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**FOR IMMEDIATE RELEASE**  
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**January Home Sales Dip, Pending Sales Rise**

*Ruidoso/Lincoln County Association of REALTORS® Reports on Latest Housing Market Activity*

Lack of inventory pushed home sales down this January with 448 active residential listings; down over 13 percent from January 2018 with 508 active listings, the highest number of active residential listings in January in 5 years according to the Ruidoso/Lincoln County Association of REALTORS® Multiple Listing Service (MLS). Sales are down just 4 homes from a year ago, however, homes put under contract jumped 6.5 percent from January 2018.

A sale is listed as under contract when the contract has been signed but the transaction has not closed. Under contracts are a critical metric used to predict future sales.

There were 39 residential sales in January compared to 43 in 2018. These homes took longer to sell in January as the days on market increased to 236 days compared to 208 in 2018.

There were 59 residential properties added to the market in January, which is 25 percent less than the previous year and continues the trend of lack of inventory especially in homes under \$300,000.

Ruidoso and surrounding areas continue to be a stable market for real estate. Although in comparison to January 2018 the numbers seem to show a slowing of home sale activity in Lincoln County, the numbers overall are positive when compared with a five-year January average.

**RLCAR Multiple Listing Service Report: Home Sales Recap**

	<b>Ruidoso January 2019</b>	<b>Alto Lakes, Outlaw, Kokopelli January 2019</b>	<b>Alto to Bonito River January 2019</b>	<b>Rest of Lincoln County January 2019</b>
Total Month Sales	24 (21% decrease)	4 (0% increase)	4 (75% decrease)	7 (57% increase)
Average Price	\$152,167 (24% decrease)	\$462,625 (31% increase)	\$201,125 (70% decrease)	\$192,071 (20% increase)
Median Price	\$134,350 (.3% increase)	\$424,750 (28% increase)	\$159,750 (19% decrease)	\$146,000 (48% increase)

*\*Percentage increases are based on 2017 year-over-year comparisons*

**About RLCAR**

The Ruidoso/Lincoln County Association of REALTORS® is the Voice For Real Estate™ in Lincoln County. RLCAR represents over 170 REALTOR® members. RLCAR membership services the Lincoln County area. RLCAR is one of over 1,200 local boards and 54 state and territory organizations of REALTORS® nationwide that make up the National Association of REALTORS® (NAR), the nation’s largest trade association.

This analysis of the Lincoln County New Mexico housing market has been provided by the Ruidoso/Lincoln County Association of REALTORS® (RLCAR) based on data provided by the RLCAR MLS for the period of 1/1/2019 – 1/31/2019. RLCAR does not guarantee and is no way responsible for its accuracy.