

Winston-Salem Regional Association of Realtors
February 2003

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,730	1,089,047,292	161,820		
NEW LISTINGS IN FEBRUARY	945	147,300,731	155,874		14.0% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,839	850,453,813	175,750		
1 BEDROOM OR LESS	33	3,574,425	108,316		0.7% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	634	62,226,331	98,149		13.1% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,984	439,061,321	147,139		61.7% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,009	263,926,406	261,572		20.9% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	179	81,665,330	456,231		3.7% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,730	1,089,047,292	161,820		
RESIDENTIAL HOMES	4,429	805,914,634	181,963		65.8% OF CURRENT BY STYLE AND AREA
Guilford	303	77,555,596	255,959		6.8% OF RESIDENTIAL HOMES
Greensboro	6	1,951,800	325,300		2.0% OF Guilford County
High Point	179	38,985,319	217,795		59.1% OF Guilford County
Jamestown	11	1,815,000	165,000		3.6% OF Guilford County
Other	107	34,803,477	325,266		35.3% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	712	113,424,596	159,304		16.1% OF RESIDENTIAL HOMES
Davie	391	90,002,821	230,186		8.8% OF RESIDENTIAL HOMES
Forsyth	2,165	388,980,213	179,668		48.9% OF RESIDENTIAL HOMES
Rockingham	254	37,462,433	147,490		5.7% OF RESIDENTIAL HOMES
Stokes	250	40,646,870	162,587		5.6% OF RESIDENTIAL HOMES
Surry	263	38,246,880	145,425		5.9% OF RESIDENTIAL HOMES
Wilkes	2	2,898,000	1,449,000		0.0% OF RESIDENTIAL HOMES
Yadkin	61	9,045,225	148,282		1.4% OF RESIDENTIAL HOMES
Other	28	7,652,000	273,286		0.6% OF RESIDENTIAL HOMES
CONDO	404	43,728,460	108,239		6.0% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	21	3,395,987	161,714		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,678	153,453,702	91,450		24.9% OF CURRENT BY STYLE AND AREA
CI IMPROVED	108	40,558,600	375,543		1.6% OF CURRENT BY STYLE AND AREA
CI LAND	84	41,185,190	490,300		1.2% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	817	108,340,823	132,608	137	
FEBRUARY SALES	380	51,909,499	136,604	135	46.5% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	817	108,340,823	132,608	137	
RESIDENTIAL FINANCING YTD	741	103,335,933	139,455	130	
Assumable	23	2,732,866	118,820	145	3.1% OF RESIDENTIAL FINANCING YTD
Cash	102	10,184,026	99,843	125	13.8% OF RESIDENTIAL FINANCING YTD
Conventional	505	77,876,969	154,212	134	68.2% OF RESIDENTIAL FINANCING YTD
Exchange	3	515,750	171,917	189	0.4% OF RESIDENTIAL FINANCING YTD
Fannie Mae	0				0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	3	281,000	93,667	107	0.4% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	83	8,861,722	106,768	109	11.2% 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	0				0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	0				0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	0				0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	4	397,900	99,475	224	0.5% OF RESIDENTIAL FINANCING YTD
VA	16	2,266,200	141,638	117	2.2% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

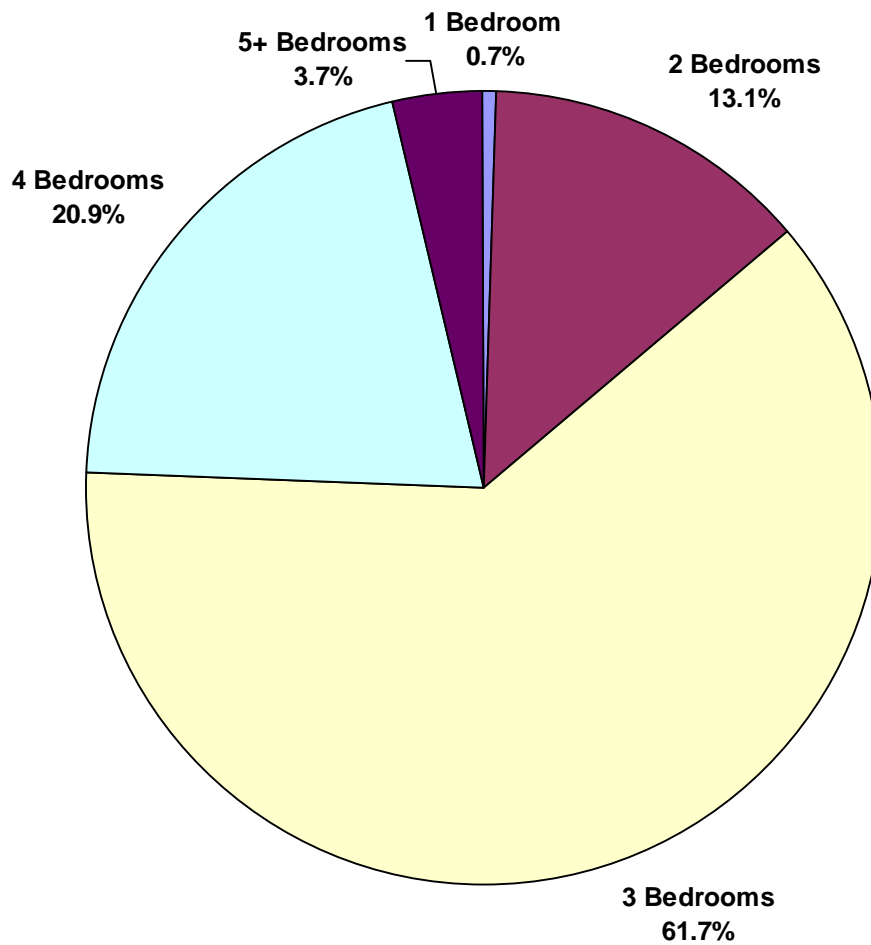
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

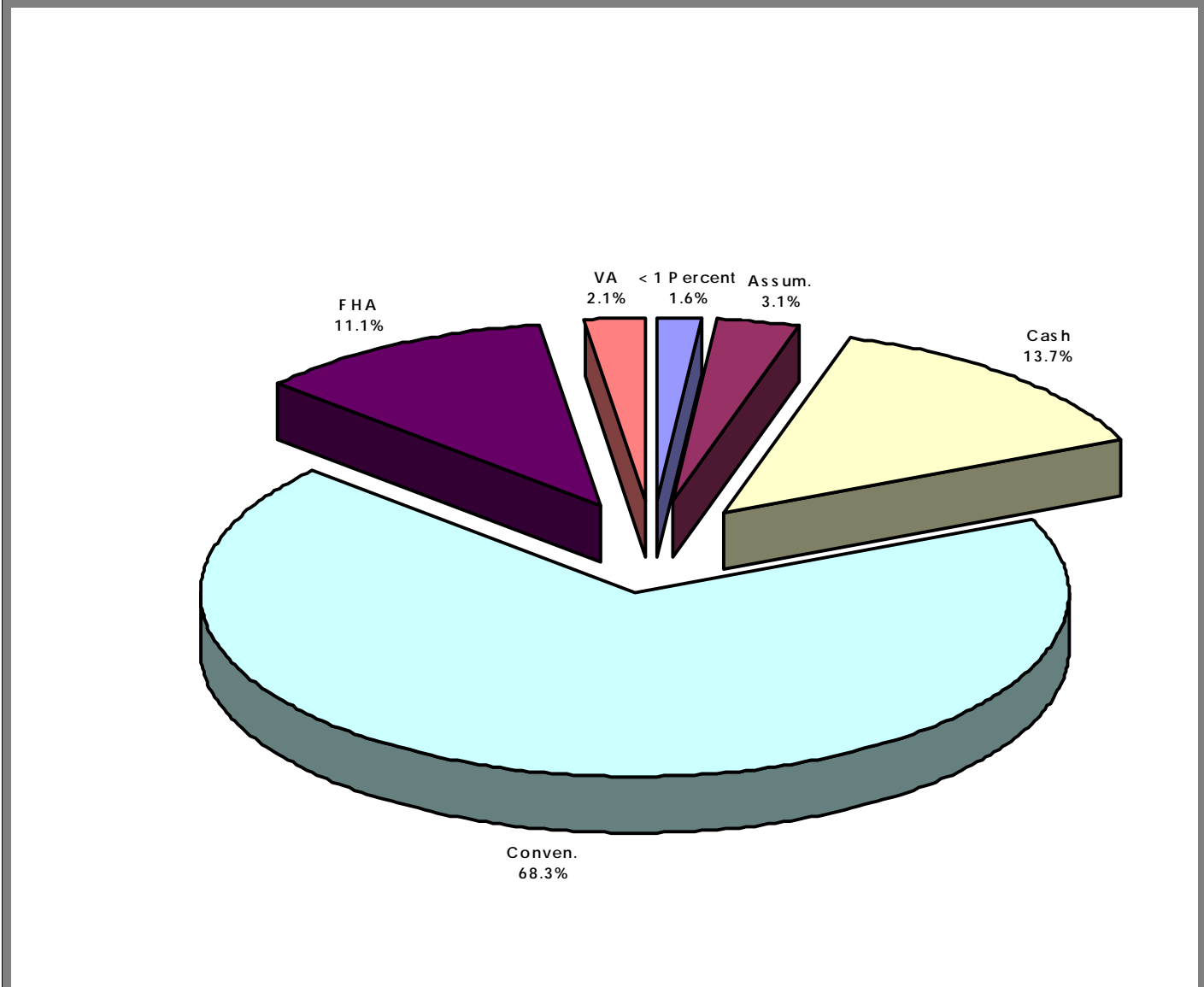
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	4 1	1 2	7 10 1	11 5 1	10 12 1	Davidson 66
1		1 1		3 4	11	Davie 21
2	3	12 4	17 4 1	17 9 1	37 21 5	Forsyth 133
				1		Guilford 1
	1	1 1		2	1	Other 6
1	1	3 1 1	4 4	6 6	4 7 2	Rockingham 40
	1	2	3 1	2 6	2 8 1	Stokes 26
2	2 1	4	6 4	6 2 1	14 14 2	Surry 58
						Wilkes 0
		1	2 1	2	2 1	Yadkin 9
3 3	11 3	23 10 1 1	39 24 2	49 33 3	70 73 12	SUBTOTAL 360

\$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
						Alleghany 0
						Ashe 0
8 8 1	13 33 2 1	7 49 3	10 265 19	4 81 31 2	3 63 54 17	Davidson 740
4 10 1	14 1	2 10 2	19 88 2	4 51 16	3 60 80 20	Davie 408
52 38 2 1	80 41 2 1	37 85 4	95 841 62 7	18 334 123 10	8 136 263 72	Forsyth 2,445
		23	13 53 2	56 39	1 32 116 17	Guilford 353
2	1 1		1 3	1 2 2	1 5 1 2	Other 28
4 15 2	4 16 2	3 8 1	66 13	3 18 11 1	21 23 3	Rockingham 254
3 13 3	4 13 2	1 14 3	4 75 9	2 38 12 3	3 14 13 5	Stokes 260
6 11 4	3 15 3	2 13 2	9 51 22 2	2 25 9 4	1 17 20 8	Surry 287
					1 1	Wilkes 2
4 2	2 1	1 5	3 13 1	5 2	7 5 2	Yadkin 62
81 99 13 1	02 134 12 2	76 184 15	154 1455 130 9	34 610 245 20	20 356 576 146	TOTAL 4,839

Current Residential Listings By Number of Bedrooms



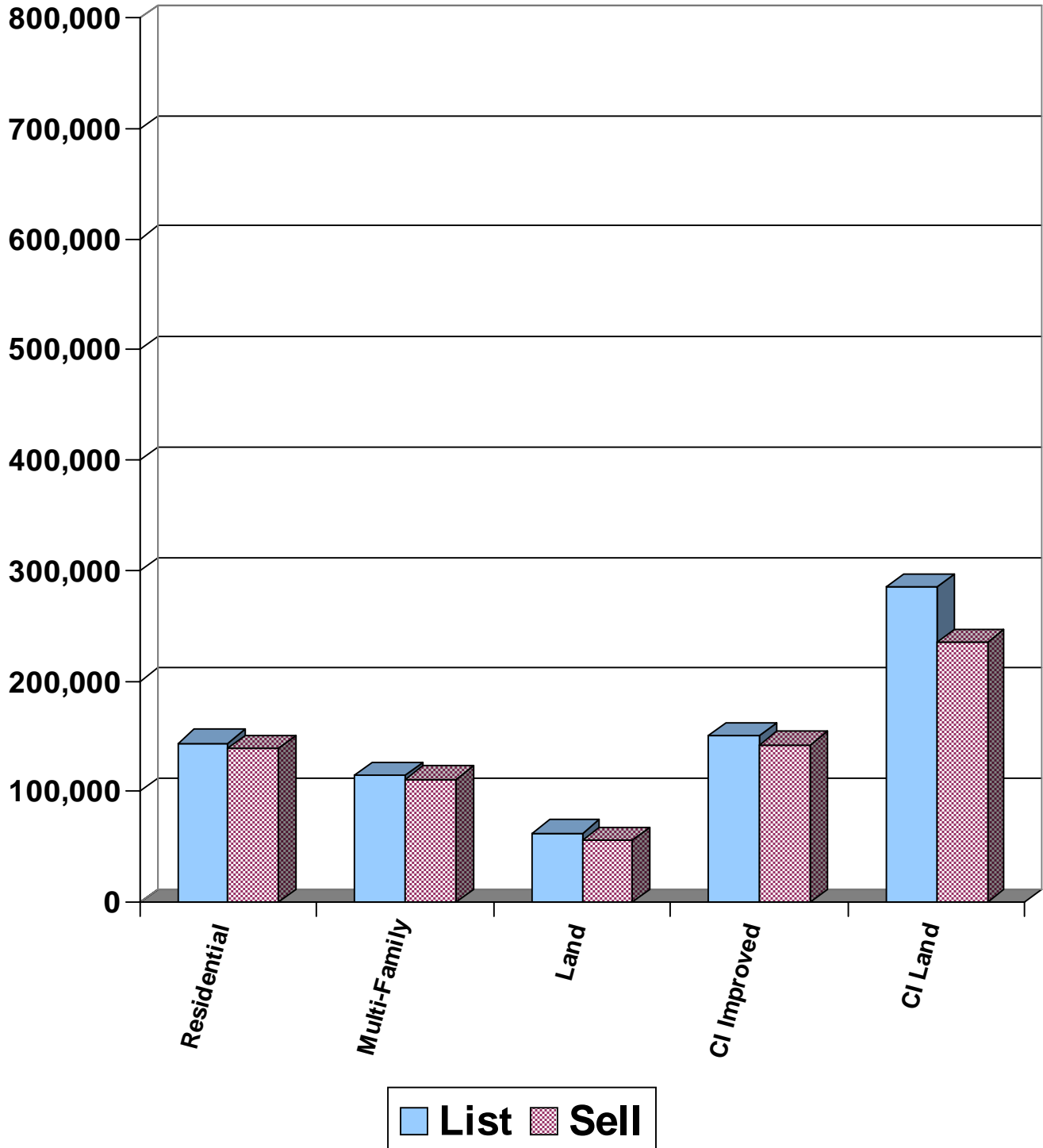
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

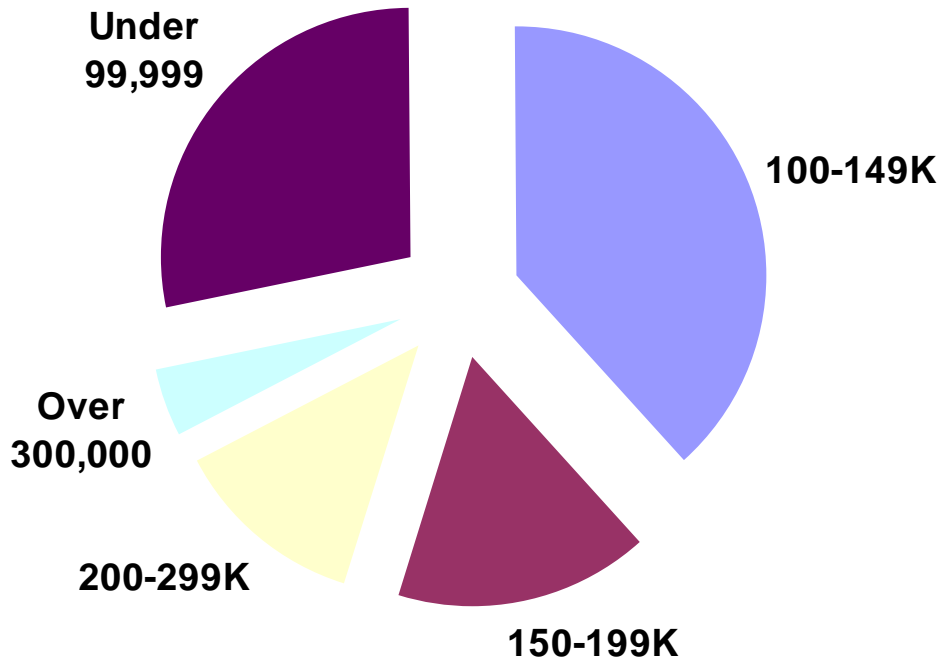
Assumable	3.1%
Cash	13.7%
Conventional	68.3%
Exchange	0.4%
Fannie Mae	0.0%
Farmers Home Loan	0.4%
Federal Land Bank	0.0%
FHA	11.1%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.5%
VA	2.1%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

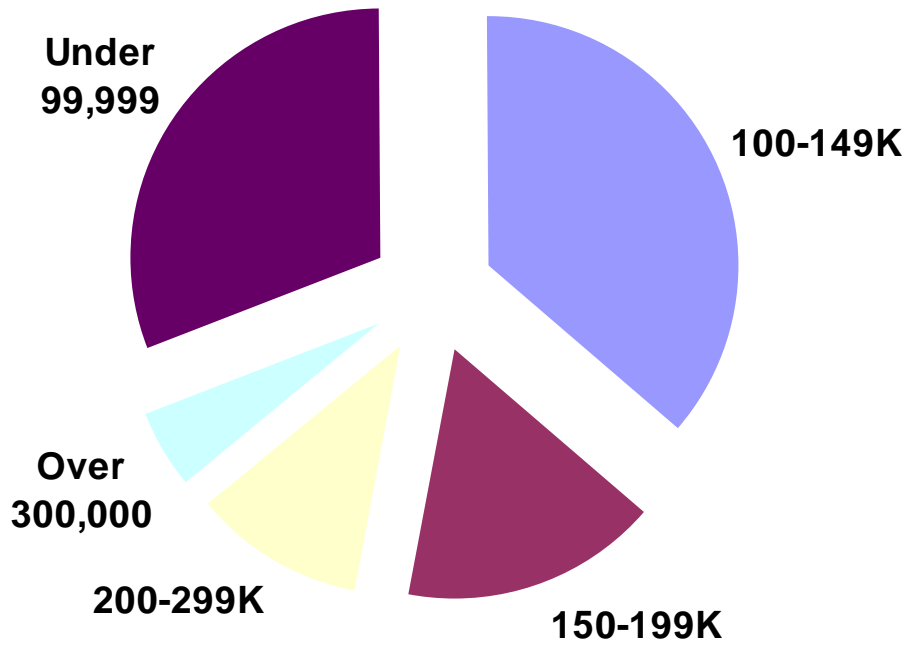
February

SINGLE FAMILY

<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	22	6.2%
50,000 - 99,999	78	22.1%
100,000 - 149,999	135	38.2%
150,000 - 199,999	58	16.4%
200,000 - 249,999	30	8.5%
250,000 - 299,999	14	4.0%
300,000 - 349,999	7	2.0%
350,000 - 399,999	6	1.7%
400,000 - 449,999		
450,000 - 499,999	1	0.3%
OVER - 500,000	2	0.6%

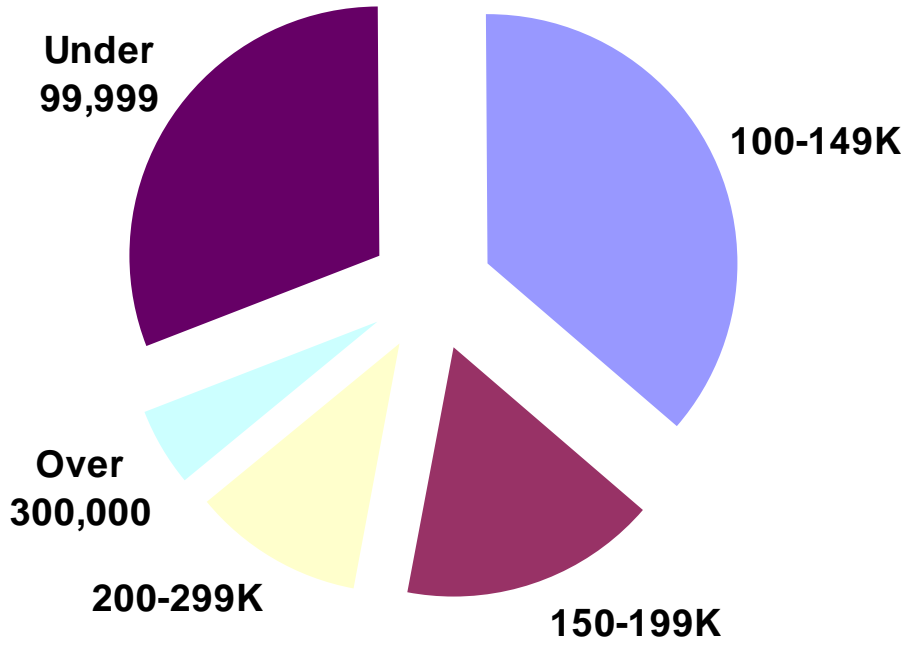
SOLD LISTINGS BY PRICE RANGE

First Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	61	8.2%
50,000 - 99,999	170	22.8%
100,000 - 149,999	271	36.4%
150,000 - 199,999	123	16.5%
200,000 - 249,999	54	7.2%
250,000 - 299,999	29	3.9%
300,000 - 349,999	15	2.0%
350,000 - 399,999	10	1.3%
400,000 - 449,999	2	0.3%
450,000 - 499,999	5	0.7%
OVER - 500,000	5	0.7%

SOLD LISTINGS BY PRICE RANGE
YEAR-TO-DATE
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	61	8.8%
50,000 - 99,999	160	23.1%
100,000 - 149,999	253	36.5%
150,000 - 199,999	111	16.0%
200,000 - 249,999	47	6.8%
250,000 - 299,999	28	4.0%
300,000 - 349,999	14	2.0%
350,000 - 399,999	8	1.2%
400,000 - 449,999	2	0.3%
450,000 - 499,999	5	0.7%
OVER - 500,000	4	0.6%

Winston-Salem Regional Association of Realtors

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Run date: 2/28/2003

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	0	0	0						0	0	0	74,251
Ashe	0	0	0						0	0	0	
Davidson	740	270	114	13,867,307	14,293,244	97.02%	121,643	130	0	0	0	130,073
Davie	408	104	30	4,703,938	4,820,470	97.58%	156,798	153	0	0	0	182,134
Forsyth	2,445	960	447	61,938,665	63,744,210	97.17%	138,565	128	0	0	0	154,540
Guilford	353	132	70	13,450,025	13,858,875	97.05%	192,143	121	0	0	0	195,411
Other	28	4	0						0	0	0	203,743
Rockingham	254	91	19	2,240,522	2,365,300	94.72%	117,922	111	0	0	0	132,937
Stokes	260	97	29	3,927,176	4,064,450	96.62%	135,420	132	0	0	0	124,934
Surry	287	105	23	2,534,700	2,728,000	92.91%	110,204	200	0	0	0	125,089
Wilkes	2	0	0						0	0	0	1,449,000
Yadkin	62	20	9	673,600	703,800	95.71%	74,844	119	0	0	0	121,808
TOTAL	4,839	1,783	741	103,335,933	106,578,349	96.96%	139,455	130	0	0	0	153,013

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-2003 Through 28-Feb-2003

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2002 thru 2/28/2002	1/1/2003 thru 2/28/2003	
\$ 29,999 and Under	11	9	-18.2%
\$ 30,000 - \$ 39,999	17	16	-5.9%
\$ 40,000 - \$ 49,999	23	20	-13.0%
\$ 50,000 - \$ 59,999	25	34	36.0%
\$ 60,000 - \$ 69,999	41	62	51.2%
\$ 70,000 - \$ 79,999	53	75	41.5%
\$ 80,000 - \$ 89,999	78	94	20.5%
\$ 90,000 - \$ 99,999	73	105	43.8%
\$100,000 - \$119,999	188	250	33.0%
\$120,000 - \$139,999	243	335	37.9%
\$140,000 - \$159,999	137	188	37.2%
\$160,000 - \$179,999	89	149	67.4%
\$180,000 - \$199,999	65	117	80.0%
\$200,000 - \$249,999	112	135	20.5%
\$250,000 - \$299,999	71	77	8.5%
\$300,000 - \$399,999	54	79	46.3%
\$400,000 - \$499,999	18	31	72.2%
\$500,000 and Above	23	38	65.2%
TOTAL	1,321	1,814	37.3%