

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	8,782	1,771,303,779	201,697		
NEW LISTINGS IN DECEMBER	833	154,254,935	185,180		9.5% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,837	1,309,770,882	224,391		
1 BEDROOM OR LESS	92	12,159,216	132,165		1.6% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	999	124,925,315	125,050		17.1% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,032	539,268,541	177,859		51.9% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,400	468,875,436	334,911		24.0% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	314	164,542,374	524,020		5.4% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	8,782	1,771,303,779	201,697		
RESIDENTIAL HOMES	5,058	1,187,278,616	234,733		57.6% OF CURRENT BY STYLE AND AREA
Guilford	312	108,496,884	347,746		6.2% OF RESIDENTIAL HOMES
Greensboro	7	2,087,085	298,155		2.2% OF Guilford County
High Point	142	35,521,842	250,154		45.5% OF Guilford County
Jamestown	12	1,994,077	166,173		3.8% OF Guilford County
Other	151	68,893,880	456,251		48.4% OF Guilford County
Alleghany	3	725,400	241,800		0.1% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	916	202,931,131	221,541		18.1% OF RESIDENTIAL HOMES
Davie	335	102,389,554	305,640		6.6% OF RESIDENTIAL HOMES
Forsyth	2,376	561,766,711	236,434		47.0% OF RESIDENTIAL HOMES
Rockingham	452	83,340,441	184,382		8.9% OF RESIDENTIAL HOMES
Stokes	247	48,751,741	197,375		4.9% OF RESIDENTIAL HOMES
Surry	307	55,976,580	182,334		6.1% OF RESIDENTIAL HOMES
Wilkes	8	3,690,900	461,363		0.2% OF RESIDENTIAL HOMES
Yadkin	98	16,423,774	167,590		1.9% OF RESIDENTIAL HOMES
Other	4	2,785,500	696,375		0.1% OF RESIDENTIAL HOMES
CONDO	741	115,451,231	155,805		8.4% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	37	9,693,800	261,995		0.4% OF CURRENT BY STYLE AND AREA
LAND	2,531	299,284,358	118,247		28.8% OF CURRENT BY STYLE AND AREA
CI IMPROVED	241	85,642,306	355,362		2.7% OF CURRENT BY STYLE AND AREA
CI LAND	136	66,912,433	492,003		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	7,961	1,342,258,515	168,647	114	
DECEMBER SALES	450	71,860,685	159,690	115	5.7% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,444	235,642,896	163,301	113	
RESIDENTIAL FINANCING YTD	7,428	1,290,604,766	173,749	110	
Assumable	258	43,057,464	166,889	122	3.5% OF RESIDENTIAL FINANCING YTD
Cash	1,101	157,246,891	142,822	98	14.8% OF RESIDENTIAL FINANCING YTD
Conventional	4,313	858,566,469	199,065	109	58.1% OF RESIDENTIAL FINANCING YTD
Exchange	5	1,419,000	283,800	231	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	8	896,275	112,034	101	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	33	3,636,745	110,204	130	0.4% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	91,890	91,890	34	0.0% OF RESIDENTIAL FINANCING YTD
FHA	1,464	187,784,145	128,268	116	19.7% 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	5	832,300	166,460	120	0.1% OF RESIDENTIAL FINANCING YTD
NC Housing	13	1,236,570	95,121	101	0.2% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	22	3,616,661	164,394	176	0.3% OF RESIDENTIAL FINANCING YTD
VA	176	28,696,795	163,050	128	2.4% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

