

**CURRENT MARKET ANALYSIS**

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,503	1,256,306,397	167,441		
NEW LISTINGS IN AUGUST	1,267	208,003,976	164,170		16.9% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,409	978,981,576	180,991		
1 BEDROOM OR LESS	62	5,417,851	87,385		1.1% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	902	90,162,619	99,959		16.7% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,223	497,122,420	154,242		59.6% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,001	272,137,767	271,866		18.5% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	221	114,140,919	516,475		4.1% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,503	1,256,306,397	167,441		
RESIDENTIAL HOMES	4,807	910,850,804	189,484		64.1% OF CURRENT BY STYLE AND AREA
Guilford	286	79,505,241	277,990		5.9% OF RESIDENTIAL HOMES
Greensboro	6	652,100	108,683		2.1% OF Guilford County
High Point	148	34,225,050	231,250		51.7% OF Guilford County
Jamestown	8	1,289,500	161,188		2.8% OF Guilford County
Other	124	43,338,591	349,505		43.4% OF Guilford County
Alleghany	25	4,835,600	193,424		0.5% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	770	133,724,400	173,668		16.0% OF RESIDENTIAL HOMES
Davie	354	83,958,605	237,171		7.4% OF RESIDENTIAL HOMES
Forsyth	2,265	436,918,361	192,900		47.1% OF RESIDENTIAL HOMES
Rockingham	396	56,274,570	142,108		8.2% OF RESIDENTIAL HOMES
Stokes	281	48,058,344	171,026		5.8% OF RESIDENTIAL HOMES
Surry	319	50,435,433	158,105		6.6% OF RESIDENTIAL HOMES
Wilkes	2	100,400	50,200		0.0% OF RESIDENTIAL HOMES
Yadkin	103	15,652,150	151,963		2.1% OF RESIDENTIAL HOMES
Other	6	1,387,700	231,283		0.1% OF RESIDENTIAL HOMES
CONDO	594	66,994,572	112,785		7.9% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	25	9,810,100	392,404		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,831	174,750,468	95,440		24.4% OF CURRENT BY STYLE AND AREA
CI IMPROVED	133	47,631,751	358,133		1.8% OF CURRENT BY STYLE AND AREA
CI LAND	105	45,132,502	429,833		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	6,327	975,294,671	154,148	127	
AUGUST SALES	914	151,518,620	165,775	111	14.4% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,823	298,602,729	163,797	117	
RESIDENTIAL FINANCING YTD	5,869	941,431,275	160,407	115	
Assumable	148	20,842,038	140,825	117	2.5% OF RESIDENTIAL FINANCING YTD
Cash	689	85,119,727	123,541	111	11.7% OF RESIDENTIAL FINANCING YTD
Conventional	4,456	769,461,079	172,680	116	75.9% 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	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	12	1,237,925	103,160	97	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	92,150	92,150	48	0.0% OF RESIDENTIAL FINANCING YTD
FHA	406	44,497,210	109,599	113	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	2	218,800	109,400	99	0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	28	3,149,100	112,468	147	0.5% OF RESIDENTIAL FINANCING YTD
VA	105	14,370,288	136,860	123	1.8% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

