

Top Agent Insights

Q3 2025 : How to sell a home in an uncertain market

Buyers and sellers are waiting for a 5.75% interest rate

Sellers are overpricing their homes nationwide

62% of agents report an increase in sales falling through

Inspection findings, financing, and cold feet are killing deals

Agents share pricing and prep strategies that work best

A faster-moving housing market is coming



About This Survey

The survey for HomeLight's Top Agent Insights Q3 2025 Report was fielded between September 2 and 9, 2025, through an online poll of 888 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:

• • • • •

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

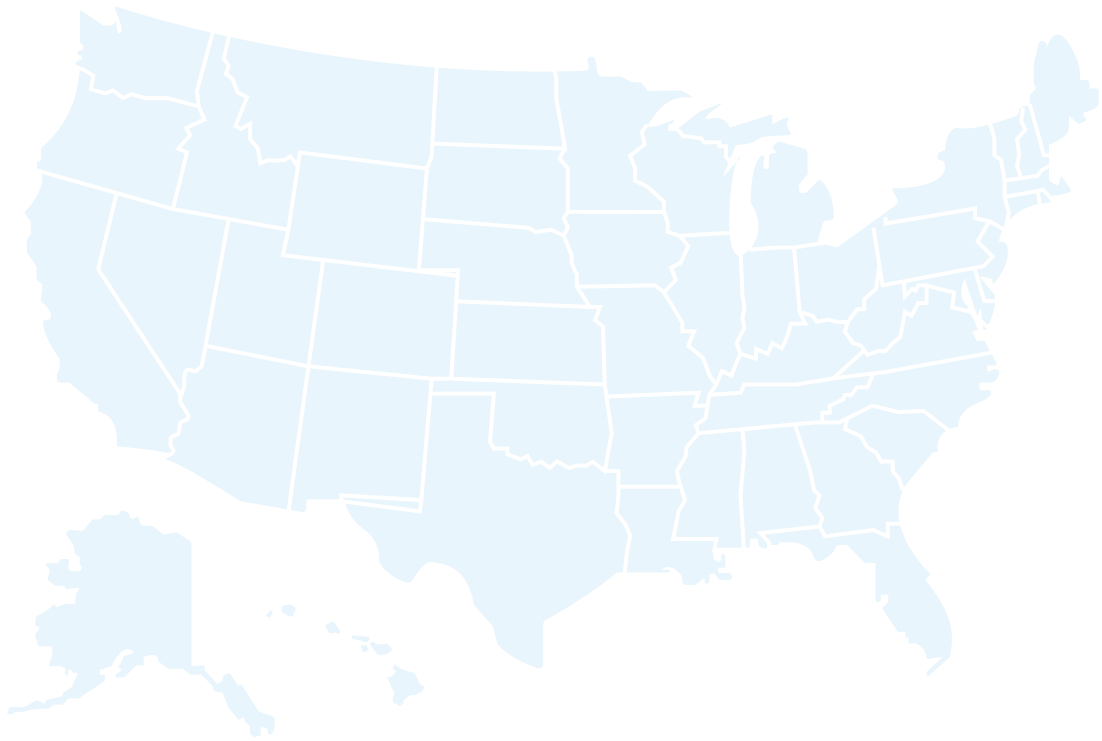
[Q2 2025 Top Agent Insights: AI Edition and Market Trends](#)

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

[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](#)

**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

Table of Contents

How four years changed everything 5

The biggest seller mistake: Overpricing 6

Inspection findings, financing, and cold feet are killing deals 7

The best pricing strategy: List slightly under market value 9

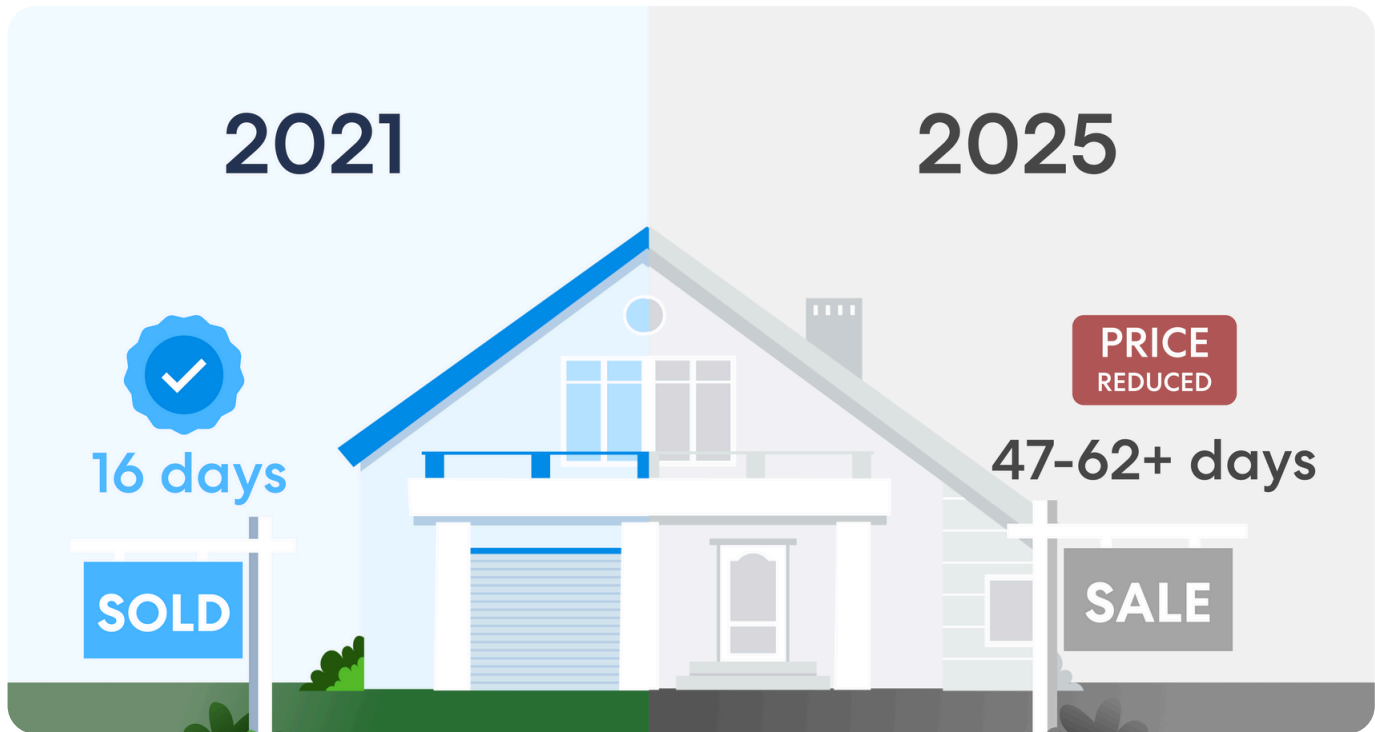
Most overlooked preparations: Clutter, seller presence, and filth 11

Buyers want move-in ready homes, closing cost credits, and a 5.75% interest rate 18

What's next for the housing market? 23



How four years changed everything



In July 2021, during the height of the pandemic homebuying frenzy, a typical U.S. home sold after about 16 days. In some cities, with sales driven by remote work and migration trends, properties went under contract in as little as 24 hours.

Today, due to higher interest rates and affordability challenges, most homes spend about 47-62 days on market (DOM) — the slowest pace in 10 years. In some markets, the DOM is more than 100 days.

As a result, 82% of top real estate agents across the country reported an increase in price cuts during the second quarter compared to the same time last year.

For HomeLight's Q3 2025 survey, we asked agents to share their expertise on one key topic: **How to sell a home in an uncertain market.**

Their advice starts with what sellers should stop doing to avoid home sale holdups.

The biggest seller mistake: Overpricing

We asked agents in every market to tell us the biggest mistake sellers make that causes their homes to sit unsold. The overwhelming response, confirmed by 77% of agents, was overpricing.

“A seller in today’s market has to be savvy enough to know that buyers feel empowered and ready to negotiate,” says [Melanie Thomas](#), a top agent in Orlando, Florida. “The days when you could assume multiple offers over the asking price are long over. The only homes that will sell with short days on market are the ones that are priced correctly from the start.”

Agents told us that too many sellers are stubbornly requesting pricing strategies that no longer fit the current market — hoping to reap pandemic-era, over-the-top proceeds.

“We are no longer ‘pushing the market’ up (using the highest priced sold comparable properties and pricing just a little higher); we are now ‘chasing the market’ down (selecting the mid-range sold comparable properties and rounding down) to get offers,” explains [Brenda Noffert](#), a Wichita, Kansas agent with nearly 30 years of experience.

To avoid this home-sale mistake, seasoned agents are urging sellers to hire experienced professionals who have weathered the storms of shifting housing markets.

“We are not in 2021’s market; find a Realtor who has sold homes in the pre-pandemic market,” suggests [Ryan Briggs](#), who has been helping Maryland sellers for 25 years. “Every major statistic from the past 12 months shows that we are right back to 2019’s numbers — nothing to be concerned about, just reality.”

[Aimee Johnson](#), a top agent in Waldorf, Maryland, with three decades of experience, says a realistic list price is even more important considering the combined headwinds buyers face today.

