

Top Agent Insights

Fall 2026

Pricing accurately from the start matters more than ever

Sellers may need to act quickly when buyer interest falls short

Small, targeted updates often beat major renovations

Affordability is changing the incentives sellers offer buyers

The strongest offer isn't always the one with the highest price



About This Survey

The survey for HomeLight's Top Agent Insights Q3 2026 Report was fielded between August 25 and September 3, 2026, through an online poll of 715 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 millions of homebuyers and sellers nationwide.

Data for previous HomeLight surveys can be accessed at the links below:

[Q2 2026 Top Agent Insights: Spring/Summer Edition](#)

[Q2 2026 Lender Insights & Predictions: Buyers Finding a Way](#)

[Q4 2025 Top Agent Insights: Housing Market Outlook & Predictions for 2026](#)

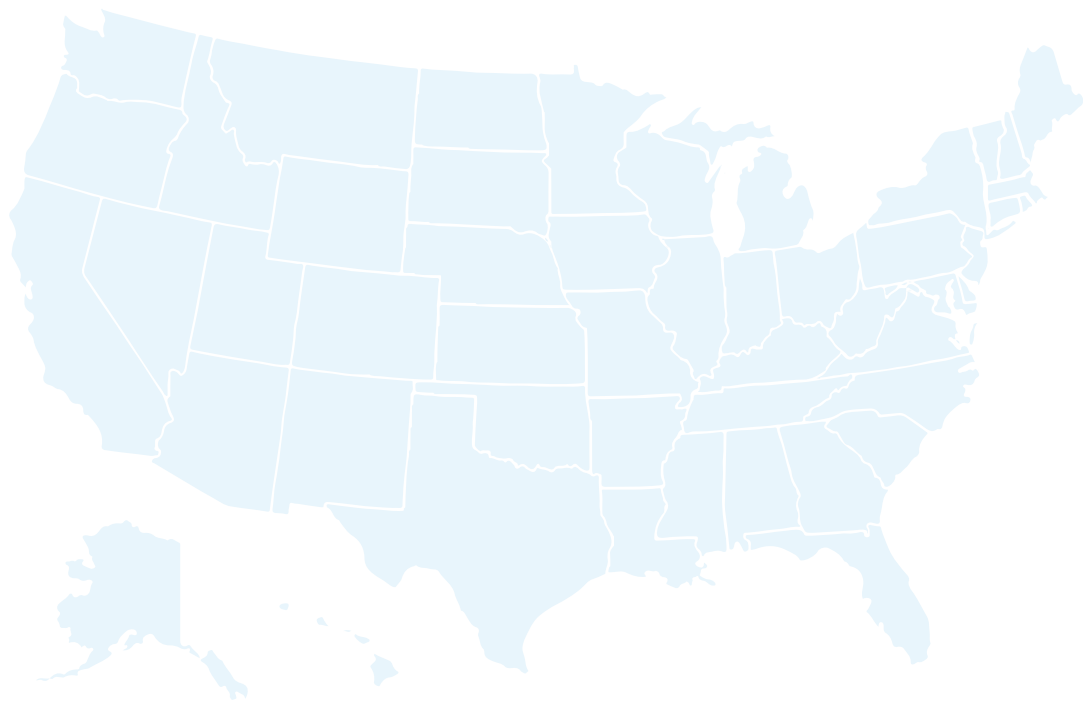
[Q4 2025 Lender Insights & Predictions for 2026: Move-up Buyers Will Lead the Charge](#)

[Q3 2025 Top Agent Insights: How to sell a home in an uncertain market](#)

[Q3 2025 Lender Insights & Predictions: DTI Ratios Are Higher Than Ever](#)

[Q2 2025 Top Agent Insights: AI Edition and Market Trends](#)

[Q2 2025 Lender Insights & Predictions: Buydowns Are on the Rise](#)

**Pacific:**

Alaska
California
Hawaii
Oregon
Washington state

Mountain:

Arizona
Colorado
Idaho
Montana
Nevada
New Mexico
Utah
Wyoming

Midwest:

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

Northeast:

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

South Atlantic:

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

South Central:

Alabama
Arkansas
Kentucky
Louisiana
Mississippi
Oklahoma
Tennessee
Texas

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Sellers have less room for pricing mistakes

Sellers have less room to get the price wrong in today's market. Buyers are paying close attention to affordability and value, while many sellers are still adjusting to a market where homes can take longer to sell, and buyers have more choices.

At the same time, online estimates and AI-generated information are giving sellers more ways to form opinions about what their home is worth. When that information is inaccurate, outdated, or missing important local context, it can make it harder for sellers to accept what the market supports. For agents, that can mean resetting expectations before a home even hits the market.

In this report, top real estate agents nationwide share what sellers may need to rethink about pricing, preparation, buyer expectations, and getting a deal to closing.

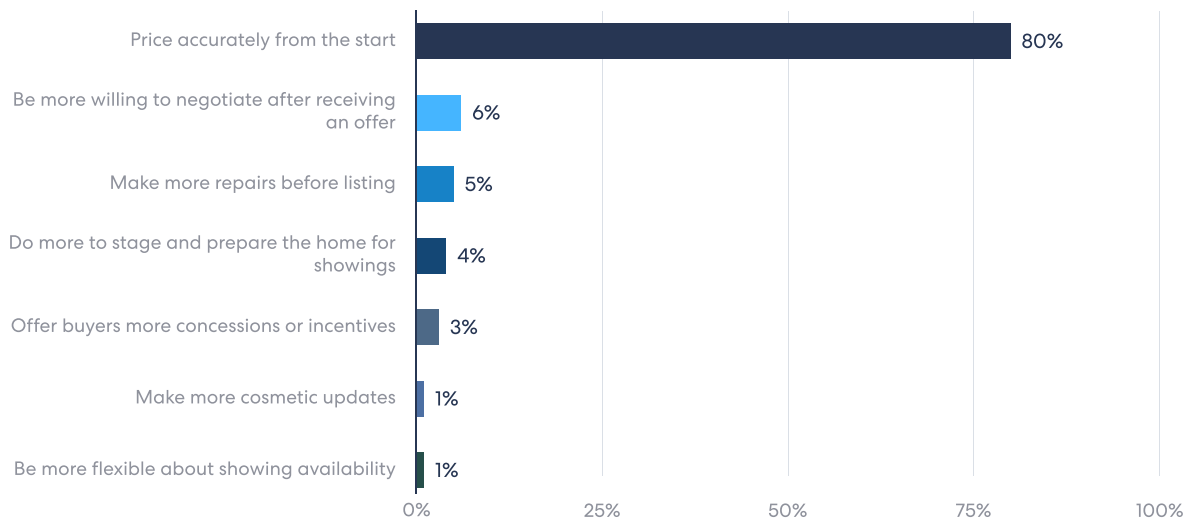
Pricing accurately from the start is now the top priority

When asked which part of selling a home has become more important than it was a year ago, 80% of agents chose pricing a home accurately from the start. No other response came close.



Starting too high can make it harder to attract buyers early, often forcing sellers to reduce the price later and potentially accept less than they might have with more accurate initial pricing.

Compared with a year ago, what has become more important for sellers to do to successfully sell a home?



Sellers are overestimating both price and speed

Of the agents surveyed, 50% say home value is the expectation they most often need to reset with sellers, or bring in line with current market conditions. Another 25% say sellers most often need to adjust expectations about how quickly their home will sell.

Together, price and timing account for three-fourths of responses, far ahead of expectations around preparation, number of offers, concessions, or net proceeds.

This suggests that many sellers are entering the market expecting a higher price or a faster sale than current conditions can deliver.

Online information and AI are complicating seller price expectations

Nearly two-thirds of agents, 64%, say sellers are most likely to misunderstand what their home is worth based on information they find online or through AI. The next most common answer, at 11%, is how their local market is performing.



Online estimates and AI tools can shape a seller's expectations, but they may not reflect everything affecting a home's value today. Condition, recent comparable sales, current competition, and local buyer demand all play a role, and overlooking those factors can create a gap between what a seller expects and what the market supports.

