

Top Agent Insights for Spring 2022

Industry waits with 'bated breath' for more inventory as supply drops lower

Amid cost barriers, first-time buyers turn to fixer-uppers and house-hacking

Properties with elbow room for RVs, boats, and pandemic 'toys' see high demand

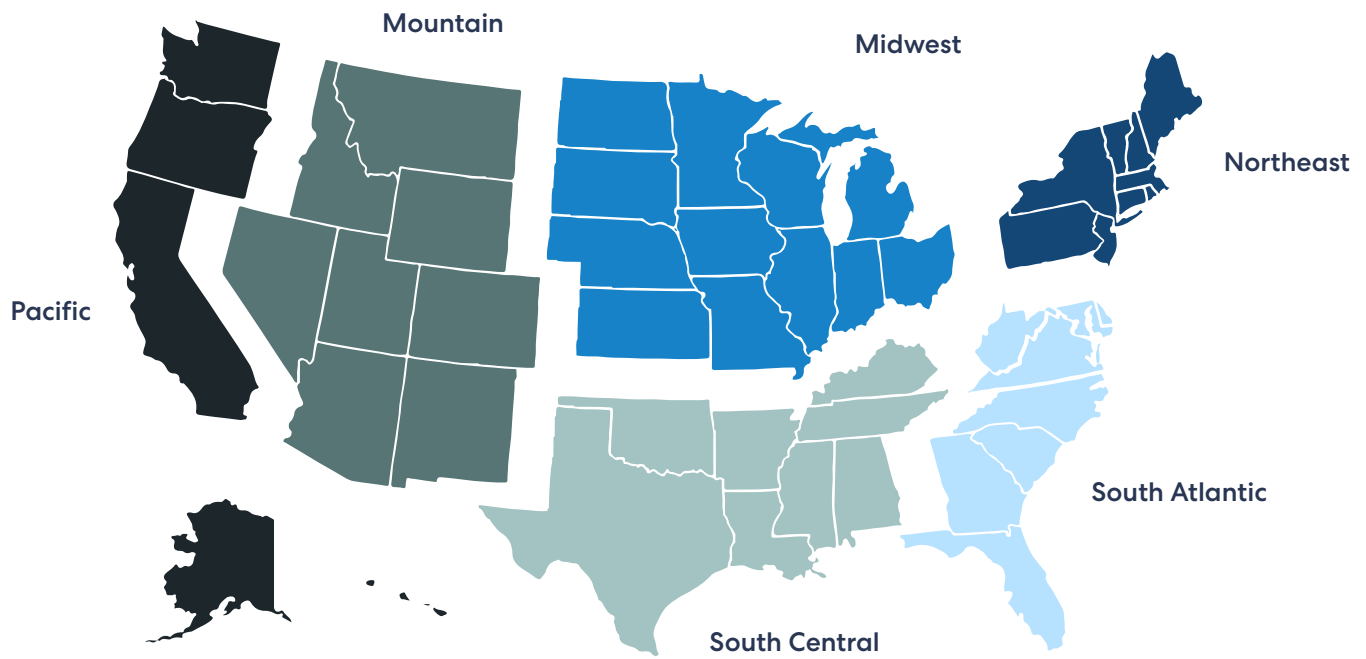


About This Survey

HomeLight's Top Agent Insights report for Spring 2022 was fielded between Feb. 22-Mar. 6, 2022, through an online poll of 1,134 top real estate agents across the country. Agents were selected to participate in the survey based on the [same performance data](#) HomeLight uses to identify top real estate agents for over a million homebuyers and sellers nationwide.

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

- [Q4 2021: More Cash Offers Than Ever](#)
- [2022 Market Preview](#)
- [Q3 2021: Bidding Wars Retreat](#)
- [Q2 2021: Housing Market Hits Fatigue](#)
- [Q1 2021: Seller's Market Sizzles Across the U.S.](#)
- [Q4 2020: New Year Off to Strong Start for Housing](#)
- [Q3 2020: Pandemic Spurs Home Buying Rush](#)
- [Q2 2020: Real Estate's Coronavirus Comeback](#)
- [Q1 2020: Coronavirus Chills Spring Housing Market](#)
- [Q4 2019: Don't Sludge Through Your Winter Sale](#)
- [Q3 2019: Tackle Fall Maintenance and Sell in the Off Season](#)
- [Q2 2019: Amp Up Your Curb Appeal](#)
- [Q1 2019: Spring Selling Tips and Staging Secrets](#)



Pacific:

Alaska
California
Hawaii
Oregon
Washington state

Mountain:

Arizona
Colorado
Idaho
Montana
Nevada
New Mexico
Utah
Wyoming

Midwest:

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

South Central:

Alabama
Kentucky
Mississippi
Tennessee
Arkansas
Louisiana
Oklahoma
Texas

Northeast:

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

South Atlantic:

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



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Housing Market Becomes Emotionally Charged as Buyers Face Mountain of Obstacles

Agents doing their best to help buyers navigate through 'tears' and 'anger'

When a line of 75 people amasses outside of a single open house, spills beyond the driveway, and stretches down the street (an eye-opening scene captured on [Twitter](#) in mid-March) — you know that the housing market is more than a little off-kilter.

HomeLight's survey of over 1,100 top-performing agents nationwide captures an increasing sense of unease over the drastic imbalance and how it is causing emotions to run high for anyone trying to buy a house right now.

"Many of the buyers that I am working with who are looking under \$350,000 are getting extremely disappointed and distressed," shares survey participant [Joanne McCoy](#), a top real estate agent in Lincoln, Nebraska. "There have been tears and there has been anger. The lengths that some buyers are going to to get their offers accepted are unbelievable."

The problem centers on a deepening inventory crisis,

and the harsh reality that prices have become wildly out of reach for the typical homebuyer.

Survey participant [Kim Harlington](#), a top real estate agent in Lake Tapps, Washington, echoes a similar experience: "There is a feeling of desperation with our first-time buyers because they fear that if they don't buy now, they won't ever be able to."

Key findings from our survey include:

- 98% of real estate agents say that it's a seller's market, marking a full year in our data collection during which at least 94% of agents reported seller's market conditions for their area.
- 83% of agents say inventory is lower than expected this quarter, up from 68% in Q4.
- 85% of agents say home prices are on the rise in their market, up from 59% the previous quarter. That's after a [19% price gain recorded for calendar year 2021](#), according to the S&P CoreLogic Case-Shiller US National Home Price Index.



- 53% say bidding wars are at their peak, compared to 42% who said the same one year ago.

Agent optimism also took a hit in the first quarter. The percentage of agents who say they are optimistic about the housing market dropped from 88% in Q4 to 69% in Q1, the lowest level seen since Q2 2020.

“It’s a very difficult market,” shares [Cindy Gavin](#), a top real estate agent in Jacksonville, Florida. “This is my 20th year in the business, and I have never seen anything like it. Being a seller is great, but being a buyer is not! Not sure where we are going in 2022, and it’s somewhat concerning.”



Remote work, low interest rates, and other demographic factors accelerated demand for homeownership over the past two years. But 2022 is also seeing new challenges (and opportunities). Let’s take a look at some of the main real estate trends to watch this spring and beyond.

Waiting with ‘bated breath’ for more inventory

As reported by the National Association of Realtors (NAR), inventory hit an all-time low in January that amounted to [860,000 units or a measly 1.6 month supply](#) (for reference, 6 months of inventory indicates

a balanced market). The severe lack of inventory and uncertainty around when it will be replenished remains top of mind.

“We have the lowest inventory we have experienced in 20-plus years,” comments survey participant [Glen Henderson](#), a top real estate agent in San Diego and HomeLight Elite Agent. “There is a bottleneck of buyers. Sellers don’t want to sell because there are not any homes on the market. Buyers are trying to rush in before rates go up more.”



[Glen Henderson](#)
HomeLight Elite Agent in San Diego

Survey participant [Meg Middleman](#), a top real estate agent in South Pasadena, California, puts it in perspective: “At one point I had 60% listing market share for single-family homes as there were only five homes on the market and three were my listings.”

With so few housing options to choose from, buyers are aggressively jockeying for their shot to win home and in some cases ditching the “rules” to beat out other contenders.

Agents report that the practice of making “bully offers,” for example, is increasing. This term describes the practice of sending over a well-crafted offer on a publicly listed home before the seller agreed to review any offers.

“I think we are all waiting with bated breath for more inventory to come forward,” shares survey participant [Paige Schulte](#), a top real estate agent in Gig Harbor, Washington. “Offer review dates continue to be the

standard, but bully offers are on the rise and savvy agents are writing heart-stopping offers to get sellers to take clean offers early, before the review dates.”

Americans cling to security of homeownership amid inflation, global uncertainty

In March, inflation [reached nearly 8%](#), the highest increase recorded since 1982. It’s hitting Americans from every angle — at the gas pump, in the grocery store, and with the cost of basic power and utilities. At the same time, international conflicts are adding an additional layer of unpredictability.



These factors may intensify the flight to homeownership seen throughout the pandemic while preventing sellers from choosing to list their homes.

For one, buying a house is seen as one possible [hedge against inflation](#). A fixed-rate mortgage means that your housing costs will be more predictable over time and not subject to the whims of rent increases. With rents seeing price hikes of up to [40% in some cities](#) over the past year, the consistent cost of a mortgage can be appealing by comparison.

In volatile times, it’s also common for people to hold onto their largest financial assets until there’s more clarity as to how events will unfold.

“More sellers seem to be staying on the sidelines and are reluctant to list, which is causing there to be less inventory than ever before,” shares survey participant [Jimmy Grappone](#), a top real estate agent in Charlotte, North Carolina. “With rates increasing, inflation still on the rise, and the Russian invasion of Ukraine, it won’t surprise me if sellers put their plans on hold much like they did in March and April of 2020. Buyers are still out in full force and are very determined.”

Mortgage rate speculation causes ‘panicky’ moves

As of March 14, 2022, the average mortgage rate for a [30-year fixed](#) was [3.85%](#), up from 3.05% the previous year. While international issues have caused some short-term rate fluctuations week to week, it’s expected that mortgage rates will continue their upward trend overall in response to broadening inflation.

However, higher rates have yet to cause buyers to exit in droves. Quite the contrary: 22% of agents say buyers are rushing to enter the market before rates climb higher, and 55% say that buyers are undeterred by the increase so far and are continuing their search.

“As interest rates start to rise, buyers are getting panicky to find a home for their families,” comments survey participant [Julie Vanderblue](#), a top real estate agent in Fairfield, Connecticut. “Having the seller rent back from the buyer until they find a place to live is a strategy we use so that a buyer can take advantage of the lower rates.”

If the rate movement continues upward as anticipated, it will mean higher monthly payments for those buyers who use a mortgage, on top of escalating housing costs and reduced disposable income due to inflation.

New construction headaches worsen

In early 2022, it took builders [9 weeks longer to build a home](#) compared to the year prior. This drawn out and unpredictable timeline — driven by supply chain hang ups — is creating financial complications for new construction buyers, including when it comes to securing a mortgage rate.

Agents estimate that 63% of their new construction buyer clients are seeing their homes take longer to build than the mortgage rate lock with their lender. By the time buyers get the keys to their sparkling new abode, they may have to accept a higher mortgage rate than originally planned.

Crypto piques real estate interest

How important will [cryptocurrency be to the future of real estate](#)? The digital currency has the potential to reduce the risk of fraud in everyday transactions, not to mention save buyers and sellers a boat load of money on attorney fees and title costs.

Though still nascent and unfamiliar to many in the industry, crypto appears to be gaining recent traction in the real estate world. The first piece of U.S. real estate — a Spanish-style abode in Gulfport, Florida — was [auctioned as a non-fungible token \(NFT\)](#) in February, as reported by the *Tampa Bay Times*.



BITCOIN	\$10,562.99	1.91%
ETHEREUM	\$178.16	0.26%
XRP	\$0.260029	0.07%
BITCOIN CASH	\$298.61	0.94%
LITECOIN	\$67.89	0.89%
TETHER	\$1.00	0.14%
ANCE COIN	\$21.97	2.82%

Smart contract company Propy is now offering a [crypto certification course](#) for agents, and well-known real estate coach Tom Ferry presented a session on Crypto & NFT during his real estate retreat in January.

Our survey explores agents' interest level and current familiarity with crypto. We found that:

- 12% of agents have had at least one or two clients ask about using crypto in a transaction; 3% have done at least one deal involving crypto.
- 22% of agents have started researching/learning about crypto.
- 7% plan to become crypto-certified. 2% are crypto certified.
- A quarter of agents are interested in crypto but don't know where to start.

Cash offers continue to dominate

HomeLight's 2022 Buyer and Seller Insights report found that [31% of people who bought a home in 2021 paid cash](#).

2022 could see an even higher proportion of cash offers. 52% of agents say that the number of cash offers in their market increased in Q1 2022 compared to the previous quarter, our survey finds.

21% of agents say buyers are using cash offer fintech products like [HomeLight Trade-In](#), [HomeLight Cash Offer](#), Knock Home Swap, or Orchard to compete in their market, up from 17% who said the same the previous quarter.

The percentage of agents who say buyers are using cash-offer fintech products is highest in the Mountain region, where 35% reported this trend, compared to 21% nationally.

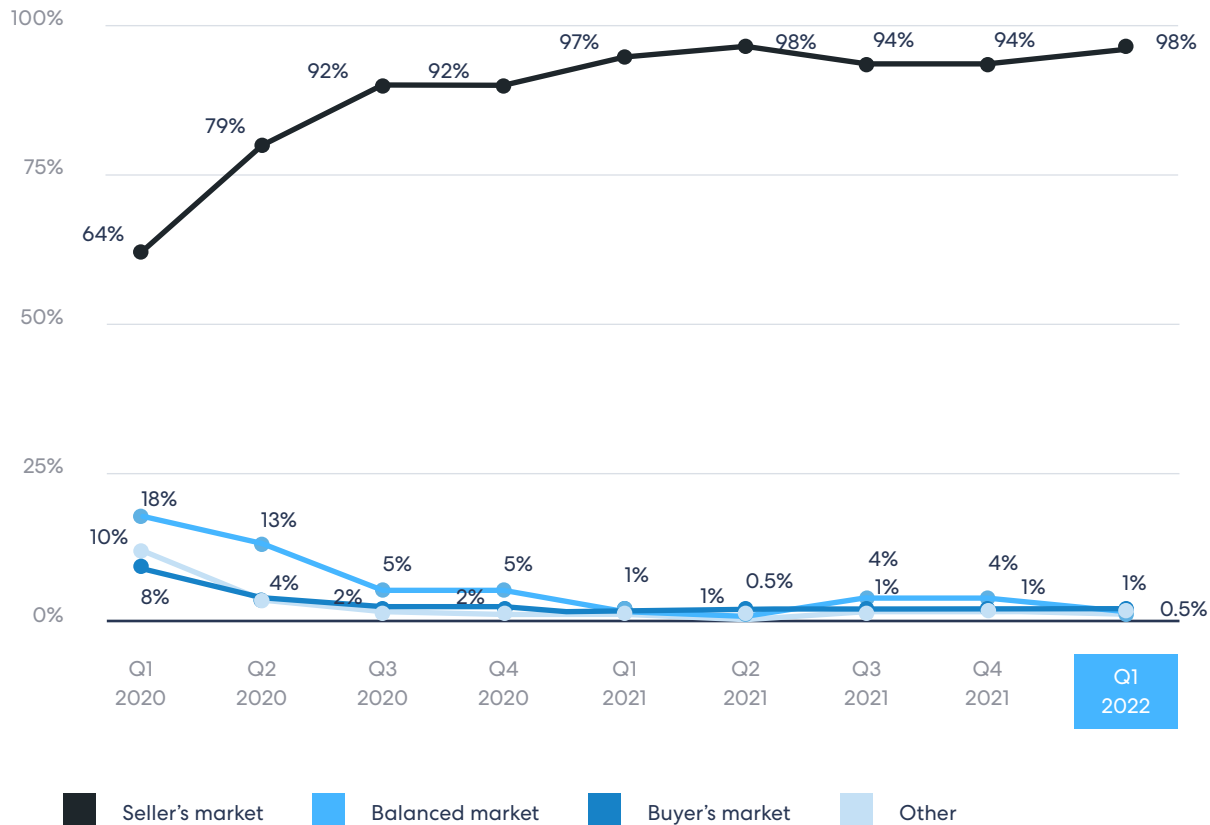
Gridlocked spring housing market will be test of patience for buyers

The current housing market is akin to a bumper-to-bumper traffic jam. Buyers are lining up in droves but not getting far. Many sellers would prefer to stay where they are for the time being. Increasing global uncertainty in recent weeks provides additional incentive for people to hang onto their homes as a means of stability.

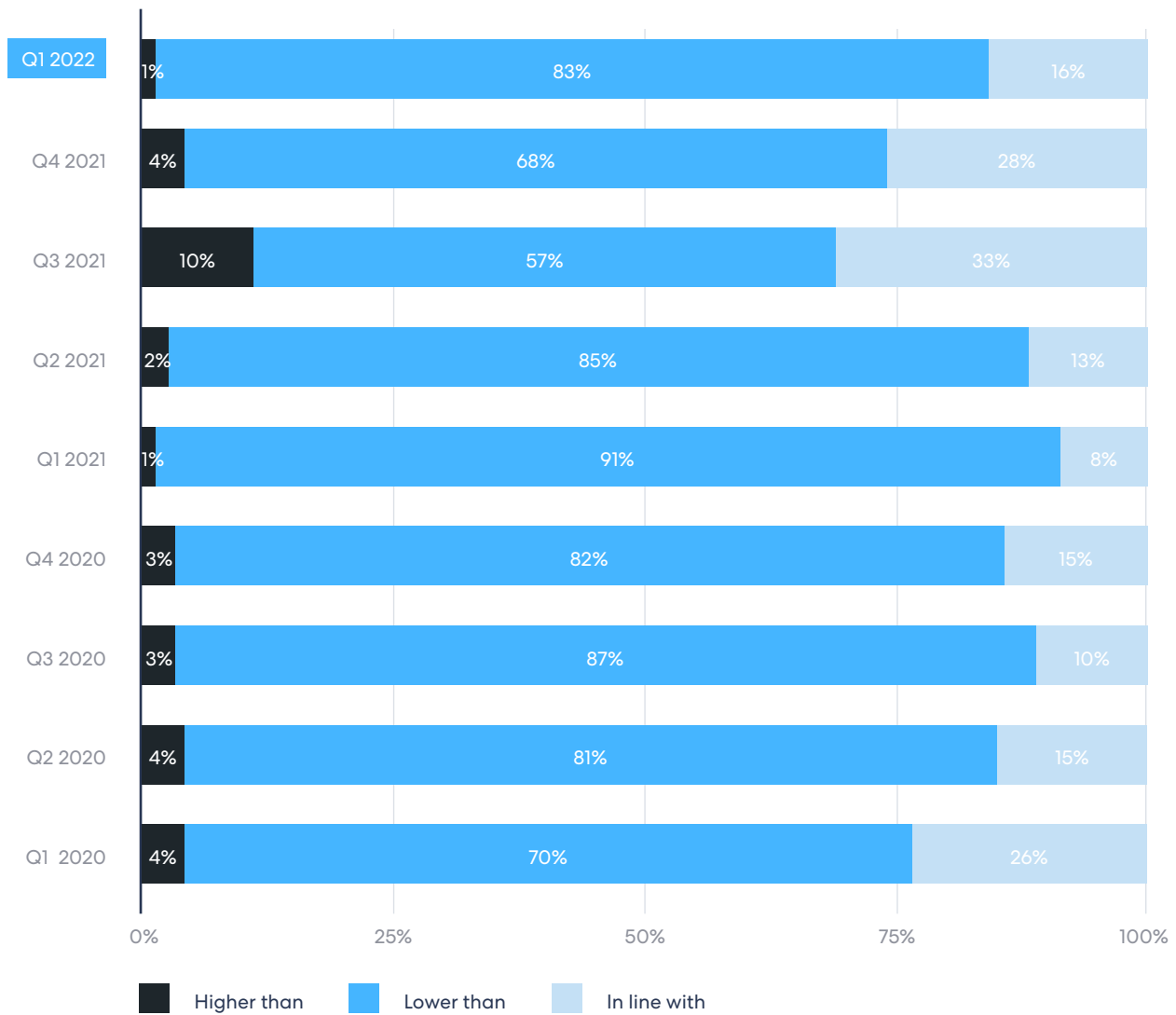
All the while, pleas for more supply are growing louder in real estate, as year-over-year levels sink further into the negative.

“Praying for more listings,” comments survey participant [Bobbie Ragsdale](#), a top real estate agent in Pittsburgh. “People are quitting jobs earlier and moving to other somewhat retirement locations permanently. [Others] are deciding to stay and weather out the economy and inflation, uncertain worldly events, and political decisions — as well as the pandemic.”

