



October 8, 2021

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

Net Closed Volume for the month of September 2021 was \$464,931,842. There were 1,688 listings processed, 1,155 closed sales. Compared to last month, Net Closed Volume is up \$32,079,943. Listings are up 36, sales are down 96. Compared to last year, Net Closed Volume is up \$89,365,074. Listings are up 163, sales are down 29. Mandatory sales volume was \$444,007,968. Non-Mandatory sales volume was \$20,923,874. Pending sales (figured on list price) were \$505,816,030. There were 1,281 pending sales processed.

### MANDATORY\* MLS PROPERTIES SEPTEMBER LEADERS

#### TOP TEN SALES

Melissa Murphy, Prime Real Estate Group	\$1,700,000	Marcy Martin, R.H. Cooke & Assoc.	\$1,223,700
Tanya Starkel, Keller Williams	1,699,450	Kari Aquino-Hayes, John L. Scott SH	1,215,250
Randy Wells, Windermere City Group	1,613,975	Nicole Bond, Park Place Spokane	1,209,000
Shane Bangle, Professional Realty Services	1,318,566	Traci Bemis, Professional Realty Services	1,183,500
Ross Hamilton, Redfin	1,289,997	Teresa Van Dyke, Realty One Group Eclipse	1,175,000

#### TOP TEN LISTINGS SOLD

Jennifer Kaiser, Lexington Home-DRH	\$2,662,482	Seth Maefsky, Keller Williams	\$1,922,956
Kathy Bixler, Coldwell Banker Tomlinson S	2,225,000	Jonathan Bich, Coldwell Banker Tomlinson N	1,830,000
Pam Fredrick, John L. Scott Valley	2,136,000	Melissa Murphy, Prime Real Estate Group	1,780,875
Jerry Hornberger, Homeland Realty Group	1,996,575	Aaron Farr, 4 Degrees Real Estate	1,746,750
Tracy Penna, Windermere North	1,924,375	Brynn Rea, Redfin	1,622,500

#### MOST SALES

Shane Bangle, Professional Realty Services	3
Nicole Bond, Park Place Spokane	3
Randy Wells, Windermere City Group	3

#### MOST LISTINGS SOLD

Jennifer Kaiser, Lexington Home-DRH	6.33
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### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Gayle Terry, Windermere Manito	\$9,216,131	Randy Wells, Windermere City Group	\$7,150,043
Tracy Penna, Windermere North	8,231,379	Lisa Thome, John L. Scott, Inc.	7,135,285
Isaac Lanctot, Keller Williams	8,106,197	Erik Dordal, Windermere City Group	6,447,977
Pam Fredrick, John L. Scott Valley	7,305,191	Patricia O'Callaghan, Century 21 Beutler & Assoc.	6,305,477
Shane Bangle, Professional Realty Services	7,163,476	Zak Allen, Professional Realty Services	5,663,950

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Brad Boswell, RE/MAX of Spokane	\$13,698,011	Lisa Thome, John L. Scott, Inc.	\$9,905,342
Seth Maefsky, Keller Williams	12,978,171	David Reynolds, Source Real Estate	9,549,450
Brandon Marchand, Keller Williams	10,769,113	Pam Fredrick, John L. Scott Valley	9,304,617
Ken Barcus, RE/MAX Select Assoc.	10,528,398	Gayle Terry, Windermere Manito	8,998,125
Aaron Farr, 4 Degrees Real Estate	10,156,475	Tracy Penna, Windermere North	8,819,304



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

#### TOP TEN SALES

Jordan Tampien, 4 Degrees RE	\$2,512,500	Mick Templeton, eXp Realty	\$198,000
Brenda Burk, CB Schneidmiller	575,000	Jacob Fortenberry, CB Schneidmiller	191,500
Joel Pearl, Joel Pearl Group	499,999	Zac Scott, CB Schneidmiller	182,500
Lynsey Cantlon, Keller Williams	425,000	Traci Bemis, Professional Realty Services	180,000
Barb Pielli, Professional Realty Services	312,500	Kelly Stewart, Plese Realty	167,500

#### TOP TEN LISTINGS SOLD

Jordan Tampien, 4 Degrees RE	\$2,512,500	Erik Dordal, Windermere City Group	\$341,000
Brenda Burk, CB Schneidmiller	1,109,688	Cindy Carrigan, Keller Williams	315,000
Shane Delaney, CB Tomlinson S	1,000,000	Patrick Libey, Libey Homes	254,000
Billy Deese, Deese Real Estate	600,000	Lynsey Cantlon, Keller Williams	212,500
Joel Pearl, Joel Pearl Group	541,250	Natalia Seefeldt, Regal Real Estate	212,500

### 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 RE	6,830,000	Tanner Williams, Keller Williams CDA	1,712,250
Luke Brown, Keller Williams CDA	5,252,500	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, CB Schneidmiller	2,451,500	Joel Elgee, CB Schneidmiller	1,442,535

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$20,021,200	Kevin Warner, Kestell Company	\$2,875,000
Jordan Tampien, 4 Degrees RE	8,147,000	Denny York, CB Tomlinson S	1,900,000
Luke Brown, Keller Williams CDA	4,922,500	Tanner Williams, Keller Williams CDA	1,712,250
Joel Elgee, CB Schneidmiller	3,814,535	Ryan Oberg, Goodale & Barbieri	1,600,000
Brenda Burk, CB Schneidmiller	3,642,938	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.