"Online estimates and AI can provide useful information, but they don't always understand the nuances that drive value at the local level," says [Nicole Kovach](#), a top-performing real estate agent in Kihei, Hawaii. "Sellers can mistake an algorithm's estimate for market value, when ultimately, value is determined by what today's buyers are willing to pay."

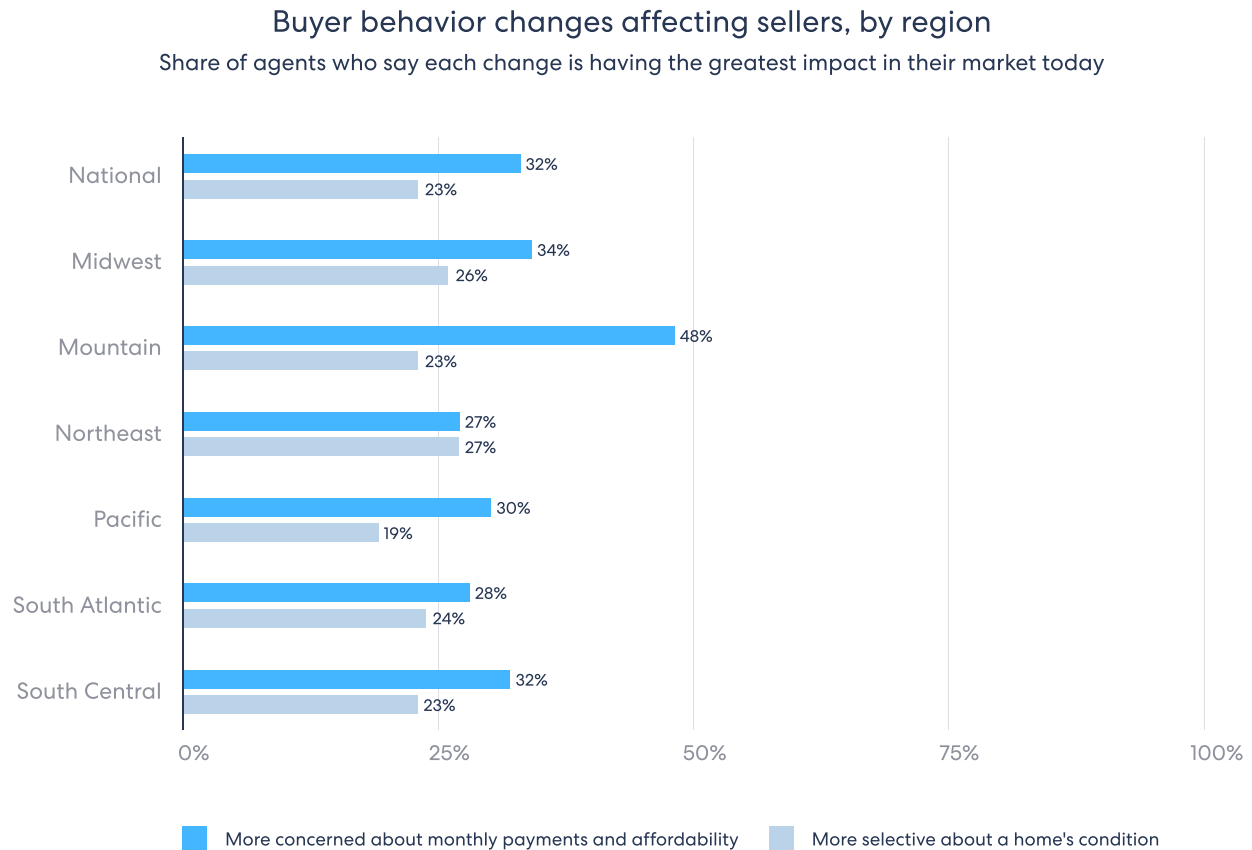
Today's buyers are less forgiving of overpricing

When asked which change in buyer behavior is having the greatest impact on sellers, 32% of agents point to buyers becoming more concerned about monthly payments and affordability. Another 23% say buyers are becoming more selective about a home's condition, while 16% say buyers are taking longer to make decisions.

Together, affordability and condition account for 55% of responses. Buyers who are more budget-conscious and selective may be less willing to overlook a price that feels too high.

The results vary somewhat by area. The Mountain region shows the strongest response, with 48% of agents pointing to greater buyer concern about monthly payments and affordability.

In the Northeast, however, affordability shares the top spot with greater selectivity about a home's condition, both at 27%.



**Pacific note: Second place is tied between home condition and taking longer to make decisions (19% each)*

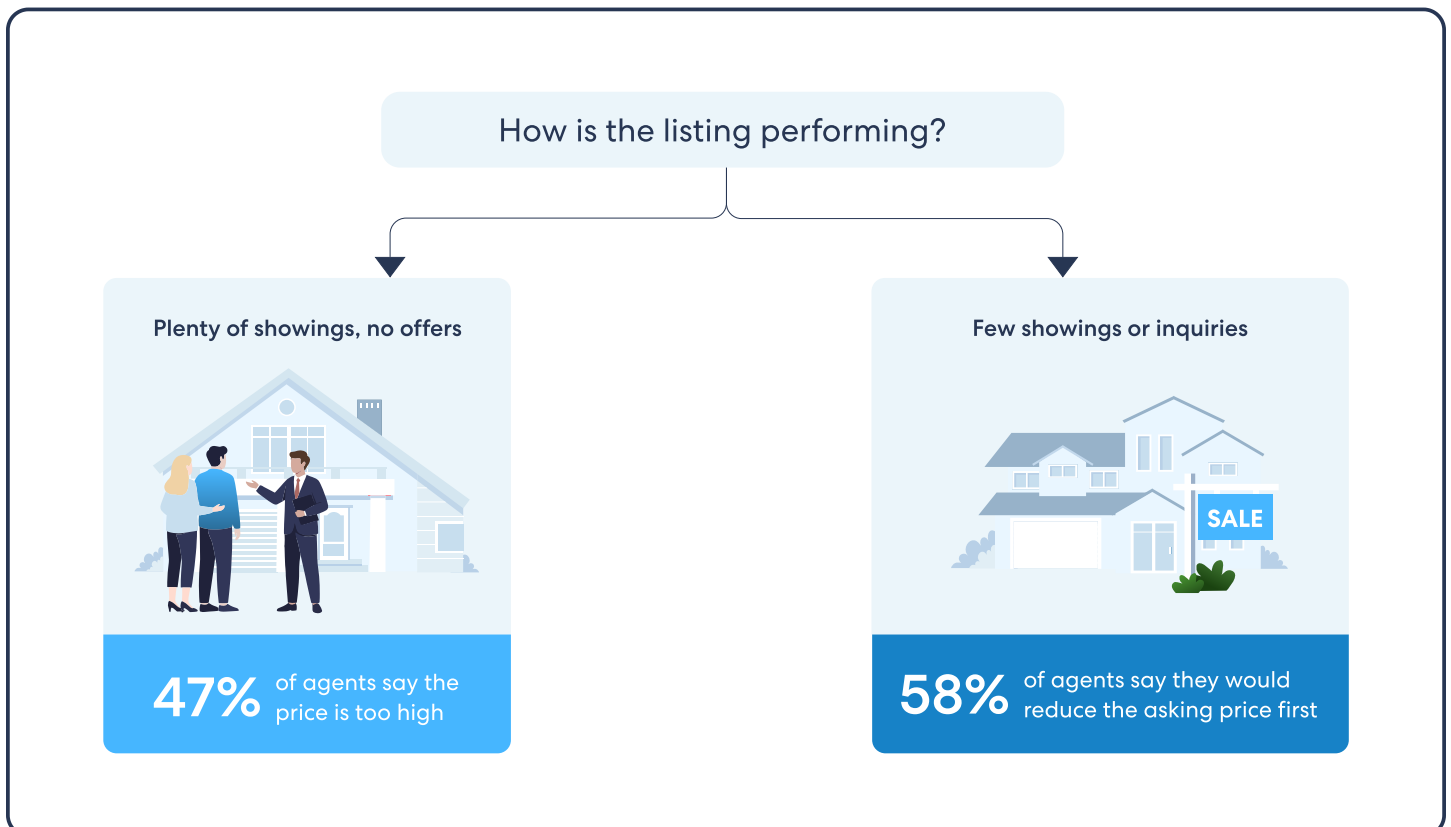
When a home isn't selling, agents say to act quickly

A slow listing can reveal where buyer interest is breaking down. Some homes attract showings but no offers, while others struggle to get buyers through the door at all. In both cases, agents say the response often starts with reevaluating the asking price.

