

**CURRENT MARKET ANALYSIS**

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,091	1,188,021,366	167,539		
NEW LISTINGS IN JANUARY	1,307	223,875,557	171,290		18.4% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,958	923,238,844	186,212		
1 BEDROOM OR LESS	56	4,549,700	81,245		1.1% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	803	79,883,327	99,481		16.2% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,960	454,272,148	153,470		59.7% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	973	281,903,691	289,726		19.6% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	166	102,629,978	618,253		3.3% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,091	1,188,021,366	167,539		
RESIDENTIAL HOMES	4,422	861,613,709	194,847		62.4% OF CURRENT BY STYLE AND AREA
Guilford	252	78,579,247	311,822		5.7% OF RESIDENTIAL HOMES
Greensboro	4	1,010,700	252,675		1.6% OF Guilford County
High Point	110	27,279,245	247,993		43.7% OF Guilford County
Jamestown	5	837,200	167,440		2.0% OF Guilford County
Other	133	49,452,102	371,820		52.8% OF Guilford County
Alleghany	23	3,870,700	168,291		0.5% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	787	138,036,085	175,395		17.8% OF RESIDENTIAL HOMES
Davie	289	76,406,147	264,381		6.5% OF RESIDENTIAL HOMES
Forsyth	2,117	411,212,457	194,243		47.9% OF RESIDENTIAL HOMES
Rockingham	353	56,000,934	158,643		8.0% OF RESIDENTIAL HOMES
Stokes	220	35,506,639	161,394		5.0% OF RESIDENTIAL HOMES
Surry	272	41,537,600	152,712		6.2% OF RESIDENTIAL HOMES
Wilkes	1	350,000	350,000		0.0% OF RESIDENTIAL HOMES
Yadkin	96	14,883,900	155,041		2.2% OF RESIDENTIAL HOMES
Other	12	5,230,000	435,833		0.3% OF RESIDENTIAL HOMES
CONDO	523	60,077,985	114,872		7.4% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	26	3,505,830	134,840		0.4% OF CURRENT BY STYLE AND AREA
LAND	1,856	167,144,115	90,056		26.2% OF CURRENT BY STYLE AND AREA
CI IMPROVED	134	40,737,560	304,012		1.9% OF CURRENT BY STYLE AND AREA
CI LAND	117	53,395,017	456,368		1.6% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	584	87,289,070	149,468	122	
JANUARY SALES	584	87,289,070	149,468	122	00.0% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	584	87,289,070	149,468	122	
RESIDENTIAL FINANCING YTD	524	82,350,600	157,158	116	
Assumable	15	2,249,200	149,947	148	2.9% OF RESIDENTIAL FINANCING YTD
Cash	79	11,125,522	140,829	109	15.1% OF RESIDENTIAL FINANCING YTD
Conventional	390	64,185,902	164,579	115	74.4% OF RESIDENTIAL FINANCING YTD
Exchange	1	71,000	71,000	90	0.2% OF RESIDENTIAL FINANCING YTD
Fannie Mae	0				0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	0				0.0% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	32	3,681,918	115,060	122	6.1% 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	0				0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	0				0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	0				0.0% OF RESIDENTIAL FINANCING YTD
VA	7	1,037,058	148,151	153	1.3% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

## 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				1	1			Alleghany	4
																								Ashe	0
				8	2	1		12	2	1		11	5			18	10			12	15	2		Davidson	99
1								4				4	2			4	2			1	4	1		Davie	23
1				9	2			22	4	1		26	8	2		39	16	3		63	26	2	1	Forsyth	225
																								Guilford	0
				1				1				1				1								Other	4
2				6	2	1		6	6			9	5	1		13	6			9	17	1		Rockingham	84
								1				4				3	4			2	6			Stokes	20
1				1	2			5	4			4	6			5	4			8	12	1		Surry	53
																								Wilkes	0
1				1	1			3				1	1			2	1			1	3			Yadkin	15
4	2			25	10	2		53	17	2		60	27	3		84	46	3		97	84	7	1	<b>SUBTOTAL</b>	<b>527</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			1	2			1				2	2			2				3	2	2		Alleghany	23
																								Ashe	0
6	24	1		19	38	4		9	51	2		39	209	23	1	10	78	17	2	12	120	74	26	Davidson	864
4	6			3	8	1	1	2	10			17	55	5	1	4	24	6		7	51	63	17	Davie	308
45	37	4	2	65	74	7		41	66	9		115	775	61	1	27	313	126	6	8	165	274	62	Forsyth	2,508
1								1	1			5	33	1		35	14			1	44	126	20	Guilford	282
												1	2							1	4			Other	12
6	13	2		3	19	3		4	20	1		5	73	14		2	36	6	1	4	30	27	4	Rockingham	357
1	12	1		3	22	1		2	14			4	72	11		4	21	5		1	20	6	4	Stokes	224
8	9	2		2	19	3		1	11	1		15	53	9	2	3	30	8	1	5	21	19	8	Surry	283
																				1				Wilkes	1
4	3			1	2	1		5	2			8	15	1		1	18		1	8	10	1		Yadkin	96
75	105	11	2	97	184	20	1	60	179	15		209	1289	127	5	53	555	182	11	42	462	603	144	<b>TOTAL</b>	<b>4,958</b>

