

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	8,534	1,658,727,731	194,367		
NEW LISTINGS IN NOVEMBER	1,189	213,546,763	179,602		13.9% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	6,041	1,286,398,304	212,945		
1 BEDROOM OR LESS	69	11,233,519	162,805		1.1% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	1,034	122,023,375	118,011		17.1% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,268	578,470,613	177,011		54.1% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,401	440,134,667	314,158		23.2% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	269	134,536,130	500,134		4.5% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	8,534	1,658,727,731	194,367		
RESIDENTIAL HOMES	5,211	1,156,947,121	222,020		61.1% OF CURRENT BY STYLE AND AREA
Guilford	308	98,270,488	319,060		5.9% OF RESIDENTIAL HOMES
Greensboro	10	2,200,855	220,086		3.2% OF Guilford County
High Point	128	33,489,039	261,633		41.6% OF Guilford County
Jamestown	9	1,591,800	176,867		2.9% OF Guilford County
Other	161	60,988,794	378,812		52.3% OF Guilford County
Alleghany	26	8,864,900	340,958		0.5% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	923	191,521,976	207,499		17.7% OF RESIDENTIAL HOMES
Davie	362	107,014,801	295,621		6.9% OF RESIDENTIAL HOMES
Forsyth	2,503	559,947,341	223,710		48.0% OF RESIDENTIAL HOMES
Rockingham	366	65,869,524	179,971		7.0% OF RESIDENTIAL HOMES
Stokes	244	46,305,064	189,775		4.7% OF RESIDENTIAL HOMES
Surry	322	51,540,100	160,062		6.2% OF RESIDENTIAL HOMES
Wilkes	2	1,231,900	615,950		0.0% OF RESIDENTIAL HOMES
Yadkin	97	14,550,917	150,009		1.9% OF RESIDENTIAL HOMES
Other	58	11,830,110	203,967		1.1% OF RESIDENTIAL HOMES
CONDO	809	126,274,856	156,088		9.5% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	40	9,836,600	245,915		0.5% OF CURRENT BY STYLE AND AREA
LAND	2,162	236,279,613	109,288		25.3% OF CURRENT BY STYLE AND AREA
CI IMPROVED	167	56,516,521	338,422		2.0% OF CURRENT BY STYLE AND AREA
CI LAND	124	69,696,693	562,070		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	10,573	1,897,594,627	179,492	97	
NOVEMBER SALES	697	116,615,347	167,310	84	6.6% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,621	277,087,000	170,936	95	
RESIDENTIAL FINANCING YTD	9,746	1,694,089,516	173,824	88	
Assumable	372	56,122,685	150,867	90	3.8% OF RESIDENTIAL FINANCING YTD
Cash	1,142	166,505,623	145,802	81	11.7% OF RESIDENTIAL FINANCING YTD
Conventional	7,277	1,356,898,159	186,464	91	74.7% 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	16	1,941,550	121,347	128	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	620	71,765,489	115,751	75	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	0				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	33	2,772,400	84,012	131	0.3% OF RESIDENTIAL FINANCING YTD
VA	163	25,367,008	155,626	75	1.7% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

