

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,891	1,114,694,775	161,761		
NEW LISTINGS IN MARCH	1,111	179,416,559	161,491		16.1% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	5,001	877,939,697	175,553		
1 BEDROOM OR LESS	32	3,761,226	117,538		0.6% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	669	62,680,825	93,693		13.4% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	3,049	451,698,383	148,146		61.0% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	1,077	280,289,813	260,251		21.5% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	174	79,509,450	456,951		3.5% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,891	1,114,694,775	161,761		
RESIDENTIAL HOMES	4,557	829,804,705	182,095		66.1% OF CURRENT BY STYLE AND AREA
Guilford	332	81,030,817	244,069		7.3% OF RESIDENTIAL HOMES
Greensboro	4	718,800	179,700		1.2% OF Guilford County
High Point	196	42,626,762	217,483		59.0% OF Guilford County
Jamestown	16	2,632,600	164,538		4.8% OF Guilford County
Other	116	35,052,655	302,178		34.9% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	722	117,726,312	163,056		15.8% OF RESIDENTIAL HOMES
Davie	402	92,649,543	230,472		8.8% OF RESIDENTIAL HOMES
Forsyth	2,227	401,817,298	180,430		48.9% OF RESIDENTIAL HOMES
Rockingham	262	38,112,805	145,469		5.7% OF RESIDENTIAL HOMES
Stokes	246	40,690,370	165,408		5.4% OF RESIDENTIAL HOMES
Surry	271	39,470,860	145,649		5.9% OF RESIDENTIAL HOMES
Wilkes	1	398,000	398,000		0.0% OF RESIDENTIAL HOMES
Yadkin	70	10,821,700	154,596		1.5% OF RESIDENTIAL HOMES
Other	24	7,087,000	295,292		0.5% OF RESIDENTIAL HOMES
CONDO	436	47,145,492	108,132		6.3% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	20	3,379,387	168,969		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,676	153,043,201	91,315		24.3% OF CURRENT BY STYLE AND AREA
CI IMPROVED	99	37,684,100	380,647		1.4% OF CURRENT BY STYLE AND AREA
CI LAND	95	42,648,390	448,930		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	1,577	222,068,240	140,817	137	
MARCH SALES	621	95,196,525	153,296	138	39.4% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	1,577	222,068,240	140,817	137	
RESIDENTIAL FINANCING YTD	1,428	211,215,186	147,910	125	
Assumable	47	6,030,947	128,318	123	3.3% OF RESIDENTIAL FINANCING YTD
Cash	191	22,384,291	117,195	115	13.4% OF RESIDENTIAL FINANCING YTD
Conventional	983	158,852,451	161,600	130	68.8% OF RESIDENTIAL FINANCING YTD
Exchange	4	714,750	178,688	146	0.3% OF RESIDENTIAL FINANCING YTD
Fannie Mae	0				0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	3	281,000	93,667	107	0.2% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	152	16,570,729	109,018	106	10.6% OF RESIDENTIAL FINANCING YTD
L/A Escal	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Fixed	1	89,900	89,900	229	0.1% 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	1	72,000	72,000	147	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	6	597,700	99,617	224	0.4% OF RESIDENTIAL FINANCING YTD
VA	37	5,261,918	142,214	104	2.6% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

