



# Top Agent Insights

AI Edition 2025



The surprising ways real estate agents are using AI

Agents share warnings and worries about AI in real estate

Can AI replace human real estate agents?

Telltale trends in price cuts, concessions, and commissions

# About This Survey

The survey for HomeLight's Top Agent Insights: AI Report was fielded between May 27 and June 8, 2025, through an online poll of 389 top real estate agents across the country. Agents were selected to participate in the survey based on the [same performance data](#) HomeLight uses to identify top real estate agents for millions of homebuyers and sellers nationwide.

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

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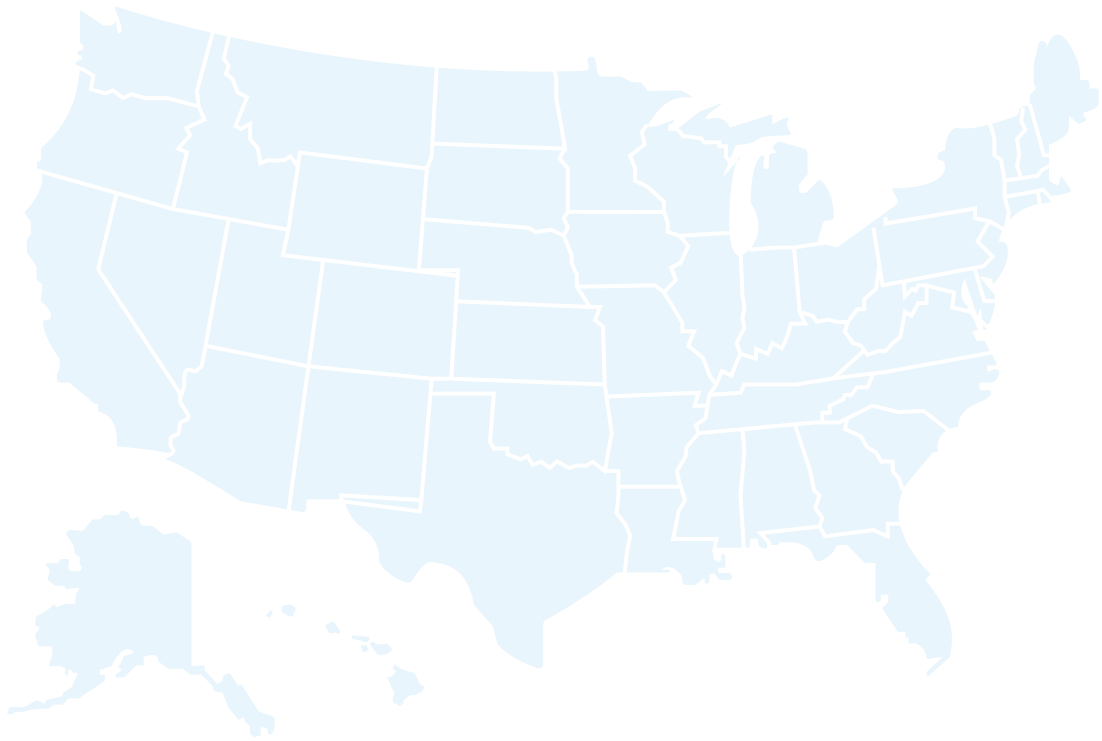
[Q2 2025 Lender Insights & Predictions: Buydowns Are on the Rise](#)

[Q1 2025 Lender Insights: Affordability Risks Aren't Deterring Buyers](#)

[Top Agent Insights End of Year 2024: NAR Settlement Spurs Confusion](#)

[2024 Lender Insights: Consumers Seek Lending and Equity Solutions](#)

[Top Agent Insights End of Year 2023: High Interest Rates and Low Inventory](#)



**Pacific:**

Alaska  
California  
Hawaii  
Oregon  
Washington state

**Mountain:**

Arizona  
Colorado  
Idaho  
Montana  
Nevada  
New Mexico  
Utah  
Wyoming

**Midwest:**

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

**Northeast:**

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

**South Atlantic:**

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

**South Central:**

Alabama  
Arkansas  
Kentucky  
Louisiana  
Mississippi  
Oklahoma  
Tennessee  
Texas

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# How AI is being used in real estate

How can I help you today?

Message

DeepThink Search



# 82% of real estate agents are using AI

The mid-1950s is often described as one of the most prosperous economic times in U.S. history. By 1956, for the eighth year in a row, more than one million houses had been constructed, and four million babies were being born each year. Americans could purchase a family home for around \$14,500.

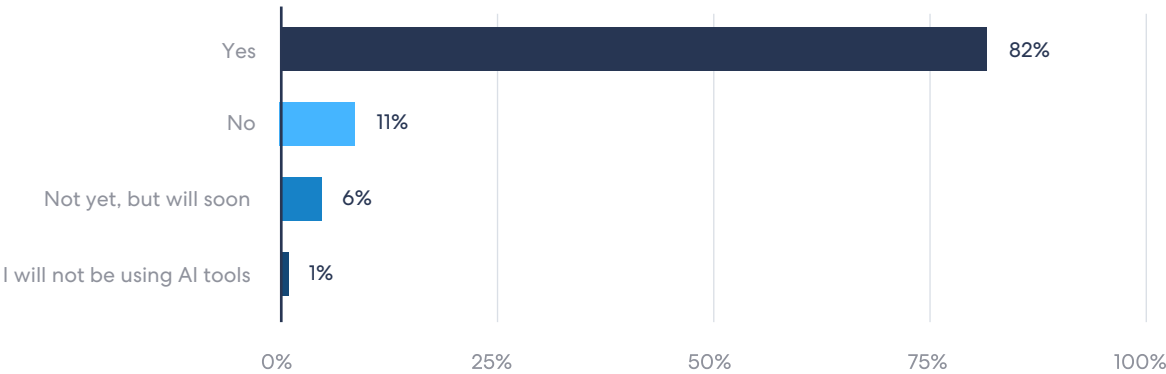
That same year, as real estate agents kept track of listings using handwritten notecards and binders, something was quietly happening that most only imagined as science fiction. Herbert Simon, Allen Newell, and Clifford Shaw created the [Logic Theorist](#), one of the first computer programs that could learn and recombine knowledge to create something entirely new.

It was the birth of “Artificial Intelligence.”

Today, 82% of top agents nationwide are using AI in their real estate operations, according to HomeLight’s latest survey. Another 6% say they are not using AI yet, but will soon. Only 1% of agents declared that they have no plans to embrace this technology.



Are you currently using any AI tools in your real estate business?



“AI is deeply integrated into my real estate business, with ChatGPT serving as the central hub for reasoning, analysis, and content generation,” writes [Dick Barr](#), a top agent in Chicago, Illinois. “I use it to interpret market trends, assist with listing presentations, draft blog posts, and even optimize messaging for specific audiences — buyers, sellers, or investors.”

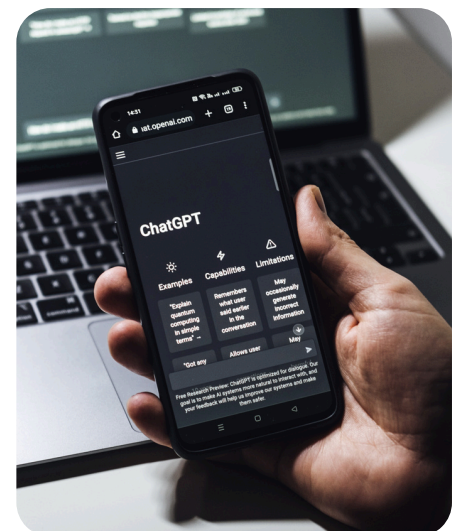
“My AI Assistant helps make phone calls to all of my leads (buyers and sellers) and to showing agents to get feedback,” says Chattanooga, Tennessee, agent [Paul Avratin](#). “It’s also taking incoming texts and calls for info on my listings from my riders on my signs. I love how I can make the remarks about a home sound so much better than when I try to write them myself.”