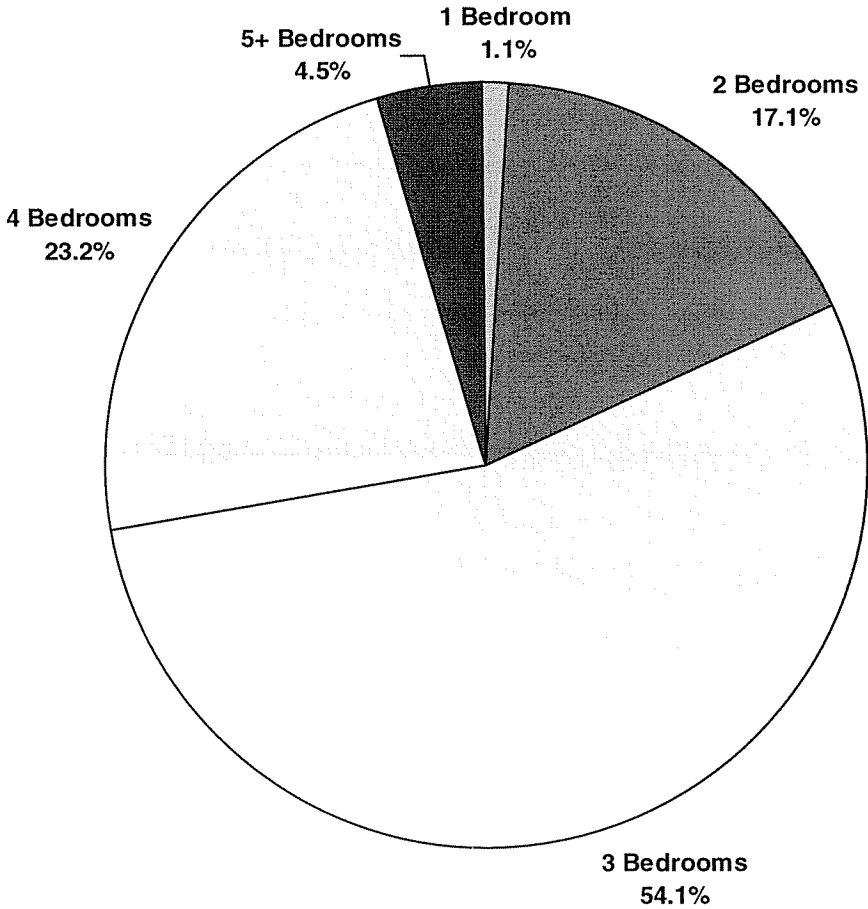
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

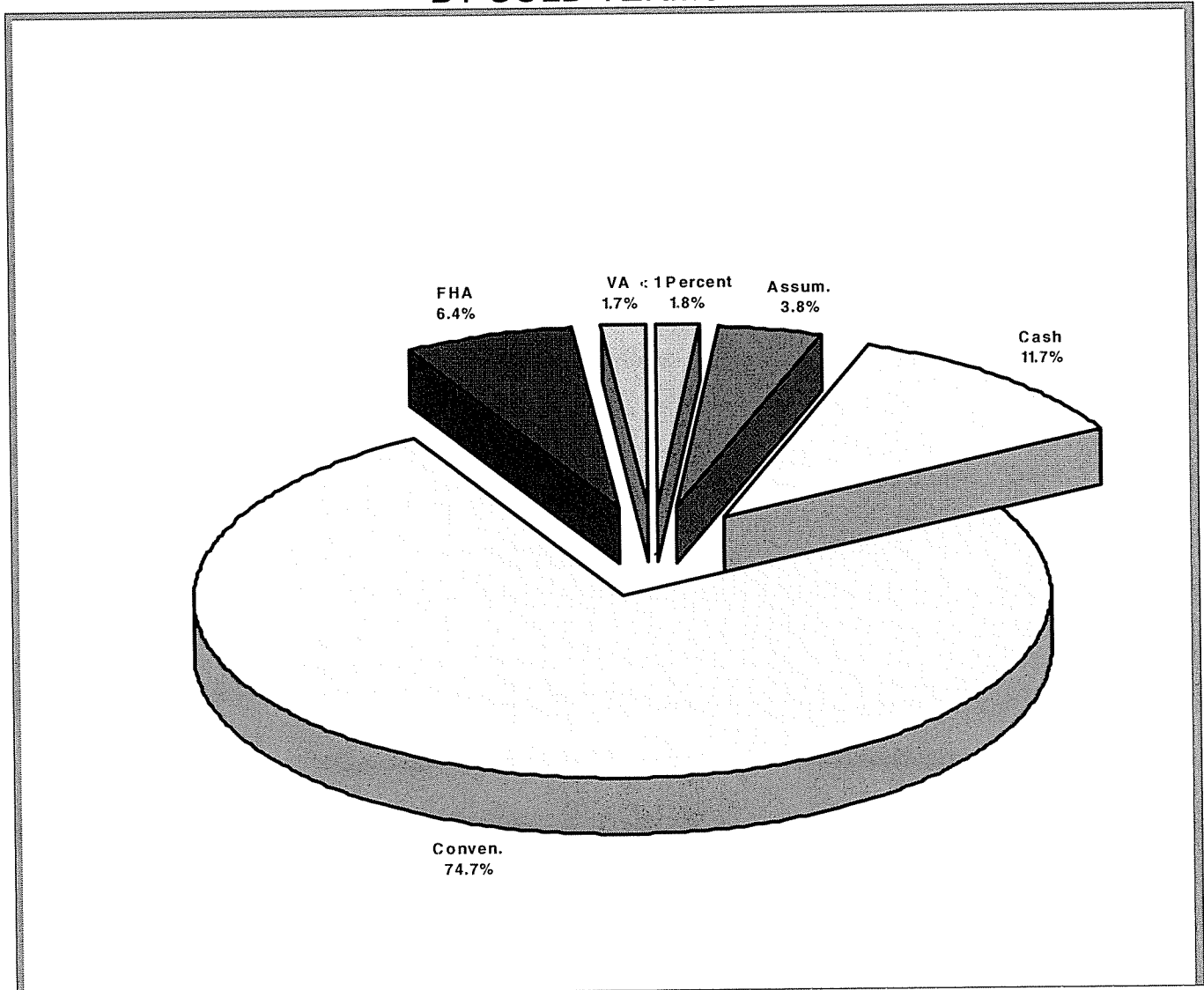
\$ 0 - 19,999					\$ 20,000 - 29,999					\$ 30,000 - 39,999					\$ 40,000 - 49,999					\$ 50,000 - 59,999					\$ 60,000 - 69,999					PRICE RANGE			
2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		BEDROOMS	COUNTY TOTAL		
																																Alleghany	0
																																Ashe	0
					9	4				9	3	1			11	6	1			13	15	2			9	13	1					Davidson	97
					1					3					1	1				2	2				2	2	1					Davie	15
1					7	3				33	4				47	8	1	1		42	30	5	2		59	36	8					Forsyth	287
															2										1							Guilford	3
						1					3					1				1					1	1	1					Other	9
	2				1					4	1				10	3				4	3	1			6	15						Rockingham	50
	1				1					1	1					2				5	5				2	8						Stokes	26
										4					4	4				9	8				10	8						Surry	47
											1														1							Wilkes	2
										2					1					3	3				2	4						Yadkin	15
3	1				19	8				50	19	1			76	25	2	1		79	66	8	2		92	88	11					SUBTOTAL	551

