

Winston-Salem Regional Association of Realtors
January 2003

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,577	1,069,024,877	162,540		
NEW LISTINGS IN JANUARY	1,174	194,962,606	166,067		17.9% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,698	832,435,746	177,189		
1 BEDROOM OR LESS	33	3,592,450	108,862		0.7% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	594	58,746,164	98,899		12.6% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,912	431,253,660	148,095		62.0% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	981	259,246,543	264,268		20.9% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	178	79,596,929	447,174		3.8% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,577	1,069,024,877	162,540		
RESIDENTIAL HOMES	4,319	791,650,553	183,295		65.7% OF CURRENT BY STYLE AND AREA
Guilford	298	75,229,888	252,449		6.9% OF RESIDENTIAL HOMES
Greensboro	3	1,568,400	522,800		1.0% OF Guilford County
High Point	177	38,015,985	214,780		59.4% OF Guilford County
Jamestown	14	2,179,300	155,664		4.7% OF Guilford County
Other	104	33,466,203	321,790		34.9% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	698	112,467,667	161,128		16.2% OF RESIDENTIAL HOMES
Davie	387	89,250,668	230,622		9.0% OF RESIDENTIAL HOMES
Forsyth	2,119	383,223,765	180,851		49.1% OF RESIDENTIAL HOMES
Rockingham	216	34,123,539	157,979		5.0% OF RESIDENTIAL HOMES
Stokes	242	39,047,636	161,354		5.6% OF RESIDENTIAL HOMES
Surry	264	38,674,690	146,495		6.1% OF RESIDENTIAL HOMES
Wilkes	3	3,105,900	1,035,300		0.1% OF RESIDENTIAL HOMES
Yadkin	64	9,344,300	146,005		1.5% OF RESIDENTIAL HOMES
Other	28	7,182,500	256,518		0.6% OF RESIDENTIAL HOMES
CONDO	374	40,086,593	107,183		5.7% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	21	3,418,487	162,785		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,654	147,070,554	88,918		25.1% OF CURRENT BY STYLE AND AREA
CI IMPROVED	115	44,895,300	390,394		1.7% OF CURRENT BY STYLE AND AREA
CI LAND	89	41,204,790	462,975		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	372	48,510,387	130,404	136	
JANUARY SALES	372	48,510,387	130,404	136	00.0% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	372	48,510,387	130,404	136	
RESIDENTIAL FINANCING YTD	332	46,187,447	139,119	127	
Assumable	7	962,216	137,459	108	2.1% OF RESIDENTIAL FINANCING YTD
Cash	56	5,310,351	94,828	121	16.9% OF RESIDENTIAL FINANCING YTD
Conventional	230	35,675,720	155,112	131	69.3% OF RESIDENTIAL FINANCING YTD
Exchange	0				0.0% OF RESIDENTIAL FINANCING YTD
Fannie Mae	0				0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	1	90,000	90,000	79	0.3% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	30	3,159,160	105,305	101	9.0% 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	2	284,900	142,450	208	0.6% OF RESIDENTIAL FINANCING YTD
VA	6	705,100	117,517	150	1.8% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