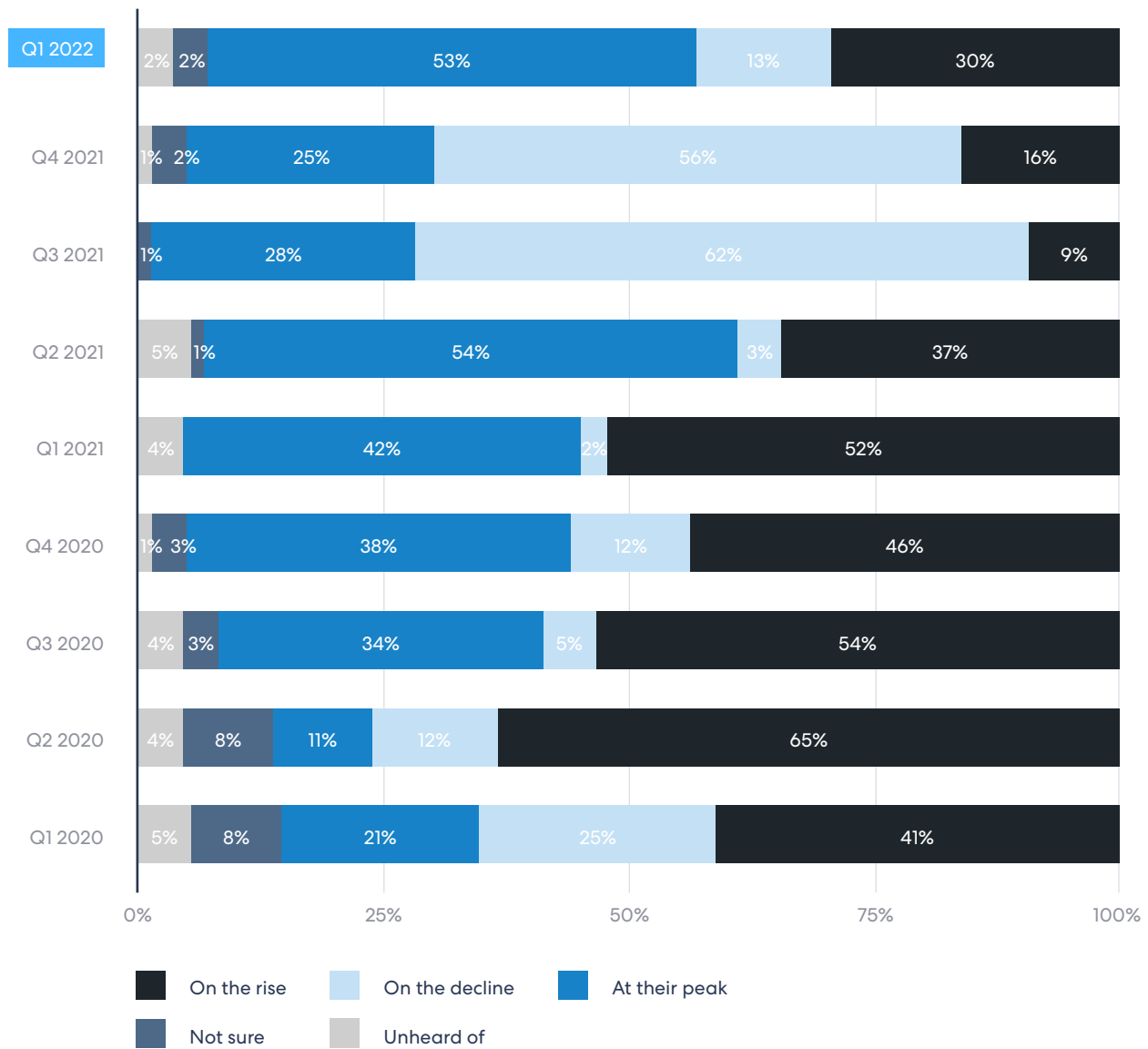
How are real estate agents describing **local housing market** conditions?



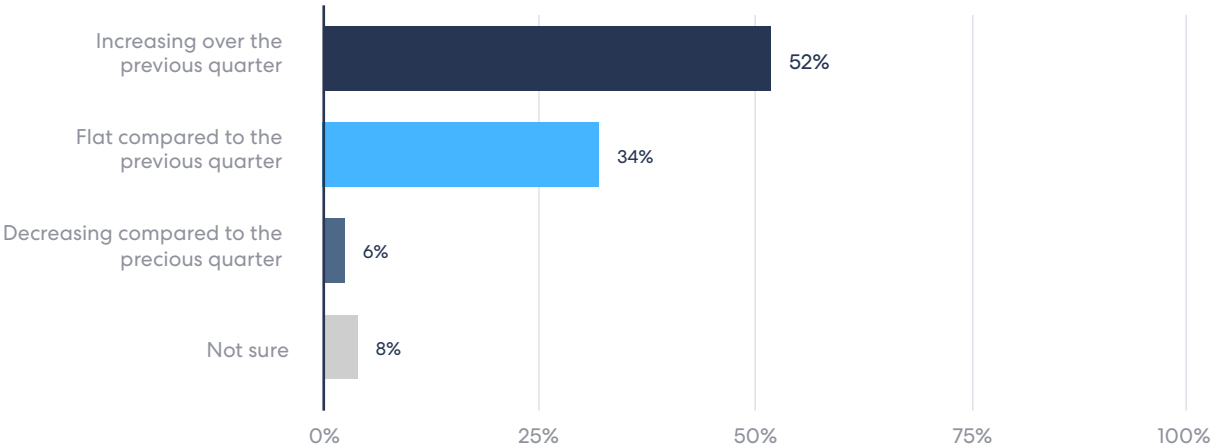
Inventory is _____ what I expected this quarter:



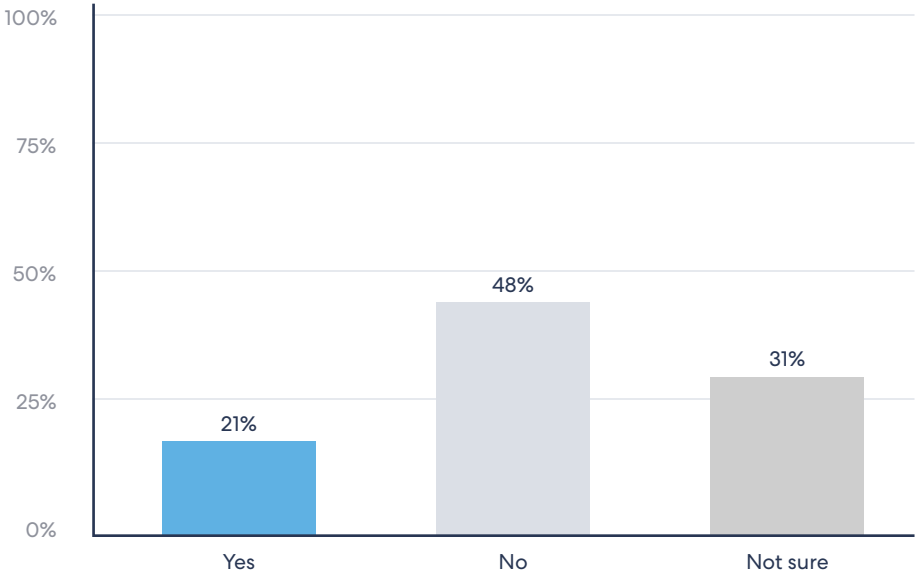
Bidding wars in my market are:



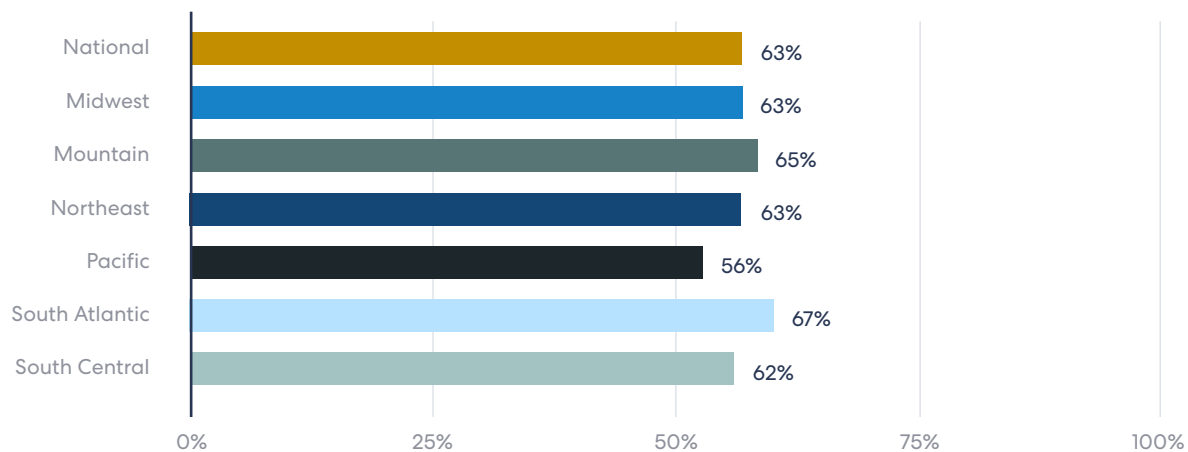
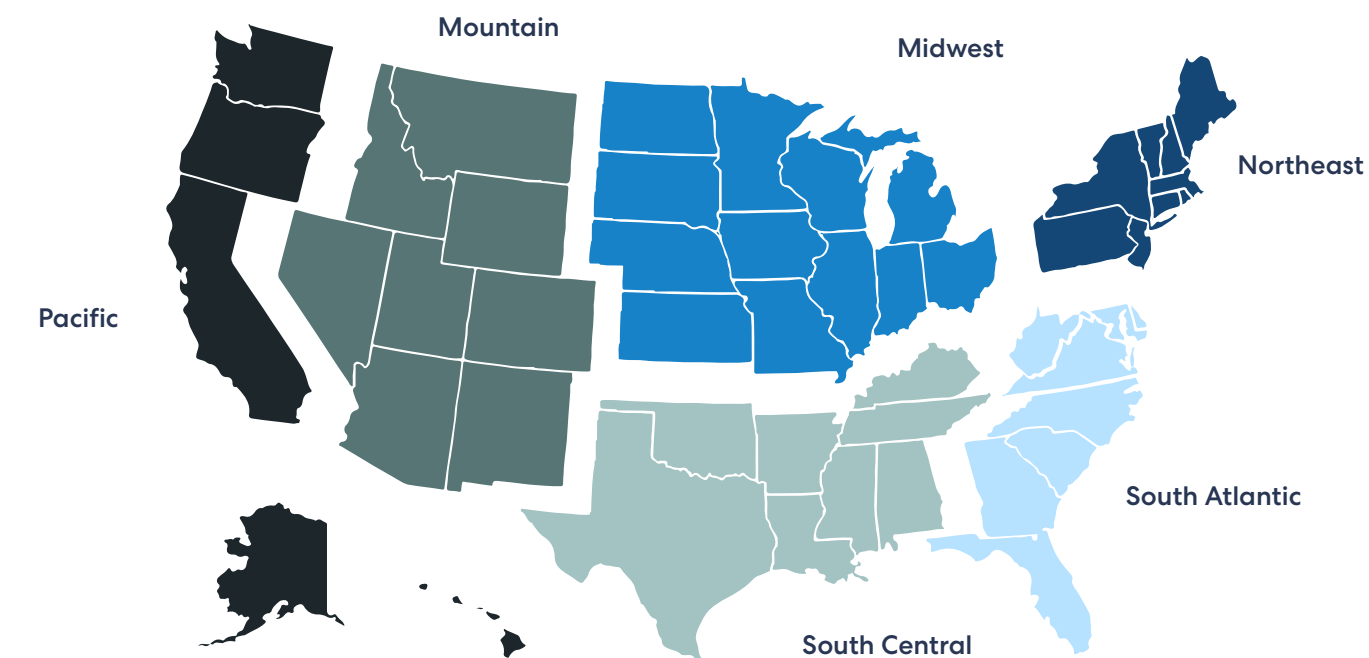
The number of **cash offers** in my market is:



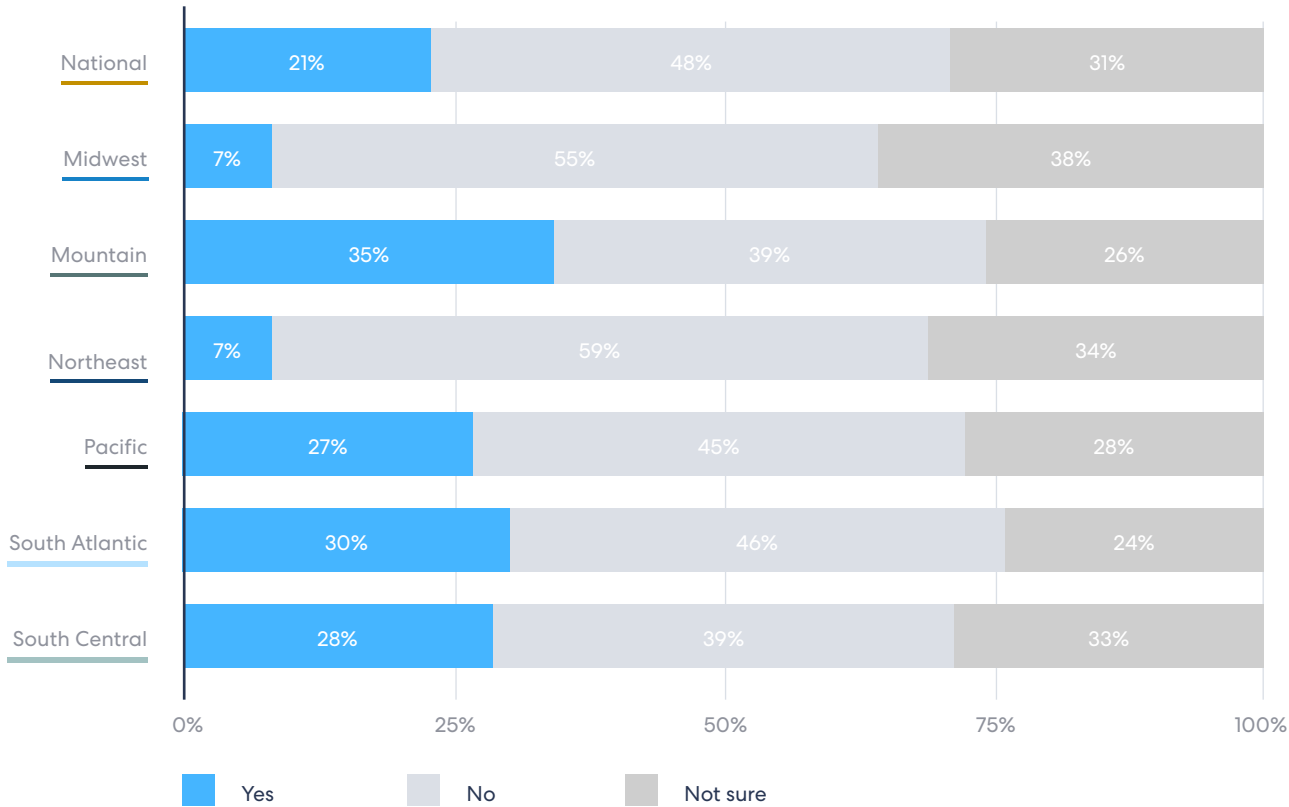
Buyers are using **cash offer fintech products** like HomeLight Trade-In, HomeLight Cash Offer, Knock Home Swap, or Orchard to compete in my market:



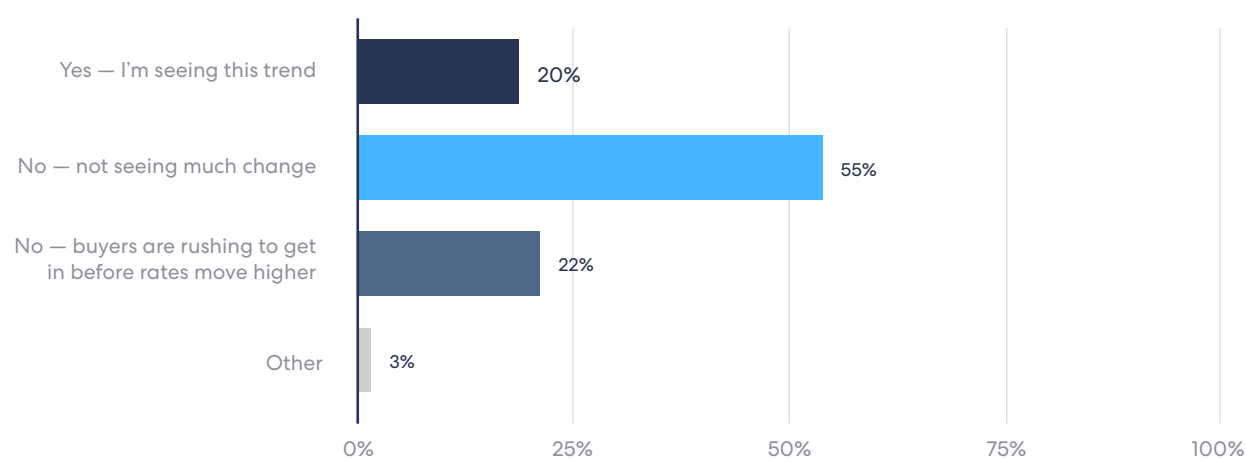
What percentage of your new construction buyers would you estimate are seeing their homes take **longer to build than the rate lock with their lender?**



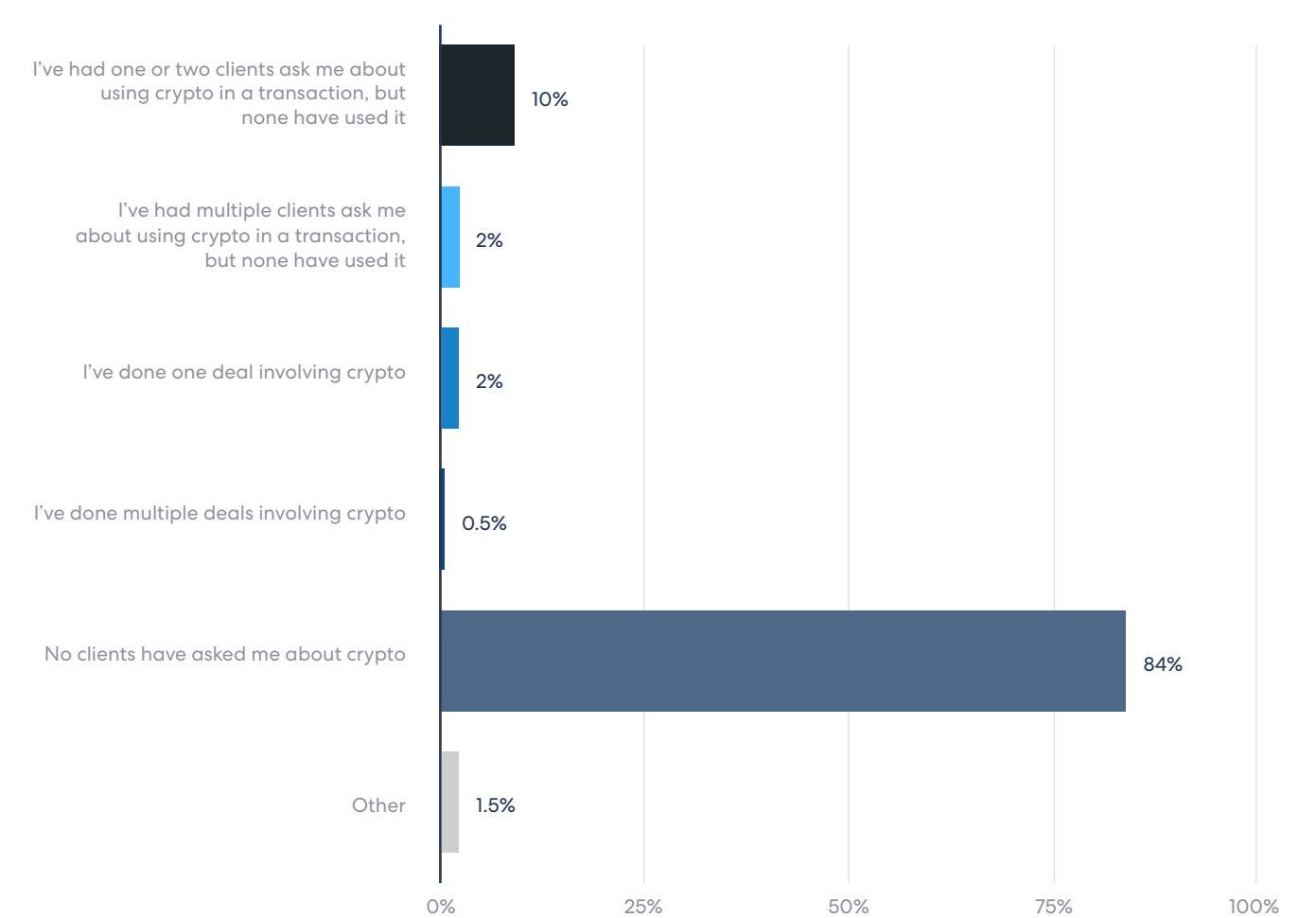
Buyers are using **cash offer fintech products** like HomeLight Trade-In, HomeLight Cash Offer, Knock Home Swap, or Orchard to compete in my market:



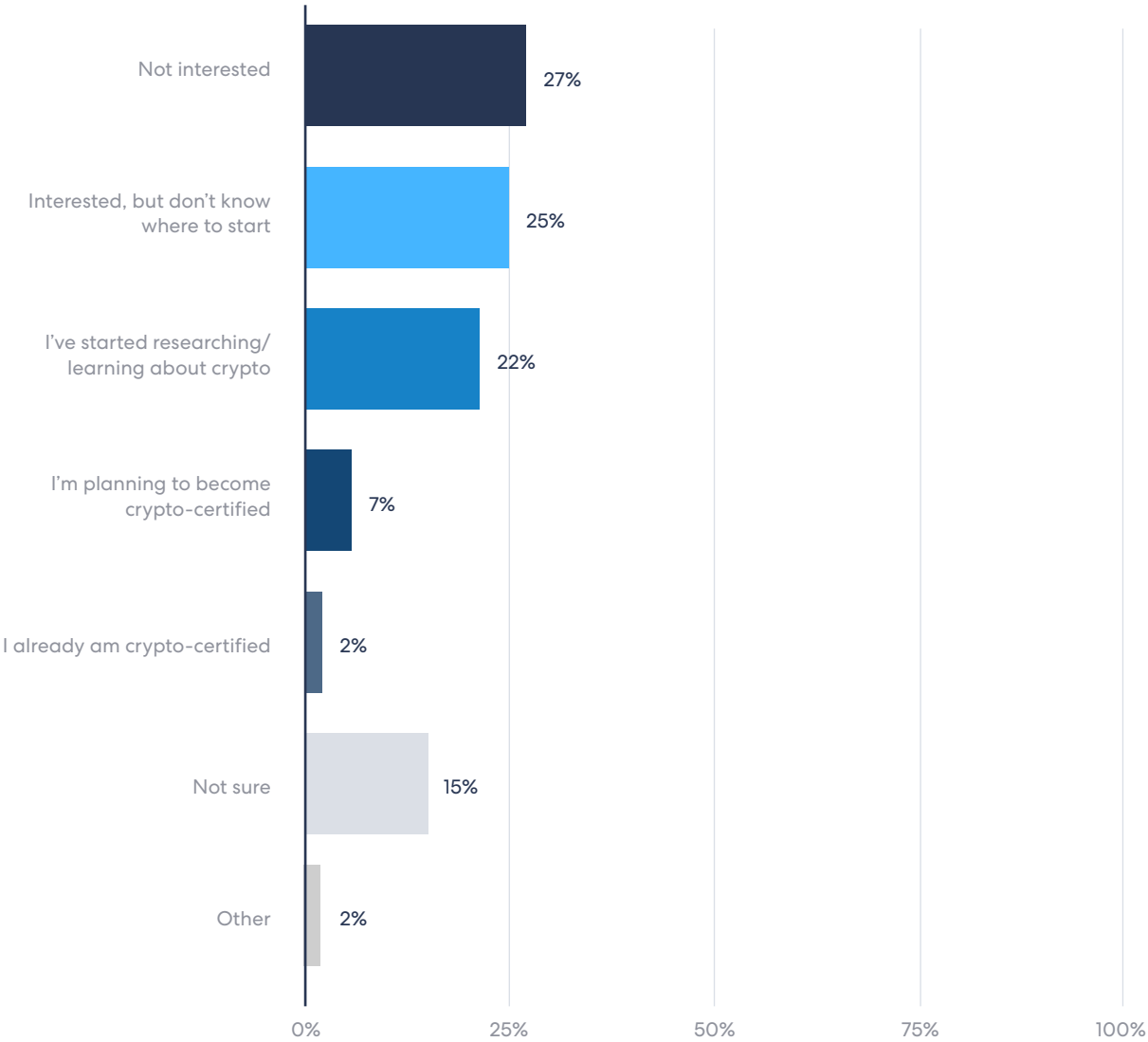
Are you seeing buyers start to **drop out** due to rising interest rates?



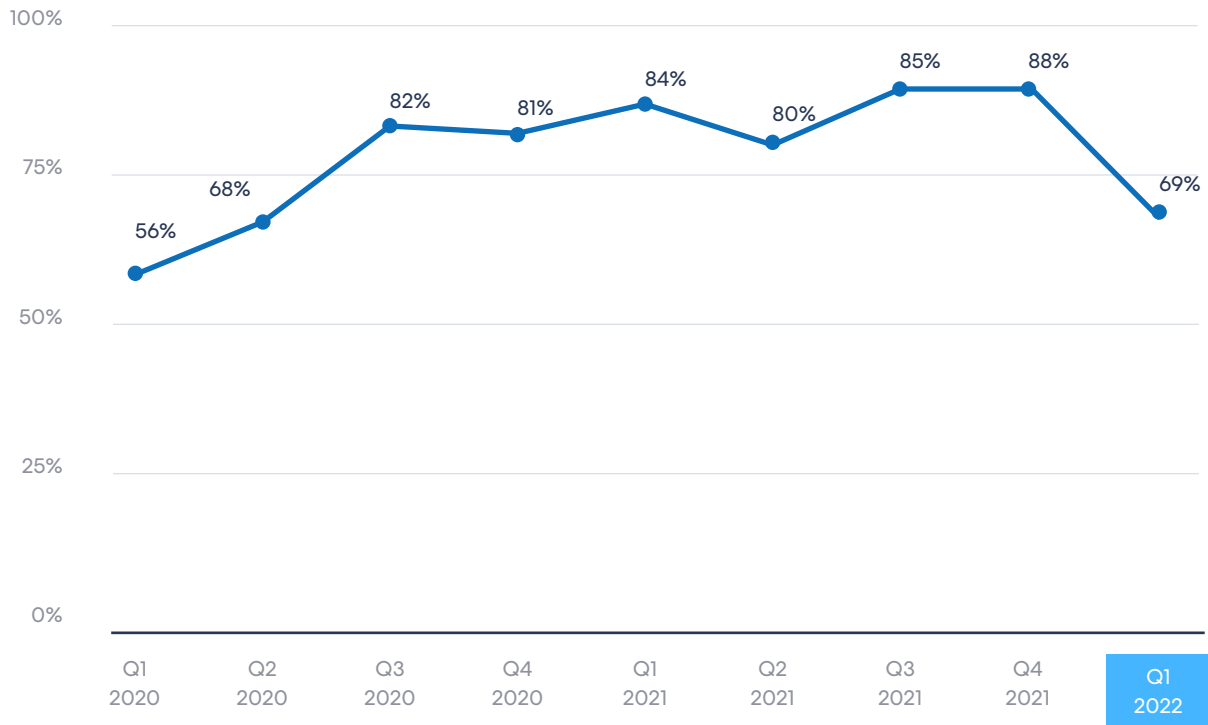
Which of the following describes your **experience with crypto?**



How would you describe your **interest level in crypto?**



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



% of agents who say they are somewhat or extremely optimistic

**Starter Homes Then
and Now: How Far
Will the Beginner
Buyer's Budget
Stretch Today?**

The three-bed, two bath first-time home has become more rare, and entry-level buyers should expect to put in some sweat equity

Pay more, get less. In two short years (or long years, depending on which way your warped sense of pandemic time leans), the quality of a home you can buy on a starter-home budget has dropped abruptly in real estate markets across the country.

“My market has seen a drastic change in what a first-time home looks like,” shares survey participant [Arvelyn Lewis](#), a top real estate agent in Atlanta. “Buyers are struggling to appreciate the value of investing versus the love they expected to have with all things home. Those that continue to the finish line make peace with the need to create a loved home when they move into it.”

Not all purchases will have a fairy tale ending.

“The average family household income can’t compete with the median home price, so they are buying smaller, less desirable homes just to buy something because they need to,” shares survey participant [Derek Sinclair](#), a top real estate agent in Gatlinburg, Tennessee. “I’ve heard multiple stories where these buyers are not satisfied with their purchases either.”



Our next chapter of the survey looks into what a starter home looked like in 2020 versus today when it comes to some of the key items on a buyer’s wish list: bedrooms, bathrooms, condition, location, outdoor space, and interior features.

Starter home values across the nation

When we talk about starter homes, a few criteria apply. A starter home in the industry generally refers to the first house an individual or family can afford to buy. It’s often a home that they don’t plan to stay in forever and will likely outgrow in a few years’ time. In most cases, a starter home is purchased using the combination of a mortgage and down payment.

How much does a starter home cost today? It depends on the location, but agents estimate the average starter-home budget in their market to be nearly \$410,000. Entry-level buyers are holding onto a more reasonable entry-level cost in the Midwest, where agents estimate the average starter-home budget to be \$236,100. But in the Pacific region, starter-home buyers are budgeting an average \$880,000 to get into today’s market.

Bedrooms

Agents share that starter homes in the U.S. are a lot less likely to have three bedrooms than they used to.

Two years ago, 72% of agents said that the usual starter home in their market had three bedrooms, compared to 53% who say the same for today’s real estate market.

Many of those who selected three bedrooms as being typical for yesterday's starter home shifted to reporting two beds as being the standard for their market today.

Specifically, 39% of agents say that a typical starter home in their market has two bedrooms today compared to 6% who said the same two years ago.

Only 5% of agents say that buyers can expect four bedrooms in a starter home today, compared to 20% who said the same two years ago.

Bathrooms

Agents report that starter homes today are much more likely to come with a single bathroom than they were two years ago. "One bathroom" was selected by 37% of agents as being typical for a starter home today, up from 11% two years ago.

As such, starter homes with two bathrooms have become more rare, with 58% of agents reporting that the typical starter home in their market has two bathrooms today compared to 71% who say starter homes used to come with two baths.

Only 5% of agents report that the typical starter home in their market has three bathrooms today, down from 17%.

Condition

Condition is another compromise starter-home buyers are likely to make.

"Previously, millennials and many move-up buyers expected homes to look like they do on HGTV," shares survey participant [Gayle Sabol](#), a top real estate agent in Clinton, Massachusetts. "Now they are making 'as-is' offers and are more willing to buy homes needing substantial updates."

57% of agents today say that buyers should expect starter homes in their market to need some work, versus 20% two years ago. 14% of agents say starter homes in their market are typically going to be fixer-uppers, versus 1% two years ago.

Only 22% of agents say starter home buyers today can expect a moderately updated home, down from 54% two years ago. While a quarter of agents say you could get a move-in ready starter home in their market two years ago, only 7% say the same for today's market.

"A few years ago, I could find a home under \$150,000 and it was probably already updated," comments survey participant [Sheri Long](#), a top real estate agent in Ocala, Florida. "It might only have one bathroom, but it would be in a decent area, with a fenced yard and even a screened room in the back. That same house now would cost over \$200,000 and not be updated at all, in poor condition, would need painting and flooring and be considered a fixer upper."

Location

Over half of agents say that two years ago, you could easily purchase a starter home in their market in what would be considered a good location. Only 13% say the same for today's market.

Buyers today are more likely to see an average location (cited by 59% of agents) or subpar location (cited by 27% of agents) when purchasing a starter home.

Outdoor space

In a 2021 [HomeLight survey](#), top agents reported that outdoor space ranked as the third-most-desired feature among today's

homebuyers, behind only a home office and great school district.

But as buyer expectations for outdoor space grow, the market won't always be able to deliver.

60% of agents say that two years ago, the typical starter home in their market had a medium-sized outdoor space with features like a sizable patio or deck. Only 21% say the same for the starter homes of today's market.

Agents indicate that starter-home buyers today are more likely to get a small outdoor space with modest patio or seating area (69%), up from 33% who said the same of starter homes in their market two years ago.

Interior features

Starter homes today are also less likely to have a spacious primary bedroom. 48% of agents say that starter homes two years ago were likely to have this feature, compared to 30% today.

En suite primary bathrooms have also gotten more rare for the beginner homebuyer budget. 51% say that starter homes two years ago were likely to have this feature, compared to 34% today.

The percentage of agents who say starter home buyers could get dual sinks in at least one bathroom was cut by more than half, from 43% to 21%.

First-time buyers will also have to get creative about storage. Only 34% of agents today say that typical starter homes include a walk-in closet, compared to over half who said the same two years ago.

Finally, 31% of agents today say starter home buyers should expect none of these features, more than double who said the same for their market two years ago.

"My buyers are focusing on the location of the home more than the amenities of the home," comments [Susan Colella](#), a top real estate agent in Naperville, Illinois. "They will settle for much less to get a home and then make it their own."

Starter-home changes across price stratospheres

In markets where the median home price is over \$1 million, only 13% of agents say that starter homes today come with dual sinks in at least one bathroom,



compared to 21% for all price points.

Only 21% say starter homes in million-dollar markets will have at least one walk-in closet, compared to 34% for all price points.

Agents in million-dollar markets were also nearly twice as likely to say that starter home buyers should not expect any outdoor space (15%) compared to 8% for all price points.

The impact is being felt just as hard in smaller markets, as first-time buyers are squeezed out of the affordability range in towns once considered to be budget-friendly.

“Two houses that would have sold for around \$350,000 in 2020 just sold for around \$800,000,” comments survey participant [Jon Ellen Snyder](#), a top real estate agent in Livingston, Montana. “In a town of 7,500 people, this level of increase is going to wreak havoc on employers who can’t find employees who can afford this. And it will eliminate the first-time homebuyer, as this is not an entry-level price.”

House-hacking and buying homes with friends on the rise

As homes become less affordable on the average family income, buyers are finding it necessary to seek out co-buyers who aren’t their romantic partner to split costs and share the load.

“I have had young buyers ages 18-26 all group up their funds to buy houses and they each would live in a bedroom and share the rest of the house,” adds survey participant [Derek Sinclair](#), a top real estate agent in Gatlinburg, Tennessee. “I’ve had multiple

families buy homes with three generations moving in together in order to get a loan. It’s extremely common right now for sure.”



In our survey, over 60% of agents have seen an increase in non-romantic co-buyers, including parents, grandparents, and adult children (43%); friends and roommates who are not relatives (10%); and siblings and cousins buying homes together (8%); to counteract high prices.

“We have seen friends pool resources together to be able to increase their buying power,” shares survey participant [Julee Patterson](#), a top real estate agent in Roseville, California and HomeLight Elite Agent. “I’ve seen younger professionals purchase duplexes together as primary residences with the plan to move up in a few years.”



[Julee Patterson](#)

HomeLight Elite Agent in Roseville, California

Some groups plan to generate income from a portion of the property, a strategy known as house-hacking.

“I’ve helped friends purchase investment properties and ‘house hack’ a home until they’re ready to turn it into a rental,” shares survey participant [Corey Harris](#), a top real estate agent in Wilmington, Delaware.

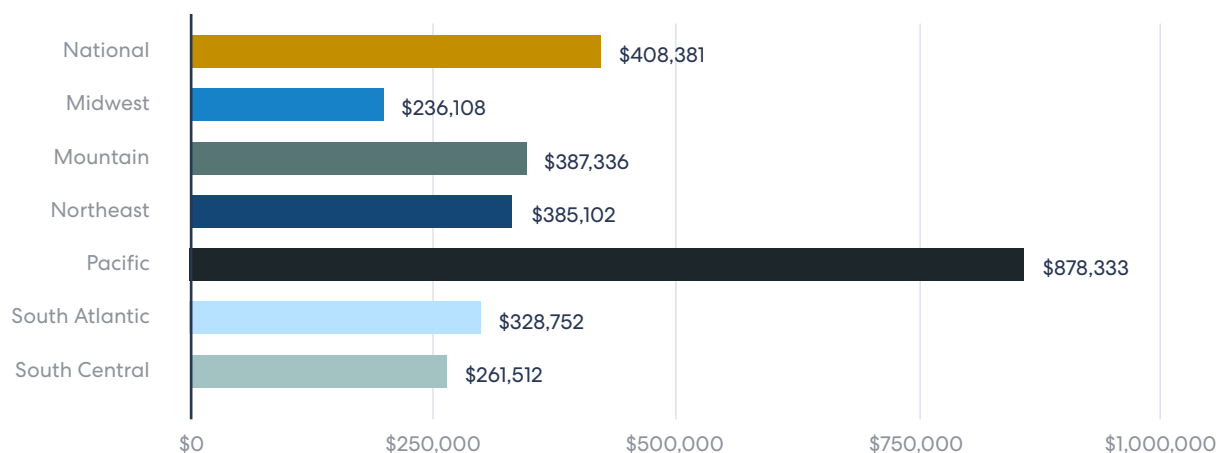
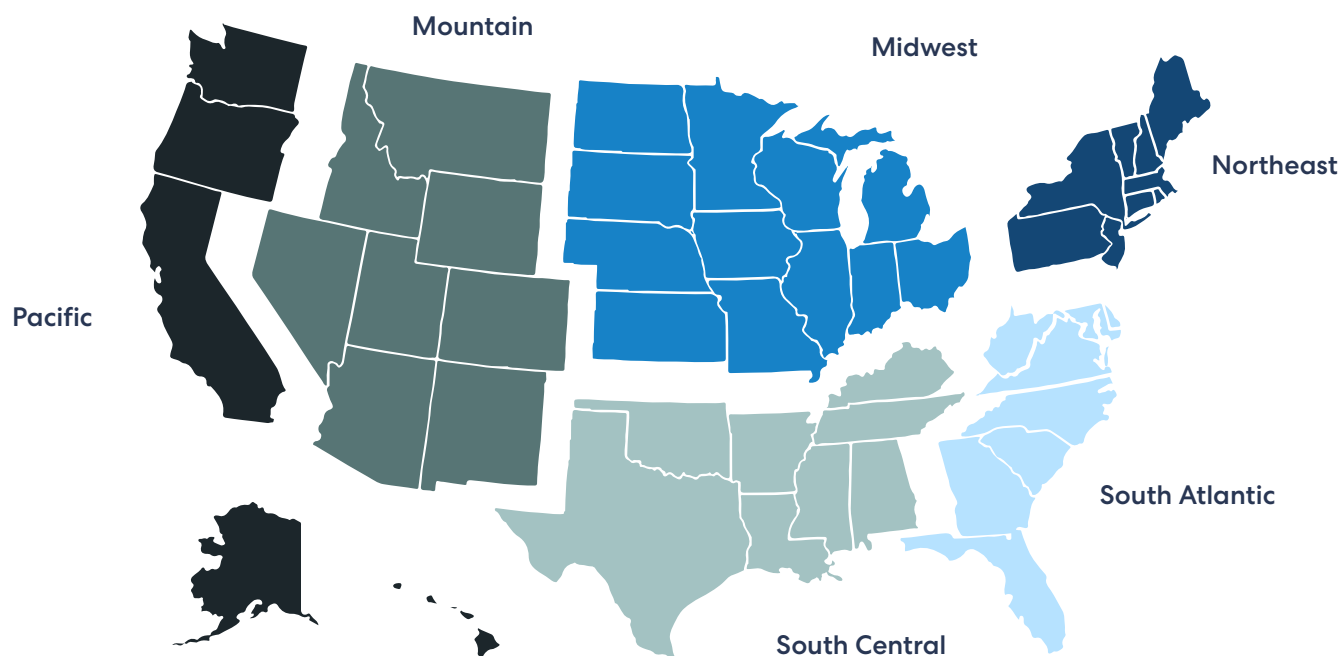
“House hacking is a trend that is likely here to stay,” echoes survey participant [Kendra Lanterman](#), a top real estate agent in the Northwest Denver Metro (Arvada). “With affordability being a topic of concern, if buyers can ‘get in,’ have rental income to offset expenses, and still take advantage of our historic appreciation — it’s a win-win.”

But such arrangements don’t come without obstacles. Agents say the top challenges among non-romantic co-buyers include not considering a mutual exit plan from the home (cited by 24% of agents as a challenge), differing credit scores (cited by 20% of agents), division of responsibilities and financial contributions (cited by 16% of agents), and selecting a location (cited by 16% of agents).

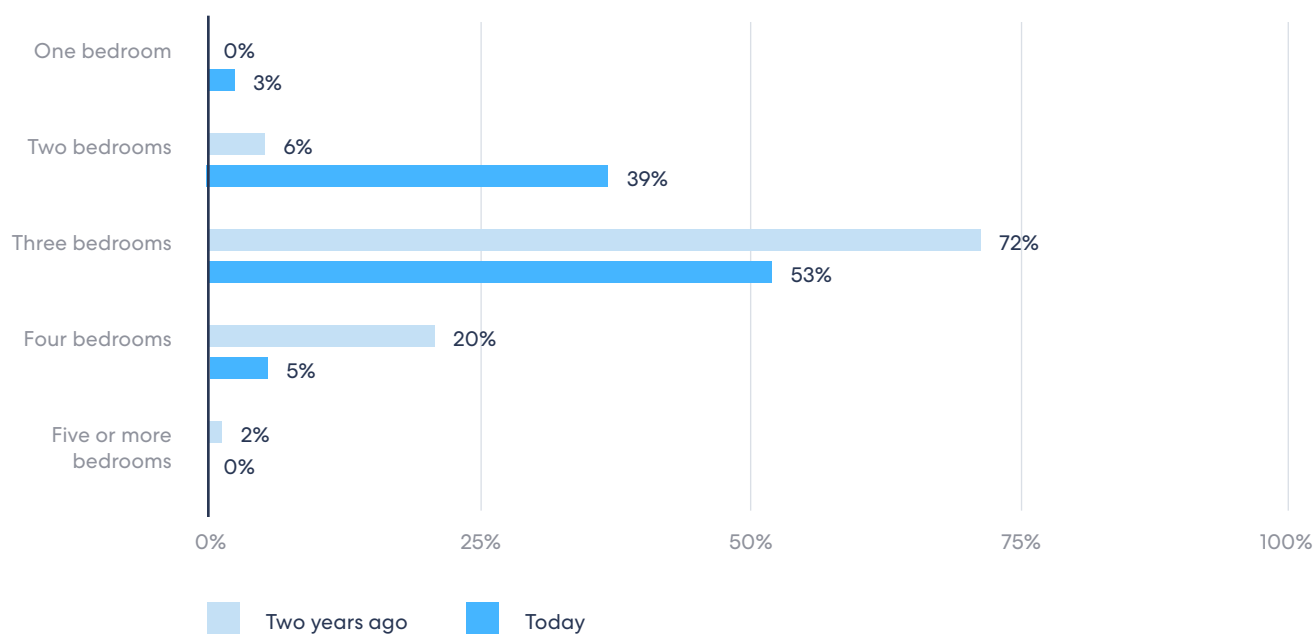
Considering these difficulties, some co-buyers recognize that they may need to have a plan B.

