

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,921	1,129,835,191	163,247		
NEW LISTINGS IN APRIL	1,191	206,989,558	173,795		17.2% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,004	889,369,376	177,732		
1 BEDROOM OR LESS	34	3,749,825	110,289		0.7% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	667	62,815,277	94,176		13.3% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,047	456,534,523	149,831		60.9% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,060	274,192,470	258,672		21.2% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	196	92,077,281	469,782		3.9% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,921	1,129,835,191	163,247		
RESIDENTIAL HOMES	4,552	839,894,089	184,511		65.8% OF CURRENT BY STYLE AND AREA
Guilford	333	82,047,175	246,388		7.3% OF RESIDENTIAL HOMES
Greensboro	5	1,027,100	205,420		1.5% OF Guilford County
High Point	201	44,113,876	219,472		60.4% OF Guilford County
Jamestown	15	2,465,700	164,380		4.5% OF Guilford County
Other	112	34,440,499	307,504		33.6% OF Guilford County
Alleghany	1	42,500	42,500		0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	740	121,752,561	164,530		16.3% OF RESIDENTIAL HOMES
Davie	385	89,463,452	232,373		8.5% OF RESIDENTIAL HOMES
Forsyth	2,233	411,326,272	184,203		49.1% OF RESIDENTIAL HOMES
Rockingham	252	36,357,216	144,275		5.5% OF RESIDENTIAL HOMES
Stokes	246	42,568,984	173,045		5.4% OF RESIDENTIAL HOMES
Surry	270	38,818,529	143,772		5.9% OF RESIDENTIAL HOMES
Wilkes	0				0.0% OF RESIDENTIAL HOMES
Yadkin	73	10,822,000	148,247		1.6% OF RESIDENTIAL HOMES
Other	19	6,695,400	352,389		0.4% OF RESIDENTIAL HOMES
CONDO	443	48,435,621	109,335		6.4% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	17	2,263,687	133,158		0.2% OF CURRENT BY STYLE AND AREA
LAND	1,705	159,089,488	93,308		24.6% OF CURRENT BY STYLE AND AREA
CI IMPROVED	94	36,633,600	389,719		1.4% OF CURRENT BY STYLE AND AREA
CI LAND	101	42,479,040	420,585		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	2,236	322,940,617	144,428	139	
APRIL SALES	641	97,589,050	152,245	144	28.7% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	641	97,589,050	152,245	144	
RESIDENTIAL FINANCING YTD	2,044	309,133,179	151,239	125	
Assumable	62	8,217,497	132,540	124	3.0% OF RESIDENTIAL FINANCING YTD
Cash	240	28,715,691	119,649	114	11.7% OF RESIDENTIAL FINANCING YTD
Conventional	1,438	236,601,411	164,535	129	70.4% OF RESIDENTIAL FINANCING YTD
Exchange	5	1,224,750	244,950	152	0.2% OF RESIDENTIAL FINANCING YTD
Fannie Mae	0				0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	3	281,000	93,667	107	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	226	25,020,670	110,711	106	11.1% OF RESIDENTIAL FINANCING YTD
L/A Escal	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Fixed	1	89,900	89,900	229	0.0% OF RESIDENTIAL FINANCING YTD
L/A Qual	0				0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	0				0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	1	72,000	72,000	147	0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	7	665,200	95,029	200	0.3% OF RESIDENTIAL FINANCING YTD
VA	57	7,790,560	136,676	114	2.8% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