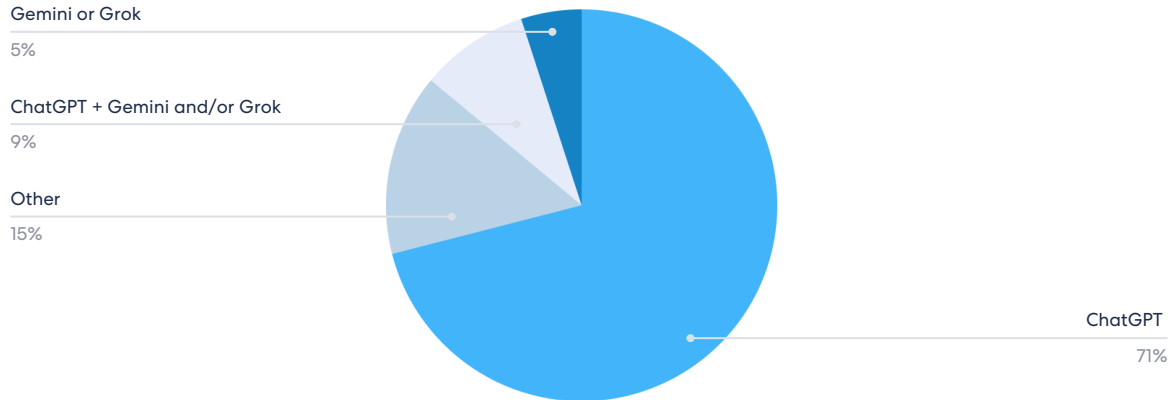
“AI helps us streamline several processes, allowing us to focus more on relationships,” says [Dusty Rhoton](#), a top agent in Northern Arizona. “It helps us work smarter and saves us time on many tasks. Since I am a solo agent, it also allows me to compete with the teams out there.”

Other AI uses in the industry include analyzing market data or trends, estimating home values or prices, generating or screening leads, and helping clients search for homes.

Our survey also revealed that OpenAI’s [ChatGPT](#) is the generative AI chatbot of choice for real estate agents. 71% of agents report using ChatGPT as their primary AI tool, with another 9% using it in combination with Google’s [Gemini](#) and/or [Grok](#), the chatbot developed by Elon Musk’s company xAI.



Which AI tools or platforms have you found most helpful?



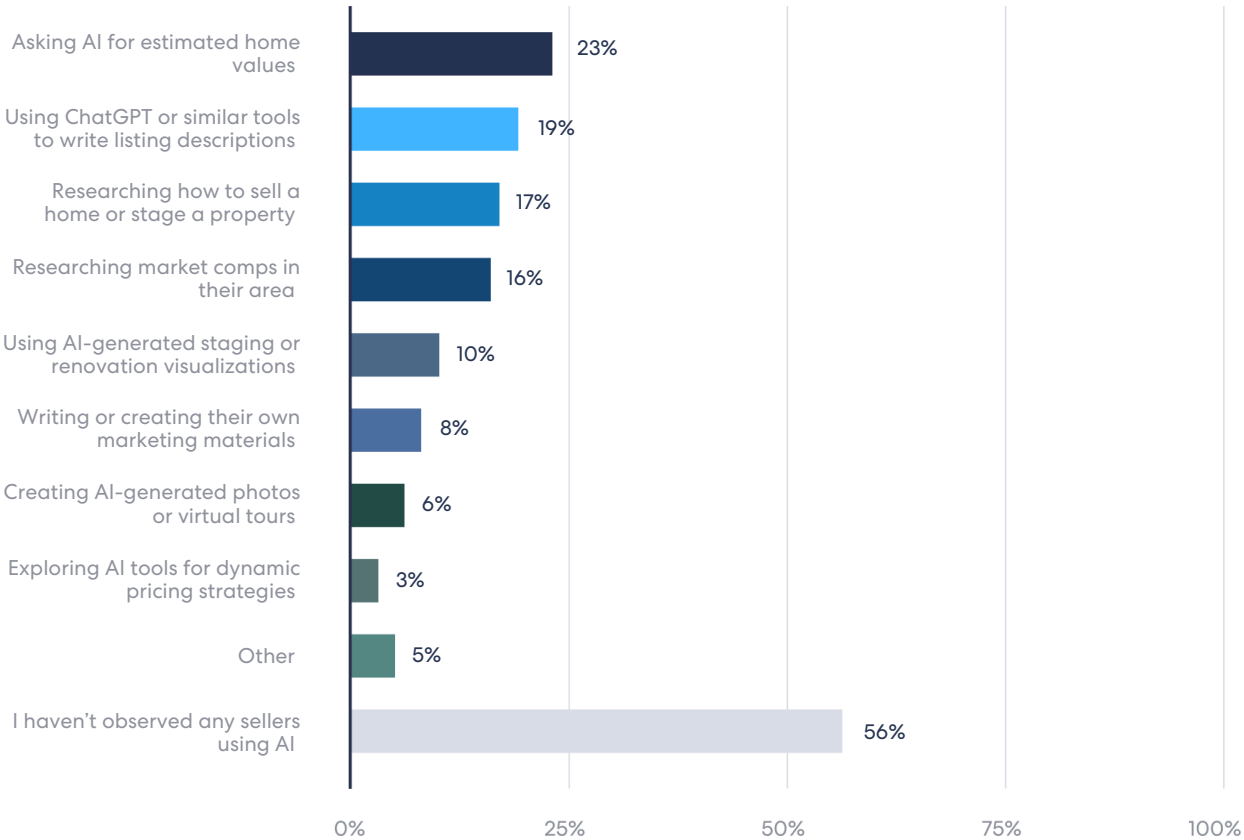
## Consumers turn to AI for home values and financial advice

While it's clear real estate professionals are overwhelmingly embracing the idea of working with robot-like tools, agents say most of their clients are still getting acquainted with AI.

Only 14% report observing their customers using artificial intelligence in the buying and selling process. Of those, agents say the most common use among home sellers is asking AI for estimated property values.

"We have observed sellers performing pre-due diligence on their property before they contact a brokerage professional," writes [David C. Brown](#), a HomeLight Elite agent in Dallas, Texas. "Buyers are gathering data online about school information, neighborhood amenities, past sales numbers, and future price appreciation by utilizing various AI platforms."