\$ 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	2	1			1										11	8	1			Alleghany	26
																																Ashe	0			
10	23				10	26	3			7	28	5			41	200	11	3		15	124	29	4		16	200	135	36				Davidson	1,023			
2	10	1			6	7		1		5	8				14	42	2			6	60	13	1		6	87	88	26				Davie	400			
60	39	6	4		42	47	5			64	59	4			167	602	57	5		41	383	126	7		58	355	491	117				Forsyth	3,026			
	2									3					22	24				2	48	15			1	63	155	20				Guilford	358			
	5	1			1	1				1	4				10	8				1	20				1	8	13					Other	83			
4	10	2			5	18	5			2	18	4	1		7	66	20	1		2	43	13	4		4	41	44	6				Rockingham	370			
3	7	1			1	11	3			4	14	2			12	59	6			4	21	7	2		11	23	28	10				Stokes	255			
6	14	2	1		8	15	2			2	20	4	1		16	63	18	2		62	31	14	1		4	33	25	9				Surry	400			
																									1							Wilkes	3			
3	8	1			2	2	1			5					1	21	5			3	10	1	1		1	13	2	2				Yadkin	97			
90	116	14	5		75	127	19	1		88	156	19	2		292	1087	120	11		137	740	218	20		102	835	989	227				TOTAL	6,041			

