

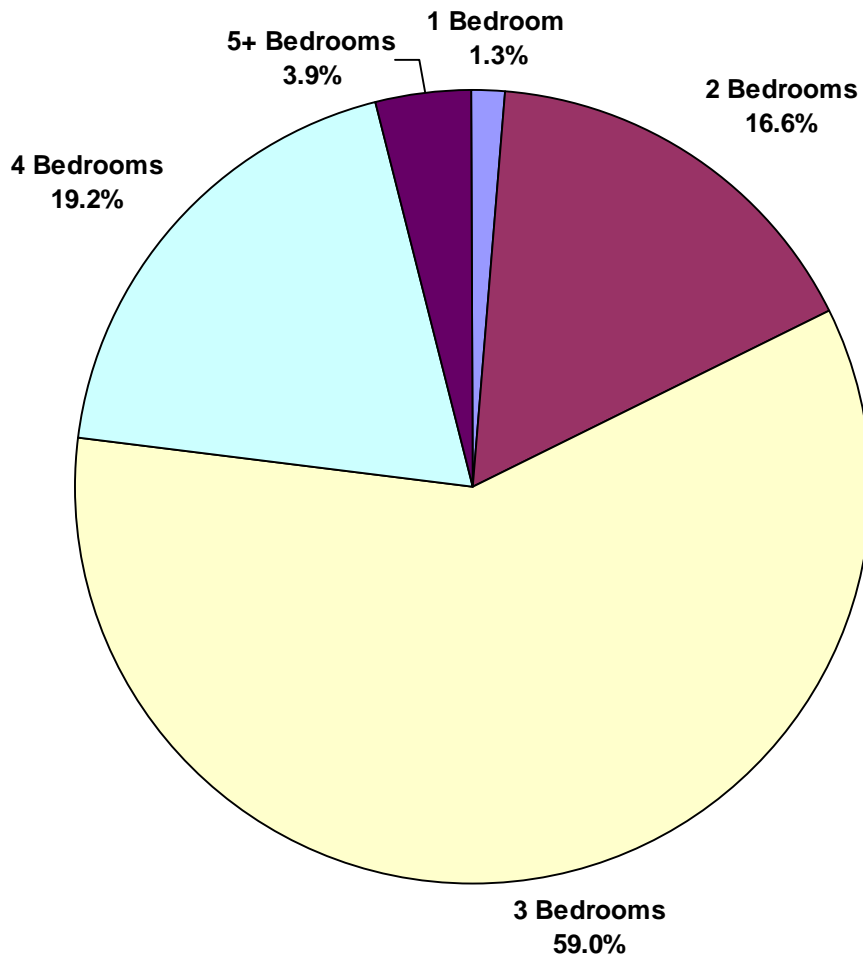
Winston-Salem Regional Association of Realtors