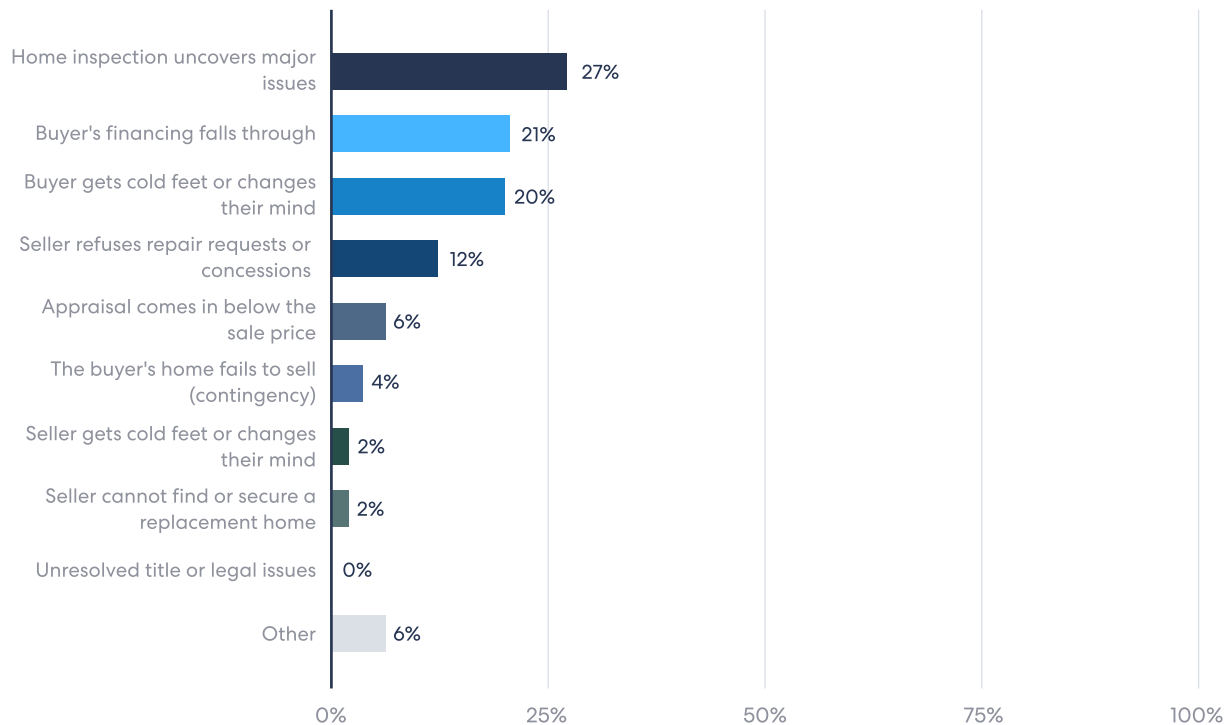
“Understand the times we are in; so much instability in the workforce, the economy, the government,” she advises. “Buyers are hesitant after three-plus years of massive price increases and unflinching rates. Be aware and make a reasonable plan.”

Inspection findings, financing, and cold feet are killing deals

According to leading front-line agents, the top three reasons home sales are falling through in the current market are:

- 1. Home inspection uncovers major issues
- 2. Buyer's financing falls through
- 3. Buyer gets cold feet or changes their mind

What is the top reason a home sale falls through in your market?



Surveyed agents said the best way sellers can avoid surprises with the home inspection is to pay for a pre-listing inspection and make targeted repairs in advance. This can also give buyers peace of mind knowing that the seller is being proactive.

To minimize the risk of a canceled sale due to financing issues, a seller should seek offers from highly qualified buyers with strong preapproval, shorten the financing contingency period, or consider cash offers. Sellers can also purchase a pre-listing appraisal to ensure the home's value supports expected loan amounts.

[Rob McGuire](#), a top agent in Florida's Tampa Bay region, suggests a combined game plan: "Invest in a pre-listing home inspection and an appraisal. Hire a top-notch real estate agent to help you price your home and navigate market conditions and marketing strategies. Be prepared to negotiate on price and terms."

Agents said more buyers are getting cold feet because of higher interest rates and insurance premiums. Some buyers see the final combined monthly payment amount (principal, interest, taxes, and insurance) and decide to step back and wait.

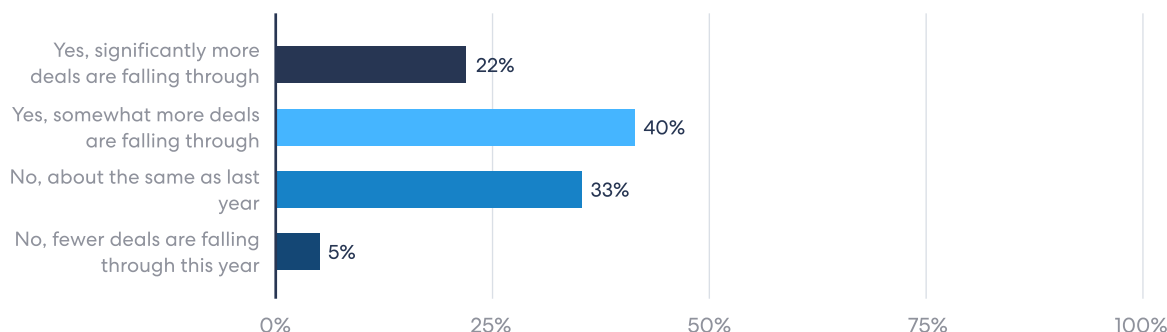
Buyers with cold feet — and those afraid to even step into the market — are adding to the growing number of renter households, which has [significantly increased in recent years](#), with renter growth accelerating three times faster than homeowner growth in some periods.

"Many that would never rent are renting until the interest rates drop," says [Kimberly Mitchell](#), a Gainesville, Florida, agent. "People are scared to make a move right now. We will definitely see people step back in the market if rates drop."

More home sales are falling through

Buyer fears, financing challenges, inspection surprises, and other factors are all contributing to a higher rate of failed transactions. According to our survey, 62% of agents report an increase in home sales falling through compared to this time last year, with 22% saying they are seeing "significantly more" deals falling apart.

In your market, have you seen an increase in home sales falling through compared to this time last year?



The best pricing strategy: List slightly under market value

We asked top agents in every market to share the best pricing strategy to sell a home in an uncertain market. The majority, 50% of agents, recommend pricing slightly below market value to attract multiple offers.

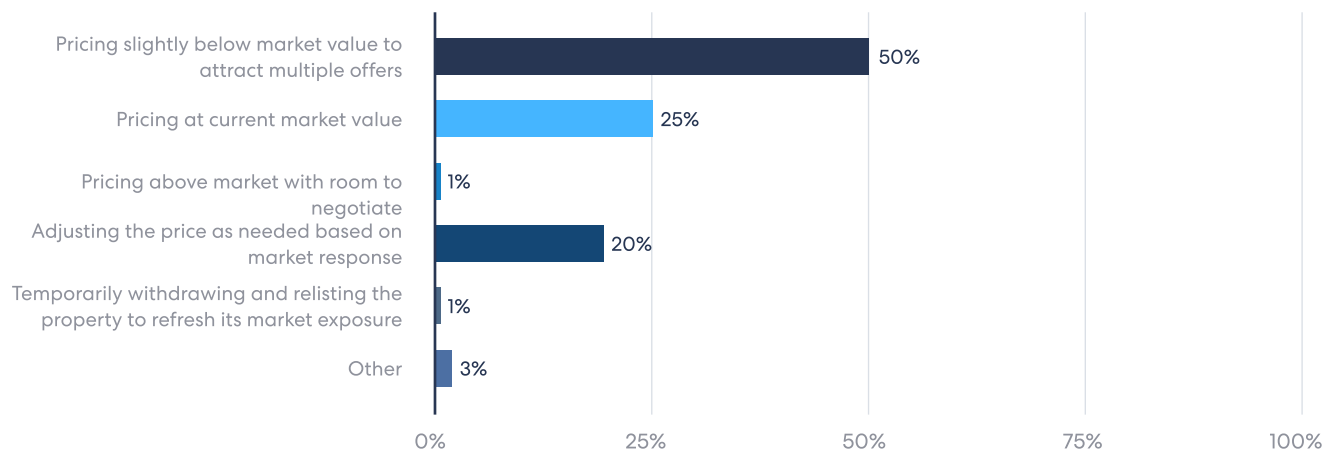
“Pricing just under market will get showings, as buyers are not willing to pay top dollar in this economy,” says Marine City, Michigan, agent [Wynne Achatz](#), who has been pricing homes for 47 years.

[Richard Bocchieri](#), a West Islip, New York, agent with 39 years of experience, agrees that in a slow market, you must get buyers through the front door. “Price your house aggressively to get as many people to view the home as possible. Price it just under market value.”

Another 25% of agents suggest pricing at the home’s current market value. Only 1% of agents said pricing above market value to leave room for negotiation works in their market.

“The price has to be spot on or slightly under market value,” cautions Tiffany Bean, a top Houston agent on HomeLight Elite agent [Will Borel's](#) team. “In this extremely competitive and difficult market, you cannot afford to miss out on any possible opportunity.”

What pricing strategy is working best in your market?



The most important guidance an agent can provide

Of all the services real estate agents provide, one stands out when selling in a slow or uncertain market. According to our survey, 66% of agents said the single most important thing they can do for their seller clients is to set realistic pricing expectations from day one.

“Hiring an agent who understands the dynamics of your local market — and is able to show you the data to back up their recommendations — has never been more important,” says [Bobbi Slagle](#), a top-rated agent in Dover, Delaware. “An experienced agent will make sure you are maximizing your profit and have realistic expectations for the time it will take to sell your home.”

What is the most important action agents take to guide a seller in a slow market?



