

Winston-Salem Regional Association of Realtors

July 2002

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,639	1,060,304,010	159,708		
NEW LISTINGS IN JULY	995	162,915,032	163,734		15.0% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,811	860,450,781	178,851		
1 BEDROOM OR LESS	42	4,333,199	103,171		0.9% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	576	61,271,914	106,375		12.0% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,980	446,483,393	149,827		61.9% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,043	274,832,720	263,502		21.7% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	170	73,529,555	432,527		3.5% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,639	1,060,304,010	159,708		
RESIDENTIAL HOMES	4,437	818,563,251	184,486		66.8% OF CURRENT BY STYLE AND AREA
Guilford	328	79,291,243	241,742		7.4% OF RESIDENTIAL HOMES
Greensboro	5	1,818,400	363,680		1.5% OF Guilford County
High Point	196	42,129,768	214,948		59.8% OF Guilford County
Jamestown	19	3,101,800	163,253		5.8% OF Guilford County
Other	108	32,241,275	298,530		32.9% OF Guilford County
Alleghany	2	598,500	299,250		0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	684	108,730,603	158,963		15.4% OF RESIDENTIAL HOMES
Davie	400	95,914,490	239,786		9.0% OF RESIDENTIAL HOMES
Forsyth	2,258	408,818,295	181,053		50.9% OF RESIDENTIAL HOMES
Rockingham	160	26,217,599	163,860		3.6% OF RESIDENTIAL HOMES
Stokes	240	40,432,200	168,468		5.4% OF RESIDENTIAL HOMES
Surry	281	41,388,241	147,289		6.3% OF RESIDENTIAL HOMES
Wilkes	1	1,799,900	1,799,900		0.0% OF RESIDENTIAL HOMES
Yadkin	77	12,134,480	157,591		1.7% OF RESIDENTIAL HOMES
Other	6	3,237,700	539,617		0.1% OF RESIDENTIAL HOMES
CONDO	367	40,973,130	111,643		5.5% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	26	5,080,500	195,404		0.4% OF CURRENT BY STYLE AND AREA
LAND	1,733	163,173,679	94,157		26.1% OF CURRENT BY STYLE AND AREA
CI IMPROVED	9	2,839,000	315,444		0.1% OF CURRENT BY STYLE AND AREA
CI LAND	60	28,760,050	479,334		0.9% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	4,395	641,627,961	145,990	135	
JULY SALES	614	93,320,217	151,987	129	14.0% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	614	93,320,217	151,987	129	
RESIDENTIAL FINANCING YTD	4,024	615,530,236	152,965	123	
Assumable	132	16,658,560	126,201	122	3.3% OF RESIDENTIAL FINANCING YTD
Cash	340	39,440,741	116,002	122	8.4% OF RESIDENTIAL FINANCING YTD
Conventional	2,898	486,331,173	167,816	124	72.0% OF RESIDENTIAL FINANCING YTD
Exchange	3	571,000	190,333	44	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	2	235,900	117,950	173	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	26	3,192,910	122,804	144	0.6% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	497	53,481,179	107,608	113	12.4% 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	1	82,900	82,900	235	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	2	142,900	71,450	39	0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	13	1,895,870	145,836	257	0.3% OF RESIDENTIAL FINANCING YTD
VA	97	12,207,403	125,850	114	2.4% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