9
Run date: 10/31/04

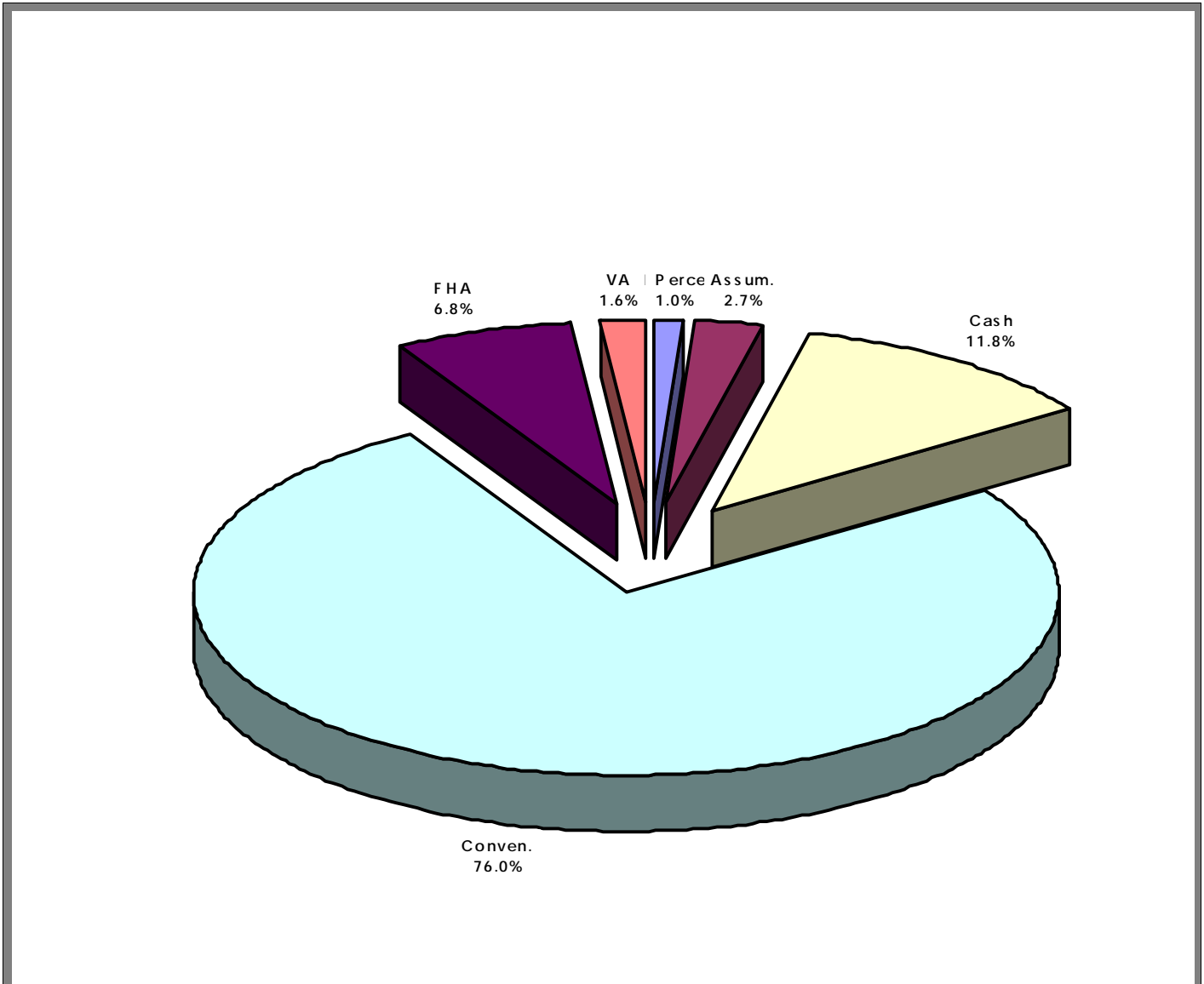
RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WITH	EXP	AVERAGE	
											LIST PRICE	LIST PRICE
Alleghany	40	5	1	175,000	92.59%	175,000	102	0	0	0	176,244	0
Ashe	0	0	0					0	0	0		0
Davidson	820	165	109	15,438,892	98.02%	141,641	119	0	0	0	142,380	0
Davie	369	66	49	10,270,897	100.87%	209,610	103	0	0	0	202,200	0
Forsyth	2,594	567	453	75,847,232	98.77%	167,433	102	0	0	0	166,139	0
Guilford	288	49	48	9,007,275	98.13%	187,652	109	0	0	0	216,513	0
Other	9	3	1	120,000	87.66%	120,000	108	0	0	0	128,896	0
Rockingham	360	60	20	2,748,300	99.45%	137,415	109	0	0	0	135,011	0
Stokes	260	56	32	4,438,750	96.07%	138,711	127	0	0	0	135,229	0
Surry	323	52	22	2,325,760	96.50%	105,716	107	0	0	0	126,399	0
Wilkes	1	0	0					0	0	0	51,150	0
Yadkin	96	21	16	2,248,600	93.37%	140,538	87	0	0	0	122,861	0
TOTAL	5,160	1,044	751	122,620,706	98.54%	163,277	106	0	0	0	164,229	0

