

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	8,008	1,570,391,073	196,103		
NEW LISTINGS IN DECEMBER	909	158,570,527	174,445		11.4% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,770	1,223,685,222	212,077		
1 BEDROOM OR LESS	74	11,406,899	154,147		1.3% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	1,041	130,613,275	125,469		18.0% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,106	546,428,375	175,927		53.8% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,299	407,693,194	313,852		22.5% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	250	127,543,479	510,174		4.3% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	8,008	1,570,391,073	196,103		
RESIDENTIAL HOMES	4,944	1,089,984,234	220,466		61.7% OF CURRENT BY STYLE AND AREA
Guilford	285	92,291,153	323,829		5.8% OF RESIDENTIAL HOMES
Greensboro	9	1,899,050	211,006		3.2% OF Guilford County
High Point	123	32,797,825	266,649		43.2% OF Guilford County
Jamestown	6	1,050,400	175,067		2.1% OF Guilford County
Other	147	56,543,878	384,652		51.6% OF Guilford County
Alleghany	23	8,072,500	350,978		0.5% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	865	178,572,545	206,442		17.5% OF RESIDENTIAL HOMES
Davie	341	100,502,804	294,730		6.9% OF RESIDENTIAL HOMES
Forsyth	2,383	530,416,055	222,583		48.2% OF RESIDENTIAL HOMES
Rockingham	349	60,870,652	174,414		7.1% OF RESIDENTIAL HOMES
Stokes	220	41,928,854	190,586		4.4% OF RESIDENTIAL HOMES
Surry	308	48,917,544	158,823		6.2% OF RESIDENTIAL HOMES
Wilkes	4	1,406,700	351,675		0.1% OF RESIDENTIAL HOMES
Yadkin	96	14,178,167	147,689		1.9% OF RESIDENTIAL HOMES
Other	70	12,827,260	183,247		1.4% OF RESIDENTIAL HOMES
CONDO	810	131,507,761	162,355		10.1% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	36	9,934,900	275,969		0.4% OF CURRENT BY STYLE AND AREA
LAND	1,918	215,506,456	112,360		24.0% OF CURRENT BY STYLE AND AREA
CI IMPROVED	164	57,034,900	347,774		2.0% OF CURRENT BY STYLE AND AREA
CI LAND	120	64,229,595	535,247		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	11,327	2,028,467,671	179,114	96	
DECEMBER SALES	618	107,740,436	174,620	98	5.5% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	2,355	404,531,247	171,848	96	
RESIDENTIAL FINANCING YTD	10,461	1,821,648,460	174,137	89	
Assumable	410	62,268,185	151,874	88	3.9% OF RESIDENTIAL FINANCING YTD
Cash	1,227	177,520,014	144,678	82	11.7% OF RESIDENTIAL FINANCING YTD
Conventional	7,807	1,459,336,790	186,927	91	74.6% OF RESIDENTIAL FINANCING YTD
Exchange	10	1,850,521	185,052	47	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	7	655,700	93,671	72	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	18	2,095,050	116,392	128	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	667	77,345,483	115,960	74	6.4% 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	2	207,500	103,750	3	0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	2	259,900	129,950	168	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	13	1,370,017	105,386	60	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	35	2,962,300	84,637	136	0.3% OF RESIDENTIAL FINANCING YTD
VA	170	26,579,636	156,351	74	1.6% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

