

Local Market Update by Area

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

All Properties, Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	74	51	-31.1%	262	232	-11.5%
Total Sold Price	\$14,232,246	\$9,783,900	-31.3%	\$46,404,471	\$48,623,491	4.8%

All Properties, Outside of Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	3	0	-100.0%	8	5	-37.5%
Total Sold Price	\$766,000	\$0	-100.0%	\$46,668,150	\$6,015,000	-87.1%

*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

Residential

Area 1

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	40	25	-37.5%	118	104	-11.9%
Average Sales Price*	\$225,589	\$244,276	8.3%	\$197,909	\$242,149	22.4%
Average Days on Market	206	126	-38.8%	167	149	-10.8%
Pending Sales	32	17	-46.9%	--	--	--
New Listings	58	33	-43.1%	--	--	--
Existing Listings	265	203	-23.4%	--	--	--
Total Sold Price	\$9,023,546	\$6,106,900	-32.3%	\$23,353,296	\$25,183,511	7.8%

Includes Outlaw

Residential

Area 2

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	7	3	-57.1%	20	19	-5.0%
Average Sales Price*	\$385,429	\$258,333	-33.0%	\$217,156	\$385,015	77.3%
Average Days on Market	215	138	-35.8%	202	212	5.0%
Pending Sales	3	2	-33.3%	--	--	--
New Listings	12	3	-75.0%	--	--	--
Existing Listings	90	66	-26.7%	--	--	--
Total Sold Price	\$2,698,000	\$775,000	-71.3%	\$8,074,400	\$7,315,280	-9.4%

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Local Market Update by Area

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

Ruidoso Downs

Residential

Area 3

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	1	0.0%	7	6	-14.3%
Average Sales Price*	\$122,000	\$185,000	51.6%	\$124,500	\$186,250	49.6%
Average Days on Market	222	5	-97.7%	105	121	15.2%
Pending Sales	3	3	0.0%	--	--	--
New Listings	4	0	-100.0%	--	--	--
Existing Listings	23	18	-21.7%	--	--	--
Total Sold Price	\$122,000	\$185,000	51.6%	\$871,500	\$1,117,500	28.2%

Alto to Bonito River

Residential

Area 4

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	5	5	0.0%	25	17	-32.0%
Average Sales Price*	\$211,180	\$340,500	61.2%	\$228,853	\$310,876	35.8%
Average Days on Market	105	554	427.6%	258	315	22.1%
Pending Sales	8	5	-37.5%	--	--	--
New Listings	12	10	-16.7%	--	--	--
Existing Listings	69	55	-20.3%	--	--	--
Total Sold Price	\$1,055,900	\$1,702,500	61.2%	\$5,721,325	\$5,284,900	-7.6%

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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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	1	-50.0%	11	8	-27.3%
Average Sales Price*	\$177,500	\$153,000	-13.8%	\$191,727	\$181,625	-5.3%
Average Days on Market	523	424	-18.9%	452	282	-37.6%
Pending Sales	1	3	200.0%	--	--	--
New Listings	5	6	20.0%	--	--	--
Existing Listings	46	35	-23.9%	--	--	--
Total Sold Price	\$355,000	\$153,000	-56.9%	\$2,109,000	\$1,453,000	-31.1%

E/Capitan to Hwy 70

Includes Lincoln

Residential
Area 6

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	1	0.0%	1	2	100.0%
Average Sales Price*	\$0	\$179,900	0.0%	\$245,000	\$214,950	-12.3%
Average Days on Market	0	84	0.0%	172	44	-74.4%
Pending Sales	0	0	0.0%	--	--	--
New Listings	1	1	0.0%	--	--	--
Existing Listings	4	3	-25.0%	--	--	--
Total Sold Price	\$0	\$179,900	0.0%	\$245,000	\$429,900	75.5%

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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