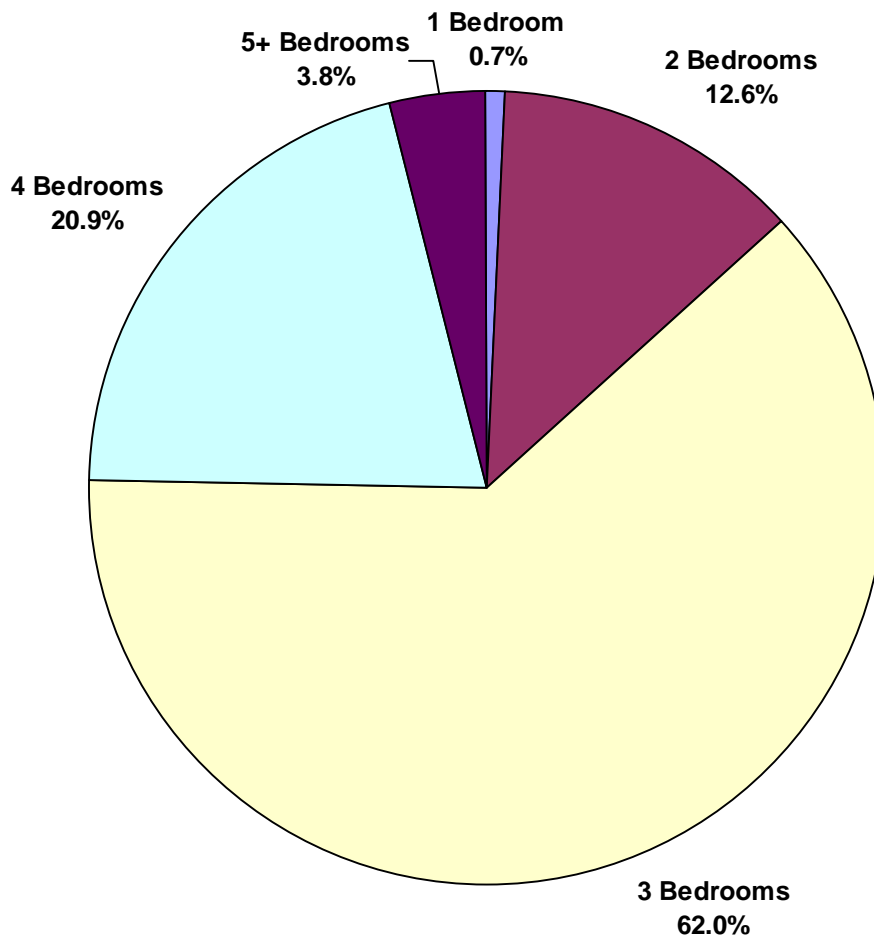
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

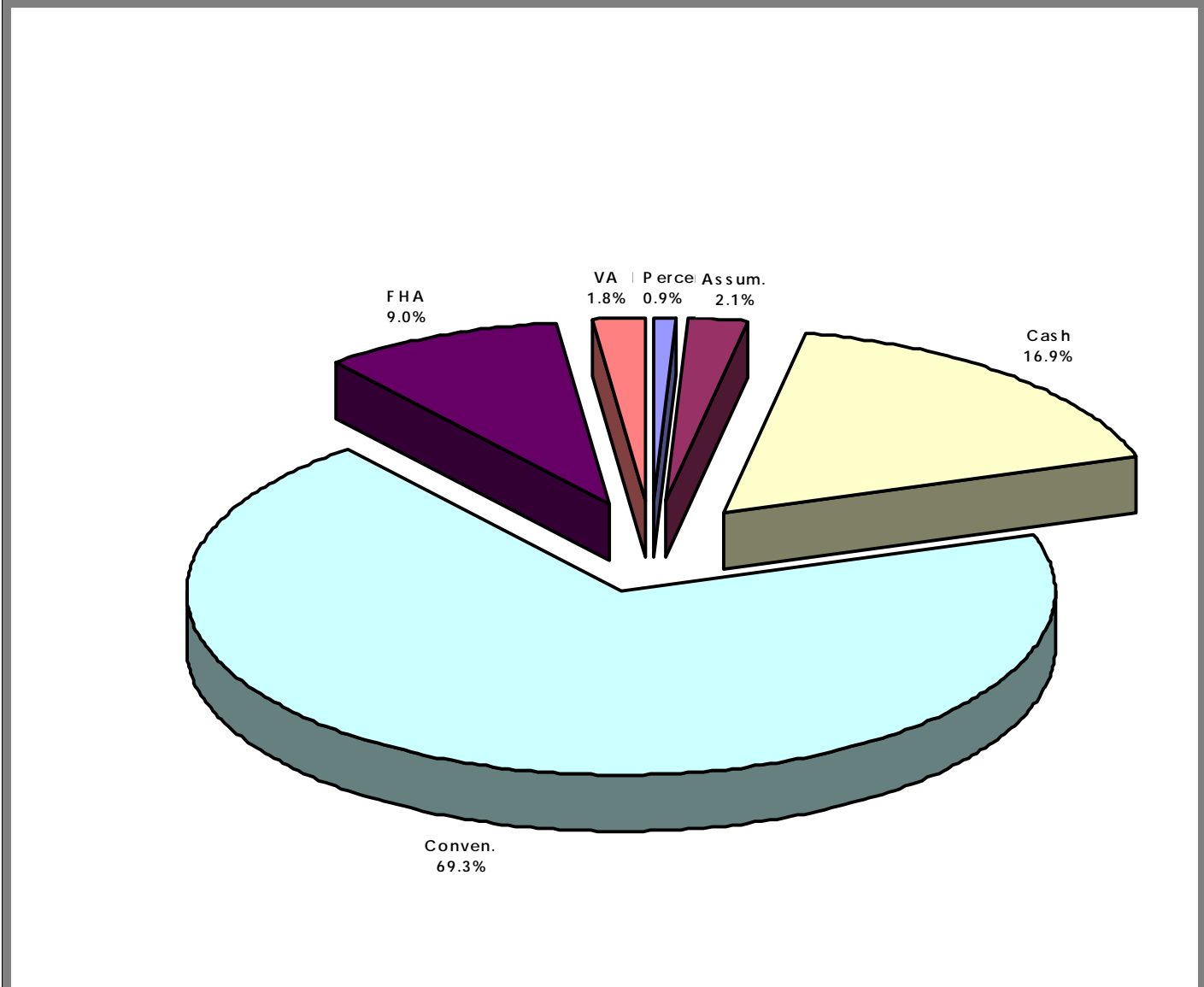
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	4 1	1 1	7 6	11 10 1	12 11 1	Davidson 66
	1	1		3 4	10	Davie 19
2	3	14 2	18 7 1	22 5 1	35 23 4 1	Forsyth 138
				1		Guilford 1
	1	1 1 1		2	1	Other 7
1		1 1	2 2	4 4	3 5 1	Rockingham 24
	1	2	4 1	2 4	6	Stokes 20
2 1	2	4 1	6 3	4 4 2	10 18 1	Surry 58
						Wilkes 0
		1 1	1 1	2 1	2 1 1	Yadkin 11
3 3	10 3	24 7 1 1	38 20 1	50 32 5	63 74 8 1	SUBTOTAL 344

