

Winston-Salem Regional Association of Realtors  
October 2002

**CURRENT MARKET ANALYSIS**

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,736	1,098,157,912	163,028		
NEW LISTINGS IN OCTOBER	1,213	184,703,680	152,270		18.0% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,820	864,970,589	179,454		
1 BEDROOM OR LESS	43	5,106,175	118,748		0.9% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	645	66,020,055	102,357		13.4% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,959	460,314,763	155,564		61.4% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	992	258,049,696	260,131		20.6% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	181	75,479,900	417,016		3.8% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,736	1,098,157,912	163,028		
RESIDENTIAL HOMES	4,422	821,554,712	185,788		65.6% OF CURRENT BY STYLE AND AREA
Guilford	310	76,346,742	246,280		7.0% OF RESIDENTIAL HOMES
Greensboro	3	1,319,500	439,833		1.0% OF Guilford County
High Point	180	39,029,757	216,832		58.1% OF Guilford County
Jamestown	16	2,624,700	164,044		5.2% OF Guilford County
Other	111	33,372,785	300,656		35.8% OF Guilford County
Alleghany	2	474,900	237,450		0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	692	112,136,136	162,046		15.6% OF RESIDENTIAL HOMES
Davie	414	96,495,312	233,080		9.4% OF RESIDENTIAL HOMES
Forsyth	2,200	408,381,592	185,628		49.8% OF RESIDENTIAL HOMES
Rockingham	216	33,399,839	154,629		4.9% OF RESIDENTIAL HOMES
Stokes	239	39,226,061	164,126		5.4% OF RESIDENTIAL HOMES
Surry	252	34,999,250	138,886		5.7% OF RESIDENTIAL HOMES
Wilkes	2	2,707,900	1,353,950		0.0% OF RESIDENTIAL HOMES
Yadkin	71	11,581,180	163,115		1.6% OF RESIDENTIAL HOMES
Other	24	5,805,800	241,908		0.5% OF RESIDENTIAL HOMES
CONDO	389	42,178,377	108,428		5.8% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	20	3,630,100	181,505		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,710	152,751,873	89,329		25.4% OF CURRENT BY STYLE AND AREA
CI IMPROVED	120	46,750,400	389,587		1.8% OF CURRENT BY STYLE AND AREA
CI LAND	66	30,054,950	455,378		1.0% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	6,353	928,486,298	146,149	136	
OCTOBER SALES	580	85,984,854	148,250	146	9.1% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	580	85,984,854	148,250	146	
RESIDENTIAL FINANCING YTD	5,786	887,589,538	153,403	123	
Assumable	188	24,667,726	131,211	118	3.2% OF RESIDENTIAL FINANCING YTD
Cash	515	60,252,496	116,995	119	8.9% OF RESIDENTIAL FINANCING YTD
Conventional	4,189	701,410,256	167,441	125	72.4% OF RESIDENTIAL FINANCING YTD
Exchange	5	829,000	165,800	84	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	3	364,900	121,633	165	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	37	4,529,385	122,416	123	0.6% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	657	71,071,362	108,176	114	11.4% 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	2	215,800	107,900	159	0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	3	231,400	77,133	47	0.1% OF RESIDENTIAL FINANCING YTD
Other	1	33,000	33,000	383	0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	17	2,638,570	155,210	271	0.3% OF RESIDENTIAL FINANCING YTD
VA	152	19,646,443	129,253	119	2.6% OF RESIDENTIAL FINANCING YTD
Non-Specified	1	86,500	86,500	185	0.0% OF RESIDENTIAL FINANCING YTD