“I am currently working with a client who is purchasing a home in her name exclusively but planning to live with two roommates,” shares [Sonni Harvin](#), a top real estate agent in Farmington Hills, Michigan. “All three of them are involved in the selection of the home. However, the buyer is planning so that she will be able to pay for the home alone should things not work out.”

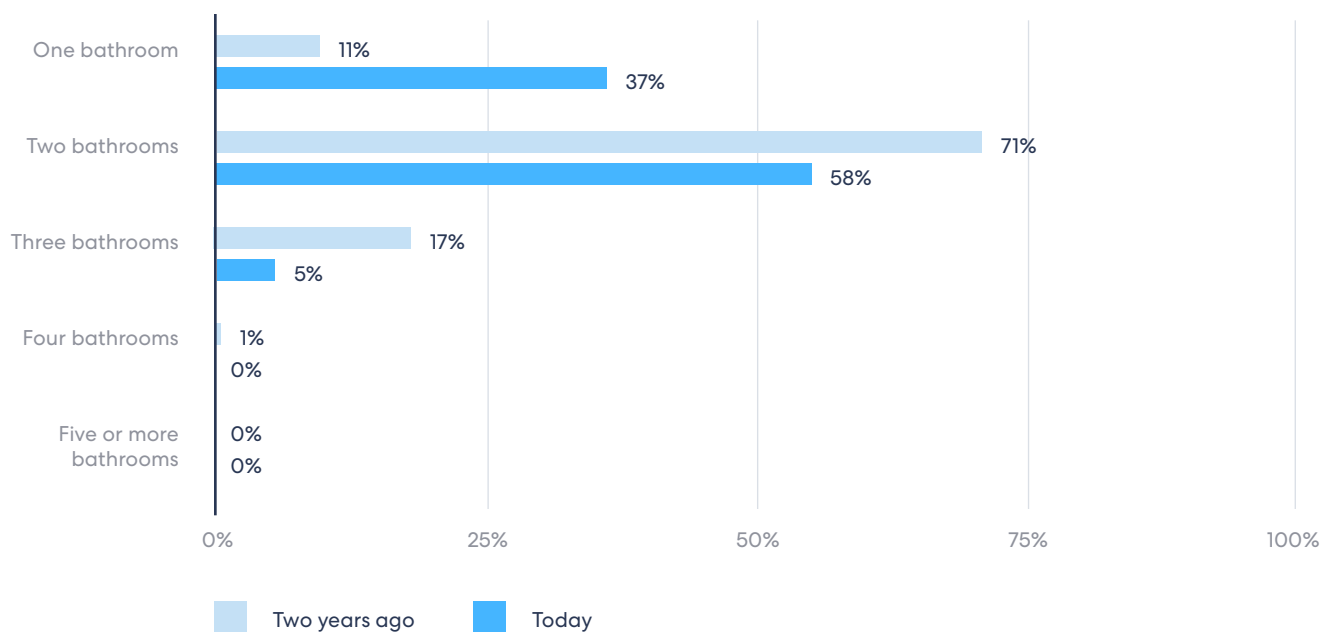
I estimate the **average budget** of a starter-home buyer in my market to be:



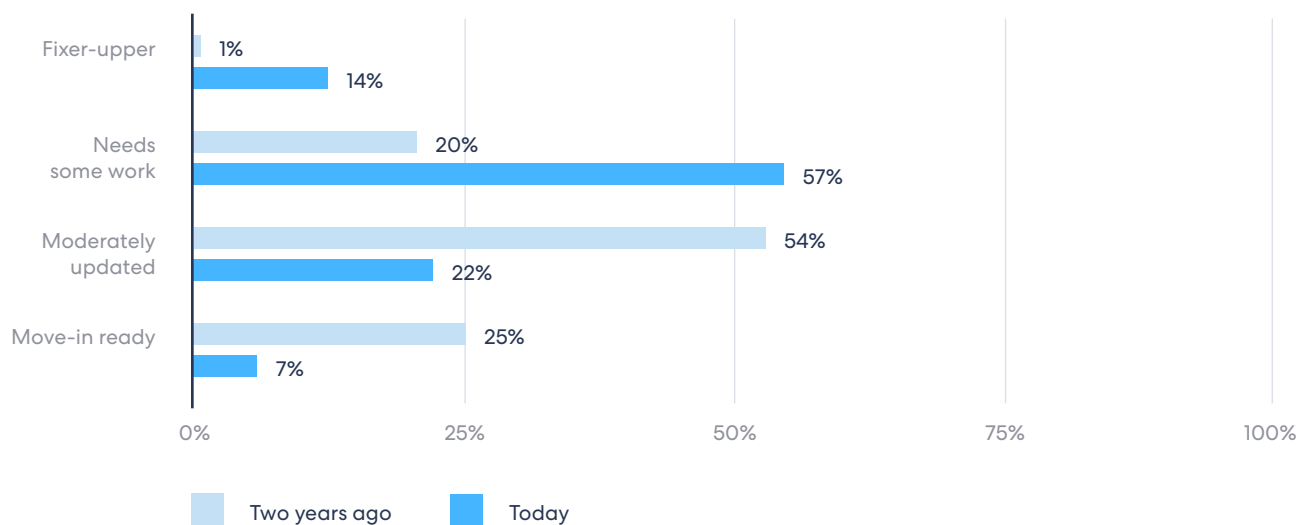
How many **bedrooms** does the typical starter home have in your market?



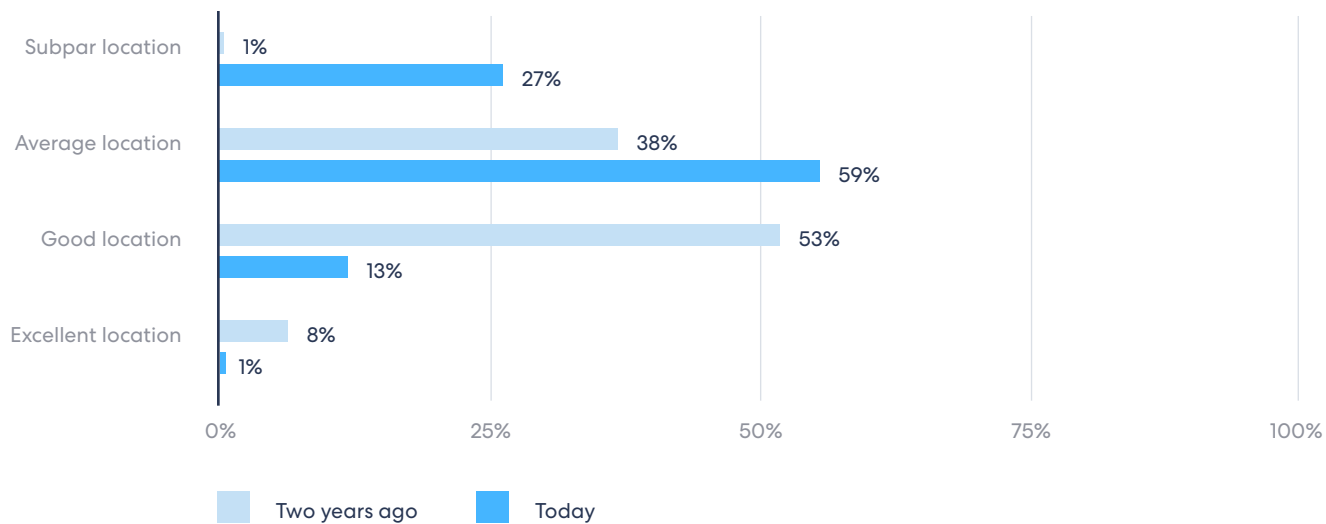
How many **bathrooms** does the typical starter home have in your market?



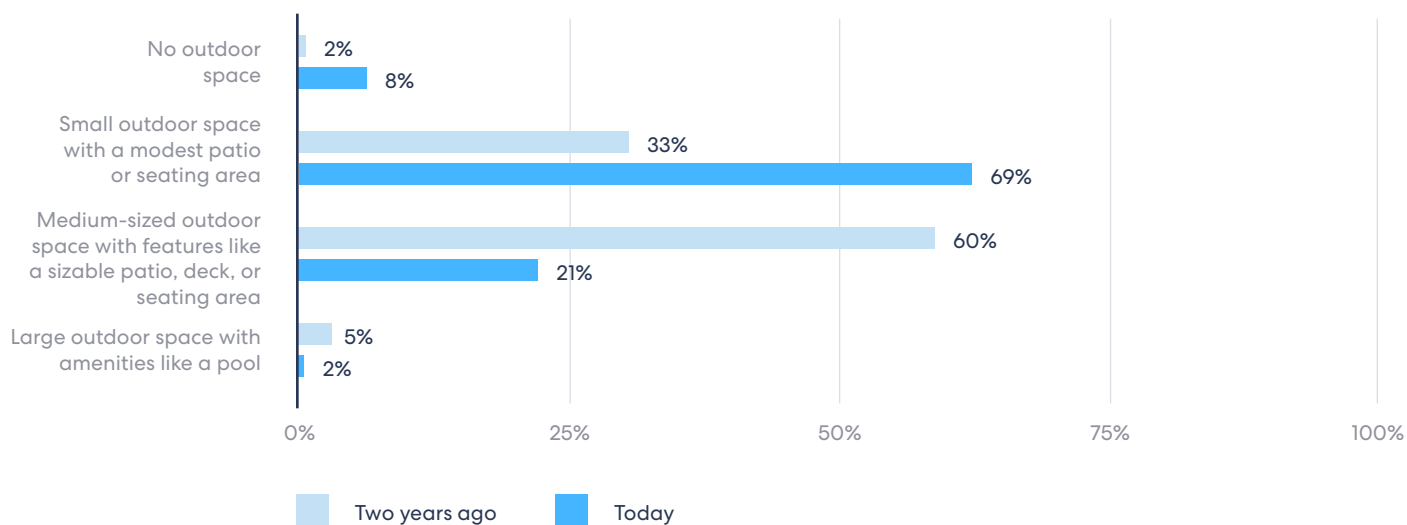
How would you describe the **condition** of a typical starter home in your market?



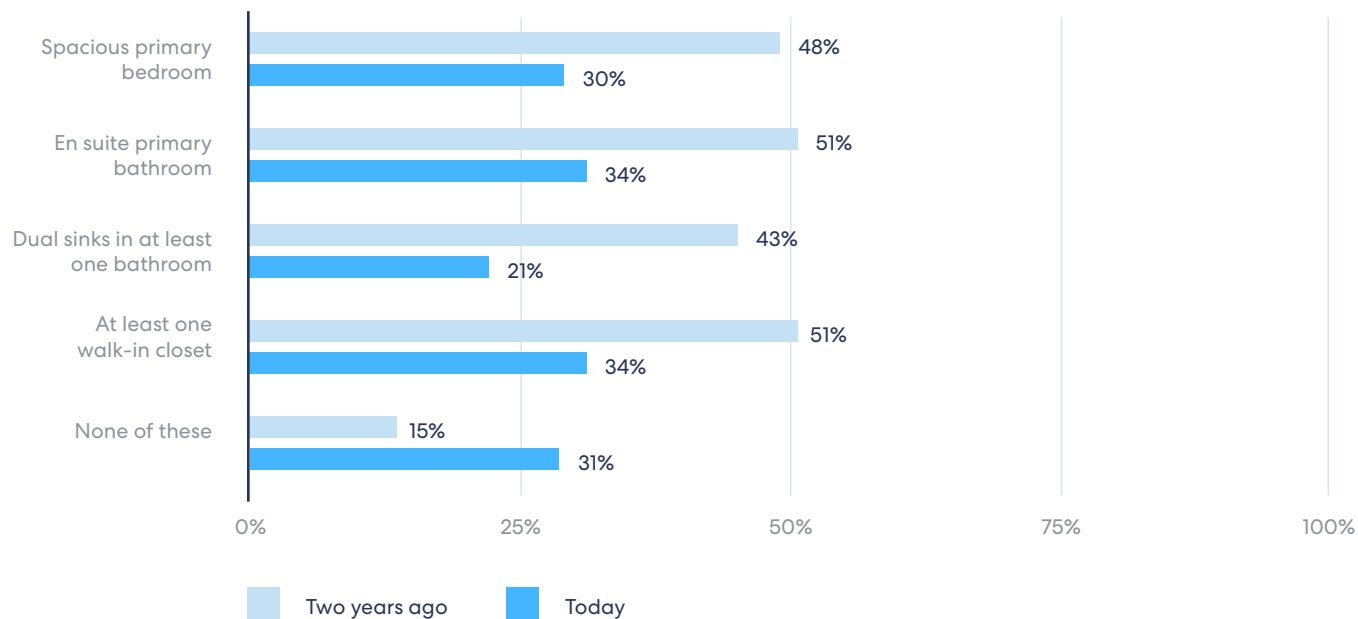
How would you describe the **location** of a typical starter home in your market?



How would you describe the **outdoor space** of a typical starter home in your market?



Which of the following **indoor features** does the typical starter home in your market include?



Typical starter home features cited by real estate agents for their market

Two years ago

Today

Beds	All price points	\$250,000 or less	\$251,000–\$500,000	\$501,000–\$750,000	\$751,000–\$1,000,000	Over \$1 million
One bedroom	0%	0%	0%	1%	0%	3%
	3%	1%	2%	3%	7%	5%
Two bedrooms	6%	7%	4%	4%	12%	10%
	39%	43%	37%	42%	43%	43%
Three bedrooms	72%	84%	74%	67%	64%	66%
	53%	54%	56%	48%	43%	47%
Four bedrooms	20%	8%	20%	25%	19%	19%
	5%	2%	5%	6%	6%	5%
Five or more bedrooms	2%	1%	2%	3%	5%	2%
	0%	0%	0%	1%	1%	0%

Baths	All price points	\$250,000 or less	\$251,000–\$500,000	\$501,000–\$750,000	\$751,000–\$1,000,000	Over \$1 million
One bathroom	11%	26%	10%	6%	8%	14%
	37%	51%	37%	27%	40%	36%
Two bathrooms	71%	68%	74%	68%	67%	65%
	58%	48%	58%	64%	55%	59%
Three bathrooms	17%	6%	15%	24%	23%	19%
	5%	1%	5%	8%	4%	5%
Four bathrooms	1%	0%	1%	2%	2%	2%
	0%	0%	0%	1%	1%	0%
Five or more bathrooms	0%	0%	0%	0%	0%	0%
	0%	0%	0%	0%	0%	0%

Condition	All price points	\$250,000 or less	\$251,000–\$500,000	\$501,000–\$750,000	\$751,000–\$1,000,000	Over \$1 million
Fixer-upper	1%	1%	1%	0%	4%	3%
	14%	11%	11%	19%	20%	18%
Needs some work	20%	22%	19%	17%	31%	26%
	57%	49%	61%	58%	48%	40%
Moderately updated	54%	51%	55%	59%	41%	55%
	22%	30%	21%	16%	27%	26%
Move-in ready	25%	26%	25%	24%	24%	16%
	7%	10%	7%	7%	5%	16%

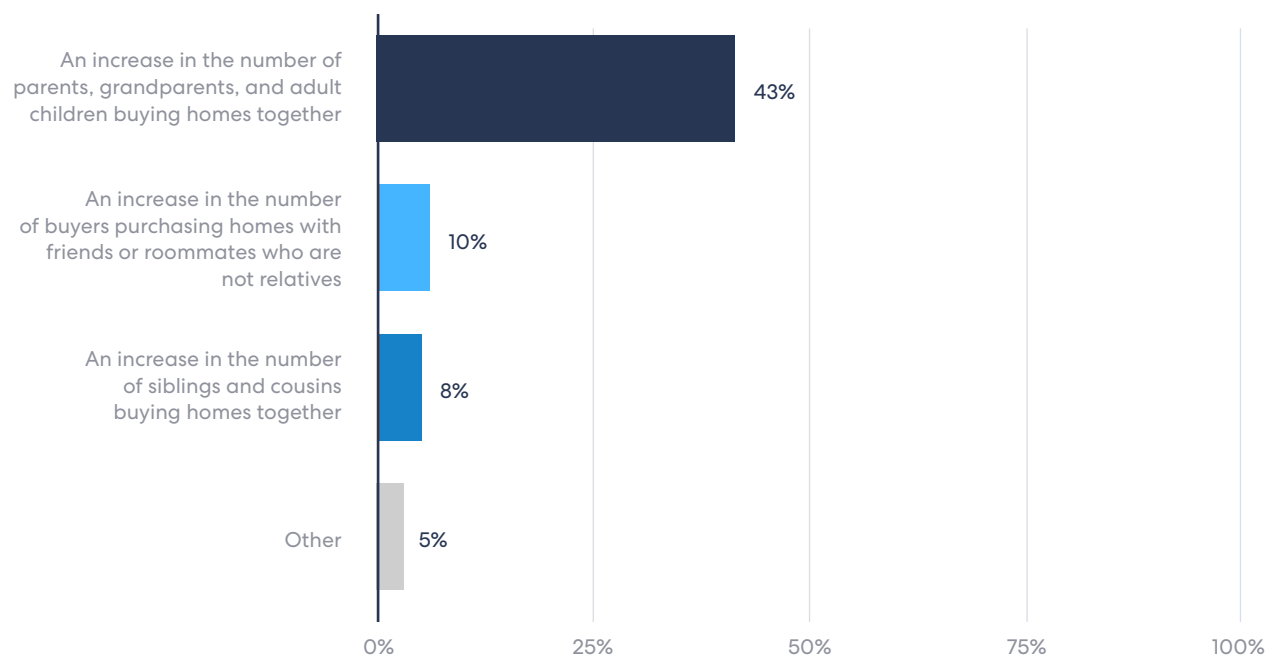
Typical starter home features cited by real estate agents for their market

