

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## All Areas in Lincoln County, All Residential Property Types

All Residential Property Types

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	517	<b>405</b>	-21.7%	615	<b>531</b>	-13.7%
Active Listings Price Average	\$375,748	<b>\$417,357</b>	11.1%	\$352,315	<b>\$398,844</b>	13.2%
Active Average Days on Market	260	<b>240</b>	-7.7%	226	<b>201</b>	-11.1%
Months of Inventory	4.0	<b>6.3</b>	57.9%	--	--	--
Absorption Rate	11.4%	<b>8.6%</b>	-24.3%	--	--	--
New Listings	97	<b>62</b>	-36.1%	233	<b>189</b>	-18.9%
Pending Listings Count	70	<b>29</b>	-58.6%	158	<b>116</b>	-26.6%
Closed Sales Count	59	<b>35</b>	-40.7%	132	<b>125</b>	-5.3%
Closed Listing Price Average	\$242,989	<b>\$290,488</b>	19.5%	\$220,462	<b>\$273,513</b>	24.1%
Closed Selling Price Average	\$233,952	<b>\$273,468</b>	16.9%	\$209,845	<b>\$257,966</b>	22.9%
Closed Median Sold Price	\$194,500	<b>\$236,000</b>	21.3%	\$168,750	<b>\$215,000</b>	27.4%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	96.28	<b>94.14</b>	-2.2%	95.18	<b>94.32</b>	-0.9%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	156	<b>160</b>	2.6%	200	<b>178</b>	-11.0%
Selling Price Total	\$13,803,200	<b>\$9,571,400</b>	-30.7%	\$27,699,575	<b>\$32,245,791</b>	16.4%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

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## All Areas in Lincoln County, Site Built

Site Built

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	369	<b>305</b>	-17.3%	423	<b>396</b>	-6.4%
Active Listings Price Average	\$459,748	<b>\$490,502</b>	6.7%	\$438,463	<b>\$471,250</b>	7.5%
Active Average Days on Market	260	<b>254</b>	-2.3%	233	<b>215</b>	-7.7%
Months of Inventory	4.1	<b>7.6</b>	83.9%	--	--	--
Absorption Rate	10.6%	<b>7.2%</b>	-31.8%	--	--	--
New Listings	69	<b>46</b>	-33.3%	159	<b>137</b>	-13.8%
Pending Listings Count	50	<b>18</b>	-64.0%	99	<b>76</b>	-23.2%
Closed Sales Count	39	<b>22</b>	-43.6%	76	<b>82</b>	7.9%
Closed Listing Price Average	\$283,358	<b>\$346,081</b>	22.1%	\$276,109	<b>\$329,282</b>	19.3%
Closed Selling Price Average	\$272,707	<b>\$325,613</b>	19.4%	\$263,770	<b>\$310,177</b>	17.6%
Closed Median Sold Price	\$230,000	<b>\$268,750</b>	16.8%	\$208,500	<b>\$271,750</b>	30.3%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	96.24	<b>94.09</b>	-2.2%	95.53	<b>94.20</b>	-1.4%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	175	<b>124</b>	-29.1%	196	<b>165</b>	-15.8%
Selling Price Total	\$10,635,600	<b>\$7,163,500</b>	-32.6%	\$20,046,550	<b>\$25,434,591</b>	26.9%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

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# Local Market Update by Area

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## All Areas in Lincoln County, Townhouse/Condo

Townhouse-Condo

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	81	<b>41</b>	-49.4%	109	<b>64</b>	-41.3%
Active Listings Price Average	\$180,840	<b>\$234,545</b>	29.7%	\$178,001	<b>\$213,408</b>	19.9%
Active Average Days on Market	230	<b>186</b>	-19.1%	171	<b>148</b>	-13.5%
Months of Inventory	3.1	<b>3.7</b>	19.6%	--	--	--
Absorption Rate	17.3%	<b>22.0%</b>	27.0%	--	--	--
New Listings	18	<b>9</b>	-50.0%	53	<b>21</b>	-60.4%
Pending Listings Count	12	<b>2</b>	-83.3%	38	<b>19</b>	-50.0%
Closed Sales Count	14	<b>9</b>	-35.7%	34	<b>26</b>	-23.5%
Closed Listing Price Average	\$178,114	<b>\$213,322</b>	19.8%	\$160,464	<b>\$182,892</b>	14.0%
Closed Selling Price Average	\$172,914	<b>\$199,822</b>	15.6%	\$151,441	<b>\$173,723</b>	14.7%
Closed Median Sold Price	\$159,450	<b>\$235,000</b>	47.4%	\$130,000	<b>\$160,500</b>	23.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	97.08	<b>93.67</b>	-3.5%	94.38	<b>94.99</b>	0.6%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	115	<b>236</b>	105.2%	134	<b>221</b>	64.9%
Selling Price Total	\$2,420,800	<b>\$1,798,400</b>	-25.7%	\$5,149,000	<b>\$4,516,800</b>	-12.3%

