
CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,484	1,361,964,743	181,984		
NEW LISTINGS IN NOVEMBER	1,159	208,635,070	180,013		15.5% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,372	1,063,738,266	198,015		
1 BEDROOM OR LESS	41	4,153,329	101,301		0.8% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	914	90,775,002	99,316		17.0% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,087	524,377,521	169,866		57.5% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,118	336,964,325	301,399		20.8% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	212	107,468,089	506,925		3.9% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,484	1,361,964,743	181,984		
RESIDENTIAL HOMES	4,824	994,880,538	206,236		64.5% OF CURRENT BY STYLE AND AREA
Guilford	277	87,201,746	314,808		5.7% OF RESIDENTIAL HOMES
Greensboro	6	1,162,200	193,700		2.2% OF Guilford County
High Point	122	31,443,857	257,737		44.0% OF Guilford County
Jamestown	7	1,166,500	166,643		2.5% OF Guilford County
Other	142	53,429,189	376,262		51.3% OF Guilford County
Alleghany	22	4,651,900	211,450		0.5% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	799	158,652,443	198,564		16.6% OF RESIDENTIAL HOMES
Davie	328	90,040,960	274,515		6.8% OF RESIDENTIAL HOMES
Forsyth	2,359	480,575,636	203,720		48.9% OF RESIDENTIAL HOMES
Rockingham	349	60,970,054	174,699		7.2% OF RESIDENTIAL HOMES
Stokes	248	44,205,649	178,249		5.1% OF RESIDENTIAL HOMES
Surry	306	46,302,050	151,314		6.3% OF RESIDENTIAL HOMES
Wilkes	2	116,900	58,450		0.0% OF RESIDENTIAL HOMES
Yadkin	92	14,037,600	152,583		1.9% OF RESIDENTIAL HOMES
Other	42	8,125,600	193,467		0.9% OF RESIDENTIAL HOMES
CONDO	531	65,816,628	123,948		7.1% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	26	5,341,500	205,442		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,810	188,094,414	103,920		24.2% OF CURRENT BY STYLE AND AREA
CI IMPROVED	161	56,166,093	348,858		2.2% OF CURRENT BY STYLE AND AREA
CI LAND	115	48,624,470	422,821		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	9,733	1,569,999,250	161,406	114	
NOVEMBER SALES	376	64,038,337	170,315	117	3.9% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,274	210,156,893	165,088	115	
RESIDENTIAL FINANCING YTD	8,889	1,493,467,878	168,013	106	
Assumable	324	49,559,120	152,960	117	3.6% OF RESIDENTIAL FINANCING YTD
Cash	1,097	144,452,797	131,680	108	12.3% OF RESIDENTIAL FINANCING YTD
Conventional	6,649	1,198,123,211	180,196	104	74.8% OF RESIDENTIAL FINANCING YTD
Exchange	8	1,618,200	202,275	124	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	4	464,551	116,138	113	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	5	592,400	118,480	82	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	118,644	118,644	120	0.0% OF RESIDENTIAL FINANCING YTD
FHA	550	63,110,057	114,746	113	6.2% 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	0.1% 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	31	3,938,400	127,045	160	0.3% OF RESIDENTIAL FINANCING YTD
VA	180	26,890,282	149,390	117	2.0% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