Current Residential Listings By Number of Bedrooms



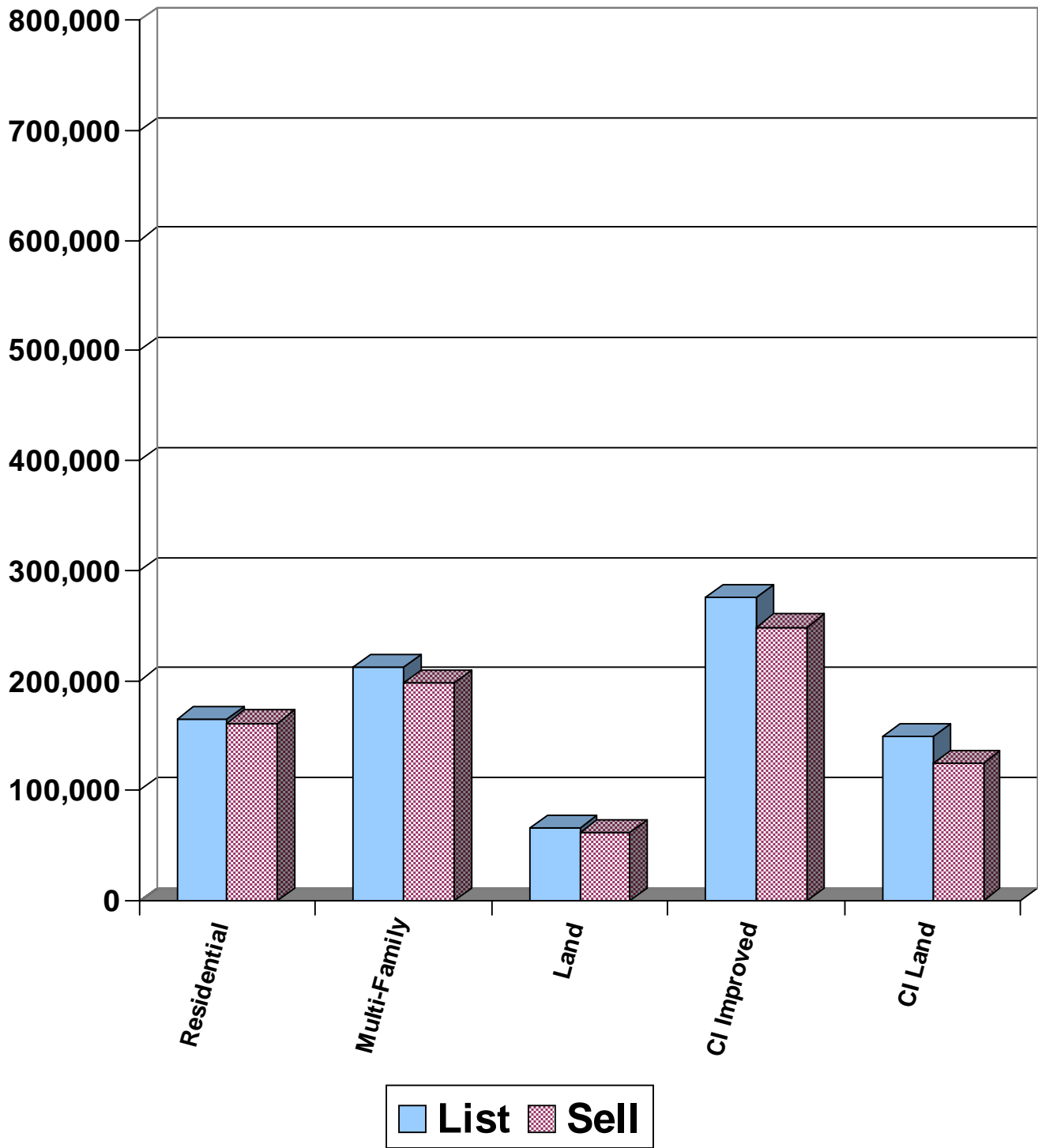
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

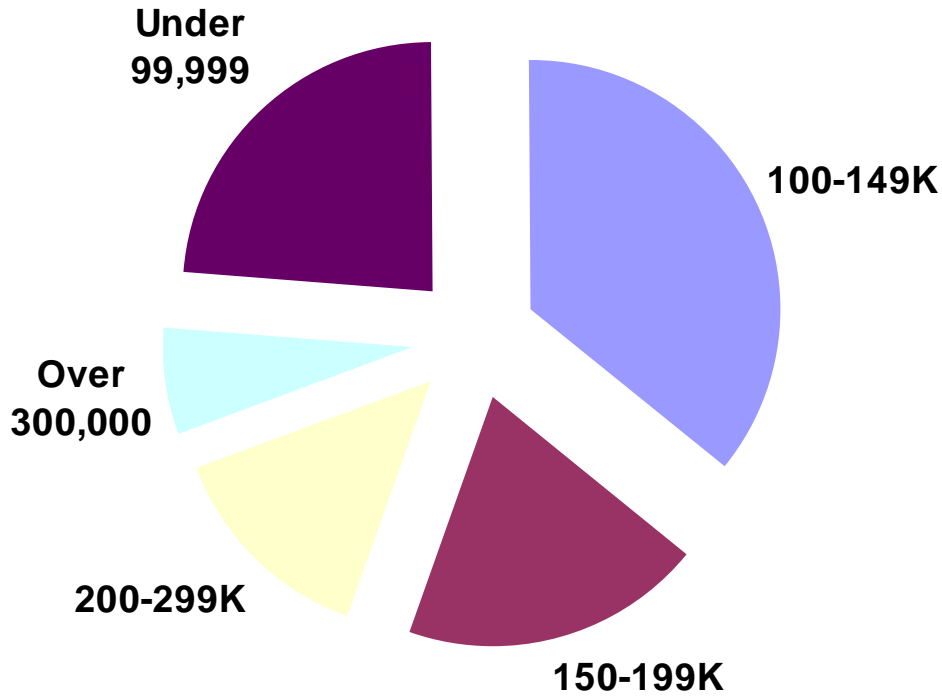
Assumable	2.7%
Cash	11.8%
Conventional	76.0%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	6.8%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.4%
VA	1.6%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