Two years ago

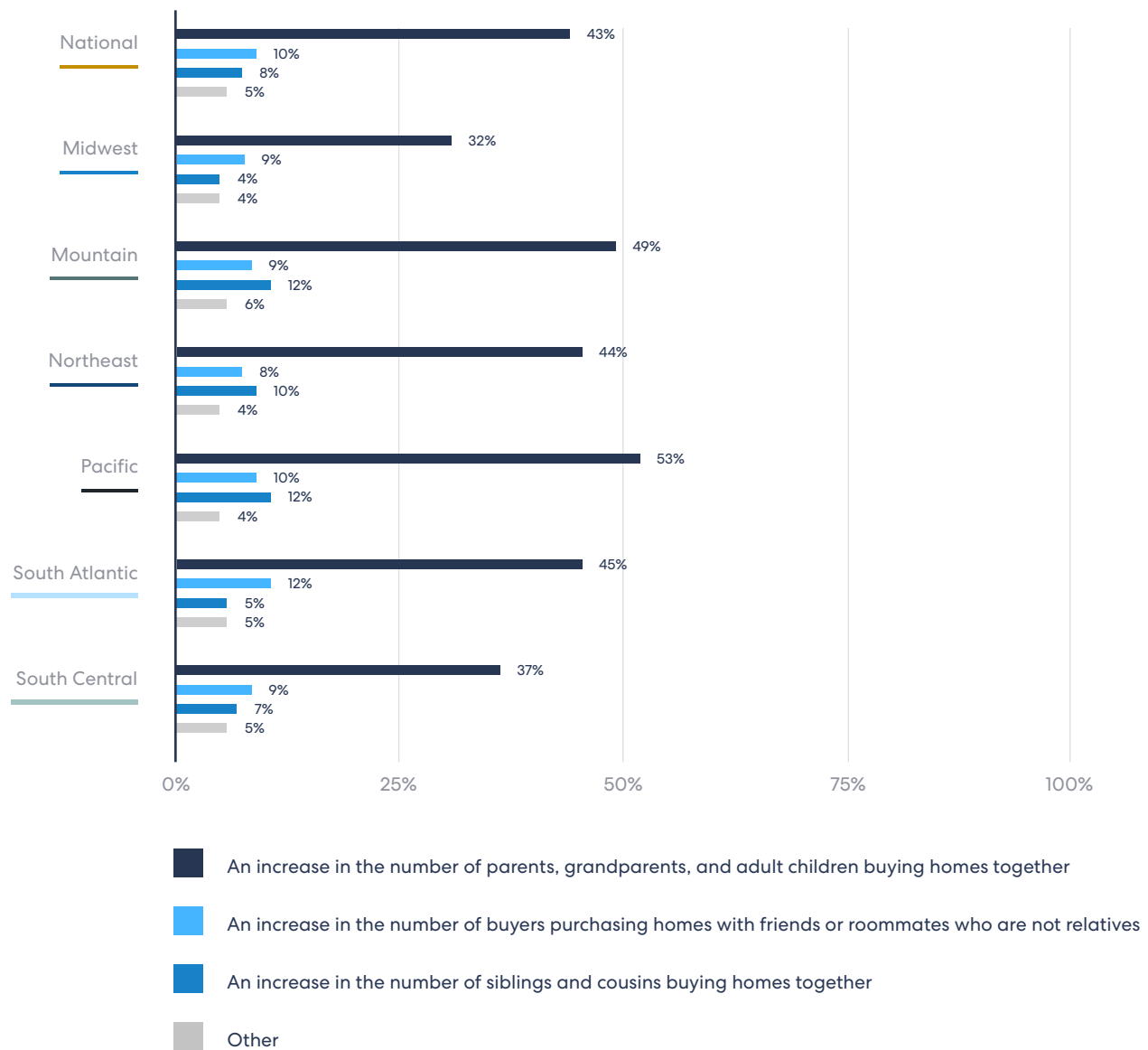
Today

Location	All price points	\$250,000 or less	\$251,000-\$500,000	\$501,000-\$750,000	\$751,000-\$1,000,000	Over \$1 million
Subpar location	1%	0%	1%	1%	5%	2
	27%	14%	23%	37%	35%	36%
Average location	38%	47%	36%	35%	43%	43%
	59%	68%	64%	48%	46%	49%
Good location	53%	43%	56%	57%	40%	50%
	13%	17%	12%	14%	17%	13%
Excellent location	8%	10%	7%	7%	12%	5%
	1%	1%	1%	1%	2%	2%
Outdoor space	All price points	\$250,000 or less	\$251,000-\$500,000	\$501,000-\$750,000	\$751,000-\$1,000,000	Over \$1 million
No outdoor space	2%	2%	2%	2%	3%	3%
	8%	7%	6%	13%	10%	15%
Small outdoor space	33%	38%	32%	33%	33%	32%
	69%	64%	71%	67%	70%	59%
Medium-sized outdoor space	60%	59%	61%	60%	51%	58%
	21%	29%	21%	19%	14%	24%
Large outdoor space	5%	1%	5%	5%	13%	7%
	2%	0%	2%	1%	6%	2%
Interior features	All price points	\$250,000 or less	\$251,000-\$500,000	\$501,000-\$750,000	\$751,000-\$1,000,000	Over \$1 million
Spacious primary bedroom	48%	41%	53%	44%	42%	39%
	30%	35%	30%	27%	30%	30%
En suite primary bathroom	51%	37%	54%	54%	52%	45%
	34%	22%	37%	34%	36%	31%
Dual sinks in at least one bathroom	43%	23%	46%	48%	41%	35%
	21%	11%	24%	23%	22%	13%
At least one walk-in closet	51%	38%	54%	53%	45%	47%
	34%	27%	36%	39%	26%	21%
None of these	15%	23%	14%	14%	12%	24%
	31%	35%	29%	31%	30%	41%

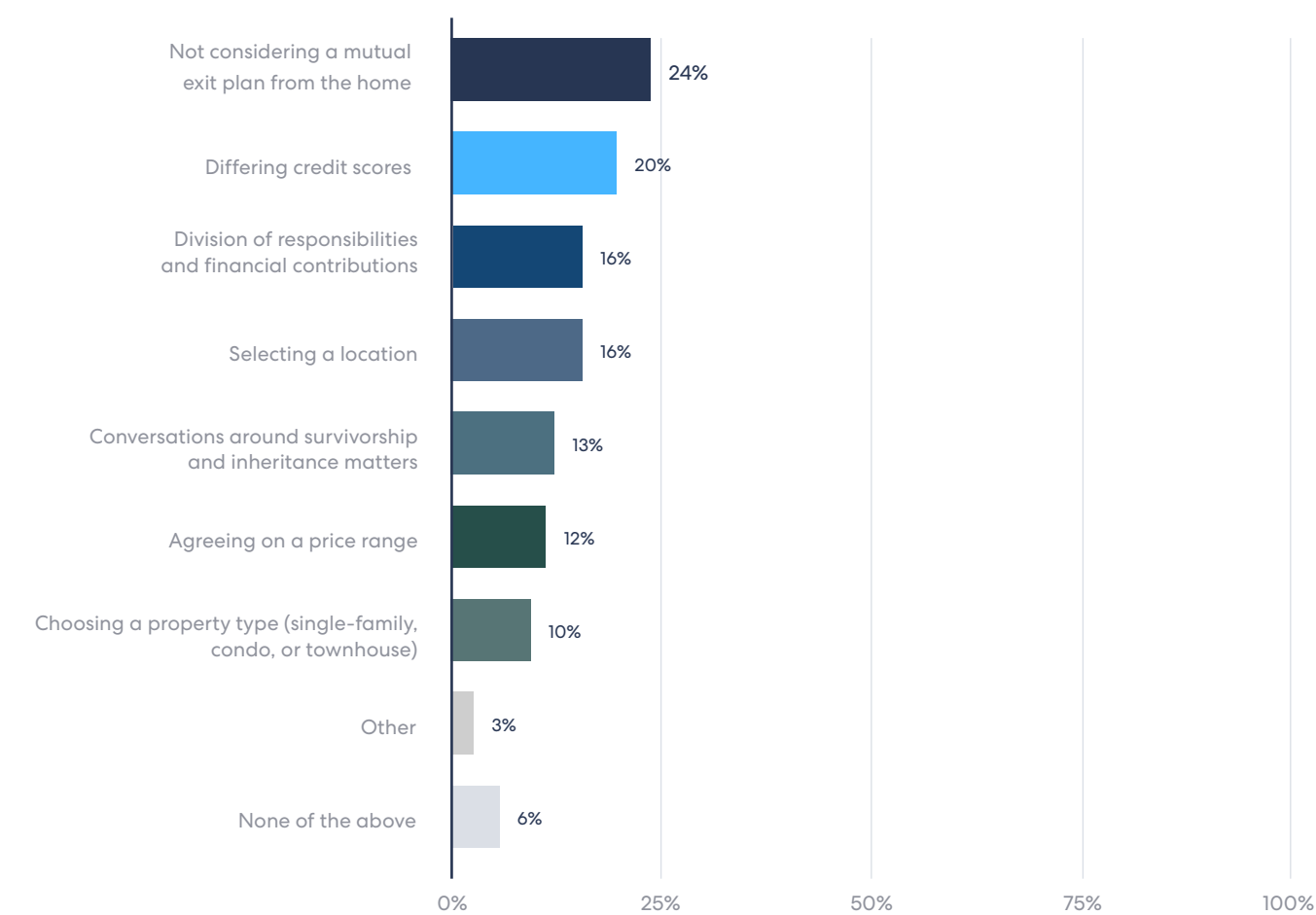
Which of the following **trends** have you seen in your market in the past 12 months?
(Check all that apply.)



Which of the following **trends** have you seen in your market in the past 12 months? (Check all that apply.)



In your experience, what are the **top challenges for non-romantic co-buyers?**



Enough Room To Store Your Toys: Why Everyone Wants RV Parking, Boat Slips, and Extra Land

Buyers are increasingly asking for homes with acreage and plenty of ‘elbow room’ for their stuff, including larger pandemic purchases

Outdoor recreation of any kind became popular during the pandemic, including activities like swimming, boating, and camping. In parallel with the housing craze, [boat sales hit record highs in 2020](#) and were strong in 2021 as well.

Most recently, 2022 has been called the “[pandemic boom for the RV industry](#)” as reported by a recent NBC affiliate news story.

“Wealthy buyers moving into the Billings market are looking for space to store their toys such as RVs, boats, and ATVs,” shares survey participant [Jane McFadyen](#), a top real estate agent in Billings, Montana. “Those features are strong selling points for sellers. Buyers will sacrifice the move-in readiness of a home in favor of having acreage.”

Our survey took a look at how these priorities are affecting home purchasing decisions and property values.

Embracing life on the road, ‘toy’ storage, and barndominiums

The estimated value that RV parking adds to a home has nearly doubled in two years, from \$7,800 in 2020 to \$15,000 today, according to our survey. The value of RV parking is highest in the Mountain region at \$20,600, a 139% increase from two years prior.

“I’ve seen a noticeable increase in buyers asking for properties that allow RVs to be parked on the property and have a hookup for RV or storage,” adds

survey participant [Jessica James](#), a top real estate agent in Elizabeth City, North Carolina.

RV shipments rose nearly [40% between 2020 and 2021](#), according to data from the RV Industry Association. In addition to providing an escape from pandemic boredom and city crowds, some people unwilling to pay ever-rising home prices are instead buying RVs. Others may downsize, add an RV, and rent out their house during the windows when they’re traveling.



“With the surge of sellers selling their property and living in an RV, we have RV parks popping up everywhere to the point the county has had to create new zoning rules for them,” shares survey participant [Kathy R. Hobbs](#), a top real estate agent in Lake Tawakoni, Texas. “The city at the lake community has almost completely stopped them because there are so many going in.”

RVs can also be used as temporary housing when buyers find themselves between residences in a low-inventory market.

“I had clients who bought acreage with a new home to store their RV and actually lived in it until the home was finished,” shares survey participant [Sharon Friedman](#), a top real estate agent in Solon, Ohio.

The appeal of RVs accompanies blossoming interest in a type of house called a barndominium, which is a barn-like metal structure that is both low-maintenance and energy efficient. Barndominiums complement the outdoorsy lifestyle and often come with features like RV storage and hookups as part of their structure.

[Steve Freeman](#), a top real estate agent in the Atlanta Metro Area, shares that he’s seen how “the RV craze has sparked an entire new barndominium demand and housing option that has caught on fire across the country.”

As summarized by [Russ Phillips](#), a top real estate agent in Georgetown, Texas: “It’s all about the ‘unique selling proposition.’ If you have RV parking in my market, you also likely have no HOA, and a larger lot, maybe even an acre or more. Everyone wants those larger lots now — elbow room is selling at an all-time high.”

Boat slips

A boat slip is a dedicated parking spot for your boat on a dock structure. The amount of value that a boat slip adds to a property has nearly doubled in two years, from \$40,200 to \$78,800. The value of a boat slip today is highest in the Pacific region, where the privilege adds over \$135,500 in home value.

“There is a huge demand for waterfront and water-privileged communities in my area,” shares survey participant [Bonnie Fleishman](#), a top real estate agent in Pasadena, Maryland. “Living off the Chesapeake Bay, people enjoy all the aspects this great body of water offers. Many will only buy in

the communities that offer boat ramps, slips, beach access, etc. Communities on the larger rivers and bays can easily get \$100,000 more than the same home in a non-water privileged neighborhood.”

Water views

Having a front-row seat to golden hours over the lake or to-die-for ocean sunsets has never been cheap, but the value of a calming water scene is significantly pricier since the pandemic. The value that a water view adds to a home has more than doubled from \$68,900 to \$138,700. Even in the landlocked Midwest region, a water view — which may be provided by a river, lake, or pond — now adds an estimated \$73,100, up from \$38,100 two years ago.

“Homes with any type of water are much more desirable even if just for the view,” comments [Sandra Rathe](#), a top real estate agent in Fort Lauderdale, Florida, and HomeLight Elite Agent. “Many people are moving from non-water homes to enjoy the views and water access. Homes with ocean access have skyrocketed in pricing.”



[Sandra Rathe](#)
HomeLight Elite Agent in Fort Lauderdale,
Florida

Water access

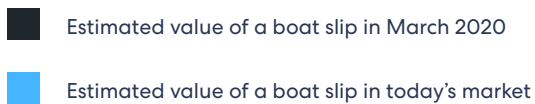
The value of private water access; whether via a community amenity or easement to a lake, river, ocean, intercoastal, or other body of water; has risen 95% in two years, from \$43,800 to \$85,500.

The value of water access today is highest in the

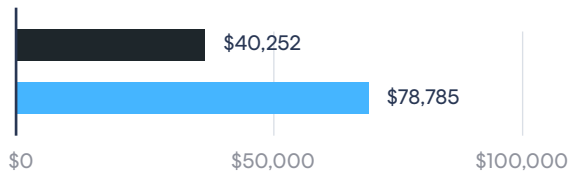
Pacific (+\$144,500) and South Atlantic (+\$97,200) regions. In the Midwest, agents report that you can't buy water access with chump change, either, as it adds over \$50,000 in home value today.

"Our water properties are at an all-time high," echoes survey participant [Cody Spencer](#), a top real estate agent in Coeur D'alene, Idaho. "Only the luxury buyers are able to afford these types of homes."

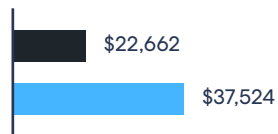
How much value does a **boat slip add to a property** in your market?



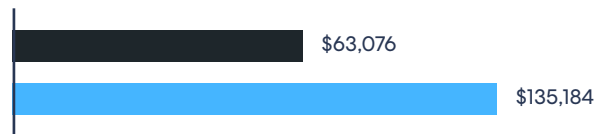
National



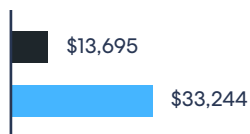
Midwest



Pacific



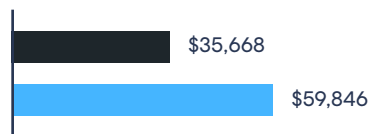
Mountain



South Atlantic



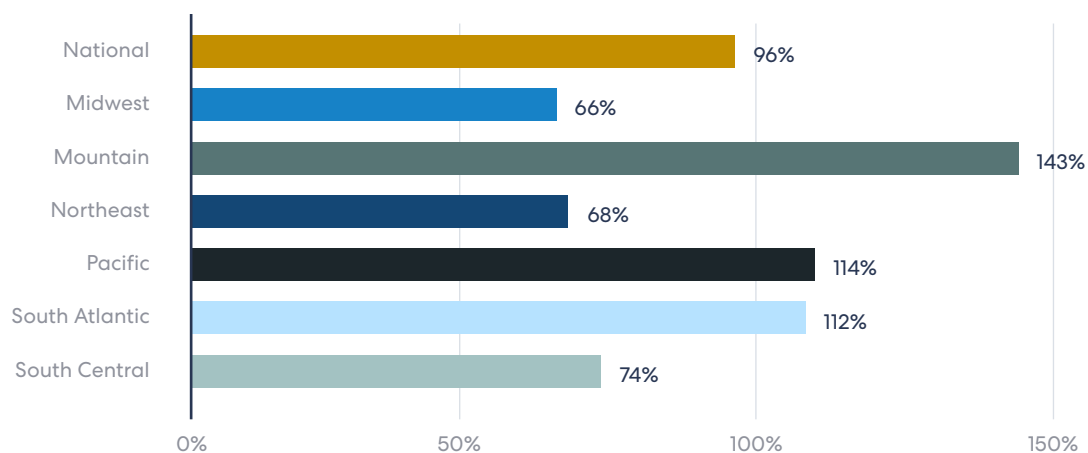
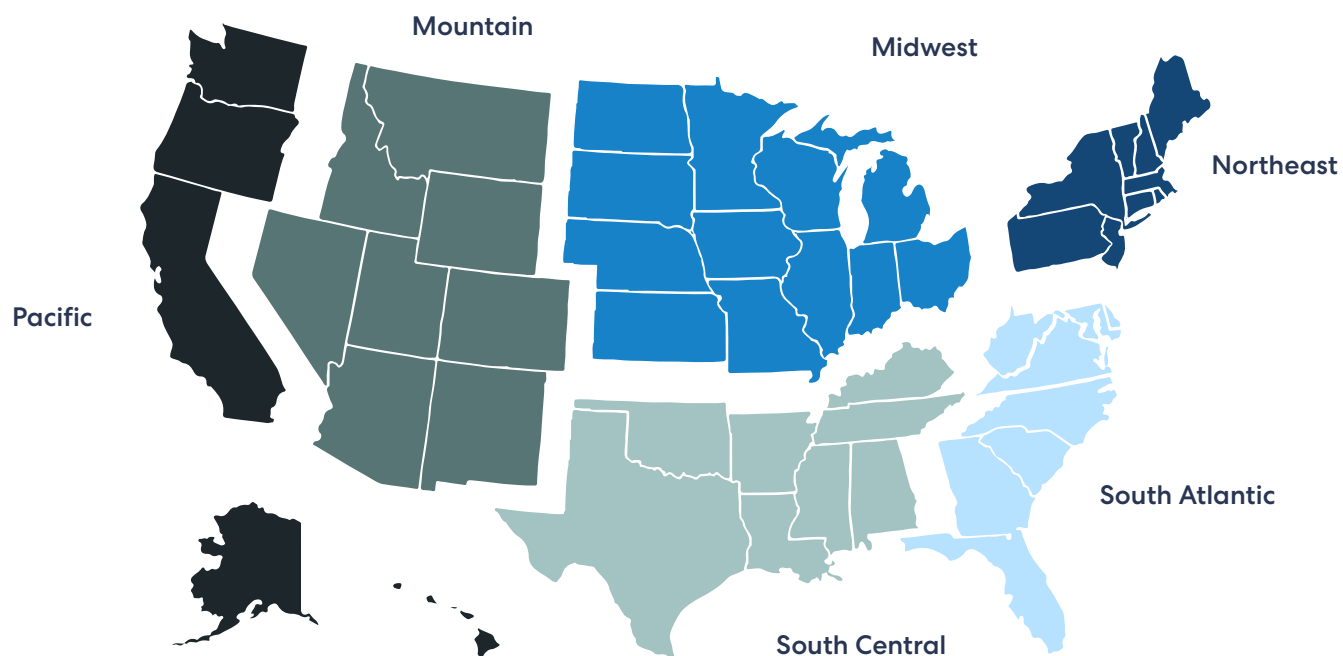
Northeast



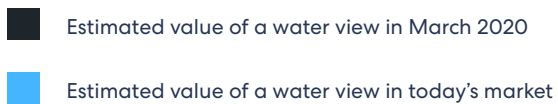
South Central



% change in the estimated value a **boat slip** adds to a home (two years ago vs. today)



How much value does a **water view (lake, pond, river, ocean)** add to a property in your market?



National



Midwest



Pacific



Mountain



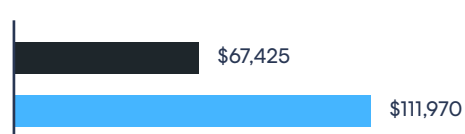
South Atlantic



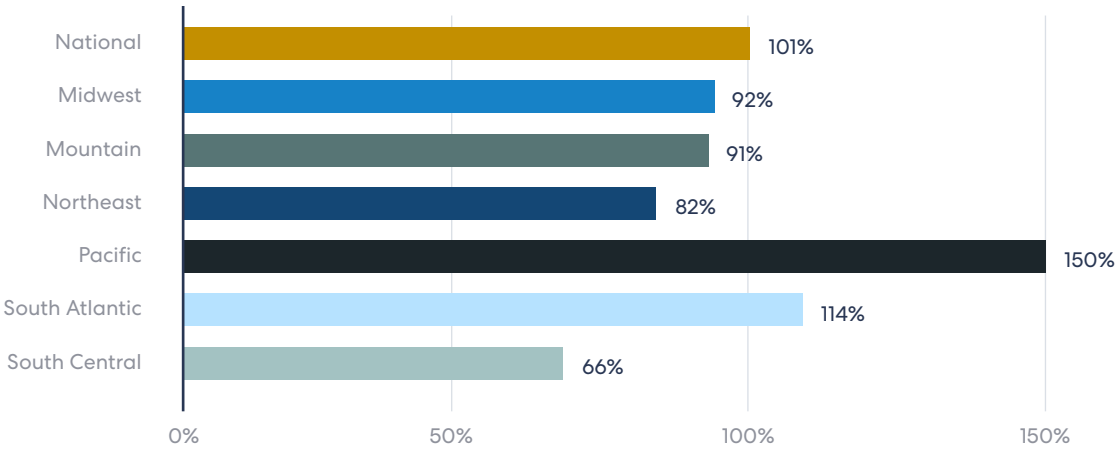
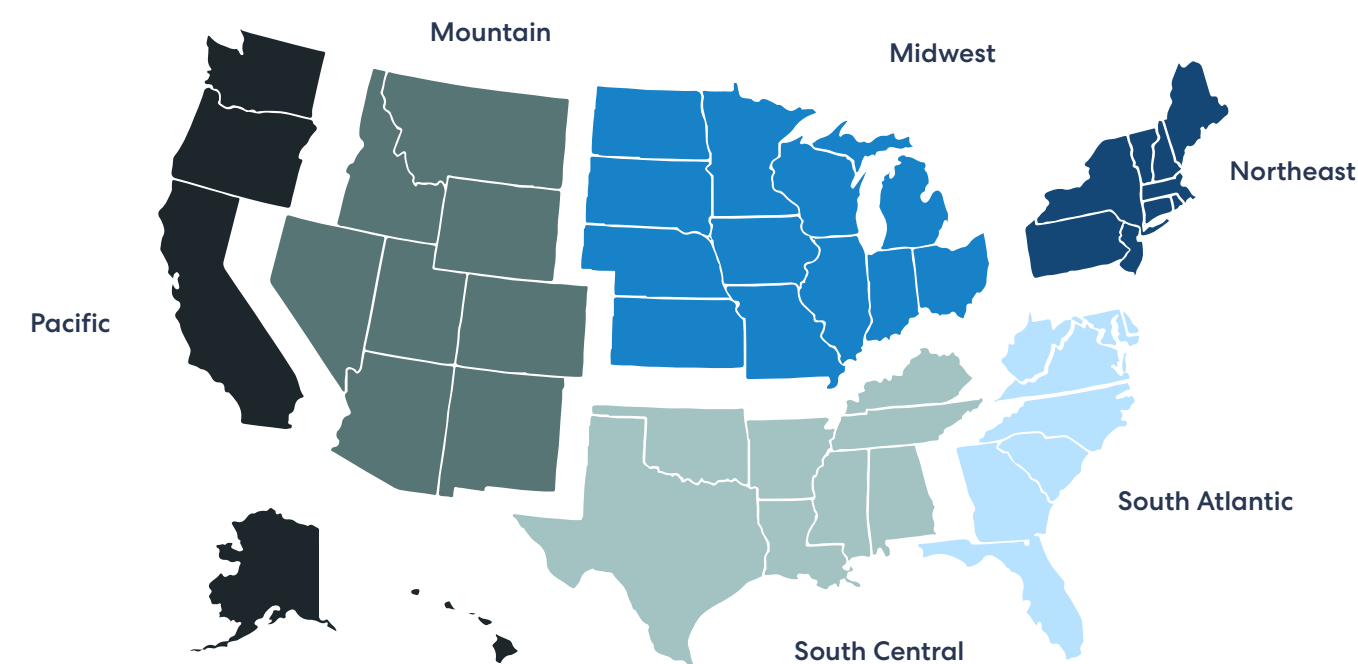
Northeast



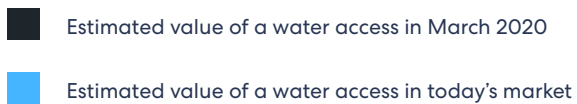
South Central



% change in the estimated value a **water view** adds to a home (two years ago vs. today)



How much value does **private non-pool water access** add to a property in your market?