Showings without offers often point back to price

When buyers are touring a home but not making offers, 47% of agents say the asking price is most likely too high. Condition is the next most common explanation at 19%, followed by buyers finding better value in competing homes at 13%.

When showings and inquiries are scarce, 58% of agents say reducing the asking price is the first change they would recommend. Far fewer would start by addressing condition issues (13%) or changing the listing photos, description, or marketing (8%).



“When consistent feedback from numerous buyers indicates that a home is overpriced, sellers need to take that feedback seriously. An agent can create exposure and generate interest, but ultimately, the market determines what buyers are willing to pay,” says [Todd Riccio](#), a HomeLight Elite Agent serving Thousand Oaks, California.



Most agents recommend making a change within four weeks

Agents also caution against waiting too long to respond. 83% recommend making a significant change within four weeks when a home isn't attracting serious buyer interest.

That includes 36% who recommend acting within one to two weeks and 47% who say three to four weeks.

Timing varies somewhat by region. Midwest agents are the quickest to act, with 56% recommending a change within one to two weeks, while 57% of Pacific agents favor three to four weeks.



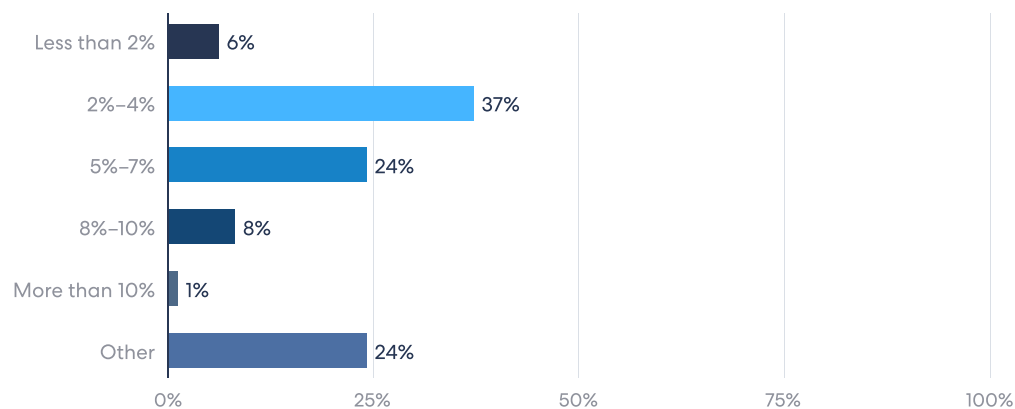
“A seller must price into the energy of the market. If there is no energy in the first two or three weeks on market, then there is a price versus product discrepancy.”

— [Regan Beegle](#), a HomeLight Elite Agent serving Newport Beach, California

The size of a price cut matters, too

Agents most commonly recommend a price cut between 2% and 7%, with 2% to 4% being the most common range.

If a home isn't selling in your market and needs a price cut, how much do you typically recommend reducing the asking price?



Another 24% say there isn't a typical amount, reflecting how much the right price cut depends on the home and market.

"I base the reduction on current market data and competing inventory, while also considering the seller's motivation, timeline, and bottom line," says [Courtney Holman](#), a top agent serving Atlanta, Georgia. "The goal is to make a meaningful adjustment that improves the property's market position while still supporting the seller's objectives."

Waiting too long is the biggest mistake

When asked what sellers most often get wrong after a home has been sitting without an offer, 44% of agents point to waiting too long to reduce the price.

Another 26% point to sellers refusing to adjust their expectations, while 16% say the problem is making too small a price reduction.

Together, 86% of agents point to mistakes around pricing and expectations, reinforcing the importance of responding to the market rather than waiting for buyer interest to improve on its own.

What agents tell sellers when buyers aren't biting

1 Listen to the market

“Don’t take a lack of buyer interest personally — but do take it seriously. The market is giving you information, and the sooner you respond to that information, the better.”

— [Kelly Stene](#), Sioux Falls, South Dakota

2 Revisit the price

“I always tell my sellers that adjusting the strategy isn’t admitting defeat. Sometimes a small change is exactly what puts the home in front of the right buyer. The goal isn’t just to list your home, it’s to get it sold.” — [Alleya Johnson](#), Richland County, Ohio

3 Improve the presentation

“Walk through the house as if you were a buyer. Do you see any deferred maintenance? Are there any odors present? I always tell my sellers that a fresh coat of paint is the highest ROI you can make.” — [Jimmy Lane](#), Key West, Florida

Sellers should spend strategically, not extensively

Getting a home ready to sell doesn't always require a long list of upgrades. Agents are more likely to prioritize simple, visible improvements that help a home show better than costly projects that may not pay off.

Small updates can have the biggest impact

When agents were asked which single improvement or preparation step they would prioritize before listing, 32% chose fresh interior paint. Professional deep cleaning followed at 20%, while 13% chose curb appeal and landscaping.

Together, 65% of agents prioritize paint, cleaning, or curb appeal over projects such as replacing worn flooring, professional staging, or minor kitchen updates.



A dated home doesn't necessarily need a renovation

Even when a home hasn't been updated in decades, agents rarely recommend a major overhaul before listing. Just 2% say completing a major renovation is most likely to maximize the seller's proceeds.

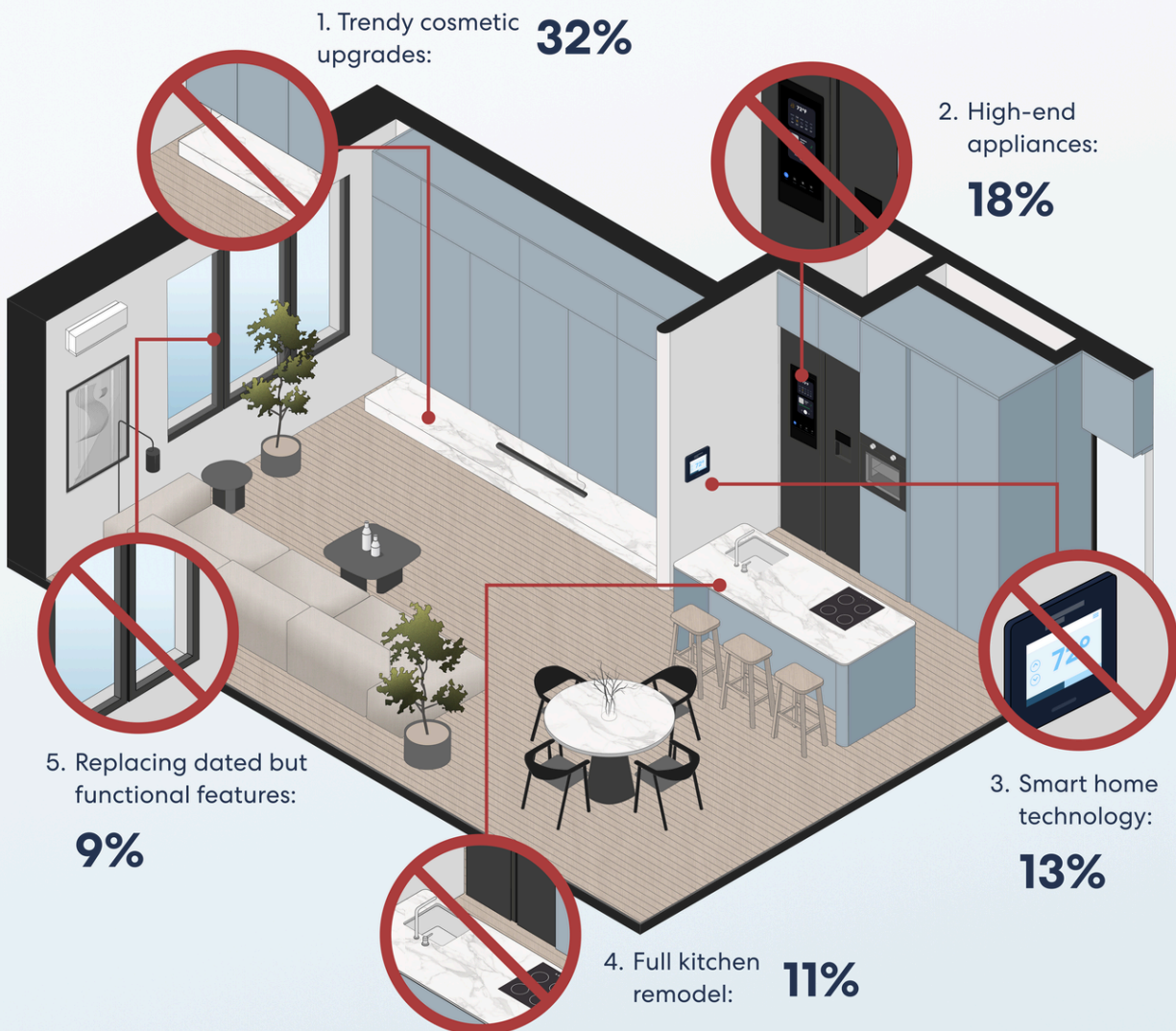
Instead, 34% of agents recommend selling the home as-is and pricing it accordingly, while 30% favor low-cost cosmetic updates such as fresh paint or new fixtures. Another 12% recommend several targeted updates, and 11% would address needed repairs while skipping cosmetic changes.

