

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	9,480	1,976,309,584	208,471		
NEW LISTINGS IN NOVEMBER	1,240	242,119,485	195,258		13.1% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	6,692	1,508,867,446	225,473		
1 BEDROOM OR LESS	89	13,970,178	156,968		1.3% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	1,142	154,906,118	135,645		17.1% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,582	656,518,184	183,283		53.5% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,544	500,484,187	324,148		23.1% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	335	182,988,779	546,235		5.0% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	9,480	1,976,309,584	208,471		
RESIDENTIAL HOMES	5,776	1,350,212,599	233,763		60.9% OF CURRENT BY STYLE AND AREA
Guilford	335	115,475,838	344,704		5.8% OF RESIDENTIAL HOMES
Greensboro	6	1,494,288	249,048		1.8% OF Guilford County
High Point	173	46,798,601	270,512		51.6% OF Guilford County
Jamestown	9	1,688,290	187,588		2.7% OF Guilford County
Other	147	65,494,659	445,542		43.9% OF Guilford County
Alleghany	1	225,900	225,900		0.0% OF RESIDENTIAL HOMES
Ashe	3	766,400	255,467		0.1% OF RESIDENTIAL HOMES
Davidson	1,039	233,203,333	224,450		18.0% OF RESIDENTIAL HOMES
Davie	382	121,107,301	317,035		6.6% OF RESIDENTIAL HOMES
Forsyth	2,800	643,563,276	229,844		48.5% OF RESIDENTIAL HOMES
Rockingham	467	89,468,469	191,581		8.1% OF RESIDENTIAL HOMES
Stokes	262	50,407,082	192,393		4.5% OF RESIDENTIAL HOMES
Surry	353	68,773,345	194,825		6.1% OF RESIDENTIAL HOMES
Wilkes	8	2,566,800	320,850		0.1% OF RESIDENTIAL HOMES
Yadkin	100	16,071,100	160,711		1.7% OF RESIDENTIAL HOMES
Other	26	8,583,755	330,144		0.5% OF RESIDENTIAL HOMES
CONDO	883	153,489,048	173,827		9.3% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	59	11,925,200	202,122		0.6% OF CURRENT BY STYLE AND AREA
LAND	2,328	293,698,595	126,159		24.6% OF CURRENT BY STYLE AND AREA
CI IMPROVED	246	93,823,809	381,398		2.6% OF CURRENT BY STYLE AND AREA
CI LAND	155	67,994,534	438,674		1.6% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	9,749	1,674,258,111	171,807	106	
NOVEMBER SALES	541	95,494,458	176,515	91	5.5% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,346	229,193,594	170,278	103	
RESIDENTIAL FINANCING YTD	8,984	1,600,586,565	178,160	98	
Assumable	294	47,308,470	160,913	96	3.3% OF RESIDENTIAL FINANCING YTD
Cash	1,034	153,556,165	148,507	96	11.5% OF RESIDENTIAL FINANCING YTD
Conventional	6,777	1,286,142,431	189,780	97	75.4% OF RESIDENTIAL FINANCING YTD
Exchange	11	1,676,575	152,416	92	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	10	1,035,900	103,590	169	0.1% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	11	1,297,275	117,934	78	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	1	276,000	276,000	93	0.0% OF RESIDENTIAL FINANCING YTD
FHA	652	79,051,224	121,244	108	7.3% 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	15	1,432,099	95,473	188	0.2% OF RESIDENTIAL FINANCING YTD
VA	152	25,336,856	166,690	94	1.7% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

