

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,224	1,188,375,797	164,504		
NEW LISTINGS IN MARCH	1,504	244,303,675	162,436		20.8% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,262	940,829,048	178,797		
1 BEDROOM OR LESS	49	5,519,250	112,638		0.9% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	851	84,332,131	99,098		16.2% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,180	489,024,238	153,781		60.4% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	957	254,286,916	265,713		18.2% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	225	107,666,513	478,518		4.3% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,224	1,188,375,797	164,504		
RESIDENTIAL HOMES	4,663	874,592,172	187,560		64.5% OF CURRENT BY STYLE AND AREA
Guilford	271	69,785,181	257,510		5.8% OF RESIDENTIAL HOMES
Greensboro	7	1,009,900	144,271		2.6% OF Guilford County
High Point	144	31,924,980	221,701		53.1% OF Guilford County
Jamestown	15	2,450,800	163,387		5.5% OF Guilford County
Other	105	34,399,501	327,614		38.7% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	706	125,407,737	177,631		15.1% OF RESIDENTIAL HOMES
Davie	374	81,175,527	217,047		8.0% OF RESIDENTIAL HOMES
Forsyth	2,362	448,840,490	190,026		50.7% OF RESIDENTIAL HOMES
Rockingham	298	44,326,562	148,747		6.4% OF RESIDENTIAL HOMES
Stokes	262	45,782,525	174,742		5.6% OF RESIDENTIAL HOMES
Surry	275	42,896,750	155,988		5.9% OF RESIDENTIAL HOMES
Wilkes	1	64,900	64,900		0.0% OF RESIDENTIAL HOMES
Yadkin	98	13,776,700	140,579		2.1% OF RESIDENTIAL HOMES
Other	16	2,535,800	158,488		0.3% OF RESIDENTIAL HOMES
CONDO	595	65,758,176	110,518		8.2% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	37	11,637,595	314,530		0.5% OF CURRENT BY STYLE AND AREA
LAND	1,706	151,456,890	88,779		23.6% OF CURRENT BY STYLE AND AREA
CI IMPROVED	117	45,764,000	391,145		1.6% OF CURRENT BY STYLE AND AREA
CI LAND	102	38,688,264	379,297		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	1,670	241,289,062	144,484	135	
MARCH SALES	701	105,229,352	150,113	140	42.0% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,670	241,289,062	144,484	135	
RESIDENTIAL FINANCING YTD	1,537	232,793,518	151,460	124	
Assumable	33	5,000,610	151,534	176	2.1% OF RESIDENTIAL FINANCING YTD
Cash	210	24,308,262	115,754	115	13.7% OF RESIDENTIAL FINANCING YTD
Conventional	1,126	184,556,265	163,904	124	73.3% OF RESIDENTIAL FINANCING YTD
Exchange	0				0.0% OF RESIDENTIAL FINANCING YTD
Fannie Mae	2	178,900	89,450	64	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	1	79,000	79,000	151	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	128	14,338,733	112,021	119	8.3% 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	1	65,000	65,000	126	0.1% OF RESIDENTIAL FINANCING YTD
NC Housing	0				0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	9	810,300	90,033	175	0.6% OF RESIDENTIAL FINANCING YTD
VA	23	3,060,948	133,085	139	1.5% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

