

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,870	1,117,709,392	162,694		
NEW LISTINGS IN NOVEMBER	906	150,611,932	166,238		13.2% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,927	878,527,761	178,309		
1 BEDROOM OR LESS	46	3,357,250	72,984		0.9% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	770	73,064,610	94,889		15.6% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,948	450,348,333	152,764		59.8% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	959	255,476,994	266,399		19.5% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	204	96,280,574	471,964		4.1% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,870	1,117,709,392	162,694		
RESIDENTIAL HOMES	4,422	825,516,181	186,684		64.4% OF CURRENT BY STYLE AND AREA
Guilford	269	68,103,634	253,173		6.1% OF RESIDENTIAL HOMES
Greensboro	5	527,800	105,560		1.9% OF Guilford County
High Point	165	36,101,493	218,797		61.3% OF Guilford County
Jamestown	11	1,682,000	152,909		4.1% OF Guilford County
Other	88	29,792,341	338,549		32.7% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	700	124,595,467	177,994		15.8% OF RESIDENTIAL HOMES
Davie	354	80,768,420	228,159		8.0% OF RESIDENTIAL HOMES
Forsyth	2,223	415,510,231	186,914		50.3% OF RESIDENTIAL HOMES
Rockingham	255	38,612,667	151,422		5.8% OF RESIDENTIAL HOMES
Stokes	262	45,761,676	174,663		5.9% OF RESIDENTIAL HOMES
Surry	266	37,658,035	141,572		6.0% OF RESIDENTIAL HOMES
Wilkes	0				0.0% OF RESIDENTIAL HOMES
Yadkin	74	10,911,251	147,449		1.7% OF RESIDENTIAL HOMES
Other	19	3,594,800	189,200		0.4% OF RESIDENTIAL HOMES
CONDO	493	51,585,580	104,636		7.2% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	24	5,519,500	229,979		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,715	147,694,979	86,120		25.0% OF CURRENT BY STYLE AND AREA
CI IMPROVED	97	37,637,600	388,016		1.4% OF CURRENT BY STYLE AND AREA
CI LAND	107	48,329,552	451,678		1.6% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	7,631	1,134,839,131	148,714	134	
NOVEMBER SALES	562	81,315,108	144,689	128	7.4% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,275	184,328,247	144,571	120	
RESIDENTIAL FINANCING YTD	7,032	1,090,680,572	155,102	121	
Assumable	214	28,714,473	134,180	125	3.0% OF RESIDENTIAL FINANCING YTD
Cash	723	86,732,299	119,962	116	10.3% OF RESIDENTIAL FINANCING YTD
Conventional	5,197	870,601,798	167,520	121	73.9% OF RESIDENTIAL FINANCING YTD
Exchange	6	1,355,360	225,893	178	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	4	545,000	136,250	113	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	14	1,482,548	105,896	156	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	657	72,890,902	110,945	119	9.3% OF RESIDENTIAL FINANCING YTD
L/A Escal	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Fixed	1	89,900	89,900	229	0.0% OF RESIDENTIAL FINANCING YTD
L/A Qual	0				0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	1	69,900	69,900	35	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	9	916,160	101,796	84	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	15	1,875,500	125,033	156	0.2% OF RESIDENTIAL FINANCING YTD
VA	178	24,181,015	135,848	126	2.5% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-03 Through 30-Nov-03

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR <small>1/1/02 thru 11/30/02</small>	THIS YEAR <small>1/1/03 thru 11/30/03</small>	PERCENT CHANGE
\$ 29,999 and Under	67	98	46.3%
\$ 30,000 - \$ 39,999	101	122	20.8%
\$ 40,000 - \$ 49,999	134	186	38.8%
\$ 50,000 - \$ 59,999	161	247	53.4%
\$ 60,000 - \$ 69,999	211	326	54.5%
\$ 70,000 - \$ 79,999	273	368	34.8%
\$ 80,000 - \$ 89,999	369	519	40.7%
\$ 90,000 - \$ 99,999	414	496	19.8%
\$100,000 - \$119,999	956	1,322	38.3%
\$120,000 - \$139,999	1,125	1,323	17.6%
\$140,000 - \$159,999	696	913	31.2%
\$160,000 - \$179,999	481	704	46.4%
\$180,000 - \$199,999	380	491	29.2%
\$200,000 - \$249,999	528	673	27.5%
\$250,000 - \$299,999	324	433	33.6%
\$300,000 - \$399,999	293	366	24.9%
\$400,000 - \$499,999	97	176	81.4%
\$500,000 and Above	103	194	88.3%
TOTAL	6,713	8,957	33.4%

Winston-Salem Regional Association of Realtors

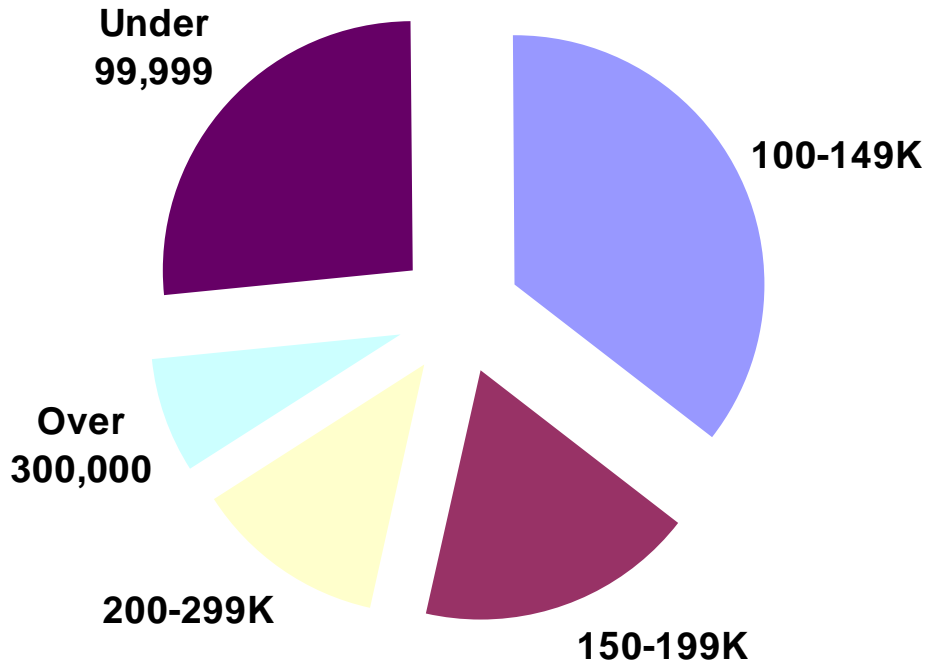
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Run date: 11/30/03

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR VOLUME SOLD PRICE	TOTAL DOLLAR VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	0	0	0						0	0	0	19,951
Ashe	0	0	0						0	0	0	
Davidson	744	244	167	21,339,742	21,993,605	97.03%	127,783	108	0	0	0	140,726
Davie	386	129	72	14,380,549	14,873,438	96.69%	199,730	141	0	0	0	192,311
Forsyth	2,601	992	701	108,033,948	111,069,883	97.27%	154,114	109	0	0	0	163,239
Guilford	295	117	86	16,192,469	16,583,764	97.64%	188,285	95	0	0	0	205,355
Other	19	5	0						0	0	0	138,393
Rockingham	256	77	51	5,741,079	6,094,844	94.20%	112,570	109	0	0	0	137,175
Stokes	268	97	42	4,918,710	5,109,895	96.26%	117,112	129	0	0	0	137,885
Surry	284	104	42	3,972,051	4,408,600	90.10%	94,573	125	0	0	0	123,201
Wilkes	0	0	0						0	0	0	
Yadkin	74	31	19	2,107,100	2,241,600	94.00%	110,900	92	0	0	0	124,281
TOTAL	4,927	1,796	1,180	176,685,648	182,375,629	96.88%	149,734	111	0	0	0	161,644

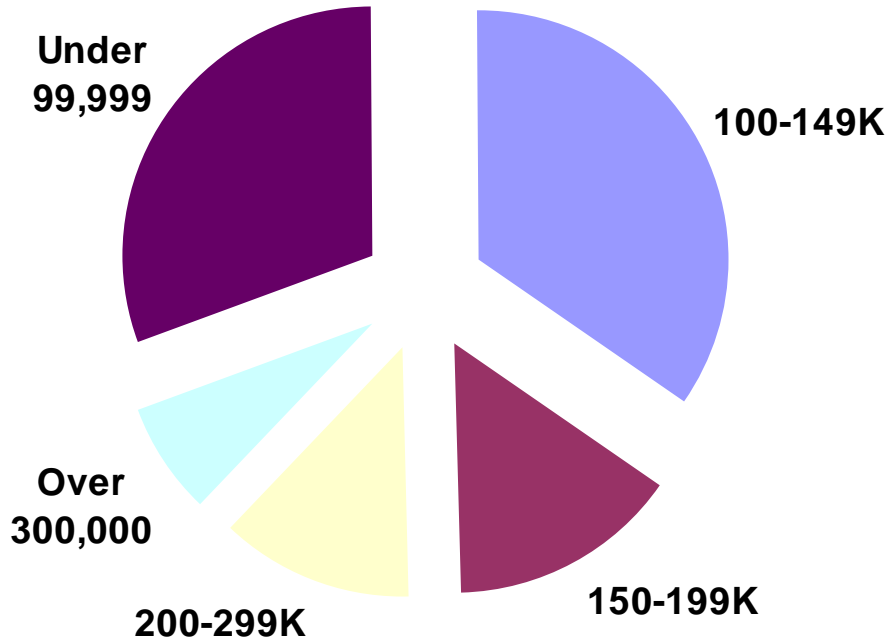
SOLD LISTINGS BY PRICE RANGE
 YEAR-TO-DATE
 SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	422	6.0%
50,000 - 99,999	1,456	20.7%
100,000 - 149,999	2,509	35.7%
150,000 - 199,999	1,237	17.6%
200,000 - 249,999	549	7.8%
250,000 - 299,999	333	4.7%
300,000 - 349,999	188	2.7%
350,000 - 399,999	123	1.7%
400,000 - 449,999	72	1.0%
450,000 - 499,999	47	0.7%
OVER - 500,000	96	1.4%

SOLD LISTINGS BY PRICE RANGE

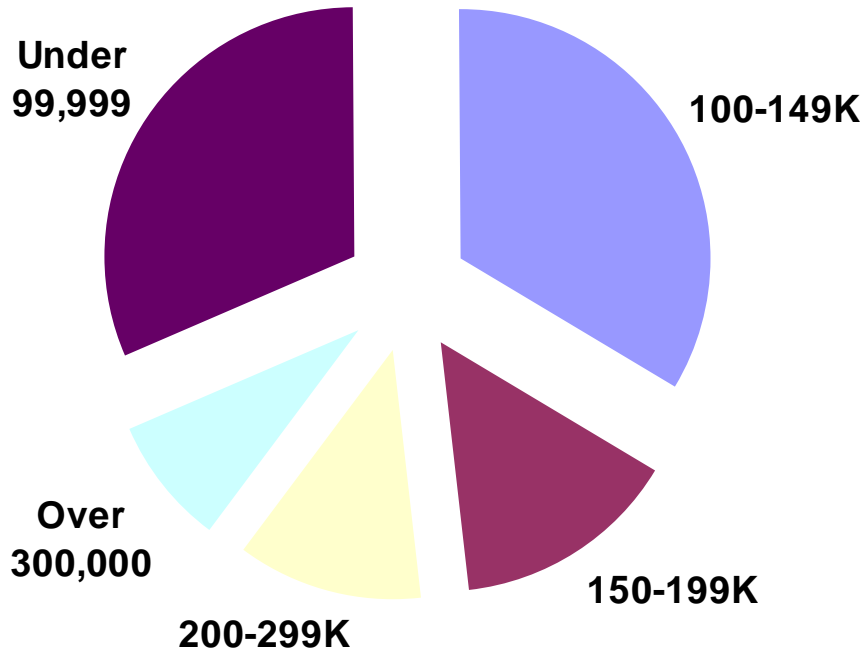
Third Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	107	8.5%
50,000 - 99,999	281	22.4%
100,000 - 149,999	435	34.6%
150,000 - 199,999	185	14.7%
200,000 - 249,999	92	7.3%
250,000 - 299,999	65	5.2%
300,000 - 349,999	34	2.7%
350,000 - 399,999	17	1.4%
400,000 - 449,999	10	0.8%
450,000 - 499,999	12	1.0%
OVER - 500,000	18	1.4%

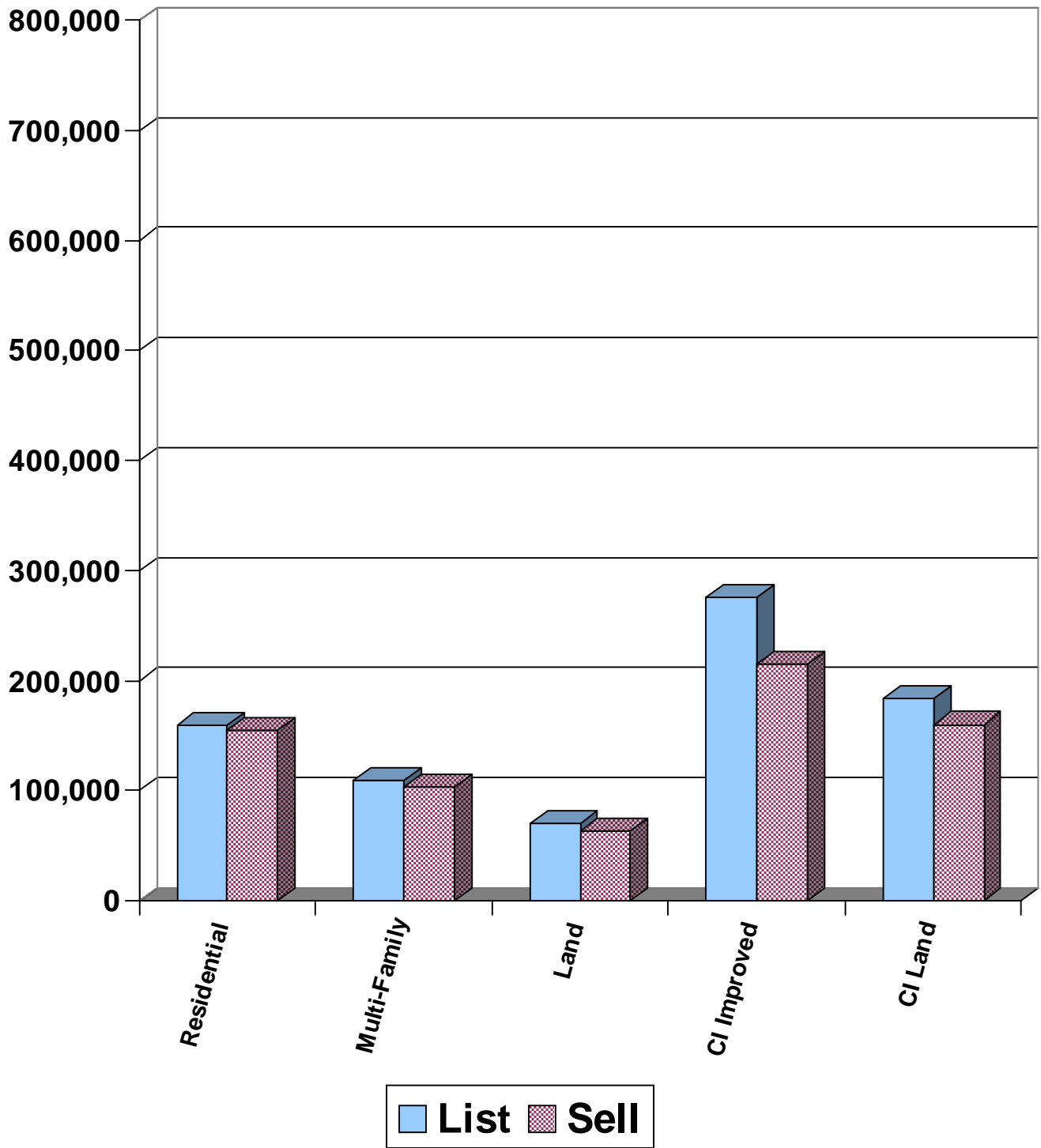
SOLD LISTINGS BY PRICE RANGE

November
SINGLE FAMILY

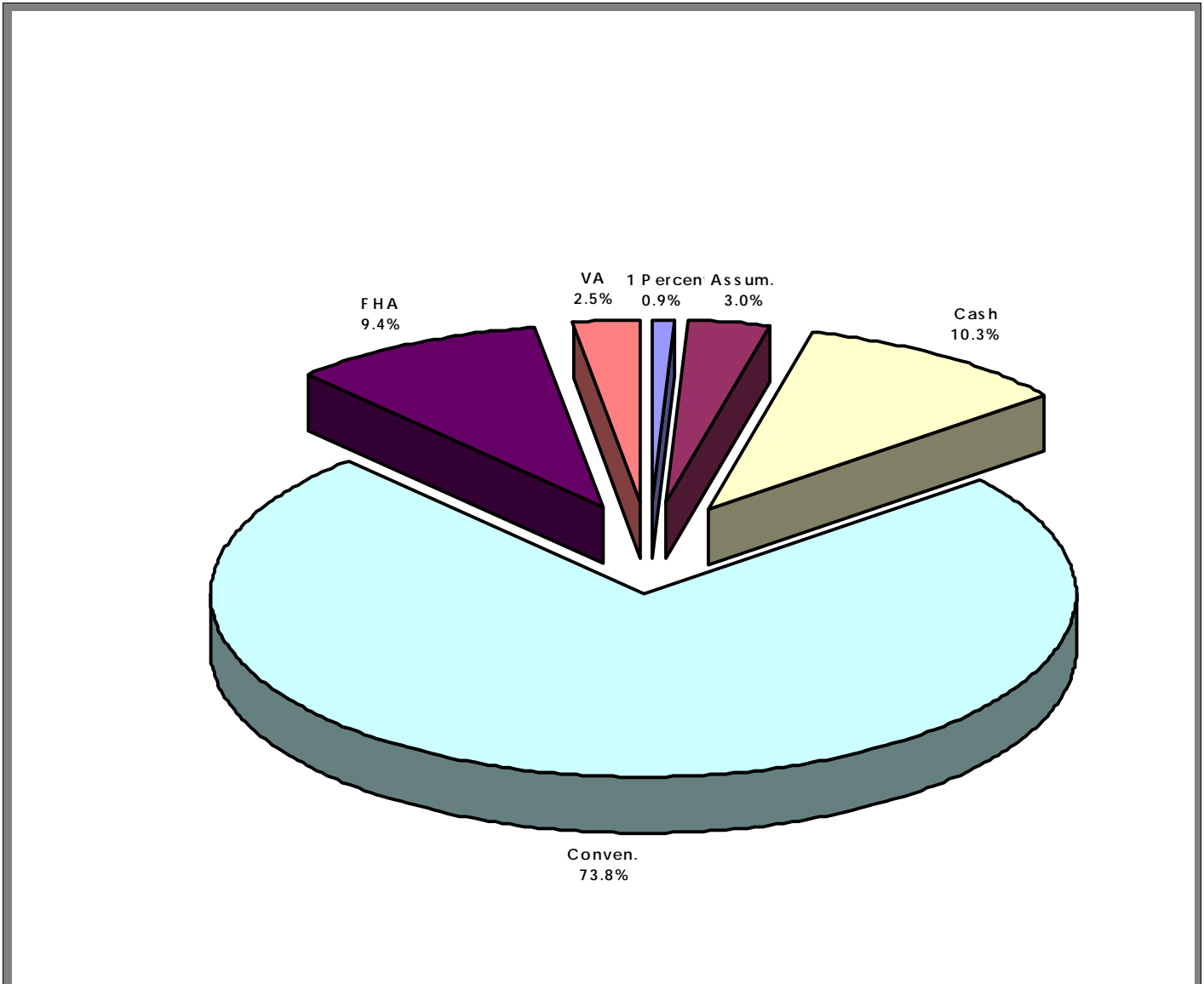


<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	49	9.5%
50,000 - 99,999	115	22.3%
100,000 - 149,999	173	33.5%
150,000 - 199,999	75	14.5%
200,000 - 249,999	31	6.0%
250,000 - 299,999	30	5.8%
300,000 - 349,999	17	3.3%
350,000 - 399,999	9	1.7%
400,000 - 449,999	5	1.0%
450,000 - 499,999	3	0.6%
OVER - 500,000	9	1.7%

AVERAGE SELLING PRICE YTD



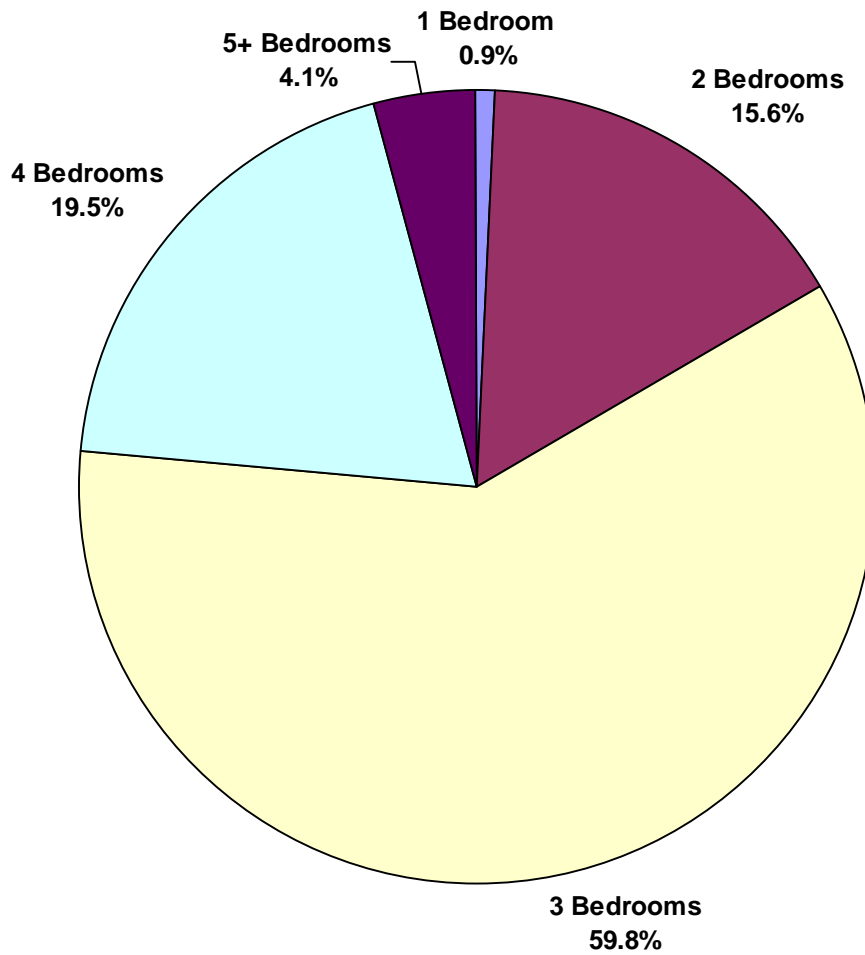
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



*Terms representing less than 1% of data rolled into one category above. Full breakdown listed below.

Assumable	3.0%
Cash	10.3%
Conventional	73.8%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	9.4%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.2%
VA	2.5%
Non-Specified	0.0%

Current Residential Listings By Number of Bedrooms



Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	4 1	6 1	6 2	9 9 3	16 5 3	Davidson 65
4 1	1	2 1	2 2 1	4 6 1	5 8	Davie 38
3 1	9 1	17 2	29 12 1	35 14 1	67 23 3	Forsyth 218
		1				Guilford 1
			1	1	1	Other 3
2 1	2 1	5 3	9 4	7 5	3 11 2	Rockingham 55
1	1	3 1	2 5	7 3	3 12	Stokes 38
	6	2 3	3 6 1	12 6	11 14 1	Surry 65
						Wilkes 0
2			1	3 2	4 1	Yadkin 13
9 5 1	22 4	35 10 2	51 33 2 1	78 45 5	02 74 9	SUBTOTAL 496

\$70,000 - 79,999	\$80,000 - 89,999	\$90,000 - 99,999	\$100,000 - 149,999	\$150,000 - 199,999	\$200,000+	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
11 18 1 1	9 27 4	4 51 4	25 209 23 4	5 84 29 2	5 88 56 19	Davidson 744
2 7	1 15 2	15 17 2	14 71 6 3	1 50 10	4 51 55 22	Davie 386
50 41 4 1	02 60 5 2	43 79 5	117 798 74 8	22 340 106 16	12 151 267 80	Forsyth 2,601
1		2 1	8 38 7 1	1 54 31 2	30 103 15	Guilford 295
1	1		1 2 1	2 3	3 1 1	Other 19
4 5 2	3 15 2	3 16 2 1	2 59 9	1 27 7	1 16 20 6	Rockingham 256
11 6	2 15 4	21 1	2 60 8 2	5 40 9 1	3 19 18 3	Stokes 268
5 16 1	3 13 4	1 18 5	13 51 11 1	2 22 7 2	1 18 18 7	Surry 284
						Wilkes 0
1	1 2 1	1 9	4 18	2 8 3	6 4 1	Yadkin 74
72 101 13 3	02 148 22 2	67 213 19 2	186 1306 139 19	39 627 205 23	26 382 542 154	TOTAL 4,927