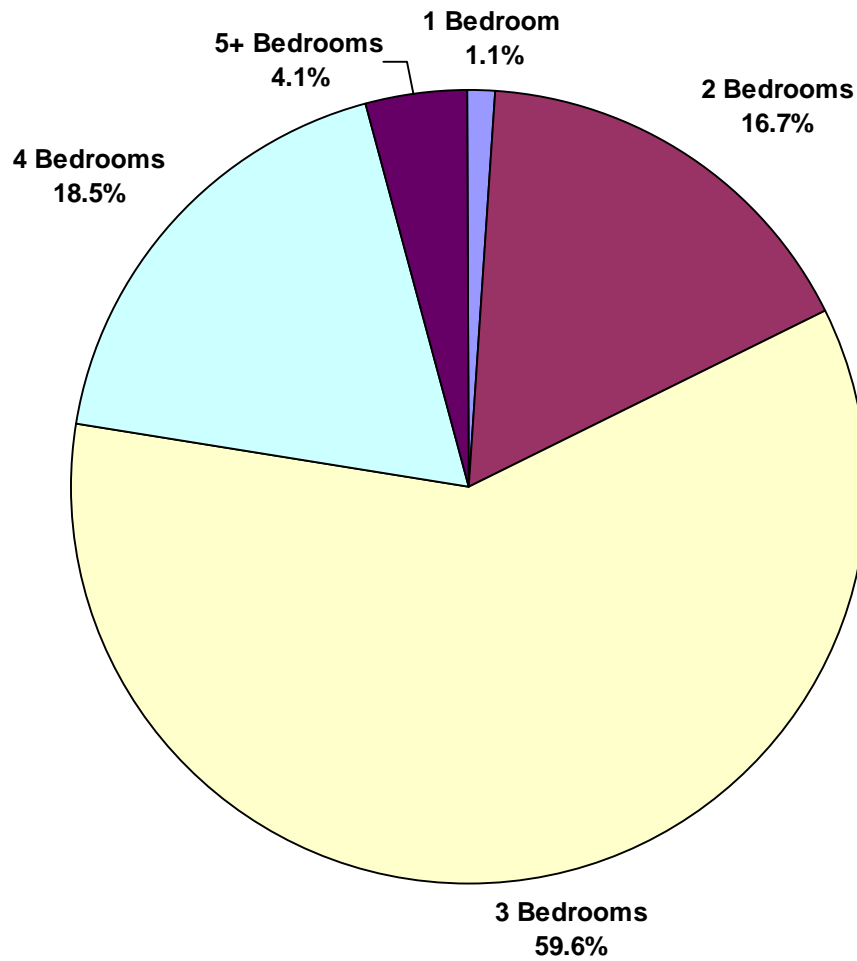
## Winston-Salem Regional Association of Realtors

### PROFILE OF CURRENT RESIDENTIAL LISTINGS

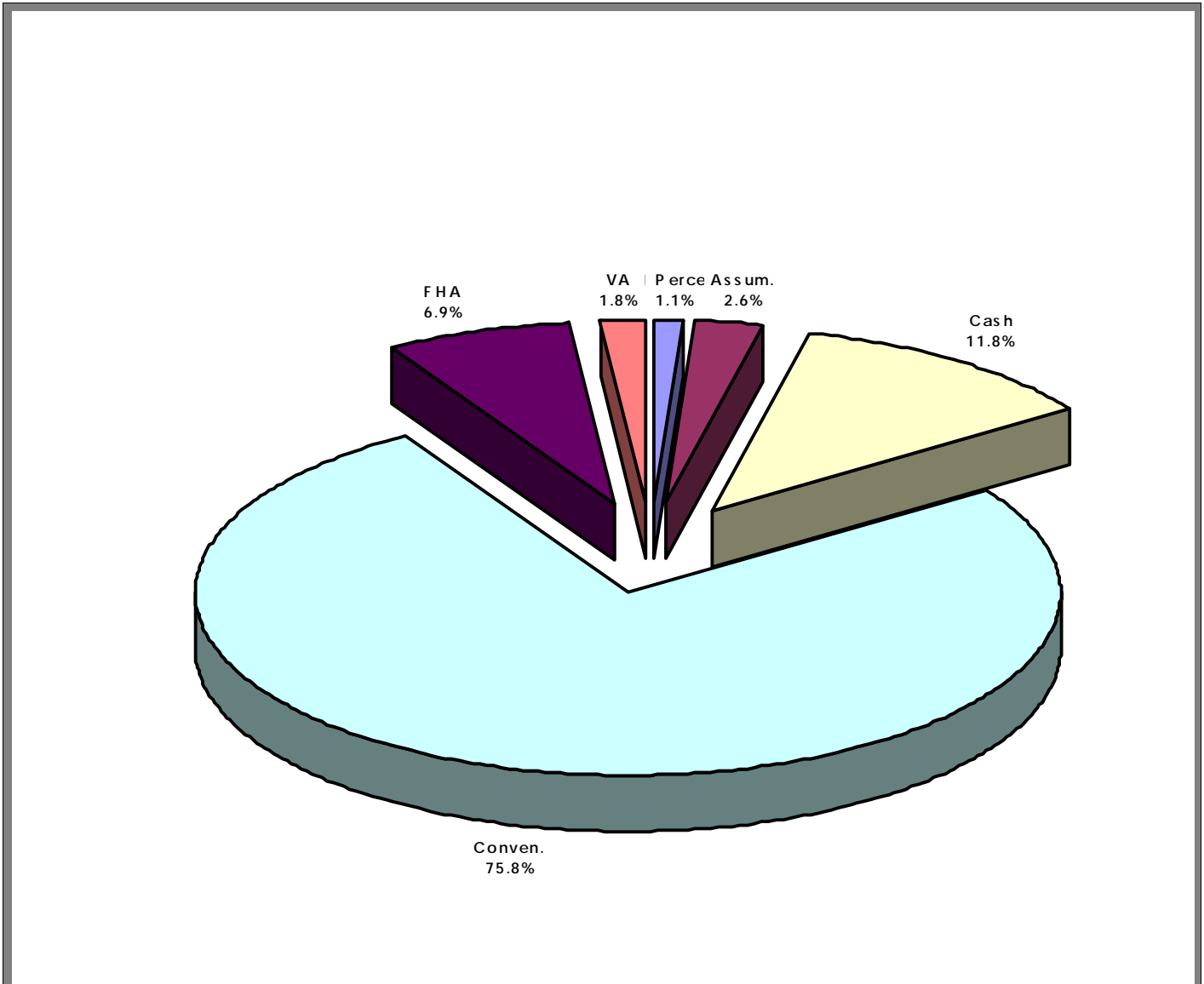
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
	1				1	Alleghany 2
						Ashe 0
	7	7 2	13 3 1	21 9	14 21	Davidson 98
1	1	2	1	5 7	1 4	Davie 22
3 2 3	6 2	15 6 3	31 13 2 1	35 11 1 2	70 21 2 1	Forsyth 230
				1	1	Guilford 2
		1	1			Other 2
2	6	7 4 1	9 12	11 14	11 17 1	Rockingham 95
	2	1	3 7	5 6	4 5	Stokes 33
	3 1	5	5 3	10 5	11 6 3	Surry 52
	1					Wilkes 1
	1	1 5	1	1 2 1	2 4	Yadkin 18
5 3 3	28 3	38 18 4	63 39 3 1	88 55 2 2	+02 79 6 1	SUBTOTAL 555