Agents draw a distinction, however, between dated finishes and more serious repair needs. When asked which types of homes are most difficult to sell, agents put homes needing major repairs at the top of the list. Dated but livable homes were less challenging, falling behind condos and homes with unusual layouts or features.

Sellers are spending money in the wrong places

Not every upgrade is worth the investment. When agents were asked which home improvement sellers most often waste money on before listing, 32% pointed to trendy cosmetic upgrades.

5 home improvements agents say *may not* be worth the cost



Sellers may be better off focusing on basic presentation and necessary fixes than spending heavily on upgrades that may not add enough value to justify the cost.

When sellers' personal tastes get in the way

Agents shared some of the stranger things sellers refused to change, even after buyers reacted negatively.

- 1 “I had a seller with a giant aquarium — we're talking a 300-gallon tank taking up the entire dining room wall. Buyers walked in, and the first thing they saw wasn't the house, it was a wall of fish and a humming filter.”
— [Brian Burke](#), *Denver, Colorado*

- 2 “One seller had a coffin in the basement that had stereo equipment inside with speakers built into it. Buyers were totally creeped out, and the seller refused to put it into storage.”
— [Susan Roberts](#), *Carmel, Indiana*

- 3 “Seller kept a floor-to-ceiling mounted bear, bobcat, and deer wall, believing it proved the home had ‘rugged quality.’ The result: buyers felt ‘stared down’ and walked out.”
— [Michael Miskiv](#), *Central Florida*

These may be extreme examples, but the lesson is simple: What feels personal or appealing to a seller can distract buyers and make it harder for them to picture themselves living in the home.

The \$5,000 home sale prep plan

Agents were asked how they would advise a seller with only \$5,000 to prepare a home for sale. Across hundreds of responses, the same priorities surfaced again and again: spend on the things buyers notice first, address signs of neglect, and skip major renovations that may not pay off.

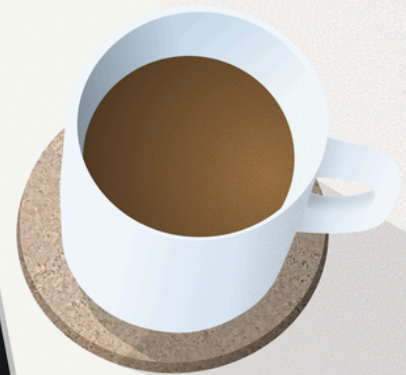
1

Refresh the paint where it matters

Typical cost: \$300–\$1,600 per room for professional painting

Fresh paint can make a home feel brighter and better maintained without taking on a full-house project.

"Focus on rooms with bold, dark, dated, or dirty walls. Use a light, neutral color. If the entire house doesn't need painting, concentrate on the main living areas, kitchen, hallways, and primary bedroom." — [Tina White](#), Akron, Ohio



2

Give the home a true deep clean*Typical cost: \$180–\$600 for a professional deep clean*

Agents repeatedly called for professional deep cleaning, with particular attention to windows, carpets, grout, baseboards, kitchens, bathrooms, and odors.

“Buyers can handle an outdated home that is cared for. But a dirty, mismanaged home creates the image that the home has not been cared for.” — [Julie Sebock](#), Butler, Pennsylvania

3

Make the first impression count*Typical cost: \$200–\$600 for professional yard cleanup*

Landscaping, mulch, pressure washing, and a refreshed front entry came up repeatedly as relatively inexpensive ways to improve the buyer's experience of the home before they step inside.

*“The front door is the book cover, and buyers start judging before they ever step inside. If I had \$5,000, I'd make that entrance shine and spend the rest getting the house truly buyer-clean.”
— [Barbara Zorn](#), the Melbourne-Palm Bay area, Florida*

4

Fix the little things that make buyers worry*Typical cost: \$150–\$650 for a handyman project*

Loose handles, dripping faucets, broken fixtures, damaged trim, and other visible defects may seem minor, but agents say they can make buyers wonder what larger problems have been neglected.

*“Buyers often overestimate what those deficiencies will cost to correct, so a seller may save a few thousand dollars by doing nothing, only to have buyers mentally deduct considerably more from the home's value.”
— [Andy Oei](#), Philadelphia, Pennsylvania*

5

Spend less by clearing out more*Typical cost: \$0 DIY; \$60–\$200 per month for a small-to-medium storage unit*

Decluttering is one of the few improvements that costs little or nothing. Agents say removing excess belongings can make rooms feel larger and help buyers picture the home as their own.

“Move about half of your belongings into storage. Decluttering makes every room look larger and helps buyers picture their own life there instead of yours.” — [Liz Walker](#), Mauston, Wisconsin

The bottom line

Preparing a home for buyers doesn't have to mean spending heavily. A few well-chosen updates can make a home show better without taking on a major renovation.

“I'd focus on the few things that make the home feel clean, bright, maintained, and move-in ready,” says [Thai Klam](#), a HomeLight Elite Agent serving Houston, Texas. “A well-spent \$5,000 can make a home feel significantly more valuable than \$5,000 worth of random repairs.”

Cost estimates reflect typical national ranges and vary by location, home size, project scope, materials, and labor.

