

## Local Market Update by Area

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

### All Properties, Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	55	61	10.9%	113	128	13.3%
Total Sold Price	\$8,402,825	\$13,334,130	58.7%	\$17,259,125	\$26,055,341	51.0%

### All Properties, Outside of Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	4	5	25.0%
Total Sold Price	\$42,000	\$0	-100.0%	\$20,502,150	\$6,015,000	-70.7%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

# Local Market Update by Area

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## Ruidoso

Residential

Area 1

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	19	<b>29</b>	52.6%	43	<b>56</b>	30.2%
Average Sales Price*	\$181,087	<b>\$213,100</b>	17.7%	\$164,945	<b>\$231,138</b>	40.1%
Average Days on Market	148	<b>148</b>	0.0%	179	<b>155</b>	-13.4%
Pending Sales	34	<b>27</b>	-20.6%	--	--	--
New Listings	53	<b>33</b>	-37.7%	--	--	--
Existing Listings	238	<b>188</b>	-21.0%	--	--	--
Total Sold Price	\$3,440,650	<b>\$6,179,900</b>	79.6%	\$7,092,650	<b>\$12,943,711</b>	82.5%

## Includes Outlaw

Residential

Area 2

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	<b>7</b>	250.0%	6	<b>11</b>	83.3%
Average Sales Price*	\$302,500	<b>\$470,111</b>	55.4%	\$409,250	<b>\$439,571</b>	7.4%
Average Days on Market	265	<b>207</b>	-21.9%	172	<b>271</b>	57.6%
Pending Sales	5	<b>5</b>	0.0%	--	--	--
New Listings	11	<b>8</b>	-27.3%	--	--	--
Existing Listings	84	<b>72</b>	-14.3%	--	--	--
Total Sold Price	\$605,000	<b>\$3,290,780</b>	443.9%	\$2,455,500	<b>\$4,835,280</b>	96.9%

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# Local Market Update by Area

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## Ruidoso Downs

Residential

Area 3

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	3	<b>1</b>	-66.7%	5	<b>4</b>	-20.0%
Average Sales Price*	\$131,167	<b>\$165,000</b>	25.8%	\$122,900	<b>\$174,375</b>	41.9%
Average Days on Market	98	<b>243</b>	148.0%	91	<b>170</b>	86.8%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	1	<b>4</b>	300.0%	--	--	--
Existing Listings	17	<b>18</b>	5.9%	--	--	--
Total Sold Price	\$393,500	<b>\$165,000</b>	-58.1%	\$614,500	<b>\$697,500</b>	13.5%

## Alto to Bonito River

Residential

Area 4

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	6	<b>6</b>	0.0%	10	<b>10</b>	0.0%
Average Sales Price*	\$206,538	<b>\$243,083</b>	17.7%	\$204,372	<b>\$255,340</b>	24.9%
Average Days on Market	395	<b>134</b>	-66.1%	342	<b>227</b>	-33.6%
Pending Sales	6	<b>4</b>	-33.3%	--	--	--
New Listings	3	<b>10</b>	233.3%	--	--	--
Existing Listings	65	<b>50</b>	-23.1%	--	--	--
Total Sold Price	\$1,239,225	<b>\$1,458,500</b>	17.7%	\$2,043,725	<b>\$2,553,400</b>	24.9%

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## Local Market Update by Area

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### N/Bonito River to N. Capitan

**Includes Capitan, Nogal**

Residential  
Area 5

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>3</b>	200.0%	5	<b>5</b>	0.0%
Average Sales Price*	\$15,000	<b>\$180,167</b>	1101.1%	\$220,100	<b>\$221,000</b>	0.4%
Average Days on Market	285	<b>172</b>	-39.6%	570	<b>244</b>	-57.2%
Pending Sales	1	<b>2</b>	100.0%	--	--	--
New Listings	3	<b>4</b>	33.3%	--	--	--
Existing Listings	43	<b>32</b>	-25.6%	--	--	--
Total Sold Price	\$15,000	<b>\$540,500</b>	3503.3%	\$1,100,500	<b>\$1,105,000</b>	0.4%

### E/Capitan to Hwy 70

**Includes Lincoln**

Residential  
Area 6

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	1	<b>1</b>	0.0%
Average Sales Price*	\$245,000	<b>\$0</b>	-100.0%	\$245,000	<b>\$250,000</b>	2.0%
Average Days on Market	172	<b>0</b>	-100.0%	172	<b>4</b>	-97.7%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	1	<b>4</b>	300.0%	--	--	--
Total Sold Price	\$245,000	<b>\$0</b>	-100.0%	\$245,000	<b>\$250,000</b>	2.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

