



April 5, 2024

TOTAL MLS VOLUME FOR THE MONTH OF MARCH 2024

Net Closed Volume for the month of March 2024 was \$260,989,647. There were 1,308 listings processed, 602 closed sales. Compared to last month, Net Closed Volume is up \$40,778,911. Listings are up 238, sales are up 135. Compared to last year, Net Closed Volume is up \$4,040,138. Listings are down 11, sales are down 34. Mandatory sales volume was \$239,126,398. Non-Mandatory sales volume was \$21,863,249. Pending sales (figured on list price) were \$440,038,231. There were 975 pending sales processed.

MANDATORY* MLS PROPERTIES MARCH LEADERS

TOP TEN SALES

Tanya Starkel, REAL Broker	\$1,207,400	Stephanie Peterson, Windermere City Group	\$932,500
Kari Aquino-Hayes, John L. Scott, Inc.	1,807,450	Desiree Renshaw, eXp Realty	926,000
Kelli Johnson, Home Sales Spokane	1,049,247	Roger Williamson, Windermere Valley	844,611
Pam Fredrick, John L. Scott Valley	1,003,179	Kyle Krug, John L. Scott, Inc.	822,950
Marie Pence, Windermere North	947,500	Aaron Beal, Keller Williams Spokane	817,495

TOP TEN LISTINGS SOLD

Joell Watchorn, D.R. Horton America's Builder	\$2,493,619	Brandon Marchand, Keller Williams Spokane	\$1,433,975
Charlie Halstead, Berkshire Hathaway Jacklin	1,999,775	Kyleigh Carbon, D.R. Horton America's Builder	1,419,260
Shawn Lembcke, D.R. Horton America's Builder	1,997,902	Patricia O'Callaghan, Century 21 Beutler & Assoc.	1,161,950
Kira Roberts, D.R. Horton America's Builder	1,567,507	Gayle Terry, Windermere Manito	1,108,603
Jeremy Nichols, Greenstone Real Estate	1,458,024	Todd Spencer, Avalon 24 Real Estate	1,008,994

MOST SALES

Kelli Johnson, Home Sales Spokane 2.5

MOST LISTINGS SOLD

Joell Watchorn, D.R. Horton America's Builder 5

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Tanya Starkel, REAL Broker	\$1,994,437	Elizabeth Boykin, Keller Williams Spokane	\$1,503,965
Marie Pence, Windermere North	1,759,950	Kyle Krug, John L. Scott, Inc.	1,478,950
Justin Thoet, Haven Real Estate	1,612,449	Desiree Renshaw, eXp Realty	1,459,250
Chase Baxter, 4 Degrees Real Estate	1,564,449	Olivia Bone, Windermere Valley	1,434,495
Erik Dordal, Windermere City Group	1,512,497	Stacey Leech, Coldwell Banker Schneidmiller	1,425,960

TOP TEN LISTINGS SOLD YEAR TO DATE

Charlie Halstead, Berkshire Hathaway Jacklin	\$5,815,350	Sharla Jones, Greenstone Real Estate	\$2,748,533
Jeremy Nichols, Greenstone Real Estate	5,073,411	Kira Roberts, D.R. Horton America's Builder	2,616,894
Joell Watchorn, D.R. Horton America's Builder	3,609,257	Kyleigh Carbon, D.R. Horton America's Builder	2,469,899
Shawn Lembcke, D.R. Horton America's Builder	3,418,409	Susan Andrews, New Home Star Washington	2,130,320
Brandon Marchand, Keller Williams Spokane	2,887,175	Gayle Terry, Windermere Manito	1,891,103



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NON-MANDATORY MLS PROPERTIES
MARCH LEADERS**

TOP TEN SALES

Darryl Gardner, Live Real Estate	\$1,500,000	Cody Abbott, Best Choice Realty	\$274,500
Joel Pearl, Joel Pearl Group	437,500	Barb Pielli, Bornhoft Commercial	240,000
Brian Zapotocky, Windermere Manito	402,375	Christal Gillo, 4 Degrees Colville	227,450
Rick Woodbury, Coldwell Banker Tomlinson	375,000	Kyle Andrews, Silvercreek Realty Group	224,500
Jessica Smith, eXp Realty Branch	275,000	Douglas Byrd, Byrd Real Estate Group	200,000

TOP TEN LISTINGS SOLD

Joel Pearl, Joel Pearl Group	\$3,237,500	Rick Woodbury, Coldwell Banker Tomlinson	\$375,000
Steve Jones, Windermere Valley	1,500,000	Elizabeth Sorensen, Haven Real Estate Group	274,500
Dallas Lightner, LT Real Estate	1,063,688	Barb Pielli, Bornhoft Commercial	240,000
Ryan Towner, LT Real Estate	1,063,688	Michel Pitts, RE/MAX Select Associates	227,450
Luke Brown, Keller Williams Coeur d'Alene	1,032,500	Shelly Weiland, Coldwell Banker Tomlinson	224,500

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Adam Salas, eXp Realty Branch	\$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
Gene Arger, G. Arger Company	725,000	Brian Zapotocky, Windermere Manito	402,375
Jim Orcutt, NAI Black	587,500	Rick Woodbury, Coldwell Banker Tomlinson	375,000
Nolan Crossley, Keller Williams Coeur d'Alene	447,500	David Lawrence, Windermere North	345,000

TOP TEN LISTINGS SOLD YEAR TO DATE

Joel Pearl, Joel Pearl Group	\$3,237,500	Gene Arger, G. Arger Company	\$725,000
Steve Jones, Windermere Valley	1,500,000	Natalie Hudson, Live Real Estate	587,500
Luke Brown, Keller Williams Coeur d'Alene	1,350,000	Crissy Schinmann, Keller Williams Coeur d'Alene	447,500
Dallas Lightner, LT Real Estate	1,248,688	Cynthia Upp, Coldwell Banker Tomlinson	437,500
Ryan Towner, LT Real Estate	1,248,688	Rick Woodbury, Coldwell Banker Tomlinson	375,000

* 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.