Absorption Rate: indicate supply and demand. While “Months of Inventory” may indicate more clearly if the market is favoring sellers or buyers, the “Absorption Rate” directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month’s sold count / current month’s active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month’s active listing count / previous month’s sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## All Areas in Lincoln County, Modular

Modular

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	3	<b>2</b>	-33.3%	3	<b>3</b>	0.0%
Active Listings Price Average	\$271,600	<b>\$260,900</b>	-3.9%	\$271,600	<b>\$235,266</b>	-13.4%
Active Average Days on Market	615	<b>207</b>	-66.3%	616	<b>138</b>	-77.6%
Months of Inventory		<b>2.0</b>	0.0%	--	--	--
Absorption Rate	0.0%	<b>50.0%</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Closed Sales Count	0	<b>1</b>	0.0%	0	<b>2</b>	0.0%
Closed Listing Price Average	\$0	<b>\$184,000</b>	0.0%	\$0	<b>\$167,000</b>	0.0%
Closed Selling Price Average	\$0	<b>\$180,000</b>	0.0%	\$0	<b>\$162,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$180,000</b>	0.0%	\$0	<b>\$162,500</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>97.83</b>	0.0%	0.00	<b>97.31</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>44</b>	0.0%	0	<b>119</b>	0.0%
Selling Price Total	\$0	<b>\$180,000</b>	0.0%	\$0	<b>\$325,000</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso

Site Built

Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	178	<b>142</b>	-20.2%	209	<b>194</b>	-7.2%
Active Listings Price Average	\$355,841	<b>\$400,383</b>	12.5%	\$342,836	<b>\$381,346</b>	11.2%
Active Average Days on Market	184	<b>189</b>	2.7%	160	<b>153</b>	-4.4%
Months of Inventory	3.5	<b>5.1</b>	45.3%	--	--	--
Absorption Rate	12.4%	<b>10.6%</b>	-14.5%	--	--	--
New Listings	41	<b>26</b>	-36.6%	100	<b>85</b>	-15.0%
Pending Listings Count	29	<b>13</b>	-55.2%	59	<b>51</b>	-13.6%
Closed Sales Count	22	<b>15</b>	-31.8%	45	<b>51</b>	13.3%
Closed Listing Price Average	\$242,259	<b>\$316,553</b>	30.7%	\$236,073	<b>\$301,350</b>	27.7%
Closed Selling Price Average	\$235,140	<b>\$301,366</b>	28.2%	\$224,467	<b>\$286,351</b>	27.6%
Closed Median Sold Price	\$203,500	<b>\$250,000</b>	22.9%	\$195,000	<b>\$259,000</b>	32.8%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	97.06	<b>95.20</b>	-1.9%	95.08	<b>95.02</b>	-0.1%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	118	<b>133</b>	12.7%	155	<b>136</b>	-12.3%
Selling Price Total	\$5,173,100	<b>\$4,520,500</b>	-12.6%	\$10,101,050	<b>\$14,603,911</b>	44.6%

Absorption Rate: indicate supply and demand. While “Months of Inventory” may indicate more clearly if the market is favoring sellers or buyers, the “Absorption Rate” directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month’s sold count / current month’s active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month’s active listing count / previous month’s sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

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## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Site Built

Area 2

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	90	<b>73</b>	-18.9%	97	<b>91</b>	-6.2%
Active Listings Price Average	\$647,520	<b>\$713,125</b>	10.1%	\$632,488	<b>\$687,411</b>	8.7%
Active Average Days on Market	310	<b>246</b>	-20.6%	294	<b>223</b>	-24.1%
Months of Inventory	5.6	<b>12.2</b>	116.3%	--	--	--
Absorption Rate	6.7%	<b>5.5%</b>	-17.8%	--	--	--
New Listings	16	<b>11</b>	-31.3%	32	<b>25</b>	-21.9%
Pending Listings Count	10	<b>2</b>	-80.0%	15	<b>11</b>	-26.7%
Closed Sales Count	6	<b>4</b>	-33.3%	11	<b>14</b>	27.3%
Closed Listing Price Average	\$468,833	<b>\$389,125</b>	-17.0%	\$459,181	<b>\$461,307</b>	0.5%
Closed Selling Price Average	\$446,833	<b>\$367,000</b>	-17.9%	\$438,227	<b>\$433,734</b>	-1.0%
Closed Median Sold Price	\$388,750	<b>\$334,000</b>	-14.1%	\$390,000	<b>\$408,250</b>	4.7%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	95.31	<b>94.31</b>	-1.0%	95.44	<b>94.02</b>	-1.5%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	187	<b>109</b>	-41.7%	193	<b>202</b>	4.7%
Selling Price Total	\$2,681,000	<b>\$1,468,000</b>	-45.2%	\$4,820,500	<b>\$6,072,280</b>	26.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

