



October 4, 2024

TOTAL MLS VOLUME FOR THE MONTH OF SEPTEMBER, 2024

Net Closed Volume for the month of September, 2024 was \$317,391,602. There were 1,480 listings processed, 742 closed sales. Compared to last month, Net Closed Volume is down \$36,131,664. Listings are down 107, sales are down 48. Compared to last year, Net Closed Volume is up \$4,249,968. Listings are down 32, sales are up 22. Mandatory sales volume was \$304,182,503. Non-Mandatory sales volume was \$13,209,099. Pending sales (figured on list price) were \$397,275,069. There were 930 pending sales processed.

MANDATORY* MLS PROPERTIES SEPTEMBER LEADERS

TOP TEN SALES

| | | | |
|--|-------------|--|-----------|
| Tim Olsen, John L. Scott Valley | \$1,448,662 | Nathalie Batty, Redfin | \$974,975 |
| Erik Dordal, Windermere City Group | 1,353,750 | Mandy Berner, Berkshire Hathaway Home Services | 950,000 |
| Rebecca Flaherty, John L. Scott Valley | 1,135,000 | Brandi Graham-Snow, Windermere North | 941,475 |
| Pam Fredrick, John L. Scott Valley | 1,027,425 | Chelsey Graves, Coldwell Banker Tomlinson | 938,750 |
| Kathryn McInturff, eXp Realty | 989,997 | John Leland, Upward Advisors | 910,450 |

TOP TEN LISTINGS SOLD

| | | | |
|---|-------------|--|-------------|
| Phillip Greene, D.R. Horton America's Builder | \$2,382,989 | Tina Craig, Windermere City Group | \$1,023,000 |
| Joel Elgee, Avalon 24 Real Estate | 1,975,000 | Heidi Bollum, Windermere City Group | 1,015,865 |
| Andrew Graham, Avalon 24 Real Estate | 1,459,417 | Tye Scott, Avalon 24 Real Estate | 1,008,500 |
| Kristi Green, Greenstone Real Estate | 1,349,945 | Kathryn McInturff, eXp Realty | 960,000 |
| Tracy Penna, Windermere North | 1,214,555 | Tyler Bonner, New Home Star Washington | 956,564 |

MOST SALES

| | |
|---|-----|
| Tina Craig, Windermere City Group | 2.5 |
| Elizabeth Daugherty, Professional Realty Services | 2.5 |
| Erik Dordal, Windermere City Group | 2.5 |
| Jeff Hunsaker, Windermere North/Deer Park | 2.5 |

MOST LISTINGS SOLD

| | |
|---|------|
| Phillip Greene, D.R. Horton America's Builder | 5.25 |
|---|------|

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

| | | | |
|--|-------------|---|-------------|
| Desiree Renshaw, eXp Realty | \$8,594,539 | Elizabeth Boykin, Keller Williams Spokane | \$5,672,633 |
| Rebecca Flaherty, John L. Scott Valley | 8,168,000 | Randy Wells, Windermere City Group | 5,627,962 |
| Haydn Halsted, REAL Broker | 6,274,701 | Tanya Starkel, REAL Broker | 5,224,934 |
| Erik Dordal, Windermere City Group | 6,153,037 | Pam Fredrick, John L. Scott Valley | 4,961,929 |
| Gayle Terry, Windermere Manito | 5,713,125 | Aaron Farr, REAL Broker | 4,808,597 |

TOP TEN LISTINGS SOLD YEAR TO DATE

| | | | |
|---|--------------|---|-------------|
| Phillip Greene, D.R. Horton America's Builder | \$18,018,192 | Gayle Terry, Windermere Manito | \$8,032,403 |
| Brad Boswell, RE/MAX of Spokane | 11,601,966 | Joell Watchorn, D.R. Horton America's Builder | 7,523,206 |
| Jeremy Nichols, Greenstone Real Estate | 10,187,230 | Kristi Green, Greenstone Real Estate | 7,013,812 |
| Charlie Halstead, Berkshire Hathaway Jacklin | 9,800,625 | Patricia O'Callaghan, Century 21 Beutler & Assoc. | 6,812,866 |
| Brandon Marchand, Keller Williams Spokane | 8,706,650 | Eric Gonzalez, Berkshire Hathaway Jacklin | 6,635,073 |



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NON- MANDATORY MLS PROPERTIES
SEPTEMBER LEADERS**

TOP TEN SALES

| | | | |
|---|-----------|--|-----------|
| Margaret Woehlert, John L. Scott Valley | \$430,000 | Eric Peterson, Keller Williams Spokane | \$315,000 |
| Ryan Towner, LT Real Estate | 347,500 | Rachel Moore, Professional Realty Services | 310,000 |
| Collin Kelley, eXp Realty | 332,500 | Lenae Thornton, Keller Williams Spokane | 262,500 |
| Chris DiCicci, RE/MAX Centennial | 320,000 | Nick Salzwedel, Amplify Real Estate Services | 237,500 |
| Nicole Malubay, Windermere City Group | 319,500 | Luke Brown, Keller Williams Coeur d'Alene | 182,500 |

TOP TEN LISTINGS SOLD

| | | | |
|---|-----------|--|-----------|
| Luke Brown, Keller Williams Coeur d'Alene | \$965,000 | Mark Jones, Windermere North | \$347,500 |
| Jill Klinke, Windermere Manito | 562,500 | Eric Peterson, Keller Williams Spokane | 315,000 |
| Joel Pearl, Joel Pearl Group | 527,625 | Rachel Moore, Professional Realty Services | 310,000 |
| Margaret Woehlert, John L. Scott Valley | 430,000 | LaVerne Day, North Country Realty | 283,000 |
| Melissa Murphy, Prime Real Estate Group | 354,750 | Dallas Lightner, LT Real Estate | 225,250 |

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

| | | | |
|--|-------------|---|-----------|
| Gene Arger, G. Arger Company | \$3,188,750 | Robyn Westergard, Westergard Real Estate | \$948,500 |
| Adam Salas, eXp Realty | 1,797,500 | Ryan Towner, LT Real Estate | 922,500 |
| Darryl Gardner, Live Real Estate | 1,500,000 | Stacey Leech, Coldwell Banker Schneidmiller | 795,000 |
| Emily Maximus, Haven Real Estate Group | 1,250,000 | Kadee Gittel, eXp Realty | 712,500 |
| Joel Pearl, Joel Pearl Group | 996,450 | Reed Wilson, eXp Realty | 705,000 |

TOP TEN LISTINGS SOLD YEAR TO DATE

| | | | |
|---|--------------|--|-------------|
| Joel Pearl, Joel Pearl Group | \$11,201,300 | Ryan Towner, LT Real Estate | \$2,212,271 |
| Luke Brown, Keller Williams Coeur d'Alene | 6,161,750 | Joel Elgee, Avalon 24 Real Estate | 1,852,450 |
| Gene Arger, G. Arger Company | 3,188,750 | Nick Salzwedel, Amplify Real Estate Services | 1,600,000 |
| Steve Jones, Windermere Valley | 2,212,500 | Brenda Burk, Coldwell Banker Schneidmiller | 1,358,250 |
| Dallas Lightner, LT Real Estate | 2,212,271 | Chris Ennis, Century 21 Beutler & Assoc. | 1,305,500 |

* 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.