



February 7, 2025

**ARE YOU ADVERTISING PROPERTIES ON SOCIAL MEDIA THAT ARE NOT LISTED IN THE MLS?**

**Section 1.01 CLEAR COOPERATION.** Within one (1) business day of Marketing a property to the public, the listing Participant must submit the listing to the Association for cooperation with other Participants. **Public “Marketing” includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks and applications available to the general public (social media), this applies even if you don’t list the address and/or the price.**

**Note:** Exclusive listing information for required property types must be filed and distributed to other Participants for cooperation under the clear cooperation policy. This applies to listing filed under Section 1.1 and listings exempt from distribution under Section 1.4, and any other situation where the listing Participant is publicly Marketing an exclusive listing that is required to be filed with the Association and is not currently available to other Participants.

As set out in the [Real Estate Advertising Guidelines](#) by Washington State Department of Licensing, “Industry professionals may only advertise property for sale or lease, or properties that have been sold or leased, when they have written authorization from the owner or the owner’s lawful representative.”

**TOTAL MLS VOLUME FOR THE MONTH OF JANUARY 2025**

Net Closed Volume for the month of January 2025 was \$219,007,096. There were 1,487 listings processed, 509 closed sales. Compared to last month, Net Closed Volume is down \$52,756,193. Listings are up 831, sales are down 76. Compared to last year, Net Closed Volume is up \$60,037,893. Listings are up 282, sales are up 96. Mandatory sales volume was \$209,158,663. Non-Mandatory sales volume was \$9,848,433. Pending sales (figured on list price) were \$319,966,630. There were 800 pending sales processed.

**MANDATORY\* MLS PROPERTIES  
JANUARY LEADERS**

**TOP TEN SALES**

Marie Pence, Windermere North	\$2,087,450	Pat Kostecka, Amplify Real Estate Services	\$1,232,494
Rob Hudkins, REAL Broker	1,438,945	Cate Moye, Windermere Valley	1,164,500
Rebecca Flaherty, John L. Scott Valley	1,402,500	Marcy Singleton, Keller Williams Spokane	1,089,575
Brad Boswell, RE/MAX of Spokane	1,321,228	Kathi Pate, Windermere Manito	1,048,300
Monique Thielman, CENTURY 21 Waterfront	1,250,000	Debbie Battaglia, Keller Williams Spokane	950,000

**TOP TEN LISTINGS SOLD**

Jennifer Strandberg, D.R. Horton America’s Builder	\$1,986,130	Monique Thielman, CENTURY 21 Waterfront	\$1,406,000
Brad Boswell, RE/MAX of Spokane	1,903,621	Brandon Marchand, Keller Williams Spokane	1,199,450
Lauren Apostol, Lennar Northwest	1,864,826	Rob Hudkins, REAL Broker	1,176,445
Dean McConnachie, Tomlinson Sotheby’s Intrntl RE	1,850,000	Kristi Green, Greenstone Real Estate	1,093,618
Kyle Krug, John L. Scott, Inc.	1,417,000	Seth Maefsky, Keller Williams Coeur d’Alene	1,046,500

**MOST SALES**

Rebecca Flaherty, John L. Scott Valley	3
Nick Grishko, Kelly Right Real Estate	3

**MOST LISTINGS SOLD**

Jennifer Strandberg, D.R. Horton America’s Builder	4.5
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**NON- MANDATORY\*\* MLS PROPERTIES  
JANUARY LEADERS**

**TOP TEN SALES**

Joel Pearl, Joel Pearl Group	\$400,000	Cassandra Becker, Katz Realty	\$165,000
Jessie Crye, Savant Realty	290,000	Tiffany Schmidt, John L. Scott Valley	162,500
Luke Brown, REAL Broker	256,500	Leif Tangvald, Kelly Right Real Estate	121,500
Cody Fenske, eXp Realty	207,500	Heather Taylor, Live Real Estate	115,000
Mike Graham, Plese Realty	166,250	Laura Branning, EXIT Real Estate Professionals	95,000

**TOP TEN LISTINGS SOLD**

Jonathan Bich, Coldwell Banker Tomlinson	\$610,000	Luke Brown, REAL Broker	\$256,500
Joel Pearl, Joel Pearl Group	400,000	Chris Bornhoft, Bornhoft Commercial	222,121
Jessie Crye, Savant Realty	290,000	Marianne Bornhoft, REAL Broker	222,121
Cody Kerr, Coldwell Banker Tomlinson	269,000	Patrick Libey, Avalon 24 Real Estate	207,500
Mary Butler, Professional Realty Services	262,500	Sheri Tilton, RE/MAX of Spokane	200,000

\* 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.