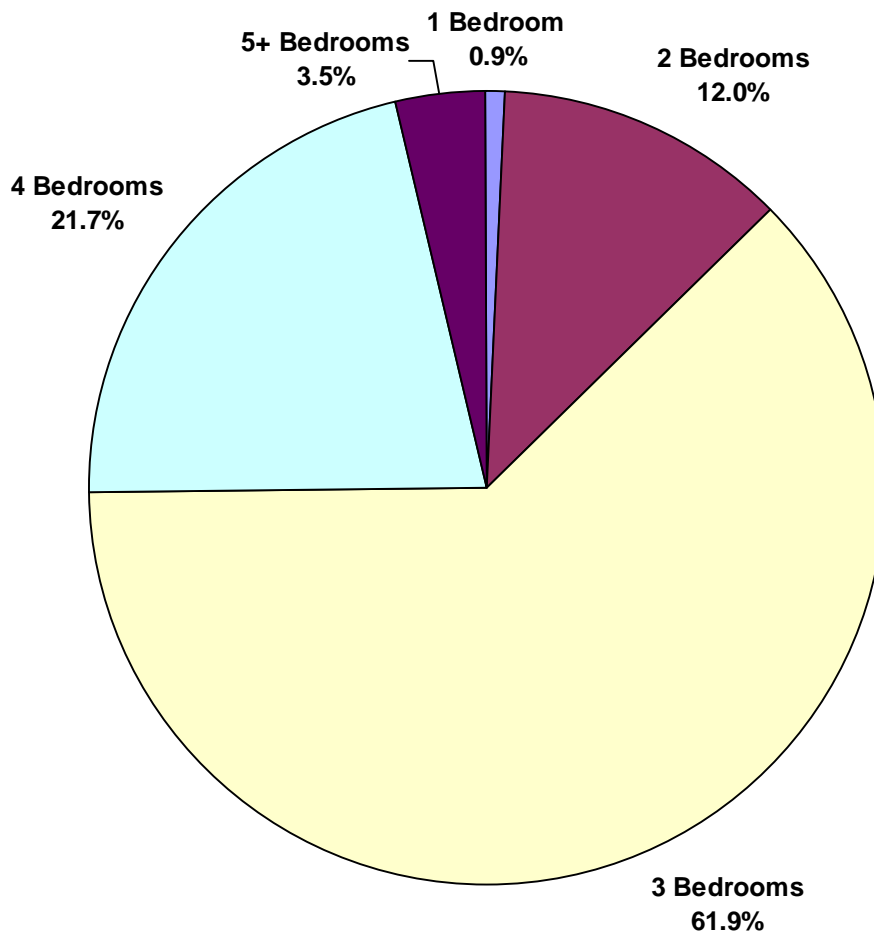
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

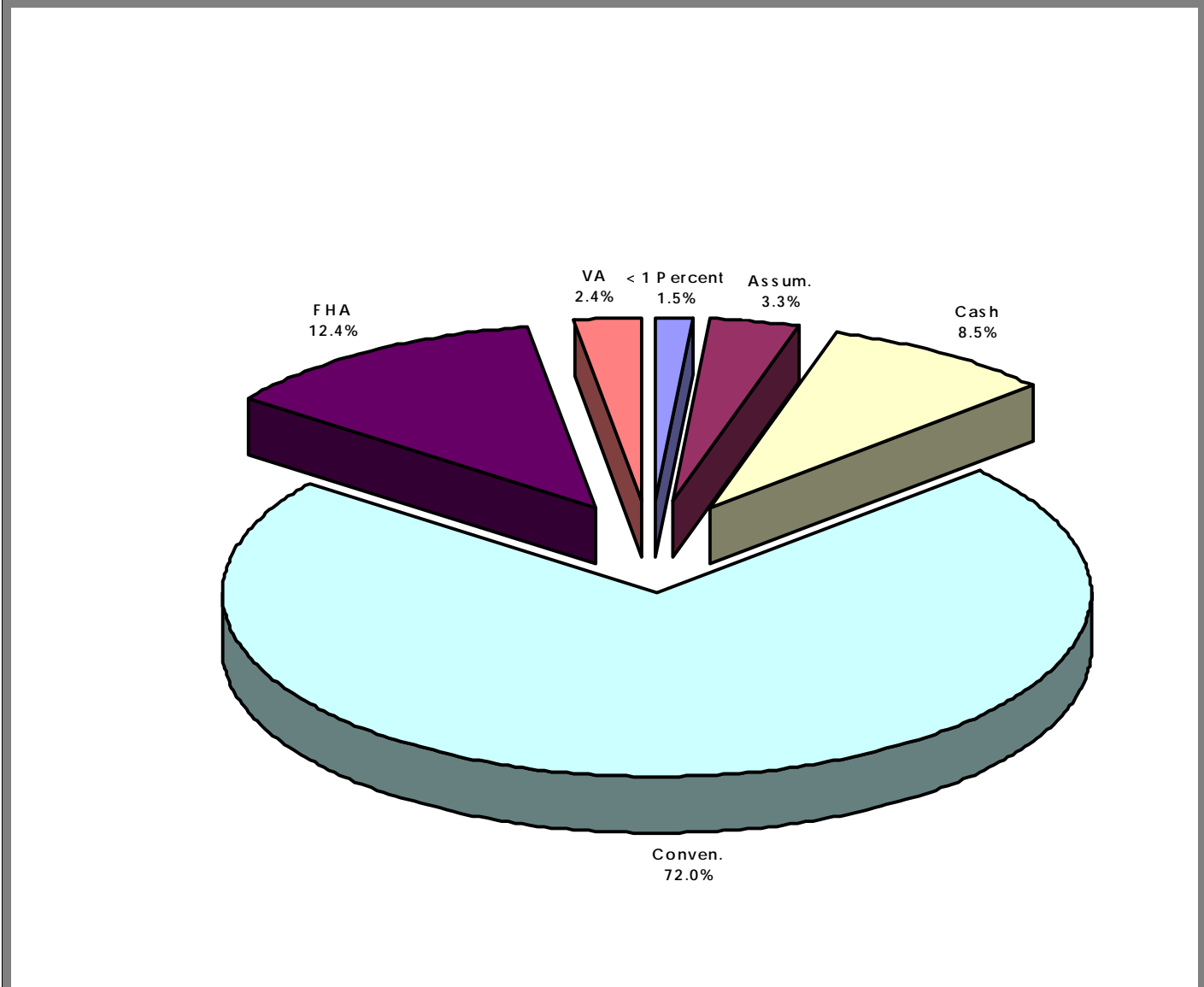
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	1	12 2	6 7 3	10 6	8 11	Davidson 66
		2	3	5 5	4 4	Davie 23
1	2	12 4 1 2	19 6 1	33 9	40 26 3 1	Forsyth 160
					1	Guilford 1
			2			Other 2
	1		4 3	2 1	4	Rockingham 15
	2		2 2	4 3	1 6 1	Stokes 21
1		2 4	6 2 1	5 5	11 16 1	Surry 54
						Wilkes 0
			2 1	2 2	2	Yadkin 9
2	6	28 10 1 2	42 23 5	61 31	64 70 4 2	SUBTOTAL 351