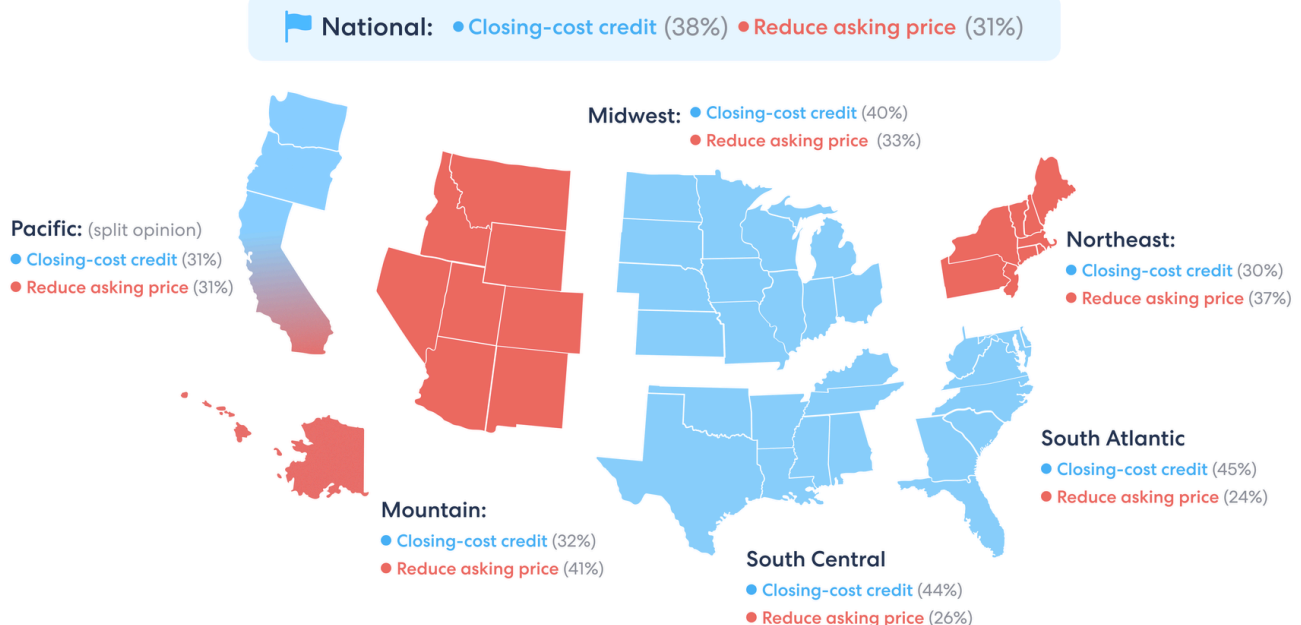
Affordability is changing how sellers compete for buyers

Affordability is shaping not only what buyers can spend, but also what sellers may need to offer. Earlier in the survey, agents pointed to growing concern about monthly payments and affordability as the change in buyer behavior having the greatest impact on sellers.

When affordability is the main obstacle for a buyer, 38% of agents say a credit toward the buyer's closing costs is the most effective strategy. That edges out a price reduction at 31%, while 18% favor a mortgage rate buydown.

The regional results show that this approach isn't the same everywhere. Closing-cost credits are most commonly recommended in the South, while agents in the Northeast and Mountain regions are more likely to favor a price reduction.

When buyer affordability is a major obstacle, which seller strategy is **most effective** at generating an offer in your market?



The path to closing depends on more than price

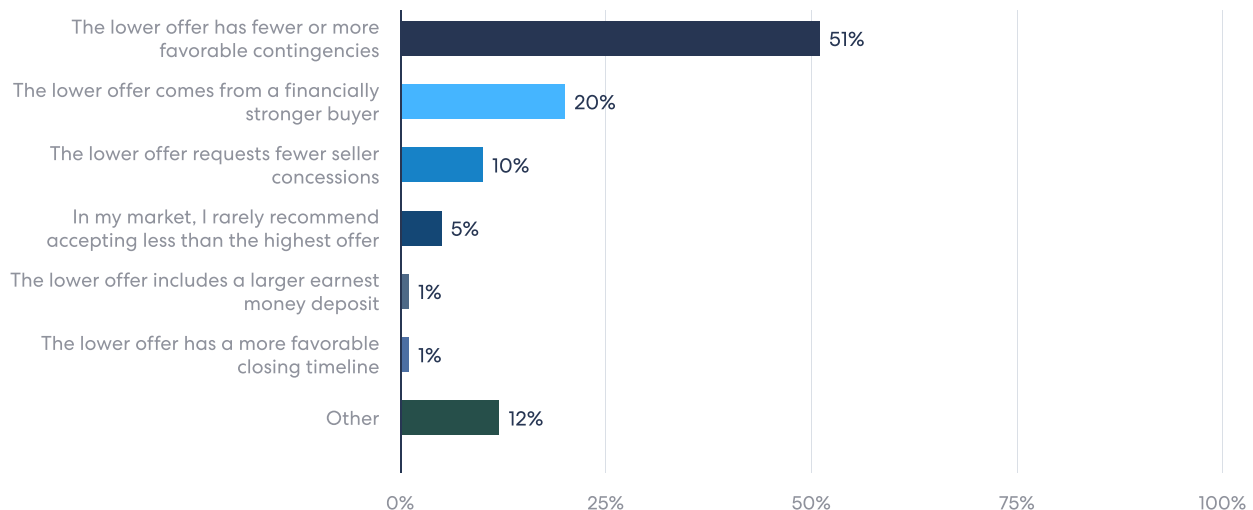
Getting a home under contract is only part of the challenge. Buyer strength, contingencies, inspections, and repair negotiations can all affect whether a deal makes it to closing.

The strongest offer isn't always the highest offer

Price is only one part of an offer. More than half of agents, 51%, say having fewer or more favorable contingencies is the most common reason they would recommend accepting a lower-priced offer. Another 20% point to a financially stronger buyer, while 10% favor an offer requesting fewer seller concessions.

Only 5% say they rarely recommend accepting less than the highest-priced offer. For sellers, the findings show why the entire offer matters, including how likely the buyer is to make it to closing.

What is the most common reason you would advise a seller to accept an offer other than the highest-priced offer?





The offer red flags that give agents pause

When agents were asked what would make them hesitant to recommend an offer, uncertain financing, numerous contingencies, low earnest money, and offers dependent on the sale of another home came up repeatedly.

“Price gets everyone’s attention, but I’m looking much deeper than price. How strong is the financing? Is the preapproval solid? Are they asking for seller concessions? What contingencies are included? How much earnest money are they putting down?” says [Toni Noday-Krager](#), a top Cleveland, Ohio, agent.

Home-sale contingencies were another recurring concern. “Tying up our seller’s house with a contingent sale can be very risky and result in no sale and a lot of wasted time,” says [Sandra Rathe](#), a HomeLight Elite Agent serving Fort Lauderdale, Florida.

Inspection issues remain the biggest threat to closing

More than a third of agents (36%) say major issues uncovered during an inspection are the top reason a sale falls through after going under contract. That’s up from 27% last year.

Top reasons home sales fall through



Home inspection uncovers major issues **(36%)**



Buyer's financing falls through **(22%)**



Seller and buyer cannot agree on repairs or concessions **(17%)**



Buyer gets cold feet or changes their mind **(16%)**



Appraisal comes in below the sale price **(4%)**

When problems do surface, agents most often recommend giving the buyer a repair credit. 39% favor a credit, while 22% recommend addressing only major health, safety, or structural issues.

Together, 61% favor either offering a credit or limiting repairs to the most serious problems, keeping the focus on the issues most likely to threaten the deal rather than trying to fix everything.

Sellers need a strategy for buying before they sell

For homeowners who need proceeds from their current home to buy the next one, the timing of the two transactions can create an added challenge.

36% of agents say they most often recommend making the new purchase contingent on the sale of the current home. Another 27% favor options that can separate the two transactions, including a [buy-before-you-sell-program](#) at 14% and a bridge loan at 13%.

Programs such as HomeLight's [Buy Before You Sell](#) give eligible homeowners access to a portion of their home equity before the current property sells. They can put that equity toward the next home and make an offer without a home-sale contingency.

How buy-before-you-sell programs typically work

-  1. Unlock equity from the current home
-  2. Close on the next home
-  3. Sell the current home with peace of mind



4 things that may surprise sellers in the months ahead



To close out the report, agents shared what they think sellers may be least prepared for over the next six months. Four themes stood out in their responses.

Lower rates may not bring back the market sellers want

Some sellers may be hoping lower mortgage rates will bring more buyers back into the market. But agents say buyers are still paying close attention to price, condition, and monthly costs, and that may not change anytime soon.

"Even if rates improve, I don't think we suddenly go back to the days where every house sells just because it hits the market. Buyers have choices, they're price sensitive, and they're willing to wait."

— [Nicholas Himes](#), Georgetown, Texas

More inventory means sellers may have to compete harder

As inventory grows and buyers have more homes to choose from, simply listing a home and waiting for offers may no longer work. Agents say sellers will need to be more competitive on price, condition, presentation, and terms.

"Sellers who expect multiple offers on day one without precise pricing, aggressive marketing, and turnkey presentation are going to be caught off guard." — [Lisa Archer](#), Charlotte, North Carolina

Well-positioned homes will pull further ahead

Agents don't necessarily expect every seller to struggle. Instead, some see a wider divide between homes that are priced and prepared well from the start and those that miss the mark and require repeated adjustments.

