

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

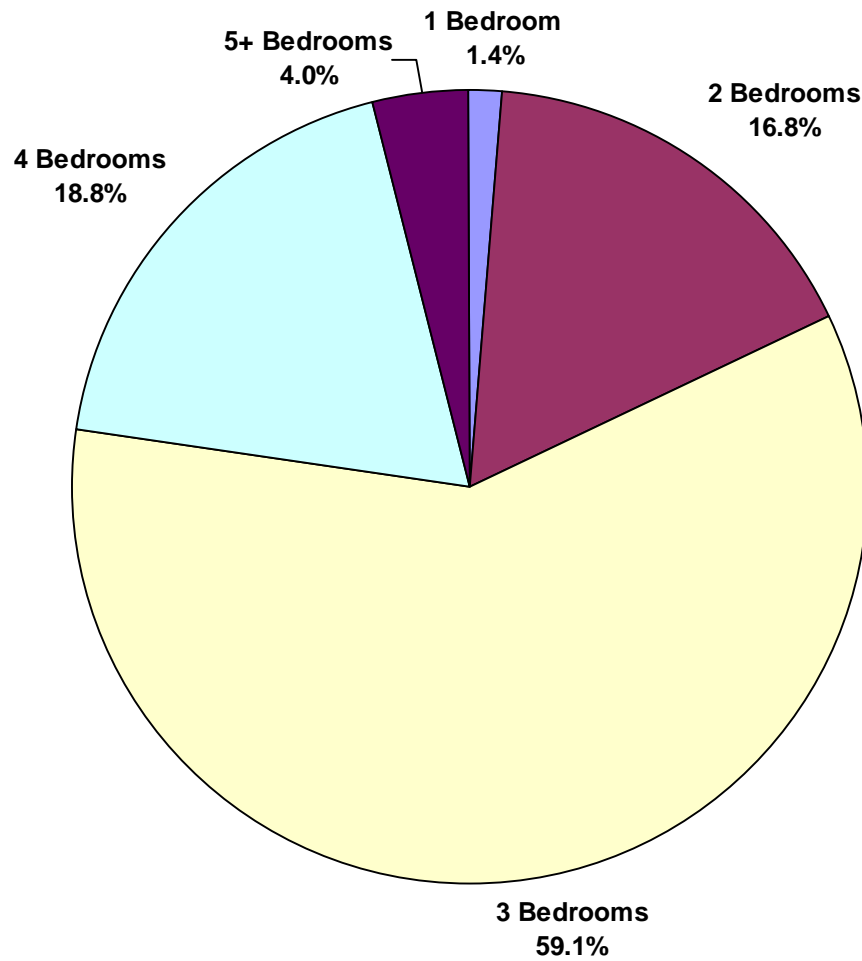
MLS PROFILE

Report Period: 01-Jan-04 Through 30-Sep-04

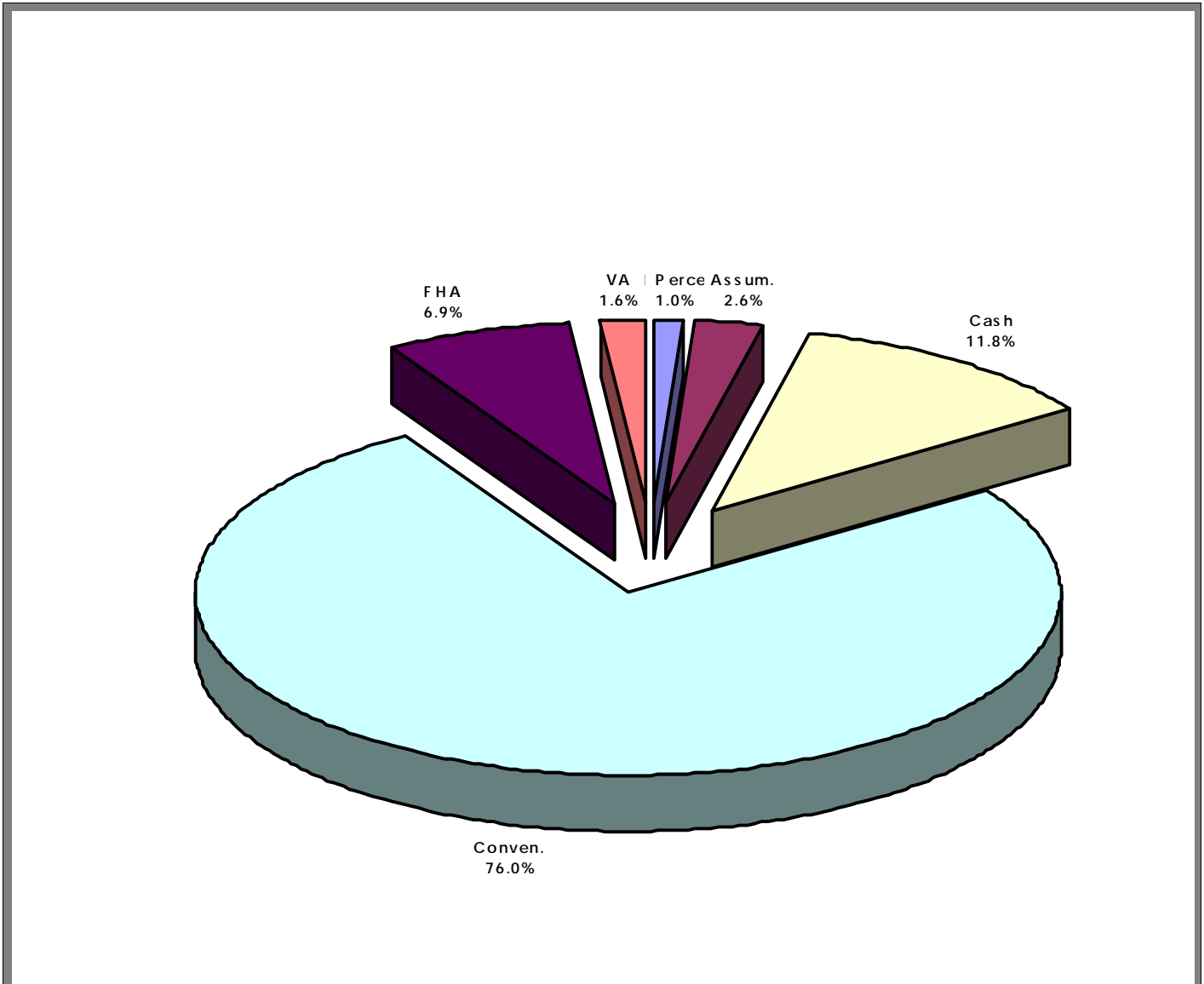
RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR 1/1/03 thru 9/30/03	THIS YEAR 1/1/04 thru 9/30/04	PERCENT CHANGE
\$ 29,999 and Under	76	107	40.8%
\$ 30,000 - \$ 39,999	95	120	26.3%
\$ 40,000 - \$ 49,999	154	194	26.0%
\$ 50,000 - \$ 59,999	177	217	22.6%
\$ 60,000 - \$ 69,999	184	327	77.7%
\$ 70,000 - \$ 79,999	247	385	55.9%
\$ 80,000 - \$ 89,999	357	489	37.0%
\$ 90,000 - \$ 99,999	317	494	55.8%
\$100,000 - \$119,999	993	1,154	16.2%
\$120,000 - \$139,999	941	1,237	31.5%
\$140,000 - \$159,999	619	919	48.5%
\$160,000 - \$179,999	467	642	37.5%
\$180,000 - \$199,999	353	465	31.7%
\$200,000 - \$249,999	482	691	43.4%
\$250,000 - \$299,999	318	465	46.2%
\$300,000 - \$399,999	269	432	60.6%
\$400,000 - \$499,999	132	214	62.1%
\$500,000 and Above	126	193	53.2%
TOTAL	6,307	8,745	38.7%