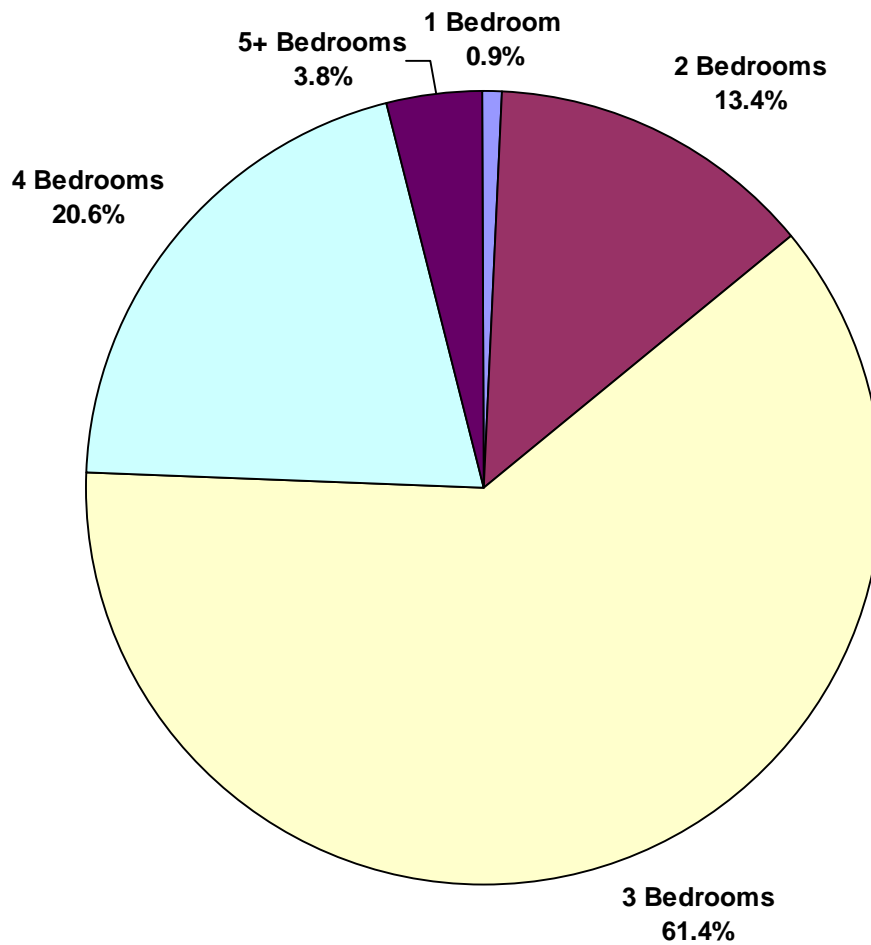
## Winston-Salem Regional Association of Realtors