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## Ruidoso Downs

Site Built

Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	12	<b>12</b>	0.0%	13	<b>13</b>	0.0%
Active Listings Price Average	\$256,608	<b>\$238,616</b>	-7.0%	\$249,553	<b>\$240,646</b>	-3.6%
Active Average Days on Market	223	<b>267</b>	19.7%	206	<b>271</b>	31.6%
Months of Inventory	6.0		-100.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	3	<b>2</b>	-33.3%	5	<b>4</b>	-20.0%
Pending Listings Count	2	<b>0</b>	-100.0%	3	<b>0</b>	-100.0%
Closed Sales Count	0	<b>0</b>	0.0%	2	<b>2</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$161,950	<b>\$227,400</b>	40.4%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$151,750	<b>\$210,000</b>	38.4%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$151,750	<b>\$210,000</b>	38.4%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	93.70	<b>92.35</b>	-1.4%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	123	<b>169</b>	37.4%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$303,500	<b>\$420,000</b>	38.4%

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# Local Market Update by Area

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## Alto to Bonito River

Site Built

Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	45	<b>36</b>	-20.0%	52	<b>44</b>	-15.4%
Active Listings Price Average	\$562,572	<b>\$582,713</b>	3.6%	\$523,193	<b>\$608,171</b>	16.2%
Active Average Days on Market	377	<b>368</b>	-2.4%	339	<b>301</b>	-11.2%
Months of Inventory	5.6	<b>9.0</b>	60.0%	--	--	--
Absorption Rate	13.3%	<b>2.8%</b>	-79.2%	--	--	--
New Listings	2	<b>3</b>	50.0%	9	<b>13</b>	44.4%
Pending Listings Count	2	<b>3</b>	50.0%	8	<b>8</b>	0.0%
Closed Sales Count	6	<b>1</b>	-83.3%	8	<b>5</b>	-37.5%
Closed Listing Price Average	\$350,216	<b>\$945,000</b>	169.8%	\$364,475	<b>\$558,660</b>	53.3%
Closed Selling Price Average	\$334,666	<b>\$900,000</b>	168.9%	\$350,812	<b>\$523,780</b>	49.3%
Closed Median Sold Price	\$325,000	<b>\$900,000</b>	176.9%	\$325,000	<b>\$415,000</b>	27.7%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	95.56	<b>95.24</b>	-0.3%	96.25	<b>963.76</b>	901.3%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	354	<b>58</b>	-83.6%	340	<b>251</b>	-26.2%
Selling Price Total	\$2,008,000	<b>\$900,000</b>	-55.2%	\$2,806,500	<b>\$2,618,900</b>	-6.7%

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# Local Market Update by Area

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## N/Bonito River to N/Capitan

**Includes Nogal, Capitan**

Site Built

Area 5

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	24	<b>19</b>	-20.8%	29	<b>26</b>	-10.3%
Active Listings Price Average	\$408,883	<b>\$533,915</b>	30.6%	\$403,106	<b>\$648,415</b>	60.9%
Active Average Days on Market	205	<b>322</b>	57.1%	193	<b>333</b>	72.5%
Months of Inventory	3.4	<b>19.0</b>	454.2%	--	--	--
Absorption Rate	12.5%	<b>5.3%</b>	-57.9%	--	--	--
New Listings	4	<b>2</b>	-50.0%	7	<b>3</b>	-57.1%
Pending Listings Count	4	<b>0</b>	-100.0%	8	<b>3</b>	-62.5%
Closed Sales Count	3	<b>1</b>	-66.7%	5	<b>5</b>	0.0%
Closed Listing Price Average	\$184,333	<b>\$139,000</b>	-24.6%	\$270,580	<b>\$221,380</b>	-18.2%
Closed Selling Price Average	\$179,500	<b>\$130,000</b>	-27.6%	\$262,700	<b>\$207,000</b>	-21.2%
Closed Median Sold Price	\$195,000	<b>\$130,000</b>	-33.3%	\$273,500	<b>\$170,500</b>	-37.7%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	97.38	<b>93.53</b>	-4.0%	97.09	<b>93.50</b>	-3.7%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	283	<b>127</b>	-55.1%	245	<b>257</b>	4.9%
Selling Price Total	\$538,500	<b>\$130,000</b>	-75.9%	\$1,313,500	<b>\$1,035,000</b>	-21.2%

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# Local Market Update by Area