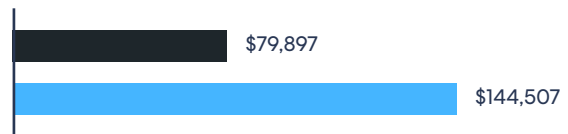
National



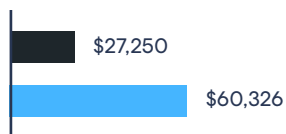
Midwest



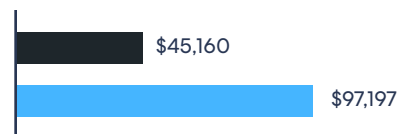
Pacific



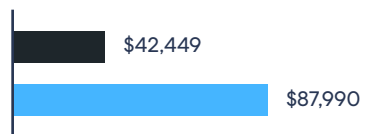
Mountain



South Atlantic



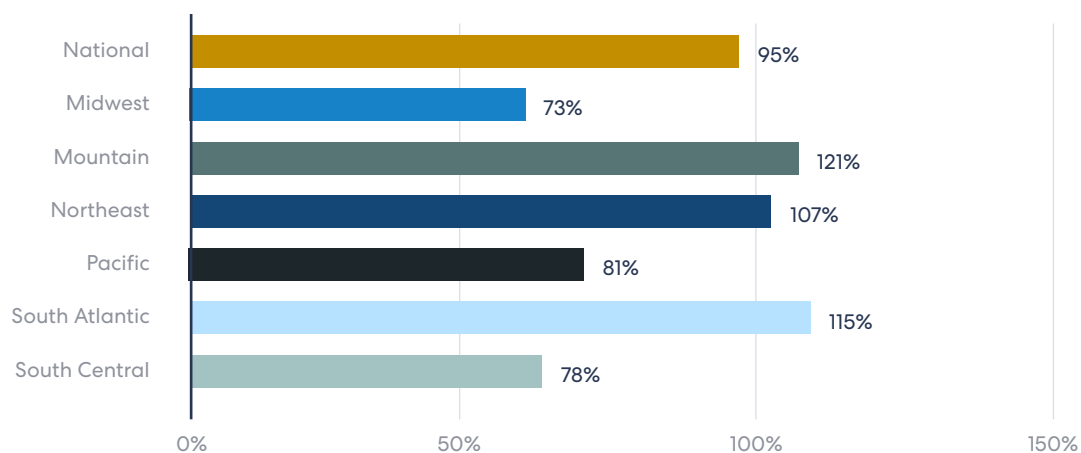
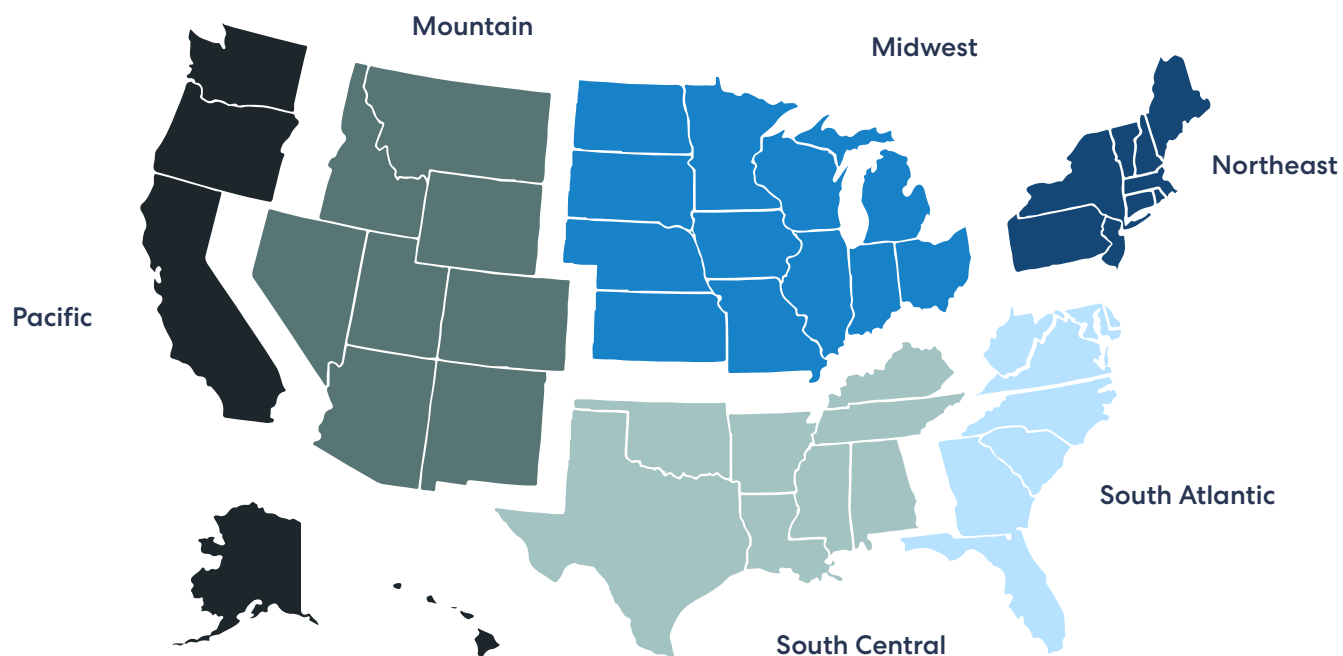
Northeast



South Central



% change in the estimated value that **non-pool water access** adds to a home (two years ago vs. today)

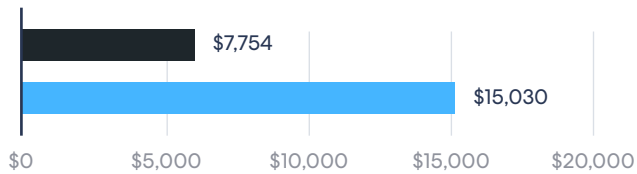


How much value does **RV parking** add to a property in your market?

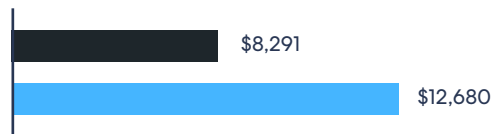
■ Estimated value of a RV parking in March 2020

■ Estimated value of RV parking in today's market

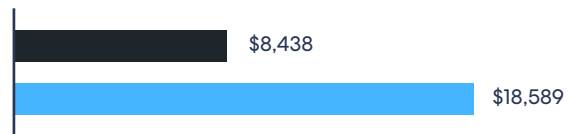
National



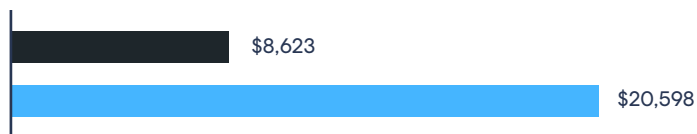
Midwest



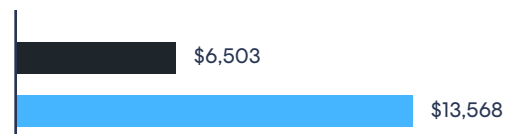
Pacific



Mountain



South Atlantic



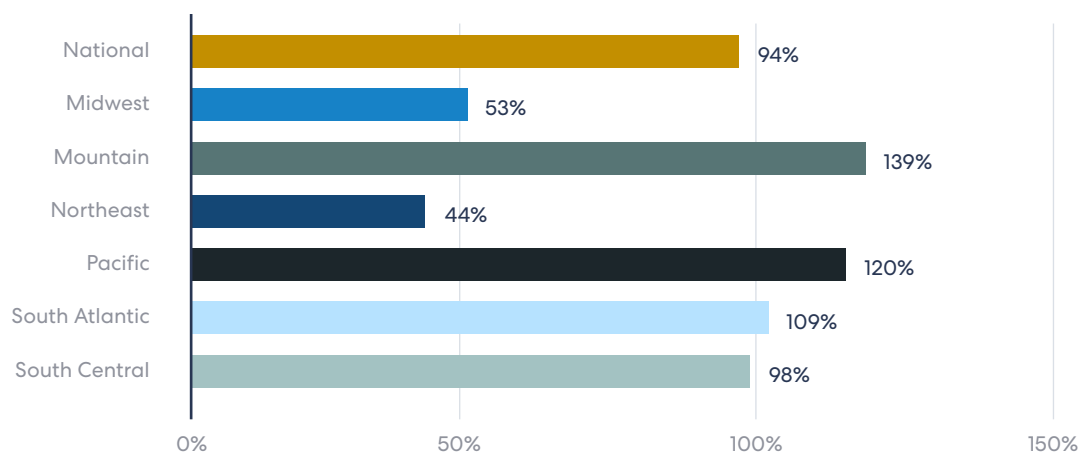
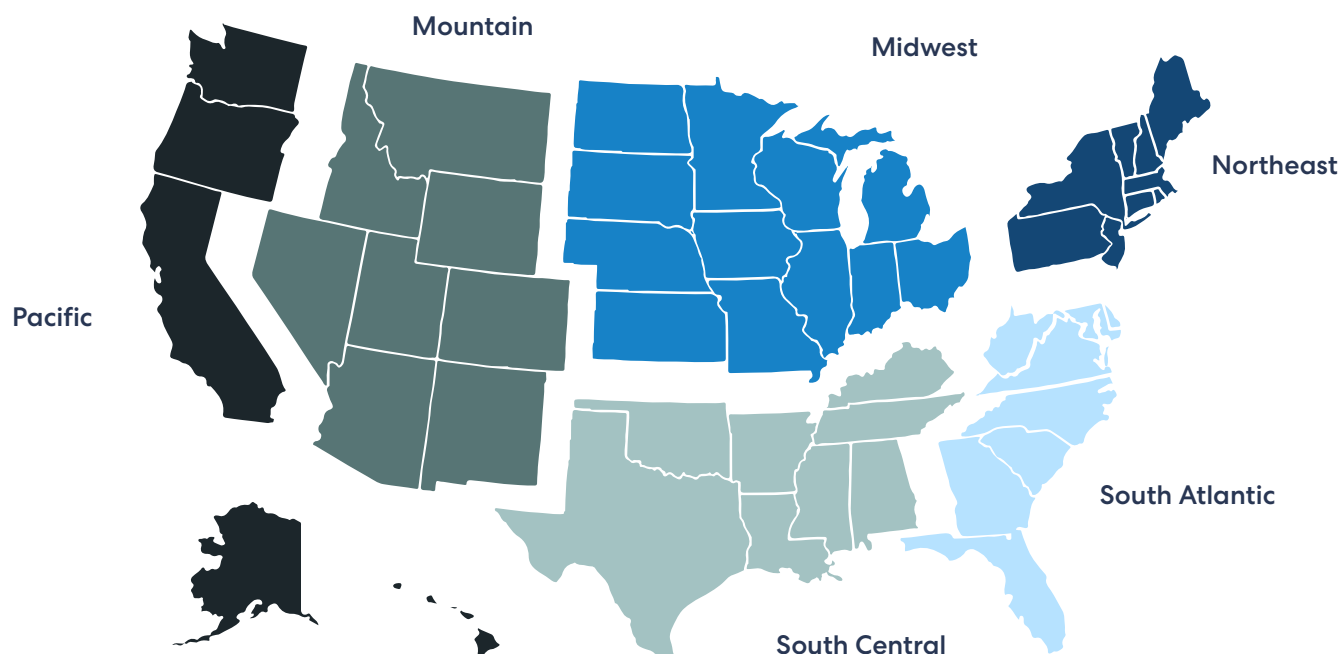
Northeast



South Central



% change in the estimated value that **RV parking** adds to a home (two years ago vs. today)



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:



Aaron West

PMZ Real Estate (Modesto, CA)

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



Carrie Courtney

Changing Latitudes Real Estate and Property Management (Kissimmee and Davenport, FL)

- 18 Years of Experience
- Has Sold 217 More Condos Than the Average Agent
- Earned 2021 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



Glen Henderson

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

- 19 Years of Experience
- 72 Five Star Reviews
- Earned 2021 HomeLight Achievement Awards for "Top Negotiator," "Top Producer," and "Sells Homes Fast"



Jim Holbrook

Performance Realty Estates and Homes (Temecula, CA)

- 17 Years of Experience
- Works with Over 77% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



Julee Patterson

Gateway Properties (Roseville, CA)

- 20 Years of Experience
- Sells Properties Fast — More Than 65% Quicker Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



Kim Alden

Compass (Barrington, IL)

- 17 Years of Experience
- Works with Over 87% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



Nick Pontarelli

RE/MAX Millennium (Chicago)

- Completes 41% More Sales Than the Average Chicago Agent
- Works with Over 71% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” “Top Producer,” and “Sells Homes Fast”



Robert Hryniewicz

RE/MAX Masters Millennium (Denver)

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



Sandra Rathe











Keller Williams Legacy (Fort Lauderdale, FL)

- 13 Years of Experience
- Works with Over 71% More Single-Family Homes Than the Average Area Agent
- Earned 2021 HomeLight Achievement Awards for “Top Negotiator,” Top Producer,” and “Sells Homes Fast”

Top Agents Who Made This Survey Possible

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

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

Name	Primary market	Name	Primary market
Adin Garcia	Miami	Amy Harbeck 	Cape Cod & Barnstable County, MA
Agnes Holzberg	Westchester County, NY	Amy Klutz	Burlington, NC
Ahmad Fawad	Livermore, CA	Andre' Jones	Seattle
Aimee Apgar	Mission Viejo, CA	Andrea Castaneda	Lancaster, CA
Aimee Malmberg	Snohomish, WA	Andrea Elliott	New Braunfels, TX
Al DiRusso	Charlotte, NC	Andrea Skavlem	Rapid City, SD
Alecia Sinclair	Lauderhill, FL	Andres Lozano	Chicago
Alex Boylan 	Minneapolis	Andrew Bartlett	Lancaster, PA
Alex Perez	Weston, FL	Andrew Tucker 	Morris County, NJ
Alex Saenger	Washington, D.C.	Andy Sabella	Morris County, NJ
Alex Vastardis	Orlando, FL	Andy Werner 	Gaithersburg, MD
Alexander Attiah 	Gurnee, IL	Angel Carney	San Francisco
Alexander Franklin	Sacramento, CA	Angela Cline	Troy, OH
Alexander Reid	Milwaukee	Angela Isaacs	Montclair, NJ
Alexandra Bedwell	Colorado Springs, CO	Angela Jue	Casper, WY
Alicia Levy	Coral Gables and Pinecrest, FL	Angela Mancinone	Wilbraham, MA
Alison Galbraith 	Auburn, AL	Angie and Noelle Morris 	St. Petersburg, FL
Allen Studebaker	Scottsdale, AZ	Angie Sutton	Maple Valley, WA
Allison B. Pflaum 	Kyle, TX	Ann Adams	Chandler, AZ
Allison Greco 	Beaufort, SC	Anna Arceneaux	Baton Rouge, LA
Allison Smith 	Bloomington and Normal, IL	Anna Buono	New Haven, CT
Ally Albert	Raleigh, NC	Anne Baranski	Madison, WI
Amanda Cuebas	Orlando, FL	Anne Marie Ohly	Breckenridge, CO
Amber Carlton	Fargo, ND	Annemarie Franz	Ocean County, NJ

Name	Primary market	Name	Primary market
Annette Boggs	Pacific Grove, CA	Bo Younts	Charlotte, NC
Annette Fields	Crown Point, IN	Bob Knapp	Apache Junction, AZ
Annette Fox	Tyler, TX	Bob Maiocco	Evergreen, CO
Annette Wilson	Baton Rouge, LA	Bobbie Ragsdale	Pittsburgh
Annmarie Comforte	Central New Jersey	Bonnie Call	Avon, CT
Anthony Marguleas 🏠	Pacific Palisades, CA	Bonnie Fleishman 🏠	Pasadena, MD
Anthony Scorsone 🏠	Livingston County, NY	Brad Elsner 🏠	Kirkwood, MO
Anthony Sherman	Litchfield Park, AZ	Brad Gill	San Jose, CA
April Neuhaus	Fort Collins, CO	Braeden Schenk	Whitefish, MT
Apryll Van Pelt	Tulia, TX	Brandie Kittle	Kalispell, MT
Art Nora	Rancho Cucamonga, CA	Brandon Elsemore	York County, ME
Arthur G. Welch 🏠	Phoenix and Prescott	Brandon Joaquin 🏠	Manteca, CA
Arvelyn Lewis	Atlanta	Brandon Zimmermann	Madison, WI
Aurora Courtney	Anchorage, AK	Brenda Burk 🏠	Coeur d'Alene, ID
Austin Bloom	Scottsdale, AZ	Brenda McCroskey	Newport Beach, CA
Austin Eaton	Lakeville, MN	Brenda Sheets 🏠	Lee County, FL
Barb Gall	Joliet, IL	Brenda Young	Appleton, WI
Barbara Martin	Dallas (North Suburbs)	Brett Knybel 🏠	Chesterfield, MI
Barrington Palmer	Atlanta, NJ	Brett Rosenthal	Philadelphia
Becca Owen	Albuquerque, NM	Brian Banak	Suffield, CT
Becky Blair	Phoenix	Brian Chiu	Houston
Becky Moran	Williamsport, PA	Brian E. Parker	Richmond, VA
Becky O'Brien	Maple Grove, MN	Brian Lopuk	Rancho Cucamonga, CA
Belinda Santos	Kissimmee, FL	Brian Shackelford	Asheboro, NC
Benjamin Derry	Orlando, FL	Britney E. Gaitan	Las Vegas and Henderson
Benjamin Strock	Santa Cruz County, CA	Britta Thrift	Oklahoma City
Bernadette Kelly	Boston	Broadus Albertson	Seneca, SC
Bertha De La Rosa 🏠	Rio Grande Valley, TX	Brooke Walser 🏠	Fort Collins, CO
Beth Ann Ackerman 🏠	Seminole, FL	Brooks Brittingham	Durham, NC
Beth Atkinson	Choctaw, OK	Bruce Ward	Buena Vista, CO
Beth Caudill	Denton, TX	Bryan Davis	Dallas
Beth Hines 🏠	Clayton, NC	Bryan Jones	San Antonio
Beth Meyer	Sioux Falls, SD	Bryan Larson	Oshkosh and Wautoma, WI
Beth Pretty 🏠	Richmond, VA	Bryan W. Nelson	Mount Dora, FL
Beth Robertson	Sonoma County, CA	Bryce Jones	Wichita, KS
Beth Sauer	Greensboro, NC	Buzz Mackintosh	Frederick, MD
Bev Langley 🏠	Glen Burnie, MD	Caitlyn Wisniewski	Grand Rapids, MI
Beverly Comeau	Sandwich, MA	Cal Griffin	Charleston, SC
Bill Boone 🏠	Roseville, CA	CaLee McManus	Ladera Ranch, CA
Bill Bythewood	Cleveland, GA	Cari Baxter	Billings, MT
Bill Millwood	Asheville, NC	Carla Heitz	Yorkville, IL
Bill Tierney	Cohasset, MA	Carlo Quiroga	Phoenix
Billy Alt	Las Vegas	Carlos M. Turner	Union, NJ