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

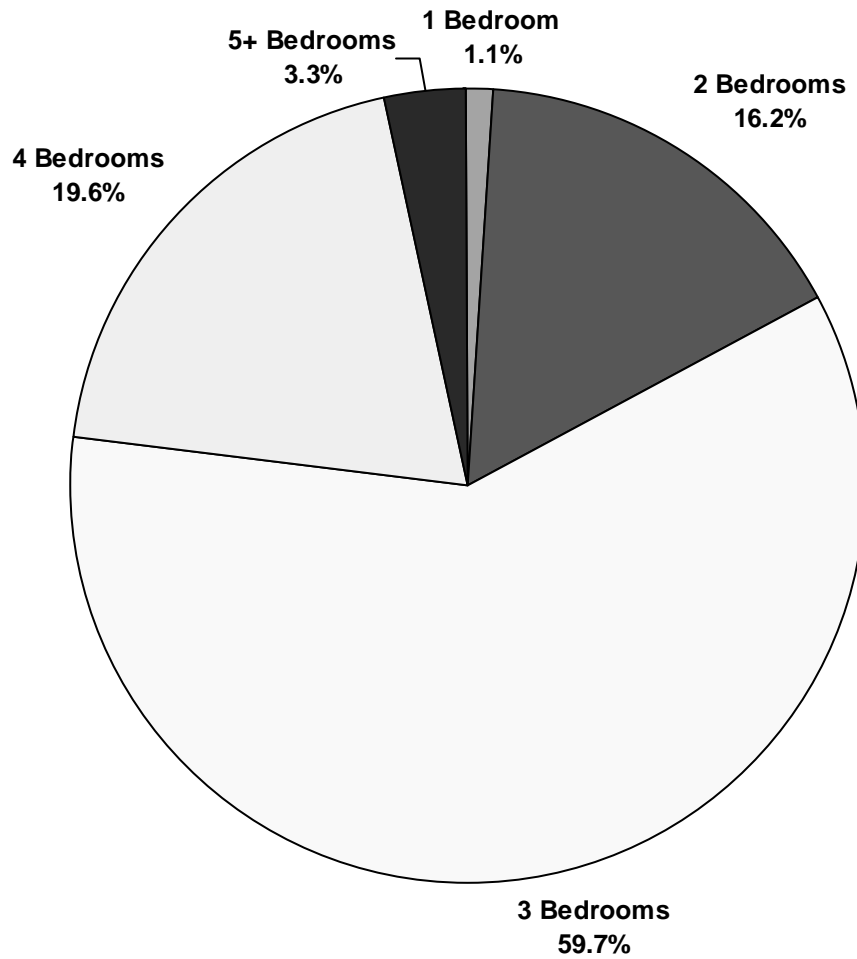
MLS PROFILE

Report Period: 01-Jan-05 Through 31-Jan-05

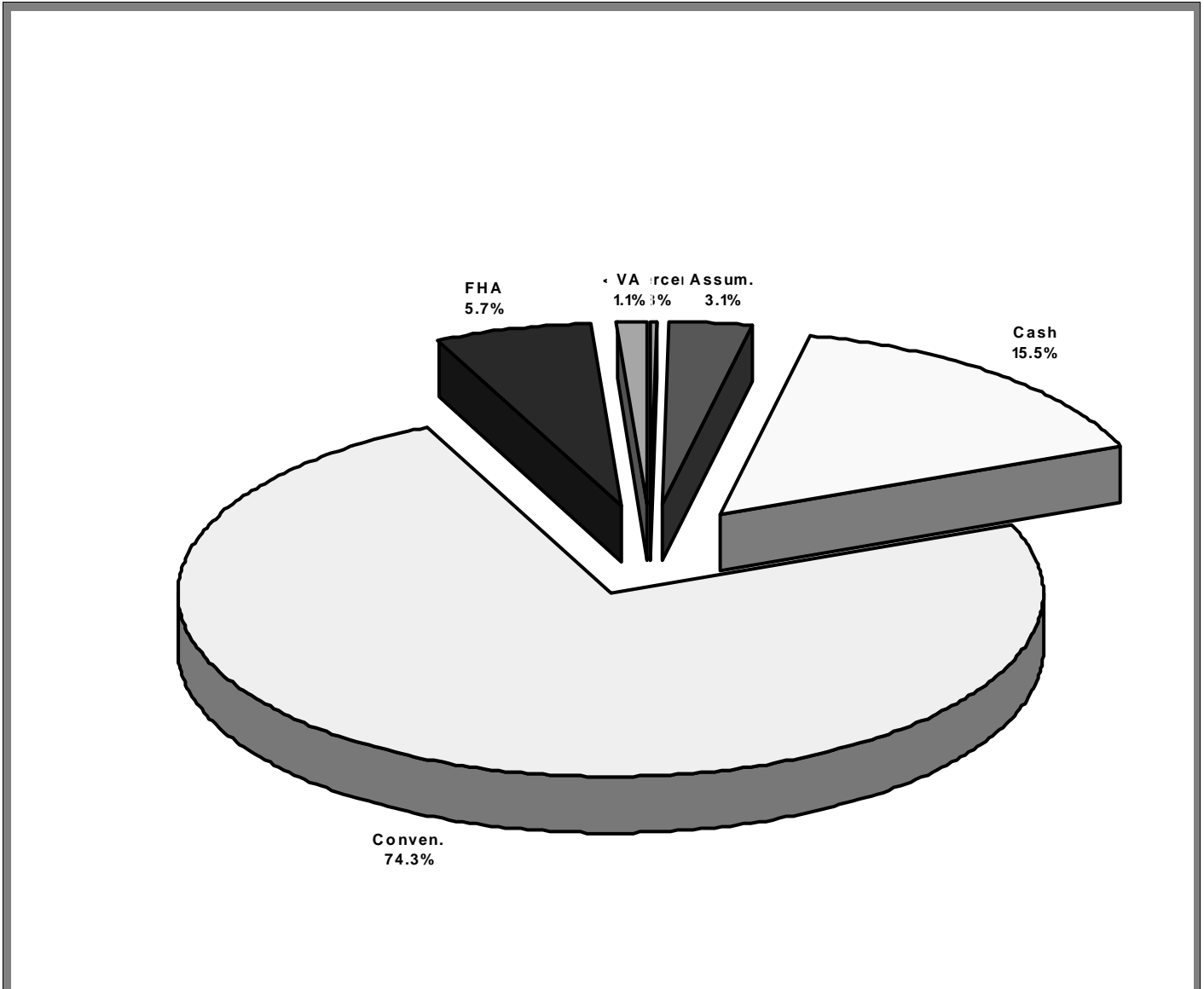
RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR <small>1/1/2004 thru 1/31/2004</small>	THIS YEAR <small>1/1/2005 thru 1/31/2005</small>	PERCENT CHANGE
\$ 29,999 and Under	5	15	200.0%
\$ 30,000 - \$ 39,999	8	31	287.5%
\$ 40,000 - \$ 49,999	20	18	-10.0%
\$ 50,000 - \$ 59,999	24	26	8.3%
\$ 60,000 - \$ 69,999	26	28	7.7%
\$ 70,000 - \$ 79,999	29	36	24.1%
\$ 80,000 - \$ 89,999	37	56	51.4%
\$ 90,000 - \$ 99,999	38	53	39.5%
\$100,000 - \$119,999	105	133	26.7%
\$120,000 - \$139,999	109	154	41.3%
\$140,000 - \$159,999	64	119	85.9%
\$160,000 - \$179,999	52	73	40.4%
\$180,000 - \$199,999	34	65	91.2%
\$200,000 - \$249,999	45	85	88.9%
\$250,000 - \$299,999	42	53	26.2%
\$300,000 - \$399,999	40	78	95.0%
\$400,000 - \$499,999	17	29	70.6%
\$500,000 and Above	13	35	169.2%
<b>TOTAL</b>	<b>708</b>	<b>1,087</b>	<b>53.5%</b>