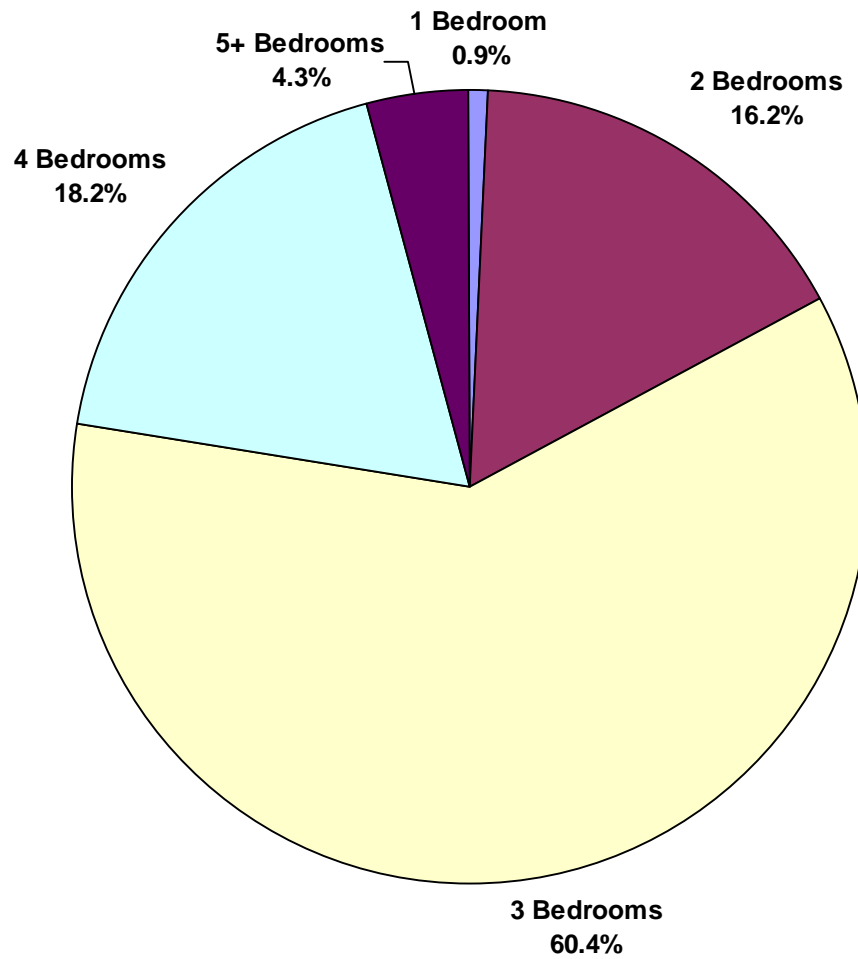
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

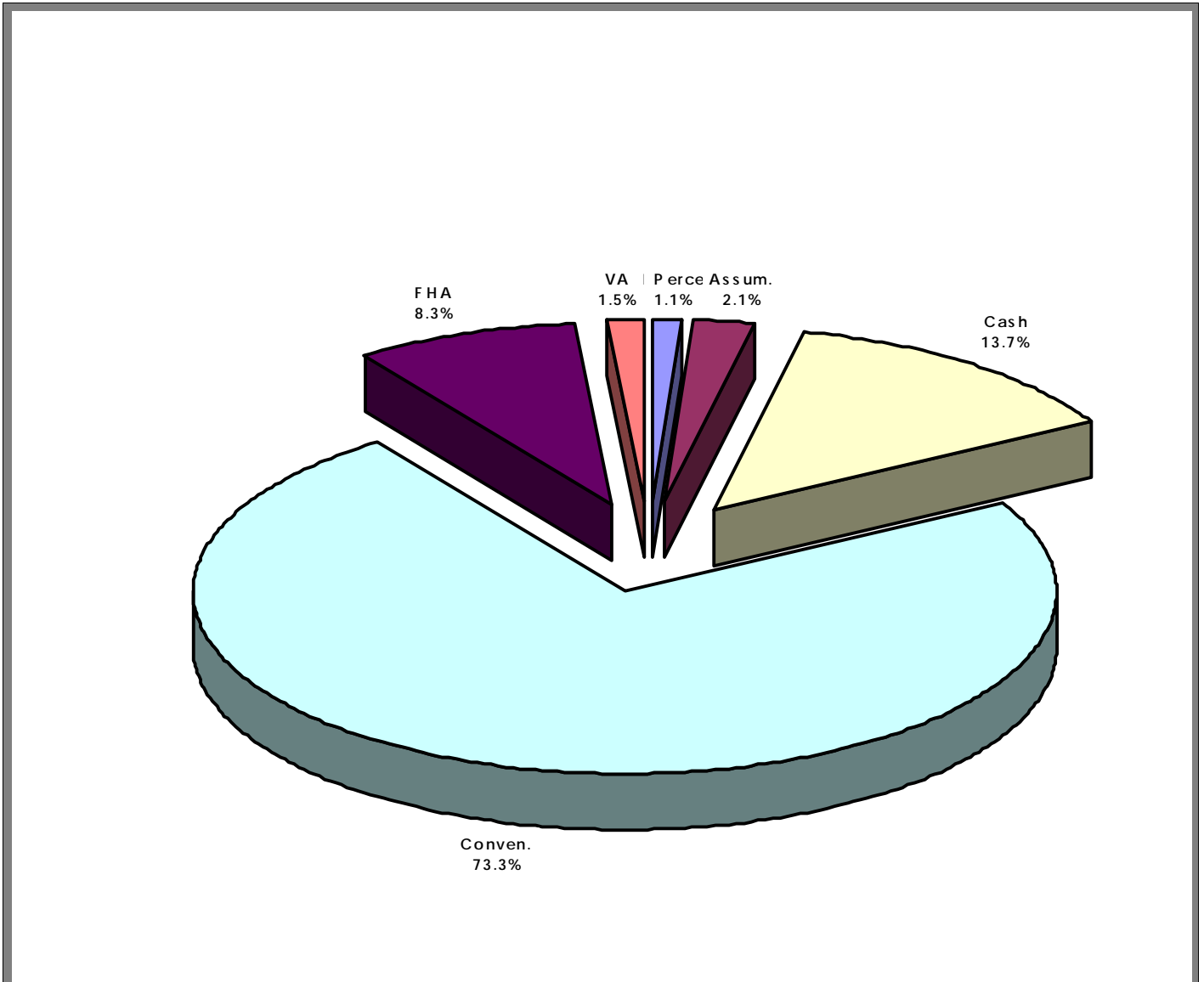
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
2 1	2	12 3 1	5 1	19 10 1	8 7 2	Davidson 74
1 1	1		2 1	8 3 1	3 4 2	Davie 27
4 1	5 2	9 3 1	31 10 2	37 12 7 1	51 29 1 1	Forsyth 207
					4	Guilford 4
			1 1	1	1	Other 4
	1	3 1	9 6	9 12 1	4 10 1	Rockingham 57
1	2	3 1 1	6	3 3	2 5	Stokes 27
	2 1	2 2 1	2 4	11 7 2	8 12 3 1	Surry 58
					1	Wilkes 1
1	2	1	2	4 5	4 4 2	Yadkin 25
8 3 1	15 3	30 10 3 1	50 31 2	91 53 12 1	81 76 11 2	SUBTOTAL 484