Current Residential Listings By Number of Bedrooms



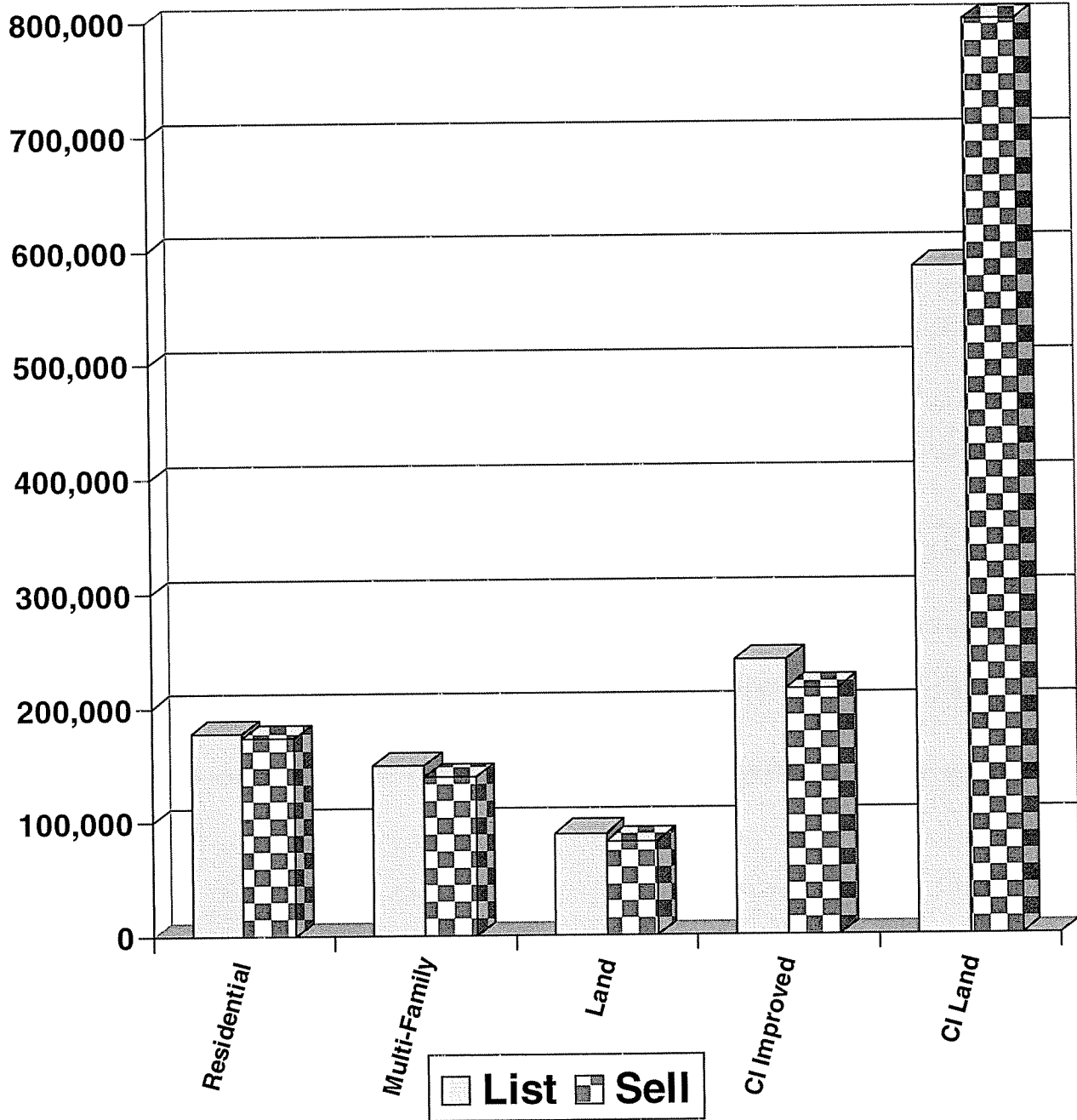
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

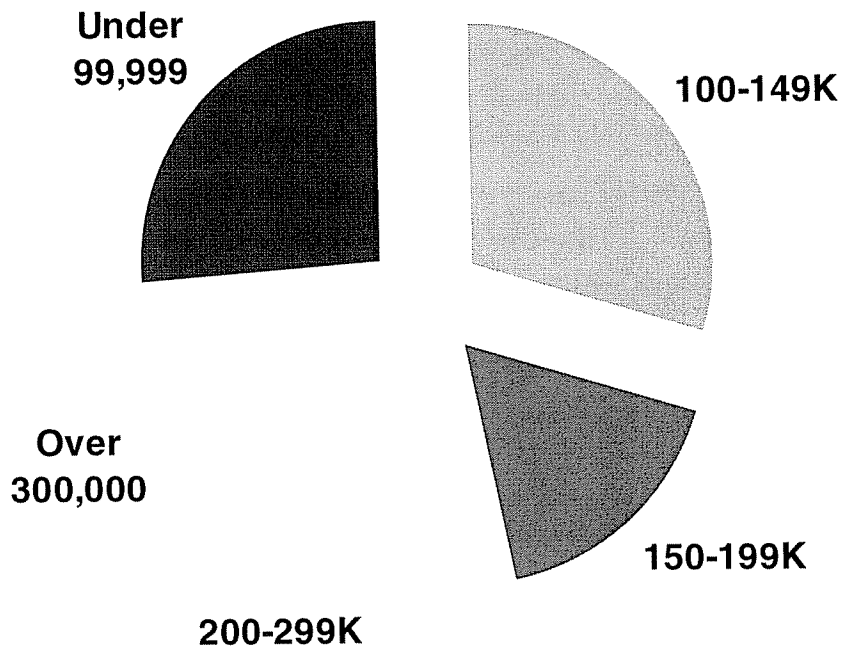
Assumable	3.8%
Cash	11.7%
Conventional	74.7%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	6.4%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.3%
VA	1.7%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

