

# 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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	527	<b>410</b>	-22.2%	712	<b>586</b>	-17.7%
Active Listings Price Average	\$377,842	<b>\$411,231</b>	8.8%	\$345,683	<b>\$389,772</b>	12.8%
Active Average Days on Market	253	<b>218</b>	-13.8%	203	<b>177</b>	-12.8%
Months of Inventory	5.1	<b>6.1</b>	20.8%	--	--	--
Absorption Rate	10.8%	<b>9.0%</b>	-16.6%	--	--	--
New Listings	97	<b>55</b>	-43.3%	330	<b>244</b>	-26.1%
Pending Listings Count	47	<b>30</b>	-36.2%	205	<b>146</b>	-28.8%
Closed Sales Count	57	<b>37</b>	-35.1%	189	<b>162</b>	-14.3%
Closed Listing Price Average	\$246,819	<b>\$248,607</b>	0.7%	\$228,411	<b>\$267,825</b>	17.3%
Closed Selling Price Average	\$234,086	<b>\$241,440</b>	3.1%	\$217,156	<b>\$254,191</b>	17.1%
Closed Median Sold Price	\$168,000	<b>\$230,000</b>	36.9%	\$168,000	<b>\$217,500</b>	29.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	94.84	<b>97.12</b>	2.4%	95.07	<b>94.91</b>	-0.2%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	207	<b>227</b>	9.7%	202	<b>182</b>	-9.9%
Selling Price Total	\$13,342,946	<b>\$8,933,300</b>	-33.0%	\$41,042,521	<b>\$41,179,091</b>	0.3%

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

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## All Areas in Lincoln County, Site Built

Single Family Residence

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	436	<b>308</b>	-29.4%	490	<b>434</b>	-11.4%
Active Listings Price Average	\$445,062	<b>\$479,748</b>	7.8%	\$428,306	<b>\$460,533</b>	7.5%
Active Average Days on Market	231	<b>228</b>	-1.3%	211	<b>190</b>	-10.0%
Months of Inventory	2.8	<b>6.2</b>	121.8%	--	--	--
Absorption Rate	17.4%	<b>8.8%</b>	-49.7%	--	--	--
New Listings	136	<b>38</b>	-72.1%	226	<b>175</b>	-22.6%
Pending Listings Count	81	<b>23</b>	-71.6%	130	<b>99</b>	-23.8%
Closed Sales Count	76	<b>27</b>	-64.5%	113	<b>109</b>	-3.5%
Closed Listing Price Average	\$294,746	<b>\$297,321</b>	0.9%	\$286,141	<b>\$321,356</b>	12.3%
Closed Selling Price Average	\$282,672	<b>\$289,264</b>	2.3%	\$273,399	<b>\$304,997</b>	11.6%
Closed Median Sold Price	\$221,500	<b>\$280,000</b>	26.4%	\$215,500	<b>\$275,000</b>	27.6%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	95.90	<b>97.29</b>	1.4%	95.55	<b>94.91</b>	-0.7%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	185	<b>214</b>	15.7%	196	<b>177</b>	-9.7%
Selling Price Total	\$21,483,146	<b>\$7,810,150</b>	-63.6%	\$30,894,096	<b>\$33,244,741</b>	7.6%

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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## All Areas in Lincoln County, Townhouse/Condo

