



## December 3, 2021

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

Net Closed Volume for the month of November, 2021 was \$397,634,129. There were 941 listings processed, 997 closed sales. Compared to last month, Net Closed Volume is down \$35,999,321. Listings are down 397, sales are down 95. Compared to last year, Net Closed Volume is up \$77,628,090. Listings are up 27, sales are up 22. Mandatory sales volume was \$378,505,904. Non-Mandatory sales volume was \$19,128,225. Pending sales (figured on list price) were \$430,982,964. There were 1,063 pending sales processed.

### MANDATORY\* MLS PROPERTIES NOVEMBER LEADERS

#### TOP TEN SALES

Toby Sullard, 4 Degrees Real Estate	\$2,223,600	Kristina Carlson, Synergy Properties	\$1,227,500
Labrina Winfrey, Haven Real Estate Group	1,415,000	Jim Lister, Windermere Manito	1,194,750
Patricia O'Callaghan, Century 21 Beutler & Assoc.	1,384,250	Andrew Graham, Coldwell Banker Schneidmiller	1,160,750
Emily Maximus, Haven Real Estate Group	1,324,021	Dan Dhaenens, Windermere Valley	1,133,500
Tracy Penna, Windermere North	1,269,500	Traci Bemis, Professional Realty Services	1,097,959

#### TOP TEN LISTINGS SOLD

Brad Boswell, RE/MAX of Spokane	\$2,164,133	Katie DeBill, Windermere Manito	\$1,447,750
Brandon Marchand, Keller Williams	1,846,500	Ken Barcus, RE/MAX Select Assoc.	1,265,500
Aaron Farr, 4 Degrees Real Estate	1,810,675	Gayle Terry, Windermere Manito	1,220,000
Suzy Dix, Windermere Manito	1,793,500	Kristina Carlson, Synergy Properties	1,176,525
Denise Fox, Century 21 Beutler & Assoc.	1,709,021	Marcy Martin, R.H. Cooke & Assoc.	1,155,500

#### MOST SALES

Toby Sullard, 4 Degrees Real Estate 7

#### MOST LISTINGS SOLD

Brandon Marchand, Keller Williams 5

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Tracy Penna, Windermere North	\$10,243,379	Shane Bangle, Professional Realty Services	\$8,223,226
Gayle Terry, Windermere Manito	9,635,756	Randy Wells, Windermere City Group	7,972,043
Isaac Lanctot, Keller Williams	9,254,976	Erik Dordal, Windermere City Group	7,575,227
Pam Fredrick, John L. Scott Spokane Valley	9,085,563	Aaron Farr, 4 Degrees Real Estate	6,813,250
Patricia O'Callaghan, Century 21 Beutler & Assoc.	8,277,956	Susan Conner, Professional Realty Services	6,752,649

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Brad Boswell, RE/MAX of Spokane	\$16,315,644	Tracy Penna, Windermere North	\$11,340,554
Seth Maefsky, Keller Williams	15,844,064	David Reynolds, Source Real Estate	10,843,450
Brandon Marchand, Keller Williams	15,171,063	Lisa Thome, John L. Scott, Inc.	10,468,103
Ken Barcus, RE/MAX Select Assoc.	14,220,898	Gayle Terry, Windermere Manito	10,408,125
Aaron Farr, 4 Degrees Real Estate	12,611,150	Suzy Dix, Windermere Manito	10,244,800



## December 3, 2021

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

#### TOP TEN SALES

Chris Di Cicco, Keller Williams CDA	\$1,650,000	Jay Overholser, SDS Realty, Inc.	\$373,500
Guy Parkin, Professional Realty Services	1,187,500	Joe Dinnison, John L. Scott, Inc.	325,000
Gene Arger, G. Arger Company	1,150,000	Patricia O'Callaghan, Century 21 Beutler & Assoc.	207,500
Brenda Burk, Coldwell Banker Schneidmiller	732,212	Jennifer Ivey, Tomlinson Sotheby's Intrntl RE	199,500
Kay Burland, Keller Williams	400,000	Rick Sawyer, Katz Realty	135,000

#### TOP TEN LISTINGS SOLD

Joel Pearl, Joel Pearl Group	\$2,292,500	Sherrri Dotts, Keller Williams Colville	\$400,000
Chris Di Cicco, Keller Williams CDA	1,650,000	Jay Overholser, SDS Realty, Inc.	373,500
Patrick Libey, Libey Homes at Keller Williams	1,150,000	Joel Elgee, Coldwell Banker Schneidmiller	325,500
Brenda Burk, Coldwell Banker Schneidmiller	732,213	Sarah Witter, Keller Williams	250,000
Marina Sirenkyi, Berkshire Hathaway Home Services	600,000	Jim Palmer, Jr. RE Marketplace NW	207,500

#### MOST SALES

1

#### MOST LISTINGS SOLD

1

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$7,184,999	Joe Dinnison, John L. Scott, Inc.	\$3,100,000
Jordan Tampien, 4 Degrees Real Estate	7,162,500	Chris Di Cicco, Keller Williams CDA	2,477,000
Luke Brown, Keller Williams CDA	5,902,500	Cory Barbieri, Goodale & Barbieri	1,900,000
Kathy Amistoso Main, RE/MAX of Spokane	3,542,500	Tanner Williams, Keller Williams CDA	1,712,250
Brenda Burk, Coldwell Banker Schneidmiller	3,183,712	Ryan Oberg, Goodale & Barbieri	1,600,000

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$29,421,900	Kevin Warner, Kestell Company	\$2,875,000
Jordan Tampien, 4 Degrees Real Estate	8,479,500	Denny York, Coldwell Banker Tomlinson S	2,295,625
Luke Brown, Keller Williams CDA	5,927,500	Chris Di Cicco, Keller Williams CDA	2,295,625
Joel Elgee, Coldwell Banker Schneidmiller	4,635,035	Patrick Libey, Libey Homes at Keller Williams	1,936,000
Brenda Burk, Coldwell Banker Schneidmiller	4,450,150	Angela Newcomb, Exit RE Professionals	1,824,000

\* 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.