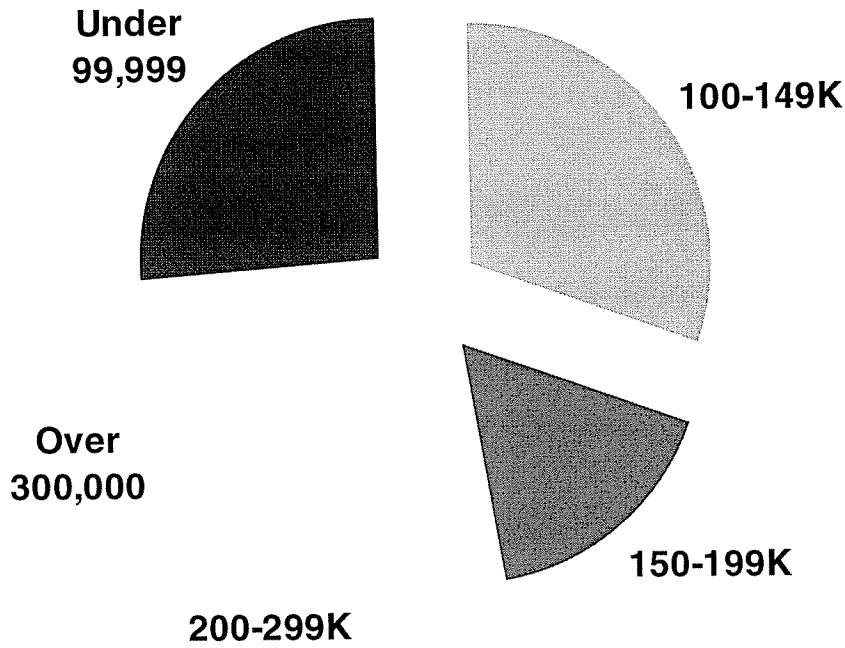
November
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	48	7.3%
50,000 - 99,999	125	19.1%
100,000 - 149,999	194	29.7%
150,000 - 199,999	112	17.1%
200,000 - 249,999	55	8.4%
250,000 - 299,999	45	6.9%
300,000 - 349,999	25	3.8%
350,000 - 399,999	14	2.1%
400,000 - 449,999	11	1.7%
450,000 - 499,999	9	1.4%
OVER - 500,000	16	2.4%