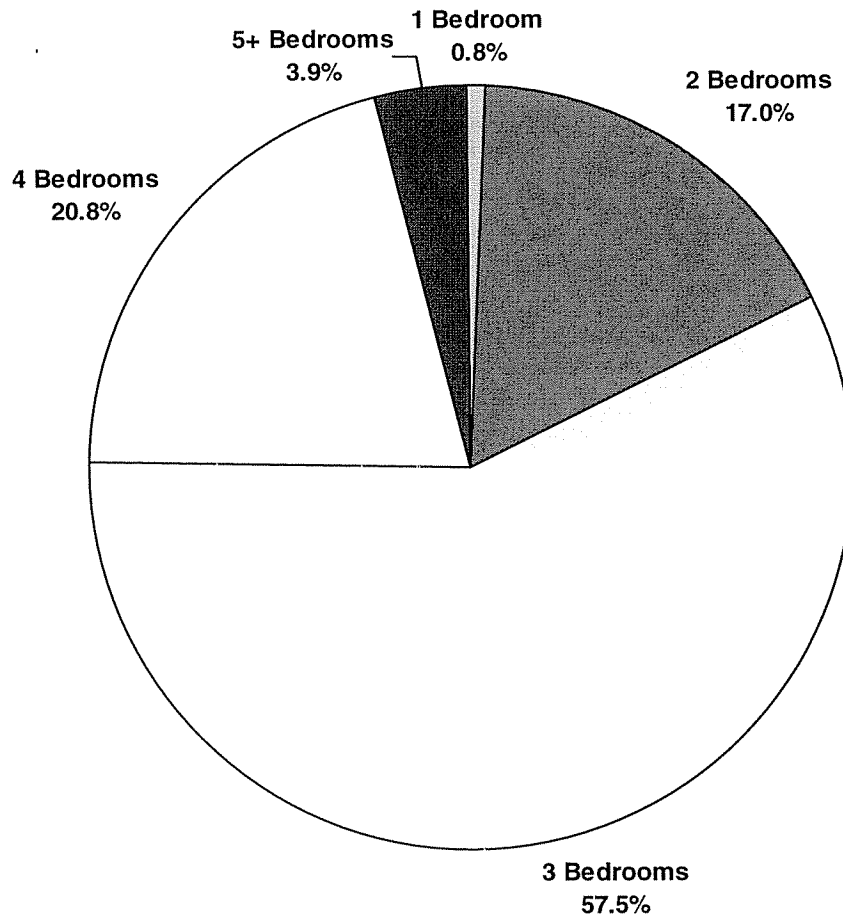
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

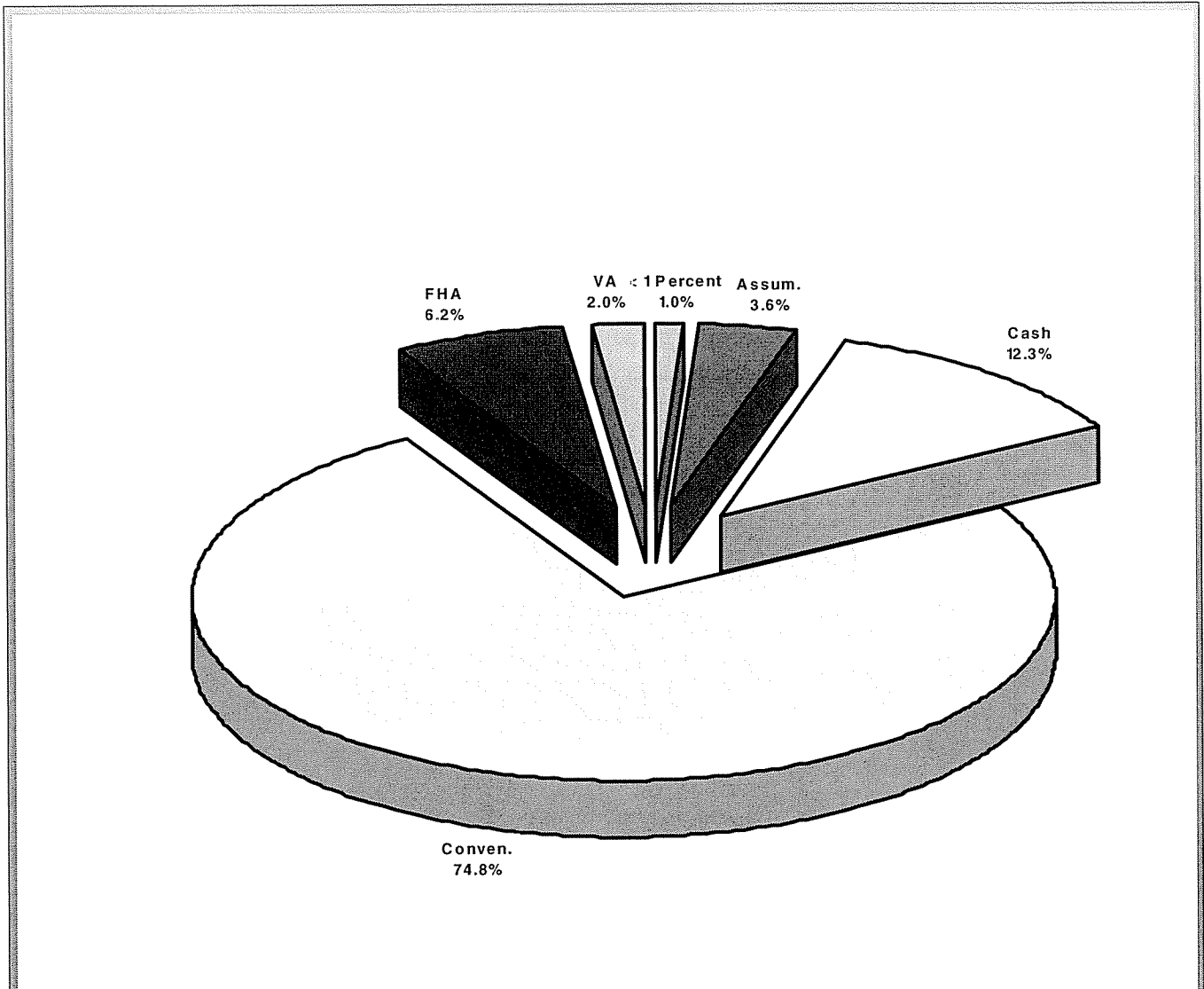
\$ 0 - 19,999					\$ 20,000 - 29,999					\$ 30,000 - 39,999					\$ 40,000 - 49,999					\$ 50,000 - 59,999					\$ 60,000 - 69,999					PRICE RANGE	
2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		BEDROOMS	TOTAL
COUNTY					COUNTY					COUNTY					COUNTY					COUNTY					COUNTY						
																				1 1										Alleghany 2	
																														Ashe 0	
1 1					12					12 4					12 3					12 8 1					8 12 3					Davidson 89	
										3 1					1 1					2 2					2 2					Davie 14	
1					6 2					23 4 2					45 9 4 1					52 22 1					58 28 6 1					Forsyth 265	
																														Guilford 0	
2					1					2 4 1					5					1					1					Other 17	
1					2 1					13 3 1					9 6					3 5 1					10 13					Rockingham 68	
					2					2 1					4 2 1					7 3					2 5 2					Stokes 31	
					1 1					4 2					6 3					5 5					9 14					Surry 50	
										1																				Wilkes 1	
1										1					2 1 1					1 2					3 4					Yadkin 16	
4 3					24 4					61 19 4					79 30 6 1					83 49 3					92 79 11 1					SUBTOTAL 553	