# Current Residential Listings By Number of Bedrooms



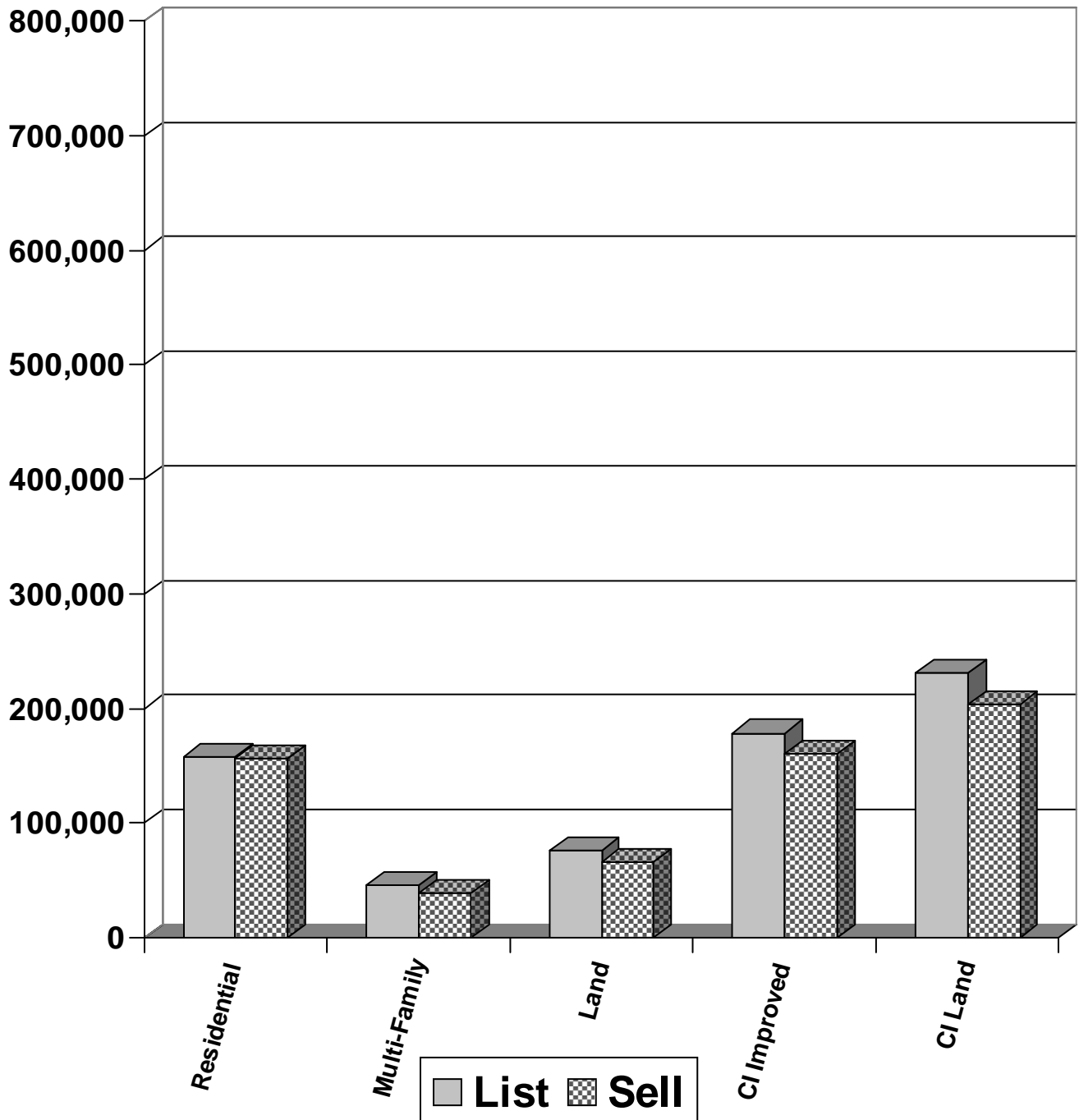
## Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD\* BY SOLD TERMS



