



Lance Billingsley has been in the real estate industry since 2002. He started his career as a certified residential appraiser. In 2009, Lance became a REALTOR® and joined RE/MAX Generations. In 2012, he earned his broker's license, and in 2013, he and his business partner started the Hobbs-Billingsley Team, where his team of five agents did 150+ transactions and over \$45 Million in sales.

In 2017, his team merged with the Loughton Team. That year, he became Head of Valuations for the launch of the Zillow Offers platform and helped the Zillow Corporation develop and launch their nationwide comping platform. In 2018, he became Team Lead of the West Valley team and grew the team from 18 agents to a peak of 72 while also launching the Zillow Flex program from its inception.

Additionally, Lance was a national coach for Tom Ferry and co-owner of Pro Agent, a national coaching service. Lance has been an ADRE-approved instructor since 2013 and is one of a small handful of instructors cleared to teach all 18 new licensee courses. He also teaches continuing education classes throughout the Valley.

Lance is currently VP of Agent Development for Navi Title. He holds the 2021-2022 WeSERV Treasurer title and is also on the Board of Directors for ARMLS®. Both organizations are in the top 5 in membership in the United States.