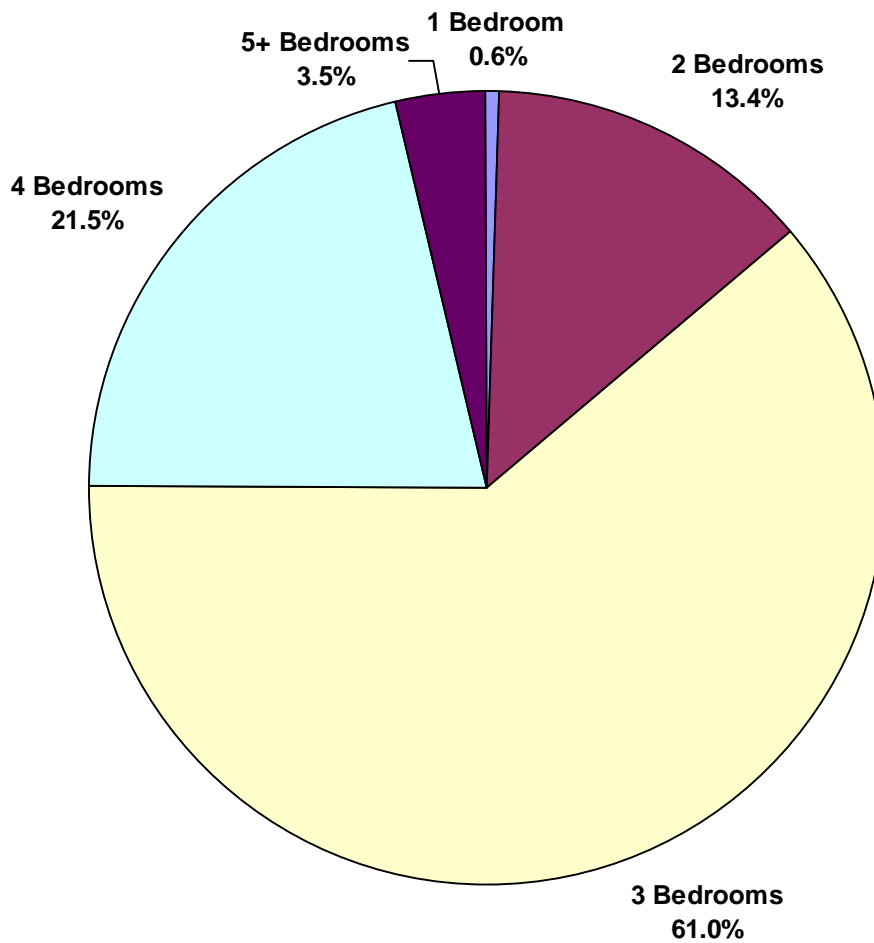
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

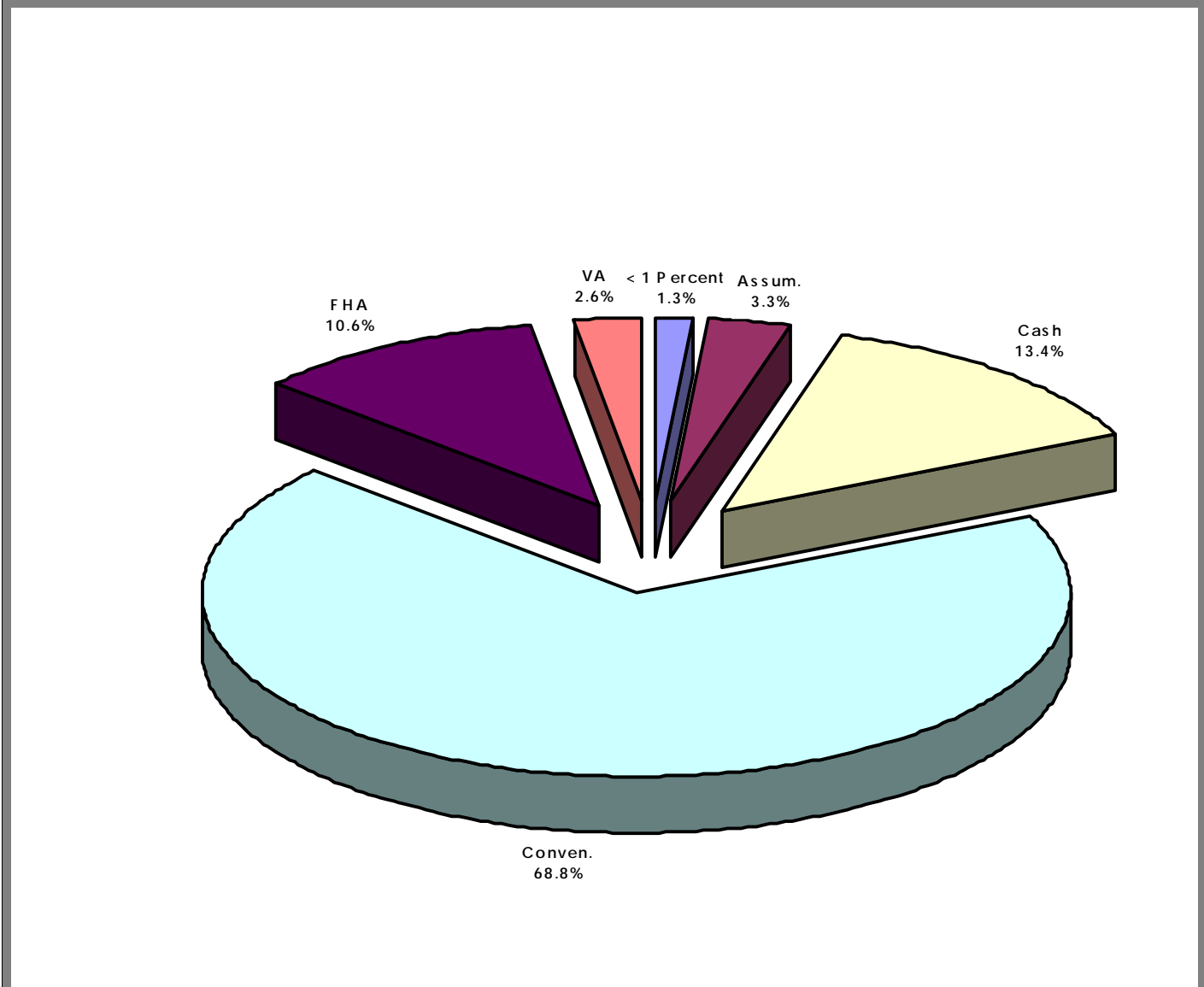
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
1						Alleghany 1
						Ashe 0
	2 1	3 2	4 8 1	8 8 1	10 16	Davidson 64
		1 1	2 1	5 3	1 7 1	Davie 22
2	4	12 4	21 7 1 1	29 12 2	40 20 4	Forsyth 159
						Guilford 0
	1	1		2	1	Other 5
2		2 2 1	4 2	5 3	7 7 2	Rockingham 37
	2	1	3 1 1	2 4	2 9 1	Stokes 26
	1 2	3 1	5 3	5 6 1	16 16 1	Surry 60
						Wilkes 0
		1	1	1	3 1	Yadkin 7
3 2	10 3	22 11 2	40 22 3 1	57 36 4	80 76 9	SUBTOTAL 381