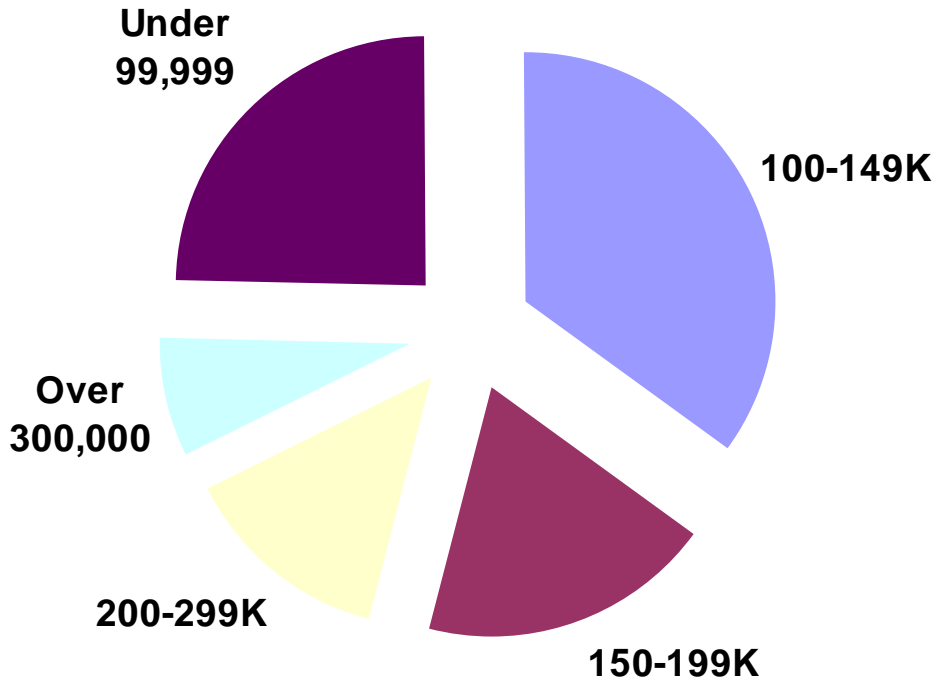
October
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	45	6.0%
50,000 - 99,999	134	17.8%
100,000 - 149,999	269	35.8%
150,000 - 199,999	146	19.4%
200,000 - 249,999	60	8.0%
250,000 - 299,999	45	6.0%
300,000 - 349,999	17	2.3%
350,000 - 399,999	10	1.3%
400,000 - 449,999	4	0.5%
450,000 - 499,999	6	0.8%
OVER - 500,000	15	2.0%