Townhouse-Condo

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	80	<b>43</b>	-46.3%	124	<b>70</b>	-43.5%
Active Listings Price Average	\$184,976	<b>\$236,554</b>	27.9%	\$179,275	<b>\$212,087</b>	18.3%
Active Average Days on Market	229	<b>182</b>	-20.5%	161	<b>138</b>	-14.3%
Months of Inventory	3.8	<b>43.0</b>	1028.8%	--	--	--
Absorption Rate	16.3%	<b>2.3%</b>	-85.7%	--	--	--
New Listings	15	<b>6</b>	-60.0%	68	<b>27</b>	-60.3%
Pending Listings Count	8	<b>0</b>	-100.0%	46	<b>19</b>	-58.7%
Closed Sales Count	13	<b>1</b>	-92.3%	47	<b>27</b>	-42.6%
Closed Listing Price Average	\$147,446	<b>\$248,000</b>	68.2%	\$156,863	<b>\$185,303</b>	18.1%
Closed Selling Price Average	\$136,146	<b>\$245,000</b>	80.0%	\$147,210	<b>\$176,362</b>	19.8%
Closed Median Sold Price	\$135,000	<b>\$245,000</b>	81.5%	\$132,500	<b>\$165,000</b>	24.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	92.34	<b>98.79</b>	7.0%	93.85	<b>95.17</b>	1.4%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	151	<b>72</b>	-52.3%	138	<b>216</b>	56.5%
Selling Price Total	\$1,769,900	<b>\$245,000</b>	-86.2%	\$6,918,900	<b>\$4,761,800</b>	-31.2%

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

## All Areas in Lincoln County, Modular

Modular

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	3	<b>3</b>	0.0%	3	<b>4</b>	33.3%
Active Listings Price Average	\$271,600	<b>\$262,266</b>	-3.4%	\$271,600	<b>\$242,700</b>	-10.6%
Active Average Days on Market	555	<b>150</b>	-73.0%	555	<b>113</b>	-79.6%
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>2</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>1</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>\$167,000</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$162,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</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>0.00</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>0</b>	0.0%	0	<b>119</b>	0.0%
Selling Price Total	\$0	<b>\$0</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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	185	<b>154</b>	-16.8%	249	<b>222</b>	-10.8%
Active Listings Price Average	\$362,226	<b>\$384,278</b>	6.1%	\$457,875	<b>\$369,974</b>	-19.2%
Active Average Days on Market	181	<b>162</b>	-10.5%	614	<b>131</b>	-78.7%
Months of Inventory	4.0	<b>4.7</b>	16.0%	--	--	--
Absorption Rate	13.0%	<b>11.7%</b>	-9.9%	--	<b>113.0%</b>	--
New Listings	40	<b>28</b>	-30.0%	140	<b>66</b>	-52.9%
Pending Listings Count	22	<b>15</b>	-31.8%	81	<b>69</b>	-14.8%
Closed Sales Count	24	<b>18</b>	-25.0%	69	<b>300307</b>	435127.5%
Closed Listing Price Average	\$309,900	<b>\$297,349</b>	-4.1%	\$261,752	<b>\$286,495</b>	9.5%
Closed Selling Price Average	\$295,339	<b>\$286,902</b>	-2.9%	\$249,118	<b>\$262,500</b>	5.4%
Closed Median Sold Price	\$198,500	<b>\$280,000</b>	41.1%	\$195,000		-100.0%
List-To-Sell Variance (\$)			0.0%		<b>\$95</b>	0.0%
List-To-Sell Variance (%)	95.30	<b>96.49</b>	1.2%	95.17		-100.0%
Closed Average Price Per SqFt			0.0%		<b>\$140.00</b>	0.0%
Closed Average Days on Market	186	<b>149</b>	-19.9%	166		-100.0%
Selling Price Total	\$7,088,146	<b>\$5,164,250</b>	-27.1%	\$17,189,196	<b>\$19,768,161</b>	15.0%

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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## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Site Built

