

## Local Market Update by Area

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

### All Properties, Lincoln County

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	70	102	45.7%	482	460	-4.6%
Total Sold Price	\$13,941,549	\$29,075,226	108.6%	\$92,093,036	\$102,564,022	11.4%

### All Properties, Outside of Lincoln County

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	1	-50.0%	16	9	-43.8%
Total Sold Price	\$56,500	\$465,000	723.0%	\$51,484,650	\$7,251,000	-85.9%

\*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

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	26	<b>39</b>	50.0%	213	<b>191</b>	-10.3%
Average Sales Price*	\$185,897	<b>\$242,500</b>	30.4%	\$207,065	<b>\$234,338</b>	13.2%
Average Days on Market	114	<b>132</b>	15.8%	166	<b>138</b>	-16.9%
Pending Sales	51	<b>66</b>	29.4%	--	--	--
New Listings	59	<b>70</b>	18.6%	--	--	--
Active Listings	292	<b>233</b>	-20.2%	--	--	--
Total Sold Price	\$4,833,331	<b>\$9,457,500</b>	95.7%	\$44,105,021	<b>\$44,758,666</b>	1.5%

## Includes Outlaw

Residential

Area 2

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	5	<b>21</b>	320.0%	40	<b>51</b>	27.5%
Average Sales Price*	\$397,125	<b>\$688,110</b>	73.3%	\$389,877	<b>\$531,413</b>	36.3%
Average Days on Market	87	<b>201</b>	131.0%	200	<b>224</b>	12.0%
Pending Sales	12	<b>20</b>	66.7%	--	--	--
New Listings	20	<b>17</b>	-15.0%	--	--	--
Active Listings	117	<b>75</b>	-35.9%	--	--	--
Total Sold Price	\$1,985,625	<b>\$14,450,326</b>	627.7%	\$15,595,089	<b>\$27,102,106</b>	73.8%

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# Local Market Update by Area

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## Ruidoso Downs

Residential

Area 3

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	3	<b>3</b>	0.0%	18	<b>10</b>	-44.4%
Average Sales Price*	\$156,166	<b>\$150,666</b>	-3.5%	\$170,744	<b>\$168,450</b>	-1.3%
Average Days on Market	117	<b>213</b>	82.1%	140	<b>142</b>	1.4%
Pending Sales	6	<b>3</b>	-50.0%	--	--	--
New Listings	7	<b>3</b>	-57.1%	--	--	--
Active Listings	30	<b>19</b>	-36.7%	--	--	--
Total Sold Price	\$468,500	<b>\$452,000</b>	-3.5%	\$3,073,400	<b>\$1,684,500</b>	-45.2%

## Alto to Bonito River

Residential

Area 4

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	8	<b>4</b>	-50.0%	43	<b>30</b>	-30.2%
Average Sales Price*	\$480,054	<b>\$160,725</b>	-66.5%	\$299,247	<b>\$288,843</b>	-3.5%
Average Days on Market	165	<b>126</b>	-23.6%	210	<b>288</b>	37.1%
Pending Sales	14	<b>17</b>	21.4%	--	--	--
New Listings	16	<b>9</b>	-43.8%	--	--	--
Active Listings	92	<b>61</b>	-33.7%	--	--	--
Total Sold Price	\$3,840,438	<b>\$642,900</b>	-83.3%	\$12,867,663	<b>\$8,665,300</b>	-32.7%

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## Local Market Update by Area

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### N/Bonito River to N. Captain

**Includes Capitan, Nogal**

Residential

Area 5

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	5	<b>3</b>	-40.0%	21	<b>20</b>	-4.8%
Average Sales Price*	\$196,200	<b>\$226,666</b>	15.5%	\$198,500	<b>\$207,495</b>	4.5%
Average Days on Market	237	<b>164</b>	-30.8%	366	<b>252</b>	-31.1%
Pending Sales	6	<b>6</b>	0.0%	--	--	--
New Listings	11	<b>4</b>	-63.6%	--	--	--
Active Listings	60	<b>34</b>	-43.3%	--	--	--
Total Sold Price	\$981,000	<b>\$680,000</b>	-30.7%	\$4,168,500	<b>\$4,149,900</b>	-0.4%

### E/Capitan to Hwy 70

**Includes Lincoln**

Residential

Area 6

Key Metrics	July			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>2</b>	0.0%	--	--	--
New Listings	0	<b>3</b>	0.0%	--	--	--
Active Listings	5	<b>7</b>	40.0%	--	--	--
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	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	3	<b>2</b>	-33.3%
Average Sales Price*	\$0	<b>\$179,900</b>	0.0%	\$153,633	<b>\$452,450</b>	194.5%
Average Days on Market	0	<b>286</b>	0.0%	158	<b>170</b>	7.6%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>2</b>	0.0%	--	--	--
Active Listings	11	<b>10</b>	-9.1%	--	--	--
Total Sold Price	\$0	<b>\$179,900</b>	0.0%	\$460,900	<b>\$904,900</b>	96.3%

