



May 3, 2024

## TOTAL MLS VOLUME FOR THE MONTH OF APRIL 2024

Net Closed Volume for the month of April, 2024 was \$310,950,626. There were 1,686 listings processed, 698 closed sales. Compared to last month, Net Closed Volume is up \$49,960,979. Listings are up 378, sales are up 96. Compared to last year, Net Closed Volume is up \$60,821,538. Listings are up 253, sales are up 92. Mandatory sales volume was \$286,095,626. Non-Mandatory sales volume was \$24,854,600. Pending sales (figured on list price) were \$502,105,040. There were 1,119 pending sales processed.

### MANDATORY\* MLS PROPERTIES APRIL LEADERS

#### TOP TEN SALES

Kathi Pate, Windermere Manito	\$1,432,000	Kim Hynes, Windermere Valley	\$1,085,500
Courtney Moczulski, REAL Broker	1,350,000	Isaac Lanctot, Heart and Homes NW Realty	1,079,825
Robert Bond, eXp Realty	1,204,975	Rebecca Flaherty, John L. Scott Valley	1,035,000
Bill Davis, RE/MAX Northwest	1,187,500	Aaron Farr, REAL Broker	1,017,500
Nathalie Batty, Redfin	1,171,022	Samara Behler, eXp Realty	963,450

#### TOP TEN LISTINGS SOLD

Charlie Halstead, Berkshire Hathaway Jacklin	\$2,585,750	Natasha Palmer, DR Horton America's Builder	\$1,417,398
Susan Andrews, New Home Star Washington	2,172,500	Lilia Vasyukhnevich, DR Horton America's Builder	1,417,398
Steve James, 4 Degrees Real Estate	1,881,250	Todd Spencer, Coldwell Banker Tomlinson	1,272,100
Shane Delaney, Coldwell Banker Tomlinson	1,666,250	Joell Watchorn, DR Horton America's Builder	1,254,251
Steve Jones, Windermere Valley	1,643,900	Shannon Grady, DR Horton America's Builder	1,221,074

#### MOST SALES

Robert Bond, eXp Realty 3

#### MOST LISTINGS SOLD

Charlie Halstead, Berkshire Hathaway Jacklin 5

### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Aaron Farr, REAL Broker	\$2,384,872	Kathryn McInturff, eXp Realty	\$2,029,249
Tanya Starkel, REAL Broker	2,326,934	Kathi Pate, Windermere Manito	2,013,750
Steve James, 4 Degrees Real Estate	2,224,500	Marie Pence, Windermere North	1,922,450
Rebecca Flaherty, John L. Scott Valley	2,125,250	Haydn Halsted, REAL Broker	1,903,974
Justin Thoet, Haven Real Estate Group	2,069,946	Bill Davis, RE/MAX Northwest	1,890,250

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Charlie Halstead, Berkshire Hathaway Jacklin	\$8,630,075	Natasha Palmer, DR Horton America's Builder	\$3,767,910
Jeremy Nichols, Greenstone Real Estate	6,588,330	Lilia Vasyukhnevich, DR Horton America's Builder	3,767,910
Joell Watchorn, DR Horton America's Builder	5,395,479	Brandon Marchand, Keller Williams Spokane	3,410,050
Shawn Lembcke, DR Horton America's Builder	4,538,802	Kira Roberts, DR Horton America's Builder	3,283,199
Susan Andrews, New Home Star Washington	4,302,520	Shannon Grady, DR Horton America's Builder	3,136,511



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**NON- MANDATORY\*\* MLS PROPERTIES  
APRIL LEADERS**

**TOP TEN SALES**

Gene Arger, G. Arger Company	\$2,250,000	Blake Nelson, REAL Broker	\$162,500
Stacey Leech, Coldwell Banker Schneidmiller	795,000	Tiffany Ferraro, Amplify Real Estate Services	157,500
Jessica Morales, eXp Realty	387,500	Amy Rains, Professional Realty Services	117,500
Stuart Prey, Prime Real Estate Group	332,500	Ken Husby, Professional Realty Services	109,700
Dylan Ledbetter, Windermere Liberty Lake	232,450	Ned Duffy, Kelly Right Real Estate	74,950

**TOP TEN LISTINGS SOLD**

Joel Pearl, Joel Pearl Group	\$2,935,000	Jessica Morales, eXp Realty	\$387,500
Gene Arger, G. Arger Company	2,250,000	Dennis Higgins, Kelly Right Real Estate	332,500
Joel Elgee, Avalon 24 Real Estate	1,324,950	Karen O'Donnell, Coldwell Banker Tomlinson	275,000
Luke Brown, Keller Williams Coeur d'Alene	1,295,000	Katy Yoder, Exit Real Estate Professionals	219,500
Eric Johnson, Century 21 Beutler & Assoc.	522,500	Ron Snyder, Windermere Kettle Falls	215,000

**YEAR TO DATE LEADERS**

**TOP TEN SALES YEAR TO DATE**

Gene Arger, G. Arger Company	\$2,975,000	Nolan Crossley, Keller Williams Coeur d'Alene	\$447,500
Adam Salas, eXp Realty	1,797,500	Joel Pearl, Joel Pearl Group	437,500
Darryl Gardner, Live Real Estate	1,500,000	Cynthia Upp, Coldwell Banker Tomlinson	437,500
Stacey Leech, Coldwell Banker Schneidmiller	795,000	Brian Zapotocky, Windermere Manito	402,375
Jim Orcutt, NAI Black	587,500	Jessica Morales, eXp Realty	387,500

**TOP TEN LISTINGS SOLD YEAR TO DATE**

Joel Pearl, Joel Pearl Group	\$6,172,500	Dallas Lightner, LT Real Estate	\$1,311,188
Gene Arger, G. Arger Company	2,975,000	Ryan Towner, LT Real Estate	1,311,188
Luke Brown, Keller Williams Coeur d'Alene	2,645,000	Natalie Hudson, Live Real Estate	587,500
Joel Elgee, Avalon 24 Real Estate	1,642,450	Bill Fanning, Century 21 Waterfront	567,000
Steve Jones, Windermere Valley	1,500,000	Eric Johnson, Century 21 Beutler & Assoc.	522,500

\* The mandatory reports will now include all Residential properties in the service area of the SR/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.