\$ 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	TOTAL
COUNTY					COUNTY					COUNTY					COUNTY					COUNTY					COUNTY						
1 1					1										1 4 1					3					2 4 1 1					Alleghany 22	
																														Ashe 0	
13 21 1					14 29 1					7 28 2					39 163 18 3					12 103 25 4					14 136 101 30					Davidson 853	
2 8					3 11					12 12 1					27 58 5					7 51 8					6 61 71 22					Davie 379	
46 40 6 3					56 65 8					64 56 9					140 648 62 5					33 384 120 6					20 296 339 79					Forsyth 2,750	
1					1					6					4 35					31 16 1					2 52 134 24					Guilford 307	
2					3					1 1					6					4					1 3 4					Other 43	
5 11 1					4 18 2					2 14 3					4 76 8 1					2 44 7 1					39 36 8					Rockingham 354	
11 2					2 13 4					3 19					9 62 6 1					2 20 7					2 32 22 5					Stokes 253	
6 26 2					2 26 3					3 19 3 1					19 40 12 1					1 32 7 1					3 31 20 8					Surry 316	
					1																									Wilkes 2	
2 4					3 6 1					2 1					3 16 2 1					1 10 6					12 5 2					Yadkin 93	
75 125 12 5					86 171 19					97 151 20 1					246 1108 114 12					58 682 196 13					50 666 733 179					TOTAL 5,372	

Current Residential Listings By Number of Bedrooms



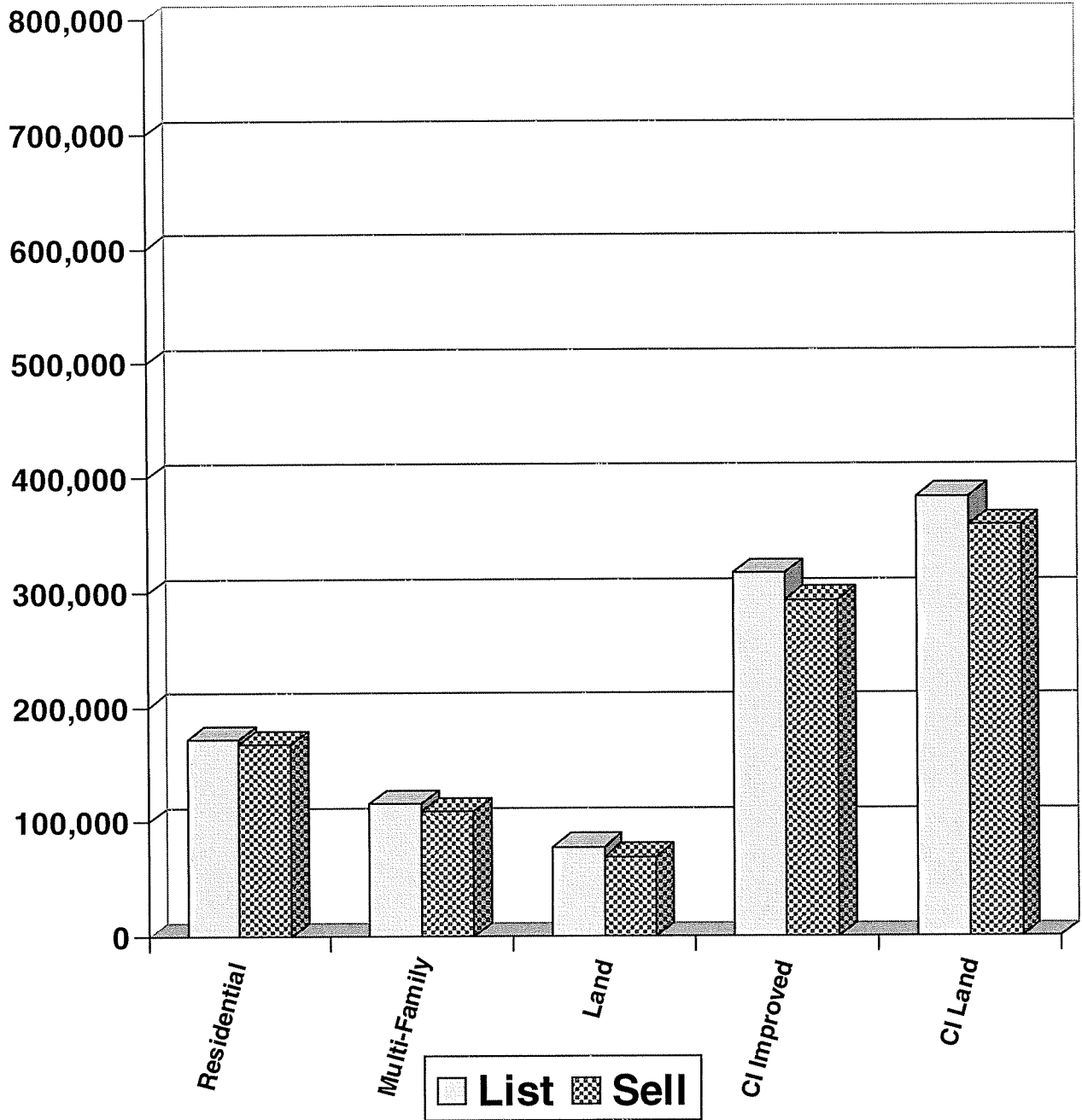
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

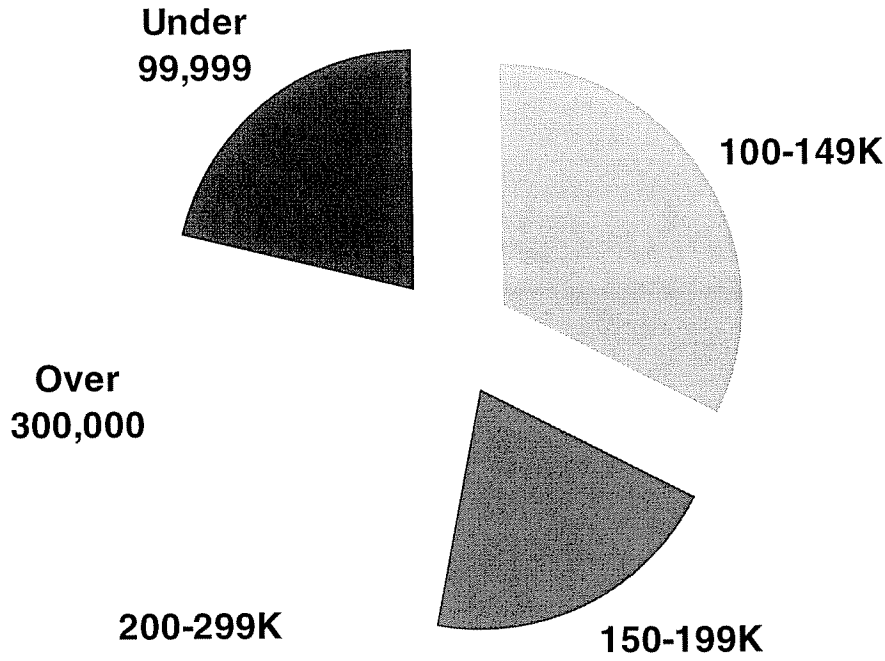
Assumable	3.6%
Cash	12.3%
Conventional	74.8%
Exchange	0.1%
Fannie Mae	0.0%
Farmers Home Loan	0.1%
Federal Land Bank	0.0%
FHA	6.2%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.1%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.3%
VA	2.0%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