Name	Primary market	Name	Primary market
Carol Marr	Licking County, OH	Cibie Cahur	Jupiter, FL
Carol Temple	Arlington, VA	Cindy Bunch	Duluth, GA
Carolyn Roberts	Napa, CA	Cindy Conley-Jones 🏠	Ashland, KY
Caryn M. Black	New Hope, PA	Cindy Gavin 🏠	Jacksonville, FL
Cassie Scramlin	Battle Creek, MI	Cindy Miller	Pinehurst, NC
Cathy Counti	Lee's Summit, MO	Cindy Sabaski	Lebanon, TN
Cathy Daniel	Brentwood, CA	Cindy Wild	Kailua Kona, HI
Cathy Griggs	Apollo Bach, FL	CJ Dubois-Cote	York County & Cumberland County, ME
Cathy Possedi	Honolulu	Cleo Vazquez	Indio, CA
Cecelia Davis	Dallas	Cody Spencer 🏠	Coeur d'Alene, ID
Chancy Via	Amarillo, TX	Colleen Roundhouse	Washington Court House, OH
Chandler Williams	Berea, KY	Corey Harris	Wilmington, DE
Charles Thompson	Jackson, MS	Corey Harvey	Olympia, WA
Charlie Galvin	Cape Coral, FL	Corey Purcell	Saranac Lake, NY
Charlie Wu	Princeton, NJ	Corey Robinson	Marin County, CA
Chase Crain	Oklahoma City	Cori Sharp	Plano, TX
Chase Lomas	Minneapolis	Corielle Burkleo	Branson, MO
Chase Michels	Downers Grove, IL	Corinne Geiger	Little Egg Harbor, NJ
Chester Ardolino	Springfield, MA	Corrinne Loucks 🏠	Boone, NC
Chopper Russo 🏠	Northern New Jersey	Craig Ackerman	San Francisco
Chris Austin	Kansas City, MO	Craig Lipchin	Cranberry Township, PA
Chris Bierrum	Seattle	Craig Minkner	Dallas
Chris Carozza 🏠	Fairfield County, CT	Craig Ross	San Antonio
Chris Carter 🏠	Kansas City, MO	Craig Sommerville	Oconomowoc, WI
Chris Gurnee	Seattle and Shoreline	Cristina Santamaría	Miami
Chris Kutzkey 🏠	Yreka, CA	Crystal Hoggard	Rancho Cucamonga, CA
Chris Phillis	Charlotte, NC	Curtis Mellon	Punta Gorda, FL
Chris Taylor	Riverside, CA	Cyndal Ashlock	Amarillo, TX
Chris Winn	Orlando, FL	Cyndie Gawain	Dallas
Christi Dahl	Renton, WA	Cynthia Williams	Charleston, SC
Christi Hill 🏠	Jacksonville, NC	Dain Rudolph	Sioux Falls, SD
Christi Thompson	Houston	Dale Moody	Raleigh, NC
Christian Black 🏠	Clarksville, TN	Damian Gerard	Chesterfield, MO
Christian Stone	Hemet, CA	Dan Colofranson	Cape Coral, FL
Christina Block	Hampstead, NC	Dan Contino 🏠	New London County, CT
Christina Koher	Angola, IN	Dan Ellison	Carlsbad, CA
Christine Basham	Columbia, MD	Dan Fabbri 🏠	Medford, MA
Christine McCullough	Irving, TX	Dan Haeck 🏠	Pittsburgh
Christopher Chase 🏠	Rocky River, OH	Dan McGuire	San Jose, CA
Christopher Ferzoco 🏠	Cape May County, NJ	Dan Wisdom 🏠	Denver
Chuck Carstensen 🏠	Elk River, MN	Dana Carmel	Menlo Park, CA
Chuck House 🏠	Germantown, TN	Dana Carson 🏠	Columbus, IN
Chuck Ropp	Phoenix	Dana Manuel	Lafayette, LA

Name	Primary market	Name	Primary market
Dana Schaefer	Cambridge, MA	Debra L. Martin 🏠	The Villages, FL
Daniel Arevalo	Kingman, AZ	Debra Orr 🏠	Huntington, NY
Daniel Hendzel	Clarksville & Montgomery County, TN	Dee Evans 🏠	Lake Ray Hubbard, TX
Daniel J. Quesada	San Antonio	Delene Myers	Depoe Bay, CA
Daniel Wahlers	Asheville, NC	Dena Daniels	Chanute, KS
Danielle Collette	Egg Harbor Township, NJ	Dena Davis	Austin, TX
Danielle McCartney	Rochester Hills, MI	Dena Stockstill	Sedalia, MO
Danielle Moy	Orland Park, IL	Denise A. Madan	Miami Lakes, FL
Danielle Rochefort	Norfolk, MA	Denise Blevins	Abingdon, VA
Danny Davis Jr.	Las Vegas	Denise McEnaney	Atlanta
Danny Emmett	Grayson, GA	Denise Olivares-Molina	Newburyport, MA
Danny Lau	Davis, CA	Denise Tower	Maryland Heights, MO
Darcy Richardes	Los Altos, CA	Dennis Bamber 🏠	Elkhart, MI
Darin L. Jones	Raymore, MO	Dennis O'Brien	Long Beach Island, NJ
Darlene Hadfield 🏠	Hingham, MA	Derek Sinclair	Gatlinburg, TN
Darrell Self	Allen, TX	Derek Whitner	Marietta, GA
Darren Tackett	Scottsdale, AZ	Diana Farmer	Bucks County, PA
Darryl Jones	Yorba Linda, CA	Diana Greene 🏠	Lafayette, LA
Daryl Judy	Washington, D.C.	Diana Lucivero	Cape Cod, MA
Dave Courtney	Kissimmee, FL	Diane Clayton-Anderson	Atlanta Metro Area
Dave Moore	Iowa City, IA	Diane Dahl	Sioux Falls, SD
Dave Snyder	La Crosse, WI	Dianne Camella 🏠	Monroe, CT
David Blanchard	Ellicottville, NY	Dina Lowe	Broward County, FL
David Clemmer	Houston	Dinara Sammartino	Lyndhurst, NJ
David Crum	Greenville, SC	Dolly Helbert 🏠	Cary, NC
David Gordon	Boston	Dominic East	Fort Collins, CO
David Russell 🏠	Dallas	Don Baker	Dallas
David Wyatt	Myrtle Beach, SC	Don Bell	Port Orange, FL
Dawn Larsen 🏠	Schaumburg, IL	Doniella Cox	Bend, OR
Dawn Masenya	East Orange, NJ	Donna McKeown	Port Jefferson, NY
Dawn Semancik 🏠	Akron, OH	Donna Zalter	Fort Lauderdale, FL
Dean Aitken 🏠	San Antonio	Doreen Leichty	Pittsburgh
Dean Clark	Hoboken, NJ	Doug Halverson	Colorado Springs, CO
Deana Corrigan 🏠	Doylestown, PA	Dustin Parker	Lewes, DE
Deanna Hallman	Jasper, AL	Dustin Sherlin 🏠	Chattanooga, TN
Deanne Kouba Day	Denver	Dylan Hoffman 🏠	New York City
Deb Farrow	Nashua, NH	Earl Walker	Atlanta, NC
Deb Hitchcock-gale 🏠	Siren, WI	Ed Greable	Cambridge, MA
Debbie Marie	Irvine, CA	Edder Morales	Olathe, KS
Debbie Monceaux	Tracy, CA	Edward Jablonski 🏠	Ridgewood, NJ
Debbie Ribinskas	Cleveland	Eileen Hebert	Anacortes, WA
Debbie Videtto	Litchfield County, CT	Elena Price 🏠	Westwood, MA
Deborah Blue	Atlanta	Elijah Aguilar	San Antonio

Name	Primary market	Name	Primary market
Eliot Finkelstein	Kingman, AZ	Gina Rawson	Temecula, CA
Elisha Hardy 🏠	Bangor, ME	Gina Sharma	Alpharetta, GA
Elizabeth Blalock 🏠	Snohomish, WA	Ginny Barker 🏠	Mooreville, NC
Elizabeth Machado	San Mateo, CA	Ginny Stopa	Daphne, AL
Elizabeth Ritchie	Westchester County, NY	Giovanni Carmona	Las Vegas
Elizabeth Yashar	Tempe, AZ	Gladys Blum 🏠	Salem, OR
Ellie Kowalchik 🏠	Cincinnati	Gordon Crawford 🏠	Morristown, NJ
Enoch Moon	Howard County, MD	Greg and Charli Lynn 🏠	Boca Raton, FL
Eric Wolfe	Greencastle, IN	Greg Hanner	New London, CT
Erica Cumbie	Dothan, AL	Greg Klesius	Hernando Beach, FL
Erica Kaestner	Folsom, CA	Gregory Straus	Buffalo, NY
Erica Ramus 🏠	Pottsville, PA	Greta Garner	New Orleans
Erica Wolfe	Jupiter, FL	Hailey Rohan	Humboldt County, CA
Erika Baker	Detroit	Hank Troszaniec	Oak Island, NC
Erin Evans	Ewa Beach, HI	Heather Craig	Lake City, FL
Erin Leavey	Saratoga Springs, NY	Heather Driscoll 🏠	East Lansing, MI
Erin Simpson	Mishawaka, IN	Heather Smith	Layton, UT
Ernie Armijo Jr.	Long Beach, CA	Heidi Mueller	San Francisco
Esther Cabrera Phillips	Greenville, SC	Herbert Anderson	Houston
Evan Crawford	Auburn, AL	Herma Hayes	Houston
Evan Todd	Charlotte, NC	Holli Clem	Cumming, GA
Eve Metlis	Orlando, FL	Holly Holmes	Austin, TX
Fady Abuhmaidan	Phoenix and Scottsdale	Holly Kennedy 🏠	St. Louis
Faith Lewis	Custer, SD	Holly Pascarella	Lakewood Ranch, FL
Fatimah Quick	Wayne, NJ	Holly VonWald	Cleveland, GA
Fernando Robles	Dallas	Ian Batra	Los Gatos, CA
Frank Celeste 🏠	Boston	Ian Clausen	Marco Island, FL
Frank Fonteyn	Connecticut, CT	Ielen Puh	Fairfax, VA
Fred Malawski	Micric, MI	Irina Menako	Manchester, TN
Garret Heussner	Tallahassee, FL	Irving Cham	Maplewood, NJ
Gary Depa	St. Joseph, MI	Isaac Ramirez	Fresno, CA
Gary Nelson	Flagstaff, AZ	Ivan Angulo	Las Vegas
Gary Wantland	Bowling Green, KY	J. Perrin Cornell	Wenatchee, WA
Gay Smith 🏠	Sidney, OH	Jacek Mikolajczyk	Farmington, CT
Gayle Sabol	Clinton, MA	Jackie Mack	Evanston, IL
Gene Dru	Baltimore	Jackson Ogles	Huntsville, AL
Gene Pica	New Haven, CT	Jacqueline Morris	Atlanta Metro Area
Geordie Romer	Leavenworth, WA	Jacqueline Rowell	Walnut Creek, CA
Gerad Garcia	Albuquerque, NM	Jae Wu	Los Angeles
Geraldine Anarumo, PA	Davenport & Orlando, FL	Jake Henderson	Wichita, KS
Gina McDonald 🏠	Flagler, FL	James Embry 🏠	Indianapolis
Gina McKinley	Scottsdale and Chandler, AZ	James Galligan 🏠	Pocono Mountains, PA
Gina Moritzky	Centennial and Aurora, CO	James Gonsiorowski 🏠	Baltimore

Name	Primary market	Name	Primary market
James Rusch-Michener 🏠	Prescott Valley, AZ	Jennifer Tremaine 🏠	Grand Blanc, MI
Jamie Blake	Dubuque, IA	Jeremy Applebaum 🏠	Kansas City, KS
Jamie Melcher	Sweet Home, OR	Jeremy Larsen	Dallas
Jan J. Hair	Marietta, GA	Jeremy Lock	Portland, ME
Jane McFadyen 🏠	Billings, MT	Jeremy Stansbury 🏠	Virginia Beach, VA
Janelle Holst	Murfreesboro, TN	Jerome Leyba	Santa Fe, NM
Janet Arns	Quincy, IL	Jerry Grodesky	Loda, IL
Janet Bidwell	Riverhead and Southold , NY	Jerry Humphrey	Mesa, AZ
Janet Brown	North Padre Island, TX	Jerwyn Massey	Big Spring, TX
Janet Lee 🏠	Gig Harbor, WA	Jessica Boswell	Hartford, CT
Janie Schriewer 🏠	Washington, MO	Jessica Brooks	Gilbert, AZ
Janine Christian 🏠	Scranton, PA	Jessica Hood 🏠	Odenton , MD
Janine Kowalski	Port St. Lucie, FL	Jessica James 🏠	Elizabeth City, NC
Jason Bacza	Lemont, IL	Jessica Lee	Hammond, IN
Jason Bernstein 🏠	Athens, GA	Jessica Provencher	Manchester, NH
Jason C. Moore 🏠	Lawrenceville, GA	Jessica Sauls	Westminster, MD
Jason Jarstfer 🏠	Elizabethtown, KY	Jessica Spencer	Clearlake, CA
Jason Penrose	Phoenix	Jessica Wade	Gainesville, GA
Jason Potter	Myrtle Beach, SC	Jim Brunswick 🏠	Grand Junction, CO
Jason Shafor	Flagstaff, AZ	Jim Bunn	Brighton, MI
Jason Walters	West Ventura County, CA	Jim Geracie 🏠	Milwaukee
Jathan Trevena	Fort Collins, CO	Jim Godwin	Kansas City, MO
Javier Matallana 🏠	Union County, NJ	Jim Steele 🏠	Tampa, FL
Jay Bentley	South Jordan, UT	Jimmy Grappone 🏠	Waxhaw, NC
Jaz Chand	Brentwood, CA	Jimmy Welch 🏠	Louisville, KY
JC Ortega	South Denver Metro Area	Joanna Baker	Tulsa, OK
Jean Groesbeck	Anacortes, WA	Joanne Botwinick 🏠	Asbury Park, NJ
Jean Tanner 🏠	Salt Lake City	Joanne Mccoy 🏠	Lincoln, NE
Jeanine Volpe	Syracuse, NY	Joanne Schaefer Roberson	Milwaukee Metro Area
Jeavon Shegal	Bloomington, IL	Joc Calloway	Dothan, AL
Jed R. Parish	Naperville, IL	Jodi Bakst	Chapel Hill, NC
Jeff Anderson 🏠	Long Beach, CA	Jodi Farmer	Oceanside and Carlsbad, CA
Jeff Fedder	Atlanta	Jody Foley 🏠	Dayton, NV
Jeff Martin	Reading, PA	Joe Bourland	Phoenix
Jeff Powell	Watertown , NY	Joe Delia	Detroit and Ann Arbor
Jeff Rayno	Savannah, GA	Joe Epifanio	Naples, FL
Jeff Rountree	Bristol, TN	Joe Karcie	Prescott, AZ
Jeff Stainer 🏠	Naperville, IL	Johana Story	Prince George County, VA
Jeff Stape 🏠	Wilmington, DE	John Hoffman	Tampa, FL
Jeffrey Ganz	Rockville, MD	John Kenny	Daly City, CA
Jeffrey R. St. Germain	Warwick, RI	John M. Newton 🏠	Jacksonville , NC
Jeffrey Schubot	Roseville, CA	John Meyers	Toledo, OH
Jen Campbell	Tallahassee, FL	John Mick 🏠	Austin, TX

Name	Primary market	Name	Primary market
John P. Collinge	Anchorage, AK	Karen Hall	Alexandria, VA
John Pellow	Grand Lake and Tulsa, OK	Karen Marshall 🇺🇸	Pittsburgh
John Rainville	Harrisburg, PA	Karin Head 🇺🇸	Winston-Salem, NC
John Swartz 🇺🇸	Sicklerville, NJ	Karin Provencher 🇺🇸	Manchester, NH
John Zeiter	San Rafael, CA	Kate Balsley	Doylestown, PA
Johnnie Rosser	Logan, UT	Katherine Candelaria	Villa Park, CA
Jon Ellen Snyder	Livingston, MT	Kathleen Alexander	Boston
Jon Lynch	Newport, OR	Kathleen Hobbs	Freehold, NJ
Jonathan Hyatt	Trussville, AL	Kathleen M. Floryan	Ponte Vedra Beach, FL
Jonathan Mifflin	Lexington, KY	Kathryn Anderson	Cannon Falls, MN
Jonathan Owens	Cary, NC	Kathryn Weber	Phillipsburg, NJ
José Castillo	South Gate, CA	Kathy Ball 🇺🇸	Mobile, AL
Jose Ruiz	Salt Lake City	Kathy R. Hobbs 🇺🇸	Lake Tawakoni, TX
Joseph Baylis 🇺🇸	East Windsor, NJ	Katie Moe	Pleasanton, CA
Joseph Goodman 🇺🇸	Nashville Metro Area	Katie Murphy	Milwaukee Metro Area
Joseph Kipping	Tampa, FL	Katie Padgett	Knoxville, TN
Joseph Zani	Tampa, FL	Katy Fetherston	Groton Long Point & SE Connecticut
Josh Higbee	Eugene, OR	Kay Chafon 🇺🇸	St. Augustine, FL
Josh Lioce 🇺🇸	Central Massachusetts	Keith Chen	Los Angeles Metro Area
Joshua Orrantia	Tehachapi, CA	Kelli Griggs	Sacramento, CA
Joshua Tracy	Benton, KY	Kelly Boulton	Dallas
Juan Grimaldo 🇺🇸	Phoenix	Kelly Gaitten	Leesburg, VA
Juan Rodriguez	Wesley Chapel , FL	Kelly Hetzel-Straub 🇺🇸	Toledo , OH
Juan Zarate	San Bernardino, CA	Kelly Hollowell 🇺🇸	Chesapeake, VA
Judy Rojak	Dallas	Kelly L. Latimer	New Bern, NC
Judy Sailors	Riverside, CA	Kelly Wirt	Burlington, NC
Julie Harman 🇺🇸	Kansas City, MO	Ken Couture	Las Vegas
Julie Kaczor 🇺🇸	Naperville, IL	Ken Durrant	Clarkston, MI
Julie Kincheloe	Chico, CA	Ken Mucha	Bend, OR
Julie Mayfield 🇺🇸	Madison County, IL	Ken Sisson	Los Angeles
Julie Sonner	Amsterdam, NY	Kendra Lanterman 🇺🇸	Arvada, CO
Julie Trunzo	Westminster, CO	Kerry Jo Horn	Cle Elum, WA
Julie Vanderblue 🇺🇸	Fairfield, CT	Kerry Knouse	Bend, OR
Julio Leonardo	Boca Raton, FL	Kevin Benziger	Oakdale, CA
Justin Halbert	San Diego	Kevin Burke 🇺🇸	Orland Park, IL
Justin Heminger	Fairbanks, AK	Kevin Butcher 🇺🇸	Watertown, MN
Justin Scott	Ogden, UT	Kevin Carnes	Rock Hill, SC
Justin Steill	Carmel, IN	Kevin Fletcher	Denver
Justin Willmon	Midland & Odessa, TX	Kevin Haines 🇺🇸	Austin, TX
Justin Winson	Twin Falls, ID	Kevin Hosner	Atlanta
Karen Arbutine	Orlando , FL	Kevin Johnson	Charlotte, NC
Karen Czarny	Huntley, IL	Kevin Kalyan	Queens County & Long Island, NY
Karen Giaquinto	Nashua, NH	Kevin Millard	Rochester, NH