"Today's buyer is extraordinarily value-conscious. They're comparing price, condition, insurance costs, property taxes, interest rates, seller concessions, and competing inventory before deciding whether a home deserves their attention. That means two houses on the same street can have dramatically different outcomes simply because one seller understood the market better than the other."

— [Kent Rodahaver](#), St. Petersburg, Florida

The negotiating may not stop once a home is under contract

Sellers may be surprised by how much negotiation continues after an offer is accepted. Agents say buyers may keep using inspections, repair requests, credits, and other concessions as leverage before closing.

"Many sellers still think the deal is done when they sign the offer, and then the inspection comes back, and the buyer is back at the table asking for credits, repairs, or a rate buydown. That used to be the exception. It's becoming the norm, and it's where a lot of sellers lose money they thought they already had." — [Chase Whitney](#), Cypress, California

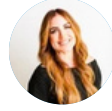
A special thanks to HomeLight Elite agents who participated in our survey

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 Buy Before You Sell, among other benefits. We'd like to give the following Elite agents a special thanks for their help:

**Allison Hunter**

Luxe Hunter Real Estate (Florida)

- 28 years of experience
- 311 transactions
- 246 single-family homes sold

**Andrea Curran**

Compass RE TX LLC (Texas)

- 10 years of experience
- 1,517 transactions
- 1,443 single-family homes sold

**Barbara Zorn**

Better Homes & Gardens Real Estate Star (Florida)

- 39 years of experience
- 1,416 transactions
- 1,054 single-family homes sold

**Craig Ackerman**

Ackerman Realty Group (California)

- 23 years of experience
- 715 transactions
- 478 single-family homes sold

**Dawn Johnson**

First Choice Realty of North Florida LLC (Florida)

- 22 years of experience
- 769 transactions
- 513 single-family homes sold

**Jared Cope**

The Cope Real Estate Team (California)

- 21 years of experience
- 1,685 transactions
- 1,594 single-family homes sold

**Kevin Bartlett**

Knowledge Base Real Estate (Florida)

- 11 years of experience
- 775 transactions
- 527 single-family homes sold

**Kevin Keogh**

Lighthouse Realty Group, Inc (Florida)

- 14 years of experience
- 120 transactions
- 65 single-family homes sold



Nicholas Himes

eXp Realty (Texas)

- 13 years of experience
- 345 transactions
- 332 single-family homes sold



Sandra Rathe

REAL (Florida)

- 17 years of experience
- 3,619 transactions
- 2,778 single-family homes sold



Roxanne Mccaslin

eXp Realty (California)

- 29 years of experience
- 809 transactions
- 755 single-family homes sold



Sean Healey

Keller Williams Preferred Realty (Colorado)

- 30 years of experience
- 697 transactions
- 574 single-family homes sold



Scott Wandell

EXP Realty (Texas)

- 7 years of experience
- 77 transactions
- 76 single-family homes sold



Shawn Maxey

The Maxey Home Team | John L. Scott (Washington state)

- 24 years of experience
- 2,047 transactions
- 1,983 single-family homes sold



Shana Kounse

Keller Williams Heritage (Texas)

- 7 years of experience
- 366 transactions
- 352 single-family homes sold



Todd Riccio

Pinnacle Estate Properties (California)

- 16 years of experience
- 634 transactions
- 452 single-family homes sold



Thai Klam

Compass | Thai Klam Team (Texas)

- 19 years of experience
- 927 transactions
- 842 single-family homes sold



Tom Barseghian

RedFin (California)

- 21 years of experience
- 119 transactions
- 68 single-family homes sold



Regan Beegle

Times Real Estate CA (California)

- 22 years of experience
- 315 transactions
- 235 single-family homes sold

Top agents who made this survey possible

Listed below, in alphabetical order, are the top real estate agents who participated in our survey and voluntarily offered to share their name to be included in the report. All of the real estate agents in our survey were identified by HomeLight as top performers in their market based on the same performance data HomeLight uses to identify top real estate agents for over a million homebuyers and sellers nationwide.

Agents listed below with a badge next to their name have been identified as performance superstars by an additional layer of metrics, including transaction close rate, time to contract, and ratings from past clients. Participants who are not mentioned by name here chose to remain anonymous or didn't provide enough identifying information in our survey to be listed.

Name	State	Name	State
Aaron Jones	Minnesota	Angela Stodden	Illinois
Abigail Miller	Ohio	Angie Williams 	Texas
Adam Helgeson	North Dakota	Ann Hernandez	Michigan
Adriana Morrell	Connecticut	Ann Wood	South Carolina
Aimee Kane	Idaho	Annemarie Wagner	Pennsylvania
Alanna Spiteri	Arkansas	Anthony Lowe	Pennsylvania
Albert Taye	New York	Antonio Lanz	California
Alex Baron	New York	April Florczyk	Idaho
Alex Miranda 	Florida	Arthur Chapman	Rhode Island
Alicia Bartlett	California	Ashley Crank	Texas
Alicia Beamon	Texas	Austin Eaton	Minnesota
Allen dorf	Ohio	Barr Haney	California
Alleya Johnson	Ohio	Barry Monday	Mississippi
Allison Vitella	New Jersey	Becky Moran	Pennsylvania
Alyssa Wennesheimer	Wisconsin	Ben Roberts	Tennessee
Amanda Vendt	Missouri	Ben Skogen	Wisconsin
Amber Spiecher	Florida	Beth Anne Demeter	Colorado
Amber Stockert	Idaho	Beth Baldwin	Virginia
Amy Faherty	New Jersey	Beth Gibson	Florida
Amy Soto	Florida	Beth Sitzler	New York
Amy-Claire Smith	Mississippi	Beth Van der Veer	Massachusetts
Ana Dubin	Maryland	Bethanne Baer	Florida
Andrew Bryan	Delaware	Betsy Milyard	Montana
Andrew Goldberg	Massachusetts	Bhargav "Danny" Madhani	California
Andy Biggers	Washington, D.C.	Bill Butler	Massachusetts
Andy Bovender	South Carolina	Bill Luther	Massachusetts
Andy Burch	Virginia	Bob Wolf	Georgia
Andy Oei	Pennsylvania	Bobby Queen	Maine
Angela Eisenhut	Wisconsin	Brenda Collette	California
Angela Matlock	Oklahoma		

Name	State	Name	State
Brendan Scully	Washington state	Corinne Walsh	Texas
Brent Peterson	Minnesota	Cory Younie	Colorado
Brian Burke	Colorado	Costanza Genoese Zerbi	California
Brian Chism	Kentucky	Courtney Holman	Georgia
Brian Henning	Illinois	Courtney Jones	California
Brian Kanicki	Florida	Courtney Mechler	Florida
Bridgette Clonts	Georgia	Courtney Pantalena	Florida
Broadus Albertson	South Carolina	Courtney Ravenelle	Connecticut
Brooke Townsend	California	Craig Knox	Pennsylvania
Bryan C. Davis	Texas	Cynthia Brown	Arizona
Caitlin Guptill	Maine	Dakota Bradley	Georgia
Cara Lynn	Wyoming	Damon Vetere	Florida
Caren Fried	North Carolina	Daniel Gallen	North Carolina
Carly Sablotny	Ohio	Daniel Quesada 🏠	Texas
Carol McCann	Pennsylvania	Danielle Ballou	Massachusetts
Carolyn Christian	Florida	Danielle Segura	Texas
Caron W. Riley	North Carolina	Dara Crawford	New York
Carrie Barron	New Hampshire	Darlene Lopez	California
Catalina Schreader	Florida	Dave Snyder	Wisconsin
Cathleen Holdsworth	Arizona	Dave Tschudy	Minnesota
Cathleen Tashman	Arizona	David Hall	New York
Charles Gilbert	Missouri	David Kesecker	North Carolina
Charlie Wu	New Jersey	Dawn Braithwaite	New Jersey
Chase Whitney	California	Debbi Rivero	Maryland
Cheyenne Sanders	Texas	Debbie Lawes	California
Chip Rowand	Florida	Debbie Monceaux	California
Chris Norton	New Jersey	Debbie Russell	Washington state
Chris Novak	Wisconsin	Debbie Sagorin	California
Chris Simpson	Michigan	Debbie Swales	Georgia
Chris Siverhus	Minnesota	Delene Myers	Oregon
Christian Anderson	Wisconsin	Derek Bauer	Michigan
Christina Barone	Florida	Diane Aronovic	Colorado
Christina Hoff	Ohio	DJ Pomposini	North Carolina
Christina Weiss	New York	Dolores Leonard	New York
Christine Morgan 🏠	California	Don Bell	Florida
Christine Schwartz	Texas	Don Dreesen	Nebraska
Christine Sweany	Kansas	Donovan Wilkins	Indiana
Christopher Webster	South Carolina	Douglas Meyer	Missouri
Christy T. Morek	Ohio	Douglass Gillespie	New Jersey
CJ Lewandowski	Wisconsin	Duane Murphy	Wisconsin
Claudia San Roman 🏠	Florida	Dustin Decker	Wisconsin
Clint Ford	Ohio	Dwight Atkinson	Virginia
Clorice Vines	Ohio	Dylan Hildreth-Hoffman	New York
Cole Cook	Kansas	Ebony Davis	Ohio
Connie Gidal	California	Ed Villeda	Connecticut
ConnieJo Stubblefield	California	Edith Villa	California

