



January 7, 2022

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

Net Closed Volume for the month of December, 2021 was \$436,500,087. There were 687 listings processed, 1,031 closed sales. Compared to last month, Net Closed Volume is up \$38,865,958. Listings are down 254, sales are up 34. Compared to last year, Net Closed Volume is up \$ 68,509,275. Listings are down 84, sales are down 105. Mandatory sales volume was \$403,514,759. Non-Mandatory sales volume was \$31,072,378. Pending sales (figured on list price) were \$278,364,910. There were 697 pending sales processed.

### MANDATORY\* MLS PROPERTIES DECEMBER LEADERS

#### TOP TEN SALES

Andrew Graham, Avalon 24 Real Estate	\$3,297,500	Adam Salas, Professional Realty Services	\$1,173,920
Gayle Terry, Windermere Manito	2,834,527	Kathi Pate, Windermere Manito	1,135,000
Elizabeth Boykin, Keller Williams	1,780,625	Gayle Earling, Windermere Valley	1,053,320
Audrey Hiatt, Windermere Valley	1,750,000	Shannon Dayton, Professional Realty Services	1,031,700
Brian Zapotocky, Windermere Manito	1,680,882	Erik Dordal, Windermere City Group	1,027,500

#### TOP TEN LISTINGS SOLD

John Williams, Tomlinson Sotheby's Intrntl RE	\$3,000,000	Todd Grubb, Keller Williams	\$1,459,124
Brad Boswell, RE/MAX of Spokane	2,011,641	Kevin Appleton, Source Real Estate	1,278,000
Brandon Marchand, Keller Williams	1,712,150	Shannon Dayton, Professional Realty Services	1,270,000
Kevin McInnerney, Lexington Homes	1,637,488	Aaron Farr, 4 Degrees Real Estate	1,238,700
Jennifer Kaiser, Lexington Homes	1,501,684	Jennifer Clemens, Keller Williams	1,229,500

#### MOST SALES

Elizabeth Boykin, Keller Williams 4

#### MOST LISTINGS SOLD

Brandon Marchand, Keller Williams 6

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Gayle Terry, Windermere Manito	\$12,470,283	Patricia O'Callaghan, Century 21 Beutler	\$8,831,921
Tracy Penna, Windermere North	11,400,879	Erik Dordal, Windermere City Group	8,602,727
Isaac Lanctot, Keller Williams	10,279,976	Andrew Graham, Avalon 24 Real Estate	8,292,508
Shane Bangle, Professional Realty Services	9,237,068	Elizabeth Boykin, Keller Williams	8,264,725
Pam Fredrick, John L Scott Valley	9,085,563	Randy Wells, Windermere City Group	8,136,993

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Brad Boswell, RE/MAX of Spokane	\$18,327,285	David Reynolds, Source Real Estate	\$11,832,075
Brandon Marchand, Keller Williams	17,428,213	Tracy Penna, Windermere North	11,704,554
Seth Maefsky, Keller Williams	16,762,677	Gayle Terry, Windermere Manito	11,621,125
Ken Barcus, RE/MAX Select Assoc.	15,391,648	Suzy Dix, Windermere Manito	11,102,300
Aaron Farr, 4 Degrees Real Estate	13,849,850	Lisa Thome, John L. Scott, Inc.	10,818,603



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

### TOP TEN SALES

Barb Pielli, Professional Realty Services	\$500,000	Lori Allen, Engel & Volkers Spokane	\$350,000
Kathy Amistoso Main, RE/MAX of Spokane	470,000	Ryan Towner, LT Real Estate	317,500
Dallas Lightner, LT Real Estate	456,500	Chris Di Cicco, Keller Williams CDA	265,000
Jennifer Ivey, Tomlinson Sotheby's Intrntl RE	413,750	Jessica Newberry, Professional Realty Services	237,500
Kevin Scherer, Professional Realty Services	405,000	Shiela Rogan, Windermere Cornerstone	178,500

### TOP TEN LISTINGS SOLD

Jordan Tampien, 4 Degrees Real Estate	\$3,000,000	Joel Elgee, Avalon 24 Real Estate	\$652,500
Robert Jacobs II, Coldwell Banker Schneidmiller	1,550,000	Dale Smith, Coldwell Banker Tomlinson V	600,000
Joel Pearl, Joel Pearl Group	1,280,000	Mark Hensley, John L. Scott, Inc.	575,650
Karin Kasinger, United Country River Rock Realty	1,150,000	Darren Crossman, Keller Williams Colville	532,500
Luke Brown, Keller Williams CDA	687,500	Kathy Amistoso Main, RE/MAX of Spokane	470,000

## 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	2,742,000
Luke Brown, Keller Williams CDA	5,902,500	Dallas Lightner, LT Real Estate	1,944,000
Kathy Amistoso Main, RE/MAX of Spokane	4,012,500	Cory Barbieri, Goodale & Barbieri	1,900,000
Brenda Burk, Coldwell Banker Schneidmiller	3,183,712	Tanner Williams, Keller Williams CDA	1,712,250

### TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$30,901,850	Kevin Warner, Kestell Company	\$2,875,000
Jordan Tampien, 4 Degrees Real Estate	11,479,500	Joe Dinnison, John L. Scott, Inc.	2,833,125
Luke Brown, Keller Williams CDA	6,615,000	Chris Di Cicco, Keller Williams CDA	2,560,625
Joel Elgee, Avalon 24 Real Estate	5,287,535	Denny York, Coldwell Banker Tomlinson S	2,375,000
Brenda Burk, Coldwell Banker Schneidmiller	4,450,150	Patrick Libey, Avalon 24 Real Estate	1,936,000

\* 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.