

Winston-Salem Regional Association of Realtors
September 2002

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,609	1,066,056,405	161,304		
NEW LISTINGS IN SEPTEMBER	930	153,435,671	164,985		14.1% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,757	844,532,140	177,535		
1 BEDROOM OR LESS	42	4,590,575	109,299		0.9% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	603	61,849,763	102,570		12.7% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,931	440,070,023	150,143		61.6% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,002	260,567,745	260,048		21.1% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	179	77,454,034	432,704		3.8% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,609	1,066,056,405	161,304		
RESIDENTIAL HOMES	4,371	802,302,013	183,551		66.1% OF CURRENT BY STYLE AND AREA
Guilford	297	72,739,914	244,916		6.8% OF RESIDENTIAL HOMES
Greensboro	3	1,228,900	409,633		1.0% OF Guilford County
High Point	178	38,706,386	217,452		59.9% OF Guilford County
Jamestown	16	2,574,300	160,894		5.4% OF Guilford County
Other	100	30,230,328	302,303		33.7% OF Guilford County
Alleghany	2	474,900	237,450		0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	673	108,689,307	161,500		15.4% OF RESIDENTIAL HOMES
Davie	423	99,966,505	236,327		9.7% OF RESIDENTIAL HOMES
Forsyth	2,209	396,348,952	179,425		50.5% OF RESIDENTIAL HOMES
Rockingham	176	29,034,349	164,968		4.0% OF RESIDENTIAL HOMES
Stokes	243	38,697,936	159,251		5.6% OF RESIDENTIAL HOMES
Surry	258	37,319,750	144,650		5.9% OF RESIDENTIAL HOMES
Wilkes	2	2,707,900	1,353,950		0.0% OF RESIDENTIAL HOMES
Yadkin	81	12,946,800	159,837		1.9% OF RESIDENTIAL HOMES
Other	7	3,375,700	482,243		0.2% OF RESIDENTIAL HOMES
CONDO	376	40,872,727	108,704		5.7% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	26	4,263,500	163,981		0.4% OF CURRENT BY STYLE AND AREA
LAND	1,652	144,351,215	87,380		25.0% OF CURRENT BY STYLE AND AREA
CI IMPROVED	108	41,989,500	388,792		1.6% OF CURRENT BY STYLE AND AREA
CI LAND	66	30,920,050	468,486		1.0% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	5,732	836,891,852	146,003	135	
SEPTEMBER SALES	564	81,488,041	144,482	136	9.8% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,893	279,391,921	147,592	130	
RESIDENTIAL FINANCING YTD	5,215	798,328,962	153,083	122	
Assumable	163	21,229,679	130,243	120	3.1% OF RESIDENTIAL FINANCING YTD
Cash	463	54,430,760	117,561	117	8.9% OF RESIDENTIAL FINANCING YTD
Conventional	3,779	631,285,243	167,051	124	72.5% 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	33	4,057,385	122,951	128	0.6% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	602	64,952,907	107,895	113	11.5% 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	1	33,000	33,000	383	0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	16	2,455,670	153,479	283	0.3% OF RESIDENTIAL FINANCING YTD
VA	131	16,851,918	128,641	119	2.5% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

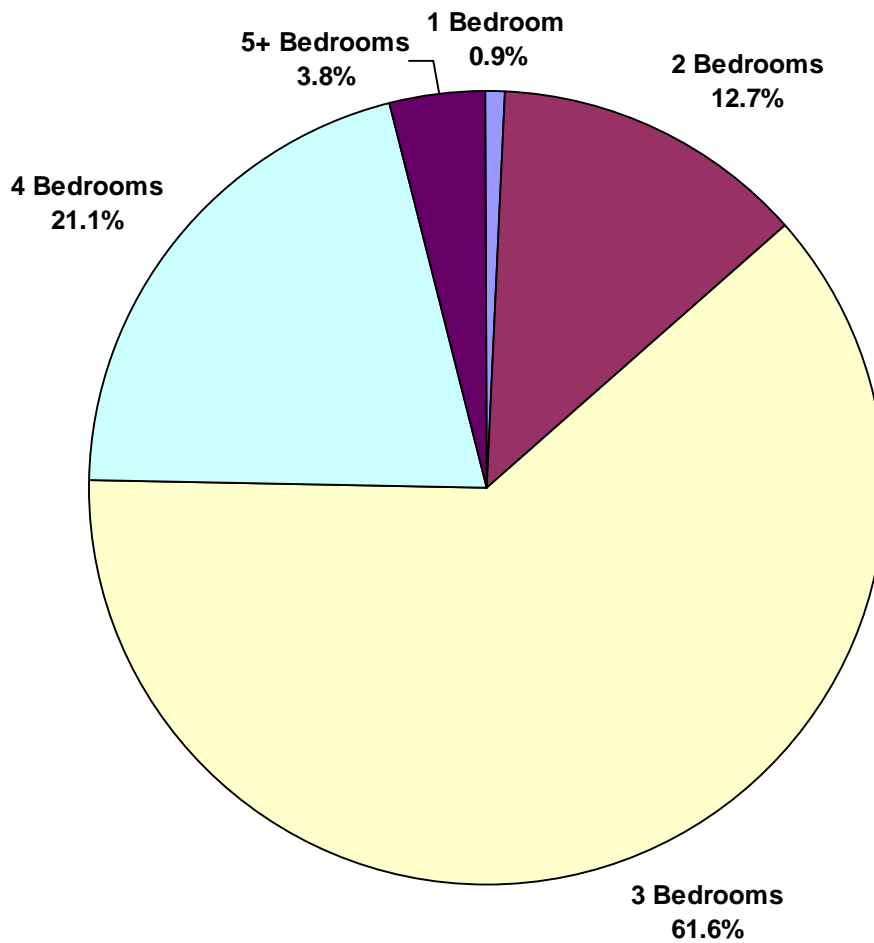
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

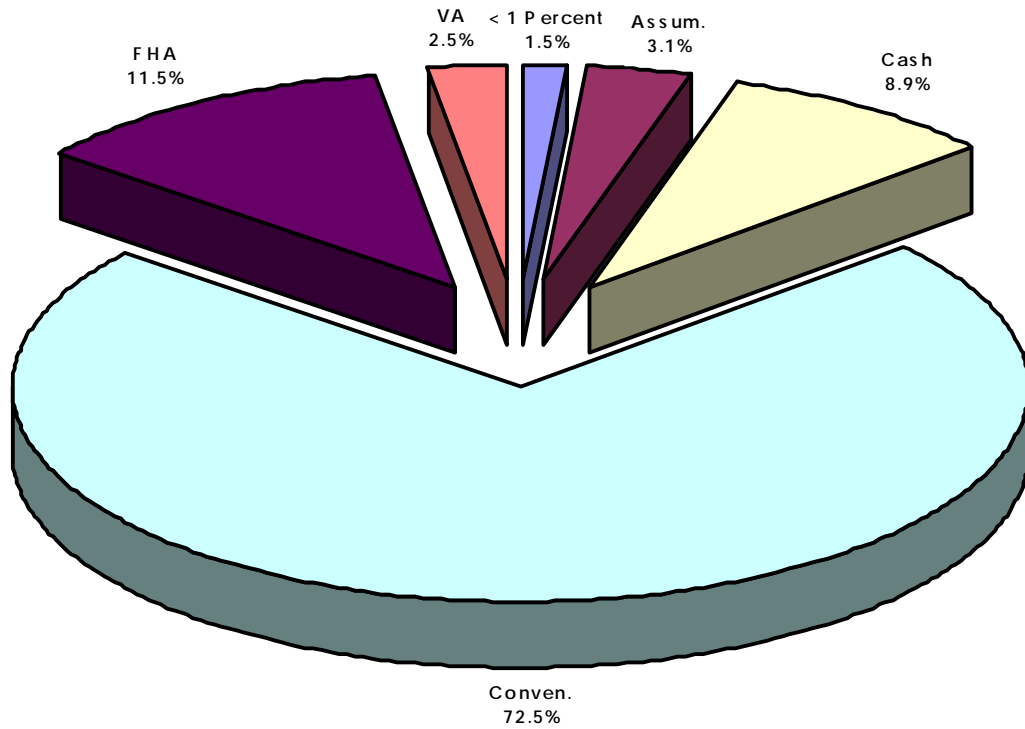
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
1		9 2	10 5 1	7 6 1	10 12 3	Davidson 67
		2	1	3 2	5 4	Davie 17
2 2	4 1 1	8 1	20 2 1 1	41 11	42 23 5 3	Forsyth 168
			1			Guilford 0
			3 4	3 4	1 7	Other 1
	2	1	3 2	2 4	2 4 1	Rockingham 22
1		2	6 1 1	2 5 1	9 22 1	Stokes 21
						Surry 51
		1 1	1 1	1	2	Wilkes 0
4 2	6 1 1	23 4	44 16 3 1	59 32 2	69 74 10 3	Yadkin 7
						SUBTOTAL 354

\$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	8 26 2 1	7 45 2	9 26 20 1	4 75 25	2 66 51 15	Davidson 714
12 12	1 13	2 11	10 84 6	5 58 16	3 71 84 25	Davie 430
62 32 5	64 57 4 1	31 88 8	94 78 72 6	13 337 121 19	13 153 293 65	Forsyth 2,494
1	1	2 1	6 59 8	51 34	1 35 106 12	Guilford 317
1			1 1		2 1	Other 7
1 6 1	1 6 2	1 11 1 1	1 46 6 1	2 16 7	22 18 4	Rockingham 176
2 7 1	4 23 1	4 19 3	4 65 12 1	6 34 6 2	4 15 10 4	Stokes 248
4 15 1 1	3 16 2	5 15 3 1	21 39 15	4 27 8 3	2 23 20 7	Surry 286
					1 1	Wilkes 2
3 4	3 4	1 9 1	1 19 1	1 5 1	1 10 7 3	Yadkin 81
94 87 9 1	85 145 11 2	53 199 18 2	146 1370 141 9	35 603 217 25	27 398 590 136	TOTAL 4,757

Current Residential Listings By Number of Bedrooms



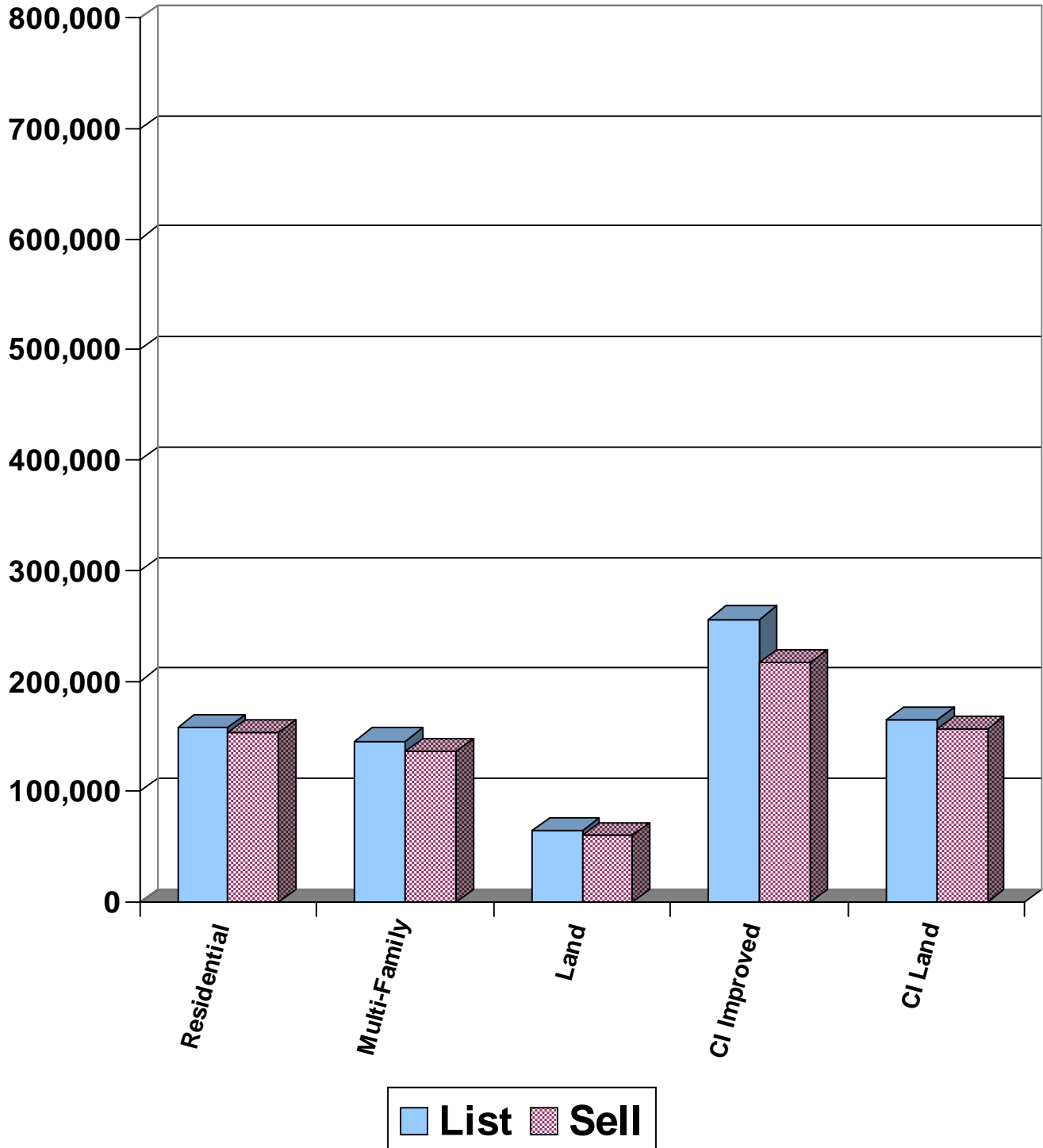
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

Assumable	3.1%
Cash	8.9%
Conventional	72.5%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.6%
Federal Land Bank	0.0%
FHA	11.5%
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	2.5%
Non-Specified	0.0%

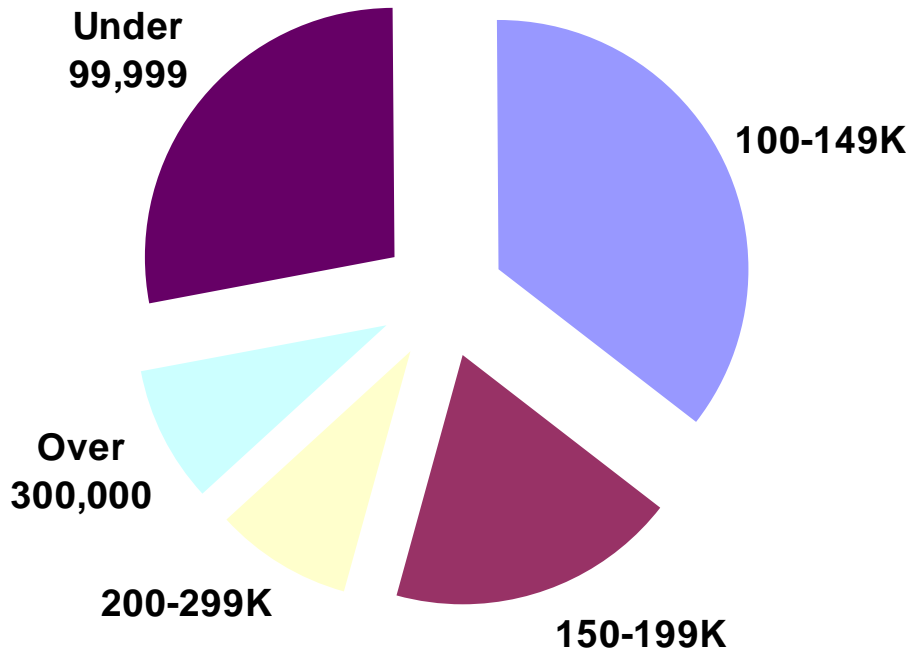
AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

September

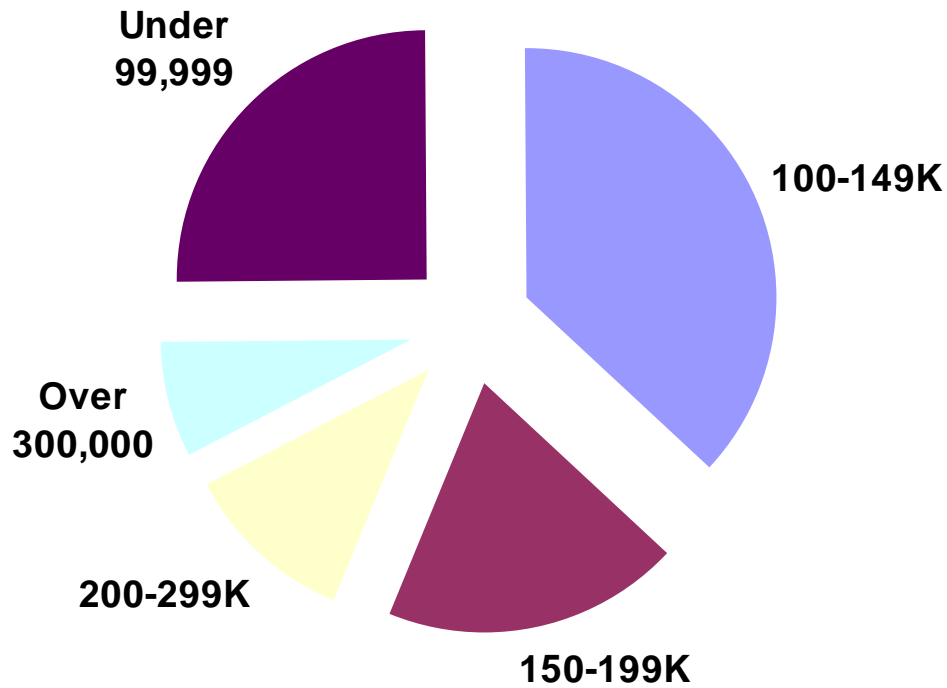
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	27	5.4%
50,000 - 99,999	114	22.7%
100,000 - 149,999	179	35.7%
150,000 - 199,999	93	18.5%
200,000 - 249,999	23	4.6%
250,000 - 299,999	21	4.2%
300,000 - 349,999	15	3.0%
350,000 - 399,999	12	2.4%
400,000 - 449,999	6	1.2%
450,000 - 499,999	2	0.4%
OVER - 500,000	10	2.0%

SOLD LISTINGS BY PRICE RANGE

Third Quarter
SINGLE FAMILY

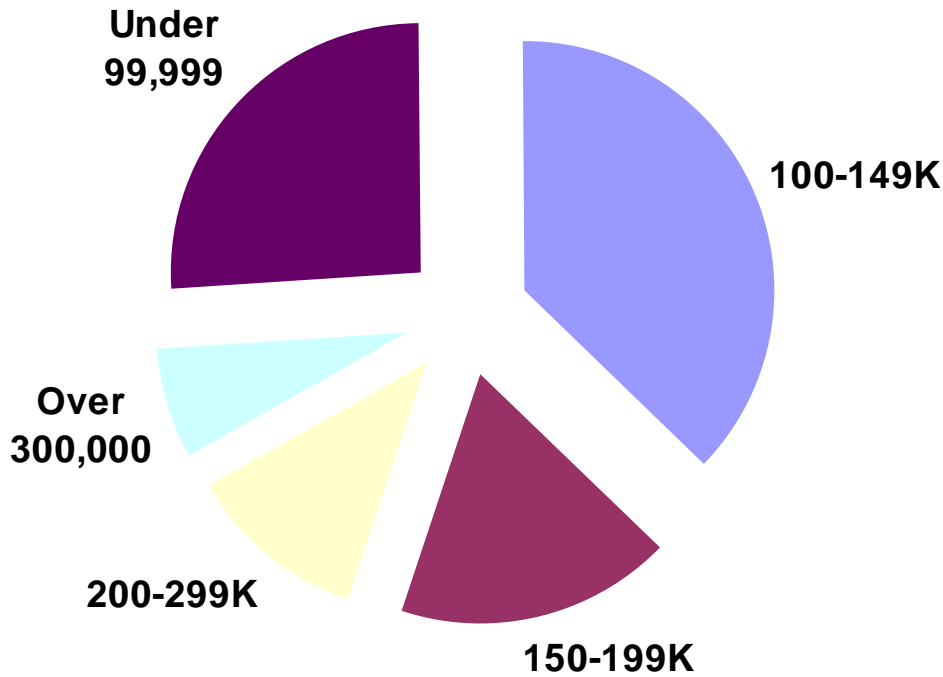


<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	87	5.0%
50,000 - 99,999	350	20.2%
100,000 - 149,999	639	36.9%
150,000 - 199,999	331	19.1%
200,000 - 249,999	116	6.7%
250,000 - 299,999	79	4.6%
300,000 - 349,999	50	2.9%
350,000 - 399,999	27	1.6%
400,000 - 449,999	19	1.1%
450,000 - 499,999	7	0.4%
OVER - 500,000	27	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	264	5.1%
50,000 - 99,999	1,083	21.1%
100,000 - 149,999	1,903	37.0%
150,000 - 199,999	916	17.8%
200,000 - 249,999	371	7.2%
250,000 - 299,999	236	4.6%
300,000 - 349,999	146	2.8%
350,000 - 399,999	85	1.7%
400,000 - 449,999	51	1.0%
450,000 - 499,999	20	0.4%
OVER - 500,000	66	1.3%

Winston-Salem Regional Association of Realtors

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Run date: 9/30/2002

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR SOLD PRICE	VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	2	1	0						0	0	0	207,800
Ashe	0	0	0						0	0	0	
Davidson	714	336	292	38,521,879	39,260,429	98.12%	131,924	125	0	0	0	130,102
Davie	430	196	105	20,112,493	20,883,135	96.31%	191,548	145	0	0	0	184,146
Forsyth	2,494	1,180	1,036	163,775,962	168,126,540	97.41%	158,085	111	0	0	0	154,442
Guilford	317	160	139	27,469,027	28,353,167	96.88%	197,619	118	0	0	0	194,782
Other	7	2	1	47,000	48,000	97.92%	47,000	220	0	0	0	203,838
Rockingham	176	69	34	4,167,300	4,341,979	95.98%	122,568	125	0	0	0	138,032
Stokes	248	112	68	8,666,050	9,297,866	93.20%	127,442	138	0	0	0	124,264
Surry	286	101	48	5,513,000	5,859,091	94.09%	114,854	191	0	0	0	125,617
Wilkes	2	1	0						0	0	0	1,353,950
Yadkin	81	33	9	1,099,300	1,164,800	94.38%	122,144	158	0	0	0	127,780
TOTAL	4,757	2,191	1,732	269,372,011	277,335,007	97.13%	155,527	120	0	0	0	153,162

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-2002 Through 30-Sep-2002

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR <small>1/1/2001 thru 9/30/2001</small>	THIS YEAR <small>1/1/2002 thru 9/30/2002</small>	PERCENT CHANGE
\$ 29,999 and Under	315	472	49.8%
\$ 30,000 - \$ 39,999	189	189	0.0%
\$ 40,000 - \$ 49,999	164	165	0.6%
\$ 50,000 - \$ 59,999	171	193	12.9%
\$ 60,000 - \$ 69,999	224	288	28.6%
\$ 70,000 - \$ 79,999	241	330	36.9%
\$ 80,000 - \$ 89,999	354	406	14.7%
\$ 90,000 - \$ 99,999	398	439	10.3%
\$100,000 - \$119,999	876	998	13.9%
\$120,000 - \$139,999	976	1,201	23.1%
\$140,000 - \$159,999	549	748	36.2%
\$160,000 - \$179,999	415	562	35.4%
\$180,000 - \$199,999	308	427	38.6%
\$200,000 - \$249,999	374	578	54.5%
\$250,000 - \$299,999	288	397	37.8%
\$300,000 - \$399,999	272	345	26.8%
\$400,000 - \$499,999	77	116	50.6%
\$500,000 and Above	121	183	51.2%
TOTAL	6,312	8,037	27.3%