\$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 1
						Ashe 0
14 12 3	7 32 5 1	7 54 3	8 254 21 1	4 74 34 2	4 71 56 18	Davidson 749
2 9 1	16 1	2 18 2	16 84 7 1	7 51 17	5 58 81 21	Davie 421
52 35 4 2	79 48 2 2	47 88 4 1	105 828 70 6	16 342 123 6	6 147 292 69	Forsyth 2,533
		20	15 56 3	1 64 43	36 130 12	Guilford 380
2	1 1		1 2	1 1 2	1 4 1 2	Other 24
4 13 2	4 20 2 1	3 17 1	4 63 12	1 27 8	20 22 2	Rockingham 263
3 5 4	5 19 2	1 12 3	3 77 7	3 35 11 3	4 16 13 5	Stokes 257
6 14 3	2 12 1	1 16 7	9 57 17 4	2 29 11 2	1 20 17 10	Surry 301
					1	Wilkes 1
3 1	2 3	1 8 1	3 14 1	2 6 4	1 7 5 2	Yadkin 71
84 91 17 2	02 151 13 4	82 213 21 1	164 1435 138 12	37 629 253 13	22 380 617 141	TOTAL 5,001

Current Residential Listings By Number of Bedrooms



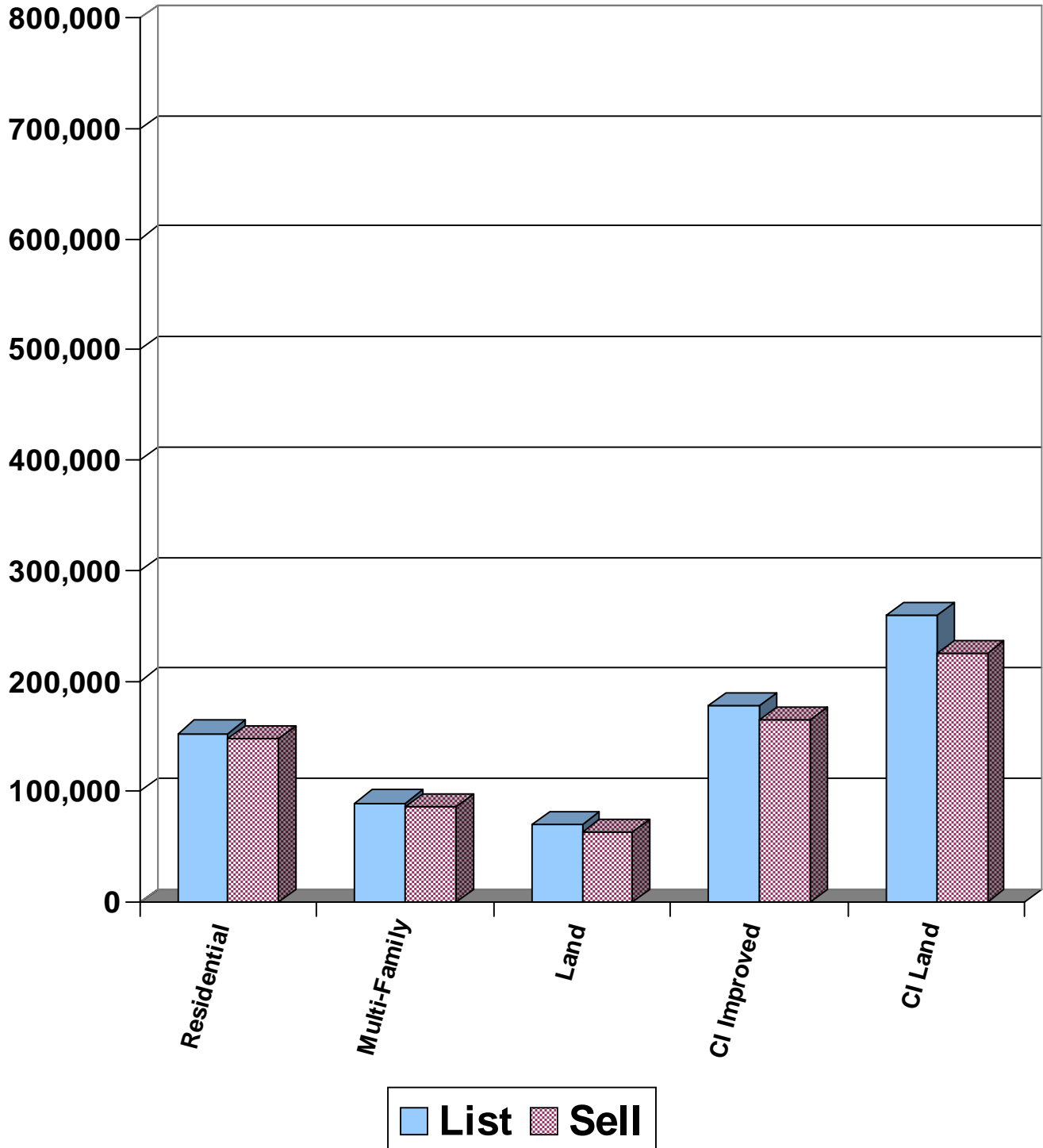
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



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

Assumable	3.3%
Cash	13.4%
Conventional	68.8%
Exchange	0.3%
Fannie Mae	0.0%
Farmers Home Loan	0.2%
Federal Land Bank	0.0%
FHA	10.6%
L/A Escal	0.0%
L/A Fixed	0.1%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.4%
VA	2.6%
Non-Specified	0.0%

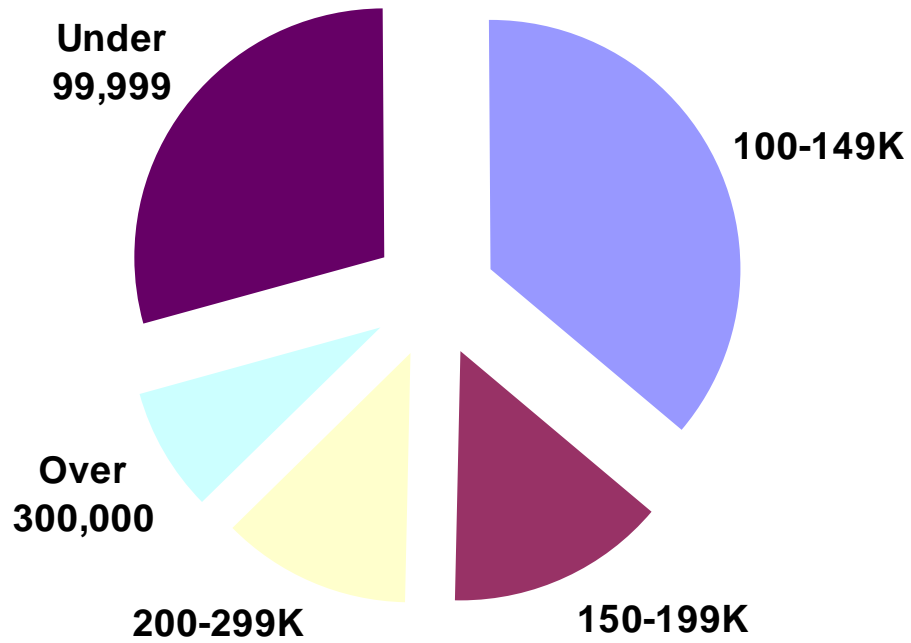
AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

