



## MLS WEEKLY NEWS & INFO

August 6, 2021

### TOTAL MLS VOLUME FOR THE MONTH OF JULY, 2021

Net Closed Volume for the month of July 2021 was \$483,829,078. There were 1,747 listings processed, 1,171 closed sales. Compared to last month, Net Closed Volume is up \$30,625,539. Listings are up 32, sales are up 18. Compared to last year, Net Closed Volume is up \$64,921,955. Listings are up 64, sales are down 166. Mandatory sales volume was \$460,531,503. Non-Mandatory sales volume was \$23,022,575. Pending sales (figured on list price) were \$495,139,857. There were 1,245 pending sales processed.

### MANDATORY\* MLS PROPERTIES JULY LEADERS

#### TOP TEN SALES

Isaac Lanctot, Keller Williams	\$2,135,000	Steve Schalock, Windermere Chewelah	\$1,517,000
Elizabeth Boykin, Keller Williams	1,766,650	David Lawrence, Windermere North	1,410,181
Christopher Edwards, Redfin	1,605,875	Kathi Pate, Windermere Manito	1,247,500
Gayle Terry, Windermere Manito	1,563,125	Patricia O'Callaghan, Century 21 Beutler & Assoc.	1,197,250
Cammie Bigham, Century 21 Beutler & Assoc.	1,529,245	Barbara Frye, Exit Real Estate North	1,187,500

#### TOP TEN LISTINGS SOLD

Steve Schalock, Windermere Chewelah	\$2,107,750	Aaron Farr, 4 Degrees Real Estate	\$1,699,750
Amy Khosravi, Century 21 Beutler & Assoc.	2,045,000	Matt Raby, 4 Degrees Real Estate	1,694,950
Brad Boswell, RE/MAX of Spokane	2,043,909	Erik Dordal, Windermere City Group	1,604,552
Seth Maefsky, Keller Williams	1,955,713	Kevin Appleton, Source Real Estate	1,381,877
Brandon Marchand, Keller Williams	1,817,000	John Kirsch, New Home Star WA	1,327,355

#### MOST SALES

Steve Schalock, Windermere Chewelah 4

#### MOST LISTINGS SOLD

Brandon Marchand, Keller Williams 6

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Gayle Terry, Windermere Manito	\$8,145,131	Pam Fredrick, John L. Scott, Spokane Valley	\$5,163,979
Isaac Lanctot, Keller Williams	7,281,919	Randy Wells, Windermere City Group	5,003,053
Tracy Penna, Windermere North	6,918,929	Shane Bangle, Professional Realty Services	5,001,410
Lisa Thome, John L. Scott, Inc.	5,931,750	Zak Allen, Professional Realty Services	4,851,450
Erik Dordal, Windermere City Group	5,895,227	Suzy Dix, Windermere Manito	4,469,700

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Brad Boswell, RE/MAX of Spokane	\$10,607,447	Gayle Terry, Windermere Manito	\$7,126,125
Seth Maefsky, Keller Williams	9,295,940	Lisa Thome, John L. Scott, Inc.	6,578,779
Ken Barcus, RE/MAX Select Assoc.	8,351,241	Pam Fredrick, John L. Scott, Spokane Valley	6,477,605
Brandon Marchand, Keller Williams	8,262,863	David Reynolds, Source Real Estate	6,433,200
Aaron Farr, 4 Degrees Real Estate	7,277,100	Tracy Penna, Windermere North	6,237,429



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### NON- MANDATORY\*\* MLS PROPERTIES JULY LEADERS

#### TOP TEN SALES

Luke Brown, Keller Williams CDA	\$4,385,000	Joel Elgee, CB Schneidmiller	\$236,000
Joel Pearl, Joel Pearl Group	2,500,000	Dallas Lightner, LT Real Estate	171,250
Melissa Murphy, Prime Real Estate Group	380,000	Ryan Towner, LT Real Estate	171,250
Gary Schneidmiller, CB Schneidmiller	347,500	Sarah Hoiland, Keller Williams	140,000
Shawny Le, Professional Realty Services	287,500	Brenda Burk, CB Schneidmiller	110,000

#### TOP TEN LISTINGS SOLD

Luke Brown, Keller Williams CDA	\$4,385,000	Tom Maine, Source Real Estate	\$362,500
Joel Pearl, Joel Pearl Group	3,721,250	Cate Moye, Windermere Valley	342,500
Joel Elgee, CB Schneidmiller	583,500	Ken Barcus, RE/MAX Select Assoc.	150,000
Mary Ann Jones, Keller Williams	528,750	April Key, Professional Realty Services	140,000
Melissa Murphy, Prime Real Estate Group	380,000	Lorraine Kirkpatrick, North County Realty	130,000

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$6,342,500	Ryan Oberg, Goodale & Barbieri	\$1,600,000
Luke Brown, Keller Williams CDA	5,252,500	Brenda Burk, CB Schneidmiller	1,504,000
Jordan Tampien, 4 Degrees Real Estate	4,080,000	Joel Elgee, CB Schneidmiller	1,442,535
Cory Barbieri, Goodale & Barbieri	1,900,000	Ray Cross, Keller Right Real Estate	1,287,000
Tanner Williams, Keller Williams CDA	1,642,250	John Beutler, C21 Beutler & Assoc.	948,500

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$15,715,600	Brenda Burk, CB Schneidmiller	\$2,160,750
Jordan Tampien, 4 Degrees Real Estate	5,397,000	Denny York, CB Tomlinson S	1,900,000
Luke Brown, Keller Williams CDA	4,922,500	Tanner Williams, Keller Williams CDA	1,642,250
Joel Elgee, CB Schneidmiller	3,611,535	Ryan Oberg, Goodale & Barbieri	1,600,000
Kevin Warner, Kestell Company	2,875,000	Marla McWilliams-Lopez, Estate Properties	1,475,000

\* The mandatory reports will now include all Residential properties in the service area of the SAR/MLS (Spokane, Stevens, Pend Oreille, Lincoln and Whitman Counties); Rental Income with 1-4 units; Manufactured homes on real property and vacant lots/land.

\*\* Non-Mandatory properties include Commercial, Rental Income 5 units or more, Manufactured home on leased lot and anything out of the service area.



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