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

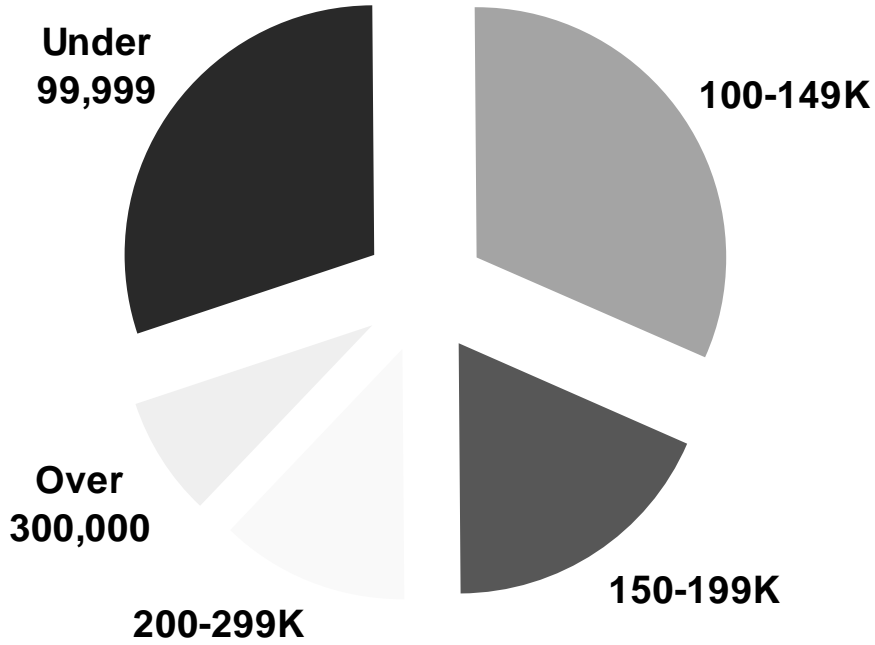
Assumable	3.1%
Cash	15.5%
Conventional	74.3%
Exchange	0.2%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	5.7%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.0%
VA	1.1%
Non-Specified	0.0%

# AVERAGE SELLING PRICE YTD



### SOLD LISTINGS BY PRICE RANGE

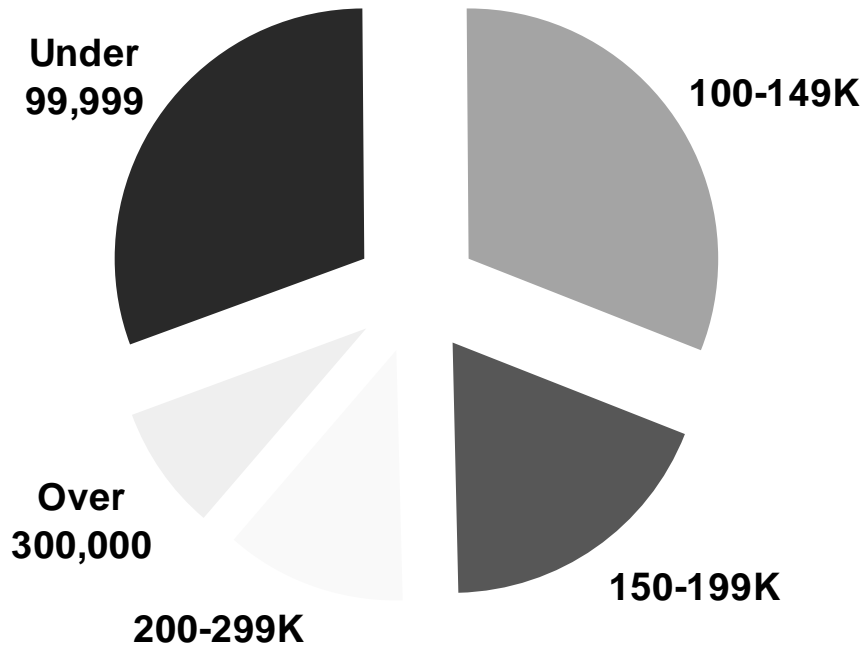
January  
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	47	9.0%
50,000 - 99,999	112	21.4%
100,000 - 149,999	166	31.7%
150,000 - 199,999	95	18.1%
200,000 - 249,999	37	7.1%
250,000 - 299,999	27	5.2%
300,000 - 349,999	17	3.2%
350,000 - 399,999	5	1.0%
400,000 - 449,999	2	0.4%
450,000 - 499,999	6	1.1%
OVER - 500,000	10	1.9%

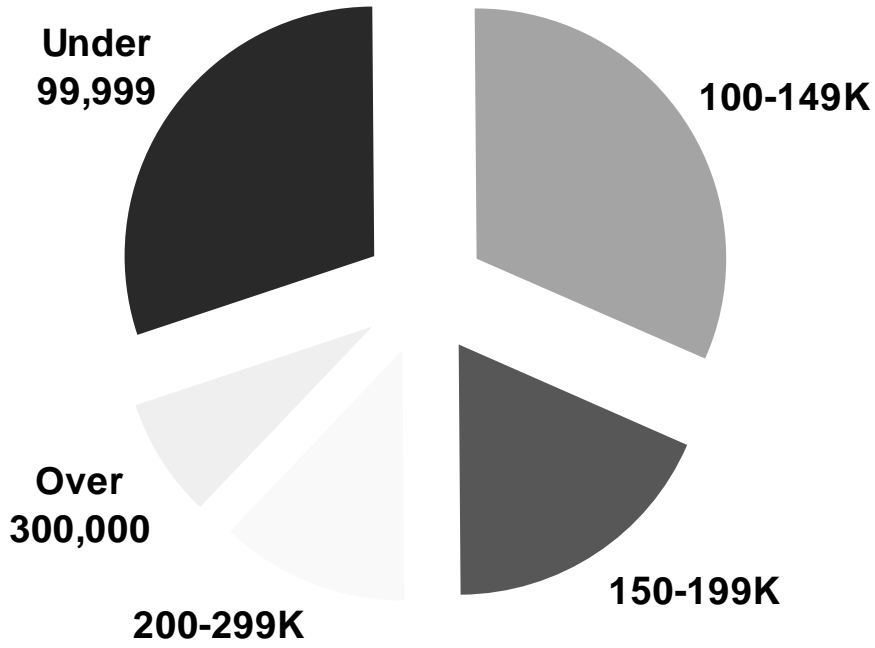
### SOLD LISTINGS BY PRICE RANGE

First Quarter  
SINGLE FAMILY



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	63	9.8%
50,000 - 99,999	136	21.1%
100,000 - 149,999	200	31.0%
150,000 - 199,999	119	18.4%
200,000 - 249,999	44	6.8%
250,000 - 299,999	32	5.0%
300,000 - 349,999	18	2.8%
350,000 - 399,999	11	1.7%
400,000 - 449,999	3	0.5%
450,000 - 499,999	8	1.2%
OVER - 500,000	11	1.7%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	44	9.6%
50,000 - 99,999	102	22.3%
100,000 - 149,999	139	30.3%
150,000 - 199,999	81	17.7%
200,000 - 249,999	32	7.0%
250,000 - 299,999	22	4.8%
300,000 - 349,999	17	3.7%
350,000 - 399,999	5	1.1%
400,000 - 449,999	2	0.4%
450,000 - 499,999	5	1.1%
OVER - 500,000	9	2.0%

Winston-Salem Regional Association of Realtors

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Run date: 1/31/2005

RESIDENTIAL STATISTICS QTR

<u>COUNTY</u>	<u>TOTAL ACTIVE</u>	<u>NEW</u>	<u>TOTAL SOLD</u>	<u>TOTAL DOLLAR VOLUME SOLD PRICE</u>	<u>TOTAL DOLLAR VOLUME LIST PRICE</u>	<u>%SALE /LIST</u>	<u>AVERAGE SALE PRICE</u>	<u>AVG DOM</u>	<u>PEND</u>	<u>WTH</u>	<u>EXP</u>	<u>AVERAGE LIST PRICE</u>
Alleghany	23	9	3	345,000	379,500	90.91%	115,000	150	0	0	0	158,303
Ashe	0	0	0						0	0	0	
Davidson	864	196	61	10,247,322	9,107,165	112.52%	167,989	132	0	0	0	144,063
Davie	308	67	35	6,820,938	6,971,703	97.84%	194,884	154	0	0	0	206,358
Forsyth	2,508	805	309	48,463,459	49,654,504	97.60%	156,840	107	0	0	0	166,570
Guilford	282	95	40	7,779,290	8,095,000	96.10%	194,482	108	0	0	0	219,637
Other	12	5	1	38,000	43,900	86.56%	38,000	96	0	0	0	222,853
Rockingham	357	97	21	3,280,475	3,278,300	100.07%	156,213	117	0	0	0	138,665
Stokes	224	63	20	2,048,500	2,065,901	99.16%	102,425	112	0	0	0	131,350
Surry	283	74	26	2,532,816	2,754,055	91.97%	97,416	145	0	0	0	127,070
Wilkes	1	0	1	50,000	54,900	91.07%	50,000	211	0	0	0	107,920
Yadkin	96	36	7	744,800	773,100	96.34%	106,400	59	0	0	0	125,011
TOTAL	4,958	1,447	524	82,350,600	83,178,028	99.01%	157,158	116	0	0	0	165,158