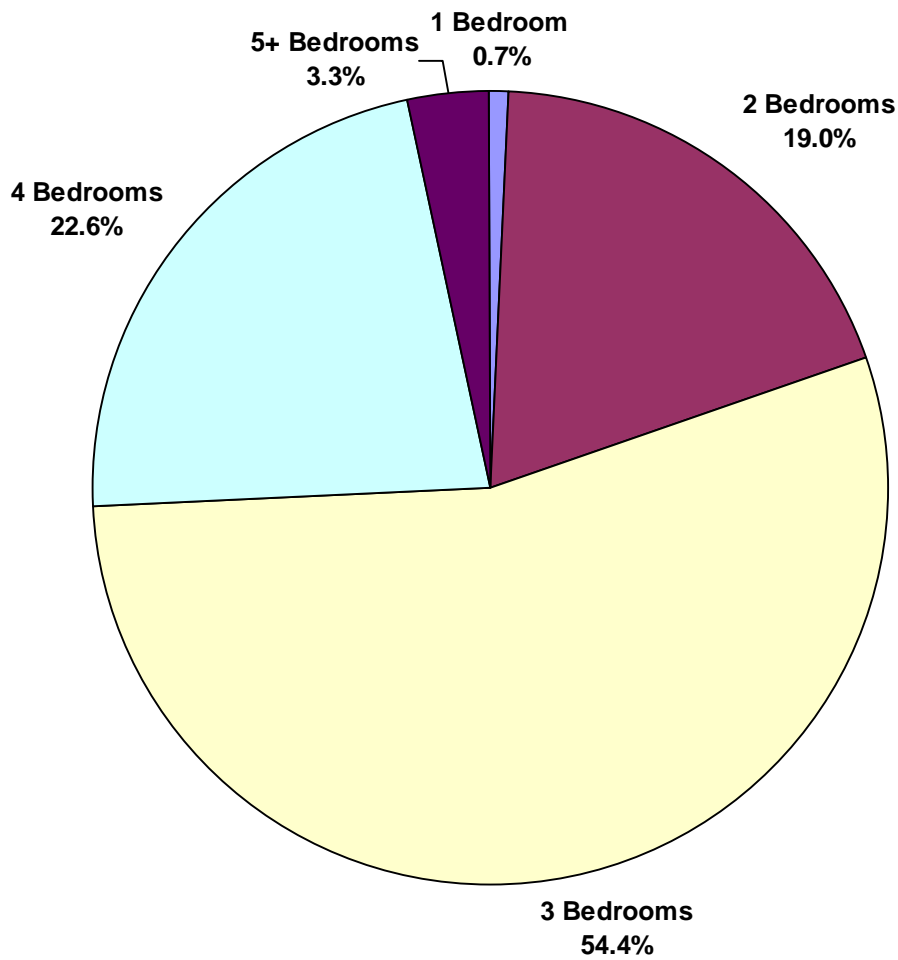
High Point Association of Realtors, Inc.