Name	State	Name	State
Edwin Lora	New Jersey	Jake Moore	Texas
Elijah Turner	Indiana	James Carswell 	Georgia
Elizabeth Helm	Texas	James Hogan	New Jersey
Elizabeth La Riva	Hawaii	James Shive	New Mexico
Ellen Connelly	Massachusetts	Jami Purser	Georgia
Eric Martinez	Texas	Janelle Holst	Tennessee
Eric Schuell	Connecticut	Janice Seidell Overbeck	Georgia
Erik Droste	Michigan	Jarred Curry	South Dakota
Erin Madden	Idaho	Jasmine Shapiro	Illinois
Erwin Bordner	Georgia	Jason Bernstein	Georgia
Evan Sanchez	New York	Jason Carlton	Missouri
Francisco Rivera	Tennessee	Jason Corbin	New York
Frank Krajczar	Missouri	Jason Wong	Hawaii
Freeman Lightner	Missouri	Jean Tanner	Utah
Gabriela Hanson	California	Jeero Habeshian	California
Gary Depa	Michigan	Jeff Beal	Georgia
Gary Meek	California	Jeff Johnston	Iowa
Gary Wantland	Kentucky	Jeff Palmer	Pennsylvania
Gayla Gayden	Texas	Jeff Wood	California
Gene Drubetskoy	Maryland	Jeffrey Morris	Utah
Geri Pettersen	Wisconsin	Jefri Liriano	Massachusetts
Gina Befumo	Florida	Jenifer Sprague	California
Grady McFaddin	California	Jenn Spears	Florida
Graham Tracey	Virginia	Jenna Wood	Florida
Greg Ansel	Tennessee	Jennifer Hillegas	Georgia
Greg Harrelson	South Carolina	Jennifer McDaniel	Alabama
Greg Lathem	California	Jennifer Rice	Indiana
Griffin Wallace	Florida	Jennifer Stauter & Matt Kornstedt	Wisconsin
Hal Barnett	New Mexico	Jennifer Yoingco	Texas
Hannah Fleshel	Georgia	Jenny Ford	South Carolina
Harry Varnadore	Louisiana	Jeremy Larsen	Texas
Harvey B. Sklaroff	Pennsylvania	Jeremy White	New Hampshire
Hazel Hendrix	Georgia	Jerry Gostomski	Pennsylvania
Heather Bejda	Illinois	Jerry Pinkas	South Carolina
Heather Bragg	New York	Jessica Aguilar	California
Heather Chirumbolo	Pennsylvania	Jessica Crowell-Harned	Connecticut
Heather Mahon	Michigan	Jessica Gentry	Colorado
Hector Valdes	Florida	Jessica Sheppard	Pennsylvania
Holly Brink	Iowa	Jessica Smith	Alabama
Igor Zezovski	Florida	Jesus Morales	California
Imma Carletto	New York	Jill Sparling	Texas
Jack Greenberg	Nevada	Jim DeHaan	Michigan
Jack Shoptaw	Virginia	Jim Geracie	Wisconsin
Jack Zaborowski	Florida	Jim Piccolo	California
Jackie Dearth	Texas	Jimmy Diamond	Florida
Jackie Houck	Pennsylvania	Jimmy Lane	Florida

Name	State	Name	State
Jo Reimer	Tennessee	Kamesha Williams	Mississippi
Joan Ryder	Maryland	Karen Anderson	California
Joanna Tsakonakis	California	Karen Hocutt	North Carolina
Joanne Botwinick	New Jersey	Karen Waite	Georgia
Joc Calloway	Alabama	Karly Patterson	Florida
Joe Bourland 	Arizona	Kathryn Stelljes 	Florida
Joe Cilic	California	Kathy Ball	Alabama
Joe Doughton	Tennessee	Katie Gensler	Ohio
Joe Duggan	Massachusetts	Katie Mansor	Ohio
Joe Lanser	Texas	Keli Santiago	Florida
Joey Zarrillo	Missouri	Kelly Holmquist	New Jersey
John Billings	Arizona	Kelly Sommeling	New Jersey
John Bowen	South Carolina	Kelly Stene	South Dakota
John Bruno	New York	Ken Dooley	Illinois
John Dean	Massachusetts	Kendra Fisher	California
John McGinn	Rhode Island	Kenneth Nance	North Carolina
John Merselis	New Jersey	Kent Rodahaver	Florida
John Strong	Indiana	Kerry Herdt	Nevada
John Tremaine	Michigan	Kevin DaSilva	California
Johnnie Rosser	Utah	Kevin Pickett 	California
Jon Baker	Texas	Khristian Schlemmer	Tennessee
Jon Cohen	New Jersey	Kim Alden	Illinois
Jonathan Hyatt	Alabama	Kim Batterman	Wisconsin
Jonathan Meador	Missouri	Kim Camella Roy	Connecticut
Jonathan Monsen	New York	Kim Cleghorn	California
Jonathan Price	Ohio	Kim Gassert	Pennsylvania
Jordan James	Kentucky	Kim Welch	Pennsylvania
Jordan Johnson	Minnesota	Kimberley Ellis	Texas
Joseph Paoletti	Massachusetts	Kimberly Douglas	California
Josephine Sabatino	New York	Kimberly OSullivan	Georgia
Josh Vazquez-Roy	Colorado	Kishma James	Ohio
Joyce C. Jeffrey	Louisiana	Kristi May	North Carolina
Judith Hayes	Texas	Kyle Clarkson	Iowa
Judy Smith	Texas	Lara Hoffman	Florida
Julianne Clark	South Carolina	Laura M. Clark	California
Julie Brown	Wisconsin	Laura McKenna	Massachusetts
Julie L. Loving-Scott	Texas	Laura Sinclair	Washington state
Julie Owen	Georgia	Laura Toms	Michigan
Julie Sebock	Pennsylvania	Laurel Davies	California
Julio Arango	Florida	Lauren Brooks	New Jersey
Justin Carroll	Ohio	Lauren Winfield	Texas
Justin Livingston	Idaho	Lawrence Zacks	New York
Justin Thorstad	Arizona	Lee Northcutt	North Carolina
Justine Jimenez Garcia	Florida	Leigh Horton	Vermont
Kaden Monsebroten	North Dakota	Leslie Laith Henke	South Carolina
Kalab Hoover	Florida	Leticia Sotomayor	California