### PROFILE OF CURRENT RESIDENTIAL LISTINGS

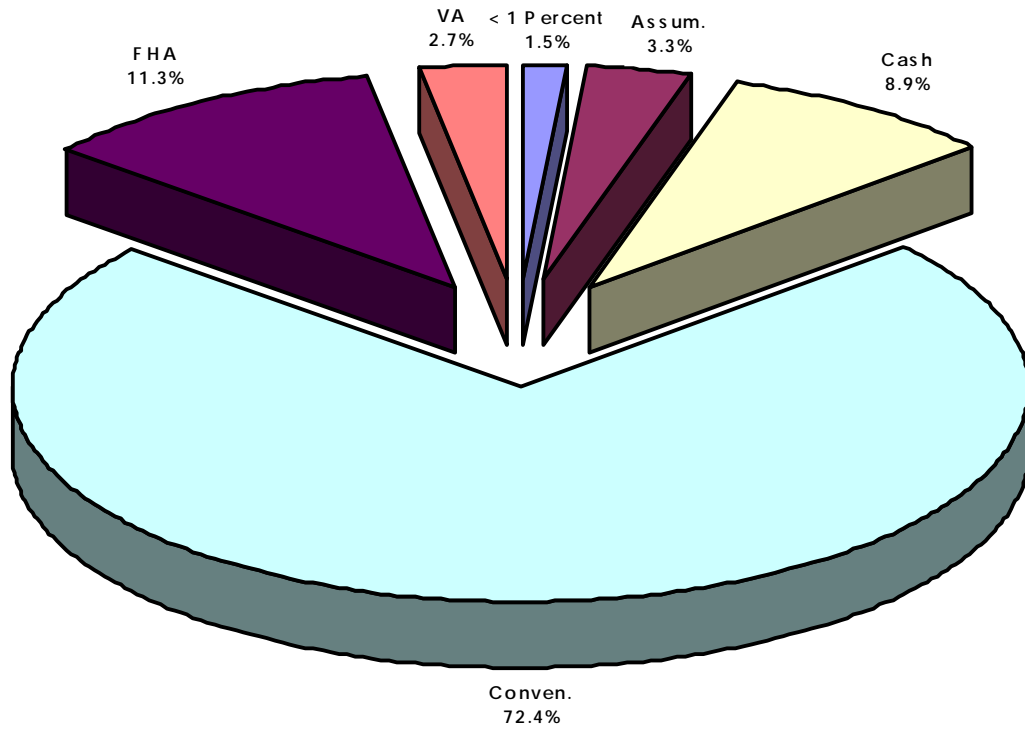
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	2	4 1	9 5 2	5 9 2	10 13 3	Davidson 65
	1	2	1 1	2 4	3 5	Davie 19
1	2	14 3	22 3 1 1	37 11	44 22 3 2	Forsyth 166
						Guilford 0
	1	1 1	1 1	2	1	Other 8
		1 1	5 2	6 7	5 8	Rockingham 35
	1	2	2 2	1 4	4	Stokes 16
2		1 4	7 1 1	3 6 1	9 16 1	Surry 52
						Wilkes 0
		1 2	1 1	1 1		Yadkin 7
2 1	6 1	26 11 1	47 16 5 1	57 42 3	72 68 7 2	<b>SUBTOTAL 368</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					1	Alleghany 2
						Ashe 0
11 12	14 25 1 2	7 45 2	8 272 21 1	5 79 26 1	3 68 51 14	Davidson 733
10 10 1	2 16	9 2	14 83 6	5 56 20	3 64 84 22	Davie 426
64 32 4	73 58 3 1	42 87 8	92 785 70 8	18 334 129 21	13 158 271 61	Forsyth 2,498
	1 1	2	6 61 5	53 35	1 37 110 15	Guilford 327
1	1 1		3 1	1 2	5 1	Other 24
1 9 1	4 9 5	1 11 1 2	1 51 9 1	2 17 7	25 20 4	Rockingham 216
3 7 2	3 18 1	5 18 3	5 62 12 1	6 38 6 2	4 19 8 4	Stokes 243
4 19 1 1	3 13 3 1	5 16 2	19 39 10 1	4 32 8 3	3 17 16 6	Surry 278
					1 1	Wilkes 2
1 5	3 1 2	1 7	1 17 1	1 4 1	1 8 7 3	Yadkin 71
94 95 10 1	02 142 15 4	63 193 18 2	146 1373 134 13	42 615 232 27	29 402 568 130	<b>TOTAL 4,820</b>

# Current Residential Listings By Number of Bedrooms



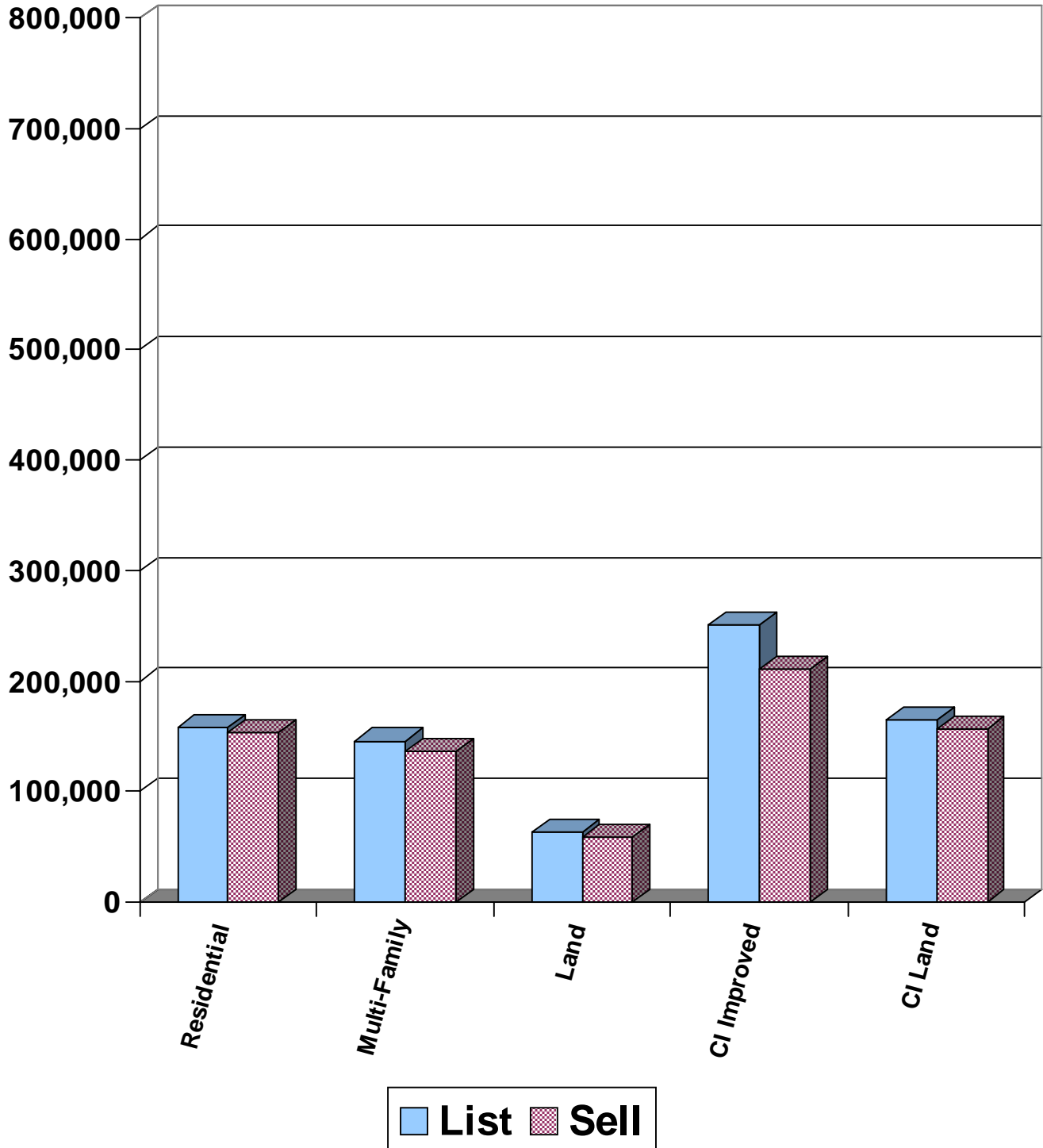
## Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD\* BY SOLD TERMS



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

Assumable	3.3%
Cash	8.9%
Conventional	72.4%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.6%
Federal Land Bank	0.0%
FHA	11.3%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.3%
VA	2.7%
Non-Specified	0.0%