Residential
Area 7

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	2	0	-100.0%
Average Sales Price*	\$0	\$0	0.0%	\$144,000	\$0	-100.0%
Average Days on Market	0	0	0.0%	158	0	-100.0%
Pending Sales	0	1	0.0%	--	--	--
New Listings	1	1	0.0%	--	--	--
Existing Listings	11	8	-27.3%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$288,000	\$0	-100.0%

Carrizozo

Residential
Area 8

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	2	0.0%	5	5	0.0%
Average Sales Price*	\$44,250	\$66,700	50.7%	\$76,000	\$68,980	-9.2%
Average Days on Market	152	282	85.5%	329	252	-23.4%
Pending Sales	0		0.0%	--	--	--
New Listings	2		-100.0%	--	--	--
Existing Listings	11		-100.0%	--	--	--
Total Sold Price	\$88,500	\$133,400	50.7%	\$380,000	\$344,900	-9.2%

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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	April			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	\$128,167	0.0%
Average Days on Market	0	0	0.0%	0	248	0.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	2	0	-100.0%	--	--	--
Existing Listings	8	12	50.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$384,500	0.0%

Outside of Lincoln County

Residential

Area 10

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	1	0	-100.0%
Average Sales Price*	\$0	\$0	0.0%	\$42,000	\$0	-100.0%
Average Days on Market	0	0	0.0%	325	0	-100.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	3	0	-100.0%	--	--	--
Existing Listings	22	13	-40.9%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$42,000	\$0	-100.0%

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Total Residential, Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	57	38	-33.3%	189	164	-13.2%
Total Sold Price	\$13,342,946	\$9,235,700	-30.8%	\$41,042,521	\$41,513,491	1.1%

Total Residential, Outside of Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	1	0	-100.0%
Total Sold Price	\$0	\$0	0.0%	\$42,000	\$0	-100.0%

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Local Market Update by Area

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Ruidoso

Vacant Land

Area 1

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	3	7	133.3%	18	19	5.6%
Average Sales Price*	\$45,167	\$47,886	6.0%	\$41,022	\$44,166	7.7%
Average Days on Market	477	433	-9.2%	586	424	-27.6%
Pending Sales	1	4	300.0%	--	--	--
New Listings	15	17	13.3%	--	--	--
Existing Listings	281	199	-29.2%	--	--	--
Total Sold Price	\$135,500	\$335,200	147.4%	\$738,400	\$839,150	13.6%

Alto Lakes G&CC/Kokopelli

Includes Outlaw

Vacant Land

Area 2

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	4	1	-75.0%	18	9	-50.0%
Average Sales Price*	\$42,250	\$14,000	-66.9%	\$57,656	\$36,244	-37.1%
Average Days on Market	53	649	1124.5%	348	445	27.9%
Pending Sales	2	2	0.0%	--	--	--
New Listings	10	4	-60.0%	--	--	--
Existing Listings	125	170	36.0%	--	--	--
Total Sold Price	\$169,000	\$14,000	-91.7%	\$1,037,800	\$326,200	-68.6%

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Local Market Update by Area

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Ruidoso Downs

Vacant Land
Area 3

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	1	2	100.0%
Average Sales Price*	\$45,000	\$0	-100.0%	\$45,000	\$30,750	-31.7%
Average Days on Market	155	0	-100.0%	155	719	363.9%
Pending Sales	0	0	0.0%	--	--	--
New Listings	1	2	100.0%	--	--	--
Existing Listings	16	17	6.3%	--	--	--
Total Sold Price	\$45,000	\$0	-100.0%	\$45,000	\$61,500	36.7%

Alto to Bonito River

Vacant Land
Area 4

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	4	1	-75.0%	16	11	-31.3%
Average Sales Price*	\$48,450	\$7,000	-85.6%	\$31,659	\$97,477	207.9%
Average Days on Market	340	805	136.8%	387	377	-2.6%
Pending Sales	1	3	200.0%	--	--	--
New Listings	15	6	-60.0%	--	--	--
Existing Listings	198	168	-15.2%	--	--	--
Total Sold Price	\$193,800	\$7,000	-96.4%	\$506,550	\$1,072,250	111.7%

