

## Local Market Update by Area

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

### All Properties, Lincoln County

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	75	53	-29.3%	188	181	-3.7%
Total Sold Price	\$14,913,100	\$12,784,250	-14.3%	\$32,172,225	\$38,839,591	20.7%

### All Properties, Outside of Lincoln County

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	0	-100.0%	6	5	-16.7%
Total Sold Price	\$25,850,000	\$0	-100.0%	\$46,457,150	\$5,620,000	-87.9%

\*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

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## Ruidoso

Residential

Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	35	<b>23</b>	-34.3%	78	<b>79</b>	1.3%
Average Sales Price*	\$206,774	<b>\$266,648</b>	29.0%	\$183,715	<b>\$241,476</b>	31.4%
Average Days on Market	109	<b>161</b>	47.7%	147	<b>157</b>	6.8%
Pending Sales	32	<b>17</b>	-46.9%	--	--	--
New Listings	58	<b>33</b>	-43.1%	--	--	--
Existing Listings	265	<b>203</b>	-23.4%	--	--	--
Total Sold Price	\$7,237,100	<b>\$6,132,900</b>	-15.3%	\$14,329,750	<b>\$19,076,611</b>	33.1%

## Includes Outlaw

Residential

Area 2

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	7	<b>5</b>	-28.6%	13	<b>16</b>	23.1%
Average Sales Price*	\$417,271	<b>\$341,000</b>	-18.3%	\$413,569	<b>\$408,768</b>	-1.2%
Average Days on Market	237	<b>128</b>	-46.0%	207	<b>226</b>	9.2%
Pending Sales	3	<b>2</b>	-33.3%	--	--	--
New Listings	12	<b>3</b>	-75.0%	--	--	--
Existing Listings	90	<b>66</b>	-26.7%	--	--	--
Total Sold Price	\$2,920,900	<b>\$1,705,000</b>	-41.6%	\$5,376,400	<b>\$6,540,280</b>	21.6%

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# Local Market Update by Area

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## Ruidoso Downs

Residential

Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>1</b>	0.0%	6	<b>5</b>	-16.7%
Average Sales Price*	\$135,000	<b>\$235,000</b>	74.1%	\$124,917	<b>\$186,500</b>	49.3%
Average Days on Market	62	<b>43</b>	-30.6%	86	<b>144</b>	67.4%
Pending Sales	3	<b>3</b>	0.0%	--	--	--
New Listings	4	<b>0</b>	-100.0%	--	--	--
Existing Listings	23	<b>18</b>	-21.7%	--	--	--
Total Sold Price	\$135,000	<b>\$235,000</b>	74.1%	\$749,500	<b>\$932,500</b>	24.4%

## Alto to Bonito River

Residential

Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	10	<b>2</b>	-80.0%	20	<b>12</b>	-40.0%
Average Sales Price*	\$262,170	<b>\$514,500</b>	96.2%	\$233,271	<b>\$298,533</b>	28.0%
Average Days on Market	251	<b>155</b>	-38.2%	296	<b>215</b>	-27.4%
Pending Sales	8	<b>5</b>	-37.5%	--	--	--
New Listings	12	<b>10</b>	-16.7%	--	--	--
Existing Listings	69	<b>55</b>	-20.3%	--	--	--
Total Sold Price	\$2,621,700	<b>\$1,029,000</b>	-60.8%	\$4,665,425	<b>\$3,582,400</b>	-23.2%

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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	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	4	<b>2</b>	-50.0%	9	<b>7</b>	-22.2%
Average Sales Price*	\$163,375	<b>\$97,500</b>	-40.3%	\$194,889	<b>\$185,714</b>	-4.7%
Average Days on Market	269	<b>305</b>	13.4%	436	<b>262</b>	-39.9%
Pending Sales	4	<b>2</b>	-50.0%	--	--	--
New Listings	5	<b>4</b>	-20.0%	--	--	--
Existing Listings	46	<b>33</b>	-28.3%	--	--	--
Total Sold Price	\$653,500	<b>\$195,000</b>	-70.2%	\$1,754,000	<b>\$1,300,000</b>	-25.9%