March

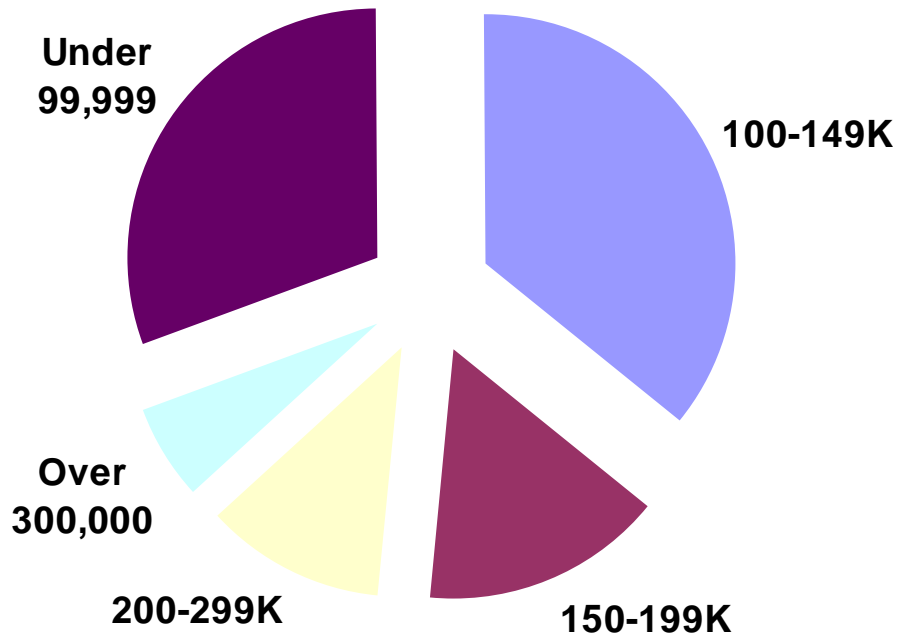
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	50	8.9%
50,000 - 99,999	115	20.5%
100,000 - 149,999	203	36.1%
150,000 - 199,999	80	14.2%
200,000 - 249,999	41	7.3%
250,000 - 299,999	27	4.8%
300,000 - 349,999	12	2.1%
350,000 - 399,999	10	1.8%
400,000 - 449,999	5	0.9%
450,000 - 499,999	3	0.5%
OVER - 500,000	16	2.8%

