
CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,088	1,295,513,111	182,776		
NEW LISTINGS IN DECEMBER	855	149,986,341	175,423		12.1% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,114	1,013,968,131	198,273		
1 BEDROOM OR LESS	40	4,612,249	115,306		0.8% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	871	85,390,729	98,038		17.0% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,953	498,901,151	168,947		57.7% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,039	308,836,323	297,244		20.3% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	211	116,227,679	550,842		4.1% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,088	1,295,513,111	182,776		
RESIDENTIAL HOMES	4,587	946,454,346	206,334		64.7% OF CURRENT BY STYLE AND AREA
Guilford	277	86,995,691	314,064		6.0% OF RESIDENTIAL HOMES
Greensboro	6	1,152,800	192,133		2.2% OF Guilford County
High Point	120	30,484,657	254,039		43.3% OF Guilford County
Jamestown	6	1,009,600	168,267		2.2% OF Guilford County
Other	145	54,348,634	374,818		52.3% OF Guilford County
Alleghany	22	4,385,900	199,359		0.5% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	780	153,834,494	197,224		17.0% OF RESIDENTIAL HOMES
Davie	315	92,241,703	292,831		6.9% OF RESIDENTIAL HOMES
Forsyth	2,190	445,631,034	203,484		47.7% OF RESIDENTIAL HOMES
Rockingham	338	59,051,579	174,709		7.4% OF RESIDENTIAL HOMES
Stokes	235	42,536,585	181,007		5.1% OF RESIDENTIAL HOMES
Surry	296	43,805,680	147,992		6.5% OF RESIDENTIAL HOMES
Wilkes	1	34,040	34,040		0.0% OF RESIDENTIAL HOMES
Yadkin	87	12,841,250	147,601		1.9% OF RESIDENTIAL HOMES
Other	46	5,096,390	110,791		1.0% OF RESIDENTIAL HOMES
CONDO	503	63,342,585	125,930		7.1% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	31	6,202,600	200,084		0.4% OF CURRENT BY STYLE AND AREA
LAND	1,690	178,712,221	105,747		23.8% OF CURRENT BY STYLE AND AREA
CI IMPROVED	150	53,554,889	357,033		2.1% OF CURRENT BY STYLE AND AREA
CI LAND	103	43,075,270	418,207		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	10,906	1,763,216,818	161,763	113	
DECEMBER SALES	649	110,782,980	170,698	115	6.0% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	2,421	400,010,871	165,294	112	
RESIDENTIAL FINANCING YTD	10,014	1,682,272,360	167,992	106	
Assumable	352	53,311,500	151,453	114	3.5% OF RESIDENTIAL FINANCING YTD
Cash	1,217	165,096,110	135,658	108	12.2% OF RESIDENTIAL FINANCING YTD
Conventional	7,476	1,346,076,330	180,053	104	74.7% OF RESIDENTIAL FINANCING YTD
Exchange	12	1,994,250	166,188	109	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	4	464,551	116,138	113	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	6	881,420	146,903	102	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	118,644	118,644	120	0.0% OF RESIDENTIAL FINANCING YTD
FHA	635	72,647,572	114,406	112	6.3% 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	1	325,000	325,000	23	0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	5	545,300	109,060	113	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	9	983,357	109,262	105	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	34	4,178,800	122,906	159	0.3% OF RESIDENTIAL FINANCING YTD
VA	204	30,624,312	150,119	112	2.0% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