\$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
5 24	8 29 2	6 51 3	49 203 22 5	10 93 25 3	9 99 58 19	Davidson 797
6 12	5 16 1	7 18 1	24 75 9 2	6 49 16 1	9 58 51 18	Davie 411
86 56 3 3	91 52 3 1	36 76 4	130 825 80 12	37 375 123 13	12 185 272 94	Forsyth 2,780
1 1		11	10 42 5 1	1 47 32 1	1 37 88 16	Guilford 298
3	1		1 1	2 1	1 1 1	Other 16
6 11 1	3 23 2	4 27 1 1	2 67 9 1	2 30 6	2 18 24 2	Rockingham 299
2 14 1	8 13 2	4 25	2 70 6	6 42 9 3	2 29 9 1	Stokes 275
5 9 1	2 13 4	4 16 3 2	12 53 8 1	1 30 9 7	18 22 9	Surry 287
						Wilkes 1
2	2 6	6	4 20 3	2 11 3	1 5 5 3	Yadkin 98
02 132 6 3	02 153 14 1	61 230 11 4	233 1360 143 22	65 679 224 28	36 450 530 163	TOTAL 5,262

Current Residential Listings By Number of Bedrooms



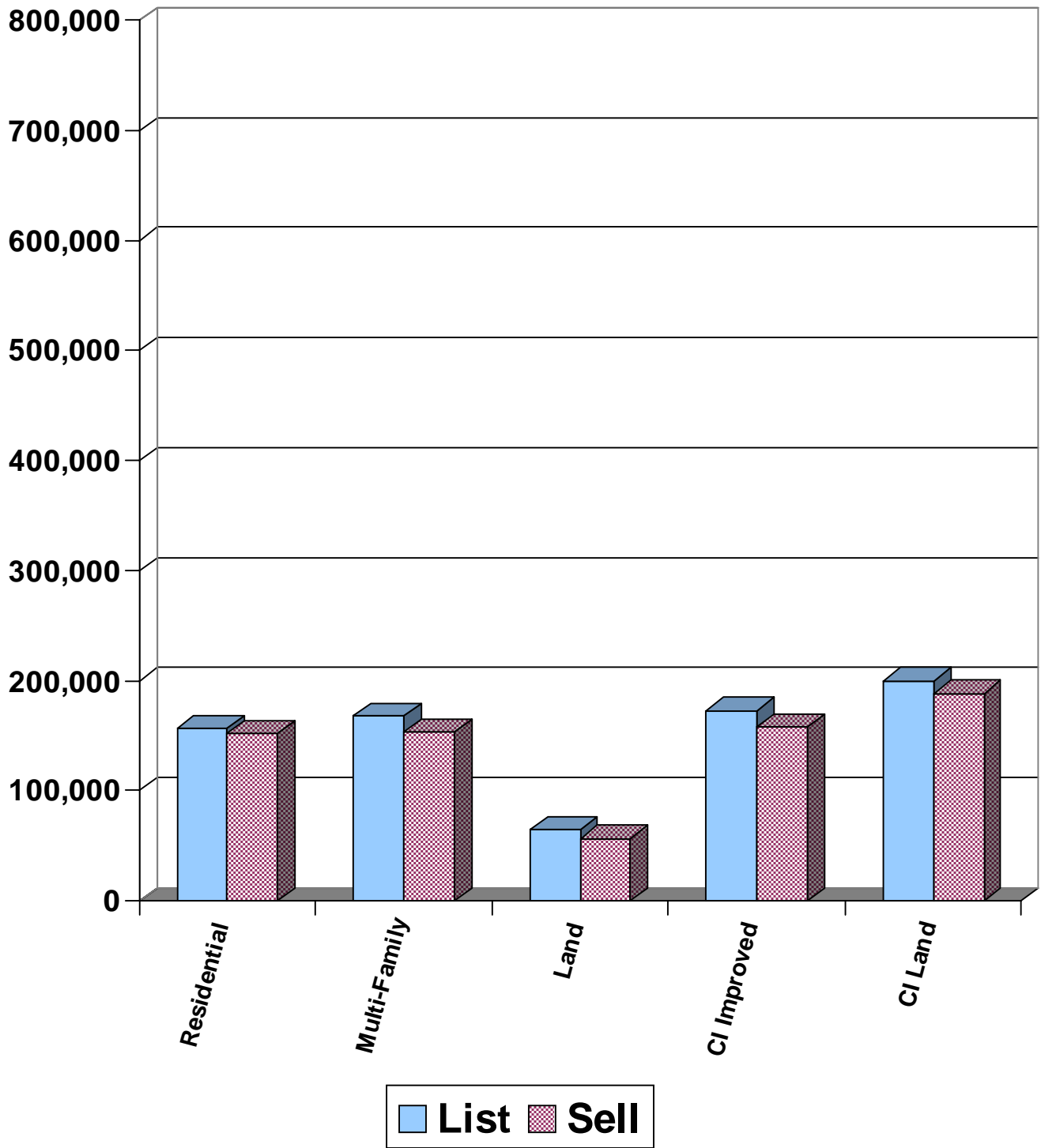
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

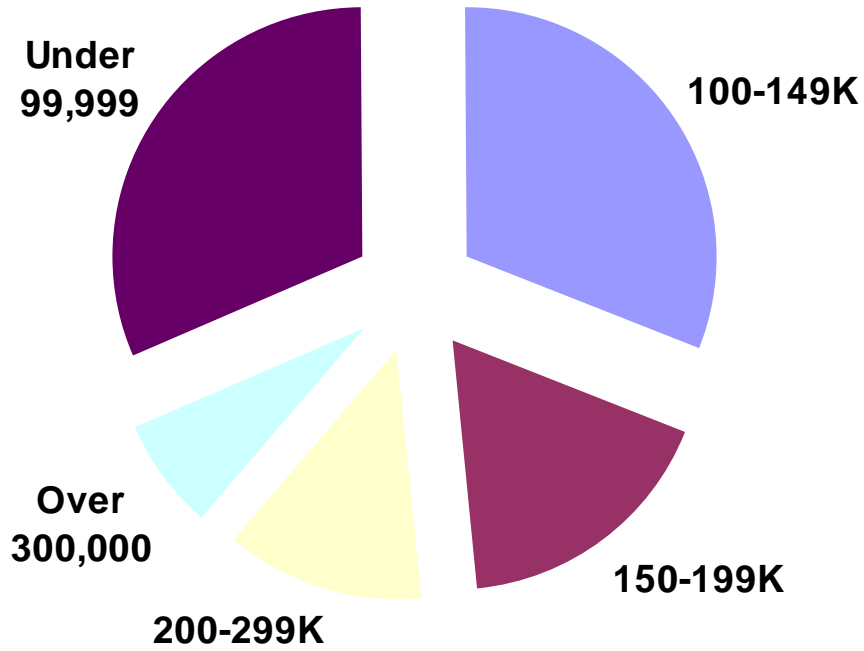
Assumable	2.1%
Cash	13.7%
Conventional	73.3%
Exchange	0.0%
Fannie Mae	0.1%
Farmers Home Loan	0.1%
Federal Land Bank	0.0%
FHA	8.3%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.1%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.6%
VA	1.5%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