Set realistic pricing expectations from day one

✓ According to top agents nationwide

Most overlooked preparations: Clutter, seller presence, and filth

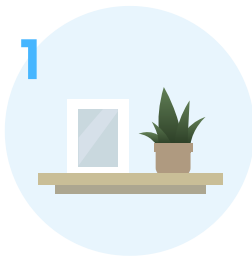
Surveyed agents identified three preparation missteps that many sellers make, which harm their home sale.

The top mistake is failing to declutter and depersonalize the house (e.g., take down family photos). The second most common seller oversight is failing to deep clean and deodorize the home. The third is failing to make minor repairs and touch-ups.

Other costly preparation mistakes cited in the survey were not hiring a professional to stage the home, skipping curb appeal improvements, forgoing fresh paint, and not addressing floors that need updates or cleaning.

“My best advice for sellers entering today’s market is to focus on preparation and presentation. Buyers make quick decisions, and first impressions matter more than ever,” advises [Braden Johnson](#), a top agent serving the Southeast Valley of the Phoenix, Arizona, region. “Take the time to declutter, stage, and handle small repairs — these little details add up to big returns.”

What is the **top home preparation mistake sellers make** that harms their home sale?



Failing to declutter and depersonalize



Failing to deep clean and deodorize



Failing to make minor repairs and touch-ups



According to top agents nationwide

For sellers who are not certain what might fall in the category of clutter or things to depersonalize in a home, surveyed agents spelled it out by identifying these specific items to get rid of before listing a house for sale:

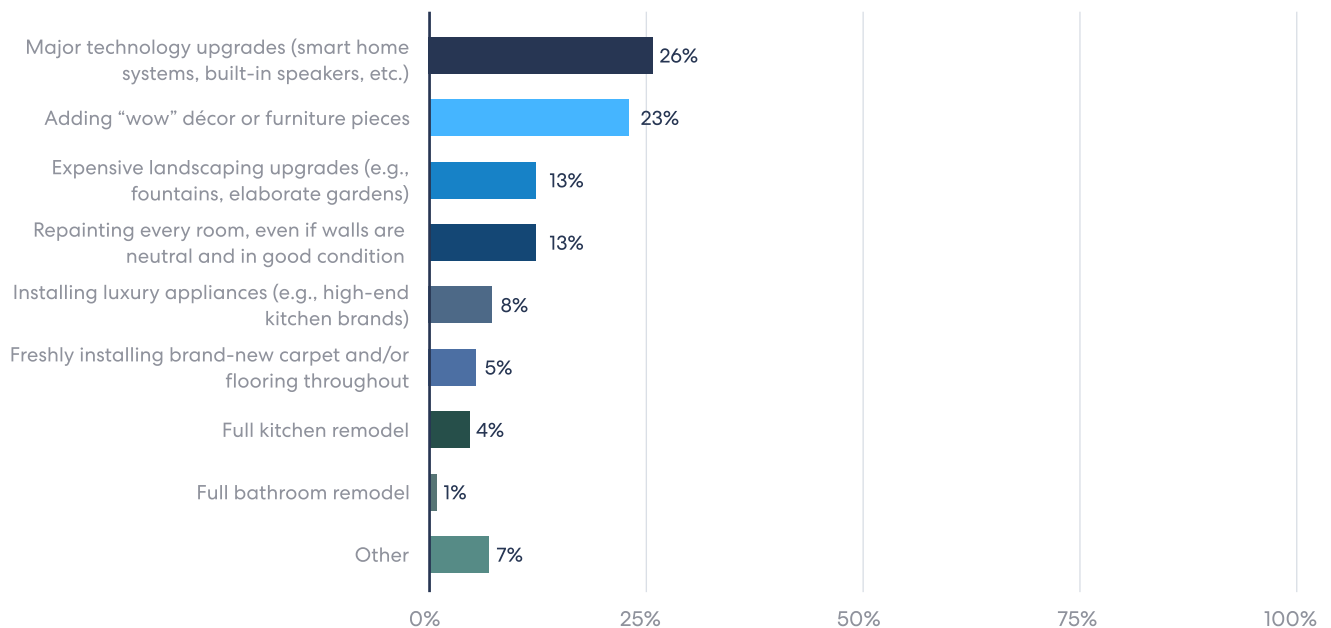
- Anything that isn't essential for daily living (27%)
- Personal photos and family memorabilia (18%)
- Excess furniture (16%)
- Bulky collections and knick-knacks (12%)
- Outdated or over-the-top décor (7%)
- Clutter in storage areas, such as garages, closets, or the attic (5%)
- Pet supplies and evidence of pets (5%)
- Other, e.g., old rugs, unused exercise equipment (10%)

Home preparations that may not pay off

As sellers prepare their homes for the market, agents told us there are some improvements that don't necessarily move the needle for buyers. 26% of agents agreed that investing in major technology upgrades (e.g., smart home systems, built-in speakers) is not the best use of their time or money.

Next on the not-necessary list is adding “wow” décor or furniture pieces, followed by expensive landscaping upgrades like fountains or elaborate gardens, and repainting every room — even if the walls are neutral and in good condition.

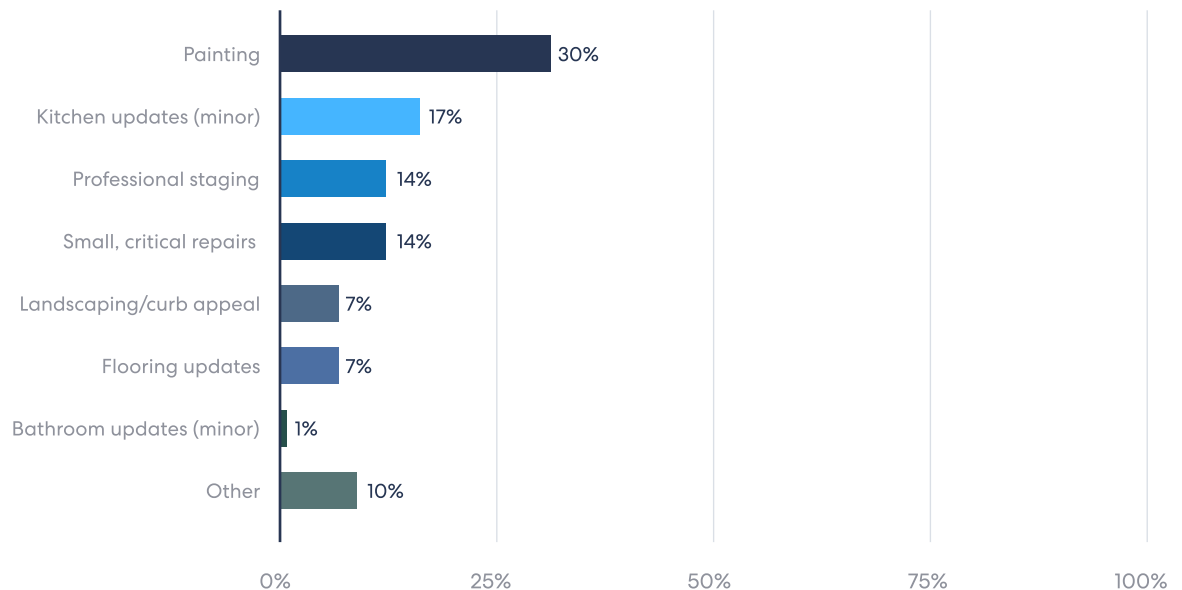
What do sellers most often think is important for preparing their home for sale that actually doesn't make much difference in today's market?



Home preparations with the highest ROI

On the other side of the money scale, we asked agents to identify the home preparations that carry the highest return on investment. Topping the list is applying a fresh coat of paint, followed by minor kitchen updates, professional staging, and making small, critical repairs.

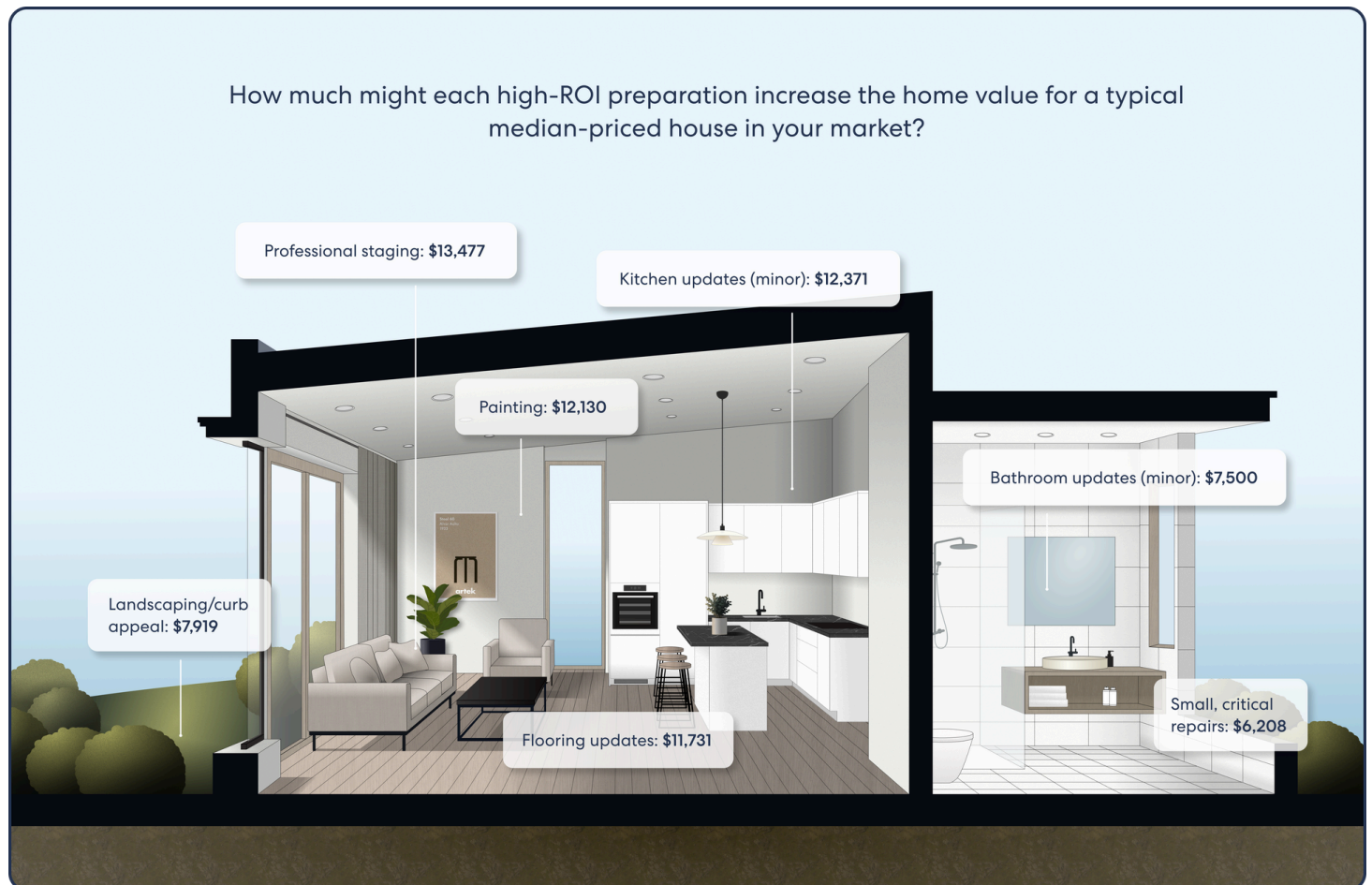
What home preparation has the highest ROI in terms of helping a home to sell and increasing its sale price?