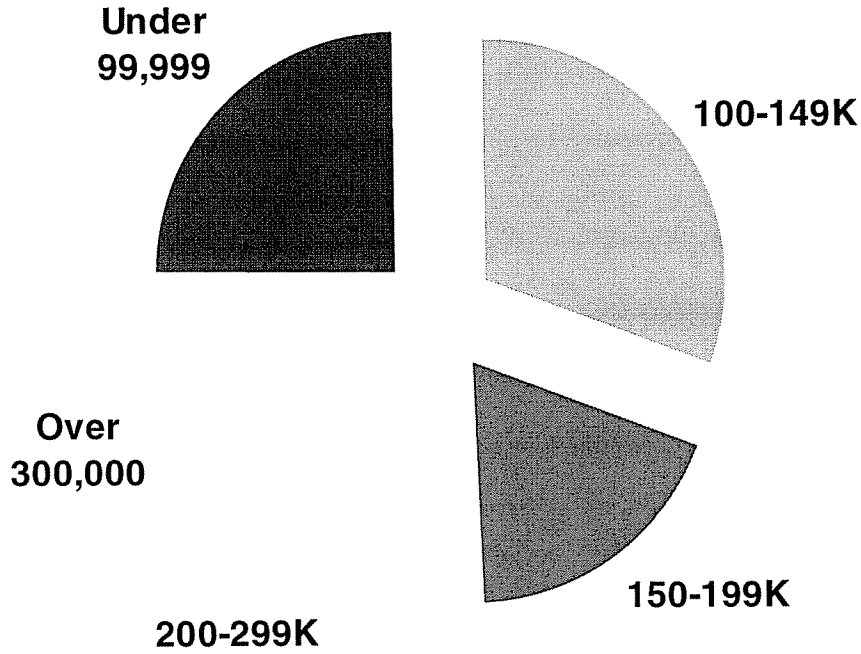
SOLD LISTINGS BY PRICE RANGE

Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	107	7.1%
50,000 - 99,999	290	19.2%
100,000 - 149,999	460	30.5%
150,000 - 199,999	251	16.7%
200,000 - 249,999	117	7.8%
250,000 - 299,999	104	6.9%
300,000 - 349,999	50	3.3%
350,000 - 399,999	32	2.1%
400,000 - 449,999	23	1.5%
450,000 - 499,999	17	1.1%
OVER - 500,000	56	3.7%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	625	6.5%
50,000 - 99,999	1,796	18.6%
100,000 - 149,999	2,994	30.9%
150,000 - 199,999	1,766	18.2%
200,000 - 249,999	799	8.3%
250,000 - 299,999	583	6.0%
300,000 - 349,999	350	3.6%
350,000 - 399,999	216	2.2%
400,000 - 449,999	169	1.7%
450,000 - 499,999	108	1.1%
OVER - 500,000	274	2.8%

Winston-Salem Regional Association of Realtors

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR VOLUME	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	26	13	7	1,392,400	93.49%	198,914	140	0	0	0	231,321
Ashe	0	0	0					0	0	0	
Davidson	1,023	307	244	36,940,824	97.78%	151,397	46	0	0	0	163,710
Davie	400	129	96	24,120,972	95.42%	251,260	97	0	0	0	230,350
Forsyth	3,026	1,031	806	148,729,175	98.05%	184,528	93	0	0	0	178,828
Guilford	358	152	93	25,337,106	97.66%	272,442	77	0	0	0	249,985
Other	83	34	28	2,065,802	92.71%	73,779	77	0	0	0	104,154
Rockingham	370	131	66	8,597,956	95.94%	130,272	109	0	0	0	142,765
Stokes	255	85	74	9,269,131	95.80%	125,259	108	0	0	0	140,219
Surry	400	106	60	6,404,400	94.49%	106,740	92	0	0	0	134,282
Wilkes	3	2	1	111,100	102.87%	111,100	11	0	0	0	138,392
Yadkin	97	37	25	2,987,352	94.98%	119,494	127	0	0	0	132,329
TOTAL	6,041	2,027	1,500	265,956,218	97.39%	177,304	87	0	0	0	178,086

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-06 Through 30-Nov-06

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2005 thru 11/30/2005	1/1/2006 thru 11/30/2006	
\$ 29,999 and Under	169	129	-23.7%
\$ 30,000 - \$ 39,999	213	188	-11.7%
\$ 40,000 - \$ 49,999	196	242	23.5%
\$ 50,000 - \$ 59,999	266	303	13.9%
\$ 60,000 - \$ 69,999	302	394	30.5%
\$ 70,000 - \$ 79,999	350	481	37.4%
\$ 80,000 - \$ 89,999	455	503	10.5%
\$ 90,000 - \$ 99,999	459	555	20.9%
\$100,000 - \$119,999	1,212	1,297	7.0%
\$120,000 - \$139,999	1,310	1,554	18.6%
\$140,000 - \$159,999	1,063	1,177	10.7%
\$160,000 - \$179,999	825	967	17.2%
\$180,000 - \$199,999	569	735	29.2%
\$200,000 - \$249,999	915	1,082	18.3%
\$250,000 - \$299,999	576	826	43.4%
\$300,000 - \$399,999	597	898	50.4%
\$400,000 - \$499,999	260	388	49.2%
\$500,000 and Above	251	443	76.5%
TOTAL	9,988	12,162	21.8%