

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	8,864	1,833,015,274	206,793		
NEW LISTINGS IN DECEMBER	796	160,216,753	201,277		9.0% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	6,246	1,406,912,270	225,250		
1 BEDROOM OR LESS	70	10,386,774	148,382		1.1% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	1,028	140,241,851	136,422		16.5% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,378	619,861,122	183,499		54.1% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,446	466,301,541	322,477		23.2% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	324	170,120,982	525,065		5.2% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	8,864	1,833,015,274	206,793		
RESIDENTIAL HOMES	5,452	1,265,314,759	232,083		61.5% OF CURRENT BY STYLE AND AREA
Guilford	313	107,989,601	345,015		5.7% OF RESIDENTIAL HOMES
Greensboro	7	1,586,970	226,710		2.2% OF Guilford County
High Point	158	41,972,289	265,647		50.5% OF Guilford County
Jamestown	7	1,310,100	187,157		2.2% OF Guilford County
Other	141	63,120,242	447,661		45.0% OF Guilford County
Alleghany	1	225,900	225,900		0.0% OF RESIDENTIAL HOMES
Ashe	4	752,300	188,075		0.1% OF RESIDENTIAL HOMES
Davidson	994	221,853,760	223,193		18.2% OF RESIDENTIAL HOMES
Davie	383	115,475,229	301,502		7.0% OF RESIDENTIAL HOMES
Forsyth	2,629	599,934,603	228,199		48.2% OF RESIDENTIAL HOMES
Rockingham	445	83,508,871	187,660		8.2% OF RESIDENTIAL HOMES
Stokes	248	46,601,800	187,910		4.5% OF RESIDENTIAL HOMES
Surry	320	63,332,245	197,913		5.9% OF RESIDENTIAL HOMES
Wilkes	5	2,240,900	448,180		0.1% OF RESIDENTIAL HOMES
Yadkin	89	15,955,795	179,279		1.6% OF RESIDENTIAL HOMES
Other	21	7,443,755	354,465		0.4% OF RESIDENTIAL HOMES
CONDO	761	135,961,311	178,661		8.6% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	64	12,555,900	196,186		0.7% OF CURRENT BY STYLE AND AREA
LAND	2,188	270,913,021	123,818		24.7% OF CURRENT BY STYLE AND AREA
CI IMPROVED	220	78,689,009	357,677		2.5% OF CURRENT BY STYLE AND AREA
CI LAND	146	63,945,074	437,980		1.6% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	10,496	1,808,366,480	172,390	107	
DECEMBER SALES	557	105,068,547	188,972	114	5.3% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	2,073	359,381,263	173,530	107	
RESIDENTIAL FINANCING YTD	9,678	1,727,150,377	178,461	99	
Assumable	337	54,833,703	162,711	95	3.5% OF RESIDENTIAL FINANCING YTD
Cash	1,122	166,091,822	148,032	96	11.6% OF RESIDENTIAL FINANCING YTD
Conventional	7,241	1,380,067,042	190,591	98	74.8% OF RESIDENTIAL FINANCING YTD
Exchange	12	1,735,575	144,631	90	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	12	1,145,800	95,483	152	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	12	1,472,275	122,690	95	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	276,000	276,000	93	0.0% OF RESIDENTIAL FINANCING YTD
FHA	730	89,094,866	122,048	108	7.5% OF RESIDENTIAL FINANCING YTD
L/A Escal	1	130,000	130,000	63	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	5	667,400	133,480	72	0.1% OF RESIDENTIAL FINANCING YTD
NC Housing	7	804,400	114,914	121	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	16	1,594,099	99,631	186	0.2% OF RESIDENTIAL FINANCING YTD
VA	165	27,029,710	163,816	99	1.7% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

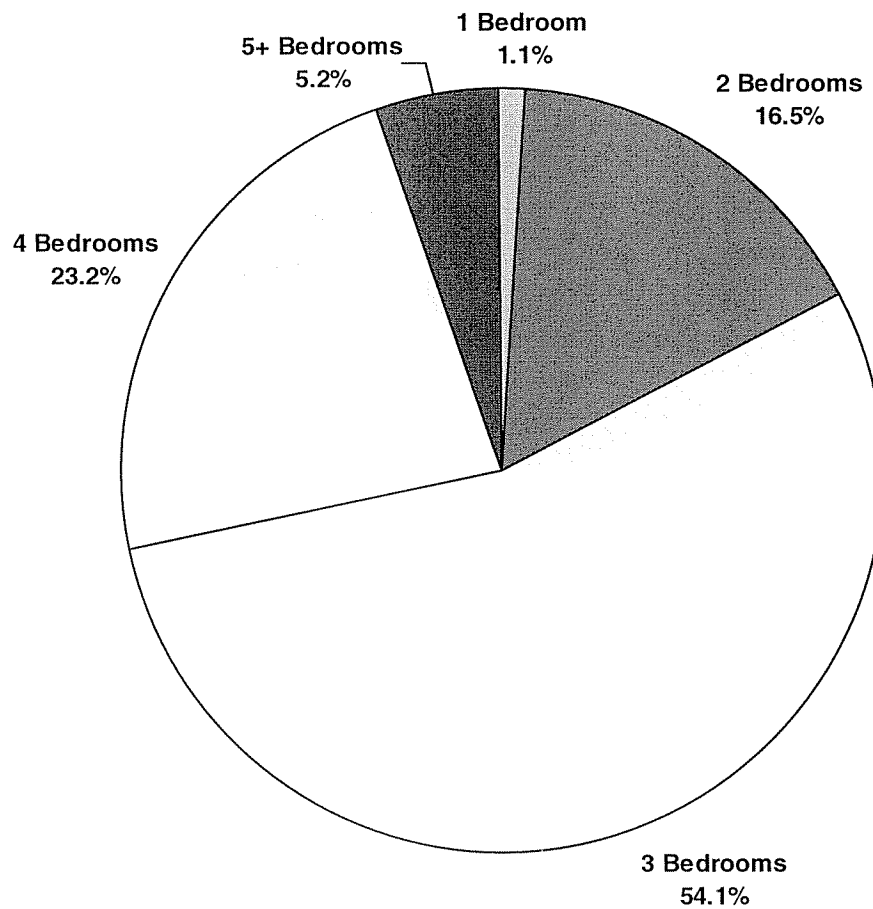
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

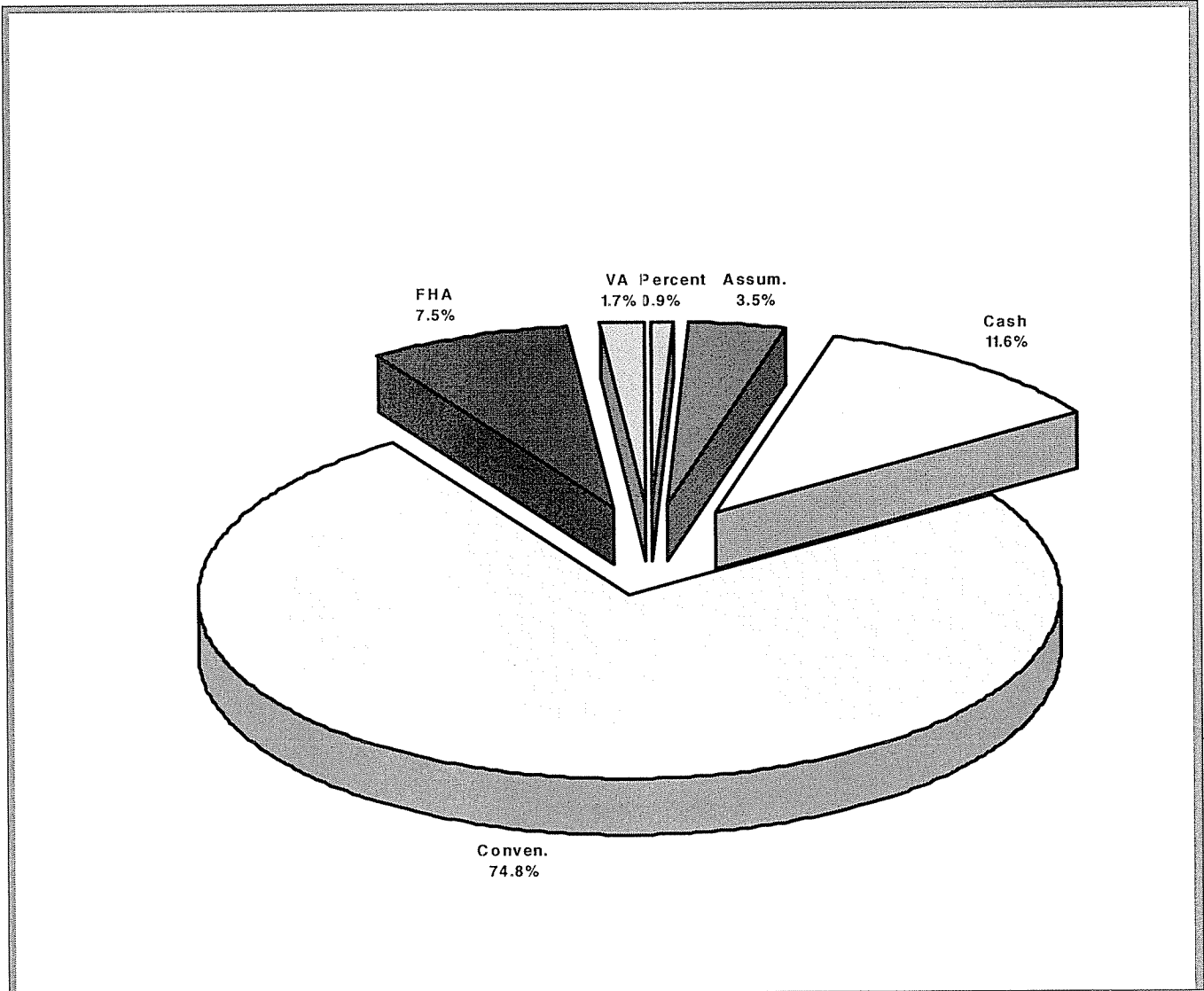
\$ 0 - 19,999					\$ 20,000 - 29,999					\$ 30,000 - 39,999					\$ 40,000 - 49,999					\$ 50,000 - 59,999					\$ 60,000 - 69,999					PRICE RANGE	
2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		BEDROOMS	TOTAL
																									COUNTY						
																														Alleglhany	0
																				1										Ashe	1
2					6 1					7 4 1					11 3					16 8 2					9 10					Davidson	80
					2 1					1					1 6					2					2 3					Davie	18
1 2					11 5					29 10 2					29 20 1					39 23 5					48 41 4					Forsyth	270
										1															2					Guilford	2
																									1					Other	2
4 3					10 3					6 8 1					6 7 1					7 8 1					9 13 3					Rockingham	90
					3					1 2					1					3 2					3 8					Stokes	23
					1					3 2					2 5 1					6 7					7 6					Surry	40
																				1					1					Wilkes	2
					1					1					2 1					2					1 3					Yadkin	11
5 5 2					33 11					47 28 4					50 43 4					75 50 8					80 87 7					SUBTOTAL	539

\$ 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	TOTAL
																														COUNTY	
																									1					Alleglhany	1
																				1					1 1					Ashe	4
9 15 6 1					22 23 2					15 27 6					27 225 15 6					16 137 35 4					25 203 145 47					Davidson	1,091
3 3					5 4 1					4 8 1					12 45 4					15 68 11					9 73 99 31					Davie	414
34 46 13 2					38 74 11 1					55 47 9 1					158 597 65 9					55 433 131 10					106 379 491 119					Forsyth	3,154
1										2					9 20 1					2 43 21					2 58 147 36					Guilford	344
					1 1										4 2					1 4 1					1 4 3					Other	24
6 17 1					8 19 2					5 15 1					8 70 12					6 39 18 3					1 76 53 11					Rockingham	461
5 9 1					4 8					5 7 1 1					6 53 14 1					4 29 9 1					7 35 28 11					Stokes	262
7 11					4 13 3 1					3 20					17 59 21 4					61 23 8 1					7 53 22 18					Surry	396
										1															2					Wilkes	5
1 6					3					3 2					3 19 1 1					2 11 1 1					2 13 8 2					Yadkin	90
66 107 20 4					82 145 19 2					92 127 18 2					244 1090 133 21					163 787 235 20					161 898 996 275					TOTAL	6,246

Current Residential Listings By Number of Bedrooms



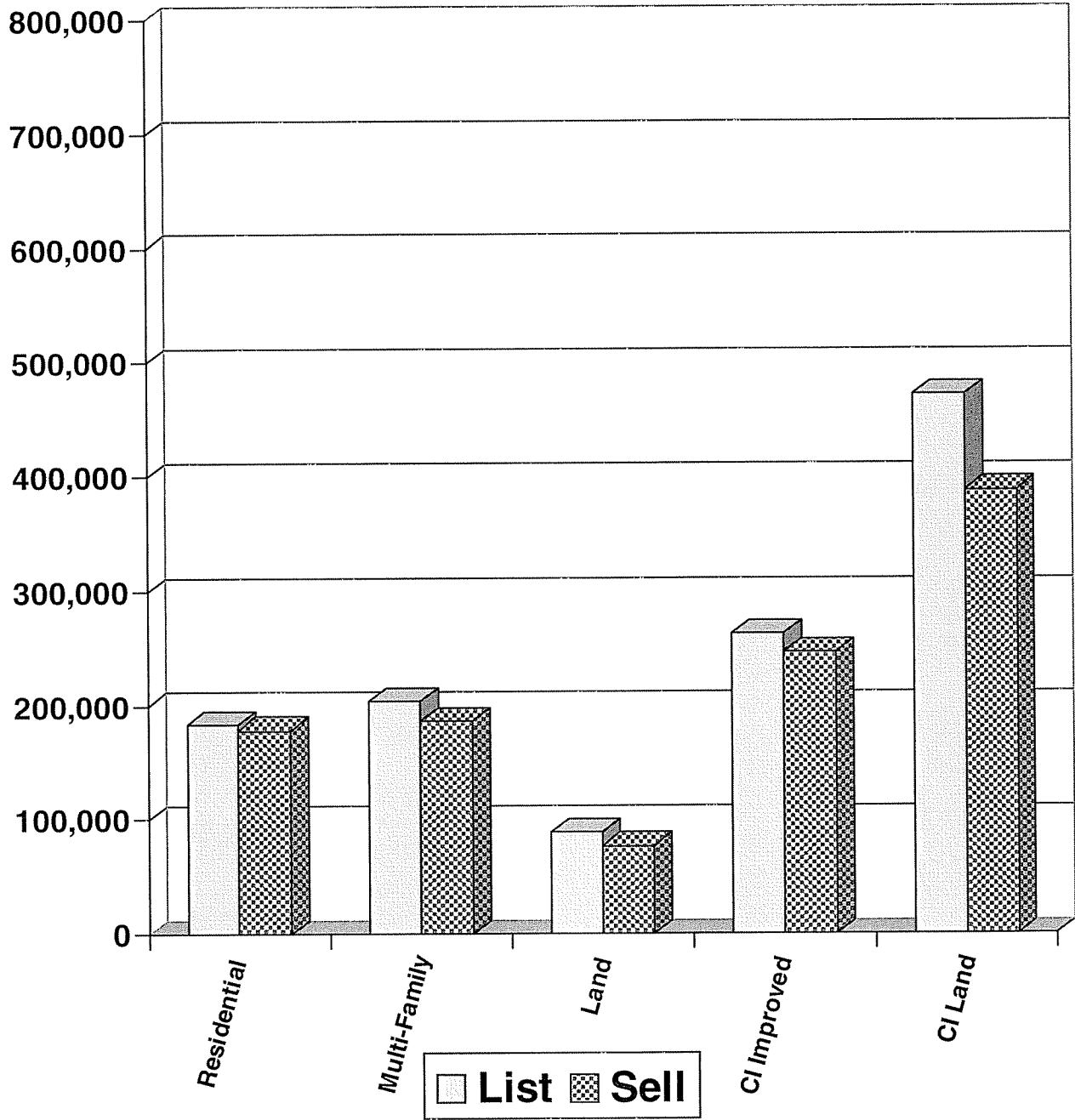
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

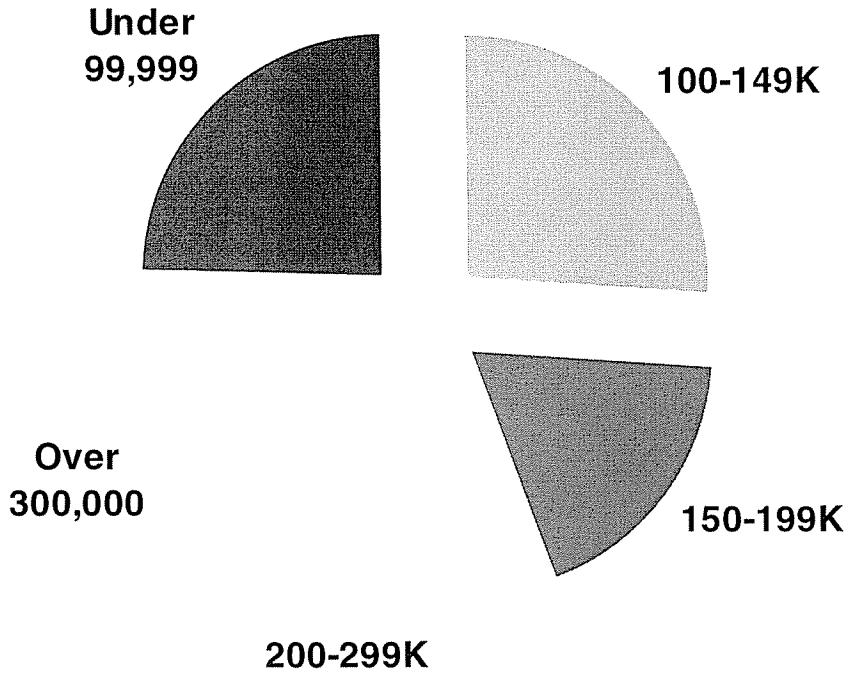
Assumable	3.5%
Cash	11.6%
Conventional	74.8%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.1%
Federal Land Bank	0.0%
FHA	7.5%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.1%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.2%
VA	1.7%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

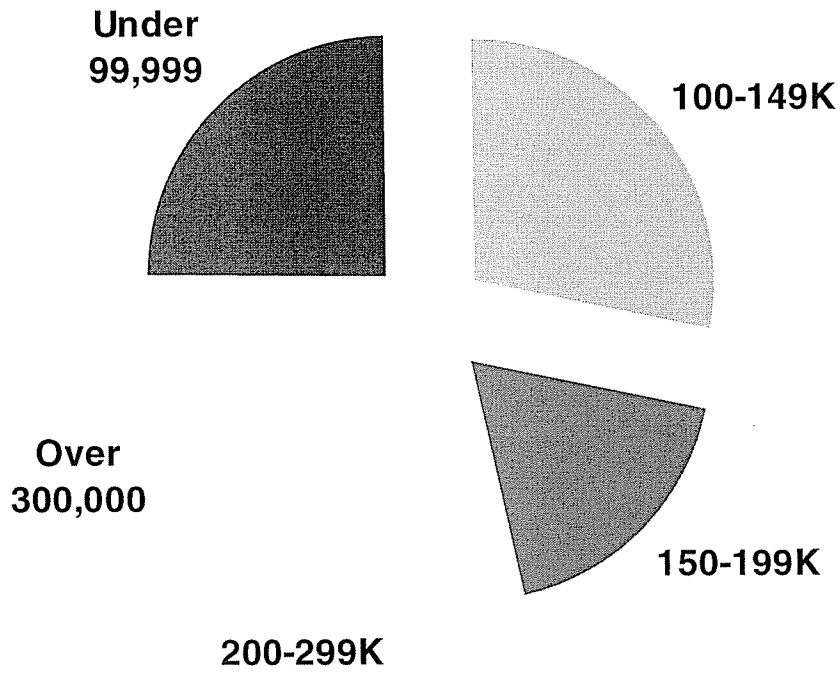
December
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	36	6.9%
50,000 - 99,999	92	17.7%
100,000 - 149,999	136	26.2%
150,000 - 199,999	94	18.1%
200,000 - 249,999	47	9.0%
250,000 - 299,999	36	6.9%
300,000 - 349,999	16	3.1%
350,000 - 399,999	19	3.7%
400,000 - 449,999	12	2.3%
450,000 - 499,999	5	1.0%
OVER - 500,000	27	5.2%

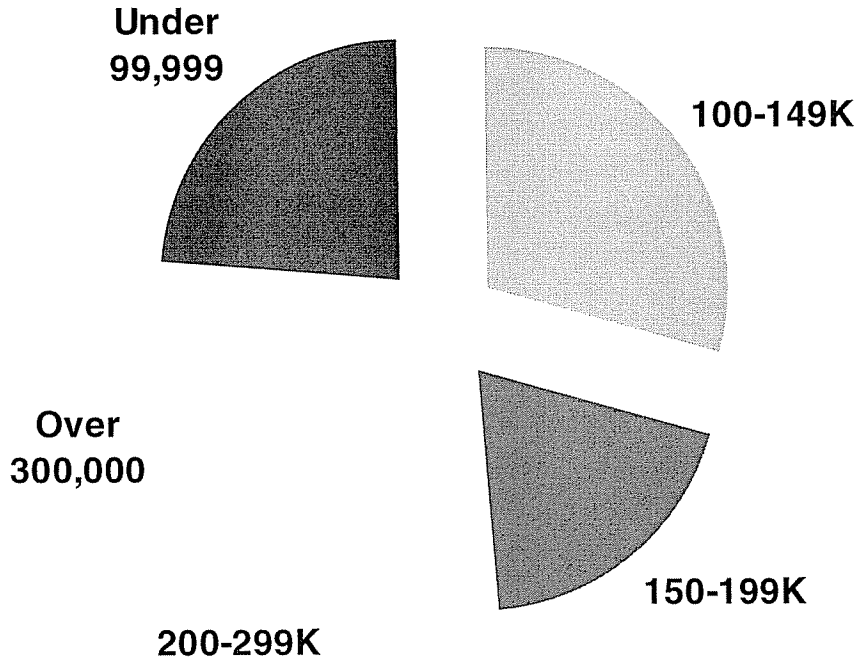
SOLD LISTINGS BY PRICE RANGE

Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	135	7.1%
50,000 - 99,999	341	17.9%
100,000 - 149,999	540	28.4%
150,000 - 199,999	344	18.1%
200,000 - 249,999	167	8.8%
250,000 - 299,999	109	5.7%
300,000 - 349,999	88	4.6%
350,000 - 399,999	62	3.3%
400,000 - 449,999	36	1.9%
450,000 - 499,999	13	0.7%
OVER - 500,000	65	3.4%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	582	6.0%
50,000 - 99,999	1,723	17.8%
100,000 - 149,999	2,841	29.4%
150,000 - 199,999	1,865	19.3%
200,000 - 249,999	835	8.6%
250,000 - 299,999	594	6.1%
300,000 - 349,999	404	4.2%
350,000 - 399,999	275	2.8%
400,000 - 449,999	152	1.6%
450,000 - 499,999	100	1.0%
OVER - 500,000	291	3.0%

Winston-Salem Regional Association of Realtors

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	SOLD PRICE	TOTAL DOLLAR VOLUME	%SALE /LIST	AVERAGE SALE PRICE	DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	1	0	0						0	0	0	188,608
Ashe	4	4	0						0	0	0	188,075
Davidson	1,091	451	305	52,922,084	54,190,288	97.66%	173,515	101	0	0	0	174,557
Davie	414	182	112	26,740,060	27,936,699	95.72%	238,751	154	0	0	0	239,831
Forsyth	3,154	1,354	1,031	187,293,791	191,894,690	97.60%	181,662	98	0	0	0	186,571
Guilford	344	161	116	28,640,063	29,593,159	96.78%	246,897	75	0	0	0	263,490
Other	24	3	11	2,125,247	2,251,601	94.39%	193,204	156	0	0	0	96,318
Rockingham	461	195	132	18,421,535	19,052,441	96.69%	139,557	100	0	0	0	148,923
Stokes	262	101	71	10,853,428	11,273,375	96.27%	152,865	98	0	0	0	144,254
Surry	396	124	92	10,267,612	11,187,780	91.78%	111,604	111	0	0	0	143,683
Wilkes	5	2	2	169,900	172,900	98.26%	84,950	24	0	0	0	158,185
Yadkin	90	31	28	3,161,500	3,366,900	93.90%	112,911	114	0	0	0	136,972
TOTAL	6,246	2,608	1,900	340,595,220	350,919,733	97.06%	179,261	102	0	0	0	185,527

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-07 Through 31-Dec-07

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2006 thru 12/31/2006	1/1/2007 thru 12/31/2007	
\$ 29,999 and Under	154	166	7.8%
\$ 30,000 - \$ 39,999	202	183	-9.4%
\$ 40,000 - \$ 49,999	242	234	-3.3%
\$ 50,000 - \$ 59,999	267	257	-3.7%
\$ 60,000 - \$ 69,999	355	377	6.2%
\$ 70,000 - \$ 79,999	418	389	-6.9%
\$ 80,000 - \$ 89,999	465	529	13.8%
\$ 90,000 - \$ 99,999	490	530	8.2%
\$100,000 - \$119,999	1,294	1,144	-11.6%
\$120,000 - \$139,999	1,486	1,458	-1.9%
\$140,000 - \$159,999	1,091	1,220	11.8%
\$160,000 - \$179,999	887	1,029	16.0%
\$180,000 - \$199,999	661	752	13.8%
\$200,000 - \$249,999	897	1,165	29.9%
\$250,000 - \$299,999	681	828	21.6%
\$300,000 - \$399,999	710	1,006	41.7%
\$400,000 - \$499,999	338	357	5.6%
\$500,000 and Above	384	487	26.8%
TOTAL	11,022	12,111	9.9%