### Carrizozo

Residential

Area 8

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>3</b>	0.0%	6	<b>7</b>	16.7%
Average Sales Price*	\$0	<b>\$39,000</b>	0.0%	\$74,166	<b>\$61,414</b>	-17.2%
Average Days on Market	0	<b>314</b>	0.0%	278	<b>260</b>	-6.5%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Active Listings	10	<b>11</b>	10.0%	--	--	--
Total Sold Price	\$0	<b>\$117,000</b>	0.0%	\$445,000	<b>\$429,900</b>	-3.4%

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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	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>1</b>	0.0%	0	<b>4</b>	0.0%
Average Sales Price*	\$0	<b>\$75,000</b>	0.0%	\$0	<b>\$114,875</b>	0.0%
Average Days on Market	0	<b>451</b>	0.0%	0	<b>299</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	2	<b>1</b>	-50.0%	--	--	--
Active Listings	11	<b>12</b>	9.1%	--	--	--
Total Sold Price	\$0	<b>\$75,000</b>	0.0%	\$0	<b>\$459,500</b>	0.0%

### Outside of Lincoln County

Residential

Area 10

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	5	<b>2</b>	-60.0%
Average Sales Price*	\$38,500	<b>\$0</b>	-100.0%	\$171,100	<b>\$245,000</b>	43.2%
Average Days on Market	100	<b>0</b>	-100.0%	138	<b>366</b>	165.2%
Pending Sales	1	<b>1</b>	0.0%	--	--	--
New Listings	3	<b>1</b>	-66.7%	--	--	--
Active Listings	21	<b>7</b>	-66.7%	--	--	--
Total Sold Price	\$38,500	<b>\$0</b>	-100.0%	\$855,500	<b>\$490,000</b>	-42.7%

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## Local Market Update by Area

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### Total Residential, Lincoln County

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	47	<b>75</b>	59.6%	345	<b>316</b>	-8.4%
Total Sold Price	\$12,108,894	<b>\$26,054,626</b>	115.2%	\$80,960,573	<b>\$88,404,772</b>	9.2%

### Total Residential, Outside of Lincoln County

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	5	<b>2</b>	-60.0%
Total Sold Price	\$38,500	<b>\$0</b>	-100.0%	\$855,500	<b>\$490,000</b>	-42.7%

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## Ruidoso

Vacant Land  
Area 1

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	7	<b>7</b>	0.0%	36	<b>43</b>	19.4%
Average Sales Price*	\$25,857	<b>\$28,142</b>	8.8%	\$39,733	<b>\$44,774</b>	12.7%
Average Days on Market	208	<b>306</b>	47.1%	452	<b>445</b>	-1.5%
Pending Sales	10	<b>16</b>	60.0%	--	--	--
New Listings	10	<b>30</b>	200.0%	--	--	--
Existing Listings	278	<b>241</b>	-13.3%	--	--	--
Total Sold Price	\$181,000	<b>\$197,000</b>	8.8%	\$1,430,400	<b>\$1,925,300</b>	34.6%

## Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Vacant Land  
Area 2

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	7	<b>4</b>	-42.9%	32	<b>21</b>	-34.4%
Average Sales Price*	\$21,842	<b>\$77,700</b>	255.7%	\$46,740	<b>\$38,590</b>	-17.4%
Average Days on Market	718	<b>204</b>	-71.6%	399	<b>303</b>	-24.1%
Pending Sales	9	<b>10</b>	11.1%	--	--	--
New Listings	42	<b>14</b>	-66.7%	--	--	--
Existing Listings	159	<b>171</b>	7.5%	--	--	--
Total Sold Price	\$152,900	<b>\$310,800</b>	103.3%	\$1,495,700	<b>\$810,400</b>	-45.8%

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## Local Market Update by Area

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### Ruidoso Downs

Vacant Land

Area 3

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	1	<b>2</b>	100.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$45,000	<b>\$30,750</b>	-31.7%
Average Days on Market	0	<b>0</b>	0.0%	155	<b>719</b>	363.9%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	1	<b>1</b>	0.0%	--	--	--
Existing Listings	18	<b>20</b>	11.1%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$45,000	<b>\$61,500</b>	36.7%

### Alto to Bonito River

Vacant Land

Area 4

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	5	<b>6</b>	20.0%	31	<b>25</b>	-19.4%
Average Sales Price	\$30,227	<b>\$20,500</b>	-32.2%	\$40,260	<b>\$54,318</b>	34.9%
Average Days on Market	401	<b>116</b>	-71.1%	315	<b>288</b>	-8.6%
Pending Sales	3	<b>10</b>	233.3%	--	--	--
New Listings	8	<b>10</b>	25.0%	--	--	--
Existing Listings	204	<b>160</b>	-21.6%	--	--	--
Total Sold Price	\$151,138	<b>\$123,000</b>	-18.6%	\$1,248,088	<b>\$1,357,950</b>	8.8%

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## Local Market Update by Area

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### N/Bonito River to N. Captain

**Includes Capitan, Nogal**

Vacant Land

Area 5

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	2	<b>1</b>	-50.0%	13	<b>9</b>	-30.8%
Average Sales Price*	\$59,500	<b>\$24,000</b>	-59.7%	\$40,361	<b>\$63,777</b>	58.0%
Average Days on Market	259	<b>39</b>	-84.9%	466	<b>472</b>	1.3%
Pending Sales	1	<b>3</b>	200.0%	--	--	--
New Listings	7	<b>1</b>	-85.7%	--	--	--
Existing Listings	73	<b>71</b>	-2.7%	--	--	--
Total Sold Price	\$119,000	<b>\$24,000</b>	-79.8%	\$524,700	<b>\$574,000</b>	9.4%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Vacant Land

Area 6

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>3</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$133,833</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>349</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	7	<b>5</b>	-28.6%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$401,500</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	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>1</b>	0.0%	4	<b>2</b>	-50.0%
Average Sales Price*	\$31,000	<b>\$32,500</b>	4.8%	\$42,625	<b>\$153,750</b>	260.7%
Average Days on Market	1506	<b>130</b>	0.0%	518	<b>218</b>	-57.9%
Pending Sales	0	<b>2</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	5	<b>5</b>	0.0%	--	--	--
Total Sold Price	\$31,000	<b>\$32,500</b>	4.8%	\$170,500	<b>\$307,500</b>	80.4%

### Carrizozo

Vacant Land

Area 8

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>2</b>	0.0%	4	<b>7</b>	75.0%
Average Sales Price*	\$0	<b>\$13,450</b>	0.0%	\$12,750	<b>\$12,971</b>	1.7%
Average Days on Market	0	<b>306</b>	0.0%	365	<b>191</b>	-47.7%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	7	<b>1</b>	-85.7%	--	--	--
Existing Listings	52	<b>54</b>	3.8%	--	--	--
Total Sold Price	\$0	<b>\$26,900</b>	0.0%	\$51,000	<b>\$90,800</b>	78.0%

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## Local Market Update by Area

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### Rest of Lincoln County

**Includes Corona, Arabela, White Oaks**

Vacant Land

Area 9

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	6	<b>11</b>	83.3%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$106,243	<b>\$44,045</b>	-58.5%
Average Days on Market	0	<b>0</b>	0.0%	639	<b>590</b>	-7.7%
Pending Sales	3	<b>3</b>	0.0%	--	--	--
New Listings	4	<b>1</b>	-75.0%	--	--	--
Existing Listings	34	<b>36</b>	5.9%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$637,458	<b>\$484,500</b>	-24.0%

### Outside of Lincoln County

Vacant Land

Area 10

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	7	<b>2</b>	-71.4%
Average Sales Price*	\$18,000	<b>\$0</b>	-100.0%	\$2,978,450	<b>\$395,000</b>	-86.7%
Average Days on Market	190	<b>0</b>	-100.0%	215	<b>229</b>	6.5%
Pending Sales	1	<b>0</b>	-100.0%	--	--	--
New Listings	2	<b>0</b>	-100.0%	--	--	--
Existing Listings	12	<b>10</b>	-16.7%	--	--	--
Total Sold Price	\$18,000	<b>\$0</b>	-100.0%	\$20,849,150	<b>\$790,000</b>	-96.2%

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### Total Vacant Land, Lincoln County

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	22	<b>21</b>	-4.5%	127	<b>123</b>	-3.1%
Total Sold Price	\$635,038	<b>\$714,200</b>	12.5%	\$5,602,846	<b>\$6,013,450</b>	7.3%

### Total Vacant Land, Outside of Lincoln County

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>0</b>	-100.0%	7	<b>2</b>	-71.4%
Total Sold Price	\$18,000	<b>\$0</b>	-100.0%	\$20,849,150	<b>\$790,000</b>	-96.2%

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## Local Market Update by Area

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### Ruidoso

Commercial  
Area 1

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>5</b>	0.0%	6	<b>13</b>	116.7%
Average Sales Price*	\$0	<b>\$395,280</b>	0.0%	\$422,000	<b>\$322,030</b>	-23.7%
Average Days on Market	0	<b>171</b>	0.0%	90	<b>467</b>	418.9%
Pending Sales	2	<b>2</b>	0.0%	--	--	--
New Listings	6	<b>2</b>	-66.7%	--	--	--
Existing Listings	50	<b>39</b>	-22.0%	--	--	--
Total Sold Price	\$0	<b>\$1,976,400</b>	0.0%	\$2,532,000	<b>\$4,186,400</b>	65.3%