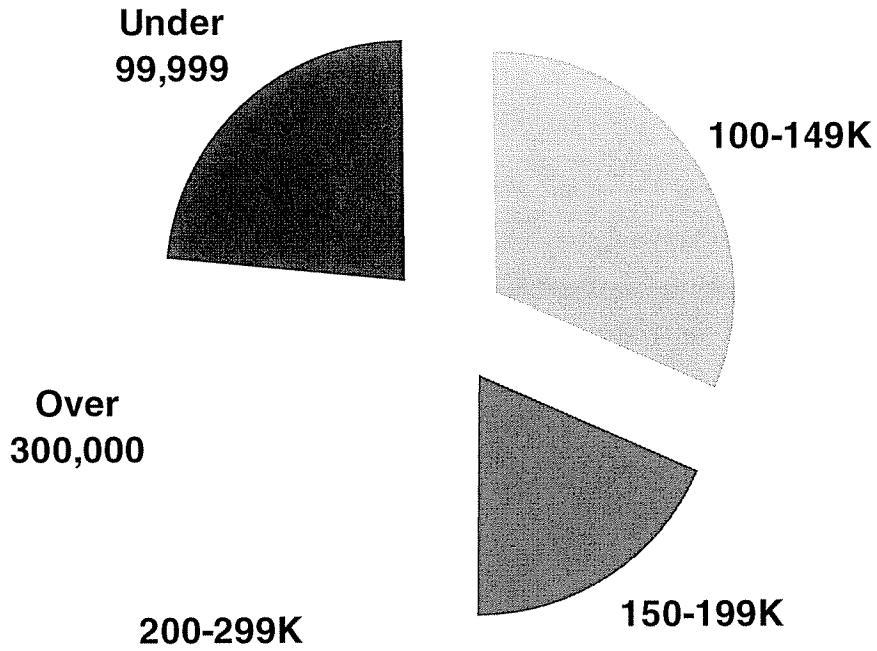
November
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	15	4.8%
50,000 - 99,999	52	16.7%
100,000 - 149,999	101	32.4%
150,000 - 199,999	64	20.5%
200,000 - 249,999	25	8.0%
250,000 - 299,999	15	4.8%
300,000 - 349,999	11	3.5%
350,000 - 399,999	9	2.9%
400,000 - 449,999	8	2.6%
450,000 - 499,999	3	1.0%
OVER - 500,000	9	2.9%

SOLD LISTINGS BY PRICE RANGE

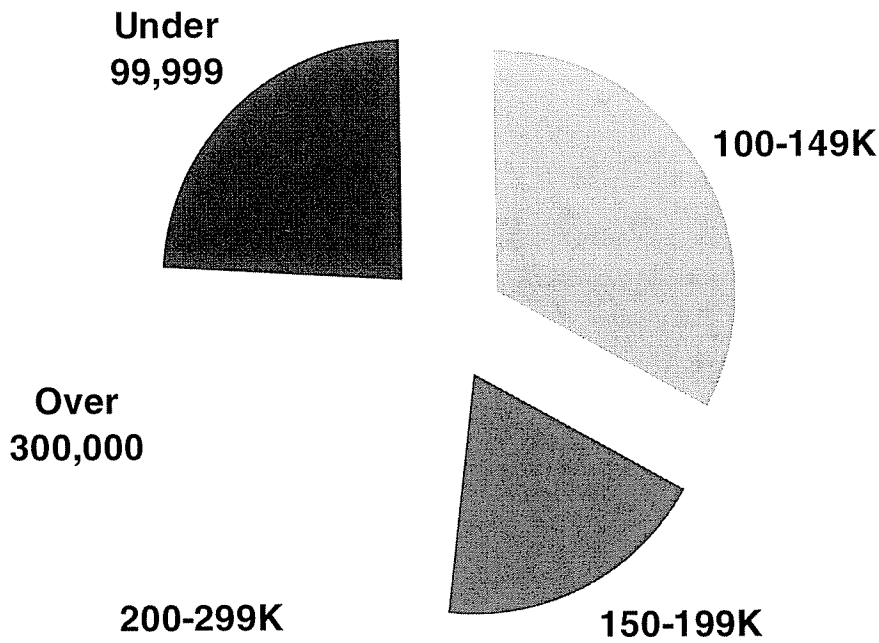
Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	73	6.5%
50,000 - 99,999	193	17.1%
100,000 - 149,999	356	31.5%
150,000 - 199,999	210	18.6%
200,000 - 249,999	106	9.4%
250,000 - 299,999	62	5.5%
300,000 - 349,999	35	3.1%
350,000 - 399,999	31	2.7%
400,000 - 449,999	20	1.8%
450,000 - 499,999	14	1.2%
OVER - 500,000	29	2.6%

SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	545	6.1%
50,000 - 99,999	1,607	18.1%
100,000 - 149,999	2,939	33.1%
150,000 - 199,999	1,647	18.5%
200,000 - 249,999	768	8.6%
250,000 - 299,999	470	5.3%
300,000 - 349,999	310	3.5%
350,000 - 399,999	198	2.2%
400,000 - 449,999	123	1.4%
450,000 - 499,999	93	1.0%
OVER - 500,000	189	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	DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	22	8	4	921,600	1,073,300	85.87%	230,400	87	0	0	0	187,142
Ashe	0	0	0						0	0	0	
Davidson	853	317	195	26,652,011	29,402,499	97.45%	146,933	128	0	0	0	154,119
Davie	379	119	72	16,596,348	16,797,437	98.80%	230,505	94	0	0	0	212,704
Forsyth	2,750	1,035	617	108,226,369	110,948,437	97.55%	175,407	96	0	0	0	171,497
Guilford	307	137	71	17,047,057	17,175,025	99.25%	240,099	88	0	0	0	231,867
Other	43	22	2	425,900	434,000	98.13%	212,950	203	0	0	0	133,368
Rockingham	354	119	41	5,415,342	5,592,970	96.82%	132,082	103	0	0	0	140,237
Stokes	253	85	50	7,517,224	7,820,415	96.12%	150,344	115	0	0	0	137,842
Surry	316	96	57	8,415,340	8,931,750	94.22%	147,638	170	0	0	0	129,574
Wilkes	2	2	0						0	0	0	96,730
Yadkin	93	33	20	2,344,100	2,421,600	96.80%	117,205	87	0	0	0	127,794
TOTAL	5,372	1,973	1,129	195,561,291	200,597,433	97.49%	173,216	106	0	0	0	170,742

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-05 Through 30-Nov-05

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR 1/1/2004 thru 11/30/2004	THIS YEAR 1/1/2005 thru 11/30/2005	PERCENT CHANGE
\$ 29,999 and Under	143	141	-1.4%
\$ 30,000 - \$ 39,999	155	209	34.8%
\$ 40,000 - \$ 49,999	194	214	10.3%
\$ 50,000 - \$ 59,999	230	255	10.9%
\$ 60,000 - \$ 69,999	301	344	14.3%
\$ 70,000 - \$ 79,999	358	402	12.3%
\$ 80,000 - \$ 89,999	472	512	8.5%
\$ 90,000 - \$ 99,999	476	508	6.7%
\$100,000 - \$119,999	1,172	1,233	5.2%
\$120,000 - \$139,999	1,264	1,395	10.4%
\$140,000 - \$159,999	953	1,144	20.0%
\$160,000 - \$179,999	672	914	36.0%
\$180,000 - \$199,999	436	627	43.8%
\$200,000 - \$249,999	740	949	28.2%
\$250,000 - \$299,999	499	631	26.5%
\$300,000 - \$399,999	457	685	49.9%
\$400,000 - \$499,999	227	324	42.7%
\$500,000 and Above	165	311	88.5%
TOTAL	8,914	10,798	21.1%