\$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
7 10 1 1	13 26 2 1	7 46 1	9 264 20 1	4 81 31 2	2 65 58 13	Davidson 731
4 8 1	1 18	1 9 3	18 87 3	3 50 15	3 56 86 19	Davie 404
46 40 1 2	77 43 3 1	34 90 6	86 804 64 6	14 325 119 10	9 147 255 71	Forsyth 2,391
		22	15 59 1	53 40	1 30 110 14	Guilford 346
2	1 1		1 4	1 2 1	1 5 1 1	Other 28
2 11 3	4 14 1	1 8 2	63 6 1	3 15 10 1	21 22 4	Rockingham 216
3 13 3	5 15 4	1 14 2 1	4 65 10	1 36 8 4	3 15 12 5	Stokes 244
8 10 4	2 19 5 1	2 12 2	5 33 20 2	1 26 7 2	2 23 18 8	Surry 270
					1 1 1	Wilkes 3
3 3	4 1	1 6	2 12 1 1	6 1	1 6 4 2	Yadkin 65
73 97 13 3	02 137 15 3	69 185 14 3	140 1391 125 11	27 594 232 19	23 369 567 137	TOTAL 4,698

Current Residential Listings By Number of Bedrooms



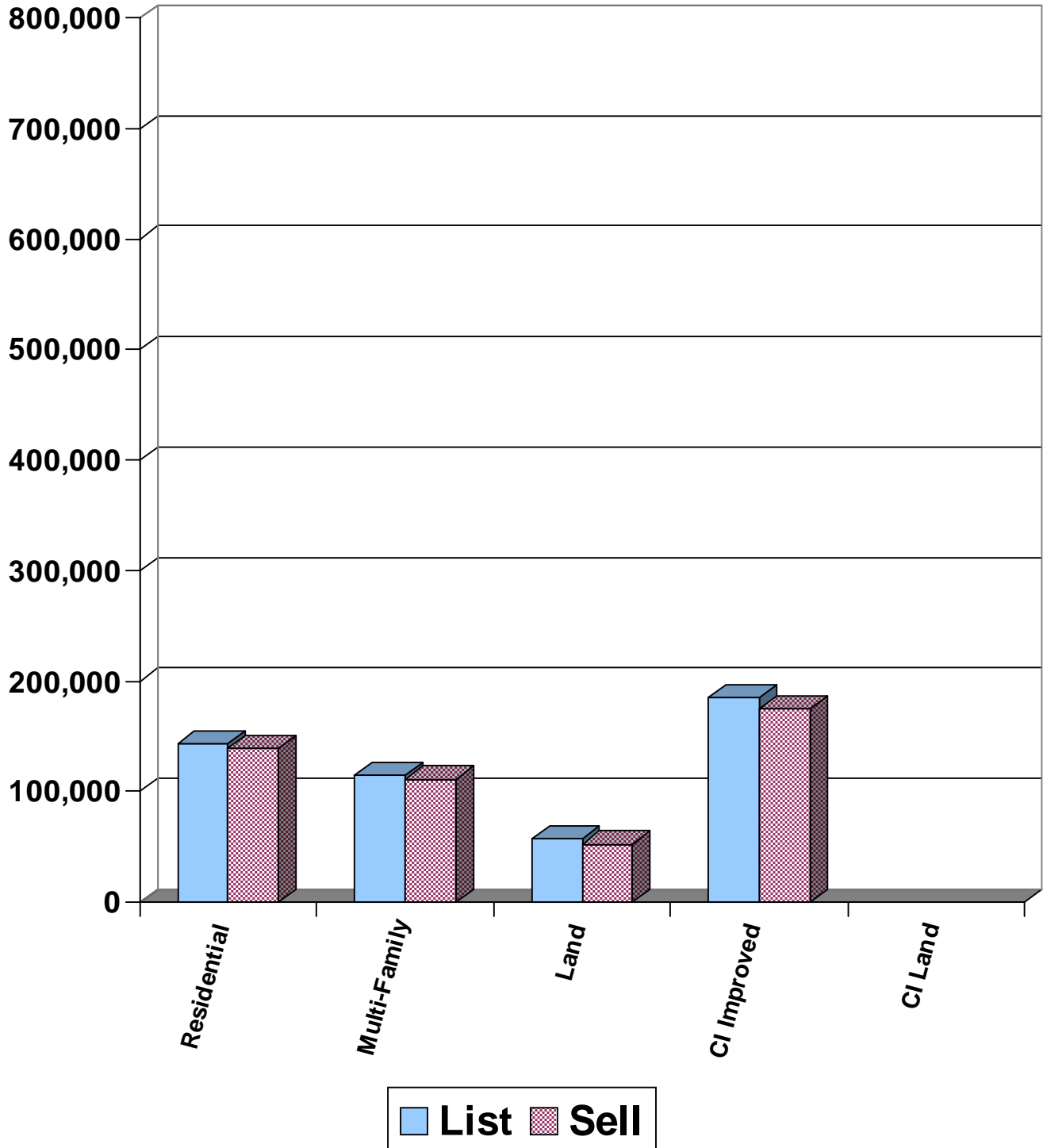
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

Assumable	2.1%
Cash	16.9%
Conventional	69.3%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.3%
Federal Land Bank	0.0%
FHA	9.0%
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	0.6%
VA	1.8%
Non-Specified	0.0%

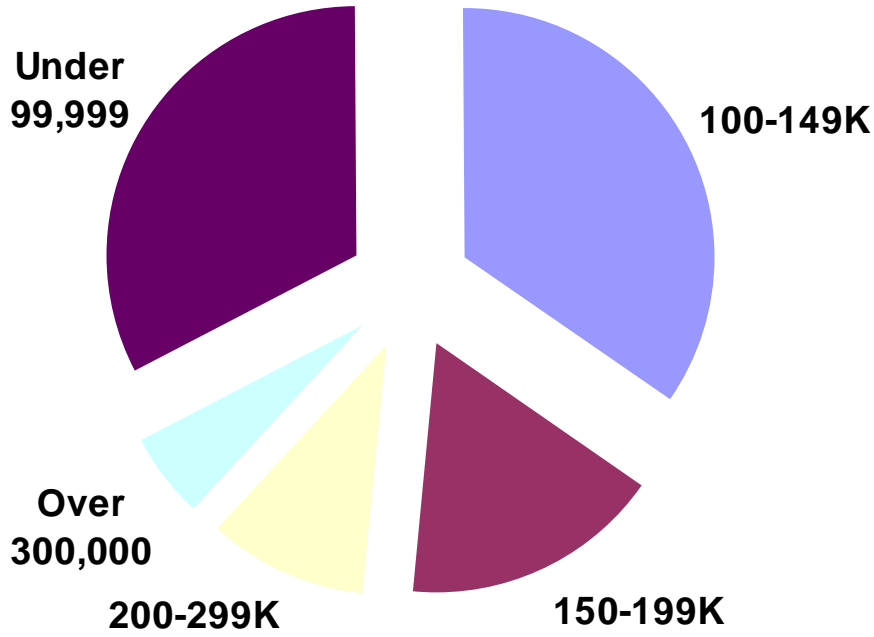
AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

January

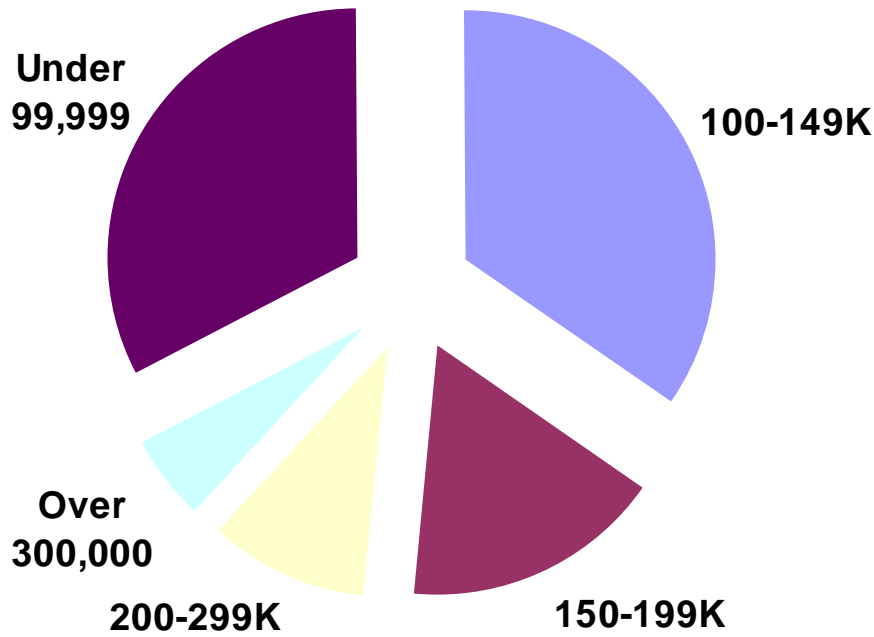
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	32	9.6%
50,000 - 99,999	77	23.2%
100,000 - 149,999	115	34.6%
150,000 - 199,999	56	16.9%
200,000 - 249,999	19	5.7%
250,000 - 299,999	15	4.5%
300,000 - 349,999	7	2.1%
350,000 - 399,999	3	0.9%
400,000 - 449,999	2	0.6%
450,000 - 499,999	4	1.2%
OVER - 500,000	2	0.6%

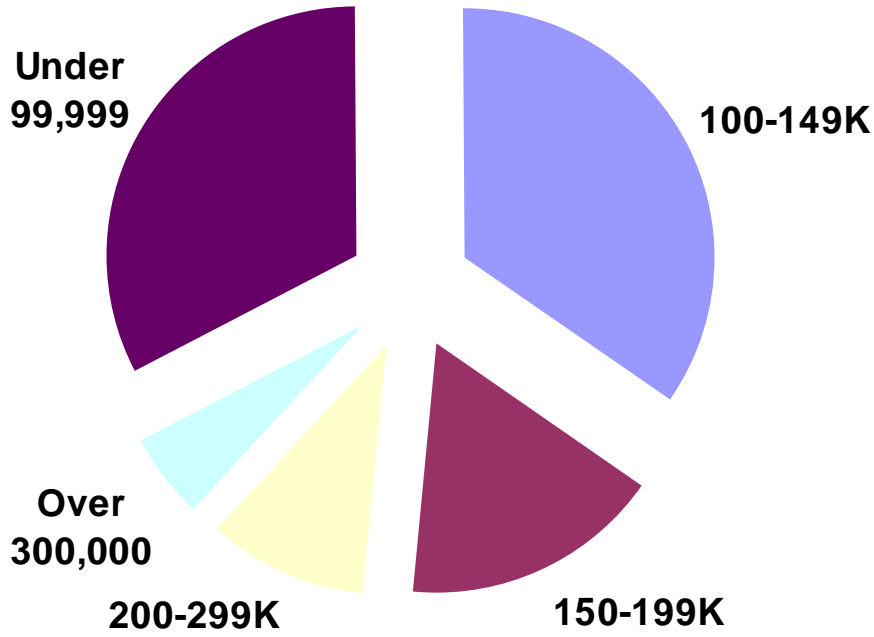
SOLD LISTINGS BY PRICE RANGE

First Quarter
SINGLE FAMILY



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	32	9.6%
50,000 - 99,999	77	23.2%
100,000 - 149,999	115	34.6%
150,000 - 199,999	56	16.9%
200,000 - 249,999	19	5.7%
250,000 - 299,999	15	4.5%
300,000 - 349,999	7	2.1%
350,000 - 399,999	3	0.9%
400,000 - 449,999	2	0.6%
450,000 - 499,999	4	1.2%
OVER - 500,000	2	0.6%

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



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	30	10.3%
50,000 - 99,999	69	23.7%
100,000 - 149,999	97	33.3%
150,000 - 199,999	50	17.2%
200,000 - 249,999	16	5.5%
250,000 - 299,999	13	4.5%
300,000 - 349,999	6	2.1%
350,000 - 399,999	2	0.7%
400,000 - 449,999	2	0.7%
450,000 - 499,999	4	1.4%
OVER - 500,000	2	0.7%

Winston-Salem Regional Association of Realtors

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Run date: 1/31/2003

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	731	163	50	5,616,492	5,883,819	95.46%	112,330	137	0	0	0	130,125
Davie	404	59	17	2,427,817	2,478,749	97.95%	142,813	173	0	0	0	182,202
Forsyth	2,391	562	203	28,444,491	29,101,122	97.74%	140,121	121	0	0	0	154,746
Guilford	346	77	28	5,204,675	5,365,875	97.00%	185,881	111	0	0	0	194,884
Other	28	2	0						0	0	0	193,309
Rockingham	216	39	11	1,534,622	1,635,400	93.84%	139,511	106	0	0	0	136,105
Stokes	244	51	11	1,771,350	1,829,750	96.81%	161,032	157	0	0	0	124,540
Surry	270	52	9	944,500	1,011,400	93.39%	104,944	150	0	0	0	125,219
Wilkes	3	0	0						0	0	0	1,035,300
Yadkin	65	9	3	243,500	252,700	96.36%	81,167	162	0	0	0	122,459
TOTAL	4,698	1,014	332	46,187,447	47,558,815	97.12%	139,119	127	0	0	0	153,190

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

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

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2002 thru 1/31/2002	1/1/2003 thru 1/31/2003	
\$ 29,999 and Under	4	6	50.0%
\$ 30,000 - \$ 39,999	11	8	-27.3%
\$ 40,000 - \$ 49,999	13	9	-30.8%
\$ 50,000 - \$ 59,999	15	15	0.0%
\$ 60,000 - \$ 69,999	22	32	45.5%
\$ 70,000 - \$ 79,999	23	40	73.9%
\$ 80,000 - \$ 89,999	40	49	22.5%
\$ 90,000 - \$ 99,999	40	55	37.5%
\$100,000 - \$119,999	96	148	54.2%
\$120,000 - \$139,999	104	162	55.8%
\$140,000 - \$159,999	74	107	44.6%
\$160,000 - \$179,999	39	80	105.1%
\$180,000 - \$199,999	33	70	112.1%
\$200,000 - \$249,999	63	80	27.0%
\$250,000 - \$299,999	39	44	12.8%
\$300,000 - \$399,999	34	42	23.5%
\$400,000 - \$499,999	10	17	70.0%
\$500,000 and Above	8	25	212.5%
TOTAL	668	989	48.1%