\$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			1	Alleghany 2
						Ashe 0
10 9 1	13 27 2 2	7 50 1	10 27 20 1	3 77 34 1	3 66 44 14	Davidson 740
10 10 1	1 15	2 11	4 81 4	6 55 15	3 63 85 21	Davie 410
61 26 6	54 57 3	30 87 9 1	83 807 82 6	12 334 130 19	19 147 319 59	Forsyth 2,511
	1	1 1	6 68 6	70 38	2 45 99 14	Guilford 352
			1		2 1	Other 6
2 6	2 4 2	10 1 1	1 46 6 1	1 16 5	1 15 21 4	Rockingham 160
2 7 2	2 15	4 20 2	4 66 13 2	5 36 7 1	5 18 10 3	Stokes 245
3 15 1	6 19	5 20 3	19 47 12 1	4 27 10 2	2 24 26 7	Surry 307
					1	Wilkes 1
3 6	1 3	1 5 1	1 15 3	1 7 1 1	1 7 7 4	Yadkin 77
91 79 11	80 140 7 2	50 205 17 2	128 1410 146 11	32 622 240 24	36 388 612 127	TOTAL 4,811

Current Residential Listings By Number of Bedrooms



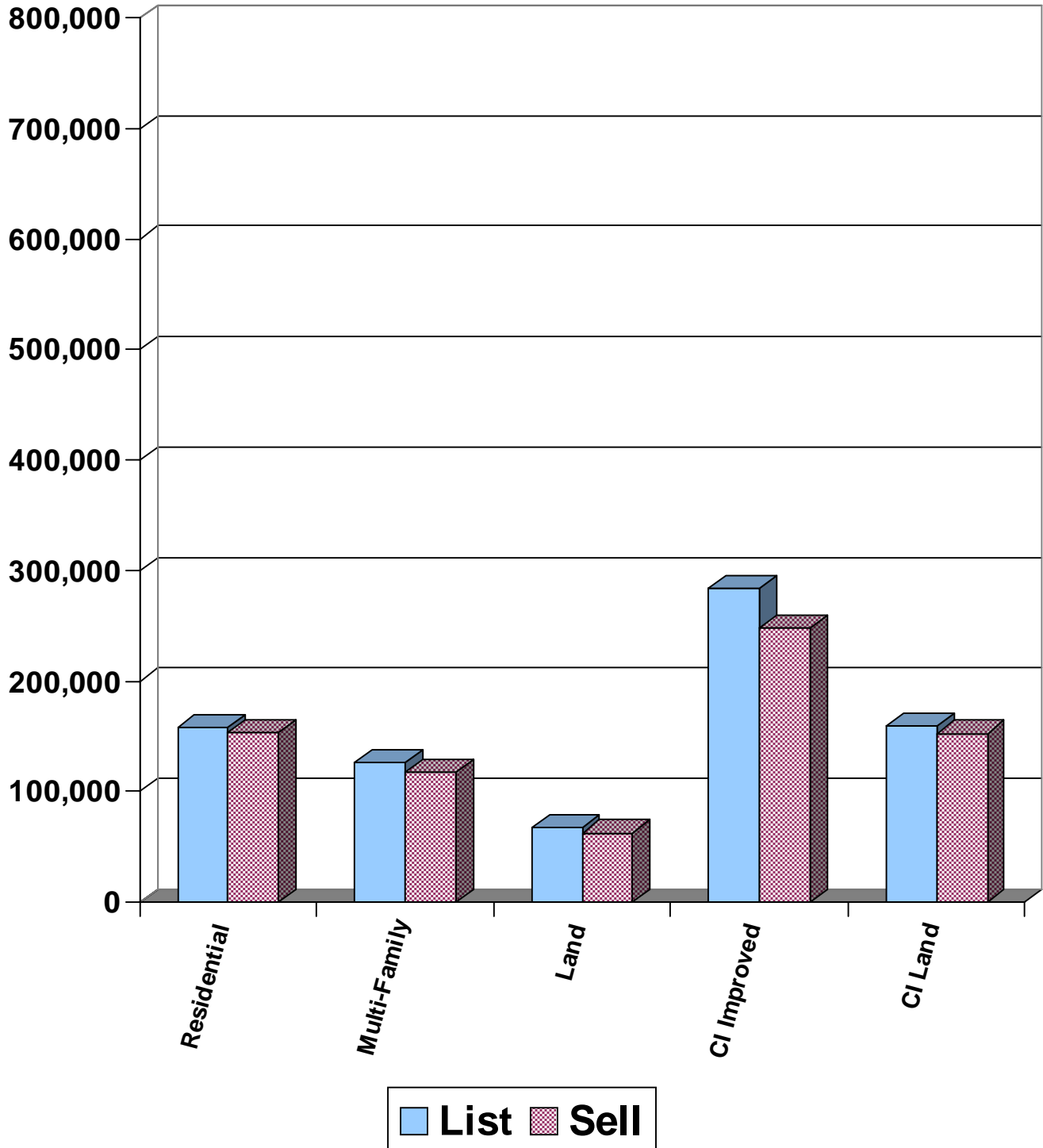
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

Assumable	3.3%
Cash	8.5%
Conventional	72.0%
Exchange	0.1%
Fannie Mae	0.0%
Farmers Home Loan	0.6%
Federal Land Bank	0.0%
FHA	12.4%
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	2.4%
Non-Specified	0.0%

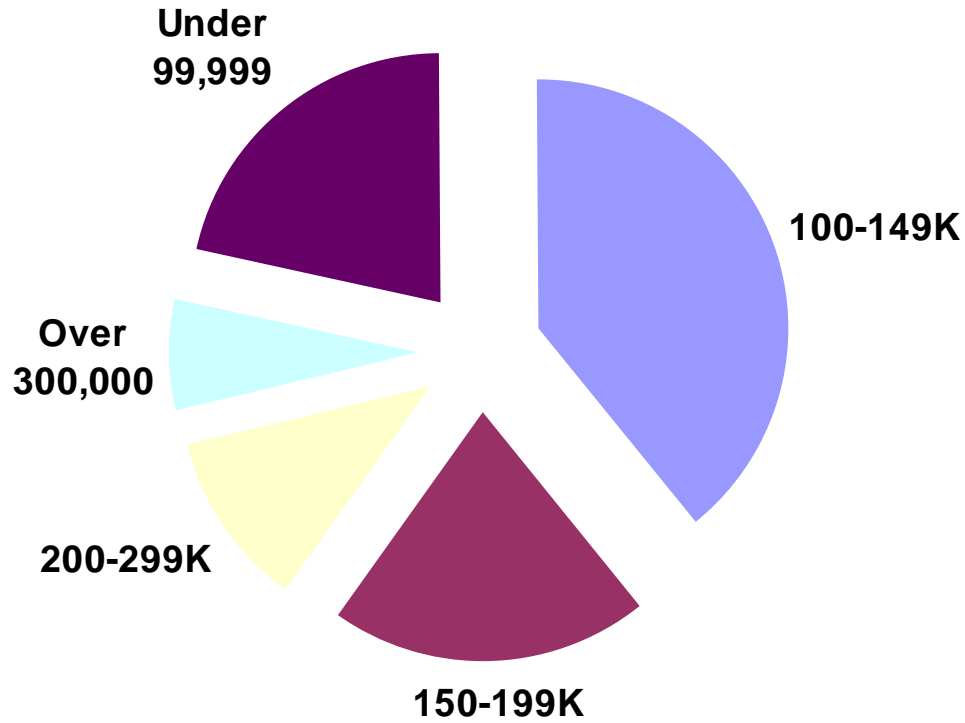
AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

