



November 5, 2021

TOTAL MLS VOLUME FOR THE MONTH OF OCTOBER, 2021

Net Closed Volume for the month of October, 2021 was \$433,633,450. There were 1,338 listings processed, 1,092 closed sales. Compared to last month, Net Closed Volume is down \$31,298,392. Listings are down 350, sales are down 63. Compared to last year, Net Closed Volume is up \$26,744,421. Listings are down 94, sales are down 122. Mandatory sales volume was \$403,768,354. Non-Mandatory sales volume was \$29,865,096. Pending sales (figured on list price) were \$507,794,093. There were 1,221 pending sales processed.

MANDATORY* MLS PROPERTIES OCTOBER LEADERS

TOP TEN SALES

Brandi Graham-Snow, Windermere North	\$1,865,787	Susan Wolford, John L. Scott Spokane SH	\$1,068,749
Brynn Rea, Redfin	1,765,000	Chris Canning, Coldwell Banker Tomlinson S	1,008,850
Yolande Johnson, Keller Williams	1,282,250	Courtney Hansen, Synergy Properties	990,450
Mark Hensley, John L. Scott, Inc.	1,124,500	Patrick Stevers, Citibrokers	947,200
Tony Vaughn, Windermere Manito	1,070,000	Marie Pence, Windermere North	937,500

TOP TEN LISTINGS SOLD

Tracy Penna, Windermere North	\$2,065,000	Cambria Henry, Haven Real Estate Group	\$1,438,875
Ken Barcus, RE/MAX Select Assoc.	1,844,500	Seth Maefsky, Keller Williams	1,433,900
Jodi Hoffman, John L. Scott Spokane Valley	1,525,000	Heather Schulz, Professional Realty Services	1,402,500
Brandon Marchand, Keller Williams	1,473,000	Kathy Bixler, Coldwell Banker Tomlinson S	1,392,000
Kevin Appleton, Source Real Estate	1,450,950	Paula Maynard, Mountain Real Estate	1,228,450

MOST SALES

Brandi Graham-Snow, Windermere North 4

MOST LISTINGS SOLD

Ken Barcus, RE/MAX Select Assoc. 5

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Gayle Terry, Windermere Manito	\$9,635,756	Shane Bangle, Professional Realty Services	\$7,305,976
Tracy Penna, Windermere North	8,973,879	Lisa Thome, John L. Scott, Inc.	7,302,785
Isaac Lanctot, Keller Williams	8,517,476	Erik Dordal, Windermere City Group	7,122,727
Randy Wells, Windermere City Group	7,777,043	Patricia O'Callaghan, Century 21 Beutler	6,893,706
Pam Fredrick, John L. Scott, Spokane Valley	7,655,188	Elizabeth Boykin, Keller Williams	6,484,100

TOP TEN LISTINGS SOLD YEAR TO DATE

Seth Maefsky, Keller Williams	\$14,412,071	Aaron Farr, 4 Degrees Real Estate	\$10,800,475
Brad Boswell, RE/MAX of Spokane	14,151,511	Lisa Thome, John L. Scott, Inc.	10,468,103
Brandon Marchand, Keller Williams	13,324,563	David Reynolds, Source Real Estate	10,109,450
Ken Barcus, RE/MAX Select Assoc.	12,697,898	Pam Fredrick, John L. Scott, Spokane Valley	9,387,117
Tracy Penna, Windermere North	11,028,054	Gayle Terry, Windermere Manito	9,188,125



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NON- MANDATORY** MLS PROPERTIES OCTOBER LEADERS

TOP TEN SALES

Miranda Bales, 4 Degrees Real Estate	\$687,500	Francesca Baier, Berkshire Hathaway	\$259,975
Luke Brown, Keller Williams CDA	650,000	John Beutler, Century 21 Beutler	225,000
Kirbi Swanson, Lakeshore Realty	415,000	Travis Litras, John L. Scott Spokane Valley	225,000
Jordan Tampien, 4 Degrees Real Estate	332,500	Darci Porter, Haven Real Estate	215,000
Ken Barcus, RE/MAX Select Assoc.	310,000	Barb Christensen, Coldwell Banker Tomlinson	\$203,500

TOP TEN LISTINGS SOLD

Joel Pearl, Joel Pearl Group	\$7,108,200	Angela Newcomb, Exit RE Professionals	\$385,000
Luke Brown, Keller Williams CDA	1,005,000	Jordan Tampien, 4 Degrees Real Estate	332,500
Zac Scott, Coldwell Banker Schneidmiller	655,000	Ken Barcus, RE/MAX Select Assoc.	310,000
Joel Elgee, Coldwell Banker Schneidmiller	495,000	Scott Smith, Coldwell Banker Schneidmiller	278,000
Nick Morelli, Live Real Estate	415,000	Jimmy Deringer, Keller Williams	260,000

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$7,184,999	Cory Barbieri, Goodale & Barbieri	\$1,900,000
Jordan Tampien, 4 Degrees Real Estate	7,162,500	Tanner Williams, Keller Williams CDA	1,712,250
Luke Brown, Keller Williams CDA	5,902,500	Ryan Oberg, Goodale & Barbieri	1,600,000
Kathy Amistoso Main, RE/MAX of Spokane	3,542,500	Dallas Lightner, LT Real Estate	1,487,500
Brenda Burk, Coldwell Banker Schneidmiller	2,451,500	Joel Elgee, Coldwell Banker Schneidmiller	1,442,535

TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$27,129,400	Kevin Warner, Kestell Company	\$2,875,000
Jordan Tampien, 4 Degrees Real Estate	8,479,500	Denny York, Coldwell Banker Tomlinson S	1,900,000
Luke Brown, Keller Williams CDA	5,927,500	Nick Morelli, Live Real Estate	1,772,500
Joel Elgee, Coldwell Banker Schneidmiller	4,309,535	Angela Newcomb, Exit RE Professionals	1,761,500
Brenda Burk, Coldwell Banker Schneidmiller	3,717,938	Tanner Williams, Keller Williams CDA	1,712,250

* 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.