

**CURRENT MARKET ANALYSIS**

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,642	1,098,821,314	165,435		
NEW LISTINGS IN DECEMBER	713	115,297,260	161,707		10.7% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,710	861,026,846	182,808		
1 BEDROOM OR LESS	55	4,707,200	85,585		1.2% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	778	77,202,009	99,231		16.5% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,810	426,815,497	151,892		59.7% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	899	253,453,107	281,928		19.1% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	168	98,849,033	588,387		3.6% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,642	1,098,821,314	165,435		
RESIDENTIAL HOMES	4,180	799,860,993	191,354		62.9% OF CURRENT BY STYLE AND AREA
Guilford	243	74,121,518	305,027		5.8% OF RESIDENTIAL HOMES
Greensboro	1	114,900	114,900		0.4% OF Guilford County
High Point	109	26,208,755	240,447		44.9% OF Guilford County
Jamestown	7	1,142,700	163,243		2.9% OF Guilford County
Other	126	46,655,163	370,279		51.9% OF Guilford County
Alleghany	27	5,838,100	216,226		0.6% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	755	131,081,178	173,617		18.1% OF RESIDENTIAL HOMES
Davie	324	80,073,530	247,141		7.8% OF RESIDENTIAL HOMES
Forsyth	1,971	377,963,381	191,762		47.2% OF RESIDENTIAL HOMES
Rockingham	305	45,268,807	148,422		7.3% OF RESIDENTIAL HOMES
Stokes	209	34,246,189	163,857		5.0% OF RESIDENTIAL HOMES
Surry	251	35,793,790	142,605		6.0% OF RESIDENTIAL HOMES
Wilkes	2	411,000	205,500		0.0% OF RESIDENTIAL HOMES
Yadkin	83	12,663,250	152,569		2.0% OF RESIDENTIAL HOMES
Other	10	2,400,250	240,025		0.2% OF RESIDENTIAL HOMES
CONDO	519	59,921,803	115,456		7.8% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	20	2,437,330	121,867		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,677	153,573,096	91,576		25.2% OF CURRENT BY STYLE AND AREA
CI IMPROVED	119	37,227,460	312,836		1.8% OF CURRENT BY STYLE AND AREA
CI LAND	116	44,556,582	384,108		1.7% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	9,651	1,485,752,642	153,964	123	
DECEMBER SALES	652	101,901,047	156,530	122	6.8% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	2,278	347,469,280	152,600	120	
RESIDENTIAL FINANCING YTD	8,920	1,432,527,217	160,597	112	
Assumable	252	35,951,941	142,666	115	2.8% OF RESIDENTIAL FINANCING YTD
Cash	1,045	131,550,778	125,886	109	11.7% OF RESIDENTIAL FINANCING YTD
Conventional	6,782	1,168,023,291	172,224	111	76.0% OF RESIDENTIAL FINANCING YTD
Exchange	2	331,950	165,975	89	0.0% OF RESIDENTIAL FINANCING YTD
Fannie Mae	3	257,250	85,750	97	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	14	1,436,925	102,638	98	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	92,150	92,150	48	0.0% OF RESIDENTIAL FINANCING YTD
FHA	605	66,965,313	110,686	112	6.8% OF RESIDENTIAL FINANCING YTD
L/A Escal	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Fixed	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Qual	0				0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	4	313,400	78,350	113	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	4	430,300	107,575	103	0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	37	4,059,900	109,727	138	0.4% OF RESIDENTIAL FINANCING YTD
VA	147	19,930,361	135,581	119	1.6% 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-04 Through 31-Dec-04

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR <small>1/1/03 thru 12/31/03</small>	THIS YEAR <small>1/1/04 thru 12/31/04</small>	PERCENT CHANGE
\$ 29,999 and Under	113	134	18.6%
\$ 30,000 - \$ 39,999	128	163	27.3%
\$ 40,000 - \$ 49,999	199	232	16.6%
\$ 50,000 - \$ 59,999	218	277	27.1%
\$ 60,000 - \$ 69,999	257	382	48.6%
\$ 70,000 - \$ 79,999	310	428	38.1%
\$ 80,000 - \$ 89,999	449	612	36.3%
\$ 90,000 - \$ 99,999	441	594	34.7%
\$100,000 - \$119,999	1,234	1,392	12.8%
\$120,000 - \$139,999	1,189	1,502	26.3%
\$140,000 - \$159,999	794	1,085	36.6%
\$160,000 - \$179,999	589	779	32.3%
\$180,000 - \$199,999	450	507	12.7%
\$200,000 - \$249,999	606	842	38.9%
\$250,000 - \$299,999	391	558	42.7%
\$300,000 - \$399,999	326	530	62.6%
\$400,000 - \$499,999	162	267	64.8%
\$500,000 and Above	158	222	40.5%
<b>TOTAL</b>	<b>8,014</b>	<b>10,506</b>	<b>31.1%</b>

