

**FOR IMMEDIATE RELEASE
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Summer Isn't Over in the Real Estate Market

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

September proved another active month in the Lincoln County real estate market with increases in total sold dollar volume and units sold and a moderate increase in median price compared to last September. Total sold dollar volume came in at approximately \$23 million compared to \$17.9 million in September of 2018, representing a 29% year-over-year increase. That increase was fueled by a more than 30% uptick in units sold, with 89 properties changing hands in September of this year compared to 68 last year. A 13.9% increase in median sold price, with September coming in at \$235,000 compared to \$206,375 last year.

“The economy remains strong and interest rates continue to decrease, and home sales this month are up compared to September sales a year ago,” said Sean Simpson, President of the Ruidoso/Lincoln County Association of REALTORS®.

Days on market, the time it takes from when a listing enters the market until it closes in the multiple listing service, decreased over 21% with houses averaging just 147 days on the market in September of 2019 compared to 187 days in September of 2018.

Inventory numbers remain low. Active listings posted a more than 5% decrease with 525 properties on the market in September of 2019 compared to 555 in September of 2018. There was a slight increase in new listings with 60 new homes coming on the market in September compared to 58 in September of last year, representing a 3.4% increase. There was an increase in new under contracts with 51 in September of last year and 62 this year, representing a more than 21% year-over-year surge.

RLCAR Multiple Listing Service Report: Home Sales Recap

September 2019	Ruidoso	Alto Lakes, Outlaw, Kokopelli	Alto to Bonito River	Rest of Lincoln County
Total Month Sales	35 (59% increase)	17 (41% increase)	10 (30% decrease)	10 (40% increase)
Average Price	\$281,791 (14% increase)	\$400,365 (21% decrease)	\$223,540 (44% decrease)	\$135,150 (23% decrease)
Median Price	\$369,900 (55% increase)	\$350,800 (6% decrease)	\$189,250 (13% increase)	\$125,000 (33% decrease)

**Percentage increases are based on 2018 year-over-year comparisons*

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 9/1/2019 – 9/30/2019. RLCAR does not guarantee and is no way responsible for its accuracy.

About RLCAR



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The Ruidoso/Lincoln County Association of REALTORS® is the Voice For Real Estate™ in Lincoln County. RLCAR is composed of over 200 REALTOR® members in 59 offices who are involved in residential and commercial real estate, as well as short and long term property management, and real estate appraisal throughout Lincoln County. Our members proudly serve Lincoln County for their real estate needs, but more importantly they are vibrant citizens of each of their communities throughout the county. 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.