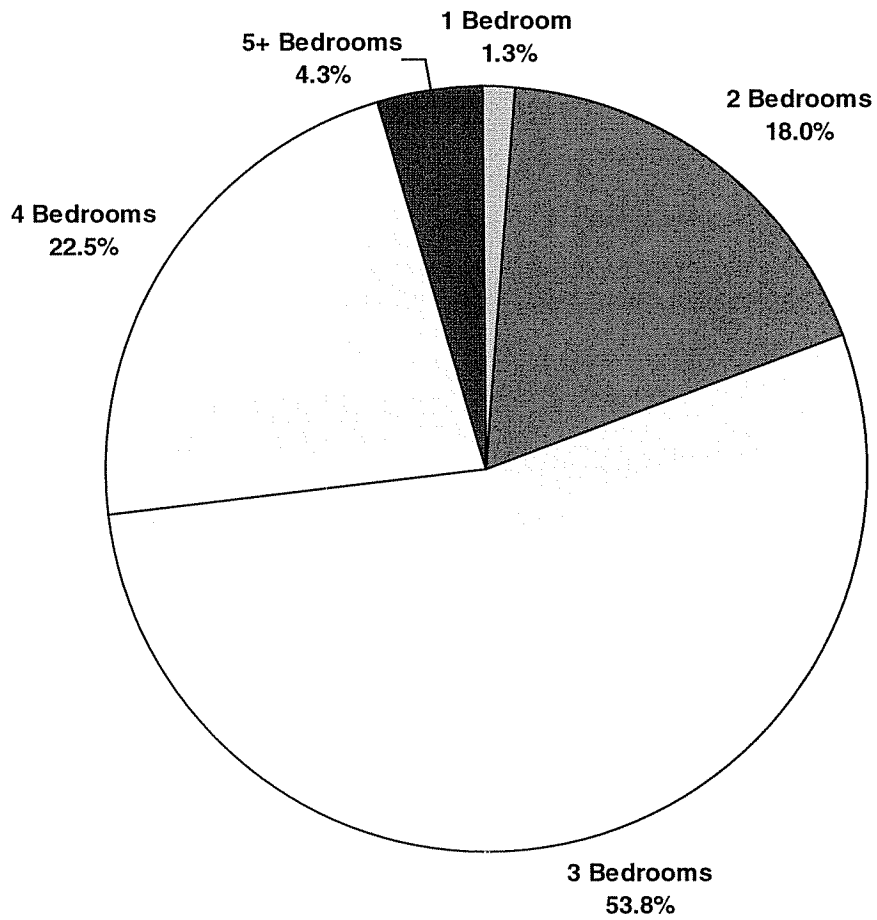
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

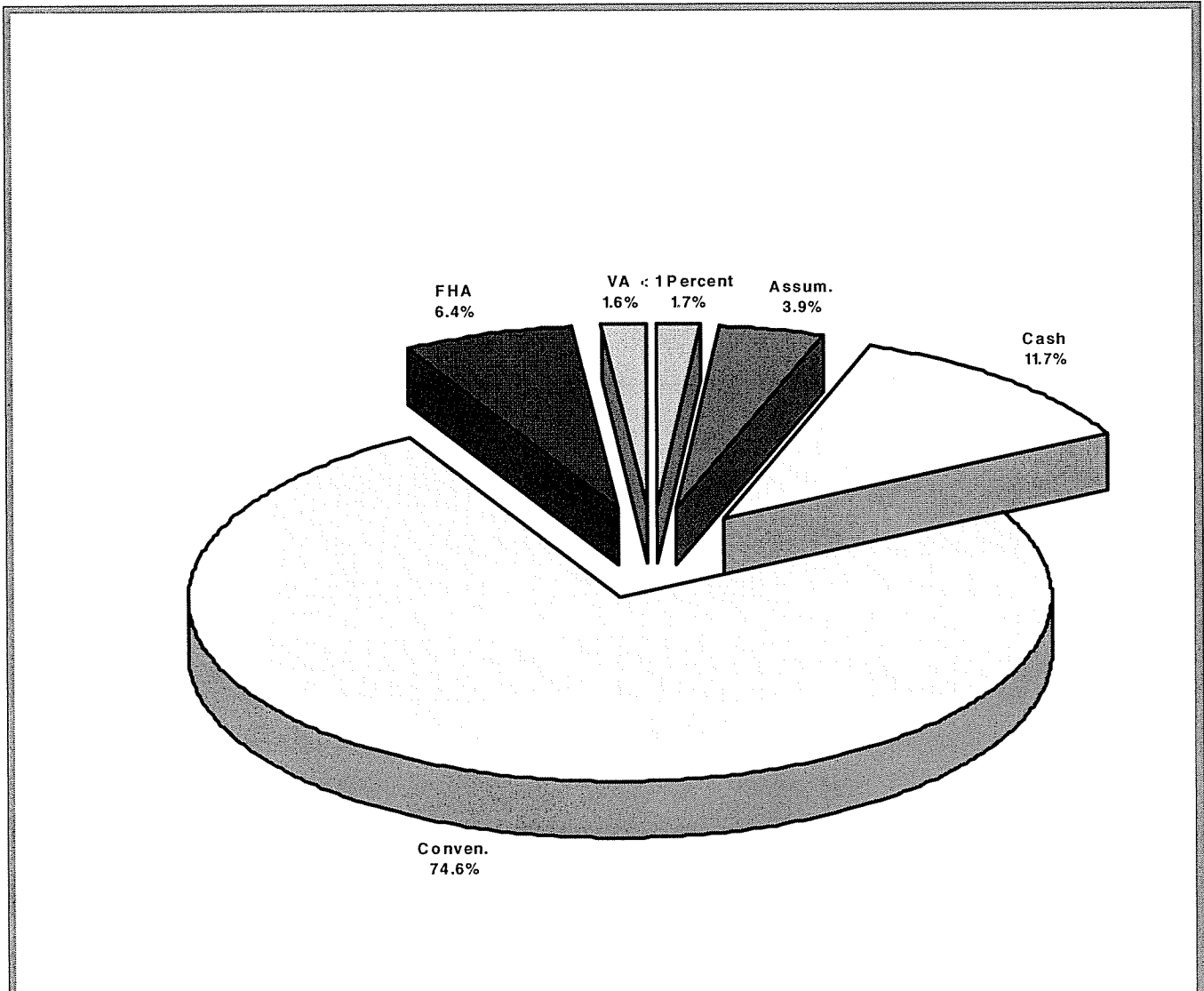
\$ 0 - 19,999					\$ 20,000 - 29,999					\$ 30,000 - 39,999					\$ 40,000 - 49,999					\$ 50,000 - 59,999					\$ 60,000 - 69,999					PRICE RANGE	
2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		BEDROOMS	COUNTY TOTAL
																														Alleghany	0
																														Ashe	0
					7	1				10	1	1			12	9	1			12	14				7	14	1			Davidson	90
					1					1					3					3					3	1				Davie	12
					7	2	1			28	2				48	8	2	2		32	35	4	2		57	38	7	1		Forsyth	276
															2	1									1					Guilford	4
1					1					4										5					1	2	2			Other	16
3					1					4	2				11	3	2			6	4	1			6	16				Rockingham	59
	1									1	2				1	2				2	3				2	9				Stokes	23
										2					6	5				10	5				10	8				Surry	46
										1					1										1					Wilkes	3
										1	3									3	2				2	4				Yadkin	15
4	1				16	4	1			45	17	1			84	28	5	2		65	71	5	2		89	93	10	1		SUBTOTAL	544