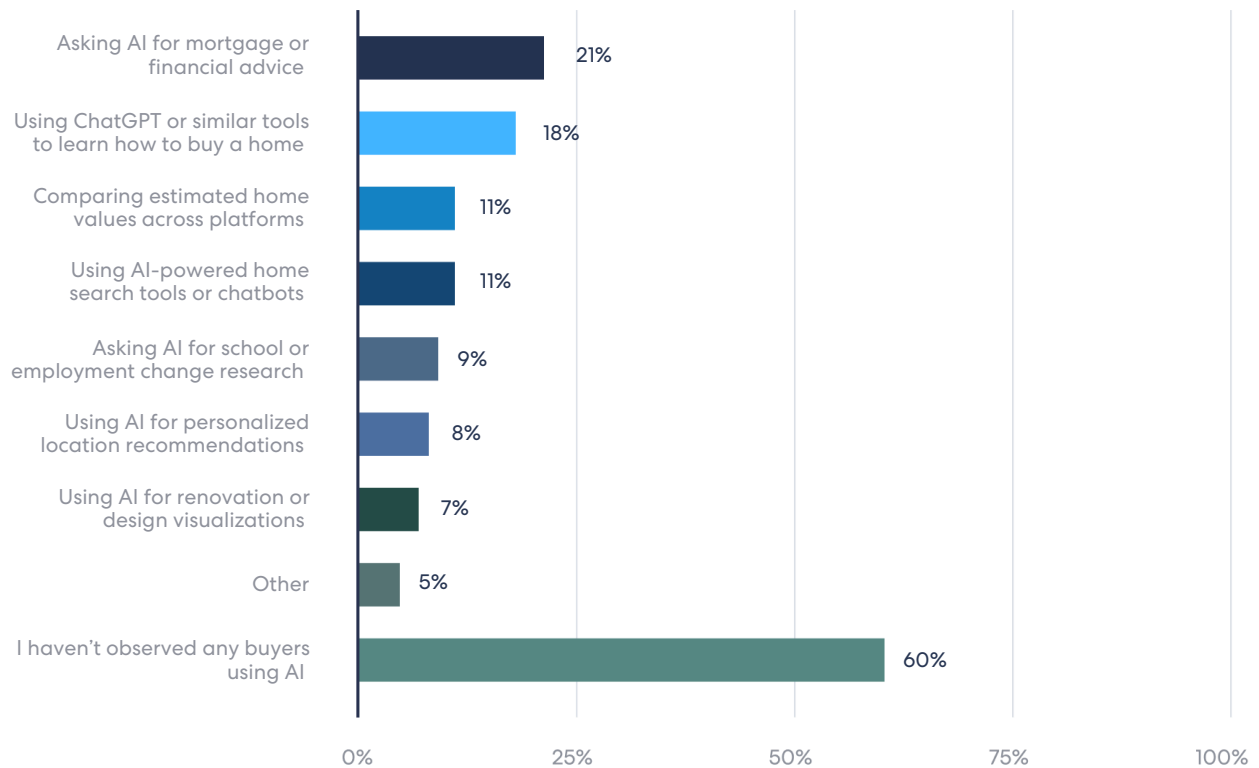
In what ways have you observed **sellers using AI**? (Select all that apply)



Agents say the most common use of artificial intelligence they’ve seen among homebuyers is asking AI chatbots for general mortgage or financial advice.

While real estate agents are rapidly adopting AI, the data suggests clients are only cautiously dipping their toes into unfamiliar waters. Agents may be able to take advantage of this disparity, which highlights a natural human hesitation: buyers and sellers, often making the largest financial decisions of their lives, prioritize trust, personalization, and nuanced understanding — qualities they may not associate with artificial intelligence.



In what ways have you observed **buyers using AI**? (Select all that apply)

Citing decades of [surveys](#), Jacksonville, Florida, agent [Jennifer Hanley](#) believes this is the key to success, no matter how AI is used in real estate. “For over 20 years, the leading reason a buyer or seller hires their agent is because they trust them. I don’t see buyers and sellers turning over that trust to a computer.”

Agents can reposition AI not as a replacement for human expertise, but as a powerful co-pilot used by trusted professionals to deliver an even more informed, efficient, and ultimately human-centric real estate experience.

# Misinformation, agent value, and jobs are top AI concerns

The idea of consumers seeking home values and financial advice from AI raises concerns among industry professionals on several levels.



“AI can't replace an agent's experience with locations, markets, home values, etc., and by sellers running AI-generated list prices, it is making our jobs hard. We've already been having to combat Zestimates, and now AI.”

[Christy Mitchell](#), a top-selling North Carolina real estate agent

[Amber Cadieux](#), a top agent in Missoula, Montana, agrees. “AI doesn't consider the current market where a property is located to give the local value of the home, and that can cause a lot of confusion for a buyer or seller.”

Within their own ranks, agents worry that their trade could suffer if real estate professionals blindly rely on data and trends gathered by AI.

“In a lot of circumstances, [AI chatbots] will make up incorrect information about hyperlocal markets and trends because the information is not necessarily available,” warns [Adam Slivka](#), of Pittsburgh, Pennsylvania.

“It is troubling that AI grabs everything that has ever been on the internet and disseminates it, presenting it all as accurate information. I worry that AI will replace the actual research that agents should be doing,” says [Brenda Noffert](#), a top agent in Wichita, Kansas, with nearly 30 years of experience.

The risk of spreading bad information and how AI automation could impact their profession tops the list of agent concerns revealed in the survey.

“ DIRECT AGENT INSIGHTS

# AI in real estate: 8 biggest concerns

1

## Inaccurate information leading to bad decisions

*“I had a buyer who copied and pasted an inspection report into ChatGPT to ask what it thought. ChatGPT told him it was not move-in ready, and he cancelled. I have seen hundreds of inspections and thought the property condition was actually quite good. He appeared to trust ChatGPT more than an industry veteran.” — [Craig Fauver](#), Washington, D.C.*



2

**AI diminishing the perceived value of agents**

*"These tools may inadvertently devalue the human expertise that real estate agents provide. When clients see automated platforms doing things that used to require a professional, there's a risk they assume the agent's role is less critical, or that services should cost less. That perception can undermine the true value of strategic negotiation, hyperlocal market knowledge, and emotional intelligence during one of life's most significant transactions."*

— [Mark Middleton](#), Tampa, Florida

3

**Fears of AI replacing real estate jobs**

*"I do have a concern that AI may start replacing jobs within the real estate industry, as it will in many other industries. Specifically, AI may be able to analyze, write, and negotiate sales contracts."*

— [Eric Dominowski](#), Killeen, Texas

4

**Privacy, data, and liability risks**

*"I always have privacy and data concerns, and the increased use of AI by industry professionals who don't know what happens to the data they provide AIs has increased my concern."*

— [Cameron Walker](#), Huntsville, Alabama

5

**Loss of relationships and emotional intelligence**

*"Real estate is an emotional decision, and people ultimately choose to work with someone they trust. While AI can be a helpful tool—especially for buyers relocating or exploring new areas—it can't replace the human connection, local expertise, and guidance that a trusted agent provides."*

— [Jennifer Hupke](#), Milwaukee, Wisconsin

6

**Over-reliance on AI replacing real expertise**

*"AI can provide amazing benefits as a companion, but for some, it's more about image than substance, or they rely on charisma without market knowledge. We must always be mindful of facts vs. fiction and apply mastery over magic. We should not chase trends without understanding the data or believe success will come without systems and consistency."*

— [Shana Lundell](#), Plymouth and Cape Cod, Massachusetts

7

**Erosion of trust within the industry**

*"While I'm a strong advocate for AI in real estate, I do have very real concerns — primarily around accuracy, oversimplification, and the potential erosion of trust if clients rely on AI without professional oversight."*

— [Dick Barr](#), Chicago, Illinois

8

**AI-enabled fraud and security threats**

*"My biggest concern is security breaches, which could enhance the ability of identity thieves to sell property that doesn't belong to them. This already happens, but using AI tools is going to make it worse."*

— [Benjamin Townsend](#), Colorado Springs, Colorado

# Most agents embrace AI, and many make positive predictions

While agents are taking advantage of AI, our survey revealed a wide range of mixed opinions regarding its level of future use in the industry. The most debated question is whether AI will replace real estate agents.

“AI will never replace agents,” writes [William Rosado Berrios](#), a top agent in Philadelphia, Pennsylvania. “It’s great for automations and in-depth information gathering, but it fails to apply the concepts in an actionable way.”



However, [Pauline Meredith](#) of Tampa, Florida, makes this bold prediction:



“I believe seller’s agents will be obsolete in the future, but buyer’s agents will be a great asset to have.”

[Pauline Meredith](#), a top-selling Florida real estate agent

While these two opinions illustrate an extreme divide, most agents we surveyed see the benefits of incorporating AI technology into their daily real estate operations.