Area 2

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	86	<b>66</b>	-23.3%	108	<b>94</b>	-13.0%
Active Listings Price Average	\$650,797	<b>\$723,571</b>	11.2%	\$612,146	<b>\$678,622</b>	10.9%
Active Average Days on Market	293	<b>239</b>	-18.4%	273	<b>209</b>	-23.4%
Months of Inventory	9.6	<b>13.2</b>	38.1%	--	--	--
Absorption Rate	7.0%	<b>4.5%</b>	-34.8%	--	--	--
New Listings	11	<b>3</b>	-72.7%	43	<b>28</b>	-34.9%
Pending Listings Count	3	<b>2</b>	-33.3%	18	<b>13</b>	-27.8%
Closed Sales Count	6	<b>3</b>	-50.0%	17	<b>17</b>	0.0%
Closed Listing Price Average	\$428,566	<b>\$271,500</b>	-36.6%	\$448,376	<b>\$427,811</b>	-4.6%
Closed Selling Price Average	\$415,333	<b>\$258,333</b>	-37.8%	\$43,047	<b>\$402,781</b>	835.7%
Closed Median Sold Price	\$636,750	<b>\$265,000</b>	-58.4%	\$390,000	<b>\$357,000</b>	-8.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	96.91	<b>95.15</b>	-1.8%	95.93	<b>94.15</b>	-1.9%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	218	<b>138</b>	-36.7%	202	<b>190</b>	-5.9%
Selling Price Total	\$2,492,000	<b>\$775,000</b>	-68.9%	\$7,312,500	<b>\$6,847,280</b>	-6.4%

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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## Ruidoso Downs

Site Built

Area 3

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	11	<b>12</b>	9.1%	14	<b>13</b>	-7.1%
Active Listings Price Average	\$270,400	<b>\$238,616</b>	-11.8%	\$250,942	<b>\$240,646</b>	-4.1%
Active Average Days on Market	243	<b>263</b>	8.2%	191	<b>267</b>	39.8%
Months of Inventory	5.5	<b>3.0</b>	-45.5%	--	--	--
Absorption Rate	0.0%	<b>8.3%</b>	0.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	6	<b>4</b>	-33.3%
Pending Listings Count	2	<b>3</b>	50.0%	5	<b>3</b>	-40.0%
Closed Sales Count	0	<b>1</b>	0.0%	2	<b>3</b>	50.0%
Closed Listing Price Average	\$0	<b>\$185,000</b>	0.0%	\$161,950	<b>\$213,266</b>	31.7%
Closed Selling Price Average	\$0	<b>\$185,000</b>	0.0%	\$151,750	<b>\$201,666</b>	32.9%
Closed Median Sold Price	\$0	<b>\$185,000</b>	0.0%	\$151,750	<b>\$185,000</b>	21.9%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>100.00</b>	0.0%	93.70	<b>94.56</b>	0.9%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>5</b>	0.0%	123	<b>114</b>	-7.3%
Selling Price Total	\$0	<b>\$185,000</b>	0.0%	\$303,500	<b>\$605,000</b>	99.3%

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# Local Market Update by Area

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## Alto to Bonito River

Site Built

Area 4

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	48	<b>34</b>	-29.2%	60	<b>47</b>	-21.7%
Active Listings Price Average	\$566,432	<b>\$630,700</b>	11.3%	\$513,439	<b>\$623,288</b>	21.4%
Active Average Days on Market	344	<b>382</b>	11.0%	299	<b>277</b>	-7.4%
Months of Inventory	6.0	<b>5.7</b>	-5.6%	--	--	--
Absorption Rate	8.3%	<b>11.8%</b>	41.2%	--	--	--
New Listings	8	<b>3</b>	-62.5%	17	<b>16</b>	-5.9%
Pending Listings Count	4	<b>2</b>	-50.0%	12	<b>10</b>	-16.7%
Closed Sales Count	4	<b>4</b>	0.0%	12	<b>9</b>	-25.0%
Closed Listing Price Average	\$236,825	<b>\$399,000</b>	68.5%	\$321,925	<b>\$487,700</b>	51.5%
Closed Selling Price Average	\$230,975	<b>\$400,625</b>	73.4%	\$310,866	<b>\$469,044</b>	50.9%
Closed Median Sold Price	\$193,000	<b>\$334,250</b>	73.2%	\$270,000	<b>\$399,900</b>	48.1%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	97.53	<b>100.41</b>	3.0%	96.56	<b>96.17</b>	-0.4%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	120	<b>651</b>	442.5%	267	<b>429</b>	60.7%
Selling Price Total	\$923,900	<b>\$1,602,500</b>	73.4%	\$3,730,400	<b>\$4,221,400</b>	13.2%