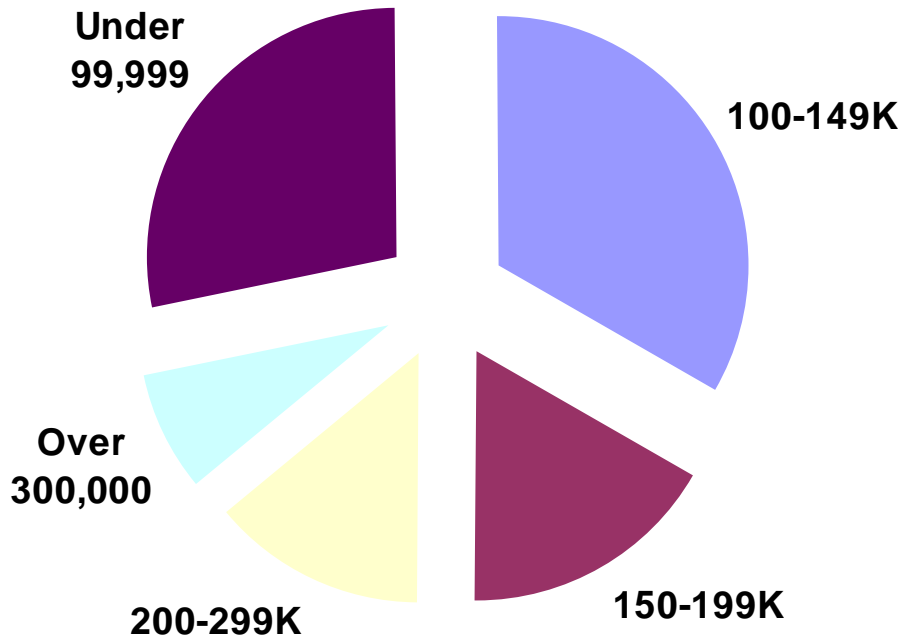
# AVERAGE SELLING PRICE YTD



**SOLD LISTINGS BY PRICE RANGE**

October

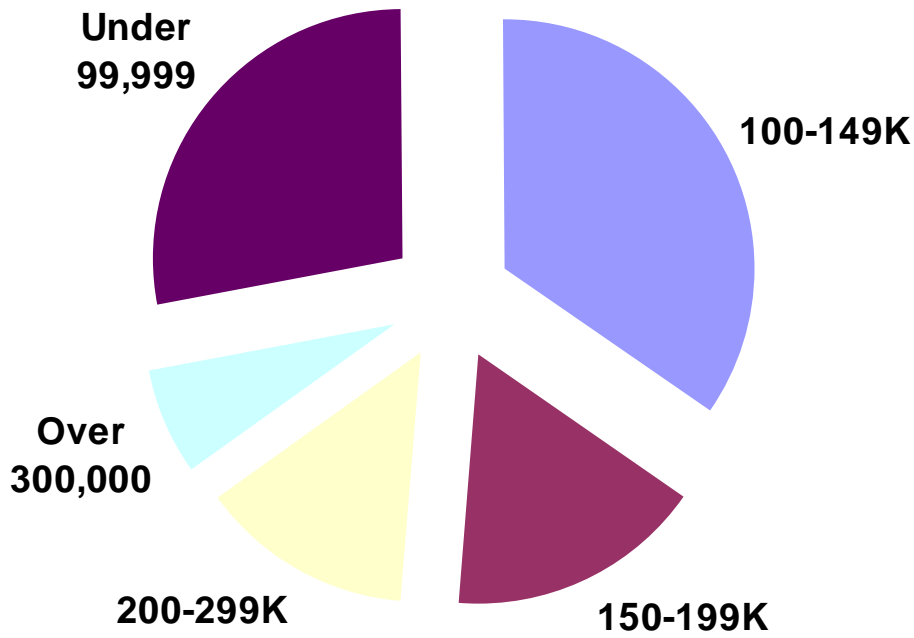
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	37	6.9%
50,000 - 99,999	114	21.3%
100,000 - 149,999	178	33.3%
150,000 - 199,999	89	16.7%
200,000 - 249,999	48	9.0%
250,000 - 299,999	26	4.9%
300,000 - 349,999	16	3.0%
350,000 - 399,999	6	1.1%
400,000 - 449,999	5	0.9%
450,000 - 499,999	3	0.6%
OVER - 500,000	12	2.2%