Current Residential Listings By Number of Bedrooms



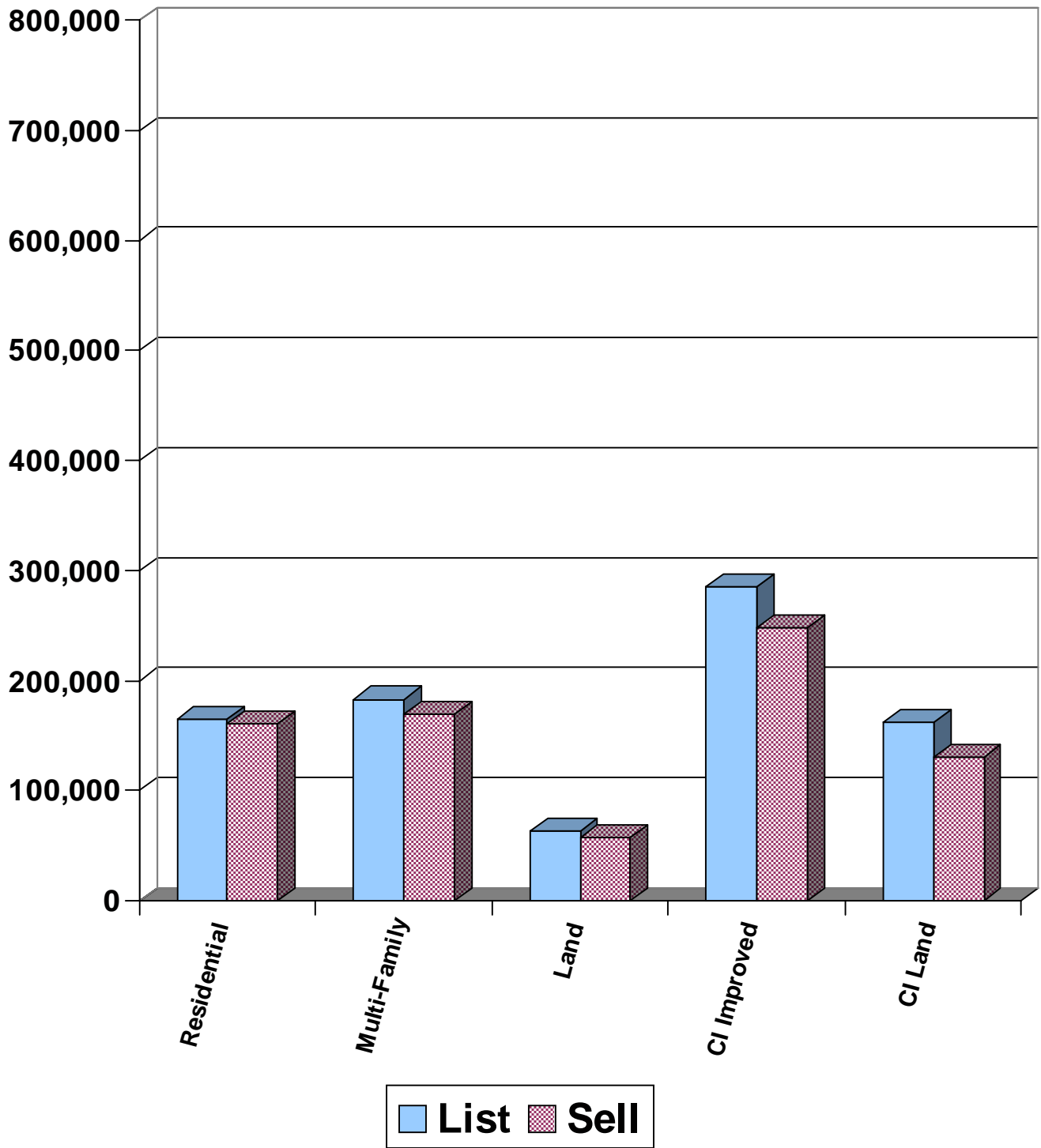
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

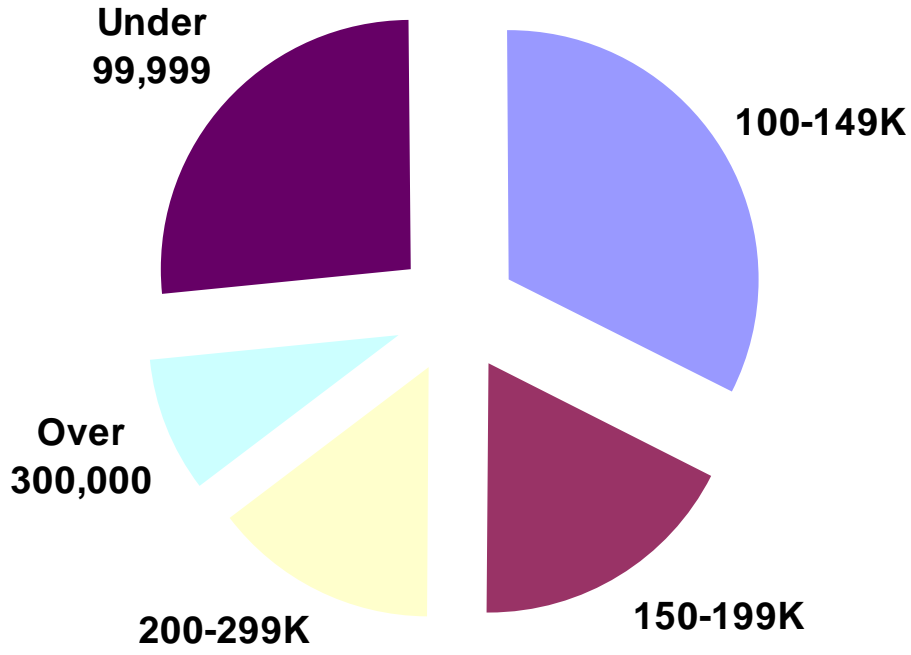
Assumable	2.6%
Cash	11.8%
Conventional	76.0%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	6.9%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.4%
VA	1.6%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

