# **Top Agent Insights**

### Summer 2023

Record-low inventory tips scales toward sellers

Bidding wars and cash offers climb sharply

Market splits between homes that sit or sell fast





# **About This Survey**

HomeLight's Top Agent Insights Survey for Summer 2023 was fielded between May 18-June 7, 2023, through an online poll of 909 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:

- Spring 2023: Housing Market Thaws
- New Year 2023: Housing Put to the Test
- Fall 2022: Real Estate Rebalances
- Summer 2022: Beginning of a Shift
- Spring 2022: Cost Barries Mount

#### **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

#### **Northeast**

Connecticut

Maine

Massachusetts

New Hampshire

Rhode Island

Vermont

**New Jersey** 

New York

Pennsylvania

#### **South Central**

Alabama

Kentucky

Mississippi

Tennessee

Arkansas

Louisiana

Oklahoma

Texas

#### **South Atlantic**

Delaware

Florida

Georgia

Maryland

North Carolina

South Carolina

Virginia

West Virginia

Washington D.C.

### Scarce inventory slows summer 2023 sales, reignites bidding wars and cash offers on limited homes

Summer 2023 is in full swing, marked by the usual refreshing pool days, family vacations, and late sunsets. But one staple of the typical American summer is noticeably missing: a roaring real estate market.

The eye-catching for-sale signs and open house balloons that historically dot many manicured lawns around this time each year are strangely lacking. To put it in perspective, the National Association of Realtors (NAR) notes in a recent report that housing supply is "roughly half" of what it was in 2019, which coincides with a 20% decline in home sales from 2022.

Amid longer days typically ideal for evening showings and open houses, mortgage rates in the mid-to-high sixes are keeping many sellers on the sidelines, lest they sacrifice the rate they locked in before the recent hikes. The depleted supply of homes has re-opened the door for bidding wars to resume on a scarce amount of listings, despite suppressed buyer demand, while keeping prices high.

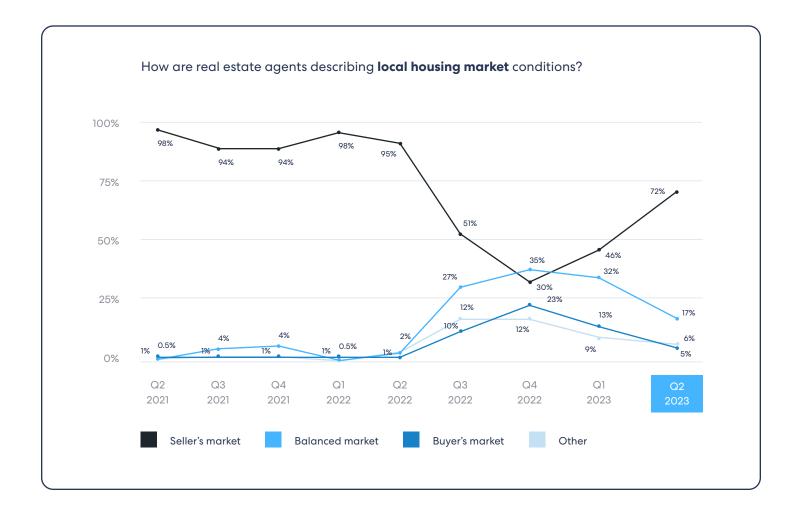
HomeLight's Summer 2023 survey of over 900 top real estate agents across the country sheds additional light on an abnormal season for housing, the ripple effects of inventory that's run bone-dry, and how buyers and sellers are navigating these conditions. Here we take a closer look at trends including market balance, bidding wars, cash offers, contingencies, and property staging in today's market.



#### A new kind of seller's market emerges

According to HomeLight's survey, 72% of agents indicate it's a seller's market, up from 46% in Q1 and down from 95% a year ago.

"Sellers are in the driver's seat — and will continue to be in the driver's seat as long as inventory levels continue to stay low," comments survey participant Jacobe Kendrick, a HomeLight Elite Agent in Midland, Texas.



Without reaching the extreme end of the spectrum, competition is on the rise compared to earlier in the year, driven by dwindling inventory. However, agents are quick to point out that conditions are heavily dependent on location and the desirability of individual homes — and that we are not experiencing a repeat of 2022.

Survey participant Leslie Eason, a top real estate agent in Boone, North Carolina, summarizes the inconsistencies at play: "This is a seller's market in that demand far exceeds supply, but with strong buyer's market characteristics," she comments. "'Sweet spot' homes go quickly with

multiple offers, while homes requiring updates or having any issues stay on the market longer."

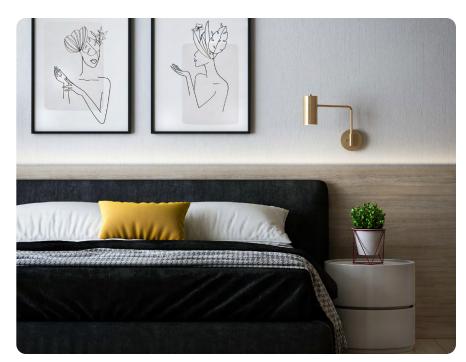
"Our market is volatile," adds survey participant Aimee Wine, a top real estate agent in Savannah, Georgia. "One house can have a bidding war and a house in the town next door could sit for a month. Buyers think we have entered into a market where there are 'deals' and unrealistically think they can get bargains. Sellers are still stuck in the crazed seller's market from spring of 2022. The truth lies somewhere in the middle."

### Lack of listings puts market equilibrium out of reach

Agents attributing the market as balanced decreased to 17% from 32% in Q1. The number of agents who consider their area to be buyer's market also dropped from 13% in Q1 to 5% in Q2.

The lack of balance can be traced to the speed at which mortgage rates spiked over the past year. People don't want to sell for the simple reason that their current mortgage rate is better than what they can get now, depressing the amount of new listings in many markets.

At the same time, there are more buyers active in the late spring and summer compared to winter, with some regular seasonality at play. These factors have led to the resurgence of a market where sellers with precise pricing and attractive homes have leverage.



Even so, buyers remain patient and selective in their hunt for a house they can afford in spite of higher mortgage rates.

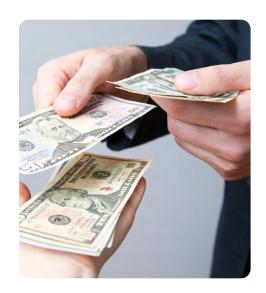
"Homes priced right are selling quickly," shares Christine Radford, a top real estate agent in Jacksonville, Georgia, a market Radford describes as 60% retirees and pre-retirees. "Homes overpriced and or not in top condition are sitting longer. We have lots of picky buyers waiting for the right property who are in no rush to buy."

#### Bidding wars and cash offers spike

Top-selling Phoenix real estate agent Melissa Bailey is succinct in her take on today's market: "Cash offers and bidding wars are back," she comments in our survey.