\$ 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	1			1					1	9	7	1		Alleghany	23
																														Ashe	0
9	17	1			9	27	5			9	23	3			39	188	9	3		18	114	27	4		19	191	123	30		Davidson	958
2	8	1			4	7				6	8				11	45	3			5	57	15			6	76	83	25		Davie	374
44	45	5	2		49	41	8	1		60	62	4	1		168	568	48	4		45	372	116	7		98	330	454	106		Forsyth	2,914
2										7					20	26				2	53	13			1	63	136	20		Guilford	347
4	1				1	2	1			1	6				7	8	1			1	18				1	7	13	1		Other	89
4	11	2			3	13	3	1		2	20	3	1		5	62	17	1		1	40	15	4		3	36	38	6		Rockingham	350
2	4	1			4	14	2			6	13	1			11	53	5			2	16	6	1		11	17	29	10		Stokes	231
8	13	1	1		9	16	2			2	17	4	1		17	62	17	3		60	26	14	1		4	26	26	7		Surry	383
															1										1					Wilkes	5
2	9	1			2	2	2			6					2	19	6			3	7	1	1		1	12	3	2		Yadkin	96
73	111	13	3		81	122	23	2		93	155	15	3		282	1033	107	11		138	703	207	18		145	768	912	208		TOTAL	5,770