Next, we asked agents to assign a dollar value to their selected home-sale preparations as they might apply to a typical, median-priced house. In an uncertain market, the top recommendation to increase proceeds is to hire a professional stager.

Agents say professional staging can help sellers take home an additional \$13,477. For perspective, the average cost to pro-stage a typical home is [\\$1,849](#), according to HomeAdvisor.

Here's a look at the seven home preparation dollar estimates the agents shared:



Not every home needs professional staging

While professional staging was cited as one of the best ways to present a home for higher proceeds, data from the survey indicated that sellers don't necessarily need to consider it essential.

According to top agents throughout the country:

- 17% **always** recommend professional staging
- 20% **often** recommend it, meaning more than half the time
- 29% **sometimes** recommend it, meaning less than half the time
- 27% **rarely** recommend professional staging
- 7% **never** recommend professional staging

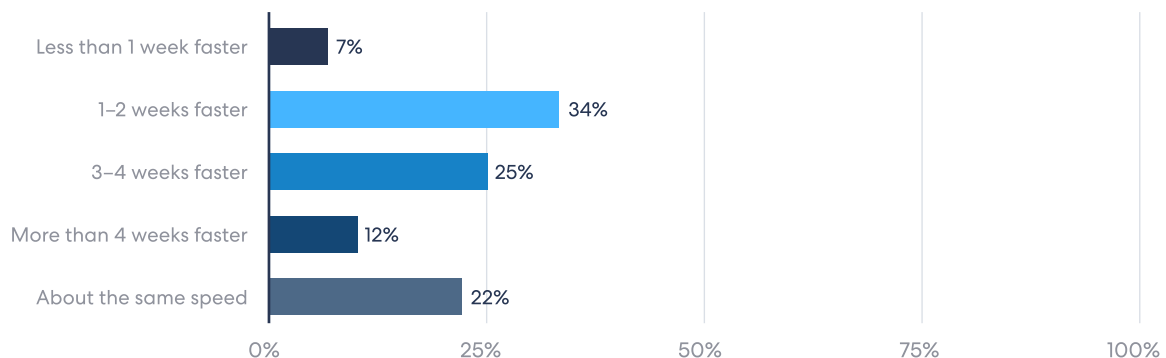


Where staging matters more: While nationally, only 17% of agents said they “always” recommend staging, in the Pacific region, where homes often carry a higher price tag (e.g., California and Washington), 36% of agents serving these markets say they “always” recommend it.

Staging can speed up a home sale

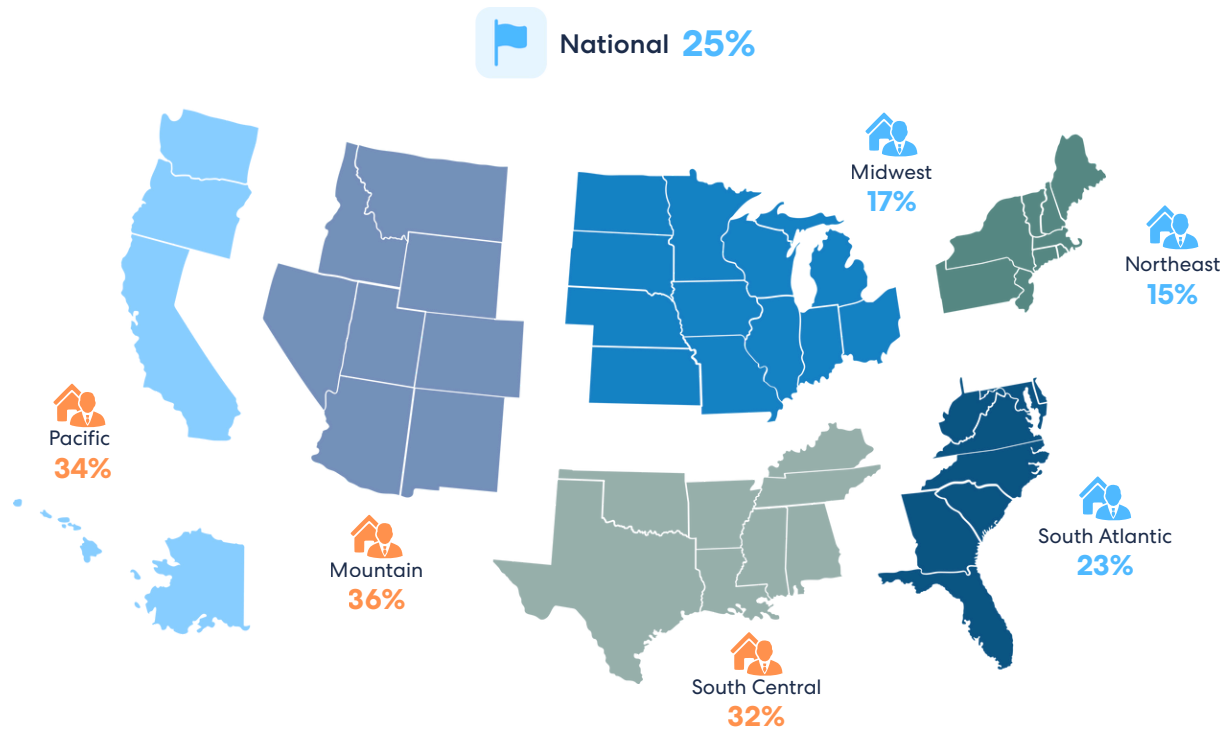
Agents told us staging is not just about boosting a home’s selling price; it can also be a key factor in speed. 34% of agents said a professionally staged home will sell 1-2 weeks faster than a non-staged home. 25% of agents said that a staged home can sell as much as 3-4 weeks faster in their markets.

How much faster can a professionally staged home sell compared to a non-staged home?



When broken out by region, the survey data reveals the areas where agents report professional staging can be even more helpful to sell a home 3-4 weeks faster — the Pacific, Mountain, and South Central states.

The percentage of agents who say professional staging can help
sell a home 3-4 weeks faster



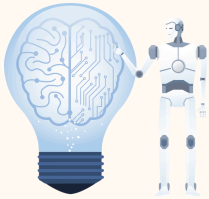
Agents caution against preparation shortcuts

[Melanie Henderson](#), a top agent in Perkasie, Pennsylvania, with 33 years of experience, says some sellers think they can skip preparations in an effort to save money. But in an uncertain market, this can ultimately be a costly mistake.

“Don’t be too confident that your house will sell without any work put into it,” she warns. “I always recommend staging, professional photos, and preparing your home to look great for showings.”

To attract buyers for showings, many agents are turning to Artificial Intelligence (AI) tools.

“Virtual staging allows an agent to illustrate to potential buyers what a room can look like without the high costs of staging being burdened on the seller,” says [Adam Reynolds](#), a top agent in the Shore Region of New Jersey. But he adds this caution, “Some applications of AI are retouching photos and making properties seem to be in a higher state of repair than actual reality.”



Tapping into innovation: 50% of agents said they are using AI to create stronger listing descriptions that highlight a home's best features. See HomeLight's special [2025 AI Survey report](#) to learn how 82% of agents nationwide are using AI to help their clients.

Buyers want move-in ready homes, closing cost credits, and a 5.75% interest rate

The emphasis agents placed on home preparation is directly tied to another key statistic our survey revealed — 76% of agents said the biggest selling point for buyers in today's market is a home in move-in ready condition.

Decide if you want top dollar. If you do, invest in making the house look like a model home,” says [Delaine Campbell](#), a top agent in Alexandria, Virginia, with 20 years of experience. “If a seller is not willing to do that, then they can expect lower showings, possibly no offers, and possibly lowering the price. Buyers want move-in ready homes.”