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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	April			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	23	<b>19</b>	-17.4%	33	<b>28</b>	-15.2%
Active Listings Price Average	\$415,543	<b>\$512,204</b>	23.3%	\$390,572	<b>\$460,335</b>	17.9%
Active Average Days on Market	249	<b>286</b>	14.9%	194	<b>246</b>	26.8%
Months of Inventory	23.0		-100.0%	--	--	--
Absorption Rate	4.3%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	4	<b>2</b>	-50.0%	11	<b>5</b>	-54.5%
Pending Listings Count	0	<b>0</b>	0.0%	8	<b>3</b>	-62.5%
Closed Sales Count	1	<b>0</b>	-100.0%	6	<b>5</b>	-16.7%
Closed Listing Price Average	\$298,500	<b>\$0</b>	-100.0%	\$275,233	<b>\$221,380</b>	-19.6%
Closed Selling Price Average	\$255,000	<b>\$0</b>	-100.0%	\$261,416	<b>\$207,000</b>	-20.8%
Closed Median Sold Price	\$255,000	<b>\$0</b>	-100.0%	\$264,250	<b>\$170,500</b>	-35.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	85.43	<b>0.00</b>	-100.0%	94.98	<b>93.50</b>	-1.6%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	682	<b>0</b>	-100.0%	318	<b>257</b>	-19.2%
Selling Price Total	\$255,000	<b>\$0</b>	-100.0%	\$1,568,500	<b>\$1,035,000</b>	-34.0%

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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## E/Capitan to Hwy 70

**Includes Lincoln**

Site Built

Area 6

Key Metrics	April			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	#DIV/0!	<b>#DIV/0!</b>	#DIV/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	April			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	<b>#DIV/0!</b>	<b>#DIV/0!</b>	--	--	--
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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	2	<b>5</b>	150.0%	6	<b>8</b>	33.3%
Active Listings Price Average	\$211,000	<b>\$126,760</b>	-39.9%	\$133,566	<b>\$121,650</b>	-8.9%
Active Average Days on Market	1167	<b>255</b>	-78.1%	389	<b>160</b>	-58.9%
Months of Inventory	1.0	<b>5.0</b>	400.0%	--	--	--
Absorption Rate	100.0%	<b>20.0%</b>	-80.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	2	<b>4</b>	100.0%
Pending Listings Count	0	<b>0</b>	0.0%	4	<b>3</b>	-25.0%
Closed Sales Count	2	<b>1</b>	-50.0%	5	<b>3</b>	-40.0%
Closed Listing Price Average	\$47,450	<b>\$79,900</b>	68.4%	\$83,860	<b>\$113,133</b>	34.9%
Closed Selling Price Average	\$44,250	<b>\$83,400</b>	88.5%	\$76,000	<b>\$87,633</b>	15.3%
Closed Median Sold Price	\$44,250	<b>\$83,400</b>	88.5%	\$70,000	<b>\$83,400</b>	19.1%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	93.26	<b>104.38</b>	11.9%	90.63	<b>77.46</b>	-14.5%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	152	<b>62</b>	-59.2%	329	<b>124</b>	-62.3%
Selling Price Total	\$88,500	<b>\$83,400</b>	-5.8%	\$380,000	<b>\$262,900</b>	-30.8%

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

## Rest of Lincoln County

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

Site Built

Area 9

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	7	<b>9</b>	28.6%	7	<b>10</b>	42.9%
Active Listings Price Average	\$619,500	<b>\$221,500</b>	-64.2%	\$619,500	<b>\$226,850</b>	-63.4%
Active Average Days on Market	816	<b>468</b>	-42.6%	816	<b>577</b>	-29.3%
Months of Inventory			0.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	0	<b>1</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	2	<b>0</b>	-100.0%
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>\$127,500</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.*