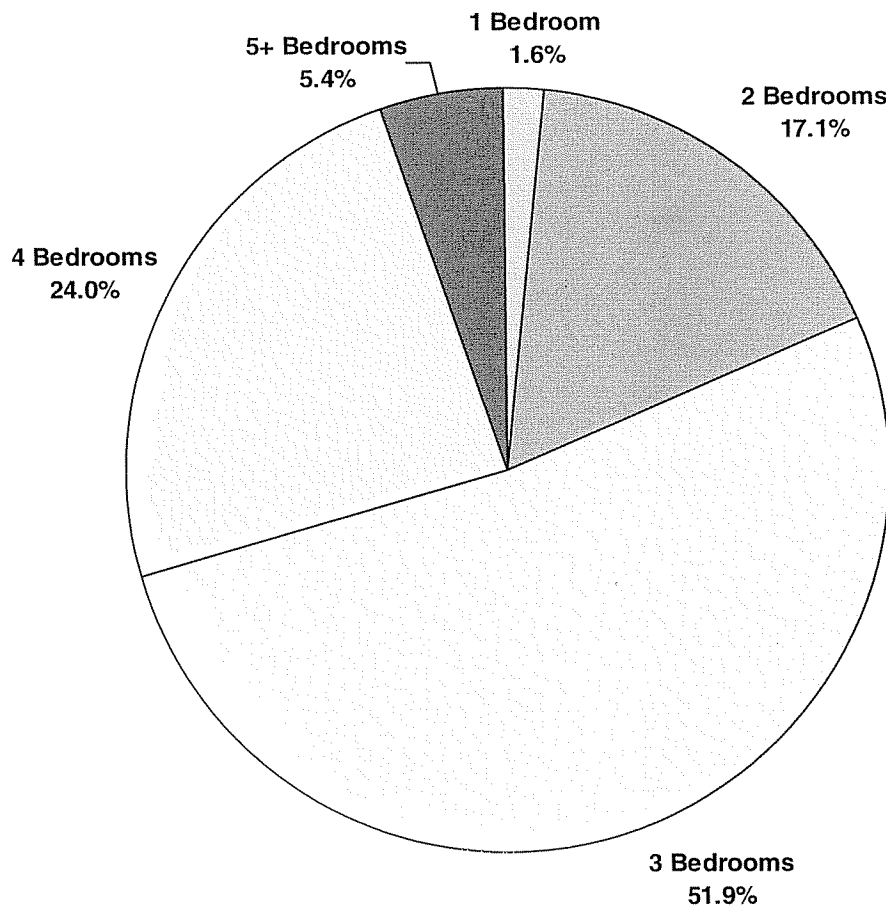
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

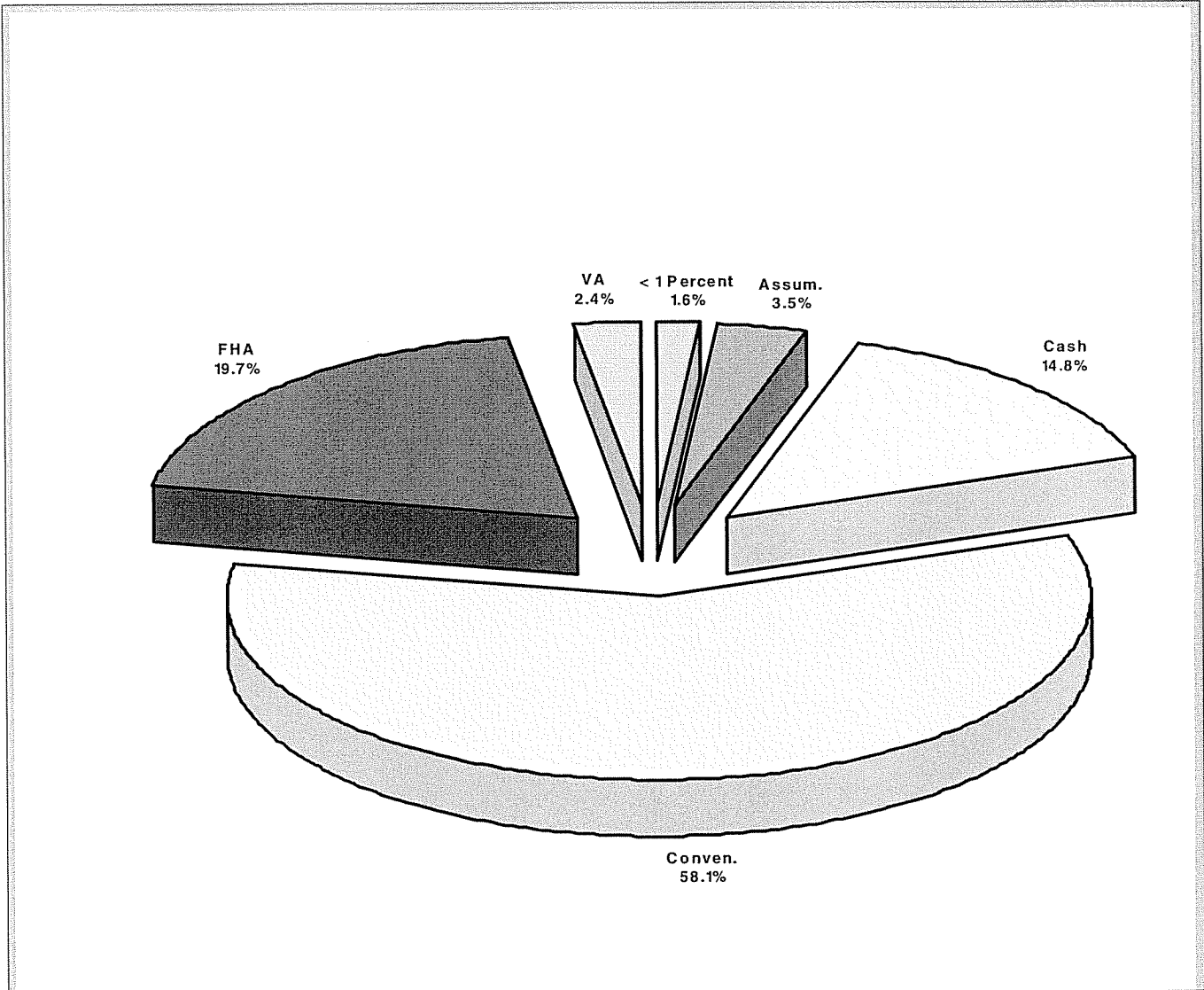
\$ 0 - 19,999				\$ 20,000 - 29,999				\$30,000 - 39,999				\$40,000 - 49,999				\$50,000 - 59,999				\$60,000 - 69,999				PRICE RANGE			
2-	3	4	5+	2-	3	4	5+	2-	3	4	5+	2-	3	4	5+	2-	3	4	5+	2-	3	4	5+	BEDROOMS	COUNTY TOTAL		
																										Alleghany	0
																										Ashe	0
3	2	1		4				12	7		1	12	6			10	14	2		21	11	4				Davidson	110
								4		1		3	2			5	2	1		6	2					Davie	26
2				8	5			24	13	1	1	37	11	1	2	37	27	4		39	46	5	1			Forsyth	264
																				1	1					Guilford	2
												1														Other	1
4	2	1		9	2	1		6	7	2	1	12	6		1	12	6	2		7	13	1				Rockingham	95
	1			1	1			1	1			3	3			1	3			4	4	1				Stokes	24
					1			1	7			5	3			7	3			7	7	2				Surry	43
													1				1									Wilkes	2
								1				1	1			2	4	1			3	1				Yadkin	14
9	5	2		22	9	1		48	36	4	3	74	33	1	3	74	60	10		85	87	14	1			SUBTOTAL	581