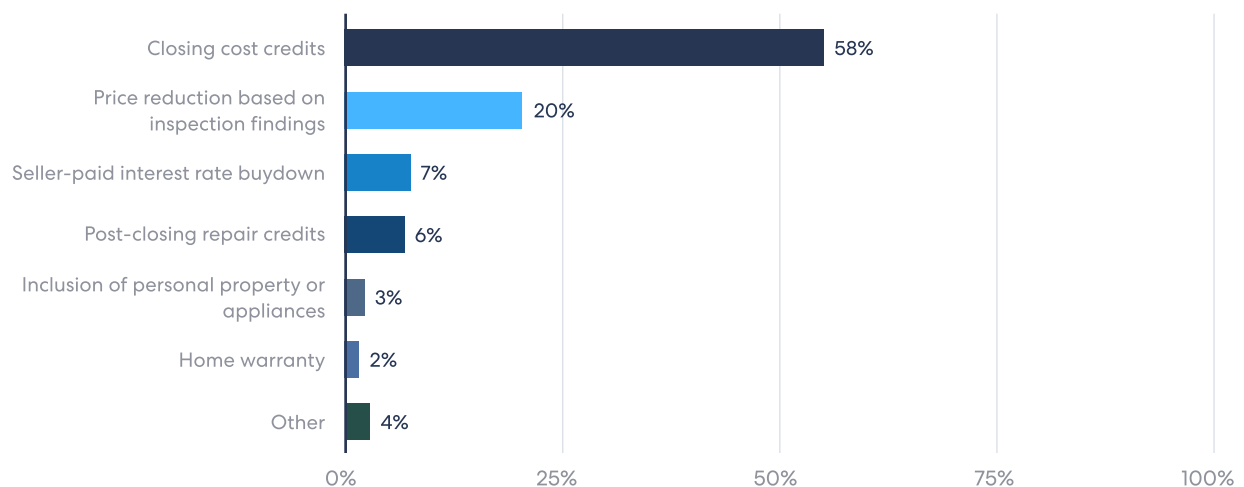
18% of agents reported that the second thing most buyers want is updated kitchens and bathrooms.

What do **buyers want most** in a home today?**76%****Move-in ready
homes****18%****Updated kitchen
and bathrooms**

According to top agents nationwide

We also asked agents to share the most common concessions buyers ask of sellers in order to seal a deal. The top response at 58% was closing cost credits, a financial contribution from the seller to help the buyer cover expenses, such as lender fees, appraisal and inspection fees, title fees, and even homeowners insurance and property taxes.

What is the most common concession or credit buyers ask of sellers in order to seal a deal?

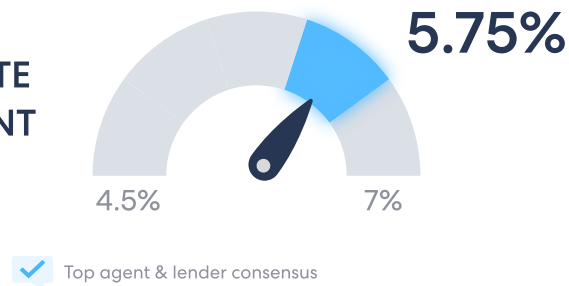


Knowing that affordability is a major hurdle in an uncertain market, we asked agents what interest rate they think it will take to get would-be buyers off the fence.

The top answer was 5.75%, the same prediction we received when we [presented this question](#) to top lenders from across the country.

What interest rate will it take to get would-be buyers off the fence?

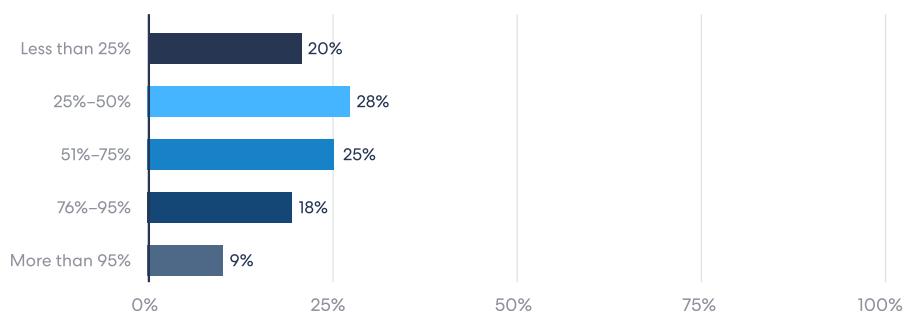
INTEREST RATE TIPPING POINT



Most current buyers already own a home

Agents told us that, in the current market, many of their clients are attempting to buy and sell at the same time. To make this happen, these sellers often need to use funds from their current home for the down payment on their new home.

What percentage of homebuyers in your market use funds from their current home for the down payment on their new home?



Whether you're buying, selling, or both, agents urge flexibility and expert help when making a real estate transaction in an uncertain market.

"Be open-minded to the reality that you may not get absolutely everything you want," says Erin Buchanan, a top agent on the [Shelby DiBiase](#) team in Phoenix, Arizona. "However, you will get most everything you want by selecting a caring agent who listens to you."

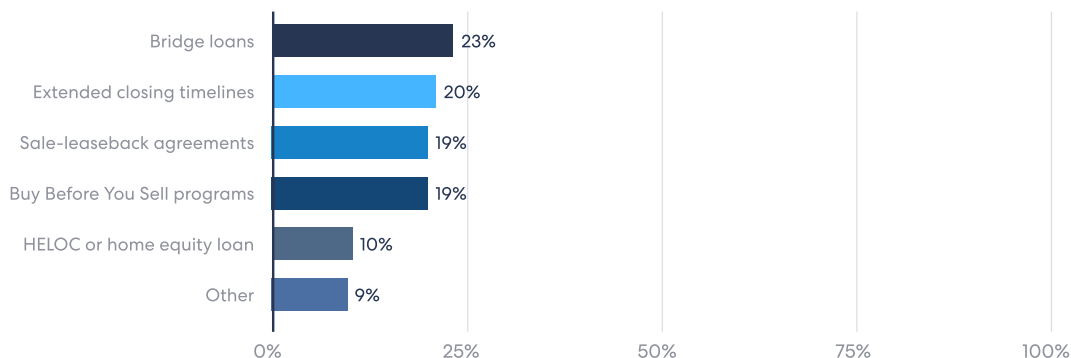
Agents are helping clients buy before they sell

In this uncertain market, homeowners who may want to make a move are hesitant. Yes, many need the equity in their current home to buy their next house, but they may also be concerned about unlocking the "golden handcuffs" — giving up their low, pandemic-era mortgage interest rate.

The good news is that American homeowners are collectively sitting on a large amount of equity, to the tune of [\\$34.5 trillion](#) — nearly a record sum. This growth was fueled by rising home values during and after the pandemic. Agents are helping buyers tap into this equity so they can buy before they sell. With the right tools, [home sale contingency](#) clauses can be removed from purchase offers.

Agents told us the top tools they're using in the current market include bridge loans, extended closing times, [sale-leaseback agreements](#), and "[buy before you sell](#)" programs.

What tools do you recommend to help sellers buy before they sell so they can avoid moving twice?



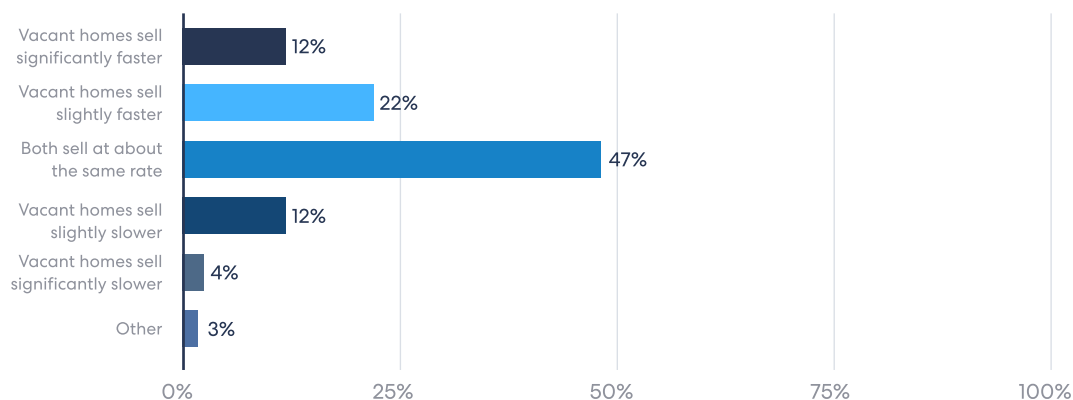
Buying first and selling later adds more certainty and allows homeowners to avoid making two moves. It also affords them more time, and in some cases, more proceeds. This is because a seller can apply more preparations and even stage their vacant home, possibly attracting a higher offer price.

We asked agents how time on market for vacant homes compares to occupied homes in their market.

While traditionally it was thought that vacant homes take longer to sell, that is no longer the case. According to leading agents throughout the country, 47% said vacant and occupied homes sell at about the same rate. And 34% said vacant homes actually sell faster, with 12% reporting they sell “significantly faster” than occupied homes in their markets.

This is helpful information for homeowners choosing a “buy before you sell” strategy.

In your market, how does the time on market for vacant homes compare to occupied homes?



“If there are two homes that are the same, one is vacant and the other is not, then I see the vacant home selling slightly faster because it’s easier to show,” says [Evan Karam](#), an agent serving in El Paso, Texas. “But there are many factors at play, and it all depends. Some occupied homes sell faster than vacant homes because the buyer likes that home more.”

What's next for the housing market?

Top agents across the country are bracing for a sharp shift if mortgage rates fall into the mid-5% to 6% range. Many predict that years of pent-up demand will be unleashed almost overnight, creating a wave of buyers eager to jump back into the market.

"If there is an interest rate drop to 5.75% or lower, I believe that we will see a very, very swift increase in buyer activity and buyer motivation to purchase," predicts [Stacy Dillard](#), a Tampa Bay area agent with 30 years of experience. "The current inventory will start to contract very quickly, and the demand will be so great that it will reduce buyers' negotiating opportunities much quicker than most will be ready to accept."

That sudden surge could push home prices higher and bring back the multiple-offer scenarios, bidding wars, and quick sales that defined the 2020–2022 period.

The Federal Reserve took a step in this direction on September 17 when it announced a [quarter-point cut](#) to its benchmark federal funds rate. It signaled that two more interest rate reductions are on the way before the end of the year.

"If interest rates drop significantly, all the buyers that have been waiting will flood the market, and prices will soar again," says Houston agent [Nathan LaLonde](#). "Buy now while there's plenty of inventory and lower competition."

The bottom line? Both buyers and sellers should be prepared for a faster-moving, more competitive market than what they've grown used to over the past two or three years. In the meantime, agents urge sellers not to hesitate. Sell and buy before home prices jump. Make the move to the home you want or need now.

"If you are ready to sell your home, don't wait; there is never a perfect time to list," advises [Ryan Quinn](#), a top Philadelphia, Pennsylvania, agent with 22 years of experience. "Be realistic on price when listing. Prepare well. And most importantly, once the home inspection is complete, listen to and acknowledge the buyer's concerns, even if you do not share the same opinion. Do not risk losing a sale over a few dollars."

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:



Aaron West

PMZ Real Estate (California)

- 20 years of experience
- 1,642 transactions
- 1,535 single-family homes sold



Ann Casey

John L. Scott Real Estate (Washington)

- 17 years of experience
- 422 transactions
- 320 single-family homes sold



Bahareh Kamoei

BBS Brokers Realty (California)

- 16 years of experience
- 1,196 transactions
- 1,032 single-family homes sold



Bob Wolf

Keller Williams Realty Partners (Georgia)

- 32 years of experience
- 1,519 transactions
- 1,311 single-family homes sold



Brian Chiu

Compass (Texas)

- 6 years of experience
- 63 transactions
- 58 single-family homes sold



Carrie Freeman

John L. Scott Real Estate (Washington)

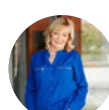
- 20 years of experience
- 449 transactions
- 350 single-family homes sold



Cary Porter

The Cascade Team (Washington)

- 19 years of experience
- 1,317 transactions
- 1,118 single-family homes sold



Char Costantino

Element RE, Inc (California)

- 40 years of experience
- 1,135 transactions
- 983 single-family homes sold



Christopher Benson

NextHome Alliance (Arizona)

- 22 years of experience
- 895 transactions
- 806 single-family homes sold



Chuck Shaver

Keller Williams Heritage Realty (Florida)

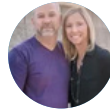
- 12 years of experience
- 548 transactions
- 453 single-family homes sold



Claudio Moreira

Realty One Group Evolve (Florida)

- 23 years of experience
- 126 transactions
- 80 single-family homes sold



Dan Spurlock

Spurlock Home Team (Arizona)

- 4 years of experience
- 133 transactions
- 120 single-family homes sold



David C. Brown

David Christopher & Associates (Texas)

- 18 years of experience
- 177 transactions
- 168 single-family homes sold



David Goodman

Coldwell Banker (California)

- 24 years of experience
- 183 transactions
- 118 single-family homes sold



David Smith

Compass RE. Texas (Texas)

- 21 years of experience
- 299 transactions
- 256 single-family homes sold



Gina Moritzky

The Moritzky Group | eXp Realty (Colorado)

- 17 years of experience
- 197 transactions
- 118 single-family homes sold



Israel Gutierrez

Texus Realty (Texas)

- 19 years of experience
- 246 transactions
- 226 single-family homes sold



Jeff Strand

RE/MAX Gateway / Whatcom County (WA)

- 15 years of experience
- 96 transactions
- 54 single-family homes sold



Keith D. Jones

Public Services Realty (Florida)

- 26 years of experience
- 278 transactions
- 248 single-family homes sold



Ken Sisson

Coldwell Banker (California)

- 25 years of experience
- 67 transactions
- 39 single-family homes sold



Kristie Manny

MORE Realty, Inc (Washington)

- 6 years of experience
- 25 transactions
- 25 single-family homes sold



Larry Mastropieri

The Mastropieri Group (Florida)

- 21 years of experience
- 993 transactions
- 591 single-family homes sold



Manesh Lakhani

Real Broker LLC (Washington)

- 6 years of experience
- 120 transactions
- 95 single-family homes sold



Marcel Atallah

FirstTeam Real Estate (California)

- 23 years of experience
- 192 transactions
- 171 single-family homes sold



Robert E. Patterson

Keller Williams (California)

- 19 years of experience
- 1,053 transactions
- 981 single-family homes sold



Robert Hryniewicz

HomeSmart Elite Group (Colorado)

- 21 years of experience
- 631 transactions
- 454 single-family homes sold



Sandra Rathe

Keller Williams Legacy (Florida)

- 16 years of experience
- 3,357 transactions
- 2,586 single-family homes sold



Scott Wandell

eXp Realty (Texas)

- 6 years of experience
- 47 transactions
- 47 single-family homes sold



Simon Simaan

The Simon Simaan Group (Florida)

- 14 years of experience
- 489 transactions
- 404 single-family homes sold



Steven Kinne

The Kinne Group (Texas)

- 21 years of experience
- 2,925 transactions
- 2,650 single-family homes sold



Thai Klam

Compass | Thai Klam Team (Texas)

- 18 years of experience
- 864 transactions
- 784 single-family homes sold



Wendy Rowley

Coldwell Banker (Colorado)

- 25 years of experience
- 1,320 transactions
- 951 single-family homes sold

Top agents who made this survey possible

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

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

Name	State	Name	State
Abe Quassis	Michigan	Amy Sims	Louisiana
Adam Helgeson	North Dakota	Ana Dubin	Maryland
Adam Pearce	Idaho	Andre Amini	Virginia
Adam Reynolds	New Jersey	Andrea Don	California
Adrienne DeGuere	New Mexico	Andrea Scanlon	Minnesota
Agustin Sequeira	Nevada	Andree Angelescu	Virginia
Aimee Johnson	Maryland	Andrew Nagy	North Carolina
Albert Marin	California	Andrii Malyshkin	North Carolina
Albert Pavon	Florida	Andy Allen	Tennessee
Alessandra Imanabadi	California	Andy Bedard	Colorado
Alex Vastardis	Florida	Andy Hargreaves	Michigan
Alexis Julian	Florida	Angela Schmidt	Illinois
Alicia Goldman	New York	Angelica Berrio	Florida
Alicia Holmquist	South Carolina	Anja Drewes Neidhardt	Texas
Alisa Griffin 	Texas	Anna Boucher	California
Alison Hull	California	Anne Bezio	New York
Alison Walker Grant	Georgia	Anne M. Alexander	California
Allan Harsh	Arizona	Annemarie Wagner	Pennsylvania
Allen DiRusso	North Carolina	Annette Compo	Michigan
Alyssa Jones	Georgia	AnnMarie Barajas	California
Amanda Seebadan	Florida	Anthony Busch	Texas
Amanda Threatt	Georgia	Anthony Sherman	Arizona
Amanda Vendt	Missouri	Ardee Jagt	California
Amber Davis	Oklahoma	Arlene Buckmaster	Florida
Amy Fore	Texas	Art Meister	Texas
Amy Li	Washington	Arthur Chapman	Rhode Island
Amy Logan	Pennsylvania		

Name	State	Name	State
Ashley Crank	Texas	Catherine Pannell	Texas
Ashley Luther	Tennessee	Cathi Neville	Georgia
Ashwin Veeravalli	California	Cathy Seguin	Florida
Audra Loccisano	New Jersey	Caylee Doiron	Texas
Audrey Pudder	Texas	Ceejay Cesiel	Arizona
Barb Cole	Texas	Charles Nedder	Connecticut
Barb Dopp	Idaho	Chary Griffin	New York
Barbara "B" Presnell	Georgia	Chaz Tyler	Florida
Barbara Butler	Texas	Chip Rowand	Florida
Barbie Burke	Arizona	Chris Besette	Florida
Barry Monday	Mississippi	Chris Crystal	Florida
Becky Moran	Pennsylvania	Chris Cusimano	Florida
Ben Boorum	Florida	Chris Dreyfuss	Florida
Ben Lang	Michigan	Chris Harmon	Indiana
Benjamin Nathan	Florida	Chris Price	Indiana
Benjamin Perez Jr.	California	Chris Rossmair	Pennsylvania
Bertha Saenz	Texas	Chris Winn	Florida
Beth Dickerson	Massachusetts	Christian Noiroux	California
Betty Stroll Pass	Connecticut	Christie Lynne Johnson	Florida
Beverly Jones	Tennessee	Christie Welch Carroll	Georgia
Bill Luther	Massachusetts	Christina Barone	Florida
Bobbi Slagle	Delaware	Christina Cardenas 🇵🇷	Texas
Brad Harper	Washington	Christina Gaskill	Florida
Braden Johnson	Arizona	Christine Arquilla	Illinois
Bradley Stiehl	Arizona	Christine Gubb	New Jersey
Brandi Samples	Arizona	Christine Mitchell	Florida
Brandon Lazarus	North Carolina	Chuck Bachteler Jr.	Florida
Brenda Debus	Texas	Chuck Marquardt	California
Brenda Noffert	Kansas	Chuck Nicholson	Colorado
Brenda Sukenik	Texas	Cindy Price	Texas
Brenden Rendo	Florida	Cindy Wild	Hawaii
Brettney Gunning-Rausch	Pennsylvania	Claudia San Roman 🇵🇷	Florida
Brian Baca	Pennsylvania	Clem Satterfield	North Carolina
Brian Bellairs	Oregon	Colleen Zerebny	Illinois
Brian Hurry	South Carolina	Connie Apa	Oregon
Brian Kanicki	Florida	Cornelia C. Heckenbach	Maryland
Brian Rochford	California	Cosmo Spellings	Florida
Brinda Griffin	Virginia	Costa Sotiriou	Florida
Brittany Armenta Perez	California	Courtney Arredondo	California
Bruce O'Bannon	Florida	Courtney Maddox	Georgia
Bruno Tarquinii	Maryland	Courtney Pantalena	Florida
Bryan Hermanson	California	Craig Mathis	Missouri
Caren Fried	North Carolina	Cristina Campbell	Florida
Carlos Olimon	Texas	Cristy Love Ramirez	California
Carol & Ris Cowan	Colorado	Crystal Grohowski	Florida

