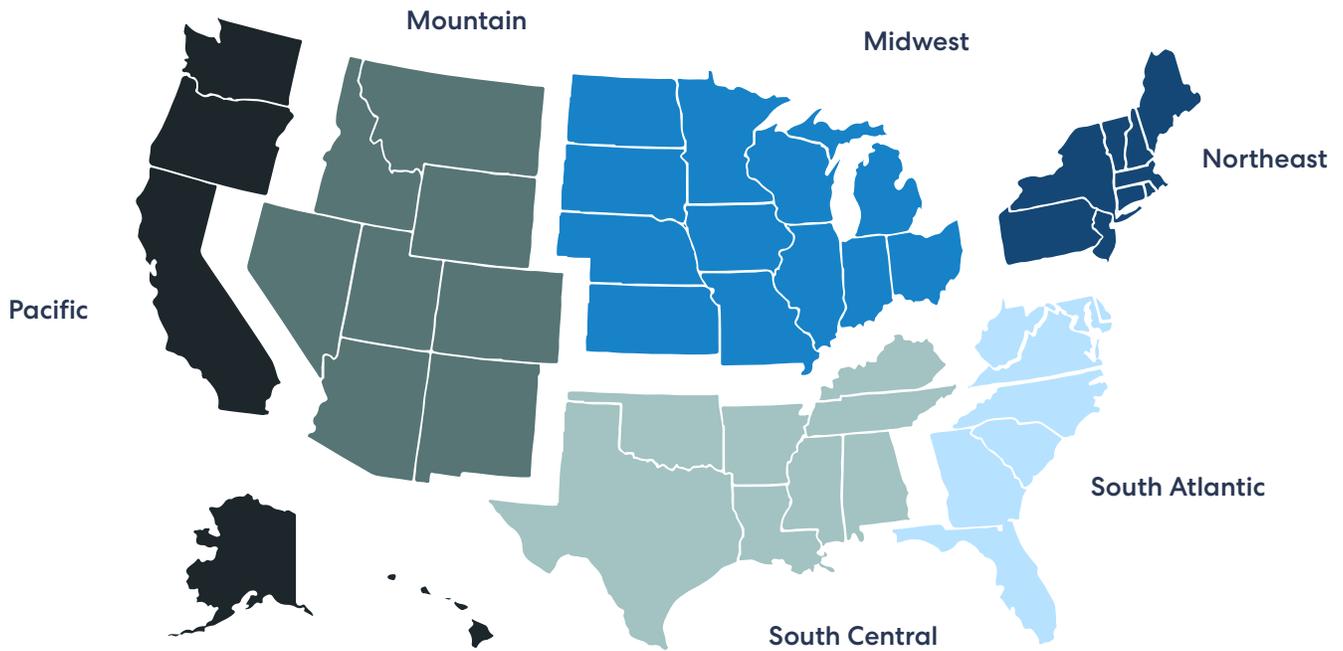
Midwest



South Atlantic



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



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

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



Steven Kinne

Compass (Houston, Texas)

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



Reylene Lewis

Century 21 Beal (College Station, Texas)

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



Patrick Muldoon

Muldoon Associates, Inc (Colorado Springs, Colorado)

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



Gabby Taylor

RE/MAX Advantage (Redlands, California)

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



Aaron West

PMZ Real Estate (Modesto, California)

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

Top Agents Who Made This Survey Possible

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

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

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

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

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

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

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

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

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

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

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

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

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

About HomeLight

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

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

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

