



## January 10, 2025

### TOTAL MLS VOLUME FOR THE MONTH OF DECEMBER 2024

Net Closed Volume for the month of December 2024 was \$271,763,289. There were 656 listings processed, 585 closed sales. Compared to last month, Net Closed Volume is down \$6,969,031. Listings are down 318, sales are down 64. Compared to last year, Net Closed Volume is up \$46,129,159. Listings are down 2, sales are up 11. Mandatory sales volume was \$256,863,939. Non-Mandatory sales volume was \$14,899,350. Pending sales (figured on list price) were \$273,334,523. There were 626 pending sales processed.

### MANDATORY\* MLS PROPERTIES DECEMBER LEADERS

#### TOP TEN SALES

Kurt Antone Burgan, Haven Real Estate Group	\$4,900,275	Colton Vining, C-21 Kelly Davis	\$1,102,000
Pam Fredrick, John L. Scott Valley	2,941,188	Drew Fischer, Amplify Real Estate Services	985,000
Elizabeth Boykin, Keller Williams Spokane	1,461,500	Lisa Thome, John L. Scott, Inc.	901,000
Cheyenne Tate, Berkshire Hathaway Jacklin	1,355,000	Kevin Jones, Keller Williams Spokane	861,516
Emiley Rios, eXp Realty	1,266,881	Teresa Van Dyke, Realty One Group Eclipse	857,500

#### TOP TEN LISTINGS SOLD

Joel Elgee, Avalon 24 Real Estate	\$4,214,700	Lauren Apostol, Lennar Northwest	\$1,333,350
Phillip Greene, DR Horton America's Builder	1,863,616	Elizabeth Boykin, Keller Williams Spokane	1,308,250
Suzy Dix, Windermere Manito	1,700,000	Brandon Marchand, Keller Williams Spokane	1,284,950
Brad Boswell, RE/MAX of Spokane	1,575,474	Steve Jones, Windermere Valley	1,090,500
Cheyenne Tate, Berkshire Hathaway Jacklin	1,355,000	Desiree Renshaw, eXp Realty	1,056,000

#### MOST SALES

Elizabeth Boykin, Keller Williams Spokane	2.5
Barbara Frye, Amplify Real Estate Services	2.5
Emiley Rios, eXp Realty	2.5

#### MOST LISTINGS SOLD

Phillip Greene, DR Horton America's Builder	4.5
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### YEAR TO DATE LEADERS

#### TOP TEN SALES YEAR TO DATE

Desiree Renshaw, eXp Realty	\$10,570,539	Randy Wells, Windermere City Group	\$7,125,712
Rebecca Flaherty, John L. Scott Valley	9,012,450	Erik Dordal, Windermere City Group	7,066,537
Pam Fredrick, John L. Scott Valley	8,840,617	Haydn Halsted, REAL Broker	7,009,201
Kurt Antone Burgan, Haven Real Estate Group	8,813,242	Tracy Penna, Windermere North	6,195,406
Elizabeth Boykin, Keller Williams Spokane	7,839,133	Tanya Starkel, REAL Broker	6,058,629

#### TOP TEN LISTINGS SOLD YEAR TO DATE

Phillip Greene, DR Horton America's Builder	\$25,894,059	Gayle Terry, Windermere Manito	\$9,904,603
Brad Boswell, RE/MAX of Spokane	14,624,182	Eric Gonzalez, Berkshire Hathaway Jacklin	9,886,458
Jeremy Nichols, Greenstone Real Estate	12,277,553	Kristi Green, Greenstone Real Estate	9,842,972
Brandon Marchand, Keller Williams Spokane	11,947,300	Erik Dordal, Windermere City Group	9,125,232
Joel Elgee, Avalon 24 Real Estate	11,621,063	Steve Jones, Windermere Valley	9,092,775



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

**TOP TEN SALES**

Zac Scott, Avalon 24 Real Estate	\$875,000	Kim McCracken, Plese Realty	\$150,000
Lawrence Wilson, Extant Realty	787,500	Yvonne Clark, Alpine Realty Services	125,000
Rebecca Zupkus, Keller Williams Spokane	475,000	Cassandra Becker, Katz Realty	102,500
Megan Leary, Berkshire Hathaway Jacklin	282,500	Luke Brown, Keller Williams Coeur d'Alene	100,000
Chris Di Cicco, Keller Williams Coeur d'Alene	249,500	Marcy Martin, R.H. Cooke & Assoc.	65,100

**TOP TEN LISTINGS SOLD**

Jim Lister, Windermere Manito	\$2,645,500	Joel Pearl, Joel Pearl Group	\$282,500
Joel Elgee, Avalon 24 Real Estate	875,000	Ryan Gustafson, Windermere Liberty Lake	265,000
Lawrence Wilson, Extant Realty	787,500	Crissy Schinmann, Keller Williams Coeur d'Alene	249,500
Luke Brown, Keller Williams Coeur d'Alene	462,500	Brooke Carey, Windermere Valley	237,500
Sean Ness, Coldwell Banker Tomlinson	287,500	Teri McLane, Windermere Valley	237,500

**YEAR TO DATE LEADERS**

**TOP TEN SALES YEAR TO DATE**

Gene Arger, G. Arger Company	\$3,188,750	Luke Brown, Keller Williams Coeur d'Alene	\$1,134,450
Adam Salas, eXp Realty	1,797,500	Shane Delaney, Coldwell Banker Tomlinson	1,010,270
Chris Bornhoft, Bornhoft Commercial	1,625,000	Joel Pearl, Joel Pearl Group	996,450
Darryl Gardner, Live Real Estate	1,500,000	Robyn Westergard, Westergard Real Estate	948,500
Emily Polanco, Haven Real Estate Group	1,250,000	Ryan Towner, LT Real Estate	922,500

**TOP TEN LISTINGS SOLD YEAR TO DATE**

Joel Pearl, Joel Pearl Group	\$13,645,050	Steve Jones, Windermere Valley	\$2,212,500
Luke Brown, Keller Williams Coeur d'Alene	8,112,650	Dallas Lightner, LT Real Estate	2,212,271
Joel Elgee, Avalon 24 Real Estate	3,329,325	Ryan Towner, LT Real Estate	2,212,271
Jim Lister, Windermere Manito	3,220,500	Chris Bornhoft, Bornhoft Commercial	1,756,250
Gene Arger, G. Arger Company	3,188,750	Brenda Burke, Coldwell Banker Schneidmiller	1,733,250

\* 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.