Current Residential Listings By Number of Bedrooms



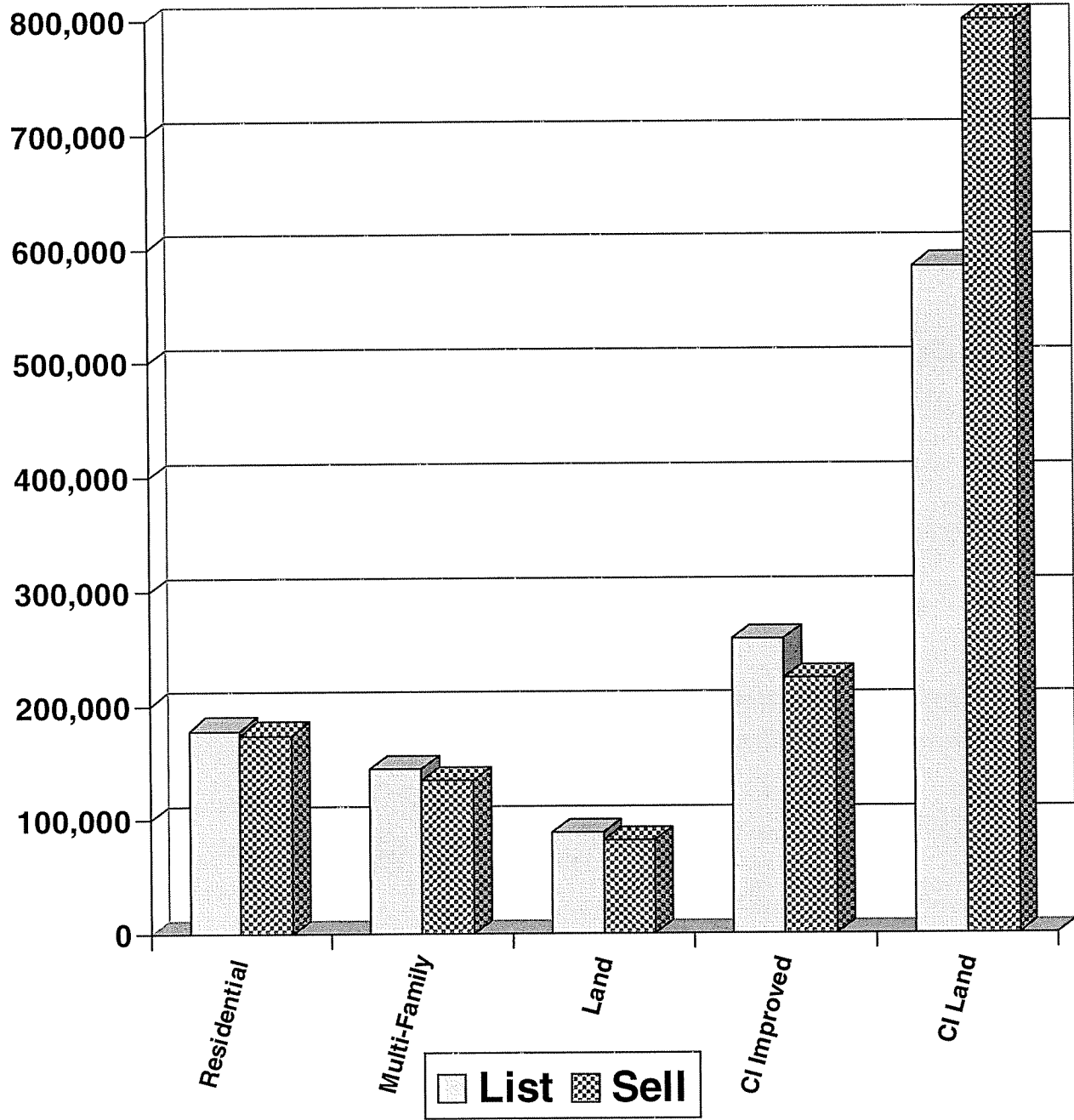
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

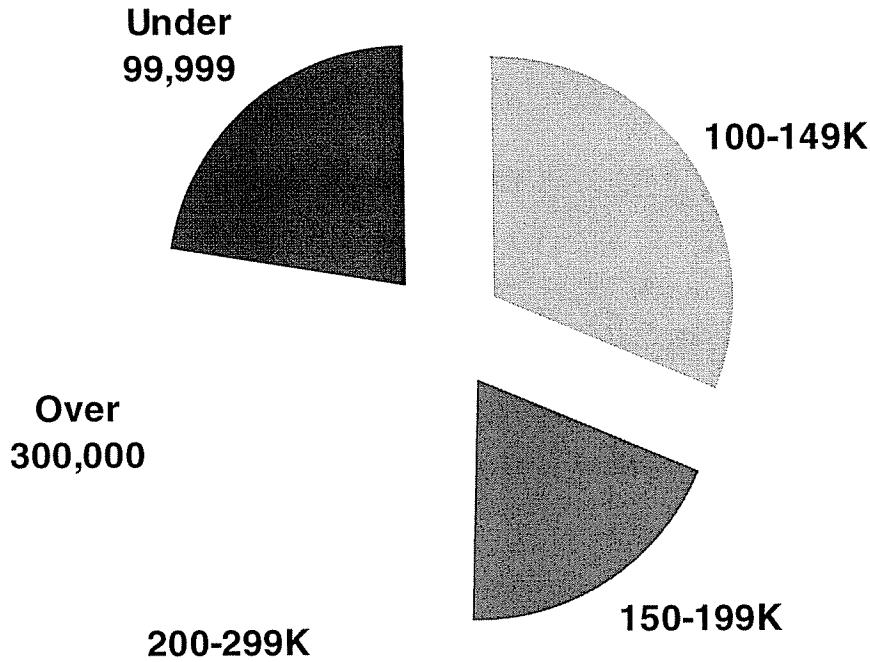
Assumable	3.9%
Cash	11.7%
Conventional	74.6%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	6.4%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.3%
VA	1.6%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