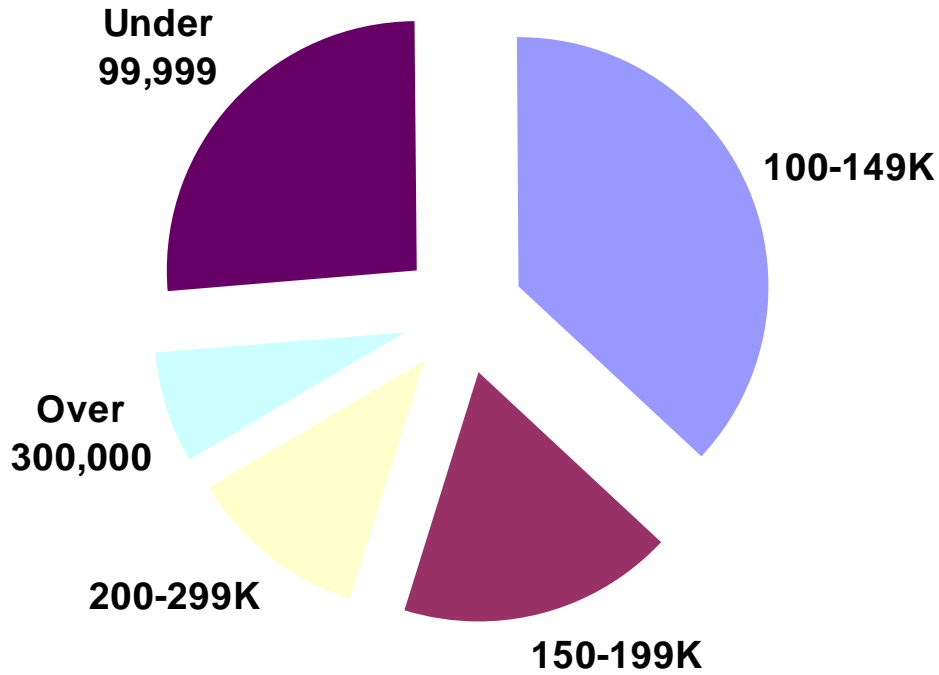
### SOLD LISTINGS BY PRICE RANGE

Fourth Quarter  
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	39	6.3%
50,000 - 99,999	134	21.6%
100,000 - 149,999	215	34.7%
150,000 - 199,999	102	16.5%
200,000 - 249,999	54	8.7%
250,000 - 299,999	31	5.0%
300,000 - 349,999	18	2.9%
350,000 - 399,999	6	1.0%
400,000 - 449,999	5	0.8%
450,000 - 499,999	3	0.5%
OVER - 500,000	12	1.9%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	302	5.3%
50,000 - 99,999	1,197	21.0%
100,000 - 149,999	2,113	37.0%
150,000 - 199,999	1,011	17.7%
200,000 - 249,999	413	7.2%
250,000 - 299,999	261	4.6%
300,000 - 349,999	160	2.8%
350,000 - 399,999	92	1.6%
400,000 - 449,999	56	1.0%
450,000 - 499,999	23	0.4%
OVER - 500,000	78	1.4%

Winston-Salem Regional Association of Realtors

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Run date: 10/31/2002

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	207,800
Ashe	0	0	0						0	0	0	
Davidson	733	155	64	7,806,231	7,945,187	98.25%	121,972	124	0	0	0	130,220
Davie	426	87	30	5,495,591	5,659,080	97.11%	183,186	129	0	0	0	183,550
Forsyth	2,498	604	332	53,268,202	54,345,696	98.02%	160,446	119	0	0	0	155,061
Guilford	327	89	52	10,263,460	10,451,920	98.20%	197,374	144	0	0	0	195,326
Other	24	20	0						0	0	0	178,591
Rockingham	216	87	14	2,412,300	2,521,400	95.67%	172,307	184	0	0	0	136,764
Stokes	243	53	20	2,201,700	2,266,500	97.14%	110,085	224	0	0	0	124,760
Surry	278	59	19	1,991,000	2,201,500	90.44%	104,789	204	0	0	0	123,299
Wilkes	2	0	0						0	0	0	1,353,950
Yadkin	71	12	3	359,500	359,900	99.89%	119,833	98	0	0	0	127,434
TOTAL	4,820	1,166	534	83,797,984	85,751,183	97.72%	156,925	131	0	0	0	153,507

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

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

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2001 thru 10/31/2001	1/1/2002 thru 10/31/2002	
\$ 29,999 and Under	343	553	61.2%
\$ 30,000 - \$ 39,999	210	217	3.3%
\$ 40,000 - \$ 49,999	180	197	9.4%
\$ 50,000 - \$ 59,999	195	218	11.8%
\$ 60,000 - \$ 69,999	254	316	24.4%
\$ 70,000 - \$ 79,999	270	384	42.2%
\$ 80,000 - \$ 89,999	392	486	24.0%
\$ 90,000 - \$ 99,999	445	507	13.9%
\$100,000 - \$119,999	986	1,110	12.6%
\$120,000 - \$139,999	1,073	1,337	24.6%
\$140,000 - \$159,999	606	849	40.1%
\$160,000 - \$179,999	471	622	32.1%
\$180,000 - \$199,999	350	480	37.1%
\$200,000 - \$249,999	429	646	50.6%
\$250,000 - \$299,999	322	431	33.9%
\$300,000 - \$399,999	306	367	19.9%
\$400,000 - \$499,999	87	123	41.4%
\$500,000 and Above	134	209	56.0%
<b>TOTAL</b>	<b>7,053</b>	<b>9,052</b>	<b>28.3%</b>