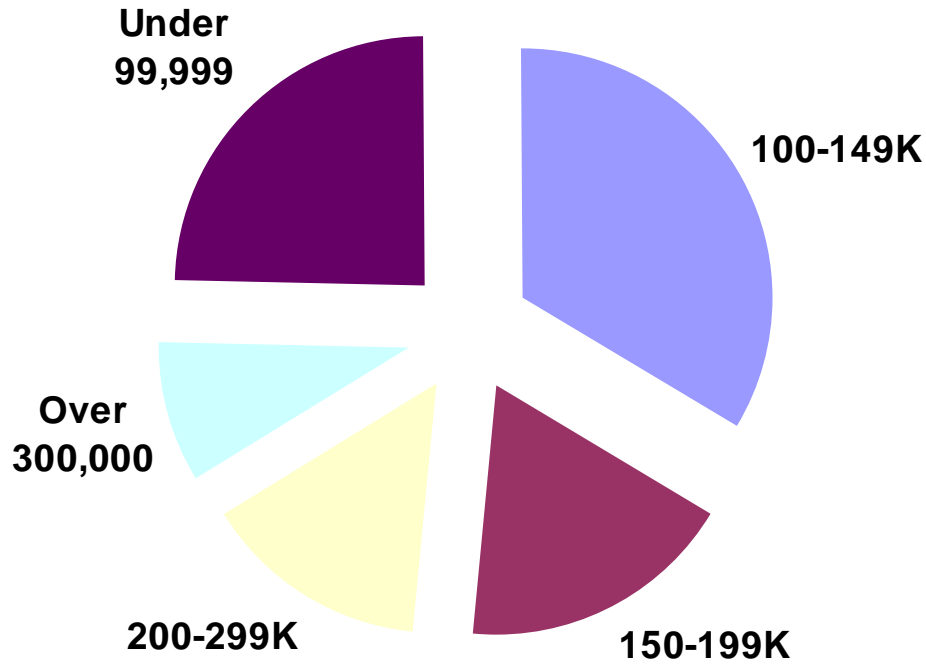
September
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	51	6.5%
50,000 - 99,999	159	20.1%
100,000 - 149,999	257	32.5%
150,000 - 199,999	138	17.5%
200,000 - 249,999	65	8.2%
250,000 - 299,999	49	6.2%
300,000 - 349,999	24	3.0%
350,000 - 399,999	11	1.4%
400,000 - 449,999	14	1.8%
450,000 - 499,999	7	0.9%
OVER - 500,000	15	1.9%