## Local Market Update by Area

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### E/Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Residential

Area 7

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	1	0	-100.0%
Average Sales Price*	\$123,000	\$0	-100.0%	\$123,000	\$0	-100.0%
Average Days on Market	215	0	-100.0%	215	0	-100.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	10	8	-20.0%	--	--	--
Total Sold Price	\$123,000	\$0	-100.0%	\$123,000	\$0	-100.0%

### Carrizozo

Residential

Area 8

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	1	0.0%	2	2	0.0%
Average Sales Price*	\$183,500	\$34,500	-81.2%	\$110,750	\$33,250	-70.0%
Average Days on Market	1268	184	-85.5%	660	285	-56.8%
Pending Sales	1	1	0.0%	--	--	--
New Listings	1	2	100.0%	--	--	--
Existing Listings	13	13	0.0%	--	--	--
Total Sold Price	\$183,500	\$34,500	-81.2%	\$221,500	\$66,500	-70.0%

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# Local Market Update by Area

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## Rest of Lincoln County

Includes Corona, Arabela, White Oaks

Residential

Area 9

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>2</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$127,500</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>282</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	6	<b>10</b>	66.7%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$255,000</b>	0.0%

## Outside of Lincoln County

Residential

Area 10

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%
Average Sales Price*	\$42,000	<b>\$0</b>	-100.0%	\$42,000	<b>\$0</b>	-100.0%
Average Days on Market	325	<b>0</b>	-100.0%	325	<b>0</b>	-100.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	3	<b>1</b>	-66.7%	--	--	--
Existing Listings	18	<b>15</b>	-16.7%	--	--	--
Total Sold Price	\$42,000	<b>\$0</b>	-100.0%	\$42,000	<b>\$0</b>	-100.0%

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## Local Market Update by Area

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### Total Residential, Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	34	<b>47</b>	38.2%	73	<b>91</b>	24.7%
Total Sold Price	\$6,244,875	<b>\$11,669,180</b>	86.9%	\$13,896,375	<b>\$22,706,391</b>	63.4%

### Total Residential, Outside of Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%
Total Sold Price	\$42,000	<b>\$0</b>	-100.0%	\$42,000	<b>\$0</b>	-100.0%

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## Ruidoso

Vacant Land  
Area 1

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	5	<b>3</b>	-40.0%	10	<b>8</b>	-20.0%
Average Sales Price*	\$25,200	<b>\$34,000</b>	34.9%	\$35,500	<b>\$29,312</b>	-17.4%
Average Days on Market	1021	<b>273</b>	-73.3%	829	<b>276</b>	-66.7%
Pending Sales	5	<b>4</b>	-20.0%	--	--	--
New Listings	22	<b>7</b>	-68.2%	--	--	--
Existing Listings	283	<b>239</b>	-15.5%	--	--	--
Total Sold Price	\$126,000	<b>\$102,000</b>	-19.0%	\$355,000	<b>\$234,500</b>	-33.9%

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Vacant Land  
Area 2

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	3	<b>1</b>	-66.7%	11	<b>5</b>	-54.5%
Average Sales Price*	\$31,500	<b>\$5,700</b>	-81.9%	\$58,982	<b>\$33,240</b>	-43.6%
Average Days on Market	372	<b>58</b>	-84.4%	467	<b>411</b>	-12.0%
Pending Sales	2	<b>2</b>	0.0%	--	--	--
New Listings	10	<b>4</b>	-60.0%	--	--	--
Existing Listings	125	<b>164</b>	31.2%	--	--	--
Total Sold Price	\$94,500	<b>\$5,700</b>	-94.0%	\$648,800	<b>\$166,200</b>	-74.4%

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# Local Market Update by Area

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## Ruidoso Downs

Vacant Land

Area 3

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	0	<b>2</b>	0.0%
Average Sales Price*	\$0	<b>\$34,500</b>	0.0%	\$0	<b>\$30,750</b>	0.0%
Average Days on Market	0	<b>750</b>	0.0%	0	<b>719</b>	0.0%
Pending Sales	1	<b>0</b>	-100.0%	--	--	--
New Listings	4	<b>0</b>	-100.0%	--	--	--
Existing Listings	24	<b>15</b>	-37.5%	--	--	--
Total Sold Price	\$0	<b>\$34,500</b>	0.0%	\$0	<b>\$61,500</b>	0.0%

