



December 15, 2023

TOTAL MLS VOLUME FOR THE MONTH OF NOVEMBER, 2023

Net Closed Volume for the month of November 2023 was \$228,474,094. There were 1,073 listings processed, 544 closed sales. Compared to last month, Net Closed Volume is down \$51,180,510. Listings are down 147, sales are down 129. Compared to last year, Net Closed Volume is down \$169,160,035. Listings are up 132, sales are down 453. Mandatory sales volume was \$213,971,604. Non-Mandatory sales volume was \$14,502,490. Pending sales (figured on list price) were \$242,499,774. There were 627 pending sales processed.

MANDATORY* MLS PROPERTIES NOVEMBER LEADERS

TOP TEN SALES

| | | | |
|---|-------------|--|-----------|
| Lisa Thome, John L. Scott, Inc. | \$1,394,750 | John Baker, Century 21 Beutler & Assoc. | \$819,500 |
| Rebecca Flaherty, John L. Scott Valley | 1,157,500 | Rheannon Androckitis, Windermere Valley | 772,500 |
| Elizabeth Boykin, Keller Williams Spokane | 1,139,497 | Brynn Rea, Redfin | 762,500 |
| Mike Bass, Century 21 Beutler & Assoc. | 1,006,000 | Lee Ferrari, Redfin | 734,000 |
| Jodi, Hoffman, John L. Scott Valley | 855,000 | Chris Ennis, Century 21 Beutler & Assoc. | 728,147 |

TOP TEN LISTINGS SOLD

| | | | |
|--|-------------|--|-------------|
| Charlie Halstead, Berkshire Hathaway Jacklin | \$2,492,350 | BethAnn Long, RE/MAX of Spokane | \$1,041,250 |
| Lisa Thome, John L. Scott, Inc. | 1,990,000 | Mike Bass, Century 21 Beutler & Assoc. | 972,500 |
| Kristi Green, Greenstone Real Estate | 1,411,812 | Brad Boswell, RE/MAX of Spokane | 923,628 |
| Jessica Sale, Realty One Group Eclipse | 1,232,700 | Tracy Penna, Windermere North | 851,500 |
| Aaron Farr, 4 Degrees Real Estate | 1,135,250 | Kristi Morris, Windermere Manito | 840,000 |

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

| | | | |
|--|--------------|---|-------------|
| Tracy Penna, Windermere North | \$10,000,183 | Ryan Fowler, eXp Realty | \$6,372,864 |
| Tanya Starkel, Keller Williams Spokane | 7,868,554 | Elizabeth Boykin, Keller Williams Spokane | 6,055,669 |
| Nichole Andreasen, 4 Degrees Real Estate | 7,706,299 | Lee Ferrari, Redfin | 5,742,500 |
| Steve Wright, Redfin | 7,304,102 | Lisa Thome, John L. Scott, Inc. | 5,724,650 |
| Rebecca Flaherty, John L. Scott Valley | 6,468,675 | Erik Dordal, Windermere City Group | 5,633,932 |

TOP TEN LISTINGS SOLD YEAR TO DATE

| | | | |
|---|--------------|---|-------------|
| Brad Boswell, RE/MAX of Spokane | \$15,109,404 | Jeremy Nichols, Greenstone Real Estate | \$9,324,855 |
| Brandon Marchand, Keller Williams Spokane | 11,814,375 | Nichole Andreasen, 4 Degrees Real Estate | 9,227,138 |
| Kristi Green, Greenstone Real Estate | 10,857,357 | Seth Maefsky, Keller Williams Coeur d'Alene | 8,400,514 |
| Kyleigh Carbon, D.R. Horton America's Builder | 10,364,093 | Todd Spencer, Avalon 24 Real Estate | 7,969,516 |
| Charlie Halstead, Berkshire Hathaway Jacklin | 9,851,120 | Tracy Penna, Windermere North | 7,949,864 |



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NON- MANDATORY** MLS PROPERTIES NOVEMBER LEADERS

TOP TEN SALES

| | | | |
|---|-----------|---|-----------|
| Cody Irons, Coldwell Banker Tomlinson | \$312,500 | Robert McClintock, Keller Williams Colville | \$117,500 |
| Natalia Seefeldt, Regal Real Estate | 275,000 | Scarlet Tavone, eXp Realty | 110,000 |
| Dallas Becker, Windermere North | 188,375 | Kyle Taylor, Deese Real Estate | 75,000 |
| Mark Hensley, John L. Scott, Inc. | 183,500 | BranDen Tipton, Century 21 Beutler & Assoc. | 72,495 |
| Theresa Waldo, Keller Right Real Estate | 162,500 | Christal Gillo, 4 Degrees Colville | 67,500 |

TOP TEN LISTINGS SOLD

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|---|-------------|---|-----------|
| Joel Pearl, Joel Pearl Group | \$1,500,000 | Luke Brown, Keller Williams Coeur d'Alene | \$289,000 |
| Brenda Burk, Coldwell Banker Schneidmiller | 1,021,250 | Natalia Seefeldt, Regal Real Estate | 275,000 |
| Lisa Dillon, Coldwell Banker Schneidmiller | 1,021,250 | Crissy Schinmann, Keller Williams Coeur d'Alene | 203,500 |
| Brandt Hay, Coldwell Banker Schneidmiller | 665,000 | Mark Hensley, John L. Scott, Inc. | 183,500 |
| Heather Larson, Keller Williams Coeur d'Alene | 345,000 | Theresa Waldo, Keller Right Real Estate | 162,500 |

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

| | | | |
|---|--------------|---|-------------|
| Jordan Tampien, 4 Degrees Real Estate | \$15,880,000 | Khalil Beznaiguia, Windermere Manito | \$1,562,500 |
| Monique Thielman, Century 21 Waterfront | 5,861,750 | Bill Fanning, Century 21 Waterfront | 1,423,125 |
| 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 |

TOP TEN LISTINGS SOLD YEAR TO DATE

| | | | |
|--|--------------|---|-------------|
| Jordan Tampien, 4 Degrees Real Estate | \$33,674,500 | Dayna Chisum, Windermere Valley | \$3,250,000 |
| Joel Pearl, Joel Pearl Group | 11,624,250 | Joel Elgee, Avalon 24 Real Estate | 2,742,200 |
| Luke Brown, Keller Williams Coeur d'Alene | 6,653,450 | Lisa Ciraulo, eXp Realty | 1,871,730 |
| Aaron Farr, 4 Degrees Real Estate | 4,175,000 | Bill Fanning, Century 21 Waterfront | 1,423,125 |
| Brenda Burk, Coldwell Banker Schneidmiller | 3,490,250 | Monique Thielman, Century 21 Waterfront | 1,315,500 |

* 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.