\$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 4	5 1	2 6	Alleghany 25
						Ashe 0
9 19 1	13 30 3	10 50 4	33 204 20 3	12 92 24 1	13 108 69 23	Davidson 839
7 9 1	6 10 1	3 16	33 74 10 4	4 37 10 1	5 57 64 21	Davie 395
62 45 5 3	73 68 5	36 75 10 2	130 802 69 6	39 350 139 7	11 184 256 82	Forsyth 2,689
1	2 1	2 8	16 56 1	1 39 29 1	41 111 21	Guilford 332
			1 1		1 2	Other 7
13 22 2	3 26 1 2	4 24 3	5 76 10 1	1 35 8 2	4 28 30 4	Rockingham 399
2 15	6 15 4	1 20 1	4 73 8	9 36 10 1	1 29 12 5	Stokes 285
8 11 1 1	10 16	2 16 4	11 69 12 5	4 36 11 5	3 28 15 12	Surry 332
1						Wilkes 2
1 8	1 3 2	3	6 18 4	9 4 2	3 15 6 1	Yadkin 104
+02 131 10 4	+02 169 15 3	58 213 22 2	240 1377 135 19	70 639 236 20	42 497 565 169	TOTAL 5,409

# Current Residential Listings By Number of Bedrooms



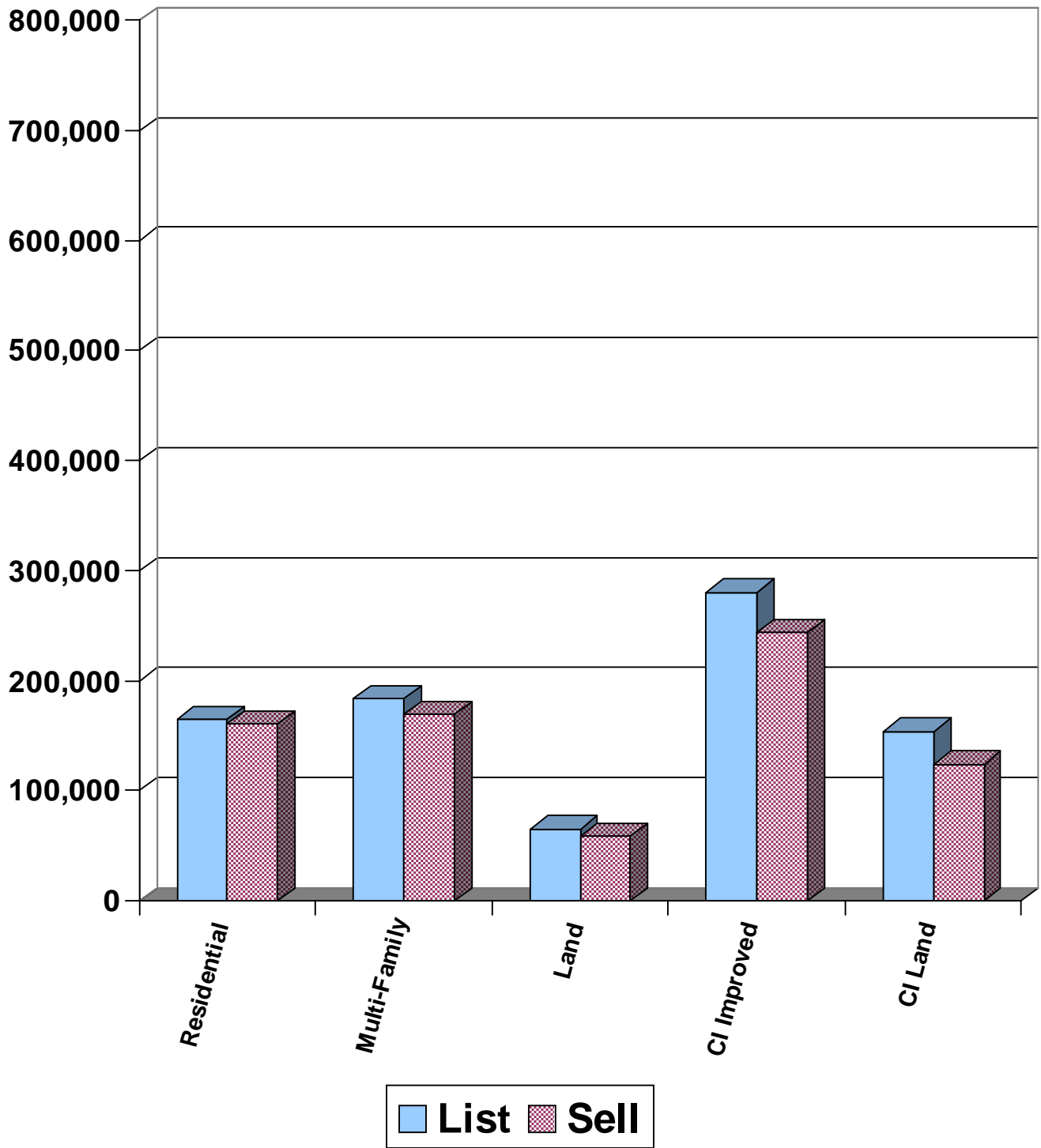
## Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD\* BY SOLD TERMS



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

Assumable	2.6%
Cash	11.8%
Conventional	75.8%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	6.9%
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	0.5%
VA	1.8%
Non-Specified	0.0%