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## E/Capitan to Hwy 70

**Includes Lincoln**

Site Built

Area 6

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	3	<b>3</b>	0.0%	4	<b>4</b>	0.0%
Active Listings Price Average	\$494,433	<b>\$366,133</b>	-25.9%	\$426,825	<b>\$340,850</b>	-20.1%
Active Average Days on Market	387	<b>320</b>	-17.3%	291	<b>240</b>	-17.5%
Months of Inventory			0.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	2	<b>2</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	1	<b>0</b>	-100.0%
Closed Sales Count	0	<b>0</b>	0.0%	1	<b>1</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$224,000	<b>\$265,000</b>	18.3%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$245,000	<b>\$250,000</b>	2.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$245,000	<b>\$250,000</b>	2.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	109.38	<b>94.34</b>	-13.8%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	172	<b>4</b>	-97.7%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$245,000	<b>\$250,000</b>	2.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/ Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Site Built

Area 7

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	8	<b>6</b>	-25.0%	8	<b>6</b>	-25.0%
Active Listings Price Average	\$470,861	<b>\$496,581</b>	5.5%	\$470,861	<b>\$496,581</b>	5.5%
Active Average Days on Market	304	<b>410</b>	34.9%	304	<b>410</b>	34.9%
Months of Inventory	4.0		-100.0%	--	--	--
Absorption Rate	12.5%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	2	<b>0</b>	-100.0%
Pending Listings Count	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%
Closed Sales Count	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%
Closed Listing Price Average	\$169,000	<b>\$0</b>	-100.0%	\$169,000	<b>\$0</b>	-100.0%
Closed Selling Price Average	\$165,000	<b>\$0</b>	-100.0%	\$165,000	<b>\$0</b>	-100.0%
Closed Median Sold Price	\$165,000	<b>\$0</b>	-100.0%	\$165,000	<b>\$0</b>	-100.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	97.63	<b>0.00</b>	-100.0%	97.63	<b>0.00</b>	-100.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	102	<b>0</b>	-100.0%	102	<b>0</b>	-100.0%
Selling Price Total	\$165,000	<b>\$0</b>	-100.0%	\$165,000	<b>\$0</b>	-100.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Carrizozo

Site Built

Area 8

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	4	<b>5</b>	25.0%	6	<b>8</b>	33.3%
Active Listings Price Average	\$130,500	<b>\$126,760</b>	-2.9%	\$133,566	<b>\$121,650</b>	-8.9%
Active Average Days on Market	584	<b>517</b>	-11.5%	389	<b>323</b>	-17.0%
Months of Inventory	1.3	<b>5.0</b>	275.0%	--	--	--
Absorption Rate	25.0%	<b>20.0%</b>	-20.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	2	<b>4</b>	100.0%
Pending Listings Count	2	<b>0</b>	-100.0%	4	<b>3</b>	-25.0%
Closed Sales Count	1	<b>1</b>	0.0%	3	<b>2</b>	-33.3%
Closed Listing Price Average	\$85,000	<b>\$225,000</b>	164.7%	\$108,133	<b>\$129,750</b>	20.0%
Closed Selling Price Average	\$70,000	<b>\$145,000</b>	107.1%	\$97,166	<b>\$89,750</b>	-7.6%
Closed Median Sold Price	\$70,000	<b>\$145,000</b>	107.1%	\$70,000	<b>\$89,750</b>	28.2%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	82.35	<b>64.44</b>	-21.7%	89.86	<b>69.17</b>	-23.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	21	<b>128</b>	509.5%	447	<b>156</b>	-65.1%
Selling Price Total	\$70,000	<b>\$145,000</b>	107.1%	\$291,500	<b>\$179,500</b>	-38.4%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Rest of Lincoln County

**Includes Corona, Arabela, White Oaks, etc.**

Site Built

Area 9

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	5	<b>9</b>	80.0%	5	<b>10</b>	100.0%
Active Listings Price Average	\$810,000	<b>\$221,500</b>	-72.7%	\$810,000	<b>\$226,850</b>	-72.0%
Active Average Days on Market	984	<b>470</b>	-52.2%	984	<b>579</b>	-41.2%
Months of Inventory			0.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	0	<b>1</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>2</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$147,250</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$127,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$127,500</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>86.59</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>282</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$255,000</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso

Townhouse/Condo

Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	62	<b>28</b>	-54.8%	83	<b>47</b>	-43.4%
Active Listings Price Average	\$173,779	<b>\$180,094</b>	3.6%	\$169,279	<b>\$176,498</b>	4.3%
Active Average Days on Market	248	<b>206</b>	-16.9%	169279	<b>231</b>	-99.9%
Months of Inventory	3.4	<b>3.1</b>	-9.7%	--	--	--
Absorption Rate	14.5%	<b>25.0%</b>	72.2%	--	--	--
New Listings	14	<b>7</b>	-50.0%	44	<b>13</b>	-70.5%
Pending Listings Count	9	<b>2</b>	-77.8%	28	<b>15</b>	-46.4%
Closed Sales Count	9	<b>7</b>	-22.2%	24	<b>18</b>	-25.0%
Closed Listing Price Average	\$182,611	<b>\$217,985</b>	19.4%	\$145,445	<b>\$182,816</b>	25.7%
Closed Selling Price Average	\$175,111	<b>\$204,628</b>	16.9%	\$138,258	<b>\$174,850</b>	26.5%
Closed Median Sold Price	\$159,000	<b>\$235,000</b>	47.8%	\$117,000	<b>\$163,000</b>	39.3%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	95.89	<b>93.87</b>	-2.1%	95.06	<b>95.64</b>	0.6%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	77	<b>237</b>	207.8%	126	<b>196</b>	55.6%
Selling Price Total	\$1,576,000	<b>\$1,432,400</b>	-9.1%	\$3,318,200	<b>\$3,147,300</b>	-5.2%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Alto Lakes G&CC/Kokopelli

### Includes Outlaw

Townhouse/Condo

Area 2

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	4	<b>1</b>	-75.0%	6	<b>2</b>	-66.7%
Active Listings Price Average	\$310,875	<b>\$450,000</b>	44.8%	\$287,916	<b>\$349,500</b>	21.4%
Active Average Days on Market	1	<b>214</b>	21300.0%	1	<b>107</b>	10600.0%
Months of Inventory	2.0	<b>1.0</b>	-50.0%	--	--	--
Absorption Rate	25.0%	<b>100.0%</b>	300.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%
Pending Listings Count	1	<b>0</b>	-100.0%	3	<b>1</b>	-66.7%
Closed Sales Count	1	<b>1</b>	0.0%	2	<b>2</b>	0.0%
Closed Listing Price Average	\$245,000	<b>\$249,000</b>	1.6%	\$285,500	<b>\$249,250</b>	-12.7%
Closed Selling Price Average	\$239,900	<b>\$237,000</b>	-1.2%	\$277,950	<b>\$234,000</b>	-15.8%
Closed Median Sold Price	\$239,900	<b>\$237,000</b>	-1.2%	\$277,950	<b>\$234,000</b>	-15.8%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	97.92	<b>95.18</b>	-2.8%	97.36	<b>93.88</b>	-3.6%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	535	<b>208</b>	-61.1%	285	<b>399</b>	40.0%
Selling Price Total	\$239,900	<b>\$237,000</b>	-1.2%	\$555,900	<b>\$468,000</b>	-15.8%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso Downs

Townhouse/Condo

Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	3	<b>5</b>	66.7%	5	<b>6</b>	20.0%
Active Listings Price Average	\$134,266	<b>\$170,560</b>	27.0%	\$132,500	<b>\$171,300</b>	29.3%
Active Average Days on Market	1	<b>103</b>	10200.0%	1	<b>86</b>	8500.0%
Months of Inventory	1.5		-100.0%	--	--	--
Absorption Rate	33.3%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	3	<b>4</b>	33.3%
Pending Listings Count	1	<b>0</b>	-100.0%	3	<b>1</b>	-66.7%
Closed Sales Count	1	<b>0</b>	-100.0%	3	<b>2</b>	-33.3%
Closed Listing Price Average	\$135,700	<b>\$0</b>	-100.0%	\$123,233	<b>\$146,000</b>	18.5%
Closed Selling Price Average	\$135,000	<b>\$0</b>	-100.0%	\$100,000	<b>\$138,750</b>	38.8%
Closed Median Sold Price	\$135,000	<b>\$0</b>	-100.0%	\$90,000	<b>\$138,750</b>	54.2%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	99.48	<b>0.00</b>	-100.0%	81.15	<b>95.03</b>	17.1%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	62	<b>0</b>	-100.0%	60	<b>171</b>	185.0%
Selling Price Total	\$135,000	<b>\$0</b>	-100.0%	\$300,000	<b>\$277,500</b>	-7.5%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*



# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Alto to Bonito River

Townhouse/Condo

Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	12	<b>7</b>	-41.7%	15	<b>9</b>	-40.0%
Active Listings Price Average	\$185,624	<b>\$467,271</b>	151.7%	\$197,465	<b>\$403,988</b>	104.6%
Active Average Days on Market	270	<b>159</b>	-41.1%	216	<b>124</b>	-42.6%
Months of Inventory	3.0	<b>7.0</b>	133.3%	--	--	--
Absorption Rate	25.0%	<b>14.3%</b>	-42.9%	--	--	--
New Listings	2	<b>2</b>	0.0%	5	<b>4</b>	-20.0%
Pending Listings Count	1	<b>0</b>	-100.0%	4	<b>2</b>	-50.0%
Closed Sales Count	3	<b>1</b>	-66.7%	5	<b>4</b>	-20.0%
Closed Listing Price Average	\$156,466	<b>\$145,000</b>	-7.3%	\$204,880	<b>\$168,500</b>	-17.8%
Closed Selling Price Average	\$156,633	<b>\$129,000</b>	-17.6%	\$194,980	<b>\$156,000</b>	-20.0%
Closed Median Sold Price	\$159,900	<b>\$129,000</b>	-19.3%	\$159,900	<b>\$140,000</b>	-12.4%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	100.11	<b>88.97</b>	-11.1%	95.17	<b>92.58</b>	-2.7%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	109	<b>252</b>	131.2%	153	<b>272</b>	77.8%
Selling Price Total	\$469,900	<b>\$129,000</b>	-72.5%	\$974,000	<b>\$624,000</b>	-35.9%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## N/Bonito River to N/Capitan

**Includes Nogal, Capitan**

Townhouse/Condo

Area 5

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (%)	93.66	<b>94.65</b>	1.1%	93.08	<b>94.84</b>	1.9%
Closed Average Price Per SqFt	\$0.00	<b>\$0.00</b>	0.0%	\$0.00	<b>\$0.00</b>	0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/Capitan to Hwy 70

**Includes Lincoln**

Townhouse/Condo

Area 6

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/ Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Townhouse/Condo

Area 7

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While “Months of Inventory” may indicate more clearly if the market is favoring sellers or buyers, the “Absorption Rate” directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month’s sold count / current month’s active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month’s active listing count / previous month’s sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Carrizozo

Townhouse/Condo

Area 8

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Rest of Lincoln County

**Includes Corona, Arabela, White Oaks, etc.**

Townhouse/Condo

Area 9

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While “Months of Inventory” may indicate more clearly if the market is favoring sellers or buyers, the “Absorption Rate” directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso

Modular

Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>1</b>	0.0%	0	<b>2</b>	0.0%
Active Listings Price Average	\$0	<b>\$141,900</b>	0.0%	\$0	<b>\$162,950</b>	0.0%
Active Average Days on Market	0	<b>161</b>	0.0%	0	<b>161</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate		<b>100.0%</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Closed Sales Count	0	<b>1</b>	0.0%	0	<b>2</b>	0.0%
Closed Listing Price Average	\$0	<b>\$184,000</b>	0.0%	\$0	<b>\$167,000</b>	0.0%
Closed Selling Price Average	\$0	<b>\$180,000</b>	0.0%	\$0	<b>\$162,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$180,000</b>	0.0%	\$0	<b>\$162,500</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>97.83</b>	0.0%	0.00	<b>97.31</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>44</b>	0.0%	0	<b>119</b>	0.0%
Selling Price Total	\$0	<b>\$180,000</b>	0.0%	\$0	<b>\$325,000</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Modular  
Area 2

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*



# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso Downs

Modular

Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Alto to Bonito River

Modular

Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## N/Bonito River to N/Capitan

**Includes Nogal, Capitan**

Modular

Area 5

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	2	<b>1</b>	-50.0%	1	<b>1</b>	0.0%
Active Listings Price Average	\$289,900	<b>\$379,900</b>	31.0%	\$289,900	<b>\$379,900</b>	31.0%
Active Average Days on Market	382	<b>254</b>	-33.5%	382	<b>254</b>	-33.5%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/Capitan to Hwy 70

**Includes Lincoln**

Modular

Area 6

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While “Months of Inventory” may indicate more clearly if the market is favoring sellers or buyers, the “Absorption Rate” directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month’s sold count / current month’s active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month’s active listing count / previous month’s sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/ Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Modular  
Area 7

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Carrizozo

Modular

Area 8

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Rest of Lincoln County

Includes Corona, Arabela, White Oaks, etc.

Modular  
Area 9

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	1	0	-100.0%	1	0	-100.0%
Active Listings Price Average	\$235,000	\$0	-100.0%	\$235,000	\$0	-100.0%
Active Average Days on Market	1083	0	-100.0%	1083	0	-100.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate	0.0%		0.0%	--	--	--
New Listings	0	0	0.0%	0	0	0.0%
Pending Listings Count	0	0	0.0%	0	0	0.0%
Closed Sales Count	0	0	0.0%	0	0	0.0%
Closed Listing Price Average	\$0	\$0	0.0%	\$0	\$0	0.0%
Closed Selling Price Average	\$0	\$0	0.0%	\$0	\$0	0.0%
Closed Median Sold Price	\$0	\$0	0.0%	\$0	\$0	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	0.00	0.0%	0.00	0.00	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	0	0.0%	0	0	0.0%
Selling Price Total	\$0	\$0	0.0%	\$0	\$0	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso

Manufactured  
Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	20	<b>21</b>	5.0%	30	<b>26</b>	-13.3%
Active Listings Price Average	\$131,900	<b>\$146,952</b>	11.4%	\$130,270	<b>\$143,188</b>	9.9%
Active Average Days on Market	83	<b>139</b>	67.5%	56	<b>113</b>	101.8%
Months of Inventory	1.8	<b>5.3</b>	188.8%	--	--	--
Absorption Rate	20.0%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	6	<b>4</b>	-33.3%	12	<b>9</b>	-25.0%
Pending Listings Count	7	<b>4</b>	-42.9%	15	<b>13</b>	-13.3%
Closed Sales Count	4	<b>0</b>	-100.0%	9	<b>8</b>	-11.1%
Closed Listing Price Average	\$131,075	<b>\$0</b>	-100.0%	\$111,688	<b>\$133,050</b>	19.1%
Closed Selling Price Average	\$122,000	<b>\$0</b>	-100.0%	\$101,166	<b>\$125,050</b>	23.6%
Closed Median Sold Price	\$112,500	<b>\$0</b>	-100.0%	\$95,000	<b>\$130,450</b>	37.3%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	93.08	<b>0.00</b>	-100.0%	90.58	<b>93.99</b>	3.8%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	132	<b>0</b>	-100.0%	165	<b>209</b>	26.7%
Selling Price Total	\$488,000	<b>\$0</b>	-100.0%	\$910,500	<b>\$1,000,400</b>	9.9%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*



# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Manufactured  
Area 2

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Ruidoso Downs

Manufactured  
Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	8	<b>2</b>	-75.0%	8	<b>3</b>	-62.5%
Active Listings Price Average	\$140,718	<b>\$146,950</b>	4.4%	\$140,718	<b>\$181,300</b>	28.8%
Active Average Days on Market	263	<b>216</b>	-17.9%	263	<b>144</b>	-45.2%
Months of Inventory	8.0	<b>2.0</b>	-75.0%	--	--	--
Absorption Rate	0.0%	<b>50.0%</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	2	<b>1</b>	-50.0%
Pending Listings Count	1	<b>0</b>	-100.0%	1	<b>1</b>	0.0%
Closed Sales Count	0	<b>1</b>	0.0%	1	<b>1</b>	0.0%
Closed Listing Price Average	\$0	<b>\$250,000</b>	0.0%	\$160,000	<b>\$250,000</b>	56.3%
Closed Selling Price Average	\$0	<b>\$235,000</b>	0.0%	\$146,000	<b>\$235,000</b>	61.0%
Closed Median Sold Price	\$0	<b>\$235,000</b>	0.0%	\$146,000	<b>\$235,000</b>	61.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>94.00</b>	0.0%	91.25	<b>94.00</b>	3.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>43</b>	0.0%	91	<b>43</b>	-52.7%
Selling Price Total	\$0	<b>\$235,000</b>	0.0%	\$146,000	<b>\$235,000</b>	61.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Alto to Bonito River

Manufactured  
Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	6	<b>9</b>	50.0%	9	<b>11</b>	22.2%
Active Listings Price Average	\$144,533	<b>\$151,611</b>	4.9%	\$139,900	<b>\$149,181</b>	6.6%
Active Average Days on Market	166	<b>80</b>	-51.8%	111	<b>66</b>	-40.5%
Months of Inventory	6.0	<b>9.0</b>	50.0%	--	--	--
Absorption Rate	16.7%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	1	<b>1</b>	0.0%	2	<b>7</b>	250.0%
Pending Listings Count	0	<b>1</b>	0.0%	3	<b>3</b>	0.0%
Closed Sales Count	1	<b>0</b>	-100.0%	7	<b>3</b>	-57.1%
Closed Listing Price Average	\$142,500	<b>\$0</b>	-100.0%	\$128,414	<b>\$125,333</b>	-2.4%
Closed Selling Price Average	\$143,800	<b>\$0</b>	-100.0%	\$126,289	<b>\$113,166</b>	-10.4%
Closed Median Sold Price	\$143,800	<b>\$0</b>	-100.0%	\$127,000	<b>\$102,500</b>	-19.3%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	100.91	<b>0.00</b>	-100.0%	98.35	<b>90.29</b>	-8.2%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	57	<b>0</b>	-100.0%	349	<b>79</b>	-77.4%
Selling Price Total	\$143,800	<b>\$0</b>	-100.0%	\$884,025	<b>\$339,500</b>	-61.6%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## N/Bonito River to N/Capitan