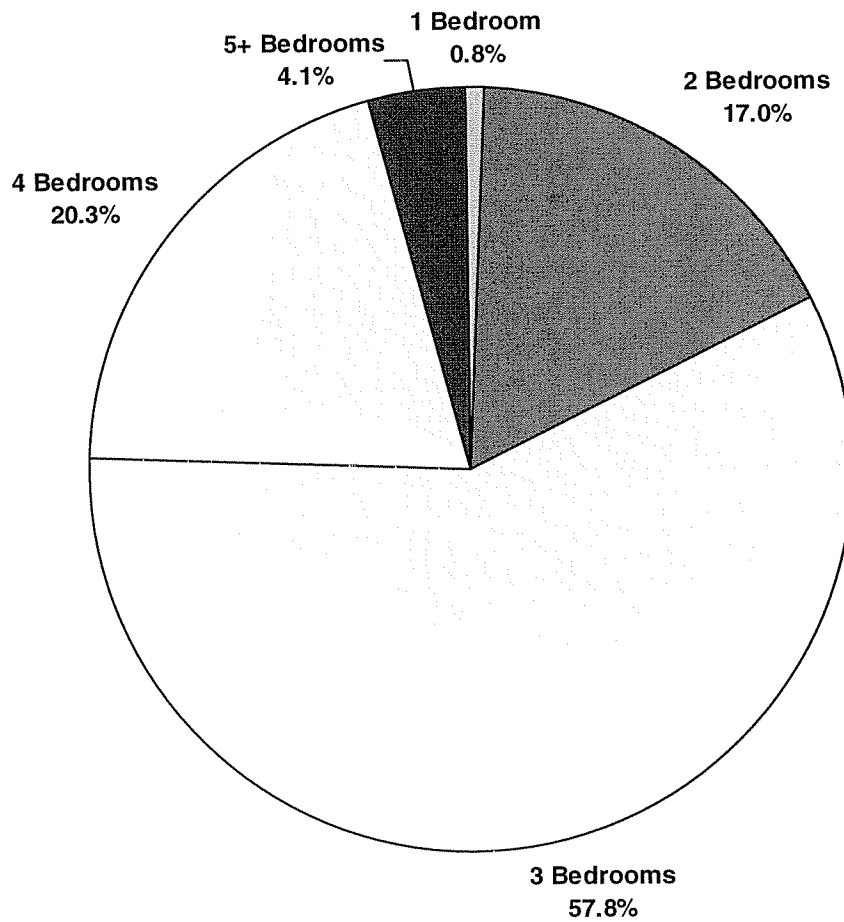
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

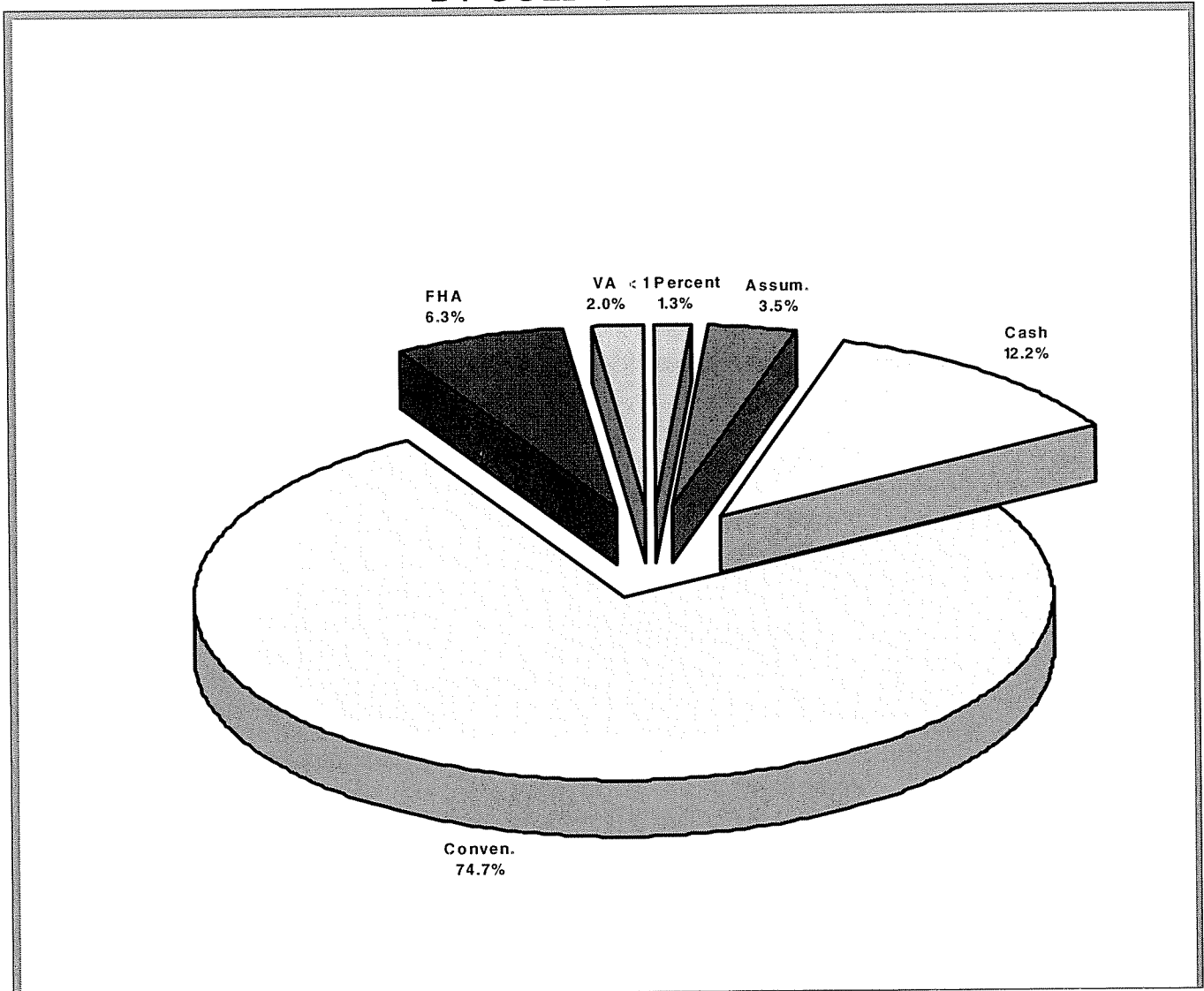
\$ 0 - 19,999					\$ 20,000 - 29,999					\$ 30,000 - 39,999					\$ 40,000 - 49,999					\$ 50,000 - 59,999					\$ 60,000 - 69,999					PRICE RANGE	
2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		BEDROOMS	COUNTY TOTAL
										1										1	1									Alleghany	3
																														Ashe	0
2	1				12					13	3				12	3				17	10	1			8	12	3			Davidson	97
										2	1				2					2					2	4				Davie	13
1	1				6	3	1			19	5	1			44	11	3			49	18	2			44	23	9	2		Forsyth	242
																														Guilford	0
2	1				1					3	2				4	1				1	4				3	1				Other	23
1					2					9	4				10	6				7	8	1			7	10	1			Rockingham	66
					3					2					4	3	1			8	3	1			4	1				Stokes	30
					2	1				6	2				5	2				6	9				9	14	1			Surry	57
										1																				Wilkes	1
										1	1				2	1	1			2					2	3				Yadkin	13
6	3				25	5	1			56	19	1			79	30	5	1		89	57	5			72	73	15	3		SUBTOTAL	545