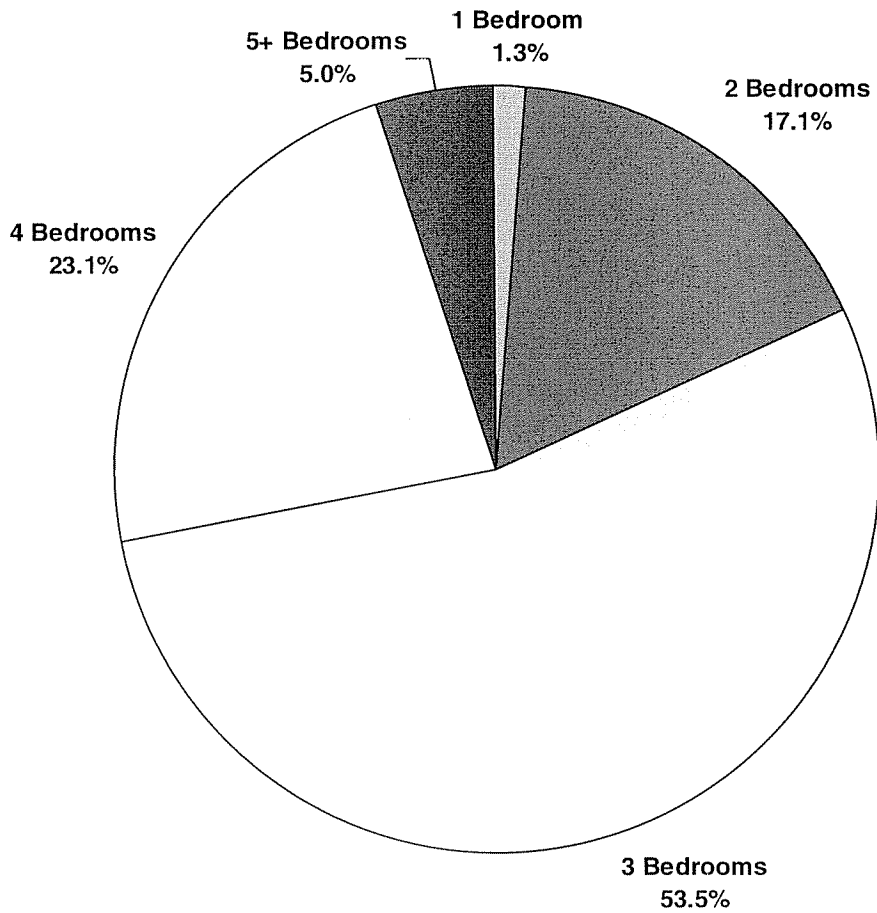
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

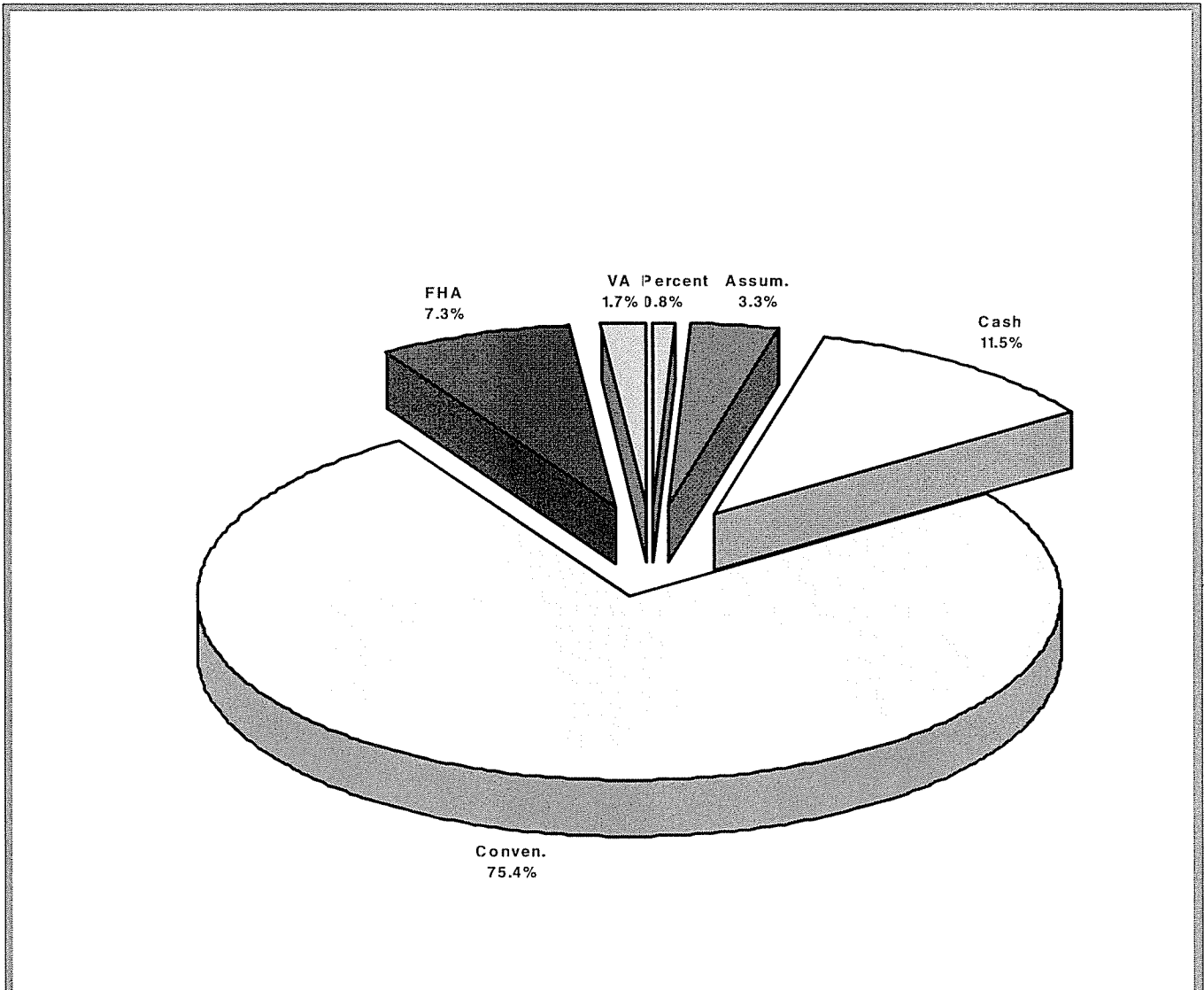
\$ 0 - 19,999					\$ 20,000 - 29,999					\$ 30,000 - 39,999					\$ 40,000 - 49,999					\$ 50,000 - 59,999					\$ 60,000 - 69,999					PRICE RANGE	
2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		2-	3	4	5+		BEDROOMS	TOTAL
																									COUNTY						
																														Alleghany	0
																														Ashe	0
																														Davidson	79
																														Davie	19
																														Forsyth	262
																														Guilford	1
																														Other	2
																														Rockingham	83
																														Stokes	24
																														Surry	45
																														Wilkes	3
																														Yadkin	19
																														SUBTOTAL	537

\$ 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						
																																			Alleghany	1
																																			Ashe	3
																																			Davidson	1,141
																																			Davie	420
																																			Forsyth	3,422
																																			Guilford	388
																																			Other	29
																																			Rockingham	480
																																			Stokes	269
																																			Surry	431
																																			Wilkes	8
																																			Yadkin	100
																																			TOTAL	6,692

Current Residential Listings By Number of Bedrooms



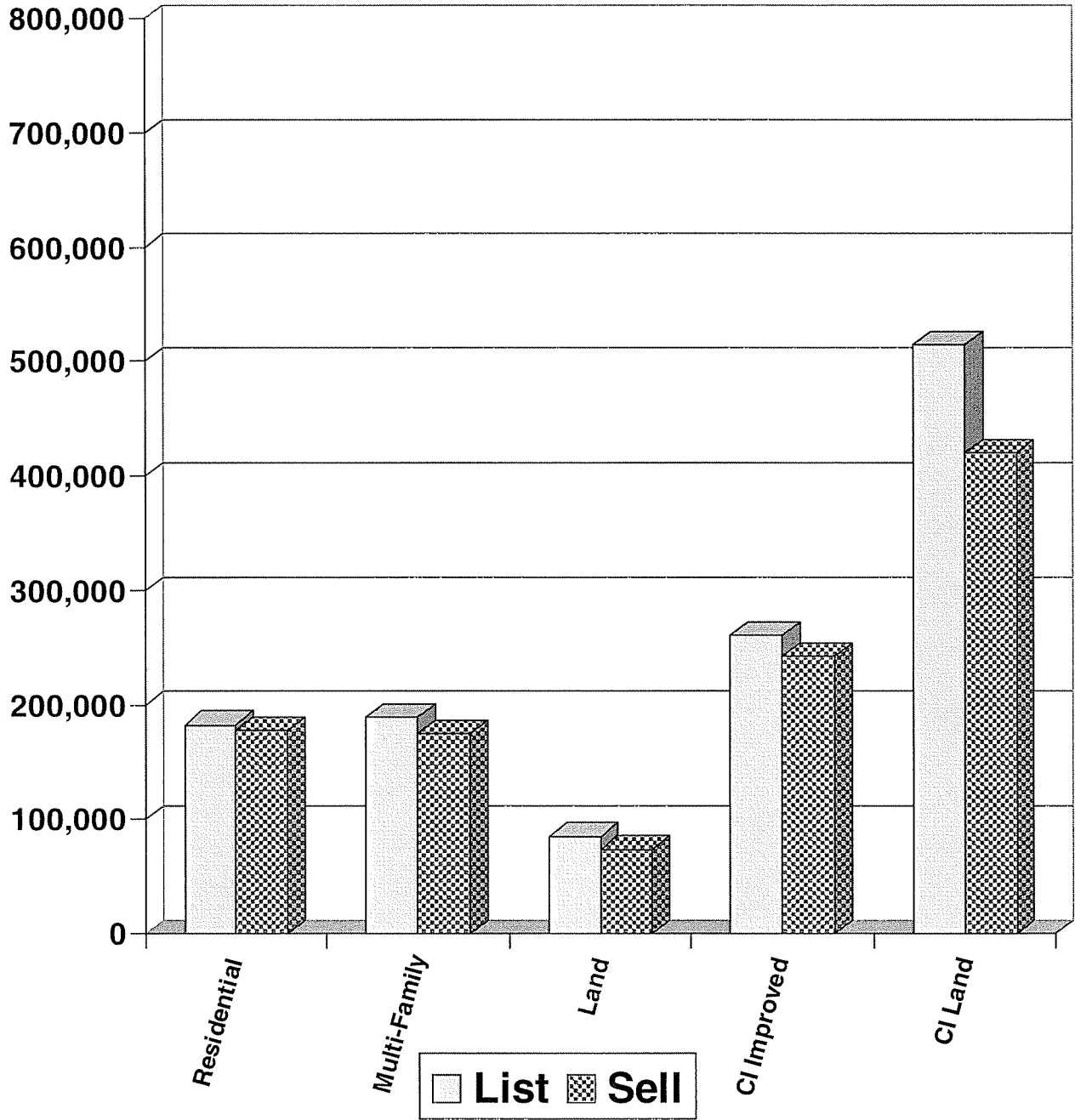
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

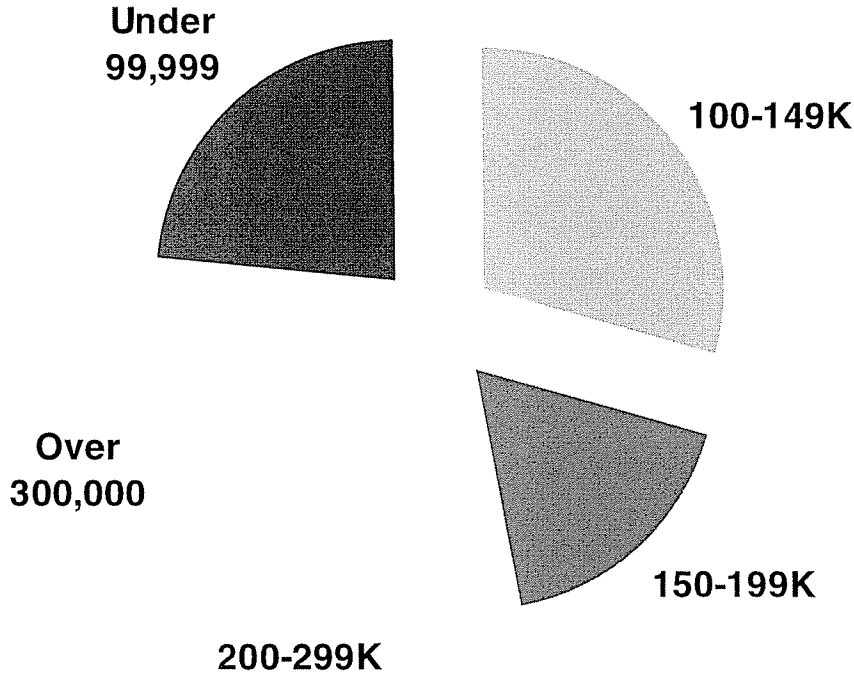
Assumable	3.3%
Cash	11.5%
Conventional	75.4%
Exchange	0.1%
Fannie Mae	0.1%
Farmers Home Loan	0.1%
Federal Land Bank	0.0%
FHA	7.3%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.1%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.2%
VA	1.7%
Non-Specified	0.0%

AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

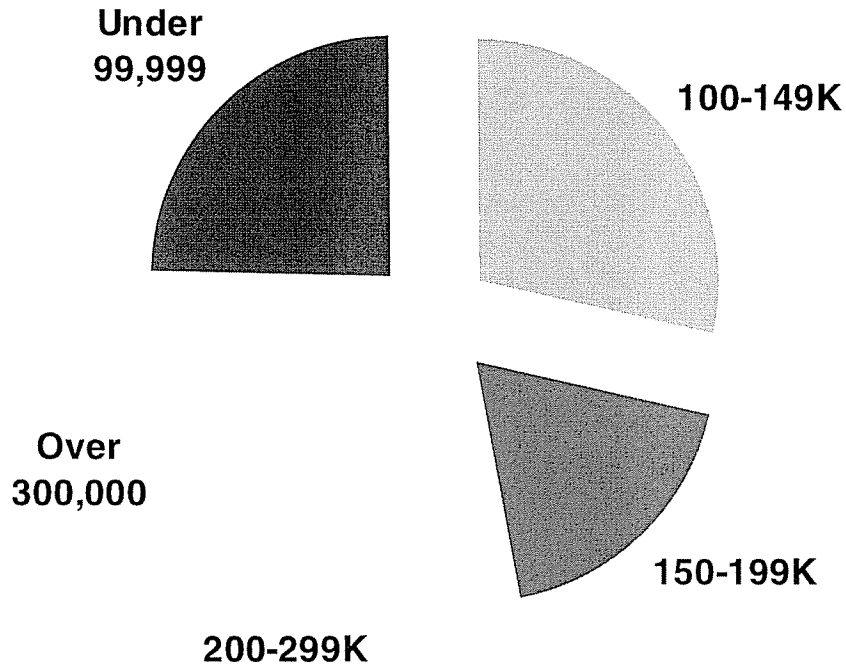
November
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	31	6.2%
50,000 - 99,999	87	17.4%
100,000 - 149,999	147	29.4%
150,000 - 199,999	88	17.6%
200,000 - 249,999	45	9.0%
250,000 - 299,999	24	4.8%
300,000 - 349,999	33	6.6%
350,000 - 399,999	15	3.0%
400,000 - 449,999	7	1.4%
450,000 - 499,999	5	1.0%
OVER - 500,000	18	3.6%

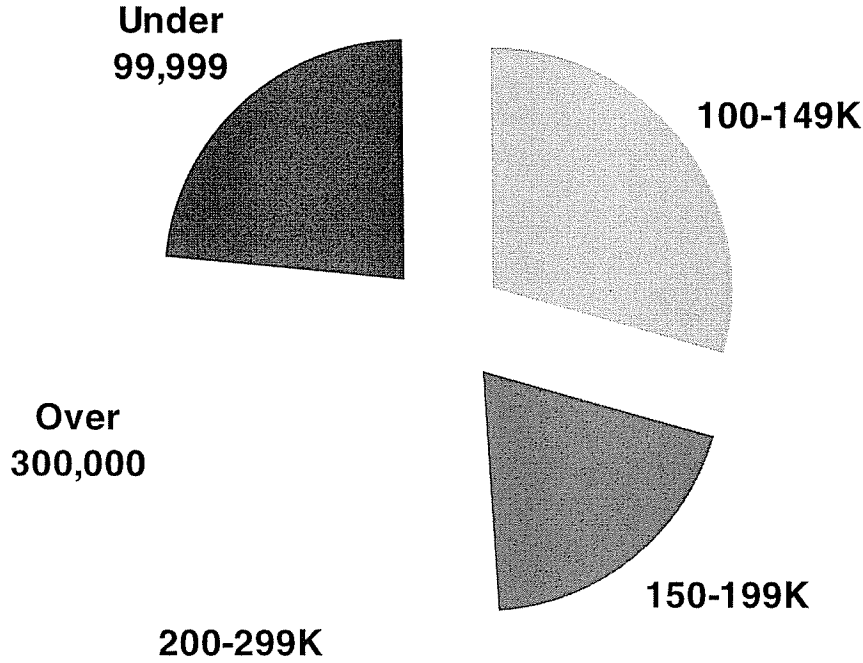
SOLD LISTINGS BY PRICE RANGE

Fourth Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	83	6.8%
50,000 - 99,999	218	17.8%
100,000 - 149,999	350	28.6%
150,000 - 199,999	224	18.3%
200,000 - 249,999	109	8.9%
250,000 - 299,999	68	5.6%
300,000 - 349,999	69	5.6%
350,000 - 399,999	36	2.9%
400,000 - 449,999	22	1.8%
450,000 - 499,999	8	0.7%
OVER - 500,000	36	2.9%

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



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	533	6.0%
50,000 - 99,999	1,592	17.8%
100,000 - 149,999	2,640	29.5%
150,000 - 199,999	1,735	19.4%
200,000 - 249,999	775	8.7%
250,000 - 299,999	552	6.2%
300,000 - 349,999	383	4.3%
350,000 - 399,999	248	2.8%
400,000 - 449,999	137	1.5%
450,000 - 499,999	95	1.1%
OVER - 500,000	260	2.9%

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	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	1	0	0						0	0	0	190,240
Ashe	3	3	0						0	0	0	255,467
Davidson	1,141	364	198	36,242,484	36,946,819	98.09%	183,043	102	0	0	0	175,171
Dave	420	138	72	16,501,842	16,976,332	97.20%	229,192	160	0	0	0	241,128
Forsyth	3,422	1,109	668	118,992,162	121,751,617	97.73%	178,132	94	0	0	0	186,399
Guilford	388	141	82	19,526,523	20,062,169	97.33%	238,128	57	0	0	0	262,273
Other	29	3	8	1,541,647	1,650,201	93.42%	192,706	125	0	0	0	97,125
Rockingham	480	150	82	11,161,110	11,529,611	96.80%	136,111	95	0	0	0	149,529
Stokes	269	80	42	5,434,630	5,601,800	97.02%	129,396	93	0	0	0	144,440
Surry	431	100	58	6,361,010	6,961,140	91.38%	109,673	114	0	0	0	144,453
Wilkes	8	4	1	95,000	98,000	96.94%	95,000	-1	0	0	0	156,142
Yadkin	100	25	12	1,547,800	1,584,900	97.66%	128,983	96	0	0	0	135,337
TOTAL	6,692	2,117	1,223	217,404,208	223,162,589	97.42%	177,763	98	0	0	0	185,670

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-07 Through 30-Nov-07

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR 1/1/2006 thru 11/30/2006	THIS YEAR 1/1/2007 thru 11/30/2007	PERCENT CHANGE
\$ 29,999 and Under	143	149	4.2%
\$ 30,000 - \$ 39,999	184	166	-9.8%
\$ 40,000 - \$ 49,999	223	214	-4.0%
\$ 50,000 - \$ 59,999	247	254	2.8%
\$ 60,000 - \$ 69,999	329	340	3.3%
\$ 70,000 - \$ 79,999	379	382	0.8%
\$ 80,000 - \$ 89,999	440	509	15.7%
\$ 90,000 - \$ 99,999	466	493	5.8%
\$100,000 - \$119,999	1,218	1,121	-8.0%
\$120,000 - \$139,999	1,407	1,421	1.0%
\$140,000 - \$159,999	1,041	1,195	14.8%
\$160,000 - \$179,999	846	1,005	18.8%
\$180,000 - \$199,999	616	743	20.6%
\$200,000 - \$249,999	872	1,147	31.5%
\$250,000 - \$299,999	658	831	26.3%
\$300,000 - \$399,999	687	996	45.0%
\$400,000 - \$499,999	333	354	6.3%
\$500,000 and Above	372	476	28.0%
TOTAL	10,461	11,796	12.8%