Name	Primary market	Name	Primary market
Kevin R. Kieffer	Walnut Creek, CA	Laurie Larsen 🏠	River Falls, WI
Kevin Yankow	Estero, FL	Laurie Roberts	Frederick, MD
Kiana Rodrigues	Roseville, CA	Lazaro Martinez 🏠	Sebring and Avon Park, FL
Kim Harlington	Lake Tapps, WA	Lee Joseph	Worcester, MA
Kim Nagy	Detroit Metro Area	Leeandra Dupree 🏠	Hanford, CA
Kim Pratt 🏠	Dallas-Fort Worth Metro Area	Leesa Michael	Worcester, MA
Kimberly Brantley	Columbia, SC	Leigh Tripathi	Rockland County, NY
Kimberly Drescher 🏠	Macomb Township, MI	Leigh Young	Grand Rapids, MI
Kimberly Hackler	Ellijay, GA	Leila Torres Drewes	Burbank , CA
Kimberly M. DeLapp	St. Louis	Len Brandt	Colville, WA
Kimberly Yates	Cumming, GA	Leslie Brunelle	Chicopee, MA
Kody Gideon	Springfield, MO	Leslie Eason 🏠	Boone, NC
Kolleen Schmitt	Great Barrington, MA	Leslie Mihalak	Rochester, MI
Kris Janasik	Oshkosh, WI	Leslie Pyle	Crawfordsville, IN
Kristen Knispel	Augusta, GA	Levi Combs	Queen Creek, AZ
Kristen L. Stoltz	Pittsburgh	Lexie Longstreet	Charlotte, NC
Kristi Anderson 🏠	Vernon, NJ	Linda Brixey	Greenwood, AR
Kristi Gorski	Chicago Metro Area	Linda J. McKee	New Smyrna Beach, FL
Kristi Ramirez-Knowles	Redondo Beach, CA	Linda Pritchard	Roxbury , NJ
Kristy Buck	Shelton, WA	Linda Williams	Fort Wayne, IN
Kurtis S. Becker	Kona, HI	Lisa Arundale	Cedar Rapids, IA
Kyle Klaus	Hoboken, NJ	Lisa B. Ledet	Metairie, LA
Lana Kopsala	Leominster, MA	Lisa Candella-Hulbert	Princeton, NJ
Lana Soileau 🏠	Lafayette, LA	Lisa Lang	Minneapolis and St. Paul
Lanae Miller	Kent, WA	Lisa Lyon	Austin, TX
LaNay Welch 🏠	Sioux City, IA	Lisa Paulette	Medway, MA
Landon K. Johnson	Roanoke, VA	Lisa Pound	Santa Monica, CA
LaNelle McKay	Baytown, TX	Lisa Purselley	Fort Worth, TX
Larry Bammer	Orange County , CA	Lisa Stringfellow Fleming	Gilroy, CA
Larry Birnbaum	Costa Mesa, CA	Lisa Torres	Sacramento, CA
Larry Watson 🏠	Ventura County, CA	Lisa Wasson	Rochester, NY
Laura A. Delaosa	Long Island, NY	Liz Cassidy	Columbus, GA
Laura Flood	Lake Mills, WI	Liz Kroft	Santa Cruz, CA
Laura Gault	Spartanburg, SC	Liz McDermott	Scottsdale, AZ
Laura Giacobbe	Rahway, NJ	Liz Ryan	North Fulton & Forsyth County, GA
Laura Halbach 🏠	Waterford, WI	Lori Fontyn	Denver
Laura Mauelshagen 🏠	Denton, TX	Lorraine First	Morristown , NJ
Laura McKenna 🏠	Concord, MA	Lorraine Warhurst 🏠	San Antonio
Laura Nelson 🏠	Brentwood, CA	Lucas Gomez	Doral, FL
Laura Roskelly 🏠	Annapolis, MD	Lynda Bennett 🏠	Asheville, NC
Laura Snyder 🏠	Bel Air, MD	Lynn Dates	Rochester, NY
Lauren Iraeta 🏠	Farmington, CT	Lynn Holley 🏠	Madison, WI
Laurence Lehiani	Miami	Lynne Logan 🏠	Amherst, NY

Name	Primary market	Name	Primary market
Madison Tholkes	Bismarck, ND	Maureen McDermut 🏠	Montecito, CA
Maggie Damato	Glastonbury, CT	Maureen Schlegel	Medford, MA
Maisie Tyler	Wapakoneta, OH	Maxine Garcia	Coalinga, CA
Malaqui Geibel	Pembroke Pines, FL	Maxine Robbins	Hollywood, FL
Malia Tarasek	Washington, D.C.	Maya Galletta	Raleigh, NC
Malinda Conley	Highlands Ranch, CO	Meg Middleman 🏠	South Pasadena, CA
Manny Toledo	Sacramento, CA	Megan Costa	Peninsula, VA
Manpreet Nagi	Tracy & Brentwood, CA	Megan Koch	Jackson, MI
Marco Rodriguez	Richmond , CA	Melanie Hunt	Atlanta
Marco Schoenrock	Naples, FL	Melanie White	Houston (Memorial Park)
Margaret Hickman	Alexandria, LA	Melinda Sweatman	Columbia, SC
Maria Garza 🏠	Brownsville, TX	Melissa Dean	Fairfield, CA
Marie Young	Basking Ridge, NJ	Melissa Fiori-Lacivita	Vineland, NJ
Marilisa Vergottini	Seattle	Melissa Mayer	Canton, MA
Marilyn Lusher	Waterford, CT	Melissa Moody	Scottsdale, AZ
Marisa Volpini	Youngstown , OH	Melissa Orr	Victoria, TX
Mark Biscardi	San Antonio	Melissa Stacks	St. Louis
Mark Gibeau 🏠	Rochester Hills, MI	Merle Unruh	Hamilton, MT
Mark Rankin	Cincinnati	Merrie Johnson	Grand Blanc, MI
Mark Slade 🏠	Maplewood, NJ	Merry Pope	Santa Clarita, CA
Mark Vander Tuig	Des Moines Metro Area	Micah Pearson	Salt Lake City
Mark Zabilowicz	Tampa, FL	Michael D. Styring	Kailua, HI
Marni Jimenez	Riverside, CA	Michael Marsden 🏠	Essex, CT
Marsha Clemons	Baldwin County, AL	Michael Marx	Huntington, NY
Marty Kaiser	Orlando, FL	Michael Procissi 🏠	Detroit Metro Area
Mary Beth Grasso	Fairfield, CT	Michael Russo 🏠	Providence, RI
Mary Ellen Gallagher 🏠	Westport, CT	Michael S. Levine	Baltimore
Mary Froese	Topeka, KS	Michael Shelton	Longview, TX
Mary Huffman 🏠	Erie, PA	Michel Bron	Los Angeles
Mary Jo Santistevan 🏠	Phoenix	Michele Boisvert	Nashua, NH
Mary Murphy 🏠	Marlton, NJ	Michele R. Gonzalez	Westchester, NY
Mary Strathern	Exeter, NH	Michele Wilson	Tulsa, OK
Mary Summerville 🏠	Evanston , IL	Michelle Gosselin	Central Vermont
MaryAnn Mason	Wildwood, NJ	Michelle Gurrera	Wilmington, NC
MaryBeth Harrison	Dallas	Michelle McKinney	Palm Coast, FL
Matt Davies 🏠	Orlando, FL	Michelle Patraw	Yukon, OK
Matt Inouye 🏠	Owasso, OK	Mike Berg 🏠	Downers Grove, IL
Matt Mayers	Pinellas , FL	Mike Cirillo 🏠	Philadelphia
Matt Mobley	Clermont, FL	Mike Graf	Cedar Rapids, IA
Matt Musso	Baltimore	Mike Karras	Barnstable County & Cape Cod, MA
Matthew Le Baron 🏠	Boise-Nampa Metro Area	Mike Kulnich	Baltimore
Matthew Villaflor	Houston	Mike McCann 🏠	Philadelphia
Maureen D. Rooker	Hutto, TX	Mike Tchobanian	Las Vegas

Name	Primary market	Name	Primary market
Mike Wadsley	Denver	Omar Andreasen	Orlando, FL
Mike Webber	Reston, VA	Oscar Correa	Fort Lauderdale, FL
Mike Woessner	Rolla, MO	Paige Grove	Atlanta
Mindy Wardlaw 🏠	Shreveport-Bossier, LA	Paige Schulte	Gig Harbor, WA
Miranda Biedenharn 🏠	Dayton, OH	Pam Blount 🏠	Tyler, TX
Moira Feely Rekus	Port St. Lucie, FL	Pam Gebhardt	Johns Creek, GA
Monica Breckenridge	Colorado Springs, CO	Pam Jacobs 🏠	Barrington, IL
Monica Harper	Braxton, WV	Pam Porter	Cincinnati
Monica Owens 🏠	Hart, MI	Pam Zaragoza	Burlingame, CA
Monica Wright	Southern Maryland	Pamela Beitzel	Prescott, AZ
Monique Howard	Atlanta	Patricia Baker	Bradenton, FL
Montell Johnson	Sacramento, CA	Patricia Cain	Scottsdale, AZ
Myra Beams 🏠	Stuart, FL	Patricia N. Champion	Old Bridge, NJ
Nader Jichi	Fort Worth, TX	Patrick O'Connor	Syracuse, NY
Nancy D. Pruitt	Clermont, FL	Patti Finkel 🏠	Marietta, OH
Nancy Emerson 🏠	Carbondale, CO	Paul Bothof	Prior Lake, MN
Nancy Fudge	Wilmington, MA	Paul Cardoso 🏠	Newark, CA
Nancy Pritchard 🏠	Morristown, VT	Paul Floyd 🏠	Southern Indiana
Nancy Rocha	Salem, OR	Paul Fonseca 🏠	Fort Myers, FL
Nancy Rogers 🏠	Lowell, MA	Paul Holub	Houston
Nancy Stanton	Sun City Center, FL	Paul Redman	Clermont, FL
Nancy Walsh	Charleston, SC	Paul Taylor	Huntsville, UT
Natalya Price	Summit, NJ	Paul Tosello 🏠	Dallas-Fort Worth
Nathan LaLonde	Cypress, TX	Paula "PJ" Johnsen	Stockton, CA
Nathaniel Ellison	Rochester, NY	Paula Bracken 🏠	Indiana, PA
Nelson Zide	Framingham, MA	Peggy Graves 🏠	Jackson, TN
Nichole A. McDade	Reno, NV	Penny Lind 🏠	Rapid City, SD
Nick Devitz	Palmyra, PA	Pennye Green Latimer 🏠	Fort Washington, MD
Nick Welu 🏠	Lake Minnetonka, MN	Pete Maimone	North Brunswick, NJ
Nicole Bostrom Cogan	Waukesha, WI	Peter Dodds	Wareham, MA
Nicole Hamming	Phoenix	Peter Paler	Irvine, CA
Nicole Ji	Duvall, WA	Peter West	Pittsfield, MA
Nicole McCarrell	Birmingham, AL	Philip Angarone 🏠	Mercer and Burlington Counties, NJ
Nicole Mickle	Orlando, GA	Phillip Parisi	Port St. Lucie, FL
Nicole Occhiato	Mooresville, NC	Portia B. Raff 🏠	Baton Rouge, LA
Nicole Scheele	Tallahassee, FL	Quinn Whimley	Leavenworth, KS
Nicolette Kuebeler 🏠	Cleveland	Quivari Jackson	Cincinnati
Nikki Hohnadel	Anchorage, AK	Rachael Podruchny	Hampton Roads & Coastal Virginia
Nikki Smitherman	Longview, TX	Rachel Folger	Erie, CO
Nina Lynn	Burlington, VT	Rachel Hitchings	Gulfport, MS
Noel Russell	Knoxville, TN	Rachel Huls 🏠	Hutchinson, MN
O. Johnny Wariebi	Worcester, MA	Rafael Monterrey	Fort Lauderdale, FL
Olga Tsiavos	Northern New Jersey	Ramel Vincent	Moreno Valley, CA

Name	Primary market	Name	Primary market
Randy Justice	Lincolnton, NC	Ron Sawyer 🏠	Chesapeake, VA
Randy Turner	Gainesville, GA	Rona Port	Sebring, FL
Randy Wesley	Milwaukee	Ronald Roney	Watkins Glen, NY
Rania Elsherif	Portsmouth, NH	Ronnie McLaughlin	Tampa, FL
Ray Larson 🏠	The Woodlands, TX	Rosalie Cook 🏠	Orange County, NY
Ray Millman 🏠	Torrance, CA	Rosanne Hearn	Jacksonville, FL
Rebecca Carter 🏠	Knoxville, TN	Rose Lopez-Brown	Santa Fe, NM
Rebecca Entwisle	Lehigh Valley, PA	Roxanne DeBerry 🏠	Plano, TX
Rebecca LeClaire	Rockford and Cherry Valley, IL	Royce Isaac	Houston
Reginald Perryman 🏠	Detroit	Rudy Salcido	Rancho Cucamonga, CA
Rhonda M. Knoeck	Atlanta Metro Area	Russ Phillips 🏠	Georgetown, TX
Rhonda Young 🏠	Abilene, TX	Ruth Frassetto	Berkeley, CA
Rich and Grace Orban	Athens, GA	Ryan Briggs	Annapolis, MD
Rich Froehlich 🏠	Hudson Valley, NY	Ryan Jockers	Houston
Richard Fleming	Oakland, CA	Ryan Keeton	Ashland, KY
Richard Henley	Conway, AR	Ryan McAulay	Troy, MI
Richard Miller	Kendall, NY	Ryan Runge	Renton, WA
Richard Reynolds	Greater Danbury, CT	Sally Picciuto	Tustin, CA
Rick Charpie	Kansas City, MO	Sandi Reed	Lee's Summit, MO
Rick Kaluza	San Francisco	Sandra Ertel 🏠	Milwaukee
Rick McMahon 🏠	Chautauqua County, NY	Sandra Kuzara	Maryville, TN
Rick Thomas	Pueblo, CO	Sandra Shurling	Lake Oconee, GA
Rike Palese 🏠	Denver	Sandy Brandon	Sherwood, AR
Rob Allen	Oklahoma City	Sandy Menley 🏠	Elgin, TX
Rob Turchetta	Spartanburg, SC	Sandy Younger	Apple Valley, MN
Robert Greenblatt	Cherry Hill, NJ	Sara Littlefield	Darien, CT
Robert Hussey 🏠	Huntsville, AL	Sarah Brogdon	Chattanooga, TN
Robert Lyons 🏠	McCall, ID	Sarah Penn	Columbia, SC
Robert Medinger	Chicago	Saralynn Garcia	Laredo, TX
Robert Mitchell	Fresno, CA	Scott Federighi 🏠	Crystal Lake, IL
Robert Munds	Chicago	Scott Harding 🏠	Greenville, ME
Robert Troy Dombrowsky	Paramus, NJ	Scott Lacy 🏠	Dacula, GA
Roberta Wilber 🏠	Atlanta Suburbs	Scott Lemon	Milton, GA
Robin Stepeney	Clifton, NJ	Scott Lowman	Brunswick, OH
Robin Taylor	Pittsburgh	Scott Myers 🏠	San Antonio
Robyn Colly	Louisville, KY	Scott Selleck	Northern New Jersey
Robyn Nasuti 🏠	Worcester, MA	Scott Strayer 🏠	Ebensburg, PA
Robynne Whitaker 🏠	Ashland, OR	Scott Winfrey	Grayson, GA
Rochelle Jones	Houston	Sean Anderson 🏠	Marietta, GA
Roddy Bruce Matthews	Roddy Matthews, SC	Shani Green	Little Rock, AR
Roland Filipiak	Honolulu	Shannon Martin 🏠	Hudson Valley, NY
Ron Bruce 🏠	Mullica Hill, NJ	Shannon Thomas	Katy, TX
Ron Burner	San Diego	Sharon Coskren	North Andover, MA

Name	Primary market	Name	Primary market
Sharon Friedman 🏠	Solon, OH	Steve Schwind	North Central Washington & Wenatchee
Sharon Kaiser	Show Low, AZ	Steve Ticknor 🏠	Lake Havasu City, AZ
Sharon Simmons	Nashville, TN	Steven D'Ambrisi 🏠	Ellicott City, MD
Shauna Sheets 🏠	Rapid City, SD	Steven Green	San Fernando Valley, CA
Shauna Smith	Des Moines, IA	Steven J. Nicoletta	Plymouth County, MA
Shaunna Overman 🏠	Greensboro, NC	Steven Savoy	Richmond, TX
Shawn Engel 🏠	Aurora, CO	Sue Enos	Davis, CA
Sheila H. Robinson	Paducah, KY	Sue Smith 🏠	Northern Virginia
Sheldon Neal 🏠	Bergen County, NJ	Sujatha Bhaskara	Marlboro, NJ
Shelley Miller 🏠	Portage, WI	Susan Carone	Livonia, MI
Shelly Rainwater	Memphis, TN	Susan Chipman 🏠	Huntsville, AL
Sheree Mauro	Klamath Falls, OR	Susan Code	Briarcliff Manor, NY
Sheri Long	Ocala, FL	Susan Colella 🏠	Naperville, IL
Sheri Pritchett	Stockton, CA	Susan Green	San Diego
Sherry F. Campbell	Houston	Susan L. Latham	Claremont, NH
Sherry Hancock	Newburgh, IN	Susan Prince	Monroe, GA
Sherry Nowak Cascini	Canandaigua, NY	Tamar Asken	Los Angeles
Shirley Manthey	Salem, MO	Tamer Eid	Washington, D.C. Metro Area
Sig Ponce	Monterey Peninsula, CA	Tammi Sullenberger 🏠	Peachtree City, GA
Sila Trok	Riverside, CA	Tammy Lorange	Lee's Summit, MO
Silvana Palazzolo	New York City (Upper East Side)	Tammy Rice 🏠	Tulsa and Sand Springs, OK
Sissie Carter Horne	Newnan, GA	Tammy Sambrano	Pascagoula, MS
Sonja Bush	Mammoth Lakes, CA	Tamra Provines 🏠	Wichita, KS
Sonni Harvin	Farmington Hills, MI	Tanisha Rose	Jacksonville, FL
Spencer Hayes	Marietta, GA	Tanya Papandrea	Pittsboro, NC
Stacey Glenn	Fort Myers, FL	Tara Bohanan	Dawsonville, GA
Stacey Messick Sauer 🏠	Flower Mound, TX	Taylor Kolon	Columbus, OH
Stacie Hatziyannis	Washington, D.C.	Temi Akojie	Bowie, MD
Stacie M. Callan	St. Albans, VT	Teresa DiNapoli	Ludlow, VT
Stacie Robinson 🏠	Tucson, AZ	Teresa Sartin	The Woodlands, TX
Stephanie Fetrow	McKinney, TX	Teri Hayes 🏠	Milwaukee
Stephanie Janicki	Anaheim, CA	Terra Beaver	New Lisbon, WI
Stephanie Woods	Prescott, AZ	Terri Daniel	Oakland, CA
Stephanie Woolley	Grand Junction, CO	Terri Matteson	Huntsville, AL
Stephen G. Harris	Tinley Park, IL	Terry Connell 🏠	Macon, GA
Stephen Hundley 🏠	Lafayette, LA	Terry Hiller	San Antonio
Steve Bommarito	Winchester, WV	Tess Keeran	Greenville, ME
Steve Forsythe	Mentor, OH	Tess Pollitz	Danville, CA
Steve Freeman 🏠	Atlanta	Thaine Swanson	Castle Rock, CO
Steve Houck 🏠	Madison, MS	Theano Meyers 🏠	Freehold Township, NJ
Steve LoPiccolo 🏠	St. Louis	Thomas Bohlmann	Raleigh, NC
Steve Maurer 🏠	Danville, CA	Thomas Ward	El Dorado County, CA
Steve Medeiros	Dartmouth, MA	Tiffany Torma	Pooler, GA

Name	Primary market	Name	Primary market
Tim Langhauser	Bel Air, MD	Victoria Heywood 🏠	Dayton, OH
Tim Loso	Saint Cloud, MN	Victoria Melhorn	Knoxville, TN
Tim Mock	Raleigh, NC	Walter Pickard	Pueblo, CO
Tina Marie Biggs	Southern Maryland	Wanda Pearson	Houston
Tina Mateja	Downers Grove, IL	Wanda Sumner	Hamilton, MT
Tobin Bossola 🏠	Jacksonville, FL	Warren Bonett	Orlando, FL
Toby Jordan	Williamsburg, VA	Wendy Flynn 🏠	Bryan-College Station, TX
Todd Auslander 🏠	Stamford, CT	Wendy Moore	Clayton, CA
Todd Lemoine	Suwanee, GA	Wendy S. McFarland	Worcester, MA
Todd Ruckle 🏠	Newark, DE	Wendy Wiegand 🏠	Fayetteville, NC
Todd Sargent 🏠	New Milford, CT	Wesley Mascadri	Tracy, CA
Todd Stone 🏠	Grand Rapids, MN	Will Cook 🏠	Palm Springs, CA
Tom Carris	Chicago Suburbs	William Coalson	Richmond, VA
Tom Hall 🏠	Oklahoma City	William Raye	Boston & Salem
Tom Johnson	Houston	William Thompson 🏠	Battle Creek, MI
Tom Krieger	Tucson, AZ	Yarden Ronen-van Heerden	Chappaqua, NY
Tommy Williams	Atlanta	Youssef Zeroual	Washington, D.C.
Tony Georr	Tulsa, OK	Yulia Matveeva	Setauket, NY
Tony Williams	Northwest Atlanta	Yvonne Adams	Santa Rosa, CA
Tonya Taibi	Kansas City, MO	Yvonne Beal	Raleigh, NC
Tracey Kardash	Pasadena, CA	Zach Behr 🏠	Philadelphia
Tracey Todd	Gainesville, FL	Zach WalkerLieb 🏠	Las Vegas
Tracie Choate	Lacy, WA	Zachary Coletti 🏠	Vero Beach, FL
Tracy Bernard	Potsdam, NY	Zachary Maxey	Buford, GA
Tracy Ellis 🏠	Tulsa, OK	Zana Leiferman 🏠	Longmont & Boulder, CO
Tracy Trammell	Washington, D.C.		
Tracy Wanner	Charlotte, NC		
Trish Williams	Las Vegas and Henderson		
Troy Calhoon 🏠	Cheboygan, MI		
Tyrone Brown	Fulton, GA		
Tyrone Parmelee	Portland, OR		
Tyson Robinson	Temecula, CA		
Valerie Cascione	Westchester County, NY		
Valerie Dupree	Clayton, NC		
Valerie Post	Boston		
Valorie Schmidt	Barrington, IL		
Vanessa Nunez	Austin, TX		
Vergis Eiland	Chicago		
Vernon Ubico	Miami		
Veronica Sanchez	Yuma, AZ		
Vickie Loftis 🏠	Cookeville, TN		
Vicky Cedillo	Tomball, TX		
Vicky Taylor	Atlanta		
Victor Mendolia	Hudson, NY		

About HomeLight

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

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

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

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