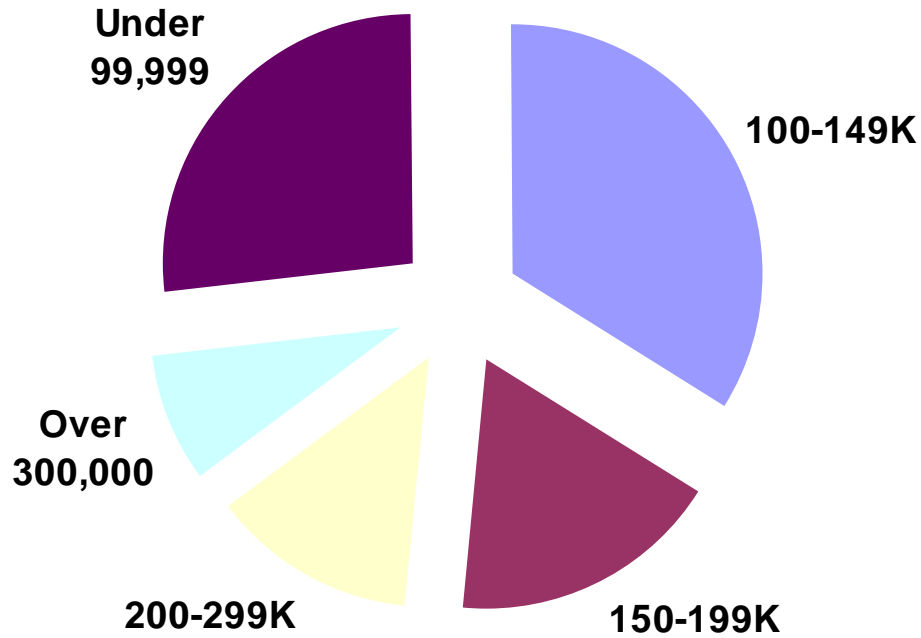
Winston-Salem Regional Association of Realtors

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Run date: 12/31/04

RESIDENTIAL STATISTICS QTR

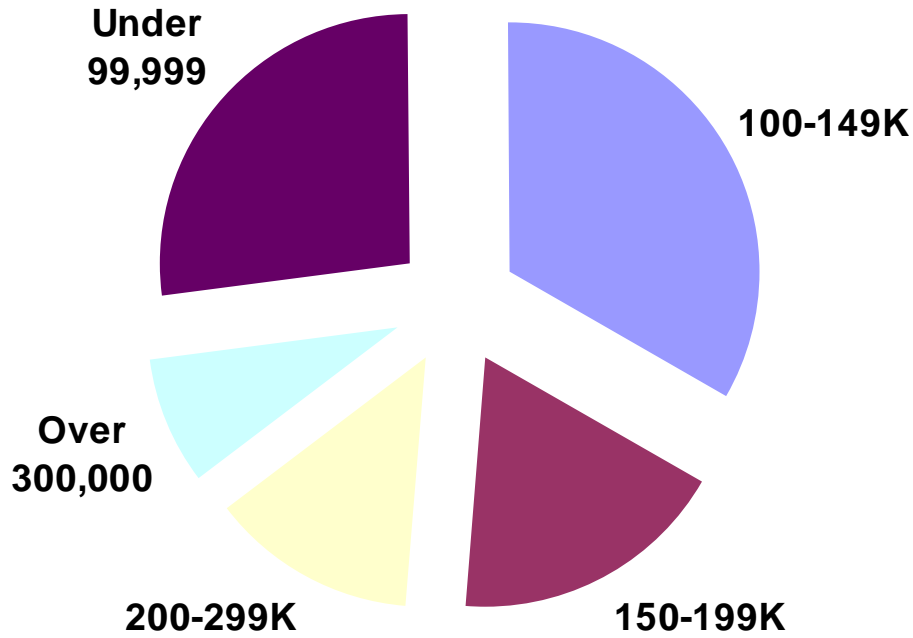
COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR VOLUME SOLD PRICE	TOTAL DOLLAR VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	27	9	6	815,600	923,800	88.29%	135,933	82	0	0	0	194,043
Ashe	0	0	0						0	0	0	
Davidson	842	416	325	47,331,468	48,578,250	97.43%	145,635	112	0	0	0	143,273
Davie	338	132	126	26,028,026	26,281,345	99.04%	206,572	114	0	0	0	204,201
Forsyth	2,340	1,051	1,187	193,205,281	196,187,066	98.48%	162,768	101	0	0	0	166,162
Guilford	279	129	142	29,148,740	29,853,313	97.64%	205,273	100	0	0	0	218,140
Other	10	5	1	120,000	136,900	87.66%	120,000	108	0	0	0	141,183
Rockingham	308	120	95	11,575,600	11,996,295	96.49%	121,848	131	0	0	0	134,872
Stokes	215	87	88	11,305,595	11,882,795	95.14%	128,473	134	0	0	0	131,995
Surry	265	105	73	8,445,990	8,870,100	95.22%	115,698	124	0	0	0	124,093
Wilkes	2	1	0						0	0	0	109,140
Yadkin	84	37	34	4,629,901	4,942,400	93.68%	136,174	93	0	0	0	123,423
TOTAL	4,710	2,092	2,077	332,606,201	339,652,264	97.93%	160,138	107	0	0	0	164,421