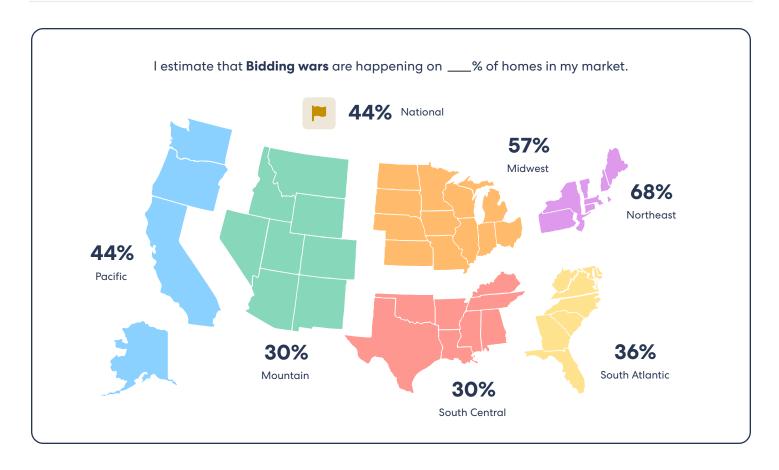
HomeLight Elite Agent Robert Hryniewich is also seeing this trend in his market of Denver, Colorado. "Bidding wars are starting to take place again," comments Hryniewich, though that doesn't mean he's seeing caution thrown to the wind. "Both buyers and sellers are very focused on bottom line numbers. Everybody's watching their money, how much is going out, and fees involved in the transaction."

Going hand in hand with a market that favors sellers, 53% of agents surveyed report an increase in bidding wars over the previous quarter. Agents estimate that 44% of homes are subject to bidding wars in Q2, with the highest rates in the Northeast at 68% of homes. Conversely, the South Central and Mountain regions are seeing less competition, with only 30% of homes going to a bidding war.





"Any houses that come on the market that are move-in ready and are up to date with the latest trends are very competitive and are not lasting long at all," adds Kendrick, the Midland, Texas-based HomeLight Elite agent. "They are often getting multiple bids on them. Cash offers and non-contingent offers are a must on these listings."



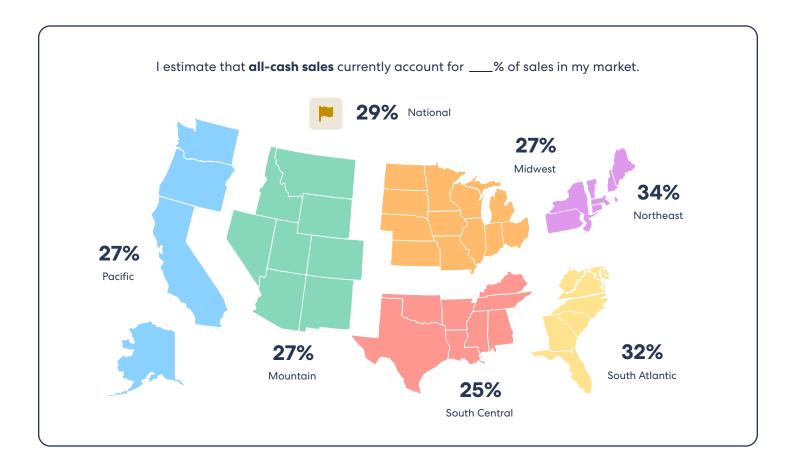
Homes in the lower price tiers are the ones likely to see the most competition this summer. "Interest rates have not allowed buyers to purchase as much home, so when an affordable home comes on the market, we are still seeing multiple offers," shares survey participant Lisa Purselley, a top real estate agent in Fort Worth, Texas.

Similarly, cash offers remain common and are trending up in many markets. 35% of agents have seen an increase in cash offers over the previous quarter. It's estimated that cash offers account for 29% sales in today's market.



Survey participant and top real estate agent Kay Deitz describes her market of Harford County, Maryland, as being a place where "cash and no inspections are the rule" largely because "inventory is about 20% of what formerly was a normal inventory."

Deitz adds: "Sellers prefer no FHA or VA, or anything they perceive as a 'weak factor.' It's an aggressive market and still a huge challenge for non-cash buyers who can't pay much more."



#### Buying while selling persists as a top challenge

Agents estimate that, on average, 36% of their clients are looking to buy and sell a house at the same time, with the Midwest region leading at 41%. Agents estimate that 20% of their Q2 contracts include a home sale contingency, stipulating that the offer hinges on the sale of the client's existing home.



"I think that contingencies are really tough right now," says Aleana McMurray, a top real estate agent in Seattle. "If you have a home that is for sale in a less desirable area, it may sit for longer, so a seller is less likely to accept a contingent offer, and it's nearly impossible in a competitive offer situation."



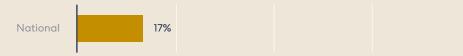
"We're seeing an uptick in contingencies, particularly those related to the sale of a buyer's current home," adds Charlie Brown, a top real estate agent in Fort Worth, Texas. "With the market moving so quickly, buyers are often scrambling to sell their existing property in order to secure their next home.



But adding a home sale contingency into a contract can add complexity — not to mention costs. By removing the home sale contingency, agents estimate that buyers will save an average of 17% off a home's sale price and be more likely to win in a multiple-offer scenario.

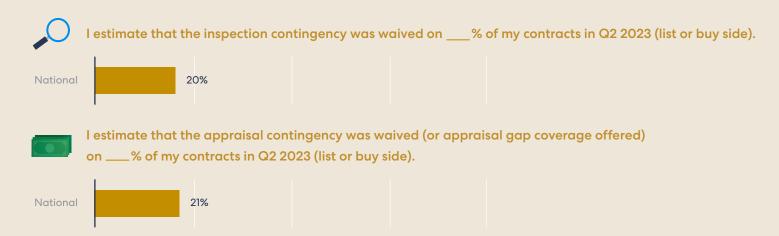


Removing the home sale contingency from a contract can help save a buyer in my market an average of \_\_\_\_% off a home's sale price.



"Contingencies to sale are almost never accepted, so we encourage clients to sell first, then purchase," says Amie Bozeman, a top real estate agent in Cumming, Georgia. "This can be a challenge, but short-term housing or staying with relatives in between their sales and purchases has been helpful to many of our clients."

When it comes to contingencies related to the home's value and condition, approximately 20% of contracts in Q2 had waived the inspection contingency and 21% waived the appraisal contingency.

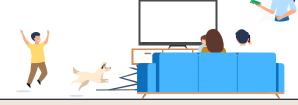


"There's a true dividing line in our market," comments survey participant Joanne McCoy, a top real estate agent in Lincoln, Nebraska. "Homes priced \$400,000 and under are getting multiple offers with buyers waving inspections and making up appraisal gaps. And a surprising number of cash offers. Some of those are parents or grandparents helping children. Others are instances where people are willing to dip into their 401(k)s to come up with the cash and remove the financing contingency or a home sale contingency."

#### HomeLight's Buy Before You Sell Solution

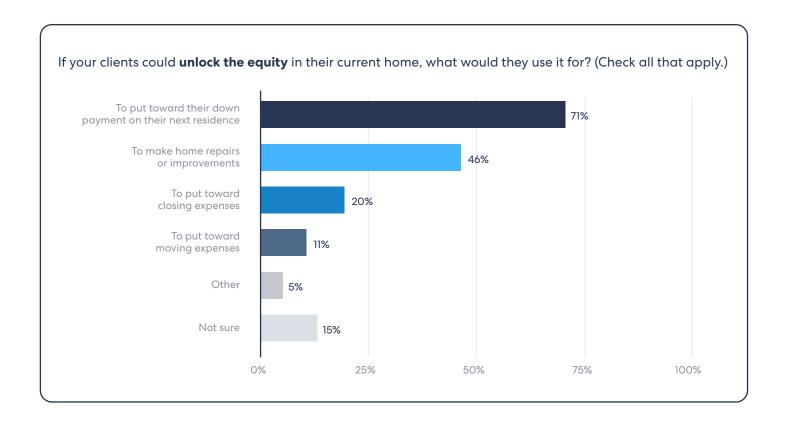
In today's market, contingent buyers are at a huge disadvantage as bidding wars rise and the market is riddled with uncertainty. HomeLight's Buy Before You Sell program solves the buy-sell conundrum for contingent buyers. The program makes it possible for buyers to unlock the equity in their current home, make a strong offer on their dream home without a home sale contingency, and avoid the hassle of moving twice. By removing the home sale contingency, agents estimate buyers can save an average of 17% off the sale price of their new home.

\*Program is available in Arizona, California, Colorado, Texas, Washington, Georgia, and Oregon



#### Repeat buyers rely heavily on home equity

Given heightened competition and high real estate prices, agents say that nearly half of their repeat buyers, or 49%, need to use equity from their existing home for their next purchase. If clients could unlock equity in their current home, 71% of agents report they would use it toward their down payment on their next residence.



Debra Carr, a top real estate agent in West Islip, New York, describes how a sufficient down payment can make all the difference in a competitive time for real estate.

"In a market where multiple offers and over-asking is prevalent, it's extremely hard for first-time homebuyers with limited down payment funds," Carr explains. "They are getting beat out by those with stronger down payments and more secure terms."

In Westchester, New York, top real estate agent and survey participant Douglas Tricarico notes that the ability to leverage equity is one of the only factors creating mobility in his market right now.

"Generally, people are not selling because they can't afford to trade up," Tricarico comments. "If they sell, they cannot get an equivalent home and would be moving to a lesser situation so they are staying put. In spite

of the rates, people are still buying but only if they are first-time buyers or people who had a lot of built-up equity and we're able to sell their home high."

In Northville, Michigan, top real estate agent and survey participant Mike Kaczmarczyk is seeing people use their equity to stay in their existing homes longer. "Most homeowners with equity in their home are choosing to use that equity to improve their house," he says, "rather than for a down payment on another home."

#### Buyers place a premium on first impressions

Preparing a house for sale significantly affects the final sale price in today's market. Agents estimate that an unoccupied, well-staged home sells for 18% more on average.

I estimate that an unoccupied, well-staged home sells for \_\_\_\_ % more in my market on average.



Professional staging, decluttering, and a fresh coat of paint could add nearly \$25,000 to the resale value of a house. Here's how much value each project adds, according to estimates from top agents:

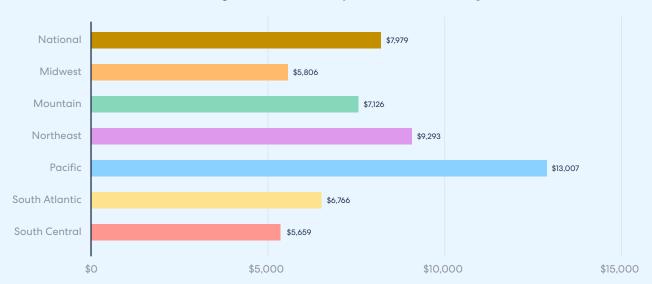
- Professionally staged home: +\$8,300
- Decluttered home: +\$8,000
- Fresh coat of interior paint: +\$8,000

"Staging, new paint, and decluttering offer more than an increase in price," adds survey participant Stacy Stanley, a top real estate agent in Grass Valley, California. "It determines how desirable the home is to the market, how many offers it gets, and how fast it sells."

#### How much value does fresh interior paint add to a house in your market on average?



#### How much value does decluttering add to a house in your market on average?





## Summer 2023 housing summary:

### Not enough homes to go around

A significant drop in housing supply and elevated mortgage rates have suppressed what is typically a vibrant summer real estate market. Sales have significantly slowed overall, but bidding wars and cash offers are common on well-priced homes in top condition. From an inventory perspective, it remains a seller's market in many areas. However, with heightened affordability restraints due to higher mortgage rates, buyers are acting with caution to avoid overspending. Looking ahead, an economy that continues to chug along means there's no end in sight for higher mortgage rates, and further hikes could be possible. To that end, depressed sales and multiple offers on a shortage of homes may continue into the fall and winter.

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

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



**Aleana McMurray** Works Real Estate (Seattle)

- 9 Years of Experience
- 92 Transactions
- 80 Single-family homes sold



**Hao Dang** 

Windermere Real Estate/East Inc. (Seattle)

- 21 Years of Experience
- 1,497 Transactions
- Sells 363 more condos than the average area agent



**Danielle Moy** 

@Properties (Orland Park, IL)

- 15 Years of Experience
- 2,244 Transactions
- 1,698 Single-family homes sold



Jacobe Kendrick

eXp Realty (Midland, TX)

- 8 Years of Experience
- 173 Transactions
- 169 Single-family homes sold



**Darren Tackett** 

eXp Realty (Scottsdale, AZ)

- 26 Years of Experience
- 697 Transactions
- Sells 47 more condos than the average area agent



Jay Reid

HomeSmart Connect (Chicago)

- 26 Years of Experience
- 1,153 Transactions
- Works with over 70% more single-family homes than the average area agent



Glen Henderson

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

- 20 Years of Experience
- 1.986 Transactions
- Sells 616 more condos than the average area agent



**Jenny Rosas** 

Kinship Real Estate (Sacramento, CA)

- 5 Years of Experience
- 164 Transactions
- Works with over 79% more single-family homes than the average area agent



**Justin Tye** Active Realty (Orange and Riverside Counties, CA)

- 21 Years of Experience
- 4,602 Transactions
- Works with over 69% more single-family homes than the average area agent



**Sean Healey** 

Keller Williams Preferred Realty (Denver)

- 27 Years of Experience
- 568 Transactions
- Works with over 78% more single-family homes than the average area agent



Kim Alden Compass (Chicagoland)

- 18 Years of Experience
- 1,847 Transactions
- Sells 227 more condos than the average area agent



**Tony Rodriguez** RE/MAX Results (Houston)

- 20 Years of Experience
- 352 Transactions
- Works with over 80% more single-family homes than the average area agent



**Martin Sears** 

West USA Realty (Goodyear, AZ)

- 25 Years of Experience
- 1.138 Transactions
- Works with over 76% more single-family homes than the average area agent



**Zach Harris** 

Harcourts Prime Properties (Temecula, CA)

- 19 Years of Experience
- 508 Transactions
- 495 Single-family homes sold



**Robert Hryniewich** 

RE/MAX Professionals (Denver)

- 19 Years of Experience
- 490 Transactions
- Works with over 82% more single-family homes than the average area agent



Sandra Rathe

Keller Williams Legacy (Weston, FL)

- 14 Years of Experience
- 2,466 Transactions
- 1,968 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	Primary market	Name	Primary market
Aaron Lanning	Menifee, CA	Angela Morales	Bridgeport, CT
Abby Smith	Dayton, OH	Angie Wait	Boone County, IL and Winnebago County, WI
Adalberto "Tito" V. Gonzalez	Morgan Hill, CA	Ann Adams	Chandler, AZ
Agnes Holzberg	Scarsdale, NY	Ann Brooks	Seattle
Aimee Wine	Savannah, GA	Ann Wenitsky	Brigantine, NJ
Al DiRusso	Charlotte, NC	Ann-Marie Sharp	Atlanta
Al Maxwell	Atlanta	Anna and Scott Rivard	Macomb, MI
Alex Vastardis 🤉	Orlando, FL	Anna Centron	Denver
Alice Kompar	Tipp City, OH	Anne Bezio	Corning, NY
Alicia Thomas	Atlanta	Annemarie Franz	Toms River, NJ
Alita Turner	Sacramento, CA	Annette Nettie Keller	Sheboygan County, WI
Alonzo Reed	St. Louis	Annie O'Sullivan	Tampa, FL
Alvarez Domingo	Modesto, CA	Anthony Amos	Columbus, OH
Amanda	Jacksonville, FL	Anthony Marguleas	Los Angeles
Amber Morrow	Deridder, LA	April Peterson	Oklahoma City
Amie Bozeman	Cumming, GA	Arica Rucker	Charlotte, NC
Amie Chen	West Covina and Hacienda	Arpad Racz	San Jose, CA
Amparo Price	Heights, CA	Arthur Chapman	Newport, RI
Amy Neuharth	McAllen, TX	Ashley Pugliesi	Pittsburgh
Amy Harbeck	Anchorage, AK	Ashley Rawls	Tyler, TX
Amy Patton	Cape Cod, MA	Ashley Washburn	Beaumont, TX
Andee Hausman	Houston	Aubrey Roberts	Oklahoma City
Andrea Ellery	Long Grove, IL	Austin Hellickson	Tacoma, WA
Andrea Elliott	Sacramento, CA	Barbara Korabel	New Paltz, NY
Andrew Alpern	San Antonio, New Braunfels, and Austin, TX	Barbara Martin	Dallas-Fort Worth Metro Area
Andrew Nagy	Syracuse, NY	Barbara Sanchez	Boston
Andy Werner	Lake Norman, NC	Beatriz Dickens	Miasion, TX
Ann Marie Vitiello	Washington, D.C.Branford, CT	Becky Moran	Wilkes-Barre, PA
Angela McCurdy	Orlando, FL	Becky Perry	Albuquerque, NM

Belinda Mills Stockton, CA Charlene Gauthier Nashua, NH Albuquerque and Rio Rancho, NM Ben Gomez Charles and Amy Chang Flushing, NY Bernie Stiller Cape Coral, FL Charles Nedder Fairfield County, CT Beth Drake Hilton Head Island, SC Charlie Brown Fort Worth, TX Beth Sitzer Great Neck, NY Charlie Wu Princeton, NJ Bill Boyd Emerson, GA Charlotte Johnson **New Orleans** Bill Byrd Novato, CA Cheri Melcher Crosby, TX Cheryl Marlow **Bill Childress** Smith County, TX Santa Fe and Albuquerque, NM Bill Millwood Asheville, NC **Chopper Russo** Oakland, NJ Las Vegas Chris Gubb Ridgewood, NJ Billy Alt Valdosta, GA Chris Gurnee Seattle Blair Andersen Bob Ashworth **Q** Cape Coral, FL Chris Paulsen Dayton, OH **Bob Letellier** Biddeford, ME Chris Reeder Frederick, MD **Bob Puliti** Sutter County, CA Chris Rove Crown Point, IN Cincinnati Chris Toomey 🙎 Fort Lauderdale, FL **Bobby Kelly Bobby Patterson** Lawrenceburg, TN Chris Yankosky **Baltimore Brad Dhesi** Irvine, CA Chris Yochum Reno, NV **Brad Spry** Northampton, MA Christine Bradley Atlanta Savannah, GA Bradford H. Page Christine Cahoon Virginia Beach, VA Coeur d'Alene, ID Christine Jackson Bowie, MD **Bradley Hogan** Bralyn Ladson Dallas Christine Koenig Warwick, NY Brandi Brown Culpeper, VA Christine McConnaughay Yuma, AZ Brandie Kittle Kalispell, MT Christine Radford Jacksonville, GA **Brandy Godoy** Woodland, CA Christine Sanna Rochester, NY **Brenda Conley** Atlanta **Christopher Cervantez** Inland Empire, CA Brenda Young Appleton, WI **Chuck House** Germantown, TN Brian Alfi 🙎 Seattle Chuck Ropp **Phoenix** Fresno, CA Cindy Bunch **Brian Burry** Atlanta Brian Decker Kalamazoo, MI Cindy Dudley Burlington, NC **Brian Noland** Waynesville, NC Cindy Sabaski Nashville, TN Cindy Wilkinson Brian Slinkard Columbia, SC Lubbock, TX **Britney Gaitan** Clark County, NV Claire Ackerman Phoenix and Scottsdale, AZ **Broadus Albertson** Seneca, SC Claudia Attard-Keary Olean, NY Bruno Ruiz-Castano Westchester County, NY Colette Klapperich Fond du Lac, WI Lynn, MA Caitlin Kirk Fort Worth, TX Colleen Toner Caren Dempsey Manchester, NH Connie Cooper South Florida Cari Baxter Billings, MT Connie Taylor 🙎 Amarillo, TX Carla Shoemaker McDonough, GA ConnieLynne Hodgkins Malvern, PA Carmen Humphrey Phoenix Corey Robinson Novato, CA Carol Gartland-Bateman Ossipee, NH Corinne Geiger Little Egg Harbor, NJ Carole Glick Cory Williams **Baltimore** Enumclaw, WA Carole Kubis Middletown, NJ Courtney McCullough Columbia and Lexington, SC Casey O'Neal Craig Baranowski Santa Rosa Beach, FL Washington, D.C. and Northern Virginia Cathy Chaisson Craig Diez **Boston MetroWest** Sacramento, CA Cathy Griggs Apollo Beach, FL Craig Purfeerst Edmonds, WA