Name	State	Name	State
Letisha Gaulden	Michigan	Melinda Deigan	North Carolina
Libby Taylor	South Carolina	Melissa Maxwell	Kentucky
Lilly Keating	Arizona	Melissa Smith	Illinois
Linda Belikoff	California	Melonie Rich	Tennessee
Linda Eldridge	Missouri	Merlin Lipin	Montana
Lisa Ancich	California	Mia Harris	Georgia
Lisa Archer	North Carolina	Michael Dmyterko	Illinois
Lisa Bolinger	California	Michael Flores	Florida
Lisette Missler	North Carolina	Michael Greer	Florida
Liz Walker	Wisconsin	Michael Jones	Ohio
Lizmary Caban	North Carolina	Michael Miskiv	Florida
Lori Cashi	Florida	Michael Smith	New Jersey
Lori Shipulski	New Hampshire	Michelle Geiger	Michigan
Luis Carlos Perez	Texas	Mike Argeropoulos	Wisconsin
Luis Rodriguez	Georgia	Mike Morrell	North Carolina
Luke Farrell	Kansas	Mike Russell	Kansas
Lynn Harmonay	New York	Mike Stott	Georgia
Lynn LaForme	Connecticut	Mindy Hoover	Tennessee
Margend Palacios ♀	Florida	Miranda Payne	Indiana
Mari Slobounov	Wisconsin	Misty Moore	Alabama
Maria Becerra	Florida	Mitchel Durfee	Vermont
Mariah Little	Delaware	Moises Rosales	California
Marie A. Collins ♀	Florida	Molly Phillips	Tennessee
Mario Gonzalez	Florida	Monika Foster	West Virginia
Mark Rinehart	Iowa	Munise Ulker	New Hampshire
Marni Migliaccio	Massachusetts	Nancy Herringdine	Oklahoma
Martha Gaffney	New York	Natalie Bryan	Kentucky
Marti Tracy	Indiana	Nathan White	Ohio
Martin Bianchi	New Jersey	Ned Stock	Virginia
Marty Kaiser	Florida	Nell Tedesco Miquet	Louisiana
Mary Geier	Kansas	Nelvia Bullock	North Carolina
Mary Jane Murray	Indiana	Nicole Kovach	Hawaii
Mary Jordan	Virginia	Nicole Srur	Florida
Mary Lou Erk	Pennsylvania	Nicolene Lundborg	Montana
Mary Morris	Ohio	Nikki Curtin	Florida
Mary Yacoub-Raad	Wisconsin	Nikki West	Iowa
Mata Broadwater	South Carolina	Nisha Smirthrick	Maryland
Matt Curiale	New Jersey	Norm Weirick	Indiana
Matt Deadman	Wisconsin	Norma James	North Carolina
Matt Hefti	Wisconsin	Odessa Patton	South Carolina
Matthew Egan	Connecticut	Olga Duran	California
Matthew Gibbs	New York	Osneyda Canales	Texas
Matthew Neuwirth	Pennsylvania	Pam Gebhardt	Georgia
Matthew Sharman	New York	Pamela Cloud	Pennsylvania
Maureen Dessein	New York	Patrice Henderson	Michigan
Maureen Roberge	North Carolina	Patricia Zavala	Texas

Name	State	Name	State
Patti Finkel	Ohio	Sandra Montoya	Texas
Paula Anastasio	New Jersey	Sandra Wortham	Texas
Pauline "Lina" Panza	New Jersey	Sandy Collins	Pennsylvania
Peggy Roegiers	California	Sandy Palmer	Vermont
Peggy Vanhamme	Missouri	Sara Christensen	California
Perrin Cornell	Washington state	Sarah Jacobs	Texas
Peter Buist	Michigan	Sarah Padgett	Texas
Philip LeBlanc	Mississippi	Scott Brucker	Florida
Philip Winicov	Pennsylvania	Selene Jackson	Maryland
Phillip Lentini	Pennsylvania	Sergio Sosa	California
Phillip Lirette	Louisiana	Shae Poole	Georgia
Quillie Williams	Georgia	Shamika Rogers	Louisiana
Rache Boston	Washington state	Shannon Brent	Washington state
Raechell O'Dell	Wyoming	Shannon Pierce	Arkansas
Rafael Monterrey	Florida	Shannon Runyan	Texas
Rene Garcia	Arizona	Shanta Griffin	Georgia
Renee Friar	South Carolina	Shanti Brinsfield	California
Renee Hahn	Florida	Sharlisa Ciavarelli	Iowa
Reyden Egbert	Utah	Sharon Castles	Oklahoma
Ricardo Tippitt	Arkansas	Sharon K. Welker	Florida
Richard Aybar	Florida	Sharrod Robertson	Maryland
Richard McMahon	New York	Shaun Rampersad	Florida
Rick McBride	Florida	Shawn Hartmann	Minnesota
Robert Sheldon	Massachusetts	Shawn Wendtland	Wisconsin
Roberta Fulford	New Hampshire	Sheila Hoeft	Michigan
Robin Cittone	New Jersey	Shellee Guinta	Florida
Robin Krueger	Colorado	Shelley Sakala	Arizona
Robin Mede-Butt	Pennsylvania	Shelley Scotto	New York
Robyn Cote	New Hampshire	Shelly Kane 	Texas
Rochelle Svelling	California	Sheri Chablis	New York
Rosann Garza	Oregon	Sheri Collins	Maryland
Roseann Benedict	Connecticut	Sherry Grayson	North Carolina
Rosemarie Ledogar	Massachusetts	Sherry Winkel	Texas
Rosie Martinoni	California	Shikha Anand	North Carolina
Ruthie Vanderbeck	Pennsylvania	Silvia Templeman-Gonzalez	Hawaii
Ryan Anstett	Idaho	Simon Simaan	Florida
Ryan Dufrene	Louisiana	Simone Sealy	New York
Ryan Evaro	California	Soji Adewusi	Georgia
Ryan Foreman	Connecticut	Sonia Hellen	Georgia
Ryan Hazinakis	Rhode Island	Stacy De La Cruz	Texas
Ryan Nemeyer	California	Stacy Ortega	Arizona
Ryan Prichard	Michigan	Stella Scholl	Minnesota
Sam Daniels	Florida	Stephanie Bertram	New Mexico
Samantha Catterall	New Hampshire	Stephanie Burdett	Georgia
Samantha McClain	Oregon	Stephanie Crawford	Tennessee
Sandra Brandon	Arkansas	Stephen James	Mississippi

Name	State	Name	State
Stephen James	Mississippi	William Vernon	Texas
Steve Holly	Idaho	Zeina Awadallah 	Wisconsin
Steve Shelton	Maine		
Steven Cody	Wisconsin		
Susan Brender	Arizona		
Susan Roberts	Indiana		
Suzy Couture	Connecticut		
Tanner Greenwell	Kentucky		
Taylor Simmons	Colorado		
Ted Trawick	Florida		
Teresa Cowart	Georgia		
Teresa Overcash	North Carolina		
Teresa Sanchez	Texas		
Teresa Young	Tennessee		
Terry Grayson	New Jersey		
Teudis Perez	Kentucky		
Theodore Banta III	New York		
Tiffany Bean	Texas		
Tim Tepes	Pennsylvania		
Timothy Dunn	Massachusetts		
Tina White	Ohio		
Todd Auslander	Connecticut		
Tom Higgins	Pennsylvania		
Tom McKnight	Florida		
Tom Schieber	California		
Toni Delfs	Iowa		
Toni Noday-Krager	Ohio		
Tony Georr	Oklahoma		
Tony Littles	Florida		
Tony Neal	Arizona		
Tony Rodriguez	Texas		
Tony Sowers	Indiana		
Tracy Skinner	North Carolina		
Travis Baron	Tennessee		
Trina Cooper	New York		
Trish Nicely	Maryland		
Trisha Vinz	Wisconsin		
Ty Ash	Wisconsin		
Ty Harman	California		
Velinda Hittinger	Florida		
Vergis H. Eiland III	Illinois		
Veronica Peter	California		
Victor Aguilar	Texas		
Wade Watt	South Carolina		
Wayne Peacock	Florida		
Will Lavalley	Florida		

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Top real estate agents and loan officers are powered by HomeLight's platform to compete and win. Together, we deliver better outcomes to their clients during every step of the real estate journey. Our technology makes it easier to buy and sell homes, whether that's enabling clients to buy before they sell, find a top agent, or have certainty through a modern closing process.

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

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

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