SOLD LISTINGS BY PRICE RANGE

First Quarter
SINGLE FAMILY

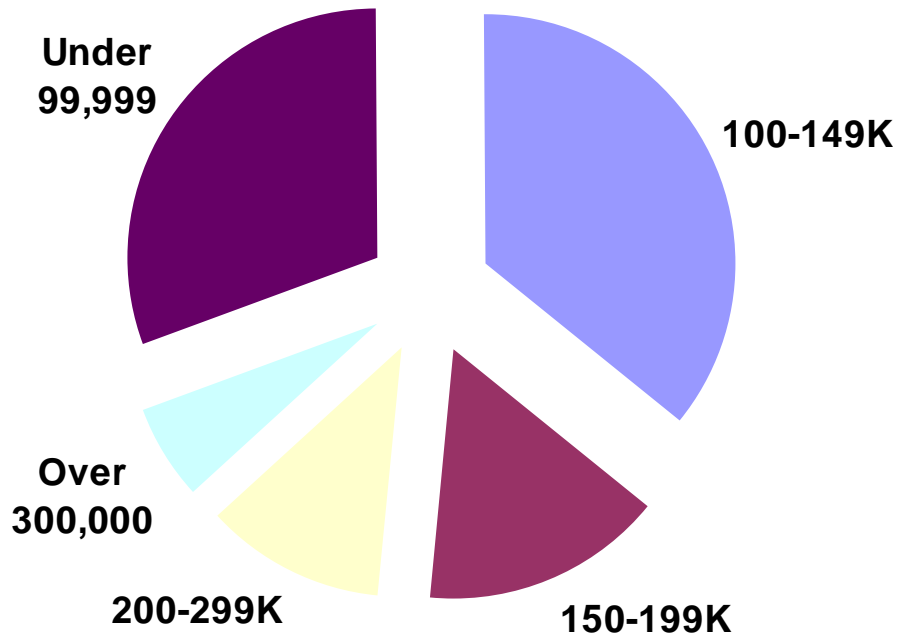


<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	120	8.4%
50,000 - 99,999	320	22.4%
100,000 - 149,999	513	35.9%
150,000 - 199,999	221	15.5%
200,000 - 249,999	105	7.4%
250,000 - 299,999	61	4.3%
300,000 - 349,999	28	2.0%
350,000 - 399,999	21	1.5%
400,000 - 449,999	8	0.6%
450,000 - 499,999	8	0.6%
OVER - 500,000	23	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	116	8.6%
50,000 - 99,999	308	22.8%
100,000 - 149,999	481	35.6%
150,000 - 199,999	209	15.5%
200,000 - 249,999	100	7.4%
250,000 - 299,999	53	3.9%
300,000 - 349,999	26	1.9%
350,000 - 399,999	20	1.5%
400,000 - 449,999	8	0.6%
450,000 - 499,999	7	0.5%
OVER - 500,000	22	1.6%

Winston-Salem Regional Association of Realtors

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Run date: 3/31/2003

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	1	0	0						0	0	0	49,501
Ashe	0	0	0						0	0	0	
Davidson	749	378	215	25,644,529	26,225,026	97.79%	119,277	138	0	0	0	130,480
Davie	421	156	69	12,017,310	12,256,331	98.05%	174,164	149	0	0	0	182,811
Forsyth	2,533	1,239	865	133,685,822	138,051,335	96.84%	154,550	119	0	0	0	154,988
Guilford	380	178	120	22,046,652	22,619,342	97.47%	183,722	110	0	0	0	194,480
Other	24	4	0						0	0	0	209,839
Rockingham	263	119	41	4,921,397	5,158,195	95.41%	120,034	125	0	0	0	132,113
Stokes	257	115	49	6,245,476	6,520,150	95.79%	127,459	150	0	0	0	125,160
Surry	301	135	55	5,236,900	5,557,600	94.23%	95,216	142	0	0	0	124,063
Wilkes	1	0	0						0	0	0	398,000
Yadkin	71	34	14	1,417,100	1,501,000	94.41%	101,221	182	0	0	0	123,928
TOTAL	5,001	2,358	1,428	211,215,186	217,888,979	96.94%	147,910	125	0	0	0	153,247

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-2003 Through 31-Mar-2003

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2002 thru 3/31/2002	1/1/2003 thru 3/31/2003	
\$ 29,999 and Under	20	16	-20.0%
\$ 30,000 - \$ 39,999	27	24	-11.1%
\$ 40,000 - \$ 49,999	41	38	-7.3%
\$ 50,000 - \$ 59,999	41	70	70.7%
\$ 60,000 - \$ 69,999	60	93	55.0%
\$ 70,000 - \$ 79,999	89	104	16.9%
\$ 80,000 - \$ 89,999	117	150	28.2%
\$ 90,000 - \$ 99,999	111	166	49.5%
\$100,000 - \$119,999	270	365	35.2%
\$120,000 - \$139,999	365	438	20.0%
\$140,000 - \$159,999	217	273	25.8%
\$160,000 - \$179,999	131	207	58.0%
\$180,000 - \$199,999	97	149	53.6%
\$200,000 - \$249,999	155	222	43.2%
\$250,000 - \$299,999	104	112	7.7%
\$300,000 - \$399,999	81	113	39.5%
\$400,000 - \$499,999	29	51	75.9%
\$500,000 and Above	28	57	103.6%
TOTAL	1,983	2,648	33.5%