Name	State	Name	State
Curt Clemens Jr.	Connecticut	Emmanuel Deku	North Carolina
Curtis Hurst	California	Erek Kirsten	Florida
Cynthia Starks	Indiana	Eric Broesamle	Michigan
Cynthia Thrall	Colorado	Eric Downes	Florida
Dale Dresel	Arizona	Eric Fischer-Colbrie	California
Damon A. Nicholas	Virginia	Eric Garrett	North Carolina
Dan Lea	Louisiana	Eric Layne	North Carolina
Dane Lewman	Washington	Eric Stein	New York
Daniel Heim	New Jersey	Erica Collins	Florida
Danny Gomes 🏆	California	Erick Monzo	Michigan
Darrell Durham	Florida	Erin Buchanan	Arizona
Dave Snyder	Wisconsin	Ethan Windish	Virginia
Dave Tschudy	Minnesota	Eugena A. Taylor	Florida
David Bender	Maryland	Evan Karam	Texas
David Ferrini	Massachusetts	Eyad Salloum	Texas
David Hejnowski	Illinois	Felicia Ruskin	New Jersey
David Vermillion	Florida	Feridoun Sorourifar	Ohio
David Wissler	Pennsylvania	Filomena Gordon	New Hampshire
Dawn Cabral	Connecticut	Frances Anderson	Tennessee
Dawn Thomas	California	Frank D'Angelo	Minnesota
Dawn Wittner	Texas	Frank Hornstein	Delaware
Debbi Rlvero	Maryland	Fred Malawski	Michigan
Debbie Sagorin	California	Gabrielle Ruggeri	New Jersey
Deborah Capobianco 🏆	Florida	Gary Brockhoff	Georgia
Debra Carr	New York	Gary Wantland	Kentucky
Deena Carvajal	Florida	Gentry & Jill Stretz	Washington
Deidra Laurel	Colorado	George Huertas	Alabama
Delaine Campbell	Virginia	George Wilson	North Carolina
Delaney Smith	Connecticut	Geraldine Brucale	New York
Dixie Putzier	Texas	Gigi Finan	New York
DJ Pomposini	North Carolina	Gina Haines	Georgia
Donna Lumsden	Connecticut	Gina Thamel	Massachusetts
Dorene Phan	Michigan	Giovanni Carmona	Nevada
Dottie Worthington	Texas	Gloria Ashdown	California
Doug McNeilly	Massachusetts	Gloria Guajardo	Texas
Douglas Del Fava	California	Greg Hanner	Connecticut
Dr. Donovan Jackson	Texas	Griffin Wallace	Florida
Drew Little	Virginia	Gustavo Cardenas	California
Dulmaa Bor	California	Heather Hope	North Carolina
Dustin Walters	Ohio	Heather Stotts	Florida
Dylan Hildreth Hoffman	New York	Heidi Hendrick	Colorado
Ed Hooks Jr.	Colorado	Herma Hayes	Texas
Edgar Carbaat	Georgia	Honey Tucker	Texas
Edwin Lora	New Jersey	Hunter Perry	Missouri
Elizabeth A. Limestahl	Florida	Ida & Steve Belinky	Maryland

Name	State	Name	State
Ida Degiuli	Michigan	Jill Toler	California
Igor Reznikov	California	Jim Clauser	Georgia
India Mesa	Tennessee	Jim Corbin	Florida
Irene Tanis	Colorado	Jim DeHaan	Michigan
Ivy Stanton	Texas	Jim Johnston	California
Jack Little	South Carolina	Jim Lawson	Michigan
Jackie Sawyer	Maine	Jim Shive	New Mexico
Jamie Claxon	Ohio	Jimmy Goff	Texas
Janel Loughin	Pennsylvania	Joan Ryder	Maryland
Janelle Holst	Tennessee	Joanne Botwinick	New Jersey
Janelle Rawlston	Texas	Joanne McCoy	Nebraska
Janet Dauber	Ohio	Joanne Patience	Florida
Jann Flowers	Florida	Joanne Tassoni	New Hampshire
Jared Zimmer	Utah	Joe Bourland 🏠	Arizona
Jaryd Ruffner	Washington	Joe Butler	New Jersey
Jason Lincoln 🏠	Washington	Joe Doughton	Tennessee
Jason Moore	Georgia	Joe Powers	North Carolina
Jason Scott	North Carolina	Joe Risteca	Illinois
Jason White	Michigan	Johanna Chandler	Florida
Jason Wong	Hawaii	John Baptiste	Texas
Javier Matallana	New Jersey	John Garry	Illinois
Jay Quigley	Florida	John McGinn	Rhode Island
Jean Gauvin	Florida	John Nichols	Colorado
Jeannette Shepherd	Colorado	John Nigro	Connecticut
Jeff Cayton	Arizona	John Pellow	Oklahoma
Jeff Fedder	Georgia	John Pruski	Washington, D.C.
Jeffrey Morris	Utah	John Rice	Florida
Jefri Liriano	Massachusetts	John Sheffer	New Mexico
Jeni Blessman	Virginia	John Silvester	California
Jeniffer Lair	Nevada	John Soranno	Georgia
Jenn Cook	Florida	John Westrich	New Jersey
Jennifer Hillegas	Georgia	Jonny Nitro (Jonathan Long)	Nevada
Jennifer Hupke	Wisconsin	Jordan Stupey	Washington
Jennifer Skinner	Arizona	Jose Antonio Barreto	Virginia
Jennifer Stauter & Matt Kornstedt	Wisconsin	Jose E. Perez	Massachusetts
Jenny Smithson	Oklahoma	Joseph Paoletti	Massachusetts
Jeremy Alexander	Michigan	Joseph Singsheim	Wisconsin
Jeremy Caleb Johnson	Virginia	Josh Amolsch	Florida
Jeremy Harris	Tennessee	Josh Boggs 🏠	Texas
Jeremy Larsen	Texas	Josh McMichael	Georgia
Jeremy Simon	South Dakota	Josh Ross	Maryland
Jeri Kuddes	California	Josh Ruszas	Pennsylvania
Jesse Roach	Washington	Joshua Cook	California
Jessica Burtch	Florida	Josiah Beam	Texas

Name	State	Name	State
JP Briere	Texas	Lars Nordstrom	California
Juan A. Umanzor Jr.	Maryland	Laura Harbison	Nevada
Jude Hodge	Oregon	Laura Lerman	Georgia
Judy dunn	Alabama	Laura McKenna	Maine
Juile Trunzo	Colorado	Laura Miller	Texas
Juli Black	Texas	Laura Pegram	North Carolina
Julianne Clark	South Carolina	Laura West	Texas
Julie Diaz	Oregon	Laurel Davies	California
Justin Glover	Michigan	Laurel Lunstrum	Wyoming
Karen Hocutt	North Carolina	Lawrence Zacks	New York
Karen Jackson	Washington	Leah McNamara	Texas
Karen Machikas	North Carolina	Lee Northcutt	North Carolina
Kate Duggan	Massachusetts	Leslie Carver	Nevada
Kate Ward	Florida	Leslie Eason	North Carolina
Kathleen puchta	Oregon	Leticia Nicolini	California
Kathy Ball	Alabama	Lia Guerrero	Texas
Kathy Damewood	Florida	Lincoln Roberts	Montana
Keith Eyestone	Kansas	Linda Bergin	Arkansas
Keli Santiago	Florida	Linda Cirrone	Massachusetts
Kelli Kelly	California	Linda Eldridge	Missouri
Kellie Hinderliter	Pennsylvania	Linda Fredeking	Maryland
Kelly Higgins	Connecticut	Linda Hipp	Minnesota
Kelly Mothershead	Florida	Linda Landman	Florida
Kelly Pearson	Texas	Lindsay Matthews	New York
Kelly Reel	Illinois	Lisa Archer	North Carolina
Kelly Renz	Colorado	Lisa Gregory	Texas
Ken Blevins	Colorado	Lisa Lyons Lang	Minnesota
Ken Hutchison	Colorado	Lisa Mann	Texas
Kent Brostroem	California	Lisa Walowitz	Arizona
Kevin Cooper	California	Lonnie Williams	Oklahoma
Kevin Gomila	Tennessee	Loretta Wade	Ohio
Kevin Gonzalez	Florida	Lori Jurkowski	Massachusetts
Kevin Keogh	New Jersey	Lori Lincoln	Massachusetts
Kim Batterman	Wisconsin	Lori Saville	Massachusetts
Kim Kovacs	Ohio	Lori Stancill	North Carolina
Kimberly Camella Roy	Connecticut	Louise Lamy	Virginia
Kimberly Guilder	Virginia	Lucia Lopez	Florida
Kimberly Mitchell	Florida	Lyn Robinson	Massachusetts
Kris Bowen	Utah	Lynn Hathcock	North Carolina
Krishna Perkins	Texas	Maggie Terry	Kentucky
Kyle Brim	Oklahoma	Majdey Taye	Ohio
Kyle Lewis	Missouri	Malaqui Geibel	Florida
Lara Kibler	Nebraska	Mandy Herring	California
Larry Brzostek	Florida	Margaret-Ann Ashburn	South Carolina
Larry Pitts	North Carolina	Margot Friedlander	New York