### Alto Lakes G&CC/Kokopelli

**Includes Outlaw**

Commercial  
Area 2

Key Metrics	July			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	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>0</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	2	<b>1</b>	-50.0%	--	--	--
Existing Listings	13	<b>7</b>	-46.2%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

### Alto to Bonito River

Commercial  
Area 4

Key Metrics	July			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>\$175,000</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>86</b>	0.0%
Pending Sales	0	<b>0</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	2	<b>5</b>	150.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$175,000</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	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	<b>0</b>	0.0%	1	<b>2</b>	100.0%
Average Sales Price*	\$0	<b>\$0</b>	0.0%	\$150,000	<b>\$162,500</b>	8.3%
Average Days on Market	0	<b>0</b>	0.0%	726	<b>199</b>	-72.6%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	1	<b>1</b>	0.0%	--	--	--
Existing Listings	9	<b>6</b>	-33.3%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$150,000	<b>\$325,000</b>	116.7%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Commercial

Area 6

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

### Rest of Lincoln County

**Includes Corona, Arabela, White Oaks**

Commercial

Area 9

Key Metrics	July			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	July			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	5	<b>1</b>	-80.0%	--	--	--
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

	July			Year to Date		
Key Metrics	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	5	0.0%	7	16	128.6%
Total Sold Price	\$0	\$1,976,400	0.0%	\$2,682,000	\$4,686,400	74.7%

### Total Commercial, Outside of Lincoln County

	July			Year to Date		
Key Metrics	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	July			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	July			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	July			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	July			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>1</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. Capitain

**Includes Capitan, Nogal**

Farm & Ranch

Area 5

Key Metrics	July			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	8	<b>2</b>	-75.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$0</b>	0.0%

### E/Capitan to to Hwy 70

**Includes Lincoln**

Farm & Ranch

Area 6

Key Metrics	July			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	1	<b>0</b>	-100.0%	--	--	--
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	July			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>\$330,000</b>	0.0%	\$0	<b>\$1,041,666</b>	0.0%
Average Days on Market	0	<b>1,566</b>	0.0%	0	<b>895</b>	0.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	0	<b>0</b>	0.0%	--	--	--
Existing Listings	7	<b>4</b>	-42.9%	--	--	--
Total Sold Price	\$0	<b>\$330,000</b>	0.0%	\$0	<b>\$3,125,000</b>	0.0%

### Carrizozo

Farm & Ranch

Area 8

Key Metrics	July			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>1</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**

Farm & Ranch

Area 9

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	0	-100.0%	2	0	-100.0%
Average Sales Price*	\$1,197,617	\$0	-100.0%	\$848,808	\$0	-100.0%
Average Days on Market	170	0	-100.0%	186	0	-100.0%
Pending Sales	0	0	0.0%	--	--	--
New Listings	0	1	0.0%	--	--	--
Existing Listings	2	2	0.0%	--	--	--
Total Sold Price	\$1,197,617	\$0	-100.0%	\$1,697,617	\$0	-100.0%

### Outside of Lincoln County

Farm & Ranch

Area 10

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	1	0.0%	4	5	25.0%
Average Sales Price*	\$0	\$465,000	0.0%	\$7,445,000	\$1,194,200	-84.0%
Average Days on Market	0	406	0.0%	709	499	-29.6%
Pending Sales	0	0	0.0%	--	--	--
New Listings	2	1	-50.0%	--	--	--
Existing Listings	11	6	-45.5%	--	--	--
Total Sold Price	\$0	\$465,000	0.0%	\$29,780,000	\$5,971,000	-79.9%

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



## Local Market Update by Area

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

### Total Farm & Ranch Lincoln County

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	1	<b>1</b>	0.0%	3	<b>3</b>	0.0%
Total Sold Price	\$1,197,617	<b>\$330,000</b>	-72.4%	\$2,847,617	<b>\$3,125,000</b>	9.7%

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

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
Closed Sales	0	1	0.0%	4	5	25.0%
Total Sold Price	0	465,000	0.0%	29,780,000	5,971,000	-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

## Residential Auction

All Areas

Key Metrics	July			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>\$167,200</b>	0.0%
Average Days on Market	0	<b>0</b>	0.0%	0	<b>229</b>	0.0%
Pending Sales	0	<b>1</b>	0.0%	--	--	--
New Listings	0	<b>1</b>	0.0%	--	--	--
Existing Listings	1	<b>1</b>	0.0%	--	--	--
Total Sold Price	\$0	<b>\$0</b>	0.0%	\$0	<b>\$334,400</b>	0.0%

## Land Auction

All Areas

Key Metrics	July			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%

# Commercial Auction

All Areas

Key Metrics	July			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%