### E/Capitan to Hwy 70

**Includes Lincoln**

Residential Area 6 Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	1	<b>1</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$245,000	<b>\$250,000</b>	2.0%
Average Days on Market	0	<b>0</b>	0.0%	172	<b>4</b>	-97.7%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	--	--	--
Existing Listings	3	<b>4</b>	33.3%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$245,000	<b>\$250,000</b>	2.0%

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# Local Market Update by Area

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## E/Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Residential  
Area 7

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	2	0	-100.0%
Average Sales Price*	\$165,000	\$0	-100.0%	\$144,000	\$0	-100.0%
Average Days on Market	102	0	-100.0%	158	0	-100.0%
Pending Sales	1	0	-100.0%	--	--	--
New Listings	1	0	-100.0%	--	--	--
Existing Listings	11	8	-27.3%	--	--	--
Total Sold Price	\$165,000	\$0	-100.0%	\$288,000	\$0	-100.0%

## Carrizozo

Residential  
Area 8

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	1	0.0%	3	3	0.0%
Average Sales Price*	\$70,000	\$145,000	107.1%	\$97,167	\$70,500	-27.4%
Average Days on Market	21	128	509.5%	447	233	-47.9%
Pending Sales	2	1	-50.0%	--	--	--
New Listings	0	1	0.0%	--	--	--
Existing Listings	11	13	18.2%	--	--	--
Total Sold Price	\$70,000	\$145,000	107.1%	\$291,500	\$211,500	-27.4%

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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	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	0	<b>3</b>	0.0%
Average Sales Price*	\$0	<b>\$129,500</b>	0.0%	\$0	<b>\$128,167</b>	0.0%
Average Days on Market	0	<b>180</b>	0.0%	0	<b>248</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	6	<b>10</b>	66.7%	--	--	--
Total Sold Price	\$0	<b>\$129,500</b>	0.0%	\$0	<b>\$384,500</b>	0.0%

### Outside of Lincoln County

Residential

Area 10

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	1	<b>0</b>	-100.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$42,000	<b>\$0</b>	-100.0%
Average Days on Market	0	<b>0</b>	0.0%	325	<b>0</b>	-100.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	--	--	--
Existing Listings	19	<b>14</b>	-26.3%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$42,000	<b>\$0</b>	-100.0%

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## Local Market Update by Area

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### Total Residential, Lincoln County

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	59	<b>35</b>	-40.7%	132	<b>126</b>	-4.5%
Total Sold Price	\$13,803,200	<b>\$9,571,400</b>	-30.7%	\$27,699,575	<b>\$32,277,791</b>	16.5%

### Total Residential, Outside of Lincoln County

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

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## Ruidoso

Vacant Land  
Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	5	<b>4</b>	-20.0%	15	<b>12</b>	-20.0%
Average Sales Price*	\$49,580	<b>\$67,362</b>	35.9%	\$40,193	<b>\$41,996</b>	4.5%
Average Days on Market	164	<b>706</b>	330.5%	607	<b>419</b>	-31.0%
Pending Sales	6	<b>7</b>	16.7%	--	--	--
New Listings	9	<b>6</b>	-33.3%	--	--	--
Existing Listings	286	<b>223</b>	-22.0%	--	--	--
Total Sold Price	\$247,900	<b>\$269,450</b>	8.7%	\$602,900	<b>\$503,950</b>	-16.4%

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Vacant Land  
Area 2

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	3	<b>3</b>	0.0%	14	<b>8</b>	-42.9%
Average Sales Price*	\$73,333	<b>\$48,667</b>	-33.6%	\$62,057	<b>\$39,025</b>	-37.1%
Average Days on Market	308	<b>435</b>	41.2%	433	<b>420</b>	-3.0%
Pending Sales	3	<b>1</b>	-66.7%	--	--	--
New Listings	6	<b>7</b>	16.7%	--	--	--
Existing Listings	127	<b>169</b>	33.1%	--	--	--
Total Sold Price	\$220,000	<b>\$146,000</b>	-33.6%	\$868,800	<b>\$312,200</b>	-64.1%

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# Local Market Update by Area

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## Ruidoso Downs

Vacant Land  
Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>2</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$30,750</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>719</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	1	<b>1</b>	0.0%	--	--	--
Existing Listings	24	<b>16</b>	-33.3%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$61,500</b>	0.0%