\$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										1	4	1			3					2	3		2		Alleghany	22
																														Ashe	0
13	21	2			17	24	1			7	27	2			33	171	19	5		13	103	20	3		14	140	92	33		Davidson	857
1	6				2	10	1			13	12				23	58	4			8	42	5			8	59	76	23		Davie	364
48	39	3	3		53	58	9	1		60	49	8			115	620	55	4		32	354	107	8		18	286	295	73		Forsyth	2,540
2					1					6					3	33				32	17	1			2	49	132	26		Guilford	304
2					3					1	1				7	1				3					3	2				Other	46
8	12				4	14	3			3	12	4			2	70	10	1		3	41	8	1		36	37	7			Rockingham	342
4	8	3			3	11	4			2	13				7	57	5	1		4	21	7			1	34	21	5		Stokes	241
7	24	3			4	26	3			3	16	2			20	40	11			2	25	6	1		3	28	19	8		Surry	308
																														Wilkes	1
1	6				4	5	1			4	2				1	18	1			1	12	5			1	8	4	1		Yadkin	88
83	121	11	3		89	151	22	1		94	134	19			205	1078	107	11		63	636	175	14		49	646	678	178		TOTAL	5,113

Current Residential Listings By Number of Bedrooms



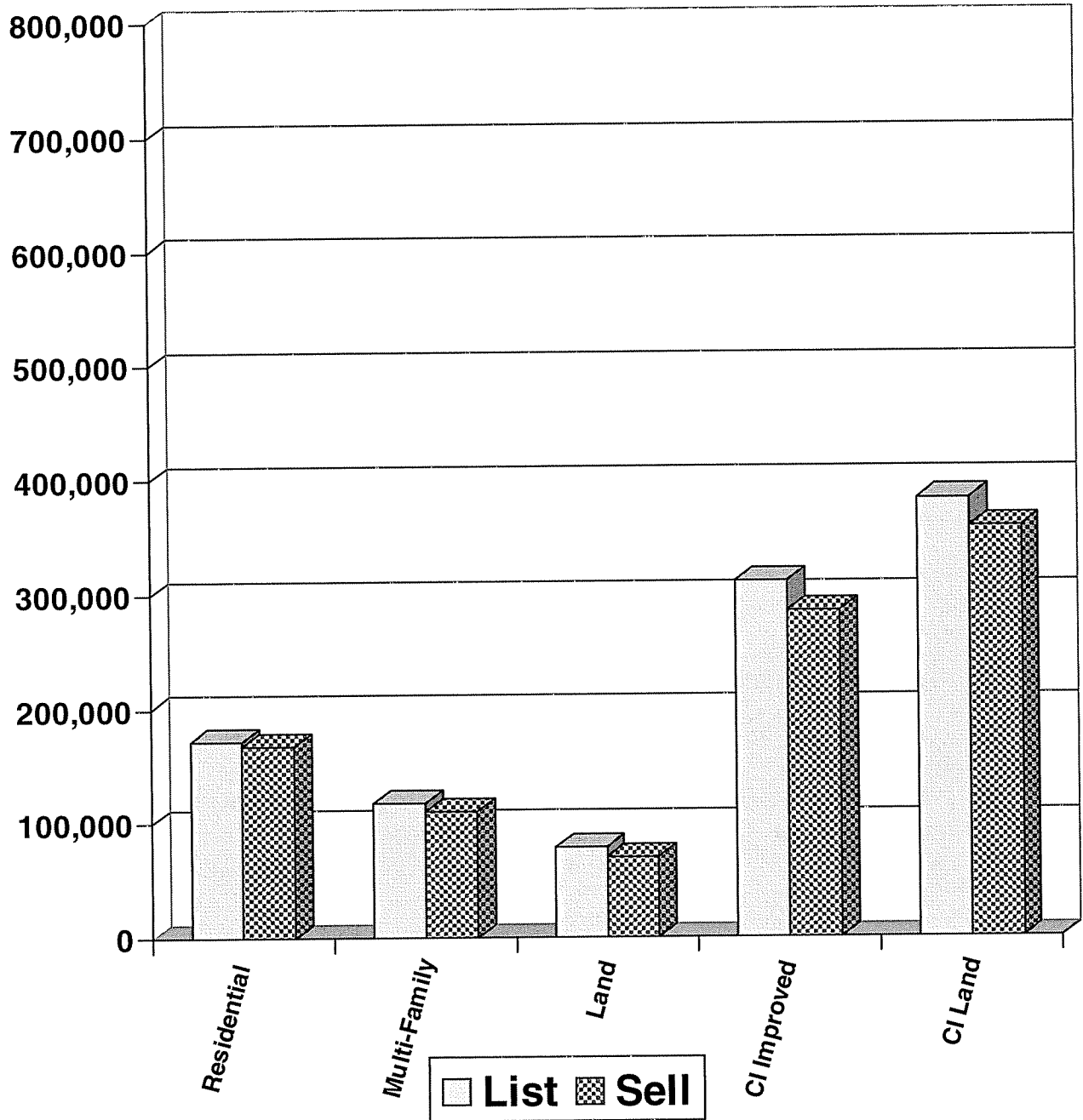
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

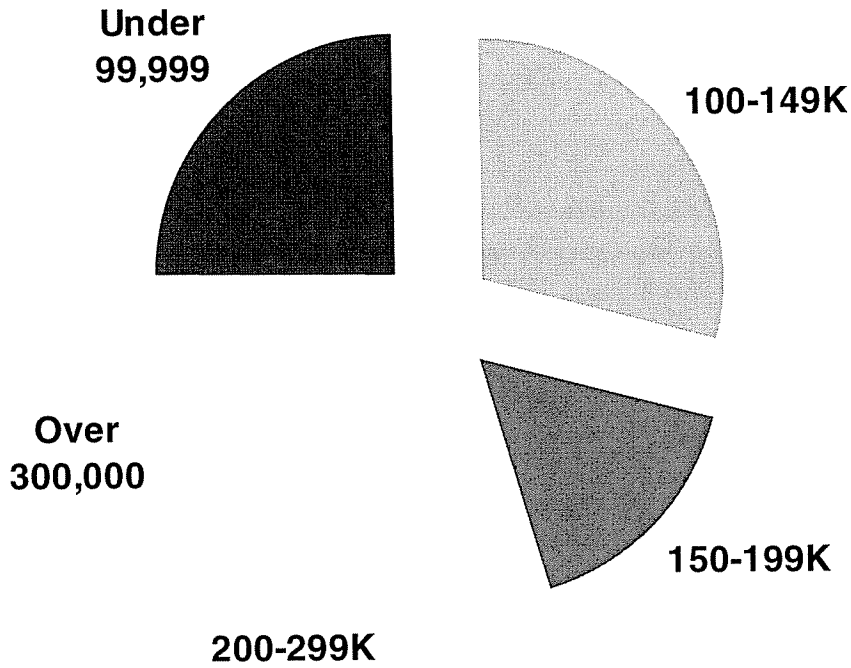
Assumable	3.5%
Cash	12.2%
Conventional	74.7%
Exchange	0.1%
Fannie Mae	0.0%
Farmers Home Loan	0.1%
Federal Land Bank	0.0%
FHA	6.3%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.3%
VA	2.0%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