“I only see AI as a positive,” says [Steve Bradley](#), a top agent in Manassas, Virginia. “My clients see my comfort and knowledge of AI as a value that other agents can’t provide. Like most changes in real estate, some agents (many agents) will resist. Others will adopt AI and show its value to their clients, and in return, show the agent’s value in the transaction.”



## “ DIRECT AGENT INSIGHTS

# Agents using AI: 8 positive predictions

1

## Automation of routine tasks and time savings

*“AI will help agents to further automate marketing, paperwork, audits, and reduce overhead costs by limiting the need for assistants. AI will help consumers find the relevant information they are looking for. However, I hope they don't rely on AI for very nuanced conversations like those around ‘Buyer Beware’ laws, home inspection reports, contracts, or mortgage loans.”*

— *Cameron Walker, Huntsville, Alabama*



2

## Marketing support and listing enhancements

*"Instead of committing to one marketing strategy, we can now easily choose several ways to showcase our listings' best features. For example, AI-generated staging could be a real game changer for clients as they begin to picture themselves living in their new home."*

— [Jennifer Fairfield](#), Klamath Falls, Oregon

3

## Personalized and predictive client experiences

*"I think the most promising future use of AI is hyper-personalized property matching. Instead of just filtering by beds and baths, AI will analyze a buyer's lifestyle, preferences, and even online behavior to find homes that truly fit — even before they hit the market."*

— [Jennifer Hupke](#), Milwaukee, Wisconsin

4

## Improved property valuations and market forecasting

*"I see AI providing better and more objective algorithm CMAs (comparative market analysis reports), better quotes for improvements and repairs, and better agents rising to the top to serve buyers and sellers."* — [Courtney Pantalena](#), Panama City Beach, Florida

5

## Enhanced lead generation and follow-up

*"One of the most promising future uses of AI in real estate lies in creating truly personalized, predictive client experiences — before a buyer or seller even knows they're ready to act. Imagine an AI system that not only identifies potential buyers based on search behavior and lifestyle patterns but also understands emotional and financial readiness through subtle digital signals."* — [Mark Middleton](#), Tampa, Florida

6

## Streamlining the real estate transaction

*"I have used AI to ask legal questions, write a promissory note, and even create answers to objections that sellers have had for lowering their price. With that, I believe most people want to deal with people, and at this time, AI will be outside of the actual transaction for a few more years. But this can change as we move forward, and my opinion will change if that occurs."* — [Patrick Muldoon](#), Colorado Springs and Pueblo, Colorado

7

## Boosting agent productivity and scalability

*"Those of us who work the daily grind of real estate work hard for the money we earn, and that money is constantly getting squeezed. If we can't find ways to increase our own output or improve margins, we simply can't operate. When people say 'but agents are making larger commissions these days because home prices have soared,'...so have the costs of being an agent."* — [Kimberly Howell](#), San Antonio, Texas

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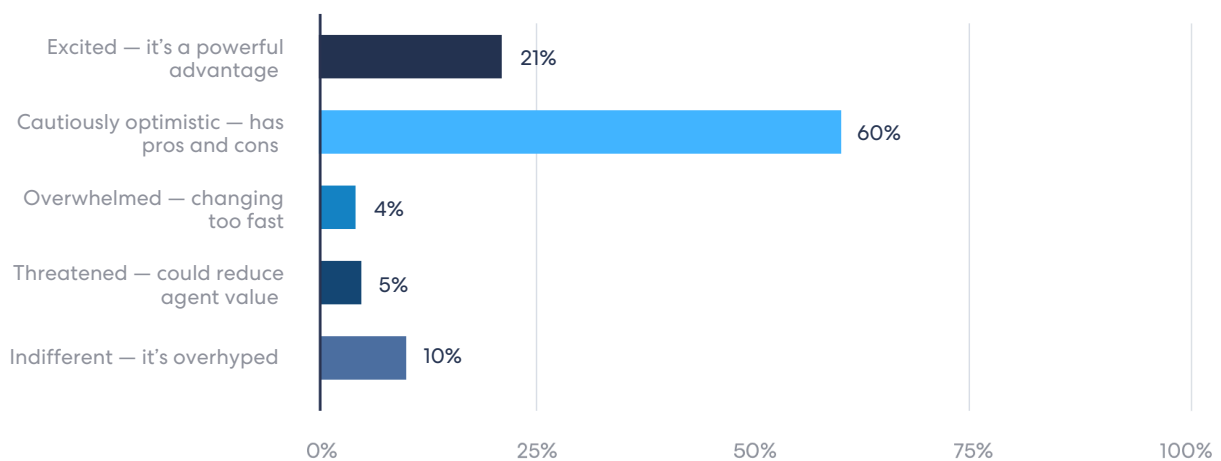
## Enhancing the consumer research process

*"AI can help buyers and sellers research information regarding home values, neighborhood amenities, and financial calculators to boost their confidence in buying or selling. Access to this information unveils the gatekeeping that has happened within real estate and helps create a sense of transparency."* — [Roy Machado](#), Sacramento, California

As agents look to the future, 60% say they are cautiously optimistic about how AI will impact the real estate industry and acknowledge that the technology has pros and cons. 21% expressed excitement about the powerful advantages that AI will provide.

Others feel overwhelmed and even threatened by AI advancements.

Which of these describes **how AI makes you feel** about the future of real estate?



## AI and the agent: A partnership for the future

As artificial intelligence continues to evolve, most real estate professionals envision a future where AI doesn't replace agents but empowers them to work smarter, faster, and with greater precision. Many agents see tremendous potential in AI's ability to automate time-consuming tasks, improve marketing, and enhance client communication.

But beyond operational efficiencies, AI can also elevate the client experience. Imagine virtual property agents that guide buyers through listings or answer seller questions 24/7, and even adapt their tone and language based on user preference.

Agents who embrace this shift, combining AI's power with human insight, experience, and emotional intelligence, will be best positioned to lead in this new era.

# A brief look at market trends



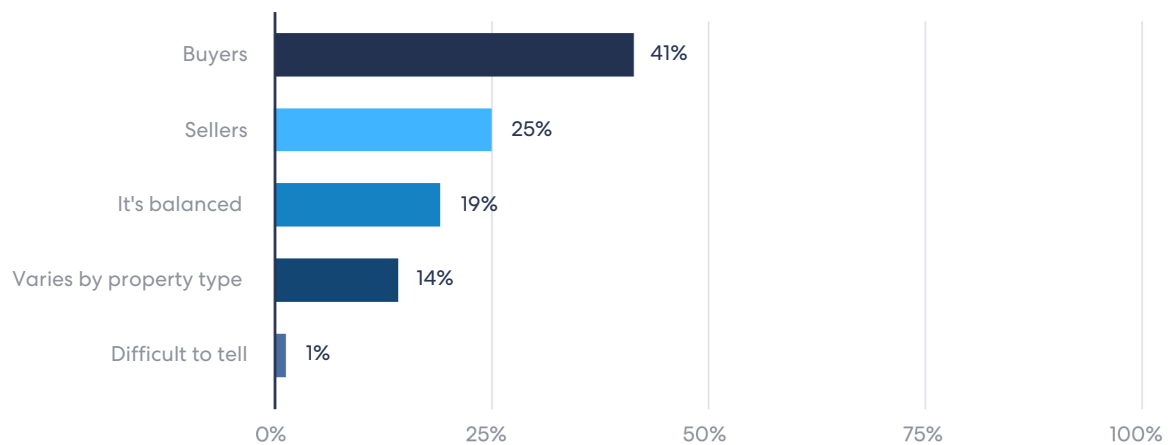
# Homebuyers have the upper hand, but not everywhere

While our survey focused on the use of artificial intelligence in real estate, we also asked agents to identify trends in this unusual housing market, and some of the results are surprising.