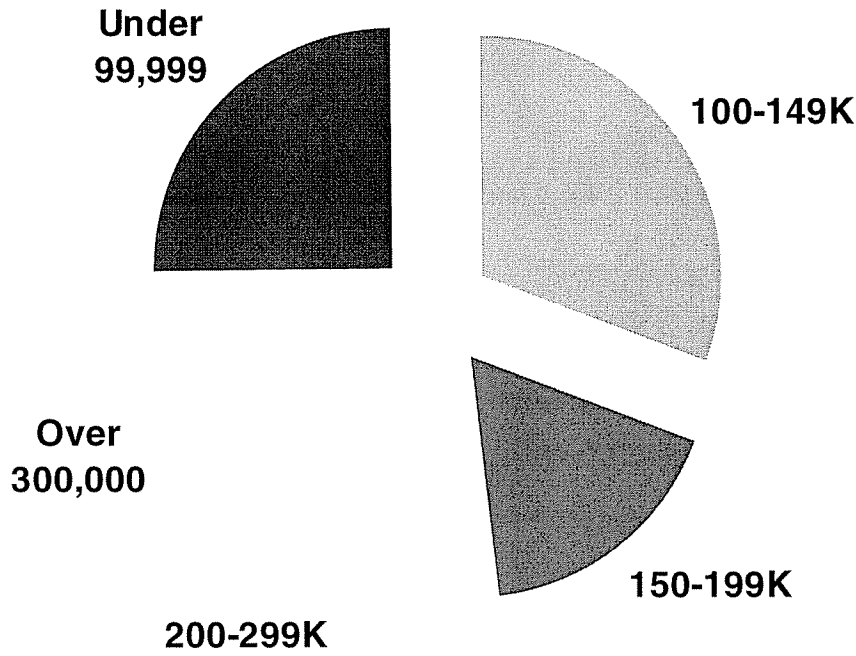
December
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	34	5.8%
50,000 - 99,999	99	16.8%
100,000 - 149,999	184	31.3%
150,000 - 199,999	111	18.9%
200,000 - 249,999	42	7.1%
250,000 - 299,999	39	6.6%
300,000 - 349,999	27	4.6%
350,000 - 399,999	15	2.6%
400,000 - 449,999	10	1.7%
450,000 - 499,999	3	0.5%
OVER - 500,000	24	4.1%