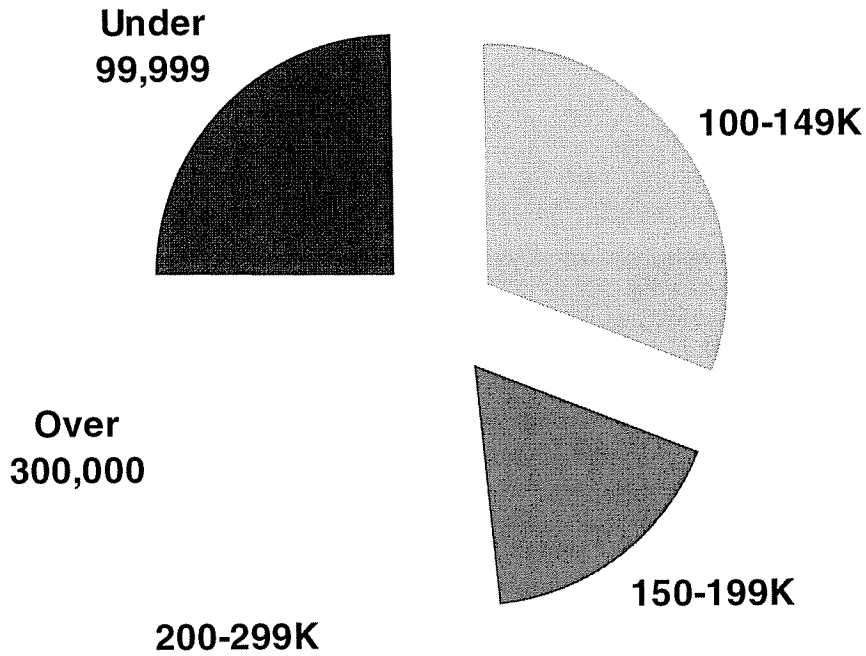
December
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	32	5.3%
50,000 - 99,999	119	19.6%
100,000 - 149,999	176	29.0%
150,000 - 199,999	98	16.2%
200,000 - 249,999	69	11.4%
250,000 - 299,999	41	6.8%
300,000 - 349,999	28	4.6%
350,000 - 399,999	16	2.6%
400,000 - 449,999	6	1.0%
450,000 - 499,999	7	1.2%
OVER - 500,000	14	2.3%