**Includes Nogal, Capitan**

Manufactured  
Area 5

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	20	<b>14</b>	-30.0%	22	<b>16</b>	-27.3%
Active Listings Price Average	\$156,260	<b>\$201,425</b>	28.9%	\$148,531	<b>\$190,365</b>	28.2%
Active Average Days on Market	318	<b>236</b>	-25.8%	289	<b>207</b>	-28.4%
Months of Inventory	20.0	<b>3.5</b>	-82.5%	--	--	--
Absorption Rate	5.0%	<b>7.1%</b>	42.9%	--	--	--
New Listings	1	<b>2</b>	100.0%	5	<b>7</b>	40.0%
Pending Listings Count	0	<b>3</b>	0.0%	2	<b>5</b>	150.0%
Closed Sales Count	1	<b>1</b>	0.0%	4	<b>2</b>	-50.0%
Closed Listing Price Average	\$125,000	<b>\$69,900</b>	-44.1%	\$116,750	<b>\$139,450</b>	19.4%
Closed Selling Price Average	\$115,000	<b>\$65,000</b>	-43.5%	\$110,125	<b>\$132,500</b>	20.3%
Closed Median Sold Price	\$115,000	<b>\$65,000</b>	-43.5%	\$115,750	<b>\$132,500</b>	14.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	92.00	<b>92.99</b>	1.1%	94.33	<b>95.02</b>	0.7%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	225	<b>484</b>	115.1%	675	<b>275</b>	-59.3%
Selling Price Total	\$115,000	<b>\$65,000</b>	-43.5%	\$440,500	<b>\$265,000</b>	-39.8%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/Capitan to Hwy 70

**Includes Lincoln**

Manufactured  
Area 6

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Active Listings Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Active Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## E/ Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Manufactured  
Area 7

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	3	<b>2</b>	-33.3%	3	<b>2</b>	-33.3%
Active Listings Price Average	\$252,966	<b>\$256,000</b>	1.2%	\$252,966	<b>\$256,000</b>	1.2%
Active Average Days on Market	741	<b>112</b>	-84.9%	741	<b>112</b>	-84.9%
Months of Inventory			0.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>2</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	1	<b>0</b>	-100.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$129,900	<b>\$0</b>	-100.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$123,000	<b>\$0</b>	-100.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$123,000	<b>\$0</b>	-100.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	94.69	<b>0.00</b>	-100.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	215	<b>0</b>	-100.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$123,000	<b>\$0</b>	-100.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Carrizozo

Manufactured

Area 8

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	7	<b>8</b>	14.3%	8	<b>8</b>	0.0%
Active Listings Price Average	\$91,000	<b>\$137,750</b>	51.4%	\$89,612	<b>\$137,750</b>	53.7%
Active Average Days on Market	635	<b>497</b>	-21.7%	823	<b>497</b>	-39.6%
Months of Inventory		<b>8.0</b>	0.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>1</b>	0.0%	0	<b>1</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	0.00	<b>0.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*

# Local Market Update by Area

A research tool provided by the Ruidoso/Lincoln County Association of REALTORS

## Rest of Lincoln County

Includes Corona, Arabela, White Oaks, etc.

Manufactured  
Area 9

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>1</b>	0.0%	0	<b>2</b>	0.0%
Active Listings Price Average	\$0	<b>\$110,000</b>	0.0%	\$0	<b>\$119,750</b>	0.0%
Active Average Days on Market	0	<b>1</b>	0.0%	0	<b>1</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate		<b>100.0%</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Closed Sales Count	0	<b>1</b>	0.0%	0	<b>1</b>	0.0%
Closed Listing Price Average	\$0	<b>\$129,500</b>	0.0%	\$0	<b>\$129,500</b>	0.0%
Closed Selling Price Average	\$0	<b>\$129,500</b>	0.0%	\$0	<b>\$129,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$129,500</b>	0.0%	\$0	<b>\$129,500</b>	0.0%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>100.00</b>	0.0%	0.00	<b>100.00</b>	0.0%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>180</b>	0.0%	0	<b>180</b>	0.0%
Selling Price Total	\$0	<b>\$129,500</b>	0.0%	\$0	<b>\$129,500</b>	0.0%

Absorption Rate: indicate supply and demand. While "Months of Inventory" may indicate more clearly if the market is favoring sellers or buyers, the "Absorption Rate" directly indicates the relationship between supply and demand. This metric indicates the percentage of listings that are being sold each month. *Absorption Rate = previous month's sold count / current month's active listing count. Displayed as a percent.*

Months of Inventory: indicate a measurement of supply and demand in the housing market. This metric indicates how many months it would take to sell the current inventory at the present monthly sales rate. *Months of Inventory = current month's active listing count / previous month's sold count & pending listings. Displayed as a number of months.*