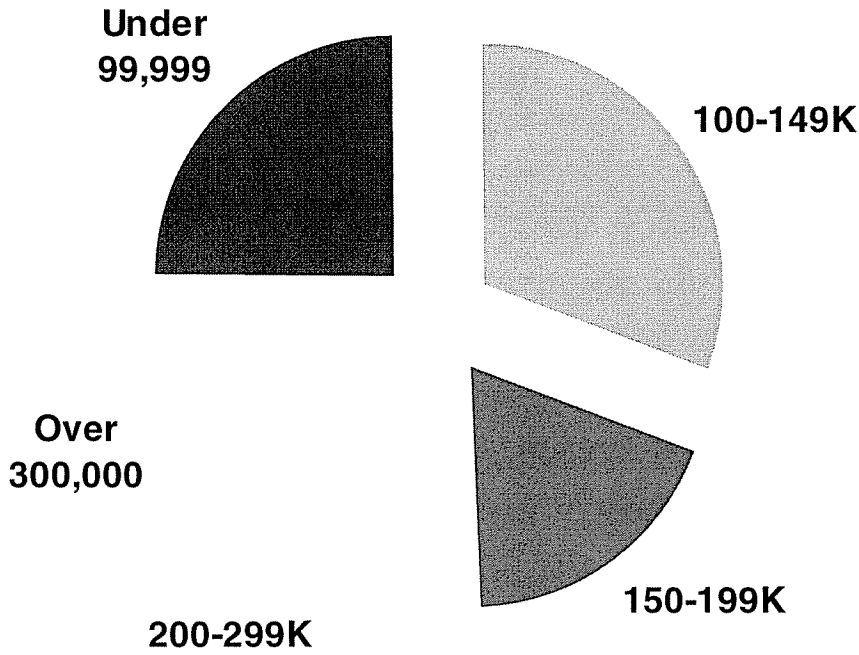
SOLD LISTINGS BY PRICE RANGE

Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	149	6.8%
50,000 - 99,999	408	18.6%
100,000 - 149,999	679	30.9%
150,000 - 199,999	377	17.2%
200,000 - 249,999	168	7.6%
250,000 - 299,999	147	6.7%
300,000 - 349,999	83	3.8%
350,000 - 399,999	48	2.2%
400,000 - 449,999	35	1.6%
450,000 - 499,999	21	1.0%
OVER - 500,000	83	3.8%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	671	6.4%
50,000 - 99,999	1,931	18.5%
100,000 - 149,999	3,238	31.0%
150,000 - 199,999	1,911	18.3%
200,000 - 249,999	855	8.2%
250,000 - 299,999	637	6.1%
300,000 - 349,999	387	3.7%
350,000 - 399,999	234	2.2%
400,000 - 449,999	182	1.7%
450,000 - 499,999	113	1.1%
OVER - 500,000	302	2.9%

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	23	14	9	1,670,400	1,779,300	93.88%	185,600	134	0	0	0	228,375
Ashe	0	0	0						0	0	0	
Davidson	958	377	364	57,370,896	58,459,457	98.14%	157,612	65	0	0	0	163,794
Davie	374	165	134	32,395,842	33,825,962	95.77%	241,760	111	0	0	0	230,419
Forsyth	2,914	1,342	1,182	218,781,266	223,482,016	97.90%	185,094	89	0	0	0	179,219
Guilford	347	196	142	36,875,366	37,695,083	97.83%	259,686	75	0	0	0	249,422
Other	89	50	35	2,654,752	2,884,760	92.03%	75,850	75	0	0	0	103,155
Rockingham	350	157	98	12,688,326	13,223,490	95.95%	129,473	106	0	0	0	141,385
Stokes	231	95	105	12,976,115	14,244,130	91.10%	123,582	109	0	0	0	139,946
Surry	383	137	93	10,777,700	11,484,343	93.85%	115,889	104	0	0	0	134,366
Wilkes	5	4	2	137,100	139,900	98.00%	68,550	30	0	0	0	129,328
Yadkin	96	50	34	3,937,102	4,162,800	94.58%	115,797	114	0	0	0	131,973
TOTAL	5,770	2,587	2,198	390,264,865	401,381,241	97.23%	177,555	88	0	0	0	178,154

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-06 Through 31-Dec-06

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2005 thru 12/31/2005	1/1/2006 thru 12/31/2006	
\$ 29,999 and Under	180	139	-22.8%
\$ 30,000 - \$ 39,999	223	190	-14.8%
\$ 40,000 - \$ 49,999	212	272	28.3%
\$ 50,000 - \$ 59,999	282	311	10.3%
\$ 60,000 - \$ 69,999	327	419	28.1%
\$ 70,000 - \$ 79,999	370	477	28.9%
\$ 80,000 - \$ 89,999	472	540	14.4%
\$ 90,000 - \$ 99,999	476	592	24.4%
\$100,000 - \$119,999	1,273	1,371	7.7%
\$120,000 - \$139,999	1,409	1,607	14.1%
\$140,000 - \$159,999	1,117	1,225	9.7%
\$160,000 - \$179,999	862	1,000	16.0%
\$180,000 - \$199,999	597	755	26.5%
\$200,000 - \$249,999	955	1,108	16.0%
\$250,000 - \$299,999	624	862	38.1%
\$300,000 - \$399,999	624	916	46.8%
\$400,000 - \$499,999	273	382	39.9%
\$500,000 and Above	264	459	73.9%
TOTAL	10,540	12,625	19.8%