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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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	1	-50.0%	7	5	-28.6%
Average Sales Price*	\$42,500	\$51,000	20.0%	\$50,171	\$86,800	73.0%
Average Days on Market	501	221	-55.9%	457	606	32.6%
Pending Sales	0	1	0.0%	--	--	--
New Listings	5	1	-80.0%	--	--	--
Existing Listings	76	72	-5.3%	--	--	--
Total Sold Price	\$85,000	\$51,000	-40.0%	\$351,200	\$434,000	23.6%

E/Capitan to to Hwy 70

Includes Lincoln

Vacant Land

Area 6

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	2	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$196,000	0.0%
Average Days on Market	0	0	0.0%	0	354	0.0%
Pending Sales	0	1	0.0%	--	--	--
New Listings	1	0	-100.0%	--	--	--
Existing Listings	5	9	80.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$392,000	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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	2	0	-100.0%
Average Sales Price*	\$0	\$0	0.0%	\$57,500	\$0	-100.0%
Average Days on Market	0	0	0.0%	97	0	-100.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	6	6	0.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$115,000	\$0	-100.0%

Carrizozo

Vacant Land
Area 8

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	2	0.0%	2	3	50.0%
Average Sales Price*	\$0	\$8,000	0.0%	\$10,000	\$14,633	46.3%
Average Days on Market	0	118	0.0%	693	95	-86.3%
Pending Sales	2	1	-50.0%	--	--	--
New Listings	2	0	-100.0%	--	--	--
Existing Listings	55	58	5.5%	--	--	--
Total Sold Price	\$0	\$16,000	0.0%	\$20,000	\$43,900	119.5%

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Local Market Update by Area

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Rest of Lincoln County

Includes Corona, Arabela, White Oaks

Vacant Land

Area 9

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	4	8	100.0%
Average Sales Price*	\$9,000	\$0	-100.0%	\$102,750	\$40,125	-60.9%
Average Days on Market	1065	0	-100.0%	597	380	-36.3%
Pending Sales	1	1	0.0%	--	--	--
New Listings	6	2	-66.7%	--	--	--
Existing Listings	30	31	3.3%	--	--	--
Total Sold Price	\$9,000	\$0	-100.0%	\$411,000	\$321,000	-21.9%

Outside of Lincoln County

Vacant Land

Area 10

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	0	-100.0%	5	2	-60.0%
Average Sales Price*	\$105,500	\$0	-100.0%	\$4,134,230	\$385,000	-90.7%
Average Days on Market	96	0	-100.0%		229	0.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	13	7	-46.2%	--	--	--
Total Sold Price	\$211,000	\$0	-100.0%	\$20,671,150	\$790,000	-96.2%

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Local Market Update by Area

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Total Vacant Land, Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	15	12	-20.0%	68	59	-13.2%
Total Sold Price	\$637,300	\$423,200	-33.6%	\$3,224,950	\$3,490,000	8.2%

Total Vacant Land, Outside of Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	0	-100.0%	5	2	-60.0%
Total Sold Price	\$211,000	\$0	-100.0%	\$20,671,150	\$790,000	-96.2%

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Local Market Update by Area

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Ruidoso

Commercial
Area 1

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	1	-50.0%	3	7	133.3%
Average Sales Price*	\$126,000	\$125,000	-0.8%	\$162,333	\$235,000	44.8%
Average Days on Market	119	1,027	763.0%	135	703	420.7%
Pending Sales	1	1	0.0%	--	--	--
New Listings	3	5	66.7%	--	--	--
Existing Listings	46	45	-2.2%	--	--	--
Total Sold Price	\$252,000	\$125,000	-50.4%	\$487,000	\$1,645,000	237.8%

Alto Lakes G&CC/Kokopelli

Includes Outlaw

Commercial
Area 2

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

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Local Market Update by Area

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Ruidoso Downs

Commercial
Area 3

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	9	9	0.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$0	0.0%

Alto to Bonito River

Commercial
Area 4

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales	0	1	0.0%	--	--	--
New Listings	1	0	-100.0%	--	--	--
Existing Listings	2	6	200.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$0	0.0%

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Local Market Update by Area

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N/ Bonito River to N. Capitain

Includes Capitan, Nogal

Commercial
Area 5

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	1	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$75,000	0.0%
Average Days on Market	0	0	0.0%	0	195	0.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	2	0	-100.0%	--	--	--
Existing Listings	10	5	-50.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$75,000	0.0%

E/Capitan to to Hwy 70

Includes Lincoln

Commercial
Area 6

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

Commercial
Area 7

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

Carrizozo

Commercial
Area 8

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	1	0	-100.0%	--	--	--
Existing Listings	3	2	-33.3%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$0	0.0%

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Local Market Update by Area

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Rest of Lincoln County

Includes Corona, Arabela, White Oaks

Commercial

Area 9

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

Outside of Lincoln County

Commercial

Area 10

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	2	3	50.0%	--	--	--
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

Total Commercial, Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	1	-50.0%	3	8	166.7%
Total Sold Price	\$252,000	\$125,000	-50.4%	\$487,000	\$1,720,000	253.2%

Total Commercial, Outside of Lincoln County

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

Alto Lakes G&CC/Kokopelli

Includes Outlaw

Farm & Ranch
Area 2

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales			0.0%	--	--	--
New Listings			0.0%	--	--	--
Existing Listings			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 Downs

Farm & Ranch

Area 3

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

Alto to Bonito River

Farm & Ranch

Area 4

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales			0.0%	--	--	--
New Listings			0.0%	--	--	--
Existing Listings			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

N/Bonito River to N. Capitán

Includes Capitán, Nogal

Farm & Ranch

Area 5

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$0	0.0%
Average Days on Market	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	1	1	0.0%	--	--	--
Existing Listings	4	8	100.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$0	0.0%

E/Capitán to to Hwy 70

Includes Lincoln

Farm & Ranch

Area 6

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	1	0	-100.0%
Average Sales Price*	\$0	\$0	0.0%	\$1,150,000	\$0	-100.0%
Average Days on Market	0	0	0.0%	198	0	-100.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	1	0	-100.0%	--	--	--
Existing Listings	1	1	0.0%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$1,150,000	\$0	-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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	0	1	0.0%
Average Sales Price*	\$0	\$0	0.0%	\$0	\$1,900,000	0.0%
Average Days on Market	0	0	0.0%	0	3	0.0%
Pending Sales	0	1	0.0%	--	--	--
New Listings	1	0	-100.0%	--	--	--
Existing Listings	6	4	-33.3%	--	--	--
Total Sold Price	\$0	\$0	0.0%	\$0	\$1,900,000	0.0%

Carrizozo

Farm & Ranch

Area 8

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

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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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	1	0	-100.0%
Average Sales Price*	\$0	\$0	0.0%	\$500,000	\$0	-100.0%
Average Days on Market	0	0	0.0%	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	\$0	\$0	0.0%	\$500,000	\$0	-100.0%

Outside of Lincoln County

Farm & Ranch

Area 10

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	2	3	50.0%
Average Sales Price*	\$555,000	\$0	-100.0%	\$12,977,500	\$1,741,667	-86.6%
Average Days on Market	601	0	-100.0%	447	590	32.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	0	0	0.0%	--	--	--
Existing Listings	9	8	-11.1%	--	--	--
Total Sold Price	\$555,000	\$0	-100.0%	\$25,955,000	\$5,225,000	-79.9%

*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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	0	0.0%	2	1	-50.0%
Total Sold Price	\$0	\$0	0.0%	\$1,650,000	\$1,900,000	15.2%

Total Farm & Ranch, Outside of Lincoln County

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	2	3	50.0%
Total Sold Price	555,000	0	-100.0%	25,955,000	5,225,000	-79.9%

*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