PROFILE OF CURRENT RESIDENTIAL LISTINGS

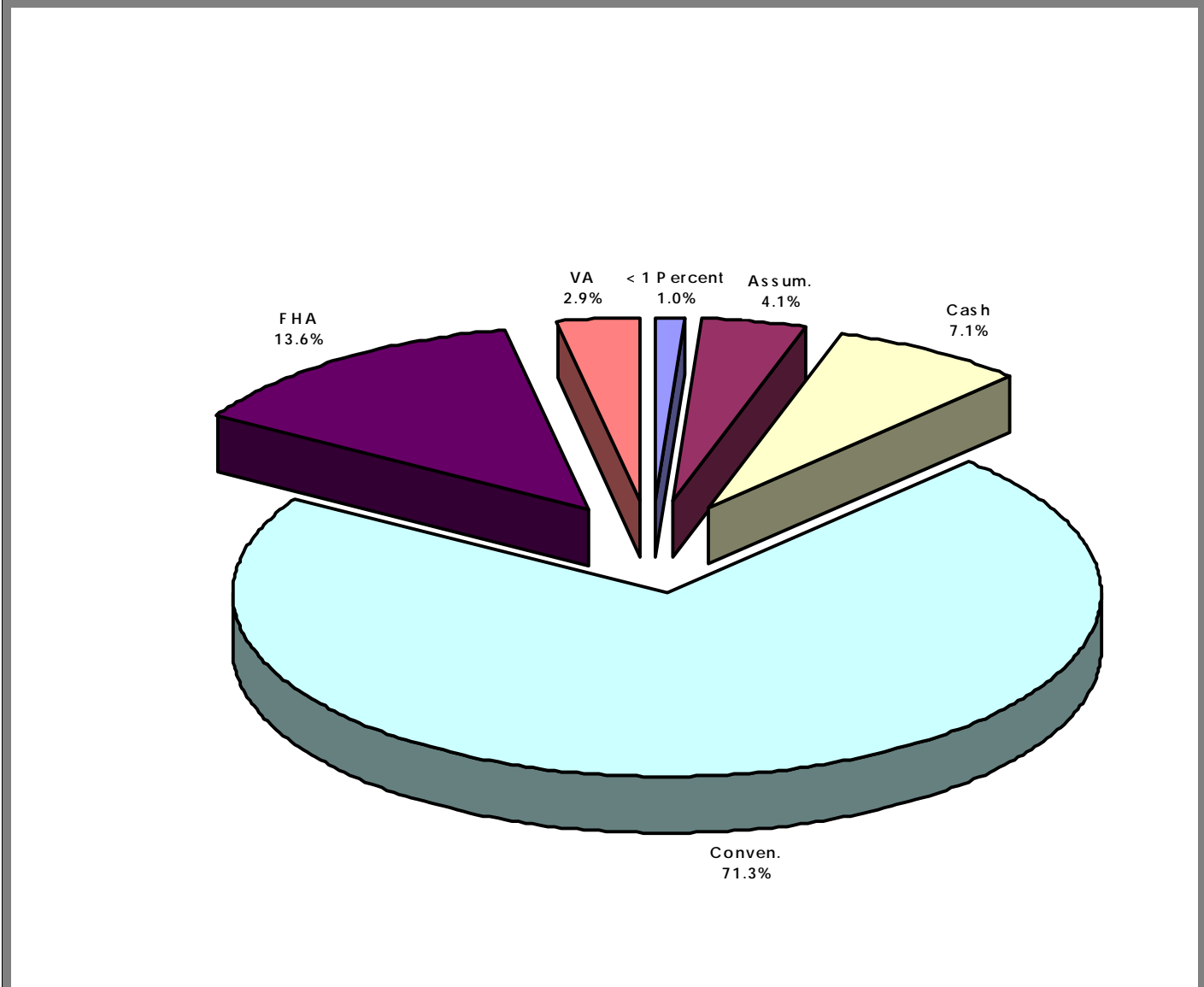
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
		4 2	5 5	4 4 1	5 9	Davidson 39
1		1	1 1	3 1	7	Forsyth 15
3 2 1	10	15 3 1	14 12 1	33 13 1	41 13 3	Guilford 166
		2 3	1 1	1	7 3	Randolph 18
3 3 1	10	22 8 1	21 19 1	41 18 2	60 25 3	SUBTOTAL 238

\$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
7 12 1	8 14 1	2 35 1	11 120 11	4 40 23 1	3 36 36 11	Davidson 416
1 3	8 2	10 10 1	17 157 8	6 52 27	19 48 4	Forsyth 388
34 23 1	51 39 6	35 33	56 225 30 1	13 125 114 7	2 74 178 42	Guilford 1,255
4 4	10 7 1	11 20 1	5 79 2	1 31 14 1	26 13 8	Randolph 256
46 42 2	77 62 8	58 98 3	89 581 51 1	24 248 178 9	5 155 275 65	TOTAL 2,315