SOLD LISTINGS BY PRICE RANGE

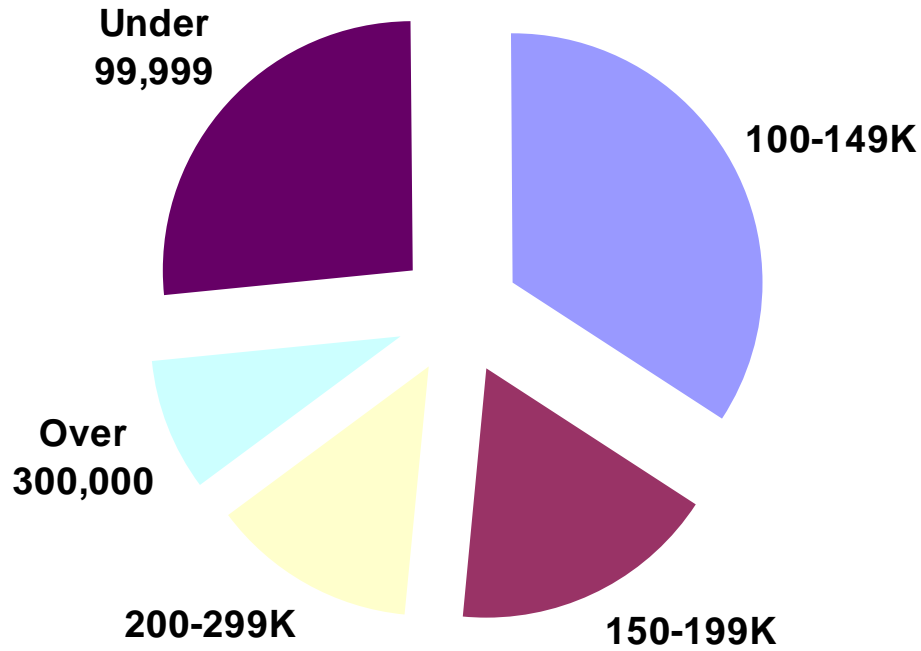
Third Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	144	5.7%
50,000 - 99,999	485	19.0%
100,000 - 149,999	853	33.5%
150,000 - 199,999	457	17.9%
200,000 - 249,999	204	8.0%
250,000 - 299,999	168	6.6%
300,000 - 349,999	60	2.4%
350,000 - 399,999	50	2.0%
400,000 - 449,999	45	1.8%
450,000 - 499,999	22	0.9%
OVER - 500,000	59	2.3%

SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	426	6.5%
50,000 - 99,999	1,353	20.5%
100,000 - 149,999	2,247	34.0%
150,000 - 199,999	1,135	17.2%
200,000 - 249,999	529	8.0%
250,000 - 299,999	359	5.4%
300,000 - 349,999	163	2.5%
350,000 - 399,999	125	1.9%
400,000 - 449,999	89	1.3%
450,000 - 499,999	51	0.8%
OVER - 500,000	125	1.9%

Winston-Salem Regional Association of Realtors

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Run date: 9/30/04

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR SOLD PRICE	VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	41	25	5	893,500	959,900	93.08%	178,700	72	0	0	0	176,610
Ashe	0	0	0						0	0	0	
Davidson	853	423	394	54,435,260	56,120,913	97.00%	138,161	100	0	0	0	142,223
Davie	374	183	185	42,016,607	42,894,885	97.95%	227,117	122	0	0	0	201,926
Forsyth	2,622	1,296	1,500	261,171,759	267,687,753	97.57%	174,115	99	0	0	0	165,805
Guilford	317	193	163	34,311,357	34,791,205	98.62%	210,499	92	0	0	0	215,588
Other	6	1	3	196,000	207,700	94.37%	65,333	68	0	0	0	134,540
Rockingham	395	175	91	11,497,091	11,866,039	96.89%	126,342	155	0	0	0	134,176
Stokes	264	124	88	10,434,720	10,803,155	96.59%	118,576	106	0	0	0	134,215
Surry	346	147	77	9,503,166	10,248,200	92.73%	123,418	129	0	0	0	129,705
Wilkes	1	0	0						0	0	0	58,233
Yadkin	99	53	41	4,221,445	4,458,865	94.68%	102,962	89	0	0	0	122,480
TOTAL	5,318	2,620	2,547	428,680,905	440,038,615	97.42%	168,308	103	0	0	0	163,974

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 1	Alleghany 4
						Ashe 0
1	6	9 4	12 3 1	21 10	15 18	Davidson 100
1 1		2	2	4 5	6	Davie 21
	4 1	16 3 3 1	32 11 3	35 6 2 2	67 21 4 1	Forsyth 212
				1	1	Guilford 2
			1			Other 1
3	5	9 4 1	9 9	7 12	12 19 2	Rockingham 92
1	1	1	4 6	3 8	3 4	Stokes 31
1	2 2	4 1	7 7 1	10 5	9 7 3	Surry 59
						Wilkes 0
	1	2 3	1	1	3 1 1	Yadkin 13
5 3	19 4	43 15 4 1	67 37 5	82 47 2 2	+02 77 10 1	SUBTOTAL 535