## Alto to Bonito River

Vacant Land  
Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	6	<b>4</b>	-33.3%	12	<b>10</b>	-16.7%
Average Sales Price*	\$27,667	<b>\$23,750</b>	-14.2%	\$26,062	<b>\$106,525</b>	308.7%
Average Days on Market	394	<b>295</b>	-25.1%	403	<b>334</b>	-17.1%
Pending Sales	5	<b>1</b>	-80.0%	--	--	--
New Listings	9	<b>6</b>	-33.3%	--	--	--
Existing Listings	191	<b>172</b>	-9.9%	--	--	--
Total Sold Price	\$166,000	<b>\$95,000</b>	-42.8%	\$312,750	<b>\$1,065,250</b>	240.6%

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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	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>1</b>	0.0%	5	<b>4</b>	-20.0%
Average Sales Price*	\$126,000	<b>\$69,500</b>	-44.8%	\$53,240	<b>\$95,750</b>	79.8%
Average Days on Market	542	<b>2,375</b>	338.2%	440	<b>702</b>	59.5%
Pending Sales	1	<b>1</b>	0.0%	--	--	--
New Listings	3	<b>1</b>	-66.7%	--	--	--
Existing Listings	76	<b>74</b>	-2.6%	--	--	--
Total Sold Price	\$126,000	<b>\$69,500</b>	-44.8%	\$266,200	<b>\$383,000</b>	43.9%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Vacant Land

Area 6

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	0	<b>2</b>	0.0%
Average Sales Price*	\$0	<b>\$85,000</b>	0.0%	\$0	<b>\$196,000</b>	0.0%
Average Days on Market	0	<b>608</b>	0.0%	0	<b>354</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	4	<b>10</b>	150.0%	--	--	--
Total Sold Price	\$0	<b>\$85,000</b>	0.0%	\$0	<b>\$392,000</b>	0.0%

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## Local Market Update by Area

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### E/Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Vacant Land

Area 7

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

### Carrizozo

Vacant Land

Area 8

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	2	<b>1</b>	-50.0%
Average Sales Price*	\$0	<b>\$27,900</b>	0.0%	\$10,000	<b>\$27,900</b>	179.0%
Average Days on Market	0	<b>51</b>	0.0%	693	<b>51</b>	-92.6%
Pending Sales	0	<b>2</b>	0.0%	--	--	--
New Listings	2	<b>1</b>	-50.0%	--	--	--
Existing Listings	55	<b>62</b>	12.7%	--	--	--
Total Sold Price	\$0	<b>\$27,900</b>	0.0%	\$20,000	<b>\$27,900</b>	39.5%

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### Rest of Lincoln County

Includes Corona, Arabela, White Oaks

Vacant Land

Area 9

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>1</b>	0.0%	3	<b>8</b>	166.7%
Average Sales Price*	\$350,000	<b>\$10,000</b>	-97.1%	\$134,000	<b>\$40,125</b>	-70.1%
Average Days on Market	248	<b>1,457</b>	487.5%	442	<b>380</b>	-14.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	1	<b>3</b>	200.0%	--	--	--
Existing Listings	25	<b>31</b>	24.0%	--	--	--
Total Sold Price	\$350,000	<b>\$10,000</b>	-97.1%	\$402,000	<b>\$321,000</b>	-20.1%

### Outside of Lincoln County

Vacant Land

Area 10

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	3	<b>2</b>	-33.3%
Average Sales Price*	\$450,000	<b>\$0</b>	-100.0%	\$6,820,050	<b>\$395,000</b>	-94.2%
Average Days on Market	703	<b>0</b>	-100.0%	334	<b>229</b>	-31.4%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	3	<b>1</b>	-66.7%	--	--	--
Existing Listings	13	<b>7</b>	-46.2%	--	--	--
Total Sold Price	\$450,000	<b>\$0</b>	-100.0%	\$20,460,150	<b>\$395,000</b>	-98.1%

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## Local Market Update by Area

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### Total Vacant Land, Lincoln County

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	16	<b>15</b>	-6.3%	53	<b>47</b>	-11.3%
Total Sold Price	\$1,109,900	<b>\$702,850</b>	-36.7%	\$2,587,650	<b>\$3,066,800</b>	18.5%

### Total Vacant Land, Outside of Lincoln County

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	3	<b>2</b>	-33.3%
Total Sold Price	\$450,000	<b>\$0</b>	-100.0%	\$20,460,150	<b>\$395,000</b>	-98.1%

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# Local Market Update by Area

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## Ruidoso

Commercial  
Area 1

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>2</b>	0.0%	1	<b>6</b>	500.0%
Average Sales Price*	\$0	<b>\$305,000</b>	0.0%	\$235,000	<b>\$253,333</b>	7.8%
Average Days on Market	0	<b>262</b>	0.0%	166	<b>649</b>	291.0%
Pending Sales	2	<b>2</b>	0.0%	--	--	--
New Listings	3	<b>2</b>	-33.3%	--	--	--
Existing Listings	47	<b>46</b>	-2.1%	--	--	--
Total Sold Price	\$0	<b>\$610,000</b>	0.0%	\$235,000	<b>\$1,520,000</b>	546.8%

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Commercial  
Area 2

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

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# Local Market Update by Area

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## Ruidoso Downs

Commercial  
Area 3

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	--	--	--
Existing Listings	11	<b>10</b>	-9.1%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

## Alto to Bonito River

Commercial  
Area 4

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>2</b>	0.0%	--	--	--
Existing Listings	1	<b>6</b>	500.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

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

## Local Market Update by Area

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

### N/ Bonito River to N. Capitain

**Includes Capitan, Nogal**

Commercial  
Area 5

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>1</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$75,000</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>195</b>	0.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	1	<b>0</b>	-100.0%	--	--	--
Existing Listings	8	<b>6</b>	-25.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$75,000</b>	0.0%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Commercial  
Area 6

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

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



# Local Market Update by Area

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

## E/Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Commercial  
Area 7

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

## Carrizozo

Commercial  
Area 8

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

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

# Local Market Update by Area

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

## Rest of Lincoln County

Includes Corona, Arabela, White Oaks

Commercial

Area 9

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

## Outside of Lincoln County

Commercial

Area 10

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	2	<b>3</b>	50.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

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

## Local Market Update by Area

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

### Total Commercial, Lincoln County

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	2	0.0%	1	7	600.0%
Total Sold Price	\$0	\$610,000	0.0%	\$235,000	\$1,595,000	578.7%

### Total Commercial, Outside of Lincoln County

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

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Farm & Ranch

Area 2

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

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

# Local Market Update by Area

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

## Ruidoso Downs

Farm & Ranch

Area 3

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

## Alto to Bonito River

Farm & Ranch

Area 4

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

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

## Local Market Update by Area

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

### N/Bonito River to N. Capitan

**Includes Capitan, Nogal**

Farm & Ranch

Area 5

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	3	<b>7</b>	133.3%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Farm & Ranch

Area 6

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

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

# Local Market Update by Area

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

## E/Ruidoso Downs to Tinnie

**Includes Glencoe, San Patricio, Hondo**

Farm & Ranch

Area 7

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	0	<b>1</b>	0.0%
Average Sales Price*	\$0	<b>\$1,900,000</b>	0.0%	\$0	<b>\$1,900,000</b>	0.0%
Average Days on Market	0	<b>3</b>	0.0%	0	<b>3</b>	0.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	5	<b>5</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$1,900,000</b>	0.0%	\$0	<b>\$1,900,000</b>	0.0%

## Carrizozo

Farm & Ranch

Area 8

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

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

## Local Market Update by Area

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

### Rest of Lincoln County

Includes Corona, Arabela, White Oaks

Farm & Ranch

Area 9

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

### Outside of Lincoln County

Farm & Ranch

Area 10

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	2	<b>3</b>	50.0%
Average Sales Price*	\$25,400,000	<b>\$0</b>	-100.0%	\$12,977,500	<b>\$1,741,667</b>	-86.6%
Average Days on Market	294	<b>0</b>	-100.0%	447	<b>590</b>	32.0%
Pending Sales	1	<b>0</b>	-100.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	10	<b>8</b>	-20.0%	--	--	--
Total Sold Price	\$25,400,000	<b>\$0</b>	-100.0%	\$25,955,000	<b>\$5,225,000</b>	-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	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	2	<b>1</b>	-50.0%
Total Sold Price	\$0	<b>\$1,900,000</b>	0.0%	\$1,650,000	<b>\$1,900,000</b>	15.2%

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

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	2	3	50.0%
Total Sold Price	25,400,000	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