\$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						Alleghany	3
																										Ashe	0
13	24	1		17	24	1		13	23	1		36	193	23	2	19	127	36	7	40	193	133	35			Davidson	1,071
6	1			5	3	2		4	6			17	41	3	3	8	39	3		9	78	99	17			Davie	370
44	46	4	2	44	46	5		46	65	6	2	199	496	56	5	43	386	131	6	54	293	472	143			Forsyth	2,858
1				1								17	31	4		2	33	16		1	50	162	30			Guilford	350
	1															1				1						Other	4
16	11	3		7	17	1		4	16	2		10	81	13	4	3	37	10	4	5	57	53	15			Rockingham	464
4	11	1		2	7	3		2	14	2	1	2	52	7		4	25	6	3	6	49	26	10			Stokes	261
10	10	2		4	12	2		3	14	1		15	59	11	4	31	30	10	1	5	39	32	11			Surry	349
					2													1				2	1			Wilkes	8
2	6			1	3			1	4			2	24	4		5	5			2	16	9	1			Yadkin	99
96	110	11	2	80	112	17		73	142	12	3	298	977	121	18	110	684	219	21	122	777	988	263			TOTAL	5,837

Current Residential Listings By Number of Bedrooms



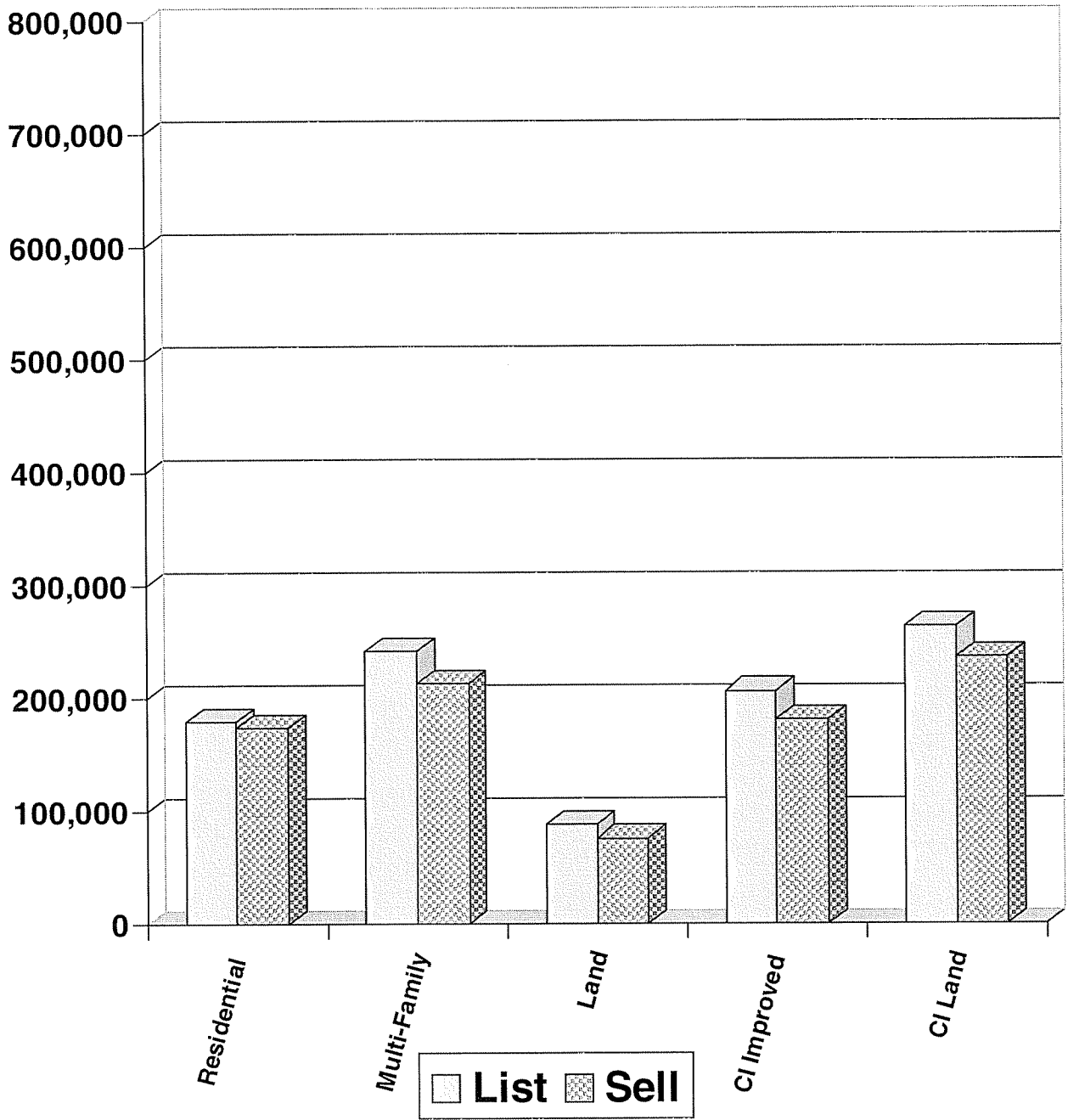
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

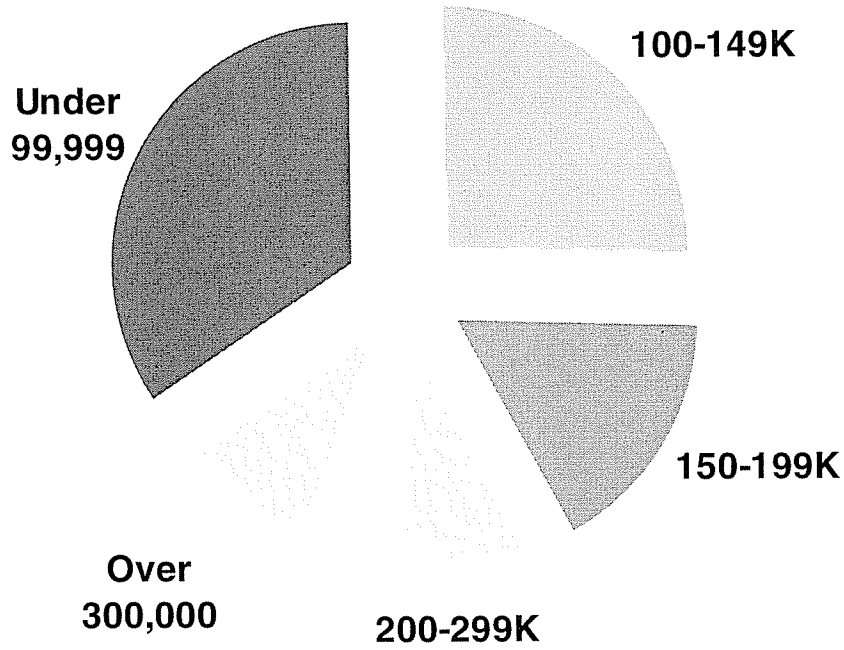
Assumable	3.5%
Cash	14.8%
Conventional	58.1%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.4%
Federal Land Bank	0.0%
FHA	19.7%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.1%
NC Housing	0.2%
Other	0.0%
Owner Financing	0.3%
VA	2.4%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

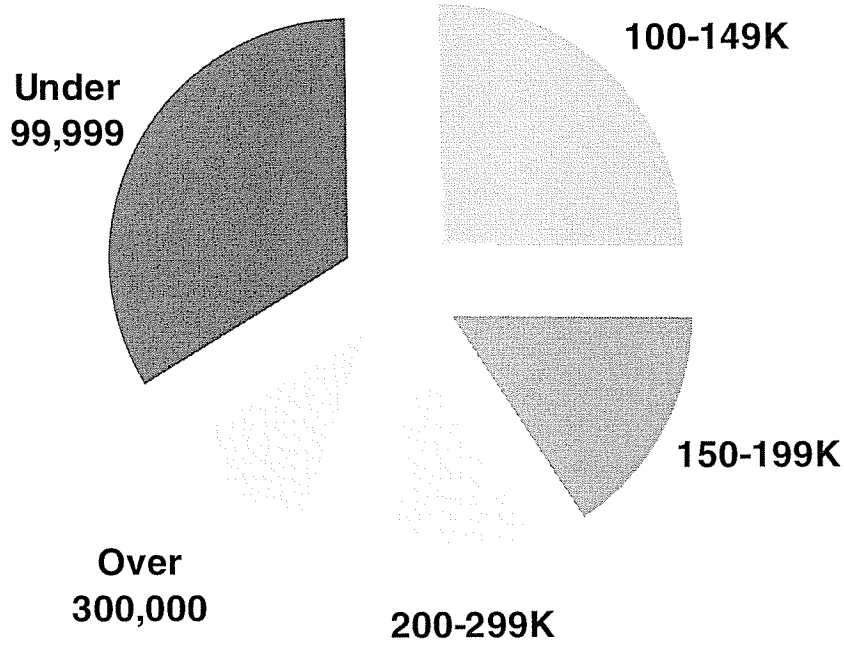
December
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	47	11.4%
50,000 - 99,999	96	23.2%
100,000 - 149,999	106	25.7%
150,000 - 199,999	67	16.2%
200,000 - 249,999	27	6.5%
250,000 - 299,999	28	6.8%
300,000 - 349,999	9	2.2%
350,000 - 399,999	8	1.9%
400,000 - 449,999	8	1.9%
450,000 - 499,999	4	1.0%
OVER - 500,000	13	3.1%

SOLD LISTINGS BY PRICE RANGE

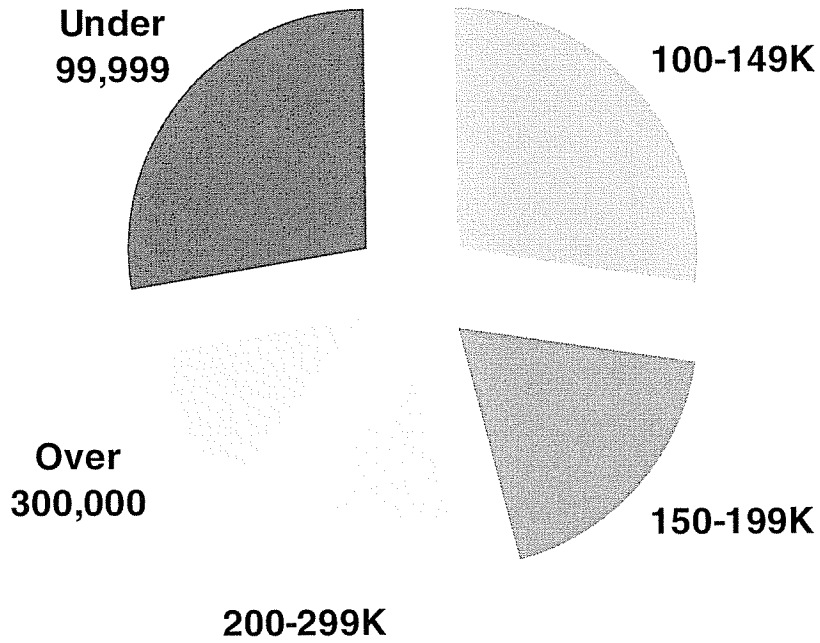
Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	162	12.1%
50,000 - 99,999	293	21.8%
100,000 - 149,999	338	25.2%
150,000 - 199,999	209	15.6%
200,000 - 249,999	107	8.0%
250,000 - 299,999	88	6.6%
300,000 - 349,999	38	2.8%
350,000 - 399,999	27	2.0%
400,000 - 449,999	21	1.6%
450,000 - 499,999	11	0.8%
OVER - 500,000	47	3.5%

SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	623	8.4%
50,000 - 99,999	1,432	19.3%
100,000 - 149,999	2,031	27.4%
150,000 - 199,999	1,362	18.4%
200,000 - 249,999	636	8.6%
250,000 - 299,999	459	6.2%
300,000 - 349,999	273	3.7%
350,000 - 399,999	172	2.3%
400,000 - 449,999	115	1.6%
450,000 - 499,999	84	1.1%
OVER - 500,000	228	3.1%

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	
				SOLD PRICE	LIST PRICE							LIST PRICE	LIST PRICE
Alleghany	3	2	0					0	0	0	0	216,308	
Ashe	0	0	0					0	0	0	0	108,788	
Davidson	1,071	391	223	36,752,203	35,051,253	95.37%	157,181	119	0	0	0	177,249	
Davie	370	124	48	10,052,935	9,416,547	93.67%	196,178	123	0	0	0	240,426	
Forsyth	2,858	1,124	710	132,430,652	127,353,544	96.17%	179,371	99	0	0	0	190,532	
Guilford	350	148	91	23,017,461	22,053,285	95.81%	242,344	100	0	0	0	269,331	
Other	4	1	0						0	0	0	94,821	
Rockingham	464	138	105	13,889,102	13,200,634	95.04%	125,720	123	0	0	0	147,163	
Stokes	261	90	69	8,707,362	8,196,213	94.13%	118,786	136	0	0	0	148,378	
Surry	349	131	73	9,209,558	8,810,219	95.66%	120,688	141	0	0	0	141,986	
Wilkes	8	3	0						0	0	0	170,310	
Yadkin	99	45	22	2,498,284	2,361,060	94.51%	107,321	86	0	0	0	134,941	
TOTAL	5,837	2,197	1,341	236,557,557	226,442,755	95.72%	168,861	109	0	0	0	188,052	

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-08 Through 31-Dec-08

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR 1/1/2007 thru 12/31/2007	THIS YEAR 1/1/2008 thru 12/31/2008	PERCENT CHANGE
\$ 29,999 and Under	175	183	4.6%
\$ 30,000 - \$ 39,999	177	211	19.2%
\$ 40,000 - \$ 49,999	219	220	0.5%
\$ 50,000 - \$ 59,999	203	256	26.1%
\$ 60,000 - \$ 69,999	311	362	16.4%
\$ 70,000 - \$ 79,999	302	397	31.5%
\$ 80,000 - \$ 89,999	443	438	-1.1%
\$ 90,000 - \$ 99,999	435	455	4.6%
\$100,000 - \$119,999	923	978	6.0%
\$120,000 - \$139,999	1,190	1,200	0.8%
\$140,000 - \$159,999	962	906	-5.8%
\$160,000 - \$179,999	794	801	0.9%
\$180,000 - \$199,999	551	623	13.1%
\$200,000 - \$249,999	859	876	2.0%
\$250,000 - \$299,999	616	698	13.3%
\$300,000 - \$399,999	700	757	8.1%
\$400,000 - \$499,999	233	336	44.2%
\$500,000 and Above	312	468	50.0%
TOTAL	9,405	10,165	8.1%