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

<b>PRICE RANGE</b>	<b># SOLD</b>	<b>PERCENT</b>
UNDER - 49,999	575	6.4%
50,000 - 99,999	1,822	20.4%
100,000 - 149,999	3,028	33.9%
150,000 - 199,999	1,547	17.3%
200,000 - 249,999	728	8.2%
250,000 - 299,999	471	5.3%
300,000 - 349,999	226	2.5%
350,000 - 399,999	167	1.9%
400,000 - 449,999	123	1.4%
450,000 - 499,999	68	0.8%
OVER - 500,000	164	1.8%

### SOLD LISTINGS BY PRICE RANGE

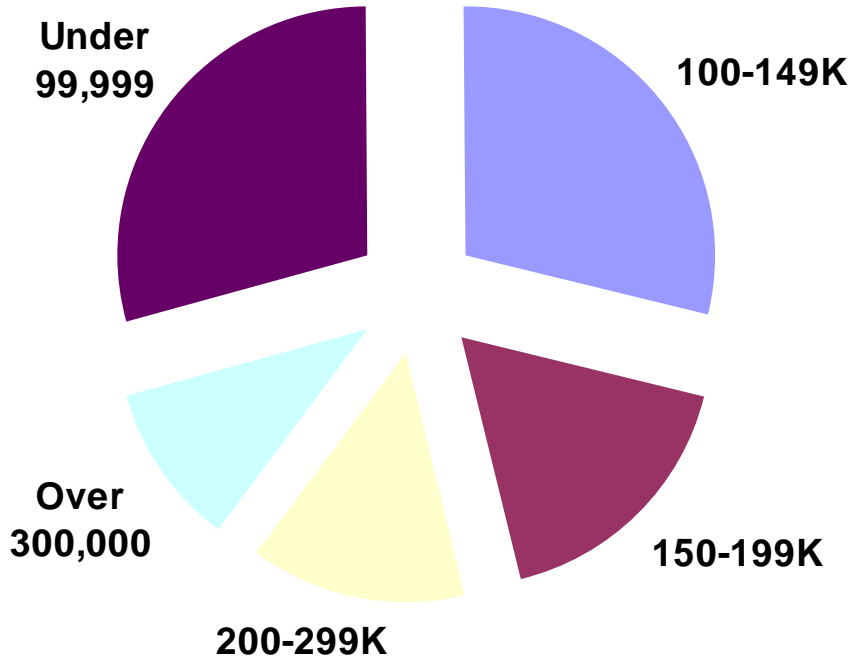
Fourth Quarter  
SINGLE FAMILY



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	138	6.6%
50,000 - 99,999	429	20.7%
100,000 - 149,999	693	33.4%
150,000 - 199,999	369	17.8%
200,000 - 249,999	172	8.3%
250,000 - 299,999	103	5.0%
300,000 - 349,999	59	2.8%
350,000 - 399,999	36	1.7%
400,000 - 449,999	28	1.3%
450,000 - 499,999	16	0.8%
OVER - 500,000	34	1.6%

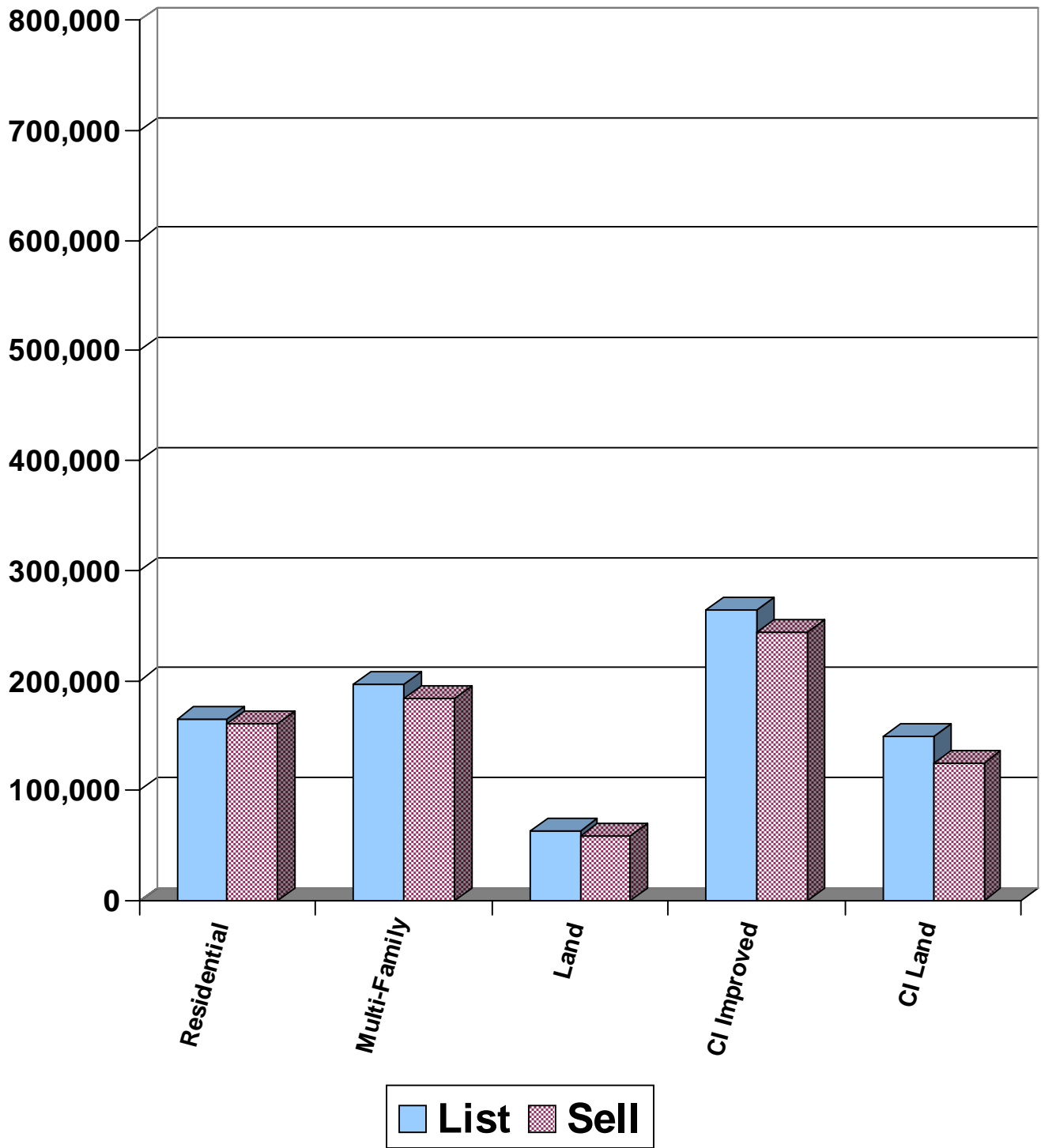
### SOLD LISTINGS BY PRICE RANGE

December  
SINGLE FAMILY

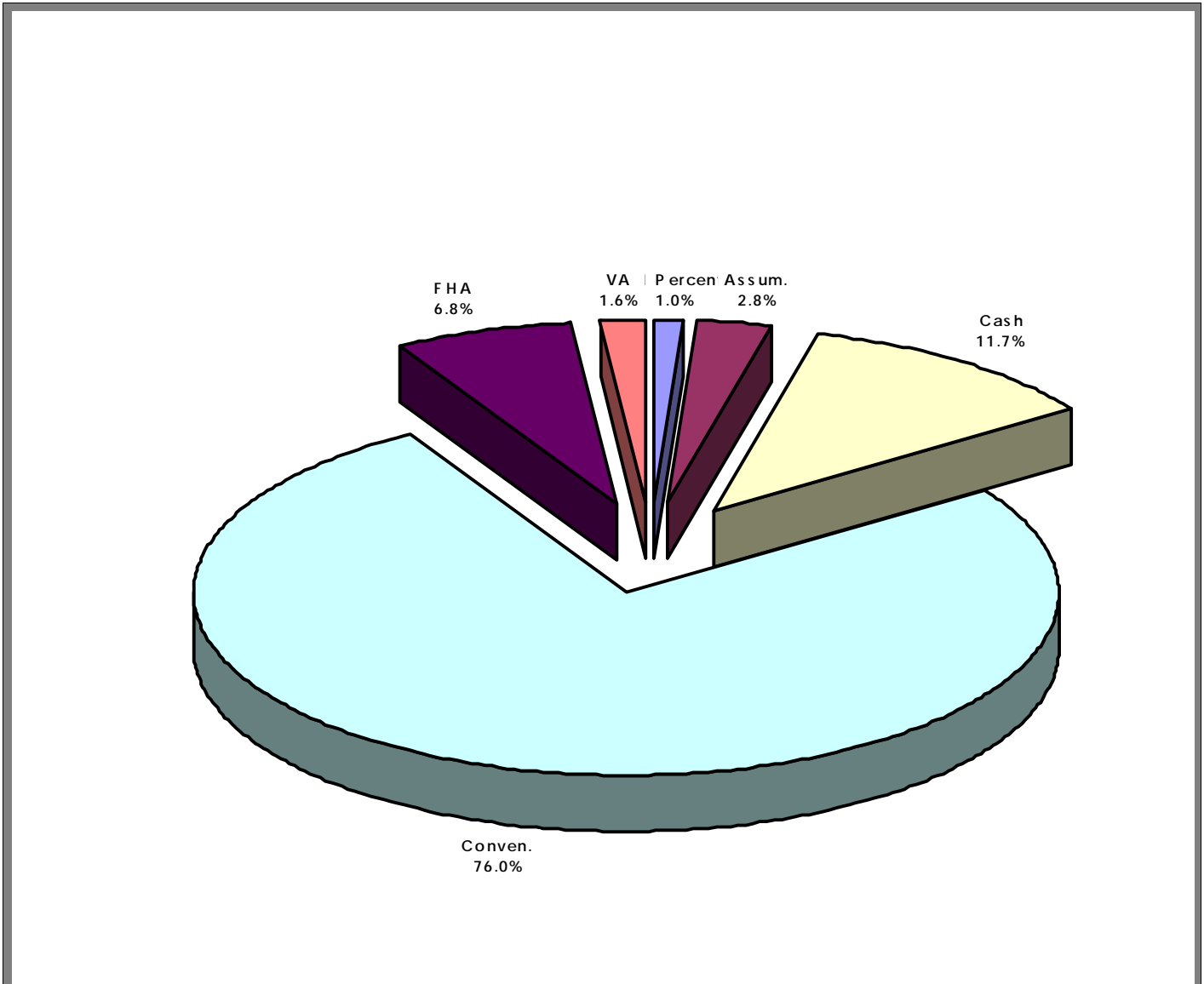


<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	39	6.5%
50,000 - 99,999	136	22.8%
100,000 - 149,999	172	28.9%
150,000 - 199,999	103	17.3%
200,000 - 249,999	56	9.4%
250,000 - 299,999	26	4.4%
300,000 - 349,999	23	3.9%
350,000 - 399,999	14	2.3%
400,000 - 449,999	12	2.0%
450,000 - 499,999	5	0.8%
OVER - 500,000	10	1.7%

# AVERAGE SELLING PRICE YTD



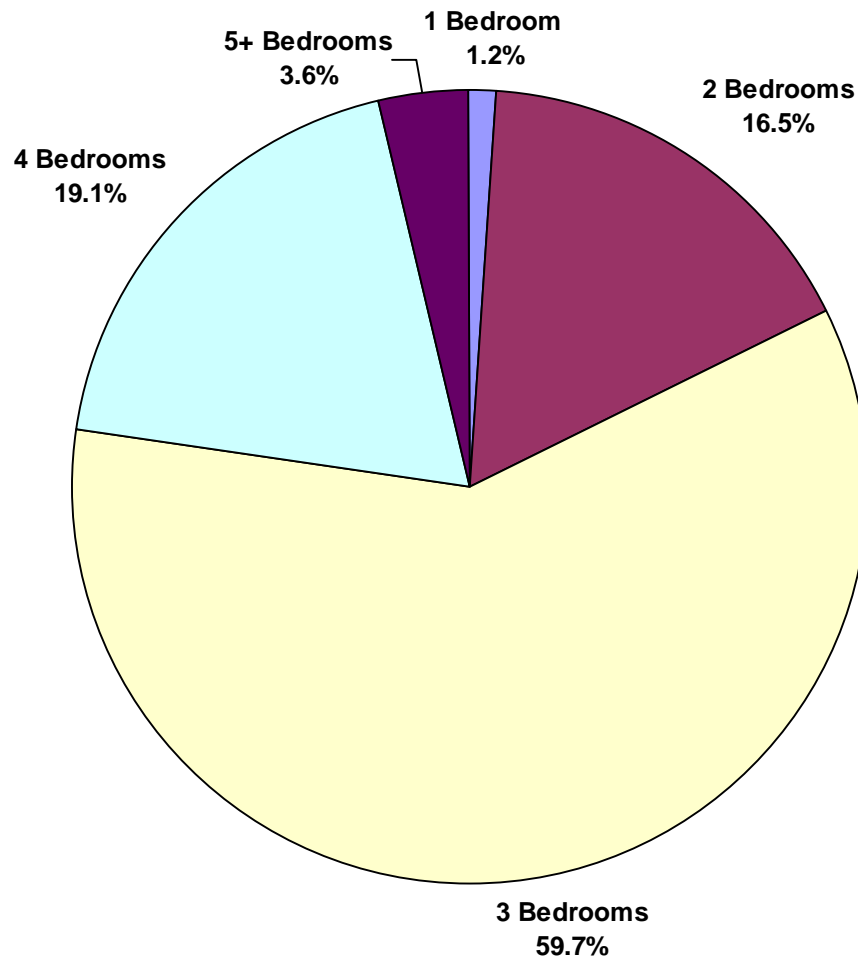
## Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD\* BY SOLD TERMS



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

Assumable	2.8%
Cash	11.7%
Conventional	76.0%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	6.8%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.4%
VA	1.6%
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
					2	Alleghany 2
						Ashe 0
	7 3	10 2	14 4	18 9	13 18	Davidson 98
1		4	4 3	3 2	3 1	Davie 21
	3 1 1	15 6 1	22 7 2	39 14	60 22 3 2	Forsyth 198
			1 1	2	1	Guilford 2
			1 1	2		Other 4
1	4 1	7 1	8 6 1	12 6	10 16 1	Rockingham 74
	1	1 1	5 4	2 4	2 4	Stokes 24
1 1	2 1	5 2	7 6	8 6	10 7 3	Surry 59
					1	Wilkes 1
		1	2	2	2 4	Yadkin 11
2 2	17 6 1	43 12 1	61 33 3	84 44	98 77 8 2	<b>SUBTOTAL 494</b>

\$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
1 1	2	1	4 2	1 2	3 5 3	Alleghany 27
						Ashe 0
7 26 2	19 37 3	10 44 2 1	39 19 21 2	13 80 21 1	10 119 70 18	Davidson 842
5 6 1	5 9 1	4 13 1	16 60 5 1	2 35 7	7 55 65 19	Davie 338
44 30 3 2	62 74 4	34 76 13	117 74 63 3	24 274 115 7	6 152 236 63	Forsyth 2,340
1	1	1 4	8 43 2	1 31 17	36 110 22	Guilford 279
			1		1 4	Other 10
6 11 1	4 24 1	1 20 4	5 63 10	28 7 1	5 19 21 3	Rockingham 308
1 6 2	4 19 1	2 15	8 69 10	4 19 4	1 16 6 4	Stokes 215
7 11 1	4 16 2	1 12	15 46 8 3	2 19 9 2	3 21 17 7	Surry 265
					1	Wilkes 2
3 7	1 3 1	4 2	7 14 2	11 3 1	6 8	Yadkin 84
75 97 11 2	102 182 12 1	53 189 22 1	215 1239 123 9	47 499 183 12	36 430 537 139	<b>TOTAL 4,710</b>