Current Residential Listings By Number of Bedrooms



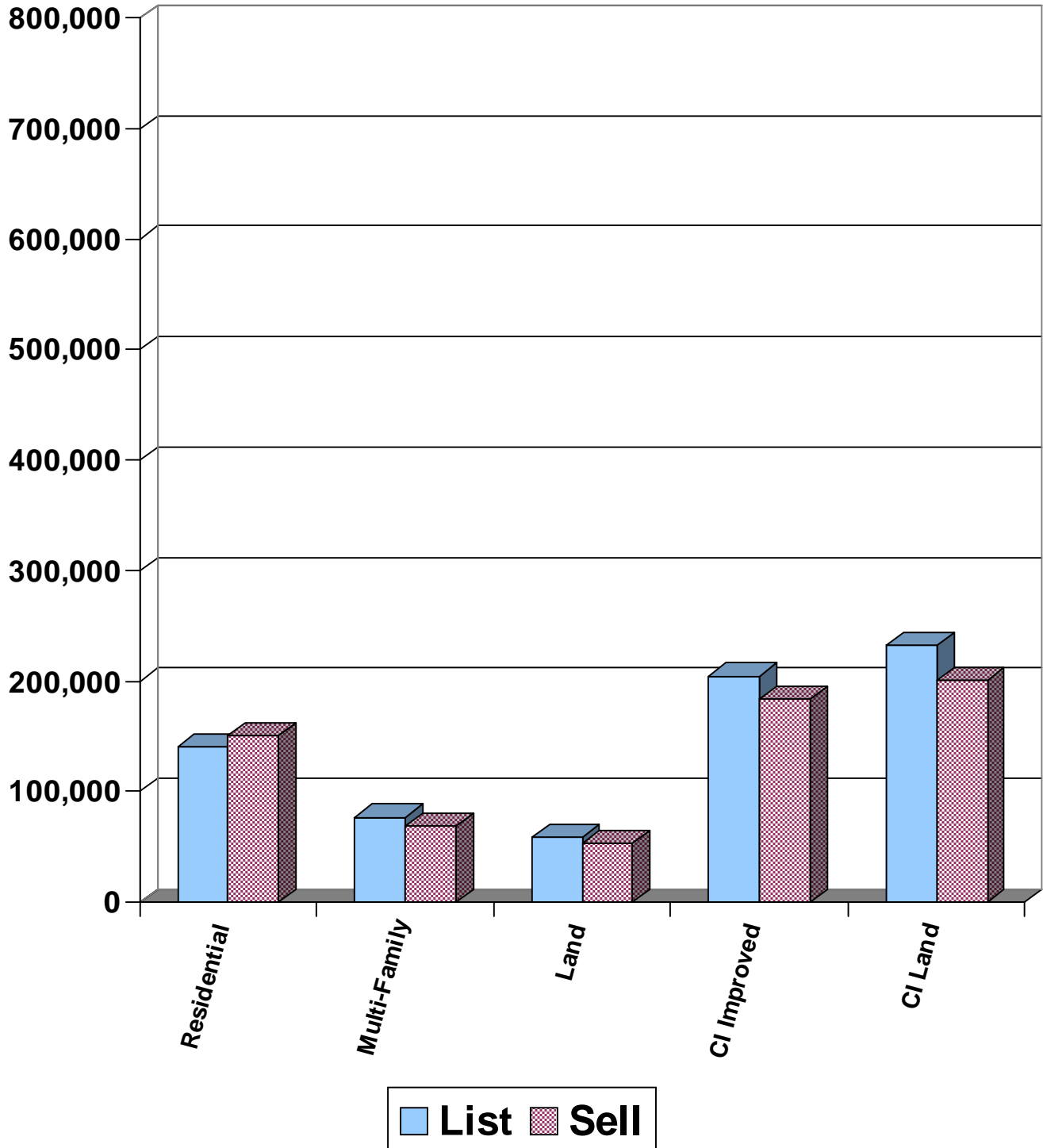
High Point Association of Realtors, Inc. SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

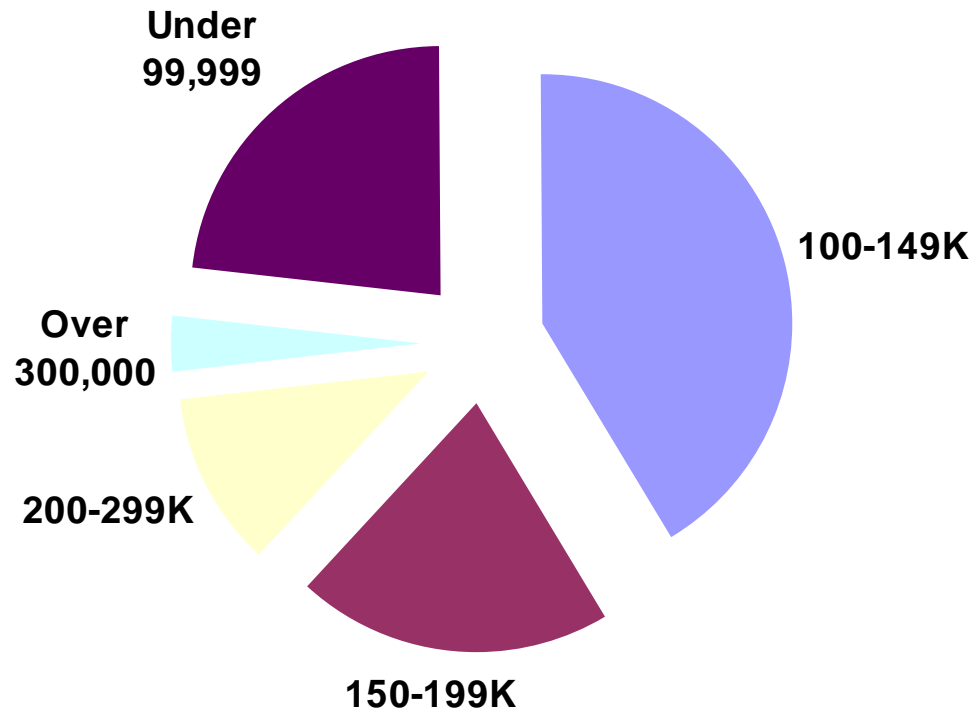
Assumable	4.1%
Cash	7.1%
Conventional	71.3%
Exchange	0.1%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	13.6%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.2%
Other	0.0%
Owner Financing	0.3%
VA	2.9%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



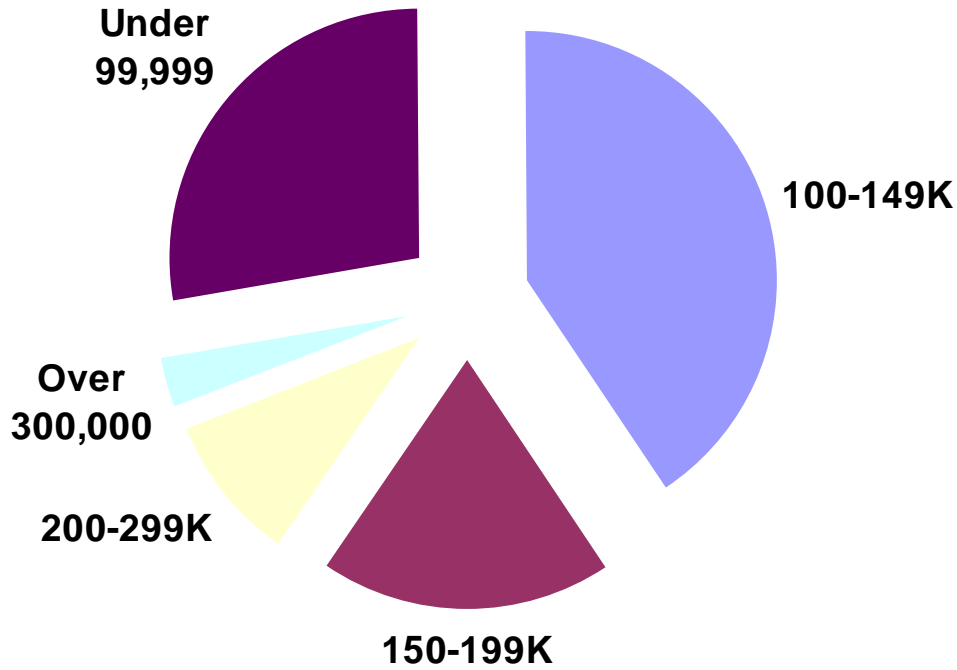
SOLD LISTINGS BY PRICE RANGE

May
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	11	3.7%
50,000 - 99,999	58	19.7%
100,000 - 149,999	122	41.5%
150,000 - 199,999	59	20.1%
200,000 - 249,999	26	8.8%
250,000 - 299,999	8	2.7%
300,000 - 349,999	6	2.0%
350,000 - 399,999	2	0.7%
400,000 - 449,999		
450,000 - 499,999	2	0.7%
OVER - 500,000		

SOLD LISTINGS BY PRICE RANGE
SECOND QUARTER TO DATE
SINGLE FAMILY

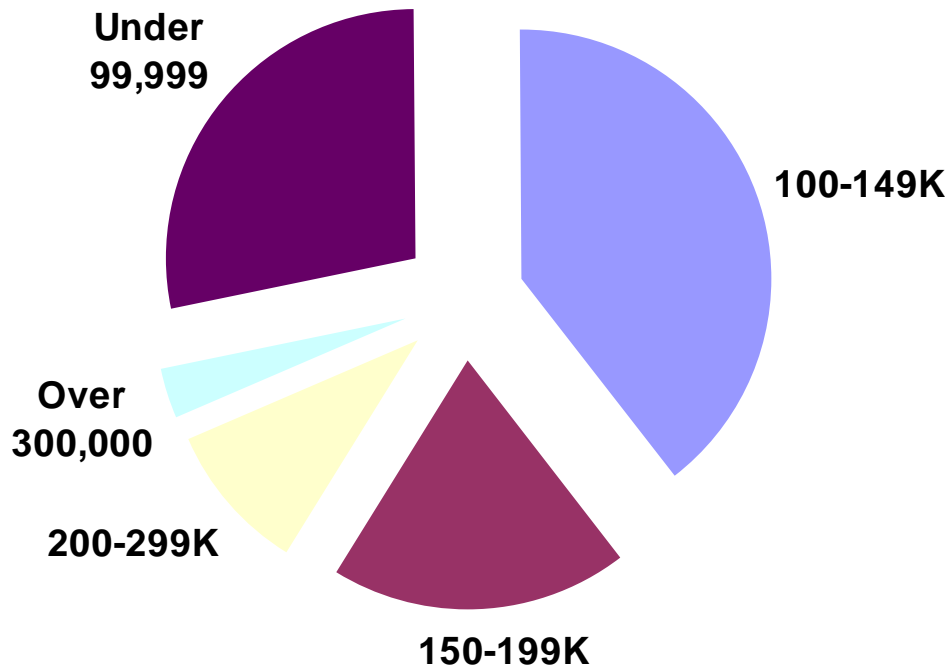


PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	30	4.8%
50,000 - 99,999	142	22.9%
100,000 - 149,999	252	40.6%
150,000 - 199,999	116	18.7%
200,000 - 249,999	42	6.8%
250,000 - 299,999	17	2.7%
300,000 - 349,999	11	1.8%
350,000 - 399,999	3	0.5%
400,000 - 449,999	1	0.2%
450,000 - 499,999	5	0.8%
OVER - 500,000	1	0.2%

SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE

SINGLE FAMILY



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	75	5.8%
50,000 - 99,999	288	22.4%
100,000 - 149,999	508	39.5%
150,000 - 199,999	248	19.3%
200,000 - 249,999	79	6.1%
250,000 - 299,999	44	3.4%
300,000 - 349,999	26	2.0%
350,000 - 399,999	5	0.4%
400,000 - 449,999	5	0.4%
450,000 - 499,999	5	0.4%
OVER - 500,000	4	0.3%

High Point Association of Realtors, Inc.

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Run date: 5/31/2003

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
Davidson	416	145	115	14,624,631	14,965,105	97.72%	127,171	135	0	0	0	127,014
Forsyth	388	183	123	18,708,604	19,102,522	97.94%	152,102	136	0	0	0	153,735
Guilford	1,255	522	294	40,057,600	41,424,032	96.70%	136,250	112	0	0	0	148,160
Randolph	256	96	48	5,812,421	5,943,961	97.79%	121,092	131	0	0	0	129,747
TOTAL	2,315	946	580	79,203,256	81,435,620	97.26%	136,557	123	0	0	0	143,638

High Point Association of Realtors, Inc.

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-2003 Through 31-May-2003

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2002 thru 5/31/2002	1/1/2003 thru 5/31/2003	
\$ 29,999 and Under	18	21	16.7%
\$ 30,000 - \$ 39,999	22	33	50.0%
\$ 40,000 - \$ 49,999	33	37	12.1%
\$ 50,000 - \$ 59,999	52	51	-1.9%
\$ 60,000 - \$ 69,999	71	85	19.7%
\$ 70,000 - \$ 79,999	73	88	20.5%
\$ 80,000 - \$ 89,999	80	116	45.0%
\$ 90,000 - \$ 99,999	104	132	26.9%
\$100,000 - \$119,999	220	264	20.0%
\$120,000 - \$139,999	227	300	32.2%
\$140,000 - \$159,999	154	243	57.8%
\$160,000 - \$179,999	112	161	43.8%
\$180,000 - \$199,999	91	126	38.5%
\$200,000 - \$249,999	105	154	46.7%
\$250,000 - \$299,999	51	91	78.4%
\$300,000 - \$399,999	51	78	52.9%
\$400,000 - \$499,999	4	21	425.0%
\$500,000 and Above	11	19	72.7%
TOTAL	1,479	2,020	36.6%