Contrary to many headlines and consumer assumptions, high interest rates and home prices have not created a nationwide buyer's market. Two regions are bucking the trend, with sellers still in the driver's seat and fewer price cuts than the rest of the country.

At first glance, when viewing the combined national average data, 41% of agents report that homebuyers have the most bargaining power.

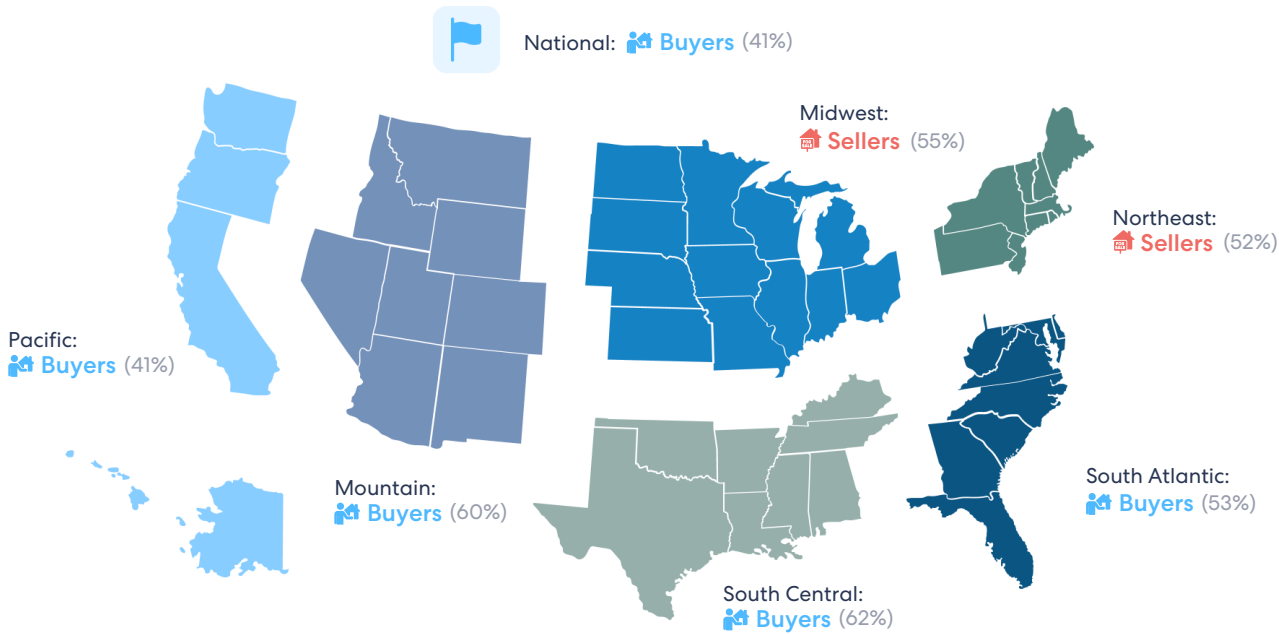
In your market, which group currently has more bargaining power?



However, the geo-separated agent responses reveal there are two very different housing markets in the U.S. When broken out by regions, it's actually sellers who have the most muscle in the Midwest and Northeast states.



In your market, which group currently has **more bargaining power**?



On the other hand, if you’re looking to buy a home in the South Central and Mountain regions (e.g., Texas, Louisiana, Arizona, or Colorado), you have negotiating strength well beyond the national average.

Agents also tell us that high interest rates are, without a doubt, the leading factor causing today’s slow market conditions. General economic uncertainty weighing on consumers comes in second, followed by hard-to-swallow home prices.

What’s stalling the housing market?



The region where agents pin the most blame on interest rates (71%) is in the Mountain states, even though that's an area where buyers have a strong upper hand.

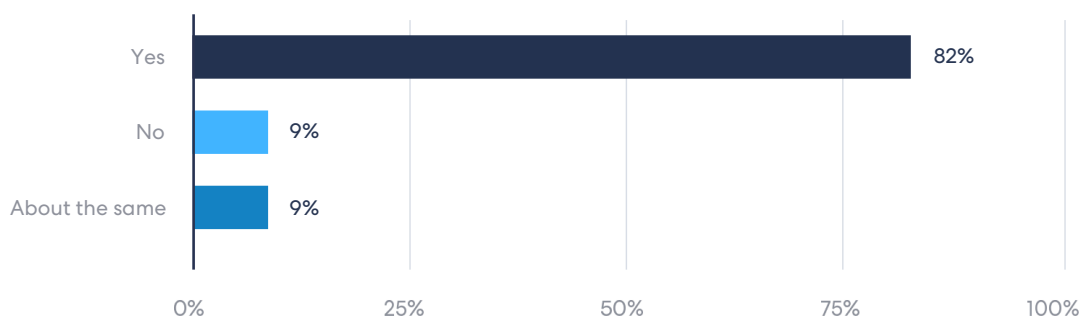


**Myth-buster:** Contrary to some beliefs, a lack of qualified buyers is rarely the issue, with only 1% of agents identifying it as a primary market staller.

## Home sellers in all markets are dropping prices

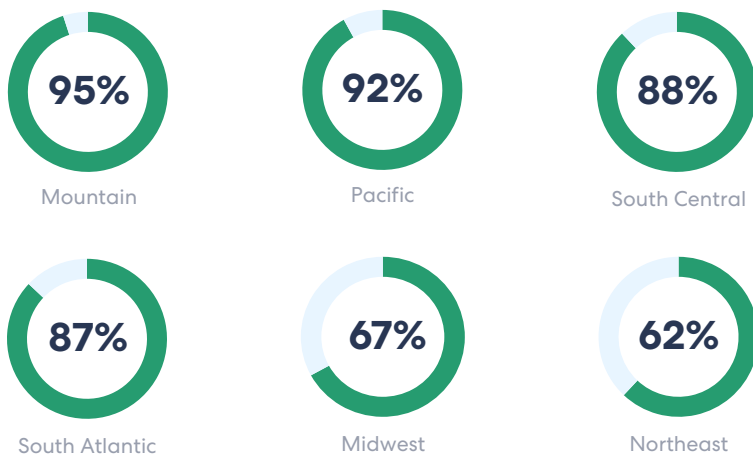
As sellers battle the headwinds of interest rates, economic uncertainty, and affordability concerns, home prices are being slashed to close deals. Throughout the country, 82% of agents say they are seeing an increase in price cuts compared to this time last year.

Are you seeing more homes receive price cuts compared to this time last year?



Agents report home selling price cuts are even more prevalent in the Mountain and Pacific regions.

Percentage of agents reporting home price cuts by region:



The higher volume of home price cuts in the Mountain region may stem from rapid, perhaps unsustainable, price appreciation seen during the pandemic, possibly driven by an [influx of remote workers](#) and investors. As interest rates climbed, inflated prices became less palatable for buyers, prompting more frequent adjustments at today's bargaining table.

Meanwhile, the Pacific region, with its already exceptionally high home values, is acutely sensitive to rising interest rates, which severely impact buyer affordability, and may also be influenced by factors like tech sector slowdowns and [ongoing out-migration](#), collectively forcing sellers to make more price cuts and concessions.

## Top concessions include agent fees, repairs, and closing costs



Along with price cuts, home sellers throughout the country are finding it increasingly necessary to sweeten the pot for hesitant buyers.

Offering to pay the buyer's agent fees tops the list of incentives. Historically, this was always a seller-paid cost, but last year's [landmark court settlement](#) by the National Association of Realtors (NAR) shifted the responsibility to buyers to negotiate compensation with their own agents. Agents report that very little has changed.