## Alto to Bonito River

Vacant Land

Area 4

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	4	<b>2</b>	-50.0%	6	<b>6</b>	0.0%
Average Sales Price*	\$23,688	<b>\$441,875</b>	1765.4%	\$24,458	<b>\$161,708</b>	561.2%
Average Days on Market	249	<b>458</b>	83.9%	412	<b>360</b>	-12.6%
Pending Sales	3	<b>4</b>	33.3%	--	--	--
New Listings	9	<b>5</b>	-44.4%	--	--	--
Existing Listings	189	<b>173</b>	-8.5%	--	--	--
Total Sold Price	\$94,750	<b>\$883,750</b>	832.7%	\$146,750	<b>\$970,250</b>	561.2%

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## Local Market Update by Area

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### N/Bonito River to N. Capitan

**Includes Capitan, Nogal**

Vacant Land

Area 5

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	<b>1</b>	-50.0%	4	<b>3</b>	-25.0%
Average Sales Price*	\$23,850	<b>\$34,000</b>	42.6%	\$35,050	<b>\$104,500</b>	198.1%
Average Days on Market	659	<b>78</b>	-88.2%	414	<b>145</b>	-65.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	0	<b>5</b>	0.0%	--	--	--
Existing Listings	80	<b>75</b>	-6.3%	--	--	--
Total Sold Price	\$47,700	<b>\$34,000</b>	-28.7%	\$140,200	<b>\$313,500</b>	123.6%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Vacant Land

Area 6

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$307,000</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>100</b>	0.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	4	<b>10</b>	150.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$307,000</b>	0.0%

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# Local Market Update by Area

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## E/Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Vacant Land

Area 7

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	0	-100.0%	2	0	-100.0%
Average Sales Price*	\$57,500	\$0	-100.0%	\$57,500	\$0	-100.0%
Average Days on Market	97	0	0.0%	97	0	-100.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	0	1	0.0%	--	--	--
Existing Listings	6	6	0.0%	--	--	--
Total Sold Price	\$115,000	\$0	-100.0%	\$115,000	\$0	-100.0%

## Carrizozo

Vacant Land

Area 8

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	0	-100.0%	2	0	-100.0%
Average Sales Price*	\$10,000	\$0	-100.0%	\$10,000	\$0	-100.0%
Average Days on Market	693	0	-100.0%	693	0	-100.0%
Pending Sales	1	1	0.0%	--	--	--
New Listings	2	2	0.0%	--	--	--
Existing Listings	54	63	16.7%	--	--	--
Total Sold Price	\$20,000	\$0	-100.0%	\$20,000	\$0	-100.0%

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## Rest of Lincoln County

**Includes Corona, Arabela, White Oaks**

Vacant Land

Area 9

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>4</b>	300.0%	2	<b>7</b>	250.0%
Average Sales Price*	\$10,000	<b>\$62,500</b>	525.0%	\$26,000	<b>\$44,429</b>	70.9%
Average Days on Market	1054	<b>213</b>	-79.8%	539	<b>226</b>	-58.1%
Pending Sales	1	<b>1</b>	0.0%	--	--	--
New Listings	5	<b>0</b>	-100.0%	--	--	--
Existing Listings	26	<b>29</b>	11.5%	--	--	--
Total Sold Price	\$10,000	<b>\$250,000</b>	2400.0%	\$52,000	<b>\$311,000</b>	498.1%

## Outside of Lincoln County

Vacant Land

Area 10

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	3	<b>2</b>	-33.3%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$6,820,050	<b>\$395,000</b>	-94.2%
Average Days on Market	0	<b>0</b>	0.0%	334	<b>229</b>	-31.4%
Pending Sales	2	<b>0</b>	-100.0%	--	--	--
New Listings	1	<b>1</b>	0.0%	--	--	--
Existing Listings	12	<b>6</b>	-50.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$20,460,150	<b>\$790,000</b>	-96.1%

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## Local Market Update by Area

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### Total Vacant Land, Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	19	<b>12</b>	-36.8%	37	<b>32</b>	-13.5%
Total Sold Price	\$507,950	<b>\$1,309,950</b>	157.9%	\$1,477,750	<b>\$2,363,950</b>	60.0%

### Total Vacant Land, Outside of Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	3	<b>2</b>	-33.3%
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$20,460,150	<b>\$790,000</b>	-96.1%