July

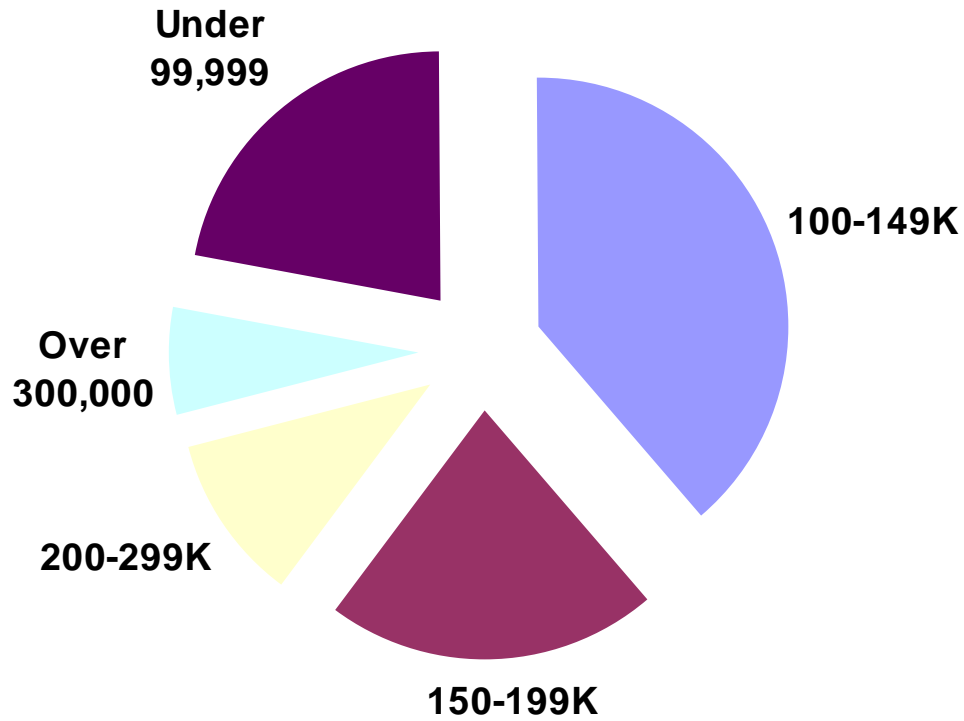
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	27	4.7%
50,000 - 99,999	97	17.0%
100,000 - 149,999	224	39.2%
150,000 - 199,999	118	20.6%
200,000 - 249,999	40	7.0%
250,000 - 299,999	24	4.2%
300,000 - 349,999	14	2.4%
350,000 - 399,999	5	0.9%
400,000 - 449,999	7	1.2%
450,000 - 499,999	4	0.7%
OVER - 500,000	12	2.1%

