



November 3, 2023

TOTAL MLS VOLUME FOR THE MONTH OF OCTOBER, 2023

Net Closed Volume for the month of October 2023 was \$279,654,604. There were 1,220 listings processed, 673 closed sales. Compared to last month, Net Closed Volume is down \$33,487,030. Listings are down 292, sales are down 47. Compared to last year, Net Closed Volume is down \$47,332,505. Listings are down 22, sales are down 63. Mandatory sales volume was \$257,275,208. Non-Mandatory sales volume was \$22,379,396. Pending sales (figured on list price) were \$336,882,350. There were 782 pending sales processed.

MANDATORY* MLS PROPERTIES OCTOBER LEADERS

TOP TEN SALES

Ross Hamilton, Redfin	\$1,380,750	Tanya Starkel, Keller Williams Spokane	\$930,000
Marie Pence, Windermere North	1,112,149	Tye Scott, Avalon 24 Real Estate	885,000
Andrea Cracchiolo, New Home Star Washington	1,027,274	Kylene Emery, American R.E. Associates	816,647
Melissa Tetreault, Professional Realty Services	1,009,000	Luke Raynor, Realty One Group Eclipse	780,250
Michael Dorsey, Windermere North	936,300	Laura Zahn, Windermere North	775,000

TOP TEN LISTINGS SOLD

Charlie Halstead, Berkshire Hathaway Jacklin	\$2,548,045	Marcy Mongan, Windermere Manito	\$1,234,750
Todd Spencer, Avalon 24 Real Estate	1,506,975	Brad Boswell, RE/MAX of Spokane	1,149,945
Heidi Bollum, Windermere City Group	1,412,500	Desiree Renshaw, eXp Realty	1,139,500
Andrea Cracchiolo, New Home Star Washington	1,410,782	Kyleigh Carbon, D.R. Horton America's Builder	1,132,317
Michel Pitts, RE/MAX Select Associates	1,409,500	Kristi Green, Greenstone Real Estate	1,067,725

MOST SALES

Ross Hamilton, Redfin 3

MOST LISTINGS SOLD

Charlie Halstead, Berkshire Hathaway Jacklin 5.75

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Tracy Penna, Windermere North	\$9,065,183	Melissa Murphy, Prime Real Estate Group	\$5,538,712
Nichole Andreasen, 4 Degrees Real Estate	7,181,850	Gayle Terry, Windermere Manito	5,354,500
Tanya Starkel, Keller Williams Spokane	7,157,054	Rebecca Flaherty, John L. Scott Valley	5,311,175
Steve Wright, Redfin	6,666,610	Erik Dordal, Windermere City Group	5,201,457
Ryan Fowler, eXp Realty	5,967,914	Mollie Sweat, Coldwell Banker Tomlinson	5,073,604

TOP TEN LISTINGS SOLD YEAR TO DATE

Brad Boswell, RE/MAX of Spokane	\$14,185,776	Seth Maefsky, Keller Williams Coeur d'Alene	\$8,139,514
Brandon Marchand, Keller Williams Spokane	11,207,375	Todd Spencer, Avalon 24 Real Estate	7,445,067
Kyleigh Carbon, D.R. Horton America's Builder	9,834,650	Charlie Halstead, Berkshire Hathaway Jacklin	7,358,770
Kristi Green, Greenstone Real Estate	9,445,545	Jeremy Nichols, Greenstone Real Estate	7,294,734
Nichole Andreasen, 4 Degrees Real Estate	9,227,138	Tracy Penna, Windermere North	7,098,364



November 3, 2023

NON- MANDATORY** MLS PROPERTIES OCTOBER LEADERS

TOP TEN SALES

Jeff Hornberger, The Hornberger Group	\$3,919,500	John Wheeler, eXp Realty	\$235,000
Jennifer Ivey, Tomlinson Sotheby's Intrntl RE	750,000	Connie Smith, Kelly Right Real Estate	207,500
Steven Cox, eXp Realty	475,000	Krystal Kimball, eXp Realty	187,500
Luke Brown, Keller Williams Coeur d'Alene	427,500	Joel Pearl, Joel Pearl Group	145,000
Josie Krahn, Windermere Liberty Lake	330,000	Lizzy Sartin, John L. Scott, Inc.	122,500

TOP TEN LISTINGS SOLD

Jordan Tampien, 4 Degrees Real Estate	\$3,919,500	Dawn Porter, Keller Williams Spokane	\$399,500
Luke Brown, Keller Williams Coeur d'Alene	2,282,500	Stacy Jacobsen, Coldwell Banker Tomlinson	337,250
Mary Ann Jones, Keller Williams Spokane	475,000	Joel Pearl, Joel Pearl Group	276,000
Charlie Halstead, Berkshire Hathaway Jacklin	442,600	Grace Chiquette, Stimulus Realty	235,000
Cassandra Mummey, Berkshire Hathaway Jacklin	442,600	Kristina Northcutt, John L. Scott	215,000

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Jordan Tampien, 4 Degrees Real Estate	\$15,880,000	Monique Thielman, Century 21 Waterfront	\$1,138,000
Joe Dinnison, John L. Scott, Inc.	5,332,407	Karl Wilkinson, Kelly Right Real Estate	1,130,000
Jeff Hornberger, The Hornberger Group	3,942,000	Leonard Christian, Professional Realty Services	1,087,500
Luke Brown, Keller Williams Coeur d'Alene	1,564,450	Farrah Kaufman, Professional Realty Services	1,062,500
Khalil Beznaiguia, Windermere Manito	1,562,500	Scott Smith, Windermere Coeur d'Alene	1,062,500

TOP TEN LISTINGS SOLD YEAR TO DATE

Jordan Tampien, 4 Degrees Real Estate	\$33,674,500	Joel Elgee, Avalon 24 Real Estate	\$2,731,700
Joel Pearl, Joel Pearl Group	10,124,250	Brenda Burk, Coldwell Banker Schneidmiller	2,469,000
Luke Brown, Keller Williams Coeur d'Alene	6,364,450	Lisa Ciraulo, eXp Realty	1,672,480
Aaron Farr, 4 Degrees Real Estate	4,175,000	Khalil Beznaiguia, Windermere Manito	1,200,000
Dayna Chisum, Windermere Valley	3,250,000	Samantha Dallas, Windermere Valley	1,130,000

* 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.