SOLD LISTINGS BY PRICE RANGE

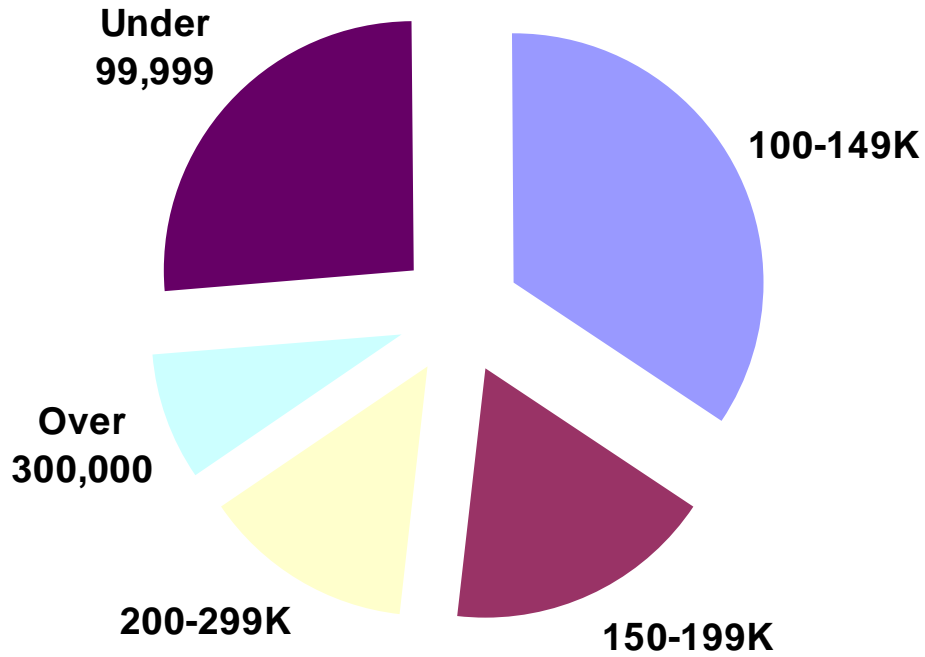
Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	58	7.1%
50,000 - 99,999	144	17.6%
100,000 - 149,999	287	35.1%
150,000 - 199,999	153	18.7%
200,000 - 249,999	66	8.1%
250,000 - 299,999	46	5.6%
300,000 - 349,999	20	2.4%
350,000 - 399,999	11	1.3%
400,000 - 449,999	5	0.6%
450,000 - 499,999	9	1.1%
OVER - 500,000	18	2.2%

SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	480	6.3%
50,000 - 99,999	1,519	20.1%
100,000 - 149,999	2,601	34.4%
150,000 - 199,999	1,318	17.4%
200,000 - 249,999	616	8.1%
250,000 - 299,999	413	5.5%
300,000 - 349,999	183	2.4%
350,000 - 399,999	140	1.8%
400,000 - 449,999	97	1.3%
450,000 - 499,999	58	0.8%
OVER - 500,000	144	1.9%

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
	1				1	Alleghany 2
						Ashe 0
	6 2	7 3	12 3	18 10	15 16 1	Davidson 93
1	1	5	3 3	2 6	1 4	Davie 26
2 1	1	19 4 3 1	31 11 2 1	39 12 2 1	63 18 5 2	Forsyth 218
				1		Guilford 1
			2 1	1		Other 4
2	7 1 1	7 2	9 7	8 10 1	13 16 1	Rockingham 85
	1		4 3	5 5	3 6	Stokes 27
1 2	1 1	4 2 1	8 5	10 5	9 7 1 1	Surry 58
					1	Wilkes 1
	1	1 1	2	1	3 2 1	Yadkin 12
6 3	18 5 1	43 12 4 1	69 35 2 1	83 50 3 1	+02 70 9 3	SUBTOTAL 527

\$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
2 1	3 1	1	2 5 1	1 6 3	3 7 1 1	Alleghany 40
						Ashe 0
10 19 2	22 35 3	10 53 1	29 178 24 2	11 85 27 1	12 114 69 20	Davidson 820
5 11	7 8 1	3 15 1	22 69 5 2	5 34 9	6 54 64 22	Davie 369
54 37 9 2	75 66 5 1	33 79 4 1	123 805 80 7	30 327 122 7	5 160 275 69	Forsyth 2,594
1 1	1	1 4	11 38 2	1 33 18 1	40 112 23	Guilford 288
			1		1 3	Other 9
12 19 3	2 25 2 1	3 27 2	6 63 11	1 32 7 2	4 26 23 4	Rockingham 360
4 12	6 19 4	1 13	5 76 9	8 27 12	1 25 6 5	Stokes 260
10 10	5 18 4	4 17 1	18 59 8 7	4 35 10 3	3 24 14 11	Surry 323
						Wilkes 1
2 11 1	1 4 1	2 1	7 15 3	2 12 4 2	2 8 5 1	Yadkin 96
98 122 16 2	+02 176 19 3	55 211 10 1	223 1309 143 18	63 591 212 16	36 459 572 156	TOTAL 5,160

