

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,898	1,123,420,766	162,862		
NEW LISTINGS IN FEBRUARY	1,060	175,618,559	165,678		15.4% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,994	885,836,905	177,380		
1 BEDROOM OR LESS	45	5,029,900	111,776		0.9% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	769	74,115,332	96,379		15.4% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,026	457,246,754	151,106		60.6% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	935	243,716,847	260,660		18.7% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	219	105,728,072	482,777		4.4% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,898	1,123,420,766	162,862		
RESIDENTIAL HOMES	4,494	832,938,465	185,345		65.1% OF CURRENT BY STYLE AND AREA
Guilford	255	65,853,865	258,250		5.7% OF RESIDENTIAL HOMES
Greensboro	8	1,122,400	140,300		3.1% OF Guilford County
High Point	142	30,683,915	216,084		55.7% OF Guilford County
Jamestown	15	2,414,100	160,940		5.9% OF Guilford County
Other	90	31,633,450	351,483		35.3% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	706	123,339,306	174,702		15.7% OF RESIDENTIAL HOMES
Davie	371	83,128,872	224,067		8.3% OF RESIDENTIAL HOMES
Forsyth	2,255	421,984,214	187,133		50.2% OF RESIDENTIAL HOMES
Rockingham	273	37,769,307	138,349		6.1% OF RESIDENTIAL HOMES
Stokes	256	45,067,550	176,045		5.7% OF RESIDENTIAL HOMES
Surry	277	40,822,850	147,375		6.2% OF RESIDENTIAL HOMES
Wilkes	1	59,900	59,900		0.0% OF RESIDENTIAL HOMES
Yadkin	88	12,990,101	147,615		2.0% OF RESIDENTIAL HOMES
Other	12	1,922,500	160,208		0.3% OF RESIDENTIAL HOMES
CONDO	496	52,413,740	105,673		7.2% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	24	5,382,600	224,275		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,667	146,991,309	88,177		24.2% OF CURRENT BY STYLE AND AREA
CI IMPROVED	113	46,355,100	410,222		1.6% OF CURRENT BY STYLE AND AREA
CI LAND	100	38,854,852	388,549		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	851	119,137,959	139,998	130	
FEBRUARY SALES	401	58,560,758	146,037	133	47.1% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	25,409	3,597,649,095	141,590	144	
RESIDENTIAL FINANCING YTD	778	114,718,155	147,453	117	
Assumable	23	3,623,410	157,540	154	3.0% OF RESIDENTIAL FINANCING YTD
Cash	110	11,711,766	106,471	112	14.1% OF RESIDENTIAL FINANCING YTD
Conventional	560	89,562,846	159,934	118	72.0% 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	65	7,313,635	112,517	104	8.4% 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	1	65,000	65,000	126	0.1% OF RESIDENTIAL FINANCING YTD
NC Housing	0				0.0% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	6	564,400	94,067	103	0.8% OF RESIDENTIAL FINANCING YTD
VA	13	1,877,098	144,392	133	1.7% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

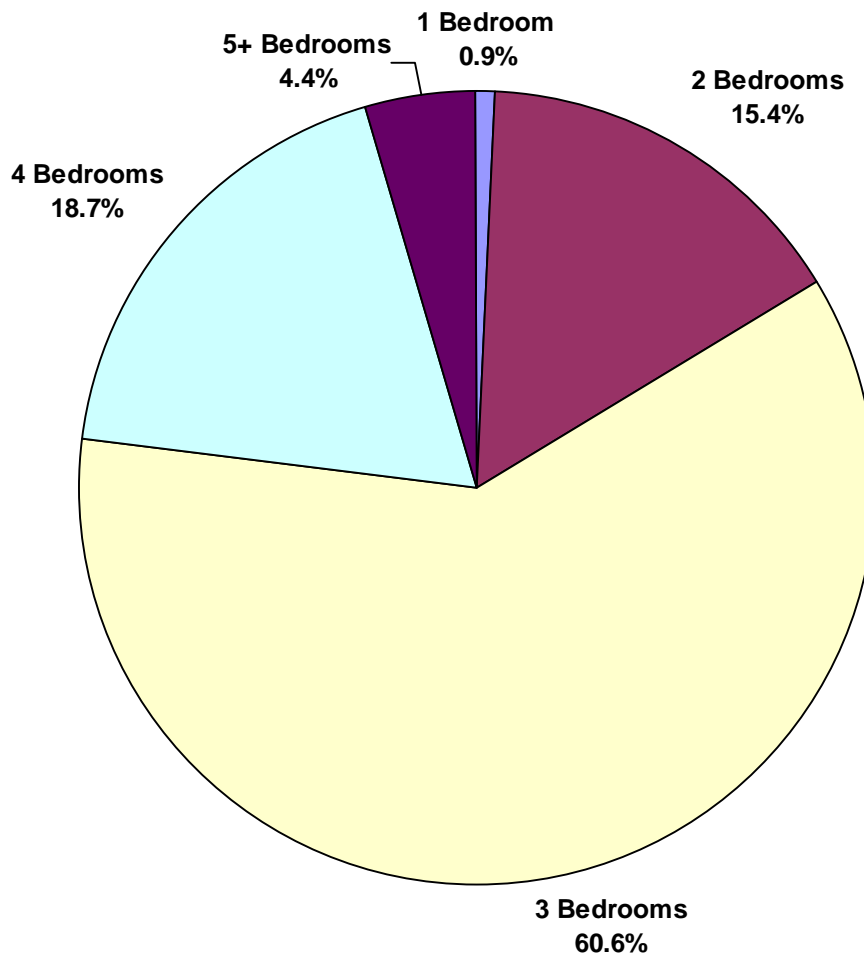
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

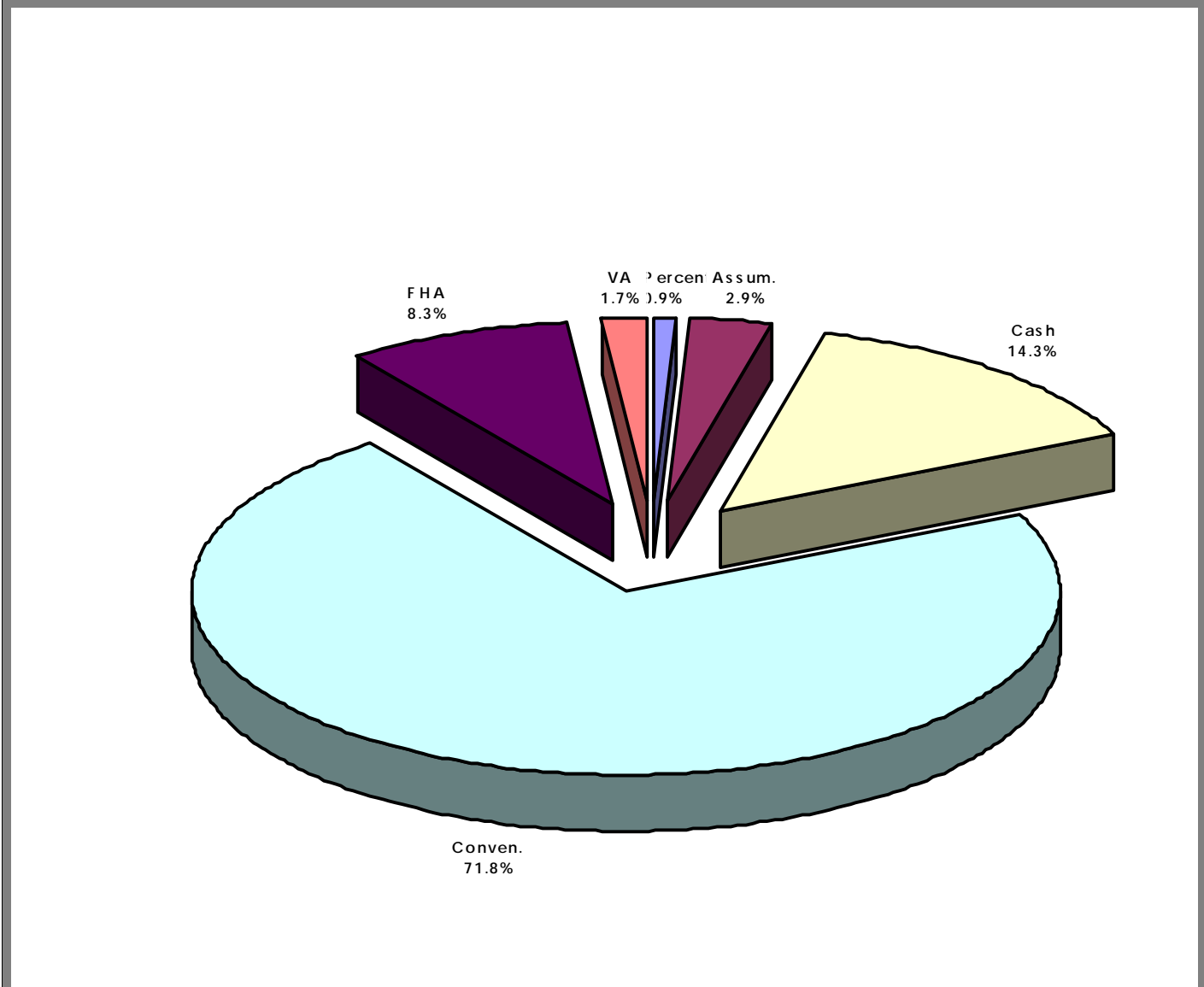
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
	4	11	4 3	14 11 5	11 9 2	Davidson 74
1 1 1			2 1	9 2 1	3 6 1	Davie 28
1 2	5 3 1	14 1 2	27 9 1	27 12 2	48 25 6 1	Forsyth 187
					1	Guilford 1
			1 1		1	Other 3
1	2 1	3 2	8 4	10 14	5 11 1	Rockingham 62
	2	2 1 1 1	2 4	5 4	1 7 1	Stokes 31
	1 1	2 4	1 4	10 6 1	13 11 4 1	Surry 59
				1		Wilkes 1
1			1	3 5	2 4	Yadkin 16
2 5 1	14 4 2	32 8 3 1	46 25 2	78 55 9	84 74 15 2	SUBTOTAL 462

\$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
12 18 1	10 29 4	6 52 4	39 186 25 4	4 88 30 3	9 87 60 19	Davidson 764
4 7	1 22 1	11 17 1	17 75 7 3	5 51 12 1	7 58 50 24	Davie 402
83 49 1 3	90 65 4	38 74 6 1	115 813 68 11	24 339 110 14	10 157 256 90	Forsyth 2,608
2		14 1	7 37 7 1	1 49 34 2	33 84 16	Guilford 289
1	1		1 1	2 1	1 1	Other 12
5 9 1	4 23 1	2 19 3 1	2 59 11 1	1 28 7	1 13 20 1	Rockingham 274
3 14 2	8 11 3	1 21	2 65 6 1	7 45 8	2 21 15 1	Stokes 267
4 18 1	3 13 3	2 16 5 1	9 53 8 1	2 30 10 2	20 20 9	Surry 289
						Wilkes 1
3	1 4 2	7	4 21 3	2 7 3	7 6 2	Yadkin 88
02 121 5 4	02 168 18	60 220 18 5	195 1310 136 22	46 639 215 22	29 397 511 163	TOTAL 4,994

Current Residential Listings By Number of Bedrooms



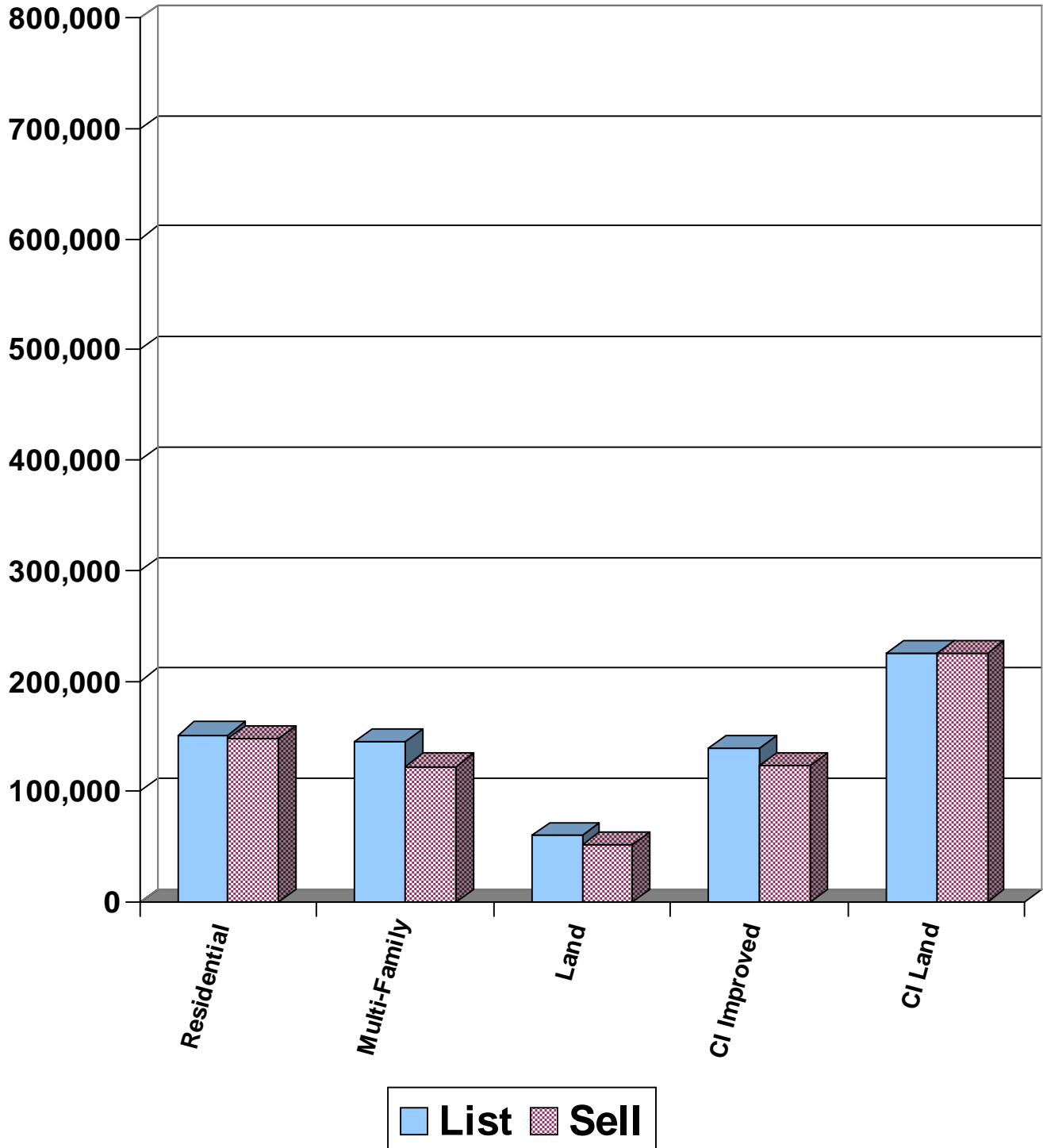
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

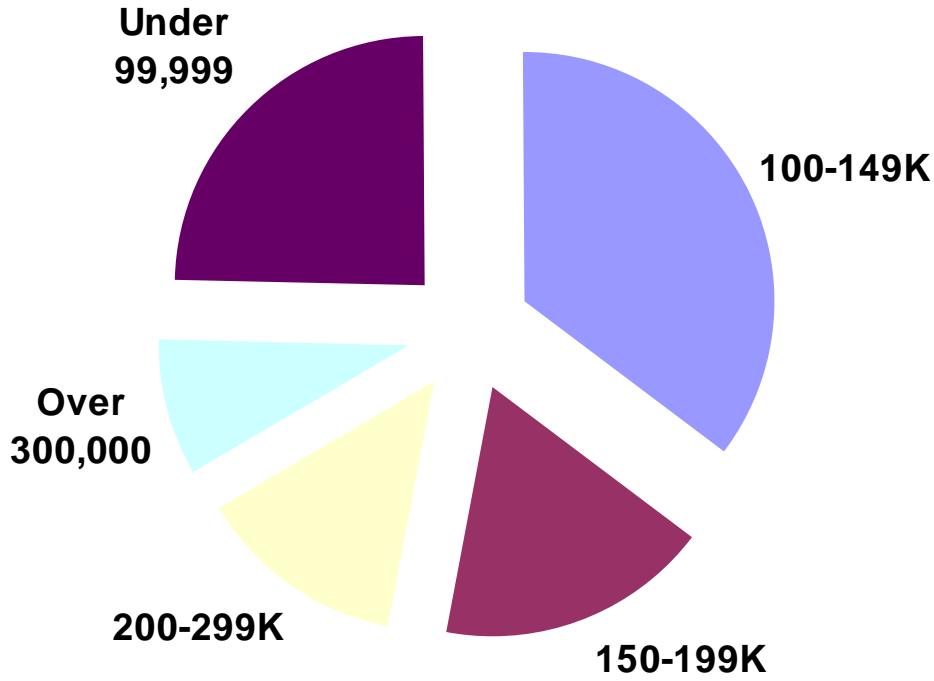
Assumable	2.9%
Cash	14.3%
Conventional	71.8%
Exchange	0.0%
Fannie Mae	0.0%
Farmers Home Loan	0.0%
Federal Land Bank	0.0%
FHA	8.3%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.1%
NC Housing	0.0%
Other	0.0%
Owner Financing	0.8%
VA	1.7%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

February
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	27	7.5%
50,000 - 99,999	62	17.2%
100,000 - 149,999	127	35.2%
150,000 - 199,999	64	17.7%
200,000 - 249,999	34	9.4%
250,000 - 299,999	15	4.2%
300,000 - 349,999	11	3.0%
350,000 - 399,999	11	3.0%
400,000 - 449,999	5	1.4%
450,000 - 499,999	2	0.6%
OVER - 500,000	3	0.8%