



October 7, 2022

## TOTAL MLS VOLUME FOR THE MONTH OF SEPTEMBER, 2022

Net Closed Volume for the month of September 2022 was \$386,510,922. There were 1,515 listings processed, 894 closed sales. Compared to last month, Net Closed Volume is up \$1,488,512. Listings are down 121, sales are down 1. Compared to last year, Net Closed Volume is down \$78,420,920. Listings are down 173, sales are down 261. Mandatory sales volume was \$370,077,484. Non-Mandatory sales volume was \$16,433,438. Pending sales (figured on list price) were \$361,056,844. There were 861 pending sales processed.

### MANDATORY\* MLS PROPERTIES SEPTEMBER LEADERS

#### TOP TEN SALES

Gayle Terry, Windermere Manito	\$2,984,750	Andrew Graham, Avalon 24 Real Estate	\$1,190,685
Brandi Graham-Snow, Windermere North	1,777,500	Lisa Thome, John L. Scott, Inc.	969,000
Samara Behler, Windermere Valley	1,534,950	Ross Hamilton, Redfin	958,750
Tanya Starkel, Keller Williams Spokane	1,302,500	Erika Rayburn, Windermere Manito	949,190
Steve Jones, Windermere Valley	1,266,450	Brenda Tampien, 4 Degrees Real Estate	925,000

#### TOP TEN LISTINGS SOLD

Gayle Terry, Windermere Manito	\$4,547,000	Kim Hagel, Synergy Properties	\$1,306,200
Brad Boswell, RE/MAX of Spokane	2,193,798	Jed Maclaurin, Windermere Manito	1,212,500
Tracy Penna, Windermere North	1,502,500	John Kirsch, New Home Star WA	1,167,457
Brenda Tampien, 4 Degrees Real Estate	1,361,500	Julian Stewart, New Home Star WA	1,167,120
Kari Aquino-Hayes, John L Scott SH	1,313,500	Marie Pence, Windermere North	1,099,000

#### MOST SALES

Samara Behler, Windermere Valley	2.5
Andrew Graham, Avalon 24 Real Estate	2.5

#### MOST LISTINGS SOLD

Gayle Terry, Windermere Manito	4.5
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### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Steve Jones, Windermere Valley	\$7,201,375	Patrick McHenry-Kroetch, Tamarack Realty	\$5,765,545
Melissa Murphy, Prime Real Estate Group	7,083,557	Lisa Thome, John L. Scott, Inc.	5,724,900
Gayle Terry, Windermere Manito	6,516,000	Aaron Farr, 4 Degrees Real Estate	5,717,997
Suzy Dix, Windermere Manito	6,230,250	Erik Dordal, Windermere City Group	5,586,500
Chase Baxter, 4 Degrees Real Estate	5,910,197	Pam Fredrick, John L Scott Valley	5,583,236

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Jennifer Kaiser, Lexington Homes-DRH	\$13,785,300	Pam Fredrick, John L Scott Valley	\$9,397,535
Brad Boswell, RE/MAX of Spokane	13,265,465	Rachael Meyer, Lexington Homes-DRH	9,360,802
Brandon Marchand, Keller Williams Spokane	13,070,645	Julian Stewart, New Home Star WA	8,591,577
Gayle Terry, Windermere Manito	12,904,102	Seth Maefsky, Keller Williams Spokane	8,398,999
Ken Barcus, RE/MAX Select Assoc.	9,565,925	Kathy Bixler, Coldwell Banker Tomlinson S	8,162,538



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

#### TOP TEN SALES

Robyn Westergard, Westergard Real Estate	\$780,500	Sherri Dotts, Keller Williams Colville	\$152,000
John Beutler, Century 21 Beutler & Assoc.	512,500	Ryan Layton, American R.E. Assoc.	149,500
Ryan Towner, LT Real Estate	387,500	Leon Vincent, Vincent Realty	145,750
Lisa Ciraulo, eXp Realty	249,995	Lorraine Kirkpatrick, North Country Realty	142,500
Reed Wilson, eXp Realty	205,000	Steve Schalock, Windermere Chewelah	137,500

#### TOP TEN LISTINGS SOLD

Luke Brown, Keller Williams CDA	\$1,545,000	Joel Pearl, Joel Pearl Group	\$374,950
Jack Kestell, Kestell Company	906,250	Wendy David, Tomlinson Sotheby's Intrntl RE	\$372,500
Robyn Westergard, Westergard Real Estate	780,500	Joel Elgee, Avalon 24 Real Estate	279,500
Natalie Rastall, Professional Realty Services	512,500	Lisa Ciraulo, eXp Realty	249,995
Mark Anderson, Keller Williams Spokane	387,500	Chase Baxter, 4 Degrees Real Estate	242,500

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

John Beutler, Century 21 Beutler & Assoc.	\$3,040,000	Jim Orcutt, NAI Black	\$1,520,000
Jodi Long, Windermere City Group	2,575,000	Ryan Towner, LT Real Estate	1,305,000
Jennifer Ivey, Tomlinson Sotheby's Intrntl RE	2,460,749	Devin Mecham, NAI Black	1,187,500
Derik Raivio, LT Real Estate	1,625,000	Luke Brown, Keller Williams CDA	979,950
Joel Pearl, Joel Pearl Group	1,593,950	Jay Overholser, SDS Realty	925,000

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$10,382,850	Jennifer Ivey, Tomlinson Sotheby's Intrntl RE	\$2,460,750
Robert Milliron, Windermere North	6,450,000	Jay Overholser, SDS Realty	1,622,500
Luke Brown, Keller Williams CDA	4,281,950	Dayna Chisum, Windermere Valley	1,425,000
Joel Elgee, Avalon 24 Real Estate	4,032,500	Devin Mecham, NAI Black	1,372,500
Jordan Tampien, 4 Degrees Real Estate	2,575,000	Robyn Westergard, Westergard Real Estate	1,280,500

\* 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.