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# Local Market Update by Area

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## Ruidoso

Commercial  
Area 1

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>2</b>	0.0%	1	<b>4</b>	300.0%
Average Sales Price*	\$0	<b>\$177,500</b>	0.0%	\$235,000	<b>\$227,500</b>	-3.2%
Average Days on Market	0	<b>582</b>	0.0%	166	<b>842</b>	407.2%
Pending Sales	1	<b>3</b>	200.0%	--	--	--
New Listings	3	<b>3</b>	0.0%	--	--	--
Existing Listings	46	<b>47</b>	2.2%	--	--	--
Total Sold Price	\$0	<b>\$355,000</b>	0.0%	\$235,000	<b>\$910,000</b>	287.2%

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Commercial  
Area 2

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	1	<b>0</b>	-100.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

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# Local Market Update by Area

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## Ruidoso Downs

Commercial  
Area 3

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	1	<b>1</b>	0.0%	--	--	--
Existing Listings	10	<b>11</b>	10.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Alto to Bonito River

Commercial  
Area 4

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	1	<b>4</b>	300.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

## Local Market Update by Area

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

### N/ Bonito River to N. Capitain

**Includes Capitan, Nogal**

Commercial  
Area 5

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$75,000</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>195</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	8	<b>6</b>	-25.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$75,000</b>	0.0%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Commercial  
Area 6

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	0	<b>0</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size



# 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**

Commercial  
Area 7

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	1	<b>2</b>	100.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Carrizozo

Commercial  
Area 8

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	2	<b>2</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

# 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**

Commercial

Area 9

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	1	<b>0</b>	-100.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Outside of Lincoln County

Commercial

Area 10

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	2	<b>4</b>	100.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

## Local Market Update by Area

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

### Total Commercial, Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	2	0.0%	1	5	400.0%
Total Sold Price	\$0	\$355,000	0.0%	\$235,000	\$985,000	319.1%

### Total Commercial, Outside of Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Total Sold Price	\$0	\$0	0.0%	\$0	\$0	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

# Local Market Update by Area

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

## Ruidoso

Farm & Ranch  
Area 1

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	0	<b>0</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Farm & Ranch  
Area 2

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	0	<b>0</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

# Local Market Update by Area

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

## Ruidoso Downs

Farm & Ranch

Area 3

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	0	<b>0</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Alto to Bonito River

Farm & Ranch

Area 4

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	0	<b>0</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

## Local Market Update by Area

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

### N/Bonito River to N. Capitan

**Includes Capitan, Nogal**

Farm & Ranch

Area 5

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	7	<b>7</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Farm & Ranch

Area 6

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%
Average Sales Price*	\$1,150,000	<b>\$0</b>	-100.0%	\$1,150,000	<b>\$0</b>	-100.0%
Average Days on Market	198	<b>0</b>	-100.0%	198	<b>0</b>	-100.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	0	<b>1</b>	0.0%	--	--	--
Total Sold Price	\$1,150,000	<b>\$0</b>	-100.0%	\$1,150,000	<b>\$0</b>	-100.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

# 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**

Farm & Ranch

Area 7

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	--	--	--
Existing Listings	5	<b>4</b>	-20.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Carrizozo

Farm & Ranch

Area 8

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	1	<b>2</b>	100.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size

## 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**

Farm & Ranch

Area 9

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	1	0	-100.0%
Average Sales Price*	\$500,000	\$0	-100.0%	\$500,000	\$0	-100.0%
Average Days on Market	203	0	-100.0%	203	0	-100.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	3	1	-66.7%	--	--	--
Total Sold Price	\$500,000	\$0	-100.0%	\$500,000	\$0	-100.0%

### Outside of Lincoln County

Farm & Ranch

Area 10

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	3	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$1,741,667	0.0%
Average Days on Market	0	0	0.0%	0	590	0.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	11	8	-27.3%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$5,225,000	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size



## Local Market Update by Area

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

### Total Farm & Ranch Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	0	-100.0%	2	0	-100.0%
Total Sold Price	\$1,650,000	\$0	-100.0%	\$1,650,000	\$0	-100.0%

### Total Farm & Ranch, Outside of Lincoln County

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	3	0.0%
Total Sold Price	0	0	0.0%	0	5,225,000	0.0%

\*Does not account for sale concessions and/or downpayment assistance. Percentage changes are calculated using rounded figures and can sometimes look extreme due to small sample size