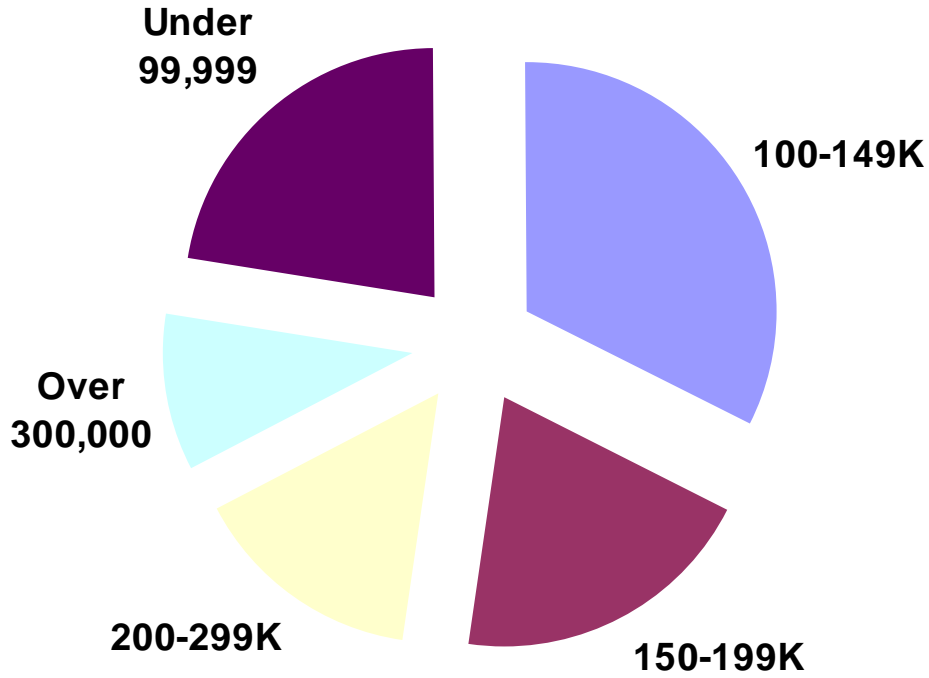
# AVERAGE SELLING PRICE YTD



### SOLD LISTINGS BY PRICE RANGE

August

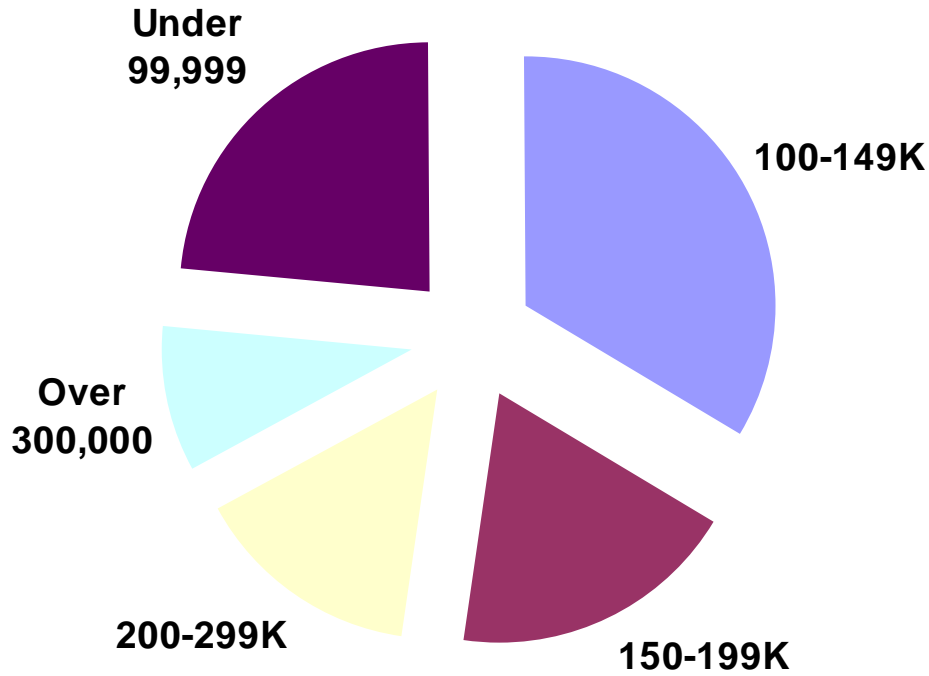
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	47	5.5%
50,000 - 99,999	145	17.1%
100,000 - 149,999	277	32.6%
150,000 - 199,999	167	19.7%
200,000 - 249,999	64	7.5%
250,000 - 299,999	62	7.3%
300,000 - 349,999	19	2.2%
350,000 - 399,999	24	2.8%
400,000 - 449,999	19	2.2%
450,000 - 499,999	5	0.6%
OVER - 500,000	20	2.4%