Craig See

Crystal Hoggard 🙎

Crystal Linscott

Romney, WV

Seymour, IN

Rancho Cucamonga, CA

Cesi Pagano 🙎

**Channing Boucher** 

Chad Wilson

Orange County, CA

Crested Butte, CO

St. Louis

Crystal Sadowski Albuquerque, NM Deborah Sinensky Long Island, NY Curtis Mellon Debra Carr West Islip, NY Punta Gorda, Port Charlotte, and North Port, FL Cyndi Lesinski Santa Clarita, CA Delia Davidson St. Petersburg, FL Cynthia Butler Winchester, VA Delia Wallace Hanover, NH Dale Miller Buffalo, NY Dena Stockstill Sedalia, MO Damon Nicholas Northern Virginia Dennis Bamber Southwest Michigan and Northern Indiana Damon Smith Nashville, TN **Dennis Toomey** Schaumburg, IL Dan Grammar Tucson, AZ Derick Carini Grand Rapids, MI Dan Hughes Montgomery, AL **Derrick Roser** Eugene, OR Wilmington, DE **Derriet Moore** Dan Logan Montgomery, AL Dan Pastor Knoxville, TN Dianne Bergstresser Spokane, WA Dana and Jordan Phillips 🙎 San Antonio Dinara Sammartino Bergen and Essex Counties, NJ Darby Mulcahy Tucson, AZ **Dion Bartley** Atlanta Darin Eppich Los Angeles DJ Pomposini Charlotte, NC **Darren Ricketts** Dom McShan Waco, TX Eugene, OR **Darryl Jones** Orange County, CA **Dominic Picione** Cleveland Don Bell Daryl Hanna Las Vegas Port Orange, FL Dave Clark Corona, CA Don McGrath Dallas Placerville, CA Don Mott Gastonia, NC Dave Hymes Dave Jensen Donna Brown Florence, AL Houston Dave Lempa Northwest Chicago suburbs Donna Carey Syracuse, NY Dave Magua 🙎 South Florida Donna Chase Scituate, MA Dave Snowberger Austin, TX Donna Dubreuiel Atlanta David Alan Blanchard Ellicottville, NY Donna Head LaGrange, GA David Burchell Fresno, CA Donna Kelly Albany, NY David Landau Fairfield County, CT Donna Nordby Sonoma County, CA David M. Snyder La Crosse, WI Dont Wishtobenamed Jackson, MI Bothell, WA David Shea Dorae Lande Westport, WA Doug Echelberger **David Simpson** Port Huron, MI Orange County, CA Dawn Corbo Sparta, NJ **Doug Goss** San Jose, CA Dawn Johnson 🙎 Gainesville, FL **Douglas Tricarico** Westchester NY Dawn Reddoch Roseville, CA **Dustin Owens** Winston-Salem, NC Dawn Rushton Maple Valley, WA Dylan Hoffman Manhattan, NY Dawn Semancik Cleveland and Akron, OH Dyron Taylor Austin, TX Earl Walker Dawn Tieken Denver Highlands, NC Dean Provence Monterey, CA Ed Pluchar Chicago suburbs **Deb Sanders** Effingham, IL Eden Jordan Jacksonville, FL Debbie Capobianco Bradenton, FL Edna Thompson 🙎 Lynwood, IL Tracy, CA Debbie Monceaux Edwin Lora Belleville, NJ Debbie Moore Dayton, OH **Edwin Sanchez** Rancho Cucamonga, CA **Debbie Roberts** The Villages, FL **Elaine Stewart** Coachella Valley and Palm Springs, CA Debbie Sagorin Irvine, CA Elisa Bruno-Midili Mount Kisco, NY Debbie Videtto Torrington, CT Elisa Gonzalez Houston Debbie Warford Plano, TX Elizabeth Ritchie Westchester County, NY Debi Cole Warner Robins, GA Ella Jones Fairhope, AL

Ellen Williams 🙎

Elvssa Robertson

**Eric Britton** 

Plainfield, IL

Columbus, OH

South Bay, CA

Deborah Cheryl Jacobs

Deborah Glatz

Deborah Glover

Redlands, CA

Enterprise, AL

Yorktown Heights, NY

Eric Fischer-Colbrie Mountain View, CA Howard Jefferson Columbus, GA Auburn, CA Hugo Meza Fric Hatch Northern New Jersey Denver Eric Lumsden Huy Han San Jose, CA Erica Ramus Reading, PA Imelda Interino Denton, TX Erick Fernandez Santa Cruz, CA Inna Shapiro Chapel Hill, NC Green Bay, WI Erin Kasprzycki Irene Ryn San Luis Obispo and North Santa Barbara Counties, CA Evan Blaustein Boston Irene Sadkowski Houston Evangelia Boudourakis Brooklyn, NY Ivonne Campbell Huntsville, AL Faig Mikayilov Brooklyn, NY J. Perrin Cornell Wenatchee, WA Frances Anderson Memphis, TN J.J. Rodriguez San Antonio Frank Glaab Cape Coral, FL Jack Frommelt Wilmington, NC Frank McKnew La Plata, MD Jacki Maassen Sioux Center, IA Fred Malawski Southwest Michigan Jacque Bradley Austin, TX Frederic Dinca Bossier City, LA Jacquelyn Butler Frisco, TX Frederick Calloway Woodland Hills, CA Jake McEntire Ogden-Clearfield Metro Area, UT **Garry Chaney** Richmond, MI Jameel Davis Atlanta Kansas City, MO Atlanta **Gary Corley** James Carswell Gary D. Horton Portland, OR James Jim Gilday Indianapolis Cle Elum, WA Stockton, CA Gary Kurtz James Johnson Gary Lanham 🙎 Fort Lauderdale, FL James Mulvey Jr. Ardsley, NY Syracuse, NY Gary S. Koch Laguna Niguel, CA James Warren Geena Becker West Hartford, CT James William Sawyer Conroe, TX Genaro T. Robles San Fernando Valley, CA Jami Harich Fredericksburg, VA Gene Darden Birmingham, AL Jamie Blake Dubuque, IA Jamie White Charlottesville, VA George Herring Dallas-Fort Worth George Williams Southern California Jan Dijkers Detroit Geraldine M. Mattera Hartford County, CT Janet Jones Winston-Salem, NC Gia Freer Boca Raton, FL Janice Duncan Rome, GA Gilbert Jenkins Ahoskie, NC Syracuse, NY Janice Egan Gina Haines Statesboro, GA Jarene Mathias Eustis, FL Giselle Giordano Clinton, CT Brockton, MA Jason Hargrove Gladys Blum Salem, OR Jason J. Bouchard Austin, TX Glenda Lagrois Macomb, MI Jason L. Bagley Fort Worth, TX Grace Bonaccorso Sarasota, FL Jason Lincoln Everett, WA Hernando Beach, FL **Greg Klesius** Jason Lipsher Fort Myers, FL **Greg Witt** Miami Jason Lococo Carson City, NV **Gregory Papalcure** Monmouth County, NJ Jathan Trevena Fort Collins, CO **Hadley Cropp** Asheville, NC Javier Matallana Union County, NJ San Luis Obispo, CA Javier Mendez Las Vegas and Henderson, NV Hal Sweasey Hannah Winkelbauer Enterprise, AL Jay Becker La Jolla, CA Harriet Reynolds Honolulu Marrero, LA Jaymes Song Hazel Hendrix Statesboro, GA Jayson Holland Denver **Heather Craig** Lake City, FL Jean Lewis Edwardsville, IL Heather Unger 🙎 Orlando, FL Jeanet Salazar South Bay, CA Heidi Dyer Tacoma, WA Jeff Buice Gaffney, SC Heidi Mueller San Francisco Jeff Fedder Atlanta Helen Gardin 🙎 Silicon Valley, CA Jeff Messer Brunswick County, NC

Jeff Rayno

Savannah, GA

Holli Kudlak

Winchester, VA

Shelby, NC

Jeff Stape Wilmington, DE John Meeker Jackson, NJ Jeff Strausl Savannah, GA John Meyers Toledo, OH Jeffrey Kram Ukiah, CA Jon Cohen Cherry Hill, NJ Jeffrey Vetter Rochester, NY Jonathan Hyatt Trussville, AL Jefri Liriano Haverhill, MA Jordan Bishop Madison, WI Jacksonville, NC Menifee, CA Jenna Morton Jordona Hertz Joseph Baylis Jennifer Bouvier Charlotte, NC Hightstown, NJ Jennifer Davidheiser Philadelphia Joseph Haydock Fresno, CA Jennifer Goucher Knoxville, TN Josephine Taylor Bergen County, NJ

Jennifer Hovey-Densmore West Dover, VT Josh Geria Tulsa, OK Jennifer Rosdail 🙎 San Francisco Josh Rumble Florence, AL

Jennifer Spencer Weatherford, OK Josh Thieme Orange County, CA

Juan Rivera

Jennifer Stauter and Matt Kornstedt Madison, WI Josh Voyles St. Louis Jennifer Yaaer Fresno, CA Joy Cooper Kinasland, GA Jenny I. Avellaneda McAllen, TX Juan Carlos Romero Doral, FL

Wapakoneta, OH

Jeremy Huebner

Judy Behan Jeremy Larsen Dallas Northern Kentucky Jeremy Lock Portland, ME Juli Rogers Waynesville, NC Salt Lake County, UT Julia V. Egorova The Bronx, NY Jeremy Starley Jeri Kuddes Clovis, CA Julie Allen Seneca, SC Jess Provencher Manchester, NH Julie Boeder Salem, OR

Jessica Boswell Hartford, CT Julie Harman Kansas City, MO Jessica Hernandez San Antonio Julie Trunzo Denver Merrillville, IN Jessica Lee Julie Yasar Houston Jessica Mott Daphne, AL Juliet Mayers Manassas, VA Jessica Ross Bradenton, FL Juliette Bouchard Dallas

Jessica Vowles Shreveport-Bossier City, LA Justin Eberle Monmouth County, NJ

Albany, NY Jill Gréaux Kacie Jenkins Richmond, VA

Jim Potter Dallas-Fort Worth Metro Area Belchertown, MA Kaki Lybbert

Jim Powers York, Dover, and Dallastown, PA Karen Butler Santa Rosa, CA Columbus, OH Jim Roehrenbeck Karen Smith Elkhart County, IN Jimmy Grappone Waxhaw, NC Karen Walls West Bloomfield, MI

Jimmy Stewart Fort Collins, CO Karey Grimsley Hollister, CA Jo Anne Johnson Q The Woodlands, TX Karl Tunberg Scottsdale, AZ Joanne McCoy Lincoln, NE Karri Lindsey Pensacola, FL JoAnne Potts Kalamazoo, MI Kate Barnes Dallas-Fort Worth

Jodie Hawley Des Moines, IA Kate Christiansen Santa Clarita and Oxnard, CA

Joe Bourland **Phoenix** Kathleen Harrison Oviedo, FL Joe S. Williams Houston DeLand, FL Kathy Aparo-Griffin Joe Weathers Acworth, GA Kathy Murray Dallas

Hampton Roads, VA Joel Upchurch Lagrange, GA Kathy Worthen

John Scalia Pompano Beach, FL Katie DeLage Slidell, LA John Baptiste Fort Worth, TX Katie Westhora Boise, ID John Cirignani Orange County, CA Katrina Matheis Indianapolis Jacksonville, FL John Ervin Cincinnati Kay Chafton John Fudge Huntsville, AL Kay Deitz Harford County, MD

Knoxville, TN John Huskey Keisha Tompkins Snellville, GA

John Krol Naples, FL Keith Chen Walnut, Rowland Heights, and Hacienda Heights, CA

Keith Houtz Tampa, FL Lauren Dickerman Downingtown, PA Keli McCall Laguna Woods, CA Laurie O'Brien Cleveland Kellie England Charleston, SC Lawrence Brzostek Sarasota, FL Kellye Patterson Ventura, CA Lawrence Zacks Mahopac, NY Puyallup, WA Ken Crotts LeAnn Sink Nashville, TN Pueblo, CO Ken Sisson Los Angeles Leanne Whitman Ken Vasan Bay Area, CA Leda Othman **Upstate South Carolina** 

Lee C. Milligan Ken Viele New Haven, CT Alpharetta, GA Kendall Caputo 🔉 Palm Coast, FL Leslie Carver Las Vegas Kenneth Marier Chicago Leslie Crittenden Arlington, TX Kenneth Olson Leslie Eason Boone, NC Long Island, NY Kenneth Sides Camano Island, WA Leslie Majors Ellis County, TX Kenny Truong 🔉 Oakland, CA Leticia Sotomayor Los Angeles

Kent Rodahaver St. Petersburg, FL Lia Patterson Mendocino County, CA Keven Card Linda Cirrone Cape Cod, MA Spring, TX Kevin Currie Richmond, VA Linda Hussey Waikoloa, HI Kevin Goodman Ellis County, TX Linda Khano Kennesaw, GA Kevin H. Propst Atlanta Linda Ojeda Los Angeles County

Linda Trevor Kevin Kwan San Gabriel Valley, CA Raleigh, NC Kevin Valle Lindi Braddock 🙎 Brenham, TX Phoenix

Kevin Weil Gilbert, AZ Lindsay Dunlap Del Mar and Rancho Santa Fe, CA

Sacramento, CA Lindsay Reyes Dallas Key Bryant Kim Garbe Maris. IL Lisa and Chris Joseph Richmond, VA Woodstock, IL Kim Keefe Lisa Archer Charlotte, NC New Lenox, IL Kim Noonan Lisa Burkemper Troy, MO

Kim Panozzo Phoenix Lisa Fay The Woodlands, TX

Kim Rensimer West Houston Lisa Ferringo Florida Keys, FL Kimberly Drescher Macomb Township, MI Lisa Jones Phoenix

Grand Forks, ND Kimberly Efta Lisa Leeper Madison, MS Kimberly Yates Atlanta Lisa Liffland Pawling, NY Kirsten Knueppel-Mogle Jackson, MI Lisa Lindsey South Boston Atlanta Lisa Purselley Fort Worth, TX Kisha Key Krista Hartmann St. Louis Lisa Weber Calabasas, CA

Kristena Richey Kansas City, MO Liz Ewbank Indianapolis Outer Banks, NC Kristina Knight St. Louis Liz Holterhaus Kristine Gaffney Omak, WA Lori Cardinal Vincennes, IN Kriston Ashley Triad, NC Lori Cruz Pagan Lambert Fayetteville, NC Kyle Kleinman Miami-Dade and Broward Counties, FL Lori Intoccia Andover, NJ

Pueblo, CO Lori Jurkowski Lacey McCarthy Chatham, MA Lalo Herrera Austin, TX Lori Lynn Columbus, OH Lancelot S. Lenard Port Orange, FL Lori Terry Chambers County, AL Larry Hackett Kansas City, KS Louis Torres Jr. Colorado springs, CO

Larry Watson Simi Valley, CA Louise Juracek Bakersfield, CA St. Clair County, MI Dallas-Fort Worth Laura Janski Lucy Knox Laura Mauelshagen Denton, TX Luis Carlos Perez El Paso, TX

Laura McKenna Concord, MA Lyndon Roberts-Galindo San Angelo, TX Laura Toms Howell, MI Lvnn Mattila Fenton, MI **Laurel Davies** Sacramento, CA Lynne Didonato Doylestown, PA Lynne Logan Amherst, NY Mack Meeks Tracy, TN Madelyn Buchanan Cape Coral, FL Maggie Terry Louisville, KY Marco Schoenrock Naples, FL Margie Birch Cape Coral, FL Mari Slobounov Madison, WI Maria DePasquale Princeton, NJ Maria Elena Martinez Miami Maria Penalver Miami Maria Raymer 🙎 Ponte Vedra, FL

Northwest Chicago suburbs Marilyn Buck Bellingham, WA Mario Hesles Q San Antonio Mario Trejo Romero Phoenix Atlanta

Maria Ruiz

Marion Hayes Austin, TX Mark Allen Clausen Mark Lynch Manchester, NH Mark Salcido Gilroy, CA Mark Slade Maplewood, NJ Marlene Ritzman St. George, UT

Marlene Rubenstein Chicagoland and North Shore suburbs

Marni Jimenez 🙎 Riverside, CA

Marty Piatkowski Palm Bay and Melbourne, FL

Weatherford, TX, TX Marvin Makarwich

Mary Caballero Miami Mary Huffman Erie, PA

Portsmouth, NH Mary Strathern Hudson, WI Mary Yacoub-Raad MaryAnn Mason Cape May, NJ **Matt Davies** Orlando, FL

Matt Luke North Orange County, CA

Matthew Le Baron Boise, ID Maureen D. Rooker Q Hutto, TX Maureen Falconer Roxbury, NJ Maureen Forgette Chicago suburbs Maureen McDermut Santa Barbara, CA Maureen Roberge Charlotte, NC Mauricio "Mo" Quintero Sunrise, FL

Megan Porter Colonial Beach, VA

Meghan Riley Bowling Atlanta

Melanie Fuller Montgomery, AL

Melanie Hunt Atlanta Melanie Schmidt Rochester, MN Phoenix Melissa Bailey Melissa Evenson Fargo, ND Melissa Haves Clarkville, TN Melissa Hudson Manor, TX

Melissa Menard Santa Monica, CA Melissa Porter Youngstown, OH Merle Unruh Hamilton, MT Michael Barasch Los Angeles Michael Brown Washington, D.C. Michael Constantine Q Tampa, FL Michael Dean Hot Springs, AR Michael Dmyterko Chicago

Michael Dodson Ocean City, MD Michael Hartke Buffalo, NY Michael Hvizdo New Haven, CT

Michael Jerabek Seattle

Michael Olsen Saint Paul, MN Michael Ponsolle Raleiah, NC Michael Richards Long Beach, CA Michael Russo Providence, RI Michael S. Young Lapeer, MI Michael Zelena Waynesboro, VA Winter Haven, FL Michele Elchin Michele Harmon 🔉 Houston

Michele Kimmons Lake livingston, TX

Michelle Kozak Phoenix Michelle Straite Spring Hill, FL Miguel Arteaga Ventura County, CA Mike Cirillo Philadelphia Mike Kaczmarczyk Northville, MI Mike Konopik 🙎 Whidbey Island, WA

Mike Miguel Queens, NY Long Beach, CA Mike Potier

Mike Thomas Wytheville and Blacksburg, VA

Mikey Girard Tucson, AZ Missy Lord Lansing, MI Misty Cochren 🙎 Inland Empire, CA Mollie Abend Hartford, CT Mustafa Ali Oak Creek, WI Nancy Walsh Charleston, SC Natalie Megerson San Marcos, TX Natasha Viswanathan Mount Pleasant, SC Nayda Reyes Coral Springs, FL Nicholas Devitz Palmyra, PA

Nick Delis 🙎 San Francisco Bay Area Nick Gasso Sterling Heights, MI Nicole Maxey Henry Hilton Head Island, SC

Nicole Nastasia Stuart, FL Noel Russell Knoxville, TN Norma James Elizabeth City, NC O. Johnny Wariebi Worcester, MA Olga R. Duran Visalia, CA

Olivia J. Buckmon Atlanta Rhonda Masotta North Venice, FL Oscar Correa 🔉 Weston, FL Rhonda Wheeland Patterson, CA Oscar Cruz Houston Richard Bocchieri Islip and Babylon, NY

Otniel Gil St. Petersburg, FL Richard Fricks Dallas Rick B. Wills Pam Zaragoza Burlingame, CA Savannah, GA Laramie, WY Houston Pamela Sandoval Rick Trevino 🔉 Pat Owens Georgetown, TX Rip Hovde Fresno, CA Gainesville, TX Pat Tasker Milwaukee Rita Greer Patrice Floyd Delta, CO Rob Baker Parker, CO

Patricia Fiume Philadelphia Robbie Bunting Hilton Head Island, SC Patricia Hanna Chillicothe, OH Robert Hoobler Harrisburg, PA

**Patrick Bartlett** Seminole, FL Robert Mitchell Fresno, CA Patrick Gorman Charlotte, NC Robert Morey Newtown, CT Patsy Whitney Hull, MA **Robert Munds** Chicago Paul Doelling St. Louis Robert Ott Renton, WA

Paul Floyd Jeffersonville, IN Robert Shamberg Atlantic City and Jersey Shore, NJ

Paul Fonseca 🔉 Fort Myers, FL Robert Throneburg Detroit Metro Area

Paul Jansen Loveland, CO Robert Twaron San Antonio Paul LaCourse Panama City Beach, FL Roberta Wilber Atanta, GA

**Paul Smith** El Paso, TX Robin Dennis Concord, NH

Jackson, TN Robin E. Young San Ramon Tri-Valley, CA **Peggy Graves** 

Flint Township, MI Robin Stelle Carmel, CA **Peggy Suess Penny Fanning** Greensboro, NC Roddy Matthews Goose Creek, SC Phil Rodocker Q Maple Valley, WA Rodney Green Charlotte, NC

Hamilton, NJ Philip Angarone Rodney Torrance II North Lake County, FL Philip Balliet Loveland, CO Roger Engstrom Boca Raton, FL Phillip Young St. Louis Roman Balandin Marlboro, NJ

Pilar Tobias Stockton, CA Ron Jackson Los Angeles (Baldwin Hills)

Ron Wexler Portia Raff Baton Rouge, LA Chicago Rachael Podruchny Hampton Roads, VA Rona Port Sebring, FL Weatherford, TX Rachel Allen Gulfport, MS Ronnie Warren Rachel Anderson Waterville, ME Rose and Nate Hadaway Benicia, CA

Rachel Folger Erie, CO Rose Tibbles Detroit Metro Area

Jamestown, NY Roxanne Walker Rae Ellen Kyler Sealy, TX Rafael Ferreira Orlando, FL Ryan Basye Omaha, NE Ralph V. Iorio Naples, FL Ryan Hill Fayetteville, AR Randall Martin Houston Ryan Kurtz Aurora, IL Randall Nichols Fairfield Bay, AR Ryan MacDonald Pinckney, MI Randy Courtney 🙎 Phoenix Metro Area Ryan McGinnis Houston **Ray Fortier** Middlebury, VT **Ryan Roberts** Auburn, AL Renton, WA Ray Gernhart Alexandria, VA Ryan Runge

Rayna Mack San Diego Saleem Devshi Houston Rebecca Carter Knoxville, TN Sam Daniels Winter Haven, FL Rebecca Kane Orange County, NY Sam Lemelle Austin, TX

Rebecca Meisser Rancho Cucamonga, CA Samantha Storey Mystic, CT Rebekah Murtagh San Antonio Sandra Brandonn Little Rock, AR

Sandra Watkins Rey Zapata Central Florida, FL Cherokee and Cartersville, GA

Reyden Egbert Ogden, UT Sandra Wood Lake Orion, MI Sandy Brabham Houston Steve French Auburn and Grass Valley, CA Steve Genyk Sandy Hilsinger-Pate Eastvale, CA Chicago Sandy Kantor Tucson, AZ Steve Goss Torrington, WY Santiago Gomez Grand Rapids, MI Steve Hawks Las Vegas Santiago Renteria Watsonville, CA Steve Stylianos and Lisa Lajoie Palm Bay, FL Sarah Brogdon Chattanooga, TN Steve Ticknor Lake Havasu City, AZ Sari Hervey Corpus Christi, TX Steven Green Winnetka, CA Sari Shaw Chappaqua, NY Steven J. Kozusko Eatontown, NJ Scott Federighi Crystal Lake, IL Steven James Baltimore and Washington, D.C. Kansas City, KS Sue Ellen Bowman Greenville, OH Scott Harvey Scott Hubbard The Villages, FL Sue Smith Loudoun County, VA Scott Hudson Saint Joseph, MO Summer DeWitt Mills Wichita Falls, TX Scott Lowman Brunswick, OH Summer Leffler Cedar Rapids, IA Scott Martin Waterbury, CT Susan Goldthorp Titusville, FL Scott Muenzner Susan M. Cook Valdosta, GA Greensboro, Winston-Salem, High Point, NC Scott Neal Dallas-Fort Worth Suzy Ealand Santa Barbara, CA Sean Anderson Kennesaw, GA Talbert Bryan Great Falls, MT Seth Slagle Johnson City, TN Tami Gordon Charleston, SC Shannan Werckle Peoria, IL Tammy Jeffers Nashville, TN Shannon Runyan Clermont, FL Forney, TX Tammy Moore Shari Mcstay Tara Agnew Milwaukee Danvers, MA Sharon Friedman Eastern Cleveland suburbs Houston Tara Scott Sharon Seline Wright Houston Tarasa Hurley Pittsburgh Shawn Kirby Reno, NV **Taylor Simmons** Denver Shawna Martinez 🙎 Argyle, TX **Teal Clise Baltimore** Sheila LaMonica Lakeland, FL **Ted Trawick** Leesburg, FL Sheila Newton Anderson, SC Teresa Young Cleveland Cleveland Terry Connell Macon, GA Sheila Stupka Shelby Buehler Flower Mound, TX Thai Klam Houston **Shelly Beauchamp** Ada, OK The Stern Team Salt Lake City Shelly Wilson Central Indiana Theresa Mattern Phoenix Sheree Mauro Klamath Falls, OR Theresa Robledo Fillmore, CA Sheryl Williams Pierce County, WA Thomas Buerger Washington, D.C. Thomas Green Philadelphia and Bucks County, PA **Shirley Coomer Phoenix** Silvana Daidone Bergen County, NJ Thomas J. Krieger Tucson, AZ Simon Simaan Q Orlando, FL Thomas Wohl Raleigh, NC Sissy Bellar Tyler, TX Tiana Winter Knoxville, TN Sohail Salahuddin Chicagoland Tiffany Brodbeck Pasadena, CA Sonja Bush Mammoth Lakes, CA Tiffany Torgan La Jolla, CA Stacey Goodman Ennis, TX Tim Edwards Raleigh, NC Coos Bay and North Bend, OR Stacie Rudolfs Tim Fiebig Q Castro Valley, CA Stacy Hale Danville, CA Tim Kelm Venice, FL Tim Scherbring Cedar Rapids, IA Stacy Levey Chappagua, NY Grass Valley, CA Timothy Odey Quad Cities, IA Stacy Stanley Buford, GA Stephanie McClusky Tina Etue San Diego Stephen Oates Portsmouth, NH Toby Rocha Austin, TX Stephen Spencer Show Low, AZ Tod D. Westlake Binahamton, NY

Todd Jeskulski

Fort Collins, CO

Seattle

Steve Derrig

**Todd Lancaster** Granbury, TX **Todd Ruckle** Newark, DE **Todd Schroedel** Ridgway, CO

Tom Carris North Chicago suburbs

Tom Hall Oklahoma City Tom Kinman Spring Hill, FL Tona Byrd Fayetteville, GA Tony Migliaccio Baltimore Metro Area

Trace E. Todd Gainesville, FL Traci Richardson Charlotte, SC Tracy Josey Gastonia, NC Tracy McEachern Dunnellon, FL Travis Repman Gastonia, NC Trey Morelock Albuquerque, NM Tricia Farin Newtown, CT Denver Trish Kelly Troy Chase Houston Ty Harris Charlotte, NC

Tyler Brickle Minneapolis and Saint Paul, MN

Tyler Herman San Antonio Tyler LaBauve Baton Rouge, LA Tucson, AZ Tyler Lopez Valerie Zelinski Prescott, AZ Vicky Taylor Athens, GA Victor Dominguez Baltimore Victoria Kustov Boston Viki Falgout Lafayette, LA Walter Grewe Roanoke, VA Warren Bonett 🙎 Orlando, FL Wendy McFarland Sturbridge, MA

Wendy Sloan Winston-Salem and Boone, NC

Parker, CO

Bowling Green, KY Whitley Young

Wendy Rowley

William Crocker Syracuse and Auburn, NY

William Hagan Asbury Park, NJ William Jenkins Galveston, TX William Priest Fort Lauderdale, FL

William Tompkins Peoria, IL Yasmin Saad 🙎 Naples, FL Yolanda Castro Camarillo, CA Yvonne Adams Santa Rosa, CA Yvonne Rushton Godfrey, IL Zinta Rodgers Rickert Fairfax, VA

# **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.