Here are what surveyed agents tagged as the top seller incentives:



**73%**

Covering the buyer's agent commission



**50%**

Offering closing cost assistance



**52%**

Paying for repairs or offering repair credits



**21%**

Fund an [interest rate buydown](#) for the buyer

Only 7% of agents, mostly from the Northeast region, report that sellers in their market are not offering any concessions.

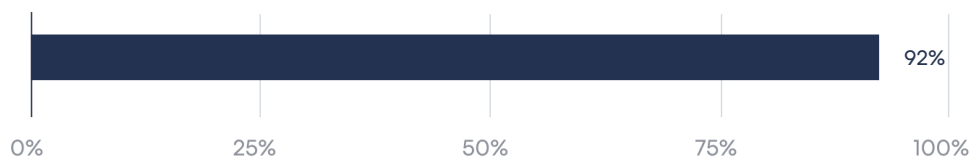
When agents were asked for a dollar amount that most sellers are giving up as an incentive at closing, they estimated the nationwide average at \$7,558.

It should be noted that some agents do not consider paying the buyer's agent commissions a concession. This practice has been ingrained in the U.S. homebuying process for generations. However, many buyers are confused by the NAR settlement rule changes, and agents are taking extra steps to make certain this incentive is clearly placed on the table.

## Despite NAR rule change, sellers still pay buyer agent fees

While there were many predictions about the NAR rule changes and how they might decouple Realtor fee responsibilities, 92% of agents say home sellers in their market are still covering the buyer's agent commission.

What percentage of **sellers** in your market are still **covering the buyer's agent commission** post-NAR settlement?

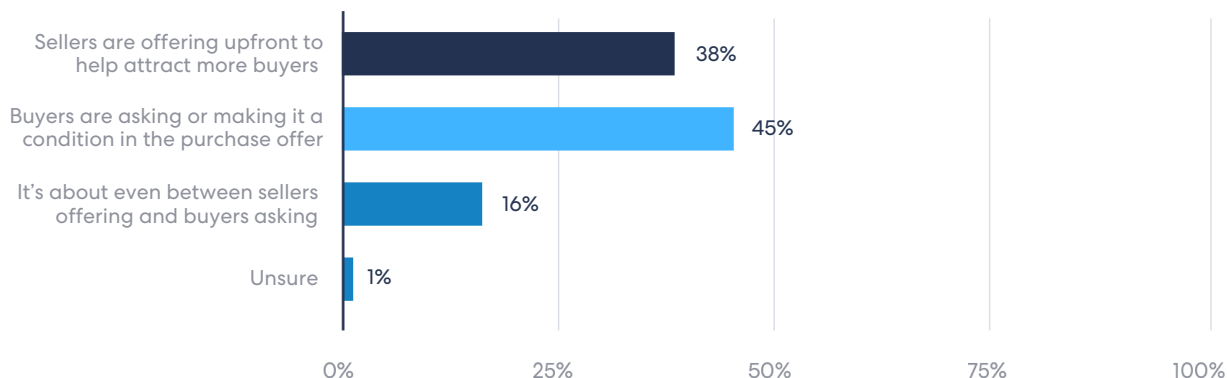


Many agents commented that paying the buyer's agent fees is still a smart marketing decision. It has always been seen as a strategic move to increase a property's appeal and expedite the sales process.

When it comes to timing and the initiation of agent fee negotiations, 38% of agents say sellers are making this offer upfront to attract more potential buyers. 45% of agents say buyers are asking or making it a condition of the purchase offer.



In most cases, when a seller covers the buyer's agent fees, are sellers offering, or are buyers asking?



## The enduring role of the agent in a shifting market

The U.S. housing market is experiencing its slowest pace since 2009, prompting the [Wall Street Journal](#) to label the spring 2025 home sales season a “dud.” However, motivated sellers are offering incentives and cutting prices to close deals, and buyers are taking advantage of increased bargaining power.

It's been [said](#) that success in real estate comes down to two factors: taking care of and valuing the customer.

Whether using handwritten note cards and binders or artificial intelligence tools, [top real estate agents](#) will always find ways to help individuals and families realize the American dream. Now more than ever, with the right people, programs, and innovation, new and exciting solutions await.

As Maryland real estate agent [Mynor Herrera](#) put it: “I don't think my imagination is big enough to realize everything that's possible in the future.”

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

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

**Ann Casey**

John L. Scott Real Estate (Everett, Bothell & Lake Stevens, WA)

- 17 years of experience
- 402 transactions
- 304 single-family homes sold

**Bernadette Schuster**

eXp Realty (Kitsap, WA)

- 20 years of experience
- 366 transactions
- 347 single-family homes sold

**Bob Wolf**

Keller Williams Realty Partners (North of Atlanta, GA)

- 32 years of experience
- 1,501 transactions
- 1,296 single-family homes sold

**David C. Brown**

David Christopher & Associates (Dallas, TX)

- 18 years of experience
- 129 transactions
- 122 single-family homes sold

**David Goodman**

Coldwell Banker Realty (San Diego, CA)

- 11 years of experience
- 178 transactions
- 116 single-family homes sold

**Gabby Taylor**

RE/MAX Advantage (Redlands, CA)

- 22 years of experience
- 460 transactions
- 411 single-family homes sold

**George Lorimer**

ProWest Properties (San Diego, CA)

- 26 years of experience
- 568 transactions
- 284 single-family homes sold

**Jenny Rosas**

Kinship Real Estate (Sacramento, CA)

- 7 years of experience
- 213 transactions
- 194 single-family homes sold

**Patrick Muldoon**

Muldoon Associates, Inc (Colorado Springs & Pueblo, CO)

- 31 years of experience
- 1,778 transactions
- 1,620 single-family homes sold

**Phillip Rodocker**

John L. Scott Real Estate (Renton, WA)

- 36 years of experience
- 795 transactions
- 707 single-family homes sold

**Robert Hryniewich**

HomeSmart Elite Group (Denver, CO)

- 21 years of experience
- 621 transactions
- 448 single-family homes sold

**Robert Johnson**

Three Avenues Group at Real Broker (Tampa, FL)

- 15 years of experience
- 64 transactions
- 55 single-family homes sold

**Ryan McKee**

Elevate Real Estate Agency (Riverside, CA)

- 17 years of experience
- 1,148 transactions
- 1,071 single-family homes sold

**Sal Kabir**

Einstein Realty (Rancho Cucamonga, CA)

- 20 years of experience
- 582 transactions
- 487 single-family homes sold

**Sandra Rathe**

Keller Williams Legacy (Broward, Miami & Palm Beach counties, FL)

- 16 years of experience
- 3,212 transactions
- 2,479 single-family homes sold

**Seth Jones**

LIV Sotheby's International Realty (Denver, CO)

- 8 years of experience
- 204 transactions
- 150 single-family homes sold

**Thai Klam**

Compass | Thai Klam Team (Houston, TX)

- 18 years of experience
- 694 transactions
- 624 single-family homes sold

**Tommy Williams**

Bailey Heritage Homes (Atlanta, GA)

- 20 years of experience
- 343 transactions
- 295 single-family homes sold



**Valerie Caro**

Flagstaff Top Producers Real Estate  
(Flagstaff, AZ)

- 39 years of experience
- 280 transactions
- 172 single-family homes sold



**Zach Harris**

Harcourts Prime Properties (Temecula, CA)

- 21 years of experience
- 549 transactions
- 533 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
Adam Ballenger	Atlanta, GA	Bonnie Stiner	Middleboro, MA
Adam Slivka	Pittsburgh, PA	Brad Harper	Tacoma & Seattle, WA
Al Gage	Avondale, AZ	Brad Klimek	Cleveland, Strongsville & Avon Lake, OH
Alicia Carrel	Sheridan, WY	Brandon Lazarus	Winston-Salem, NC
Allen DiRusso	Charlotte, NC	Brenda Noffert	Wichita, KS
Amber Cadieux	Missoula, MT	Brettney Gunning-Rausch	Lansdale, PA
Amy McKeithen	Bulverde, TX	Brian Bohrer	Colorado Springs, CO
Anastasia Osorio	Aberdeen, WA	Brian Shymatta	Kennewick, Richland & Pasco, WA
Andra Beatty	Fort Worth, TX	Cameron Walker	Huntsville, AL
Andrey Markov	Sarasota, FL	Cathy Valdiviez	West Springfield, VA
Andrii Malyshkin	Murphy, NC	Celso Romero	Fresno, CA
Andy Biggers	Washington, D.C.	Chadwick Tejada	Orlando, FL
Andy Hargreaves	Plymouth, MI	Charles Eckardt	Skagit County, WA
Angie Chavez-Leonard	Dallas, GA	Charles Nedder	Greenwich, CT
Anna Buono	North Haven & Wallingford, CT	Chathan Harvin	Waldorf, Upper Marlboro & Brandywine, MD
Anneliese Morris	Englewood, FL	Chelby Afrifa	Orlando, FL
Anthony Sherman	Litchfield Park, AZ	Chelsea Shirdel	Broward County, FL
Ardee Jagt	Crestline, CA	Cheryl Wambach	St. Louis, MO
Arthur Chapman	Newport, RI	Chris Griswold	Philadelphia, PA
Austin Hellickson	Tacoma, WA	Christie Welch Carroll	Rome, GA
Ben Boorum	Naples, FL	Christina Barone	Tampa & Wesley Chapel, FL
Benjamin Manis	Farmville, VA	Christina Lafferty 	Hunt, Rockwall & Kaufman counties, TX
Benjamin Townsend	Colorado Springs, CO	Christy Mitchell	Bryson City, NC
Bernard Pudimott	Philadelphia, PA	CJ Trivisonno	Cleveland, OH
Beverly Wright	Wetumpka, AL	Claudia Attard Keary	Olean, NY
Bill Gabbert	Petaluma, CA	Connie Kitkoski	Conroe, TX
Billy Alt	Las Vegas, NV	Courtney Pantalena	Panama City Beach, FL
Bobby Woods	Harrison, AR		

Name	Primary market	Name	Primary market
Craig Fauver	Washington, D.C.	Georgeann Weisman	Matteson, IL
Craig Lipchin	Pittsburgh, PA	Gibran Young	Marengo, IL
Crystal Grohowski	Orlando, FL	Glenn Peters	Tucson, AZ
Cyndy Decker	Snohomish, Lake Stevens & Arlington, WA	Gloria Mitchell	Greensboro, Raleigh & Brunswick County, NC
Cynthia Letayf-Cuevas	San Antonio, TX	Gustavo Cardenas	Rancho Palos Verdes, CA
Dale Chandler	Peoria, AZ	Heather Szela	Augusta, Hallowell & Manchester, ME
Dan Drechsler	Baltimore, MD	Henry Ramirez	Dallas, TX
Daniel Fisher	Charlotte, NC & Fort Mill, SC,	Herb Dorsey	Dallas, TX
Daniel Ramirez	Bethesda, MD	Honadah Hamad	Frederick, MD
Danny Van Orsdale	Wake Forest, NC	Howard Jefferson	Columbus, GA
Dave Matthews	Norfolk, Worcester & New Bedford, MA	Ileana Rodriguez	Miami, FL
David Cochran	Scottsdale, Surprise & Sun City West, AZ	Irina Menako	Tulahoma, TN
David Sturgeon	Cleveland, OH	Iris Kalt	Larchmont, NY
Dawn Foran	Port Charlotte, FL	Jacki Rekow	Valley, Gem & Ada Counties, ID
Deb Hanson	Punta Gorda, FL	Jackie Dearth	Austin, TX
Debbie Gumbs	Venice, FL	James Cornell	Wenatchee, WA
Deborah Kling	Santa Rosa, Okaloosa & Escambia counties, FL	James Wehner	Phoenix, AZ
Dennis Bentley	Halethorpe, MD	Jamie Claxon	Cleveland, OH
Diane Darling	Portsmouth, Rochester & Ossipee, NH	Jamyl Stroman	Waldorf, MD
Dick Barr	Chicago, IL	Jana Bruce	Houston, TX
Dipen Solanki	Modesto, CA	Jane DeVincentis	Morris County, NJ
DJ Pomposini	Charlotte, NC	Janel Loughin	Pottstown, West Chester & Philadelphia, PA
Don Matheson	Scottsdale, AZ	Janet McAllister	Ann Arbor, MI
Doug McNeilly	MetroWest Boston, MA	Jason VonBank	Alexandria, MN
Douglas Sabo	Southampton, NY	Jason Wong	Honolulu, HI
Dustin Vance	Quincy, IL	Jean Gauvin	Deland, Deltona & Port Orange, FL
Dustin Walters	Cincinnati, OH	Jeff Farris	Carrollton, Atlanta & Douglasville, GA
Dusty Rhoton	Flagstaff, AZ	Jeff Furniss	Baton Rouge, LA
Dylan Hildreth-Hoffman	Manhattan, NY	Jeff Strand	Bellingham, Seattle & Snohomish, WA
Ed Poirier	Fort Lauderdale, FL	Jen Campbell	Tallahassee, FL
Elie Safi	St. Paul, MN	Jennifer Edson-Rife	Traverse City, MI
Elizabeth A. Limestahl	Spring Hill, FL	Jennifer Fairfield	Klamath Falls, OR
Ellen Williams	Plainfield, IL	Jennifer Hanley 	Jacksonville, FL
Emeric Szalay	St. Joe, Marshall & Elkhart counties, IN	Jennifer Hupke	Milwaukee, WI
Eric Dominowski	Killeen, TX	Jennifer Linder	Fort Worth, TX
Eric Fischer-Colbrie	Los Altos, Mountain View & Palo Alto, CA	Jennifer Stauter & Matt Kornstedt	Madison, WI
Evan Puckett	Bradenton, Sarasota & Venice, FL	Jeremy Larsen	Dallas, TX
Francie Watson	Houston, TX	Jerry Grodesky	Iroquois, Ford & McLean Counties, IL
Gabrielle Hanson	Nashville, TN	Jessica Bush	Cincinnati, OH
Gail Carillo	Ronkonkoma, NY	Jessica Vowles	Shreveport & Bossier City, LA
Garrett Lafferty	Olympia, WA	Jillian Webb	Libertyville, Evanston & Buffalo Grove, IL
Gary Depa	Stevensville, MI		
Geena Becker	Avon, CT		
Geoff Keller	Phoenix, Glendale & Peoria, AZ		
George Huertas	Birmingham, AL		

Name	Primary market	Name	Primary market
Jim Bim	Columbia, MD	Lisa Medders	Grovetown, GA
Jim Guido	San Jose, CA	Lisa Paulette	Medway, Framingham & Ashland, MA
Jim Powers	York, PA	Lori A. Dillick	St. Charles & St. Louis counties, MO
Jim Walker	Brandon, MS	Lori Martin	Atlanta, GA
Jimmy Araujo	Concord, CA	Lucy Castro	Los Banos, CA
Joe Bourland 🏠	Phoenix, AZ	Majdey Taye	Cleveland, OH
Joel Freis 🏠	Fort Lauderdale, FL	Mandy Gruslin	Killingly, CT
John Miller	Worcester, MA	Marian Van Egas	Southbury, CT
Joi Wright	Middletown, CA	Mark Middleton	Tampa, FL
Jordan Thorpe	Santa Cruz, CA	Marty Gale	Salt Lake City, UT
Josh Boggs 🏠	San Antonio, TX	Mary Ann Korkuc	Port St. Lucie, FL
Julie Clarke	Peoria, AZ	Mary Lewis	Gwinnett, Rockdale & Walton, GA
Julie Wagner	Laporte, IN	Matt Shealy	Columbia, SC
Juliette Bouchard	Dallas, TX	Matt Warmack	Seattle, WA
Justin Higer	Valparaiso, IN	Matthew LeBaron	Boise, ID
Karan Wienker	Orlando, FL	Melanie Ross	Atlanta, GA
Kathy Damewood	Englewood & Rotonda West, FL	Melissa Evenson	Fargo, ND
Kay Miller	Oconee, SC	Mevhelle Kuld	Salisbury, NC
Kim Camella Roy	New England	Michael Austin	Arlington, TX
Kimberly Howell	San Antonio, TX	Michael Barasch	Studio City, CA
Kimberly Smith	Huntsville, TX	Michael Emerson	Santa Clarita, CA
Kirk Macklem	Colorado Springs, CO	Michael Olsen	Saint Paul, Woodbury & Stillwater, MN
Kristen Dunn	Wilmington & Carolina Beach, NC	Michael Smith	Rumson, NJ
Kristen Krutz	Trinity, FL	Michael Vandiver	St. Augustine, Jacksonville & Palm Coast, FL
Kristen Moquin	Houston; Harris & Montgomery counties, TX	Mike Aon	El Cajon, CA
Kristie Edwards	Charles Town, Martinsburg & Harpers Ferry, WV	Mike Highhill	Sacramento, CA
Kristina Miller	Clifton Park, Saratoga & Albany, NY	Millie Cetrone	Foxboro, MA
Larry Hackett	Kansas City, KS	Monica Harper	Sutton, WV
Laura Graves	Pittsburgh & Westmoreland County, PA	Mynor Herrera	Washington, D.C.; Bethesda & Silver Spring, MD
Laura Pegram	Cornelius & Mooresville, NC	Nelson Fernandez	Miami, FL
Laurel Lunstrum	Casper, WY	Neva Thurston	Topeka, Ottawa & Emporia, KS
Lauren Lawson	Napa, CA	Nicci Hyatt	Denver, CO
Lauren Perreault	Portland, OR	Nicole Hummel	St. Louis, MO
Leslie Carver	Henderson, NV	Nicole Yard	Clinton, NJ
Leslie Threadgill Burton	Houston, TX	Noah Goedker	Brainerd, MN
Leslie Urbanovsky	Austin, TX	Noak Kragerud	Portland, OR
Letrissa Frieson	Atlanta, GA	Norma Kania	Clinton, NJ
Linda Cirrone	Osterville, MA	Pam Bass	Charleston, SC
Linda Muraski	Glastonbury, Marlborough & East Hartford, CT	Pamela Alvarez 🏠	San Antonio, TX
Lindsey Huntington	Daytona Beach & New Smyrna Beach, FL	Pat Gildea	Media, PA
Lisa Gasper	Williamsburg, VA	Pat Ingrassia	Colorado Springs & Denver, CO



Name	Primary market	Name	Primary market
Patricia Worley	Dallas & Austin, TX	Stacey Turner	McKinney, TX
Patrick Harris	Fort Wayne, IN	Stacy Kirgan	Parker, CO
Paul Avratin	Chattanooga, TN	Stephanie Mahan	Oro Valley, AZ
Pauline Meredith	Tampa, FL	Stephanie Mathis	Murfreesboro, TN
Rachel Anderson	Waterville, ME	Steve Belinky	Brandywine, MD
RaeEllen Kyler	Jamestown, Findley Lake & Olean, NY	Steve Bommarito	Romney, WV
Ralph Iorio	Naples, FL	Steve Bradley	Manassas, VA
Ramtin Zadeh	Bethesda, Potomac & Rockville, MD	Steve Eckhardt	Tampa, FL
Randy Courtney	Phoenix, AZ	Steven Goodman	Chicagoland, IL
Raoul Loustaunau	Phoenix, AZ	Steven Rath	Roseville, CA
Ray Gernhart	Alexandria, VA	Steven Schmidt	Dover, DE
Renee Orlewicz	Bloomfield Hills & West Bloomfield, MI	Sunita Lovina	Levittown, PA
Rhonda Krebs	Shelby, Rush & Hancock counties, IN	Susan Goldthorp 	Mims, FL
Rhonda Taylor	Charlotte, NC	Talbert Bryan	Great Falls, MT
Rich Covey	Belmar, Point Pleasant & Neptune Township, NJ	Tamara Petrino	Albuquerque, NM
Richard Bocchieri	West Islip, NY	Tara Bellomy	Booneville, MS
Richard Luebeck	Katy, TX	Tarasa Hurley	Pittsburgh, PA
Rick Beaudin	Pinckney, MI	Tasha Baza	Sunnyvale, CA
Rob Munds	Chicago, IL	Teri Lawrence	Orange City, FL
Robbie Bunting	Hilton Head Island, SC	Theresa Robertson	Jacksonville, FL
Robert Aldana	Scotts Valley, CA	Thomas "Chopper" Russo	Oakland, NJ
Robert Medinger	Chicago, IL	Thor Sorensen	Oceanside, CA
Robert Saenz	San Antonio, Helotes & Converse, TX	Tiara Smith	Dallas, TX
Robert Skeens	Miami, Davie & Jacksonville, FL	Timothy Odey	Bettendorf, IA
Roberta Leszczynski	Bridgewater, NJ	Toby Rocha	Austin, TX
Robin Stepeney	Passic, Essex & Union, NJ	Todd Griffin	Tampa, FL
Roy Machado 	Sacramento, CA	Todd Jeskulski	Loveland, CO
Rudolph Aversano	Suffolk County, NY	Todd Terry	San Antonio, TX
Ruth Williams	Waldorf, MD	Tony Apa	Portland, OR
Sally Liddicoat	Phoenix, AZ	Tramaine Chatman-Rose	Houston, TX
Samantha Rodriguez	South Lake Tahoe, CA	Trisha Vinz	Milwaukee, Waukesha & Delafield, WI
Scott Fussell	Melbourne, Orlando & Merritt Island, FL	Ty Harris	Charlotte & Rock Hill, NC
Sean Cartwright	Memphis, TN	Tynel Parfait	New Orleans, LA
Sean Keene	Salem, OR	Vicki Benson	Kirksvile, MO
Sean Moore	Columbia, MO	Victoria Mack	Philadelphia, PA
Sergio Sosa	Contra Costa County, CA	Whitley Young	Bowling Green, KY
Shana Lundell	Plymouth & Cape Cod, MA	William Bulthaup	Punta Gorda, FL
Shannon Volk	Sedona, AZ	William Friedman	Ocean City, NJ
Sharon Friedman	Cleveland, OH	William Rosado Berrios	Philadelphia, Glenside & Folcroft, PA
Sharon Hodnett	Southlake, TX	William Sugg	Nashville, TN
Sharon Rodgers	Englewood, North Port & Port Charlotte, FL	Winfield Cohen	Northbrook, Vernon Hills & Barrington, IL
Sheila Desautels	Tampa, FL	Zack Boudreaux	New Orleans, LA
Sheri Mason	Quad Cities, Bettendorf & Davenport, IA	Zak Fellows	Salt Lake City & Utah County, UT
Simon Simaan 	Orlando, FL	Zinta Rodgers-Rickert	Fairfax, VA

# About HomeLight

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

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

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

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