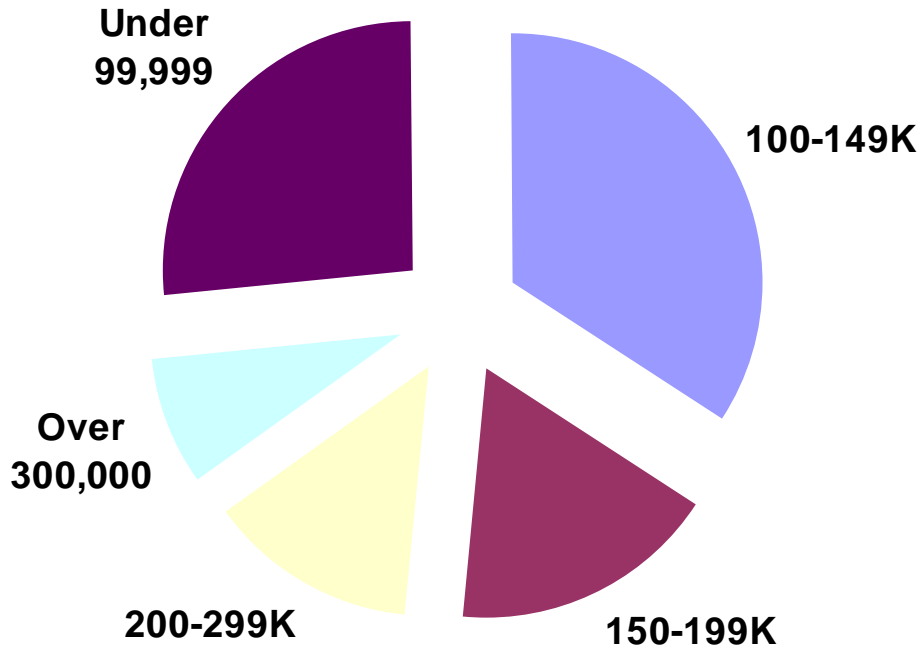
### SOLD LISTINGS BY PRICE RANGE

Third Quarter  
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	95	5.2%
50,000 - 99,999	341	18.6%
100,000 - 149,999	618	33.6%
150,000 - 199,999	340	18.5%
200,000 - 249,999	146	7.9%
250,000 - 299,999	126	6.9%
300,000 - 349,999	42	2.3%
350,000 - 399,999	38	2.1%
400,000 - 449,999	29	1.6%
450,000 - 499,999	17	0.9%
OVER - 500,000	45	2.4%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	370	6.4%
50,000 - 99,999	1,176	20.4%
100,000 - 149,999	1,968	34.1%
150,000 - 199,999	989	17.2%
200,000 - 249,999	469	8.1%
250,000 - 299,999	310	5.4%
300,000 - 349,999	139	2.4%
350,000 - 399,999	118	2.0%
400,000 - 449,999	72	1.2%
450,000 - 499,999	45	0.8%
OVER - 500,000	110	1.9%

Winston-Salem Regional Association of Realtors

9

Run date: 8/31/04

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	25	9	2	240,000	255,000	94.12%	120,000	89	0	0	0	176,914
Ashe	0	0	0						0	0	0	
Davidson	839	366	256	34,364,215	35,364,207	97.17%	134,235	101	0	0	0	141,699
Davie	395	171	123	27,862,877	28,562,347	97.55%	226,527	129	0	0	0	199,725
Forsyth	2,689	1,154	994	178,535,864	182,929,418	97.60%	179,614	101	0	0	0	165,847
Guilford	332	188	115	23,819,091	24,274,158	98.13%	207,123	101	0	0	0	213,651
Other	7	2	3	196,000	207,700	94.37%	65,333	68	0	0	0	108,421
Rockingham	399	146	60	7,802,592	8,036,840	97.09%	130,043	136	0	0	0	134,640
Stokes	285	108	60	6,990,120	7,177,200	97.39%	116,502	97	0	0	0	135,498
Surry	332	121	52	6,336,250	6,785,200	93.38%	121,851	134	0	0	0	129,730
Wilkes	2	0	0						0	0	0	50,050
Yadkin	104	52	24	2,514,920	2,662,865	94.44%	104,788	75	0	0	0	123,101
TOTAL	5,409	2,317	1,689	288,661,929	296,254,935	97.44%	170,907	105	0	0	0	163,776

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

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

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR 1/1/03 thru 8/31/03	THIS YEAR 1/1/04 thru 8/31/04	PERCENT CHANGE
\$ 29,999 and Under	66	102	54.5%
\$ 30,000 - \$ 39,999	83	103	24.1%
\$ 40,000 - \$ 49,999	129	163	26.4%
\$ 50,000 - \$ 59,999	158	210	32.9%
\$ 60,000 - \$ 69,999	171	294	71.9%
\$ 70,000 - \$ 79,999	221	351	58.8%
\$ 80,000 - \$ 89,999	316	446	41.1%
\$ 90,000 - \$ 99,999	279	445	59.5%
\$100,000 - \$119,999	883	1,013	14.7%
\$120,000 - \$139,999	849	1,108	30.5%
\$140,000 - \$159,999	550	843	53.3%
\$160,000 - \$179,999	421	587	39.4%
\$180,000 - \$199,999	304	423	39.1%
\$200,000 - \$249,999	437	611	39.8%
\$250,000 - \$299,999	276	423	53.3%
\$300,000 - \$399,999	238	386	62.2%
\$400,000 - \$499,999	116	185	59.5%
\$500,000 and Above	107	176	64.5%
<b>TOTAL</b>	<b>5,604</b>	<b>7,869</b>	<b>40.4%</b>