Name	State	Name	State
Maria Furtado	Florida	Michael Usery	Florida
Maria Garza	Texas	Michele Salyer	Virginia
Mario Gonzalez	Florida	Michelle Acohido-	Hawaii
Mario Paucar	California	Morales	
Mark Burkert	Pennsylvania	Michelle Duncan	Georgia
Mark Clausen	Texas	Michelle Stigliano	New Jersey
Mark Middleton	Florida	Mike Aon	California
Mark Novak	Maryland	Mike Cirillo	Pennsylvania
Martin Encinas Leon	California	Mike Guzzo	Maryland
Marty Kaiser	Florida	Mike Highhill	California
Mary Anne Condon	New York	Mike Kavanaugh	California
Mary Collins	California	Mike Tchobanian	South Carolina
Mary Lewis	Georgia	Mike Thompson	Nevada
Mary Riley	South Carolina	Miro J. Guezoumian	California
MaryAnn Korkuc	Florida	Misti Rios 🏠	Texas
Matt Cullen	Minnesota	Mitzy Bratt	North Carolina
Matt Lamontagne	Maine	MJ Stearns	California
Matt Wenrich	Florida	Mona Cope	Ohio
Matthew Gibbs	New York	Mona Jee	Illinois
Matthew LeBaron	Idaho	Monica George	Oklahoma
Matthew Tallett	Connecticut	Monica Phillips	Georgia
Matthew Villaflor	Texas	Monika Tefel	Florida
Maureen Falconer	New Jersey	Morgan McClellan	Oregon
Megan Blum	Washington	Morgan Saliny	Minnesota
Megan Fass	Virginia	Nadine Pelletier	New Hampshire
Meghan Riley	Georgia	Nancy Bergman	Utah
Melanie Barton	North Carolina	Nancy Herringdine	Oklahoma
Melanie Henderson	Pennsylvania	Natalia Hatfield	Florida
Melanie Schmidt	Minnesota	Nathan LaLonde	Texas
Melanie Thomas	Florida	Nell Tedesco-Miquet	Louisiana
Melinda Elmer 🏠	California	Nicholas Arntz	Minnesota
Melissa Grey	North Carolina	Nicolas Cendoya, Dustin	Oregon
Melissa Lemp	Idaho	Dettwyler & Kevin Riley	
Merissa Houston	Indiana	Nikki Weiss	Florida
Merrie Johnson	Michigan	Nikki Williams	Georgia
Michael Charles Ulrich	North Carolina	Normajean Jacobs	Washington
Michael Dean	Arkansas	Oscar Correa 🏠	Florida
Michael Flores	Florida	Oscar Cruz	Texas
Michael Jones	Ohio	Pam Alvarez 🏠	Texas
Michael Maier	Illinois	Pam Bass	South Carolina
Michael Olsen	Minnesota	Pam Gebhardt	Georgia
Michael Pecora	New Jersey	Pam Sell	Florida
Michael Ponsolle	North Carolina	Pam Stovall	Texas
Michael Reuben	New York	Pam Summers	North Carolina
Michael Stokes	Iowa	Patrick Harris	Indiana

Name	State	Name	State
Patrick King	Texas	Roy Dynesius	Florida
Patrick M. Korth	Nevada	Roy Machado 🇵🇷	California
Paul Smith	Texas	Roy Widing	Oregon
Paulette Gose	Florida	Rudy Kusuma	California
Pauline Panza	New Jersey	Ruth Hamilton	New Hampshire
Peg Kolaja	Michigan	Ryan Briggs	Maryland
Peggy Cobrin	Illinois	Ryan Goodman	Arizona
Pete Driver	Wyoming	Ryan Quinn	Pennsylvania
Peter Macera	Florida	Ryan Wire	California
Peyman Moshref	California	Salvatore Alessi	New York
Phong Tran	Oregon	Salvatore Martines	Nevada
Portia Green	California	Sam Del Rosario	Pennsylvania
Priscilla Hammond	Georgia	Samantha Storey	Connecticut
R. Bruce Clark	Florida	Sandra Schirmer	California
Rachel Balog	Florida	Sandy Gould	Ohio
Rachel Niemiec	Florida	Sandy Wickware	Texas
Rachel Peters	Florida	Sarah Padgett	Texas
Ragan Carr	Texas	Scott Carlson	Minnesota
Randall Martin	Texas	Scott Federighi	Illinois
Randy Schulenburg	Illinois	Scott Hochstein	Ohio
Ravi Rao	California	Scott Jauregui	Texas
Ray Lopez	Oregon	Scott Phebus	Colorado
Raymond Magnani	New York	Scott Salvant	Virginia
Renee Orlewicz	Michigan	Scott Timms	Michigan
Richard Bocchieri	New York	Sean Anderson	Georgia
Richard Lupinetti	Colorado	Sep Niakan	Florida
Rick Bjorklund	Minnesota	Shane Reeve	Florida
Rick Lopez	North Carolina	Shannon Runyan	Texas
Rick Thomas	Colorado	Sharon Crowder	Virginia
Rick Yelich	Virginia	Sharon Rodgers	Florida
Ricky Murray	North Carolina	Shawna Smith	Kentucky
Rikki Surratt	South Carolina	Sheila Desautels	Florida
Rio MacGregor	California	Sheree Mauro	Oregon
Rob McGuire	Florida	Sherri Cook	Georgia
Rob O'Neal	Florida	Sherry Winkel	Texas
Robb Cohen	Massachusetts	Sheryl B. Dente	New Jersey
Robbie Bunting	South Carolina	Soji Adewusi	Georgia
Robert Burr	New York	Sonia Hellen	Georgia
Robert DeLeon	Texas	Stacy Allen	Florida
Robert Kobus	New Jersey	Stacy Dillard	Florida
Robert Louder	Georgia	Stephanie See	Florida
Robert Medinger	Illinois	Steve Albin	Tennessee
Rochelle Fitzgerald	Texas	Steve Misciagno	Florida
Ron Goldstein	Florida	Steve Schmidt	Delaware
Rosa Andersen	Illinois	Steven Boyns	Arizona

Name	State	Name	State
Steven Havre	New York	Toni J. Woodley	Idaho
Sue Goldthorp 	Florida	Tony Apa	Oregon
Susi O'Connor	Georgia	Tracie Lackey	Tennessee
Suzanne Abbott	Missouri	Tracy Comer	Ohio
Suzanne Rieter	Texas	Tracy Hulsey	Colorado
Sylvia Mitchell	Connecticut	Trina Cooper	New York
Tahisia Scantling	Florida	Trish Williams	Texas
Talbert Bryan	Montana	Trisha Vinz	Wisconsin
Tameka Baptiste	North Carolina	Trudy VanHorn	Florida
Tammy Jo Atkins	Tennessee	Twana Rasoul	California
Tantzi Habsburg	Michigan	Ty Harris	North Carolina
Tara Bellomy	Mississippi	Tynel Parfait	Louisiana
Tara Dees	Georgia	Valerie Alderson	Oregon
Tara Priest	Georgia	Valerie Cohen	Massachusetts
Tatiana Calabrese	New York	Valerie MacNeil	Connecticut
Tauryel Wylde	Washington	Vasile Calin	Washington
Tawnya Marney	Texas	Vergis Eiland	Illinois
Terrence McGowan	Maryland	Victoria kustov	Massachusetts
Terri Hecht	Georgia	Virginia Morse	California
Terri Jackson	Georgia	Walter Reinhardt	Texas
Terri Turner	North Carolina	Wesley Parker	California
Terry Rasner	Nevada	Will Owens	North Carolina
Thomas Gravely	Tennessee	William Cooper	Missouri
Thomas Tarry	New York	William Rosado Berrios	Pennsylvania
Thomas Villacis	Georgia	William S. Friedman	New Jersey
Thor Sorensen	California	William Shindelar	Utah
Tiffani Reynolds	Texas	Woody Henderson	California
Tiffanie Kamish	Texas	Wynne Achatz	Michigan
Tiffany Balanoff	New York		
Tiffany Bean	Texas		
Tiffany DePriest	Tennessee		
Tim Hock	North Carolina		
Tim Orr	Indiana		
Timeka Watson	Alabama		
Tina Brannen	North Carolina		
Tina Marie Biggs	Maryland		
Tina Miely	Colorado		
TJ Connor	Florida		
Toby Stephens	North Carolina		
Todd Golden	Florida		
Todd Jeskulski	Colorado		
Todd Stone	Minnesota		
Tom Bashe	California		
Tom Momenee	Ohio		
Tom Wold	Indiana		

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.

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.

To learn more, visit homelight.com/press.

If you're a real estate agent interested in working with HomeLight, you can learn more about our services and sign up [here](#).