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

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

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR <small>1/1/03 thru 10/31/03</small>	THIS YEAR <small>1/1/04 thru 10/31/04</small>	PERCENT CHANGE
\$ 29,999 and Under	85	117	37.6%
\$ 30,000 - \$ 39,999	111	137	23.4%
\$ 40,000 - \$ 49,999	169	209	23.7%
\$ 50,000 - \$ 59,999	199	249	25.1%
\$ 60,000 - \$ 69,999	214	330	54.2%
\$ 70,000 - \$ 79,999	280	410	46.4%
\$ 80,000 - \$ 89,999	395	547	38.5%
\$ 90,000 - \$ 99,999	367	523	42.5%
\$100,000 - \$119,999	1,080	1,234	14.3%
\$120,000 - \$139,999	1,056	1,359	28.7%
\$140,000 - \$159,999	696	1,001	43.8%
\$160,000 - \$179,999	517	700	35.4%
\$180,000 - \$199,999	396	488	23.2%
\$200,000 - \$249,999	533	755	41.7%
\$250,000 - \$299,999	352	503	42.9%
\$300,000 - \$399,999	295	471	59.7%
\$400,000 - \$499,999	145	230	58.6%
\$500,000 and Above	143	209	46.2%
TOTAL	7,033	9,472	34.7%

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,318	1,201,613,301	164,200		
NEW LISTINGS IN OCTOBER	1,099	172,289,815	156,770		15.0% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,160	932,860,551	180,787		
1 BEDROOM OR LESS	65	5,908,400	90,898		1.3% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	859	84,383,364	98,234		16.6% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,043	466,932,867	153,445		59.0% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	991	269,394,040	271,841		19.2% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	202	106,241,880	525,950		3.9% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,318	1,201,613,301	164,200		
RESIDENTIAL HOMES	4,591	868,979,699	189,279		62.7% OF CURRENT BY STYLE AND AREA
Guilford	260	75,531,048	290,504		5.7% OF RESIDENTIAL HOMES
Greensboro	4	476,700	119,175		1.5% OF Guilford County
High Point	127	30,276,979	238,401		48.8% OF Guilford County
Jamestown	7	1,141,000	163,000		2.7% OF Guilford County
Other	122	43,636,369	357,675		46.9% OF Guilford County
Alleghany	40	7,498,500	187,463		0.9% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	756	131,589,309	174,060		16.5% OF RESIDENTIAL HOMES
Davie	339	82,046,745	242,026		7.4% OF RESIDENTIAL HOMES
Forsyth	2,170	415,058,201	191,271		47.3% OF RESIDENTIAL HOMES
Rockingham	358	51,564,102	144,034		7.8% OF RESIDENTIAL HOMES
Stokes	257	43,888,594	170,773		5.6% OF RESIDENTIAL HOMES
Surry	307	45,400,200	147,883		6.7% OF RESIDENTIAL HOMES
Wilkes	1	69,900	69,900		0.0% OF RESIDENTIAL HOMES
Yadkin	95	14,226,500	149,753		2.1% OF RESIDENTIAL HOMES
Other	8	2,106,600	263,325		0.2% OF RESIDENTIAL HOMES
CONDO	559	62,634,302	112,047		7.6% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	19	3,903,400	205,442		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,889	171,974,968	91,040		25.8% OF CURRENT BY STYLE AND AREA
CI IMPROVED	138	44,934,850	325,615		1.9% OF CURRENT BY STYLE AND AREA
CI LAND	112	47,939,532	428,032		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	8,168	1,263,970,377	154,747	124	
OCTOBER SALES	822	130,369,115	158,600	120	10.1% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	822	130,369,115	158,600	120	
RESIDENTIAL FINANCING YTD	7,569	1,217,893,522	160,905	112	
Assumable	207	29,963,584	144,752	111	2.7% OF RESIDENTIAL FINANCING YTD
Cash	891	112,762,296	126,557	109	11.8% OF RESIDENTIAL FINANCING YTD
Conventional	5,752	992,454,297	172,541	113	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	13	1,338,925	102,994	97	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	92,150	92,150	48	0.0% OF RESIDENTIAL FINANCING YTD
FHA	521	57,805,151	110,950	111	6.9% 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	2	158,000	79,000	84	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	4	430,300	107,575	103	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	31	3,419,000	110,290	142	0.4% OF RESIDENTIAL FINANCING YTD
VA	124	16,920,961	136,459	119	1.6% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD