

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,729	1,094,400,858	162,639		
NEW LISTINGS IN JANUARY	1,110	179,874,329	162,049		16.5% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,860	861,700,863	177,305		
1 BEDROOM OR LESS	41	3,771,250	91,982		0.8% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	776	74,694,937	96,256		16.0% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,917	441,051,395	151,200		60.0% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	920	239,490,609	260,316		18.9% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	206	102,692,672	498,508		4.2% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,729	1,094,400,858	162,639		
RESIDENTIAL HOMES	4,340	807,018,706	185,949		64.5% OF CURRENT BY STYLE AND AREA
Guilford	238	62,361,323	262,022		5.5% OF RESIDENTIAL HOMES
Greensboro	7	986,500	140,929		2.9% OF Guilford County
High Point	133	28,141,125	211,587		55.9% OF Guilford County
Jamestown	10	1,570,600	157,060		4.2% OF Guilford County
Other	88	31,663,098	359,808		37.0% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	690	118,416,608	171,618		15.9% OF RESIDENTIAL HOMES
Davie	344	77,726,830	225,950		7.9% OF RESIDENTIAL HOMES
Forsyth	2,179	411,194,943	188,708		50.2% OF RESIDENTIAL HOMES
Rockingham	266	38,413,228	144,411		6.1% OF RESIDENTIAL HOMES
Stokes	269	46,440,573	172,642		6.2% OF RESIDENTIAL HOMES
Surry	264	38,827,200	147,073		6.1% OF RESIDENTIAL HOMES
Wilkes	0				0.0% OF RESIDENTIAL HOMES
Yadkin	74	11,016,901	148,877		1.7% OF RESIDENTIAL HOMES
Other	16	2,621,100	163,819		0.4% OF RESIDENTIAL HOMES
CONDO	516	54,218,357	105,074		7.7% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	23	5,400,600	234,809		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,639	144,046,343	87,887		24.4% OF CURRENT BY STYLE AND AREA
CI IMPROVED	108	41,771,200	386,770		1.6% OF CURRENT BY STYLE AND AREA
CI LAND	99	41,481,852	419,009		1.5% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	359	47,295,114	131,741	127	
JANUARY SALES	359	47,295,114	131,741	127	00.0% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	25,265	3,571,566,496	141,364	144	
RESIDENTIAL FINANCING YTD	329	44,819,435	136,229	118	
Assumable	6	849,300	141,550	89	1.8% OF RESIDENTIAL FINANCING YTD
Cash	53	5,949,591	112,256	129	16.1% OF RESIDENTIAL FINANCING YTD
Conventional	233	33,974,944	145,815	121	70.8% OF RESIDENTIAL FINANCING YTD
Exchange	0				0.0% OF RESIDENTIAL FINANCING YTD
Fannie Mae	0				0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	0				0.0% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	32	3,433,340	107,292	87	9.7% 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	154,500	77,250	110	0.6% OF RESIDENTIAL FINANCING YTD
VA	3	457,760	152,587	123	0.9% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

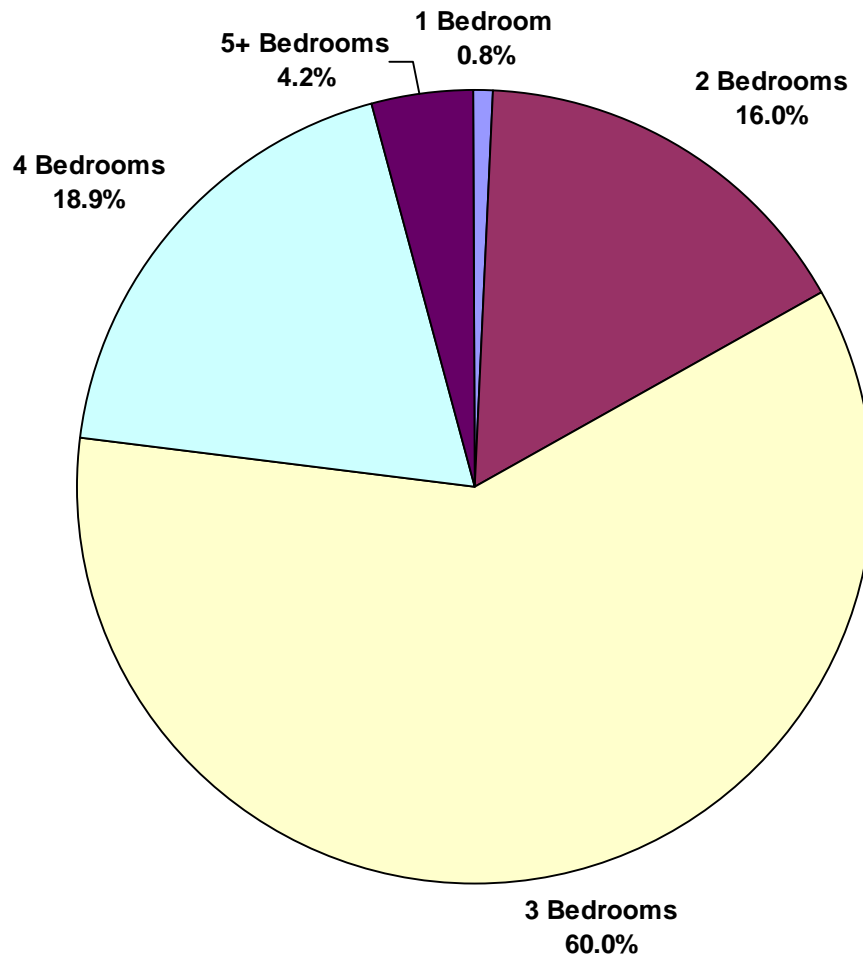
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

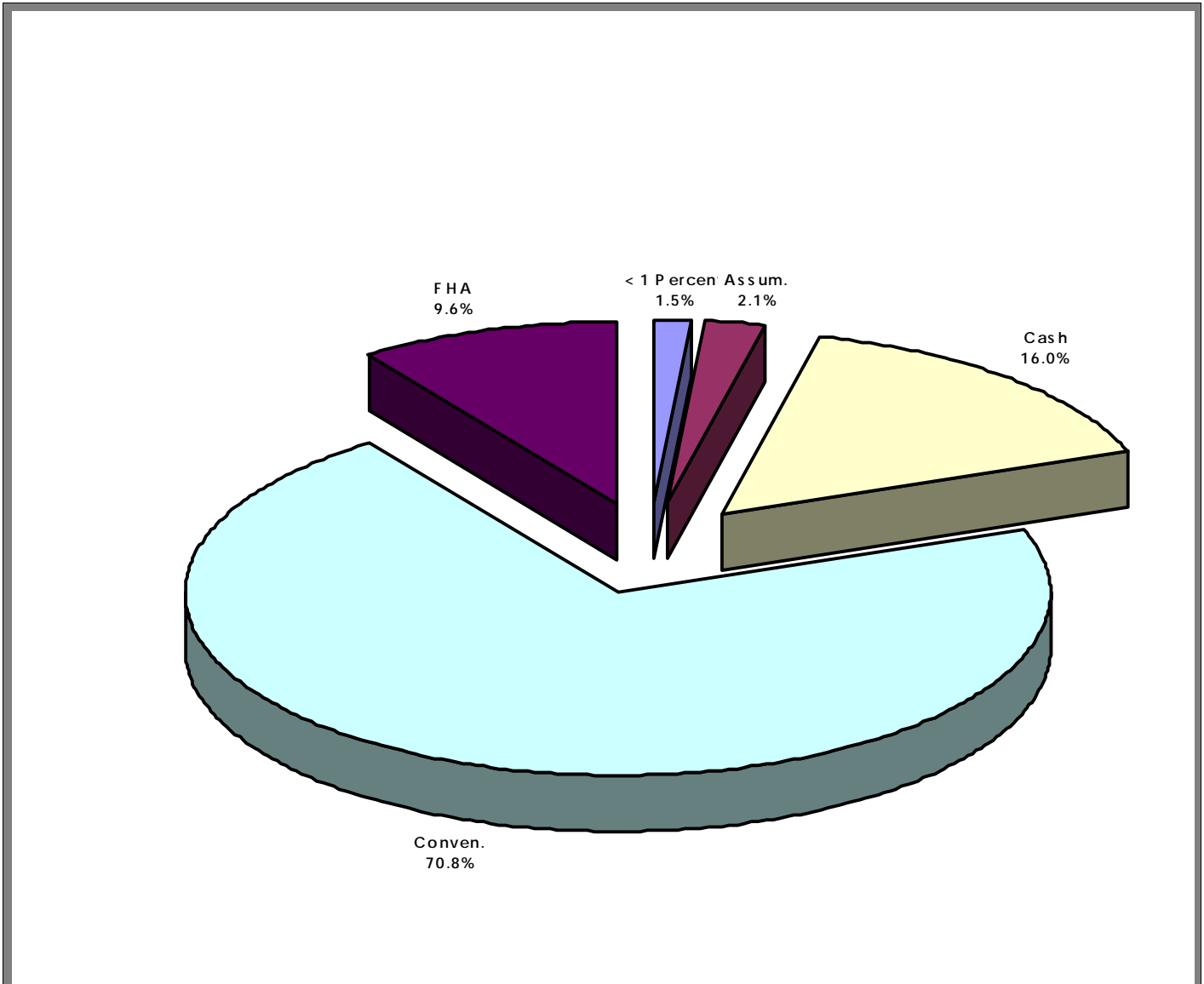
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	3 1	12 1	4 2	13 8 5	13 7 3	Davidson 72
1 1 1			2 2 1	8 4	4 5 1	Davie 30
1 2	5 4	15 1 1	22 11 2	29 15 2	53 28 4	Forsyth 195
		1			1	Guilford 2
			1 1		1	Other 3
1 2	1	4 2	8 4	11 10	4 8 1	Rockingham 56
	2	2 1 1	4 6 1	3 4	3 9 1	Stokes 37
	2	1 3	4 3	10 4	11 14 2 1	Surry 55
						Wilkes 0
1		1	1 1	3 2	3 2	Yadkin 14
3 6 1	13 5	35 9 2	46 30 3 1	77 47 7	92 74 12 1	SUBTOTAL 464

\$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
15 18	10 28 4	5 50 3	38 19 25 4	3 86 32 1	7 78 58 18	Davidson 754
3 6 1	2 19 1	13 16 1 1	12 75 5 3	4 46 7 1	5 49 48 23	Davie 371
74 45 4	97 64 4	45 68 8 1	113 761 73 10	25 331 112 15	11 161 251 85	Forsyth 2,553
2		14 1	5 38 5	1 43 27 2	32 90 12	Guilford 274
1	1		4	2 2	1 1 1	Other 16
5 6 2	3 21 1	4 16 1 1	2 61 13 1	1 30 6	1 14 18 4	Rockingham 267
2 13 4	5 18 3	15	2 68 8 1	7 43 7 1	3 21 15 2	Stokes 275
5 18	3 13 5	1 17 5 1	10 49 8 1	2 27 8 3	1 15 20 9	Surry 276
						Wilkes 0
3	1 3 1	6	3 17 2	2 6 4	8 2 2	Yadkin 74
02 112 11	02 167 19	68 202 18 5	185 1272 139 20	45 614 205 23	28 379 503 156	TOTAL 4,860

Current Residential Listings By Number of Bedrooms



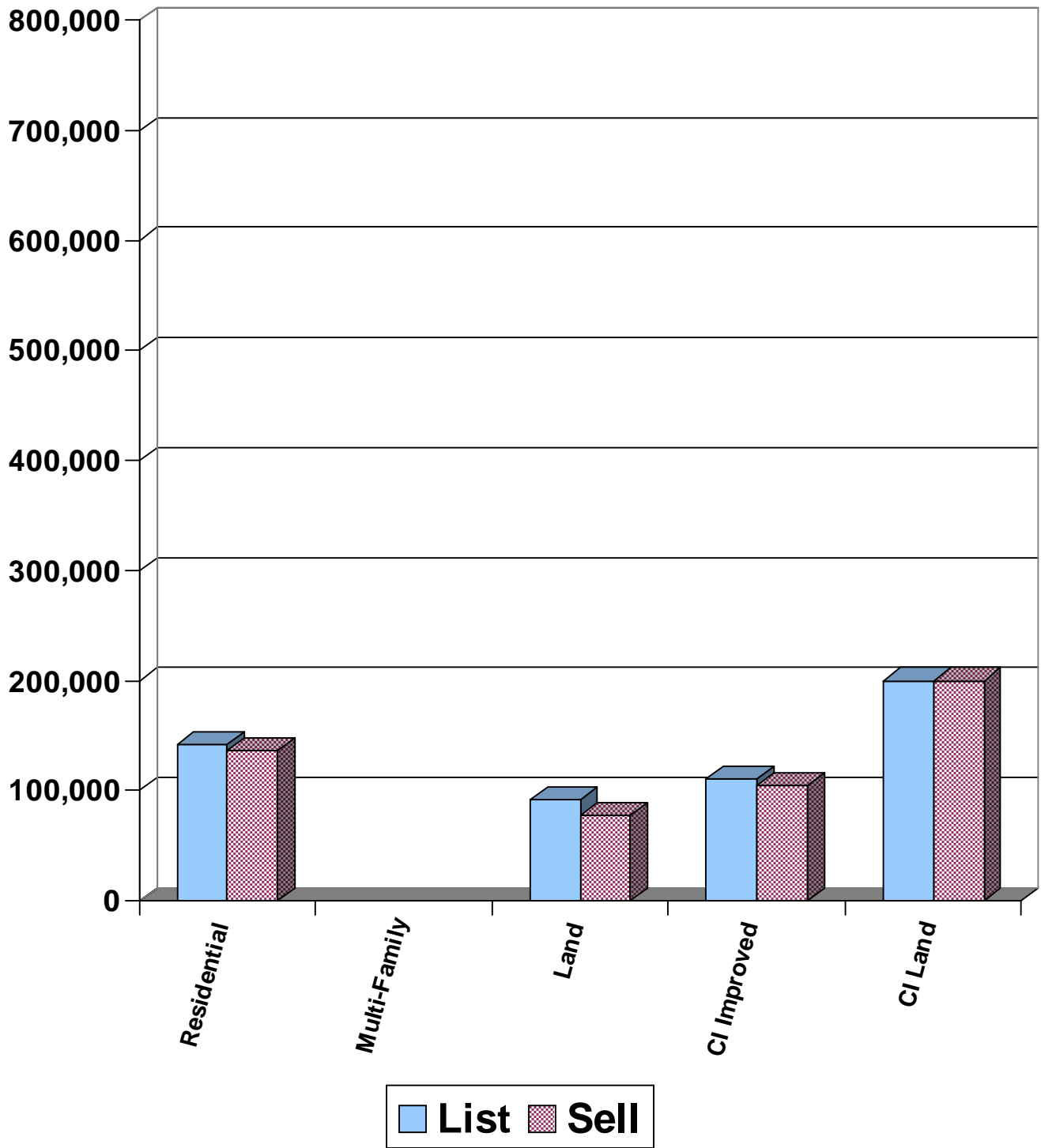
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

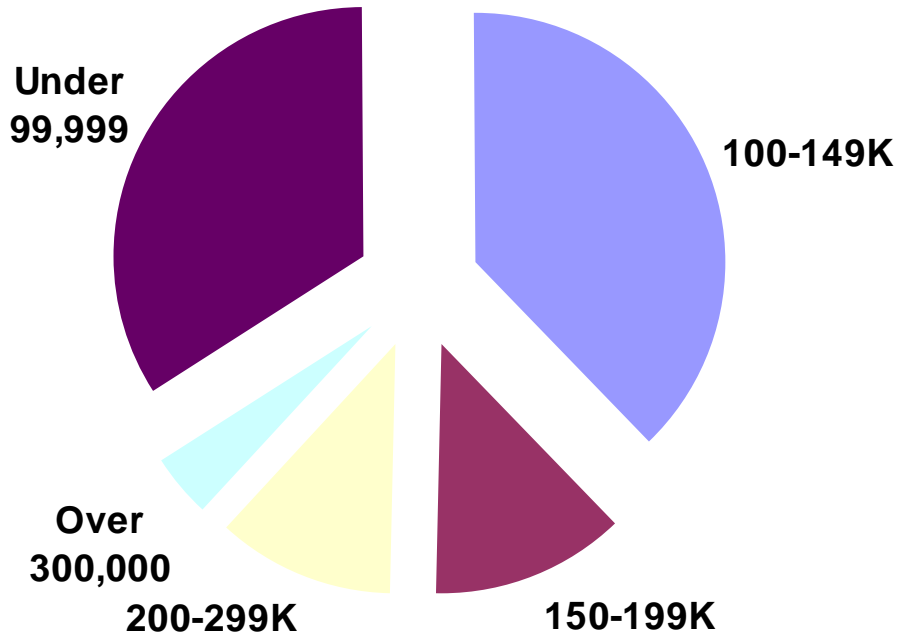
Assumable	2.1%
Cash	16.0%
Conventional	70.8%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.0%
Federal Land Bank	0.0%
FHA	9.6%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.6%
VA	0.9%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

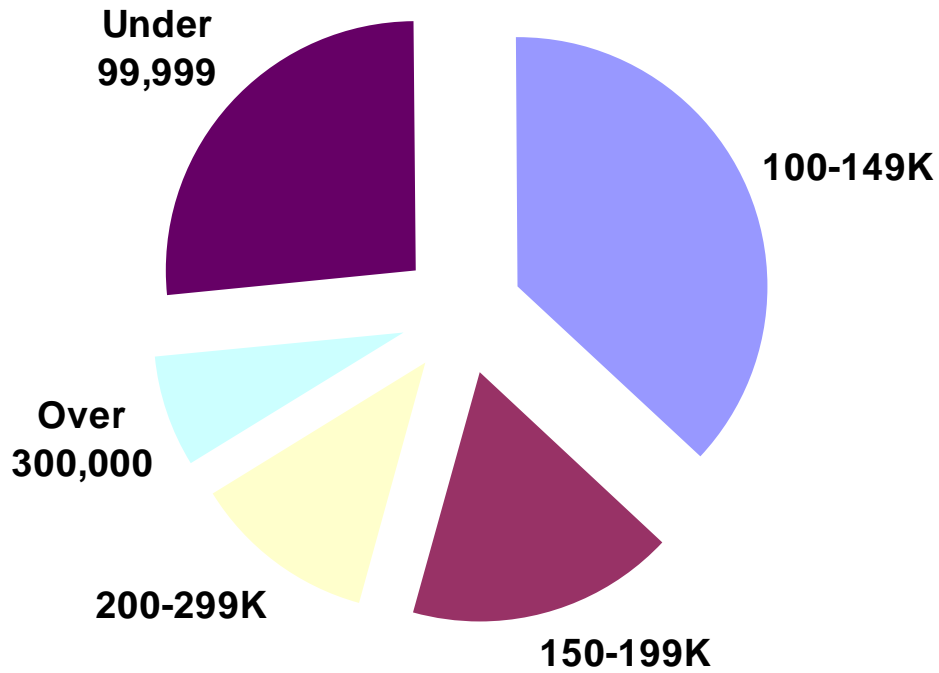
January
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	27	8.2%
50,000 - 99,999	85	25.8%
100,000 - 149,999	124	37.7%
150,000 - 199,999	41	12.5%
200,000 - 249,999	19	5.8%
250,000 - 299,999	19	5.8%
300,000 - 349,999	8	2.4%
350,000 - 399,999	3	0.9%
400,000 - 449,999	1	0.3%
450,000 - 499,999	1	0.3%
OVER - 500,000	1	0.3%

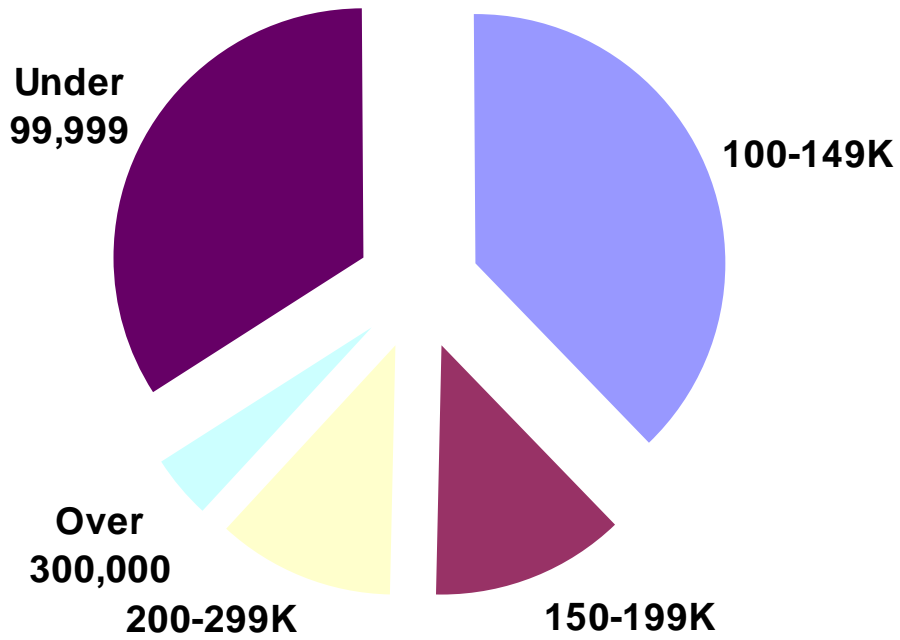
SOLD LISTINGS BY PRICE RANGE

First Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	1,154	5.4%
50,000 - 99,999	4,556	21.4%
100,000 - 149,999	7,876	37.0%
150,000 - 199,999	3,649	17.1%
200,000 - 249,999	1,558	7.3%
250,000 - 299,999	1,000	4.7%
300,000 - 349,999	558	2.6%
350,000 - 399,999	357	1.7%
400,000 - 449,999	192	0.9%
450,000 - 499,999	123	0.6%
OVER - 500,000	287	1.3%

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



PRICE RANGE	# SOLD	PERCENT
UNDER - 49,999	27	8.2%
50,000 - 99,999	85	25.8%
100,000 - 149,999	124	37.7%
150,000 - 199,999	41	12.5%
200,000 - 249,999	19	5.8%
250,000 - 299,999	19	5.8%
300,000 - 349,999	8	2.4%
350,000 - 399,999	3	0.9%
400,000 - 449,999	1	0.3%
450,000 - 499,999	1	0.3%
OVER - 500,000	1	0.3%

Winston-Salem Regional Association of Realtors

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Run date: 1/31/04

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	2	87,500	39,901	219.29%	43,750	69	0	0	0	19,951
Ashe	0	0	0						0	0	0	
Davidson	754	754	3,023	390,328,835	400,176,963	97.54%	129,120	122	0	0	5	139,331
Davie	371	371	1,339	241,273,722	248,881,611	96.94%	180,189	154	0	0	2	193,037
Forsyth	2,553	2,553	13,025	2,044,162,479	2,096,817,339	97.49%	156,941	113	0	0	11	163,317
Guilford	274	274	1,775	347,056,855	354,345,057	97.94%	195,525	120	0	0	1	205,578
Other	16	16	13	778,080	816,380	95.31%	59,852	103	0	0	0	118,534
Rockingham	267	267	491	60,535,226	63,702,913	95.03%	123,290	133	0	0	0	134,968
Stokes	275	275	770	91,117,105	94,989,722	95.92%	118,334	130	0	0	1	136,338
Surry	276	276	657	72,478,622	76,416,092	94.85%	110,318	155	0	0	2	124,876
Wilkes	0	0	0						0	0	0	
Yadkin	74	74	212	23,001,701	24,410,490	94.23%	108,499	126	0	0	0	123,872
TOTAL	4,860	4,860	21,307	3,270,820,125	3,360,596,468	97.33%	153,509	120	0	0	22	161,342

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-04 Through 31-Jan-04

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR 1/1/03 thru 1/31/03	THIS YEAR 1/1/04 thru 1/31/04	PERCENT CHANGE
\$ 29,999 and Under	8	5	-37.5%
\$ 30,000 - \$ 39,999	10	8	-20.0%
\$ 40,000 - \$ 49,999	17	13	-23.5%
\$ 50,000 - \$ 59,999	14	27	92.9%
\$ 60,000 - \$ 69,999	24	44	83.3%
\$ 70,000 - \$ 79,999	25	44	76.0%
\$ 80,000 - \$ 89,999	36	57	58.3%
\$ 90,000 - \$ 99,999	33	49	48.5%
\$100,000 - \$119,999	103	136	32.0%
\$120,000 - \$139,999	108	147	36.1%
\$140,000 - \$159,999	78	92	17.9%
\$160,000 - \$179,999	55	73	32.7%
\$180,000 - \$199,999	42	47	11.9%
\$200,000 - \$249,999	67	66	-1.5%
\$250,000 - \$299,999	32	44	37.5%
\$300,000 - \$399,999	28	35	25.0%
\$400,000 - \$499,999	15	23	53.3%
\$500,000 and Above	21	25	19.0%
TOTAL	716	935	30.6%