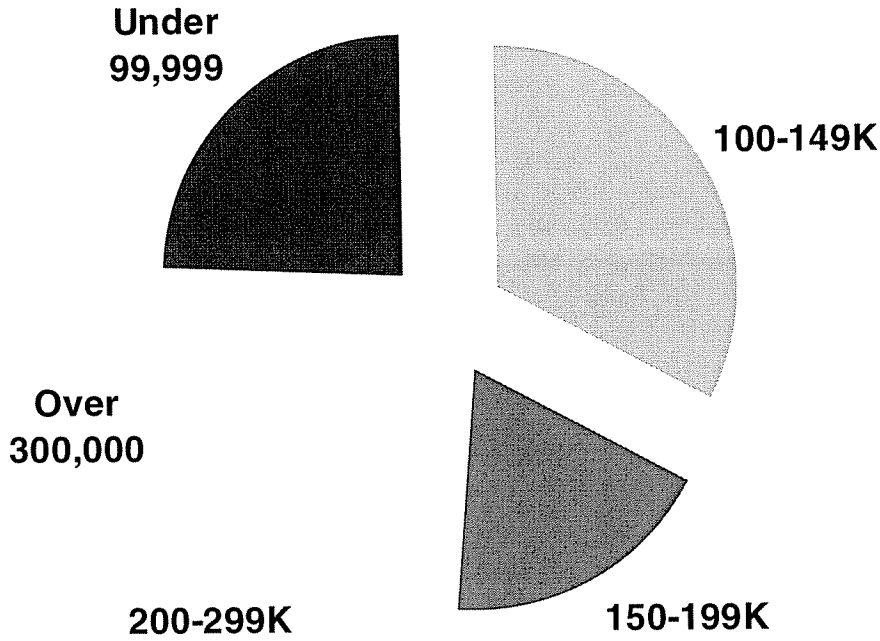
SOLD LISTINGS BY PRICE RANGE

Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	139	6.2%
50,000 - 99,999	416	18.7%
100,000 - 149,999	692	31.0%
150,000 - 199,999	385	17.3%
200,000 - 249,999	225	10.1%
250,000 - 299,999	131	5.9%
300,000 - 349,999	73	3.3%
350,000 - 399,999	56	2.5%
400,000 - 449,999	34	1.5%
450,000 - 499,999	25	1.1%
OVER - 500,000	53	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	613	6.1%
50,000 - 99,999	1,837	18.3%
100,000 - 149,999	3,283	32.8%
150,000 - 199,999	1,826	18.2%
200,000 - 249,999	889	8.9%
250,000 - 299,999	540	5.4%
300,000 - 349,999	349	3.5%
350,000 - 399,999	223	2.2%
400,000 - 449,999	137	1.4%
450,000 - 499,999	104	1.0%
OVER - 500,000	213	2.1%

Winston-Salem Regional Association of Realtors

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	SOLD PRICE	TOTAL DOLLAR VOLUME	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	22	9	7	1,115,495	1,283,095	86.94%	159,356	152	0	0	0	178,191
Ashe	0	0	0						0	0	0	
Davidson	857	415	350	53,891,879	55,615,970	96.90%	153,977	118	0	0	0	154,424
Davie	364	155	140	34,311,125	34,955,608	98.16%	245,079	107	0	0	0	217,441
Forsyth	2,541	1,194	1,219	207,874,303	212,313,718	97.91%	170,529	97	0	0	0	171,397
Guilford	304	162	152	36,002,472	36,435,139	98.81%	236,858	93	0	0	0	232,948
Other	46	32	18	1,492,400	1,582,340	94.32%	82,911	106	0	0	0	91,326
Rockingham	342	150	105	13,933,436	14,225,057	97.95%	132,699	110	0	0	0	140,417
Stokes	241	100	92	13,221,722	13,796,713	95.83%	143,714	123	0	0	0	138,523
Surry	308	135	103	13,826,550	14,605,850	94.66%	134,238	144	0	0	0	128,309
Wilkes	1	1	1	97,500	97,500	100.00%	97,500	135	0	0	0	98,194
Yadkin	88	41	42	5,257,801	5,489,500	95.78%	125,186	111	0	0	0	127,586
TOTAL	5,114	2,394	2,229	381,024,683	390,400,490	97.60%	170,940	105	0	0	0	170,863

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

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

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2004 thru 12/31/2004	1/1/2005 thru 12/31/2005	
\$ 29,999 and Under	151	164	8.6%
\$ 30,000 - \$ 39,999	169	220	30.2%
\$ 40,000 - \$ 49,999	208	238	14.4%
\$ 50,000 - \$ 59,999	246	312	26.8%
\$ 60,000 - \$ 69,999	322	355	10.2%
\$ 70,000 - \$ 79,999	378	448	18.5%
\$ 80,000 - \$ 89,999	500	550	10.0%
\$ 90,000 - \$ 99,999	508	550	8.3%
\$100,000 - \$119,999	1,262	1,325	5.0%
\$120,000 - \$139,999	1,328	1,546	16.4%
\$140,000 - \$159,999	1,010	1,206	19.4%
\$160,000 - \$179,999	700	973	39.0%
\$180,000 - \$199,999	448	670	49.6%
\$200,000 - \$249,999	781	1,051	34.6%
\$250,000 - \$299,999	522	718	37.5%
\$300,000 - \$399,999	492	722	46.7%
\$400,000 - \$499,999	237	334	40.9%
\$500,000 and Above	183	325	77.6%
TOTAL	9,445	11,707	23.9%