# Local Market Update by Area

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

## Ruidoso

Townhouse/Condo

Area 1

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	60	<b>28</b>	-53.3%	94	<b>50</b>	-46.8%
Active Listings Price Average	\$178,033	<b>\$179,933</b>	1.1%	\$170,734	<b>\$175,639</b>	2.9%
Active Average Days on Market	251	<b>209</b>	-16.7%	177	<b>154</b>	-13.0%
Months of Inventory	3.5	<b>28.0</b>	693.3%	--	--	--
Absorption Rate	18.3%	<b>3.6%</b>	-80.5%	--	--	--
New Listings	11	<b>3</b>	-72.7%	55	<b>16</b>	-70.9%
Pending Listings Count	6	<b>0</b>	-100.0%	34	<b>15</b>	-55.9%
Closed Sales Count	11	<b>1</b>	-90.9%	35	<b>19</b>	-45.7%
Closed Listing Price Average	\$140,027	<b>\$248,000</b>	77.1%	\$143,724	<b>\$186,247</b>	29.6%
Closed Selling Price Average	\$130,172	<b>\$245,000</b>	88.2%	\$135,717	<b>\$178,542</b>	31.6%
Closed Median Sold Price	\$135,000	<b>\$245,000</b>	81.5%	\$122,000	<b>\$170,000</b>	39.3%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	92.96	<b>98.79</b>	6.3%	94.42	<b>95.86</b>	1.5%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	156	<b>72</b>	-53.8%	136	<b>189</b>	39.0%
Selling Price Total	\$1,431,900	<b>\$245,000</b>	-82.9%	\$4,750,100	<b>\$3,392,300</b>	-28.6%

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

## Alto Lakes G&CC/Kokopelli

### Includes Outlaw

Townhouse/Condo

Area 2

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	4	<b>1</b>	-75.0%	7	<b>2</b>	-71.4%
Active Listings Price Average	\$348,375	<b>\$450,000</b>	29.2%	\$311,000	<b>\$349,500</b>	12.4%
Active Average Days on Market	1	<b>214</b>	21300.0%	1	<b>107</b>	10600.0%
Months of Inventory	4.0		-100.0%	--	--	--
Absorption Rate	25.0%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	2	<b>0</b>	-100.0%
Pending Listings Count	0	<b>0</b>	0.0%	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	\$239,000	<b>\$0</b>	-100.0%	\$270,000	<b>\$249,250</b>	-7.7%
Closed Selling Price Average	\$206,000	<b>\$0</b>	-100.0%	\$253,966	<b>\$234,000</b>	-7.9%
Closed Median Sold Price	\$206,000	<b>\$0</b>	-100.0%	\$239,900	<b>\$234,000</b>	-2.5%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	86.49	<b>0.00</b>	-100.0%	94.06	<b>93.88</b>	-0.2%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	203	<b>0</b>	-100.0%	258	<b>399</b>	54.7%
Selling Price Total	\$206,000	<b>\$0</b>	-100.0%	\$761,900	<b>\$468,000</b>	-38.6%

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

## Ruidoso Downs

Townhouse/Condo

Area 3

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	4	<b>5</b>	25.0%	7	<b>6</b>	-14.3%
Active Listings Price Average	\$121,975	<b>\$170,560</b>	39.8%	\$128,214	<b>\$171,300</b>	33.6%
Active Average Days on Market	1	<b>103</b>	10200.0%	1	<b>86</b>	8500.0%
Months of Inventory	#DIV/0!		#DIV/0!	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	5	<b>4</b>	-20.0%
Pending Listings Count	0	<b>0</b>	0.0%	3	<b>1</b>	-66.7%
Closed Sales Count	0	<b>0</b>	0.0%	3	<b>2</b>	-33.3%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$123,233	<b>\$146,000</b>	18.5%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$100,000	<b>\$138,750</b>	38.8%
Closed Median Sold Price	\$0	<b>\$0</b>	0.0%	\$90,000	<b>\$138,750</b>	54.2%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>0.00</b>	0.0%	81.15	<b>95.03</b>	17.1%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>0</b>	0.0%	60	<b>171</b>	185.0%
Selling Price Total	\$0	<b>\$0</b>	0.0%	\$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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	12	<b>9</b>	-25.0%	16	<b>12</b>	-25.0%
Active Listings Price Average	\$186,224	<b>\$425,655</b>	128.6%	\$194,168	<b>\$361,450</b>	86.2%
Active Average Days on Market	270	<b>136</b>	-49.6%	202	<b>102</b>	-49.5%
Months of Inventory	4.0		-100.0%	--	--	--
Absorption Rate	8.3%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	1	<b>3</b>	200.0%	6	<b>7</b>	16.7%
Pending Listings Count	2	<b>0</b>	-100.0%	6	<b>2</b>	-66.7%
Closed Sales Count	1	<b>0</b>	-100.0%	6	<b>4</b>	-33.3%
Closed Listing Price Average	\$137,500	<b>\$0</b>	-100.0%	\$193,650	<b>\$168,500</b>	-13.0%
Closed Selling Price Average	\$132,000	<b>\$0</b>	-100.0%	\$184,483	<b>\$156,000</b>	-15.4%
Closed Median Sold Price	\$132,000	<b>\$0</b>	-100.0%	\$150,200	<b>\$140,000</b>	-6.8%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	96.00	<b>0.00</b>	-100.0%	95.27	<b>92.58</b>	-2.8%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	46	<b>0</b>	-100.0%	135	<b>272</b>	101.5%
Selling Price Total	\$13,200	<b>\$0</b>	-100.0%	\$1,106,900	<b>\$624,000</b>	-43.6%

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**

Townhouse/Condo

Area 5

Key Metrics	April			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	April			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	April			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	April			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	April			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	April			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>81</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate		<b>0.0%</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>0</b>	0.0%	0	<b>2</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$167,000</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$162,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</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>0.00</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>0</b>	0.0%	0	<b>119</b>	0.0%
Selling Price Total	\$0	<b>\$0</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	April			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	April			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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>1</b>	0.0%	0	<b>1</b>	0.0%
Active Listings Price Average	\$0	<b>\$265,000</b>	0.0%	\$0	<b>\$265,000</b>	0.0%
Active Average Days on Market	0	<b>36</b>	0.0%	0	<b>36</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate			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>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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	2	<b>1</b>	-50.0%	2	<b>1</b>	-50.0%
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	291	<b>254</b>	-12.7%	291	<b>254</b>	-12.7%
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	April			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	April			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	April			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	April			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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	20	<b>19</b>	-5.0%	37	<b>28</b>	-24.3%
Active Listings Price Average	\$134,435	<b>\$157,894</b>	17.5%	\$129,375	<b>\$147,175</b>	13.8%
Active Average Days on Market	95	<b>156</b>	64.2%	52	<b>106</b>	103.8%
Months of Inventory	2.2	<b>3.2</b>	42.5%	--	--	--
Absorption Rate	25.0%	<b>26.3%</b>	5.3%	--	--	--
New Listings	7	<b>2</b>	-71.4%	19	<b>15</b>	-21.1%
Pending Listings Count	4	<b>1</b>	-75.0%	19	<b>10</b>	-47.4%
Closed Sales Count	5	<b>5</b>	0.0%	14	<b>13</b>	-7.1%
Closed Listing Price Average	\$111,540	<b>\$82,800</b>	-25.8%	\$111,635	<b>\$113,723</b>	1.9%
Closed Selling Price Average	\$100,700	<b>\$79,050</b>	-21.5%	\$101,000	<b>\$107,357</b>	6.3%
Closed Median Sold Price	\$89,500	<b>\$83,750</b>	-6.4%	\$95,000	<b>\$112,500</b>	18.4%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	90.28	<b>95.47</b>	5.7%	90.47	<b>94.40</b>	4.3%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	397	<b>65</b>	-83.6%	248	<b>154</b>	-37.9%
Selling Price Total	\$503,500	<b>\$395,250</b>	-21.5%	\$1,414,000	<b>\$1,395,650</b>	-1.3%

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

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Manufactured  
Area 2

Key Metrics	April			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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	8	<b>1</b>	-87.5%	9	<b>3</b>	-66.7%
Active Listings Price Average	\$143,518	<b>\$169,900</b>	18.4%	\$141,961	<b>\$181,300</b>	27.7%
Active Average Days on Market	261	<b>431</b>	65.1%	232	<b>144</b>	-37.9%
Months of Inventory	4.0	<b>#DIV/0!</b>	<b>#DIV/0!</b>	--	--	--
Absorption Rate	12.5%	<b>0.0%</b>	-100.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	3	<b>1</b>	-66.7%
Pending Listings Count	1	<b>0</b>	-100.0%	2	<b>1</b>	-50.0%
Closed Sales Count	1	<b>0</b>	-100.0%	2	<b>1</b>	-50.0%
Closed Listing Price Average	\$129,500	<b>\$0</b>	-100.0%	\$144,750	<b>\$250,000</b>	72.7%
Closed Selling Price Average	\$122,000	<b>\$0</b>	-100.0%	\$134,000	<b>\$235,000</b>	75.4%
Closed Median Sold Price	\$122,000	<b>\$0</b>	-100.0%	\$134,000	<b>\$235,000</b>	75.4%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	94.21	<b>0.00</b>	-100.0%	92.57	<b>94.00</b>	1.5%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	222	<b>0</b>	-100.0%	156	<b>43</b>	-72.4%
Selling Price Total	\$122,000	<b>\$0</b>	-100.0%	\$268,000	<b>\$235,000</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

## Alto to Bonito River

Manufactured  
Area 4

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	9	<b>10</b>	11.1%	12	<b>13</b>	8.3%
Active Listings Price Average	\$146,144	<b>\$157,520</b>	7.8%	\$138,150	<b>\$157,038</b>	13.7%
Active Average Days on Market	79	<b>56</b>	-29.1%	59	<b>43</b>	-27.1%
Months of Inventory	4.5	<b>2.5</b>	-44.4%	--	--	--
Absorption Rate	0.0%	<b>10.0%</b>	0.0%	--	--	--
New Listings	3	<b>2</b>	-33.3%	5	<b>9</b>	80.0%
Pending Listings Count	2	<b>3</b>	50.0%	5	<b>6</b>	20.0%
Closed Sales Count	0	<b>1</b>	0.0%	7	<b>4</b>	-42.9%
Closed Listing Price Average	\$0	<b>\$122,900</b>	0.0%	\$128,414	<b>\$124,725</b>	-2.9%
Closed Selling Price Average	\$0	<b>\$100,000</b>	0.0%	\$126,289	<b>\$109,875</b>	-13.0%
Closed Median Sold Price	\$0	<b>\$10,000</b>	0.0%	\$127,000	<b>\$101,250</b>	-20.3%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	0.00	<b>81.37</b>	0.0%	98.35	<b>88.09</b>	-10.4%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	0	<b>165</b>	0.0%	349	<b>100</b>	-71.3%
Selling Price Total	\$0	<b>\$100,000</b>	0.0%	\$884,024	<b>\$439,500</b>	-50.3%

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

## N/Bonito River to N/Capitan

**Includes Nogal, Capitan**

Manufactured  
Area 5

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	21	<b>15</b>	-28.6%	23	<b>20</b>	-13.0%
Active Listings Price Average	\$153,819	<b>\$210,106</b>	36.6%	\$146,639	<b>\$186,262</b>	27.0%
Active Average Days on Market	260	<b>199</b>	-23.5%	237	<b>149</b>	-37.1%
Months of Inventory	10.5	<b>3.0</b>	-71.4%	--	--	--
Absorption Rate	4.8%	<b>13.3%</b>	180.0%	--	--	--
New Listings	1	<b>4</b>	300.0%	6	<b>11</b>	83.3%
Pending Listings Count	1	<b>3</b>	200.0%	3	<b>8</b>	166.7%
Closed Sales Count	1	<b>2</b>	100.0%	5	<b>4</b>	-20.0%
Closed Listing Price Average	\$115,000	<b>\$167,950</b>	46.0%	\$116,400	<b>\$153,700</b>	32.0%
Closed Selling Price Average	\$100,000	<b>\$166,450</b>	66.5%	\$108,100	<b>\$149,475</b>	38.3%
Closed Median Sold Price	\$100,000	<b>\$166,450</b>	66.5%	\$115,000	<b>\$166,450</b>	44.7%
List-To-Sell Variance (\$)			0.0%			0.0%
List-To-Sell Variance (%)	86.96	<b>99.11</b>	14.0%	92.87	<b>97.25</b>	4.7%
Closed Average Price Per SqFt			0.0%			0.0%
Closed Average Days on Market	364	<b>254</b>	-30.2%	613	<b>264</b>	-56.9%
Selling Price Total	\$100,000	<b>\$332,900</b>	232.9%	\$540,500	<b>\$597,900</b>	10.6%

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

## E/Capitan to Hwy 70

**Includes Lincoln**

Manufactured  
Area 6

Key Metrics	April			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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	4	<b>2</b>	-50.0%	4	<b>2</b>	-50.0%
Active Listings Price Average	\$309,725	<b>\$256,000</b>	-17.3%	\$309,725	<b>\$256,000</b>	-17.3%
Active Average Days on Market	657	<b>112</b>	-83.0%	657	<b>112</b>	-83.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate	0.0%	<b>0.0%</b>	0.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	1	<b>2</b>	100.0%
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	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	9	<b>7</b>	-22.2%	8	<b>8</b>	0.0%
Active Listings Price Average	\$88,666	<b>\$50,285</b>	-43.3%	\$89,612	<b>\$137,750</b>	53.7%
Active Average Days on Market	539	<b>568</b>	5.4%	823	<b>497</b>	-39.6%
Months of Inventory		<b>7.0</b>	0.0%	--	--	--
Absorption Rate	0.0%	<b>14.3%</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	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>\$50,000</b>	0.0%	\$0	<b>\$50,000</b>	0.0%
Closed Selling Price Average	\$0	<b>\$50,000</b>	0.0%	\$0	<b>\$50,000</b>	0.0%
Closed Median Sold Price	\$0	<b>\$50,000</b>	0.0%	\$0	<b>\$50,000</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>503</b>	0.0%	0	<b>503</b>	0.0%
Selling Price Total	\$0	<b>\$50,000</b>	0.0%	\$0	<b>\$50,000</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

## Rest of Lincoln County

Includes Corona, Arabela, White Oaks, etc.

Manufactured  
Area 9

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Active Listings Count	0	<b>2</b>	0.0%	0	<b>4</b>	0.0%
Active Listings Price Average	\$0	<b>\$211,500</b>	0.0%	\$0	<b>\$165,625</b>	0.0%
Active Average Days on Market	0	<b>40</b>	0.0%	0	<b>20</b>	0.0%
Months of Inventory			0.0%	--	--	--
Absorption Rate		<b>0.0%</b>	0.0%	--	--	--
New Listings	0	<b>2</b>	0.0%	0	<b>2</b>	0.0%
Pending Listings Count	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Closed Sales Count	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Closed Listing Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$129,500</b>	0.0%
Closed Selling Price Average	\$0	<b>\$0</b>	0.0%	\$0	<b>\$129,500</b>	0.0%
Closed Median Sold Price	\$0	<b>\$0</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>0.00</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>0</b>	0.0%	0	<b>180</b>	0.0%
Selling Price Total	\$0	<b>\$0</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.*