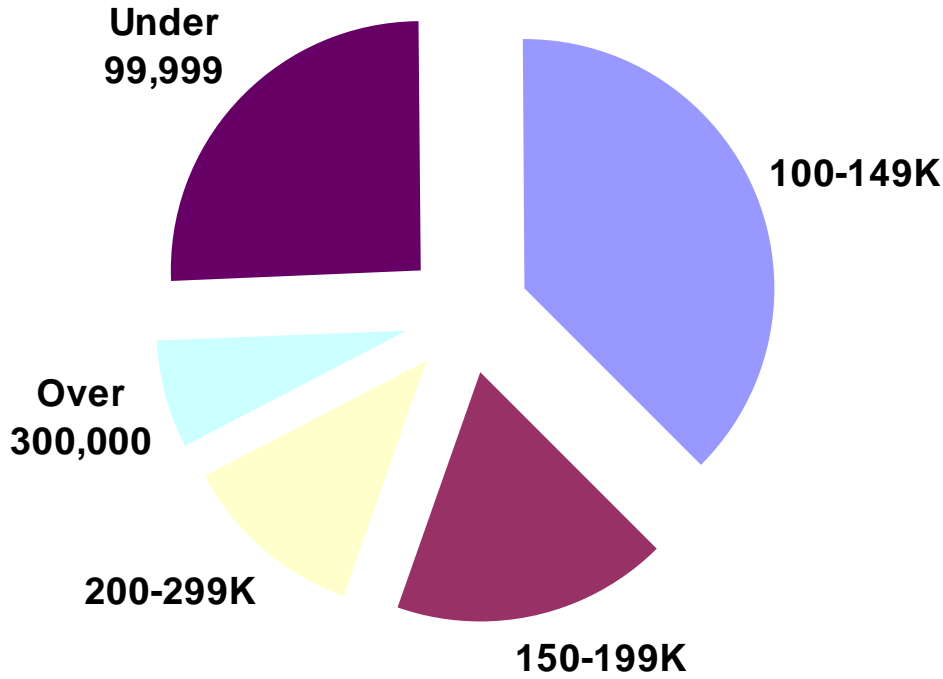
SOLD LISTINGS BY PRICE RANGE

Third Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	27	4.6%
50,000 - 99,999	104	17.6%
100,000 - 149,999	229	38.7%
150,000 - 199,999	126	21.3%
200,000 - 249,999	40	6.8%
250,000 - 299,999	24	4.1%
300,000 - 349,999	14	2.4%
350,000 - 399,999	5	0.8%
400,000 - 449,999	7	1.2%
450,000 - 499,999	4	0.7%
OVER - 500,000	12	2.0%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	203	5.1%
50,000 - 99,999	828	21.0%
100,000 - 149,999	1,480	37.5%
150,000 - 199,999	697	17.7%
200,000 - 249,999	287	7.3%
250,000 - 299,999	178	4.5%
300,000 - 349,999	107	2.7%
350,000 - 399,999	63	1.6%
400,000 - 449,999	37	0.9%
450,000 - 499,999	15	0.4%
OVER - 500,000	50	1.3%

Winston-Salem Regional Association of Realtors

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Run date: 7/31/2002

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	2	0	0						0	0	0	249,000
Ashe	0	0	0						0	0	0	
Davidson	740	138	97	13,185,960	13,520,860	97.52%	135,938	133	0	0	0	129,826
Davie	410	84	33	7,010,308	7,352,335	95.35%	212,434	137	0	0	0	184,174
Forsyth	2,511	530	346	55,715,250	57,206,247	97.39%	161,027	110	0	0	0	154,449
Guilford	352	86	42	8,854,554	9,051,354	97.83%	210,823	127	0	0	0	194,645
Other	6	1	0						0	0	0	213,914
Rockingham	160	26	10	1,154,300	1,207,000	95.63%	115,430	101	0	0	0	136,933
Stokes	245	50	27	3,401,100	3,540,800	96.05%	125,967	125	0	0	0	125,036
Surry	307	33	15	1,961,000	2,140,900	91.60%	130,733	214	0	0	0	128,016
Wilkes	1	0	0						0	0	0	1,799,900
Yadkin	77	13	2	277,000	279,400	99.14%	138,500	141	0	0	0	126,859
TOTAL	4,811	961	572	91,559,472	94,298,896	97.09%	160,069	120	0	0	0	153,167

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

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

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2001 thru 7/31/2001	1/1/2002 thru 7/31/2002	
\$ 29,999 and Under	243	380	56.4%
\$ 30,000 - \$ 39,999	157	171	8.9%
\$ 40,000 - \$ 49,999	115	146	27.0%
\$ 50,000 - \$ 59,999	128	148	15.6%
\$ 60,000 - \$ 69,999	152	223	46.7%
\$ 70,000 - \$ 79,999	184	284	54.3%
\$ 80,000 - \$ 89,999	274	340	24.1%
\$ 90,000 - \$ 99,999	316	360	13.9%
\$100,000 - \$119,999	720	846	17.5%
\$120,000 - \$139,999	773	1,024	32.5%
\$140,000 - \$159,999	447	613	37.1%
\$160,000 - \$179,999	332	452	36.1%
\$180,000 - \$199,999	242	356	47.1%
\$200,000 - \$249,999	291	490	68.4%
\$250,000 - \$299,999	235	315	34.0%
\$300,000 - \$399,999	209	281	34.4%
\$400,000 - \$499,999	56	89	58.9%
\$500,000 and Above	75	141	88.0%
TOTAL	4,949	6,659	34.6%