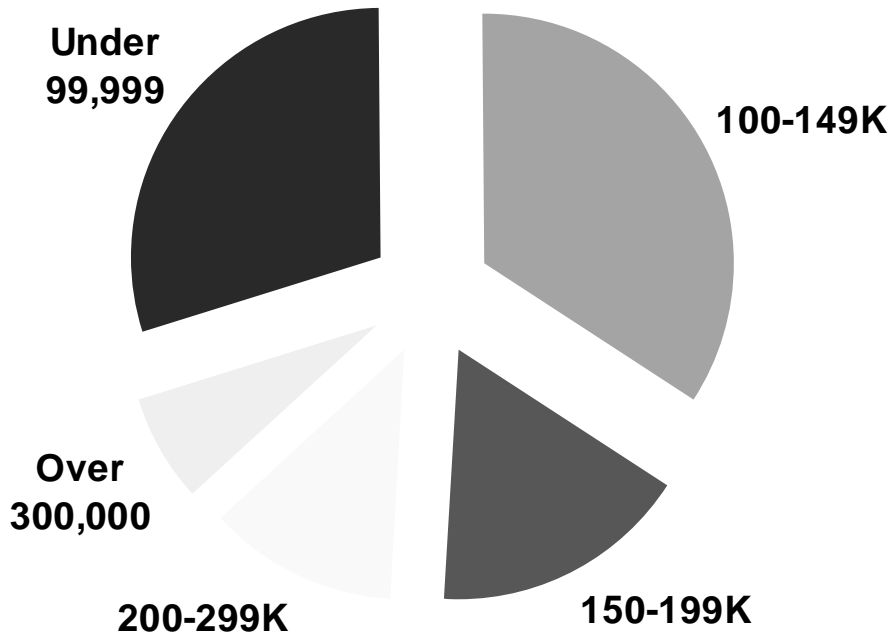
March
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	55	8.5%
50,000 - 99,999	150	23.1%
100,000 - 149,999	203	31.2%
150,000 - 199,999	112	17.2%
200,000 - 249,999	52	8.0%
250,000 - 299,999	30	4.6%
300,000 - 349,999	13	2.0%
350,000 - 399,999	12	1.8%
400,000 - 449,999	7	1.1%
450,000 - 499,999	6	0.9%
OVER - 500,000	10	1.5%

SOLD LISTINGS BY PRICE RANGE

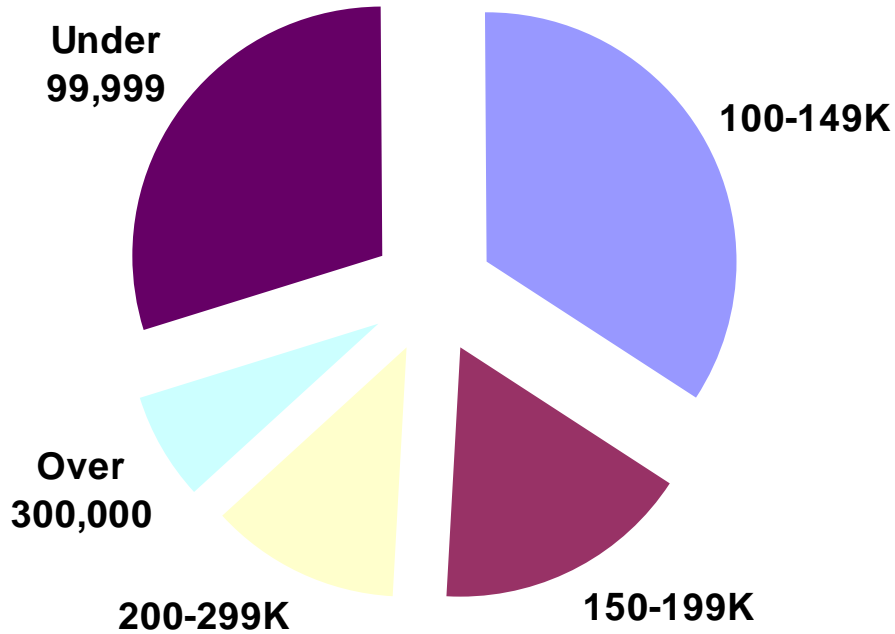
First Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	124	0.6%
50,000 - 99,999	335	1.6%
100,000 - 149,999	527	2.5%
150,000 - 199,999	253	1.2%
200,000 - 249,999	117	0.5%
250,000 - 299,999	74	0.3%
300,000 - 349,999	36	0.2%
350,000 - 399,999	28	0.1%
400,000 - 449,999	16	0.1%
450,000 - 499,999	9	0.0%
OVER - 500,000	18	0.1%

SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE
SINGLE FAMILY



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	123	8.5%
50,000 - 99,999	319	22.0%
100,000 - 149,999	496	34.2%
150,000 - 199,999	234	16.1%
200,000 - 249,999	110	7.6%
250,000 - 299,999	69	4.8%
300,000 - 349,999	35	2.4%
350,000 - 399,999	27	1.9%
400,000 - 449,999	16	1.1%
450,000 - 499,999	8	0.6%
OVER - 500,000	15	1.0%

Winston-Salem Regional Association of Realtors

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Run date: 3/31/2004

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>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	0	0	0						0	0	0	19,951
Ashe	0	0	0						0	0	0	
Davidson	797	421	218	33,465,026	33,457,595	100.02%	153,509	130	0	0	0	141,441
Davie	411	196	101	19,456,248	20,145,500	96.58%	192,636	150	0	0	0	193,018
Forsyth	2,780	1,449	877	129,509,628	133,089,772	97.31%	147,673	114	0	0	0	163,964
Guilford	298	161	125	26,259,991	26,805,159	97.97%	210,080	119	0	0	0	206,911
Other	16	5	1	47,500	55,900	84.97%	47,500	39	0	0	0	113,603
Rockingham	299	136	71	9,431,214	9,791,603	96.32%	132,834	169	0	0	0	136,955
Stokes	275	117	69	6,688,835	7,476,375	89.47%	96,940	130	0	0	0	135,856
Surry	287	125	57	6,127,675	6,472,240	94.68%	107,503	172	0	0	0	126,836
Wilkes	1	1	0						0	0	0	64,900
Yadkin	98	58	18	1,807,401	1,976,280	91.45%	100,411	88	0	0	0	122,911
TOTAL	5,262	2,669	1,537	232,793,518	239,270,424	97.29%	151,460	124	0	0	0	162,110

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-04 Through 31-Mar-04

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR <small>1/1/03 thru 3/31/03</small>	THIS YEAR <small>1/1/04 thru 3/31/04</small>	PERCENT CHANGE
\$ 29,999 and Under	21	28	33.3%
\$ 30,000 - \$ 39,999	26	26	0.0%
\$ 40,000 - \$ 49,999	45	52	15.6%
\$ 50,000 - \$ 59,999	59	95	61.0%
\$ 60,000 - \$ 69,999	66	102	54.5%
\$ 70,000 - \$ 79,999	77	142	84.4%
\$ 80,000 - \$ 89,999	123	134	8.9%
\$ 90,000 - \$ 99,999	90	153	70.0%
\$100,000 - \$119,999	300	416	38.7%
\$120,000 - \$139,999	332	446	34.3%
\$140,000 - \$159,999	225	301	33.8%
\$160,000 - \$179,999	157	254	61.8%
\$180,000 - \$199,999	108	168	55.6%
\$200,000 - \$249,999	174	235	35.1%
\$250,000 - \$299,999	83	149	79.5%
\$300,000 - \$399,999	90	136	51.1%
\$400,000 - \$499,999	40	70	75.0%
\$500,000 and Above	35	67	91.4%
TOTAL	2,051	2,974	45.0%