

Winston-Salem Regional Association of Realtors

December 2002

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,330	1,006,509,046	159,006		
NEW LISTINGS IN DECEMBER	649	93,186,456	143,585		10.3% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,554	791,445,319	173,791		
1 BEDROOM OR LESS	36	3,863,850	107,329		0.8% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	605	59,535,596	98,406		13.3% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,824	416,132,907	147,356		62.0% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	922	239,315,976	259,562		20.2% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	167	72,596,990	434,713		3.7% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,330	1,006,509,046	159,006		
RESIDENTIAL HOMES	4,169	750,671,443	180,060		65.9% OF CURRENT BY STYLE AND AREA
Guilford	298	72,588,733	243,586		7.1% OF RESIDENTIAL HOMES
Greensboro	3	1,344,500	448,167		1.0% OF Guilford County
High Point	173	36,682,485	212,037		58.1% OF Guilford County
Jamestown	18	2,879,700	159,983		6.0% OF Guilford County
Other	104	31,682,048	304,635		34.9% OF Guilford County
Alleghany	1	399,900	399,900		0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	666	108,213,718	162,483		16.0% OF RESIDENTIAL HOMES
Davie	397	91,163,897	229,632		9.5% OF RESIDENTIAL HOMES
Forsyth	2,016	354,099,193	175,644		48.4% OF RESIDENTIAL HOMES
Rockingham	217	32,945,085	151,821		5.2% OF RESIDENTIAL HOMES
Stokes	228	35,989,687	157,850		5.5% OF RESIDENTIAL HOMES
Surry	256	36,139,630	141,170		6.1% OF RESIDENTIAL HOMES
Wilkes	3	3,105,900	1,035,300		0.1% OF RESIDENTIAL HOMES
Yadkin	57	8,942,500	156,886		1.4% OF RESIDENTIAL HOMES
Other	30	7,083,200	236,107		0.7% OF RESIDENTIAL HOMES
CONDO	377	39,811,776	105,602		6.0% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	23	3,762,787	163,599		0.4% OF CURRENT BY STYLE AND AREA
LAND	1,572	134,230,990	85,389		24.8% OF CURRENT BY STYLE AND AREA
CI IMPROVED	111	43,867,400	395,202		1.8% OF CURRENT BY STYLE AND AREA
CI LAND	70	33,202,550	474,322		1.1% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	7,505	1,096,145,214	146,055	136	
DECEMBER SALES	551	80,465,169	146,035	138	7.3% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,704	250,243,230	146,856	139	
RESIDENTIAL FINANCING YTD	6,838	1,047,691,085	153,216	123	
Assumable	235	30,264,167	128,784	115	3.4% OF RESIDENTIAL FINANCING YTD
Cash	604	69,663,011	115,336	118	8.8% OF RESIDENTIAL FINANCING YTD
Conventional	4,950	828,876,209	167,450	125	72.4% OF RESIDENTIAL FINANCING YTD
Exchange	7	1,703,500	243,357	111	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	3	364,900	121,633	165	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	44	5,435,000	123,523	116	0.6% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	765	82,406,058	107,720	114	11.2% OF RESIDENTIAL FINANCING YTD
L/A Escal	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Fixed	2	151,000	75,500	134	0.0% OF RESIDENTIAL FINANCING YTD
L/A Qual	0				0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	3	345,700	115,233	176	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	3	231,400	77,133	47	0.0% OF RESIDENTIAL FINANCING YTD
Other	2	88,000	44,000	207	0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	22	3,026,070	137,549	263	0.3% OF RESIDENTIAL FINANCING YTD
VA	182	23,471,870	128,966	122	2.7% OF RESIDENTIAL FINANCING YTD
Non-Specified	1	86,500	86,500	185	0.0% OF RESIDENTIAL FINANCING YTD

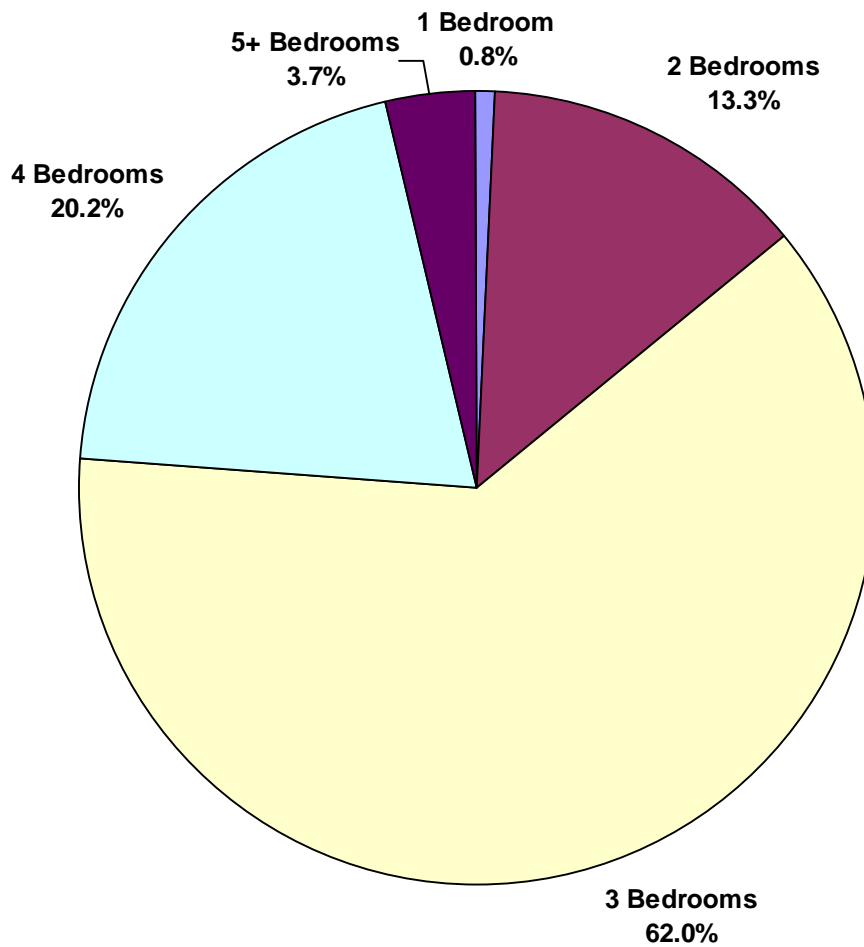
## Winston-Salem Regional Association of Realtors

### PROFILE OF CURRENT RESIDENTIAL LISTINGS

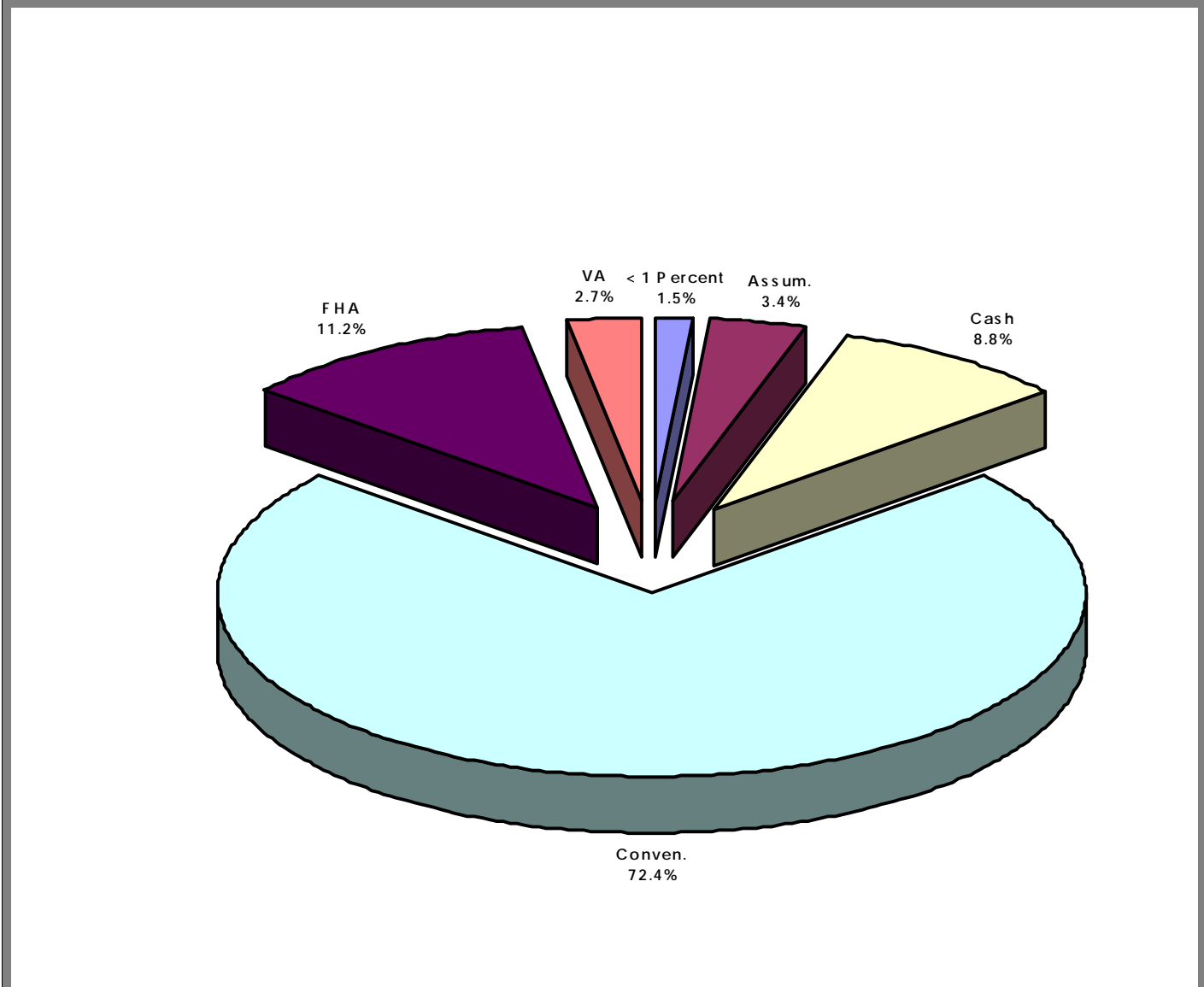
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	3	3 1	7 6 2	10 8 1	10 11 1	Davidson 63
	1	1	1	1 5	1 9	Davie 19
	1	19 3 1	25 7	28 8 2	35 24 6 1	Forsyth 160
				1		Guilford 1
	1	1 1 1	1 1	2	1	Other 9
	1	2 1	4 3	3 4	4 7 1	Rockingham 30
	1	2	3	1 4	5	Stokes 16
2	1	3 3	9 2	4 6 2	9 17 1	Surry 59
						Wilkes 0
		1 1	2 1	1 1	1 1 1	Yadkin 10
2	6 3	32 10 2	51 20 3	50 36 6	61 74 10 1	<b>SUBTOTAL 367</b>

\$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	Alleghany 1
						Ashe 0
5 14 1	12 25 3 1	6 42 1	9 26 20	5 74 28 1	3 60 54 14	Davidson 701
4 8 1	3 14	1 11 2	18 86 3	5 55 19 1	4 59 80 19	Davie 412
50 36 1 1	65 51 2 2	38 90 8	86 752 64 7	17 296 116 10	7 138 232 62	Forsyth 2,291
	1	23	19 57 2	59 38	1 38 98 9	Guilford 346
2	1 2		5	1 2 1	5 1 1	Other 30
2 12 1	4 10 3	3 9 1 2	60 9 1	2 16 8	19 21 4	Rockingham 217
4 10 3	5 16 5	1 11 2	5 64 11 1	2 31 7 3	2 16 10 5	Stokes 230
5 14 1 1	5 16 2 1	1 16 1	6 38 15 1	30 6 3	2 17 16 9	Surry 265
					1 1 1	Wilkes 3
1 3 1	2 1	1 5	1 12 1	5 1	1 6 4 3	Yadkin 58
71 99 8 3	97 136 15 4	74 184 15 2	144 1334 124 11	32 568 224 18	21 360 517 126	<b>TOTAL 4,554</b>

# Current Residential Listings By Number of Bedrooms



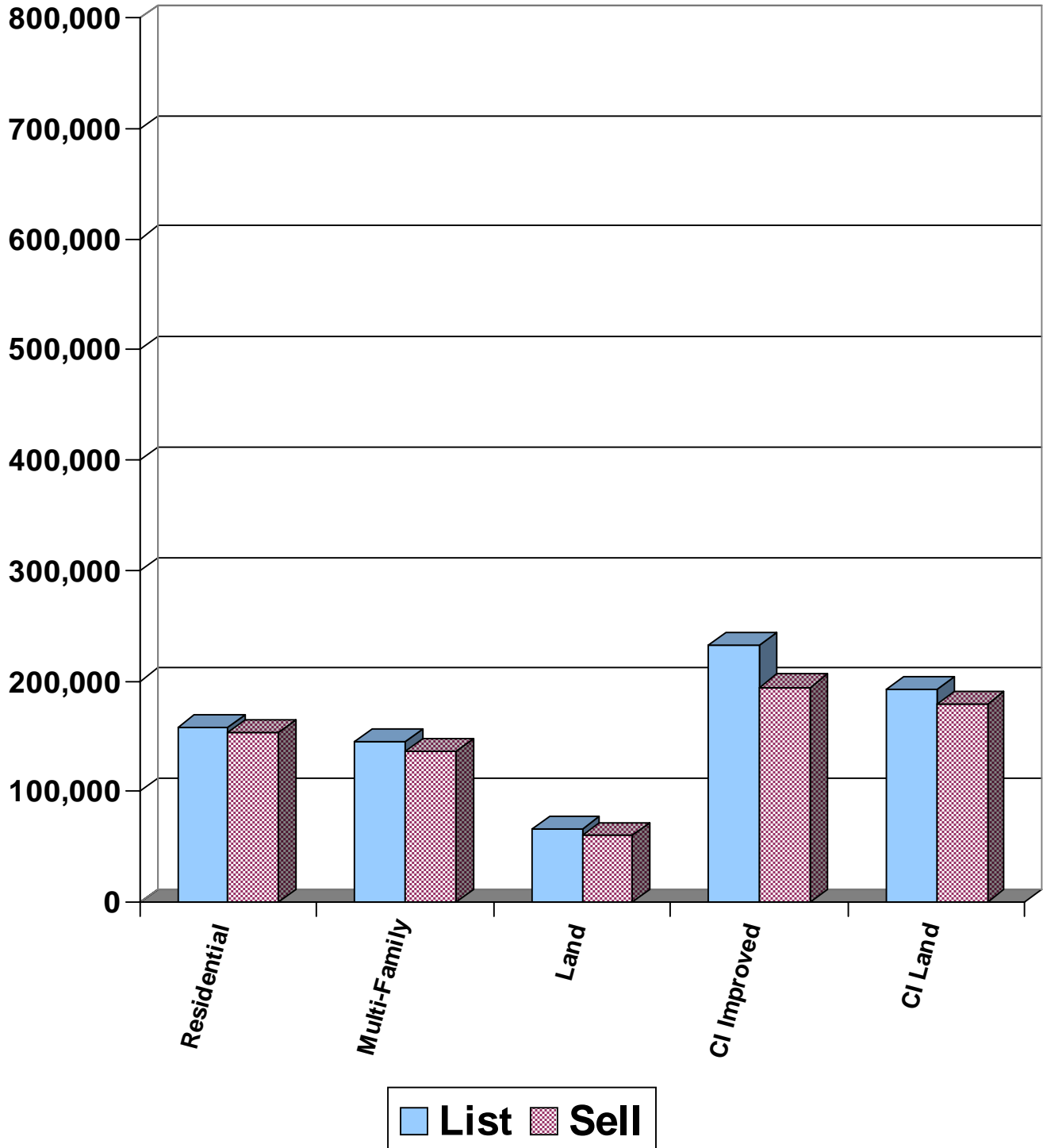
## Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD\* BY SOLD TERMS



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

Assumable	3.4%
Cash	8.8%
Conventional	72.4%
Exchange	0.1%
Fannie Mae	0.0%
Farmers Home Loan	0.6%
Federal Land Bank	0.0%
FHA	11.2%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.3%
VA	2.7%
Non-Specified	0.0%

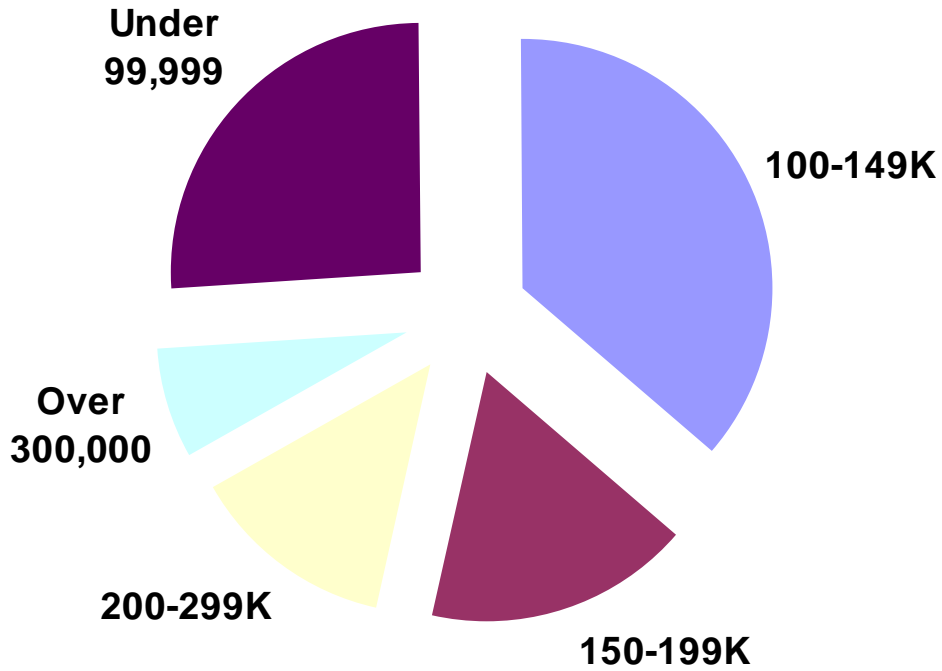
# AVERAGE SELLING PRICE YTD



### SOLD LISTINGS BY PRICE RANGE

December

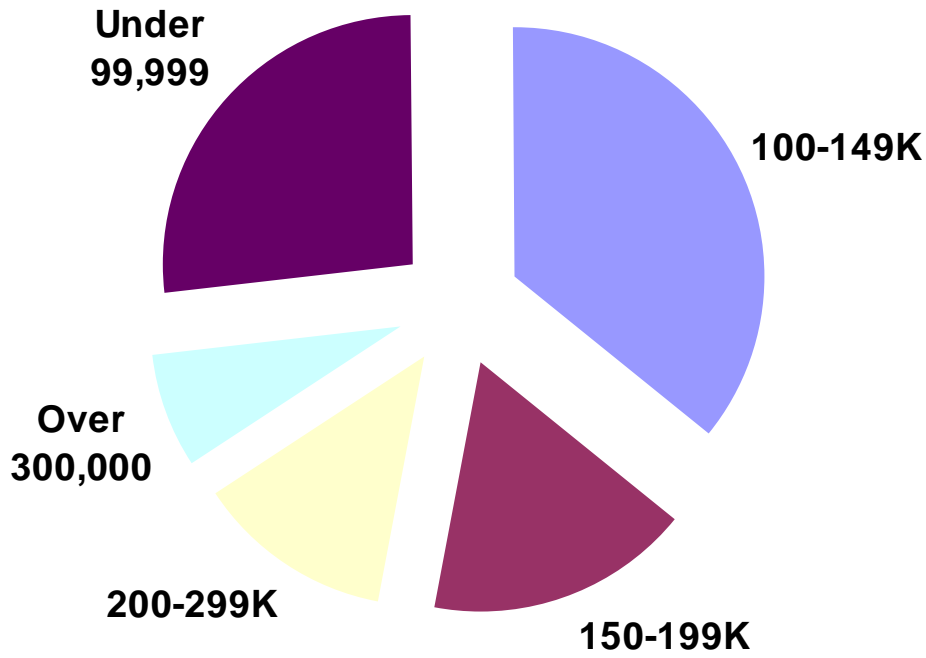
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	27	5.4%
50,000 - 99,999	105	20.9%
100,000 - 149,999	183	36.4%
150,000 - 199,999	85	16.9%
200,000 - 249,999	44	8.7%
250,000 - 299,999	23	4.6%
300,000 - 349,999	12	2.4%
350,000 - 399,999	9	1.8%
400,000 - 449,999	9	1.8%
450,000 - 499,999	1	0.2%
OVER - 500,000	5	1.0%

### SOLD LISTINGS BY PRICE RANGE

Fourth Quarter  
SINGLE FAMILY

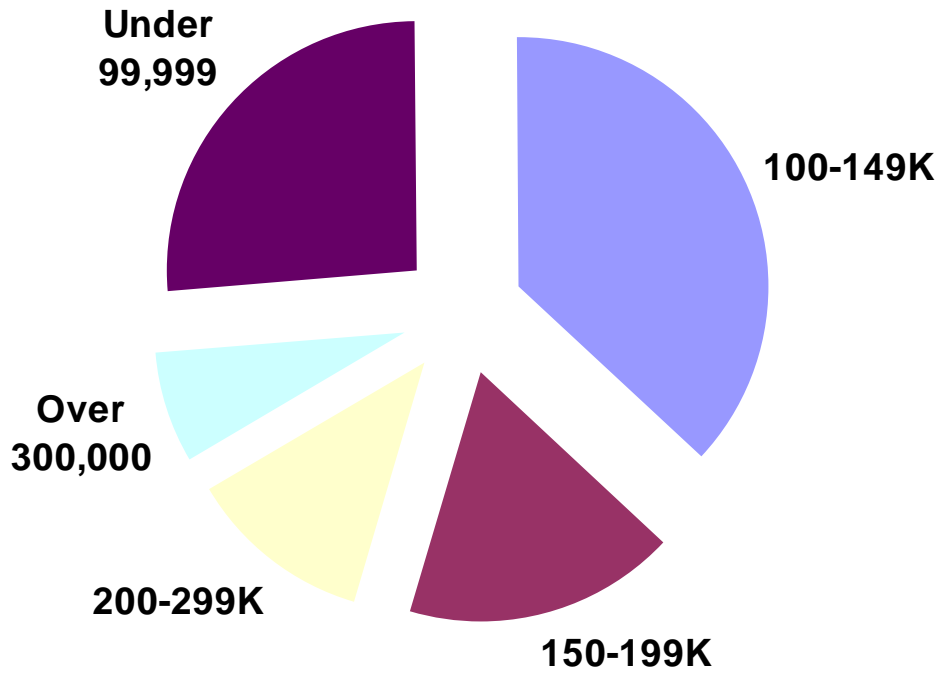


<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	96	6.1%
50,000 - 99,999	325	20.8%
100,000 - 149,999	559	35.7%
150,000 - 199,999	266	17.0%
200,000 - 249,999	128	8.2%
250,000 - 299,999	74	4.7%
300,000 - 349,999	46	2.9%
350,000 - 399,999	21	1.3%
400,000 - 449,999	16	1.0%
450,000 - 499,999	8	0.5%
OVER - 500,000	25	1.6%

### SOLD LISTINGS BY PRICE RANGE

YEAR-TO-DATE

SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	367	5.4%
50,000 - 99,999	1,427	21.0%
100,000 - 149,999	2,512	36.9%
150,000 - 199,999	1,197	17.6%
200,000 - 249,999	502	7.4%
250,000 - 299,999	311	4.6%
300,000 - 349,999	193	2.8%
350,000 - 399,999	107	1.6%
400,000 - 449,999	68	1.0%
450,000 - 499,999	29	0.4%
OVER - 500,000	93	1.4%

Winston-Salem Regional Association of Realtors

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Run date: 12/31/2002

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR VOLUME SOLD PRICE	TOTAL DOLLAR VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	1	0	1	50,000	1	000.00%	50,000	32	0	0	0	182,800
Ashe	0	0	0						0	0	0	
Davidson	701	294	203	25,926,470	26,428,928	98.10%	127,717	125	0	0	0	130,220
Davie	412	147	93	17,123,142	17,658,780	96.97%	184,120	134	0	0	0	182,529
Forsyth	2,291	1,002	988	156,088,724	161,690,234	96.54%	157,985	120	0	0	0	154,237
Guilford	346	178	126	25,000,805	25,451,015	98.23%	198,419	128	0	0	0	193,962
Other	30	26	0						0	0	0	182,971
Rockingham	217	114	35	3,960,000	4,124,000	96.02%	113,143	146	0	0	0	133,839
Stokes	230	92	59	6,625,900	6,944,190	95.42%	112,303	166	0	0	0	123,322
Surry	265	107	47	4,779,950	5,218,800	91.59%	101,701	190	0	0	0	123,363
Wilkes	3	1	0						0	0	0	1,035,300
Yadkin	58	24	12	1,287,900	1,419,450	90.73%	107,325	161	0	0	0	124,250
TOTAL	4,554	1,985	1,564	240,842,891	248,935,398	96.75%	153,992	127	0	0	0	152,770

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-2002 Through 31-Dec-2002

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2001 thru 12/31/2001	1/1/2002 thru 12/31/2002	
\$ 29,999 and Under	65	61	-6.2%
\$ 30,000 - \$ 39,999	86	114	32.6%
\$ 40,000 - \$ 49,999	127	158	24.4%
\$ 50,000 - \$ 59,999	167	193	15.6%
\$ 60,000 - \$ 69,999	224	277	23.7%
\$ 70,000 - \$ 79,999	268	362	35.1%
\$ 80,000 - \$ 89,999	415	489	17.8%
\$ 90,000 - \$ 99,999	486	518	6.6%
\$100,000 - \$119,999	1,079	1,205	11.7%
\$120,000 - \$139,999	1,202	1,429	18.9%
\$140,000 - \$159,999	669	878	31.2%
\$160,000 - \$179,999	527	616	16.9%
\$180,000 - \$199,999	393	510	29.8%
\$200,000 - \$249,999	466	655	40.6%
\$250,000 - \$299,999	333	415	24.6%
\$300,000 - \$399,999	310	377	21.6%
\$400,000 - \$499,999	94	120	27.7%
\$500,000 and Above	102	142	39.2%
<b>TOTAL</b>	<b>7,013</b>	<b>8,519</b>	<b>21.5%</b>