\$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	2	2	2 6	1 7 3	2 8 1	Alleghany 41
						Ashe 0
10 18 3	24 27 3	9 57 1	35 197 23 3	11 83 26	15 114 72 22	Davidson 853
6 11	5 9 1	4 14	24 76 6 4	3 34 8 1	4 54 66 23	Davie 374
66 41 6 2	71 58 7	38 78 6 1	123 803 70 5	44 349 131 7	8 162 259 75	Forsyth 2,622
2	3	1 4	12 44 2	1 40 25 1	43 113 24	Guilford 317
			1		1 3	Other 6
12 23 3	3 25 2 2	3 28 3 1	6 69 11	1 35 10 2	2 27 30 5	Rockingham 395
2 12	9 14 4	1 17	5 75 7	9 29 8 1	1 26 8 5	Stokes 264
8 11 1 1	7 15 2	3 13 2	16 72 8 6	6 40 11 4	4 28 18 11	Surry 346
1						Wilkes 1
1 8 1	1 4 1	2	7 17 4	2 12 3 2	3 11 6 1	Yadkin 99
+02 128 15 3	+02 152 19 3	59 215 12 2	230 1360 131 18	78 629 225 18	39 474 576 166	TOTAL 5,318

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	7,466	1,249,880,967	167,410		
NEW LISTINGS IN SEPTEMBER	1,183	199,168,116	168,359		15.8% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,318	958,954,140	180,322		
1 BEDROOM OR LESS	73	7,043,188	96,482		1.4% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	891	88,573,977	99,410		16.8% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,141	480,657,410	153,027		59.1% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	999	271,635,675	271,908		18.8% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	214	111,043,890	518,897		4.0% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	7,466	1,249,880,967	167,410		
RESIDENTIAL HOMES	4,718	891,042,800	188,860		63.2% OF CURRENT BY STYLE AND AREA
Guilford	282	79,486,817	281,868		6.0% OF RESIDENTIAL HOMES
Greensboro	5	547,200	109,440		1.8% OF Guilford County
High Point	139	32,804,399	236,003		49.3% OF Guilford County
Jamestown	7	1,115,600	159,371		2.5% OF Guilford County
Other	131	45,019,618	343,661		46.5% OF Guilford County
Alleghany	41	7,477,500	182,378		0.9% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	780	135,463,695	173,671		16.5% OF RESIDENTIAL HOMES
Davie	341	83,384,098	244,528		7.2% OF RESIDENTIAL HOMES
Forsyth	2,186	416,982,955	190,752		46.3% OF RESIDENTIAL HOMES
Rockingham	392	55,350,317	141,200		8.3% OF RESIDENTIAL HOMES
Stokes	260	43,786,400	168,409		5.5% OF RESIDENTIAL HOMES
Surry	332	52,087,368	156,890		7.0% OF RESIDENTIAL HOMES
Wilkes	1	74,900	74,900		0.0% OF RESIDENTIAL HOMES
Yadkin	98	14,992,750	152,987		2.1% OF RESIDENTIAL HOMES
Other	5	1,956,000	391,200		0.1% OF RESIDENTIAL HOMES
CONDO	590	66,658,390	112,980		7.9% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	24	9,051,100	377,129		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,881	183,346,245	97,473		25.2% OF CURRENT BY STYLE AND AREA
CI IMPROVED	136	47,777,050	351,302		1.8% OF CURRENT BY STYLE AND AREA
CI LAND	107	50,752,432	474,322		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	7,259	1,120,500,832	154,360	124	
SEPTEMBER SALES	851	133,088,061	156,390	110	11.7% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	2,742	442,105,755	161,235	114	
RESIDENTIAL FINANCING YTD	6,737	1,083,007,886	160,755	113	
Assumable	172	24,160,983	140,471	116	2.6% OF RESIDENTIAL FINANCING YTD
Cash	797	100,159,295	125,670	109	11.8% OF RESIDENTIAL FINANCING YTD
Conventional	5,121	884,289,537	172,679	113	76.0% OF RESIDENTIAL FINANCING YTD
Exchange	2	331,950	165,975	89	0.0% OF RESIDENTIAL FINANCING YTD
Fannie Mae	3	257,250	85,750	97	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	12	1,237,925	103,160	97	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	92,150	92,150	48	0.0% OF RESIDENTIAL FINANCING YTD
FHA	466	51,583,047	110,693	113	6.9% 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	2	158,000	79,000	84	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	4	430,300	107,575	103	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	29	3,224,100	111,176	143	0.4% OF RESIDENTIAL FINANCING YTD
VA	111	15,219,591	137,113	121	1.6% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD