

CMS Condo Overview

Available

Model	Units Rel'd	Total Units	% of Available	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Available
Model A	10	23	7%	\$3,045	\$3,470,522	\$0	\$(29,794)	\$3,440,728	\$79,822,000	\$0	\$(685,262)	\$79,136,738	7%
Model A1	33	48	16%	\$3,742	\$2,989,667	\$0	\$(665)	\$2,989,002	\$143,504,000	\$0	\$(31,915)	\$143,472,085	12%
Model B	39	49	16%	\$3,820	\$3,485,286	\$0	\$16,970	\$3,502,256	\$170,779,000	\$0	\$831,530	\$171,610,530	15%
Model C	24	52	17%	\$3,449	\$3,816,885	\$0	\$988	\$3,817,873	\$198,478,000	\$0	\$51,397	\$198,529,397	17%
Model C1	13	24	8%	\$4,431	\$3,784,958	\$0	\$1,117,468	\$4,902,426	\$90,839,000	\$0	\$26,819,224	\$117,658,224	10%
Model D	19	27	9%	\$3,553	\$4,347,444	\$0	\$(26,125)	\$4,321,319	\$117,381,000	\$0	\$(705,375)	\$116,675,625	10%
Model E	59	83	27%	\$3,378	\$3,922,024	\$0	\$(34,480)	\$3,887,544	\$325,528,000	\$0	\$(2,861,878)	\$322,666,122	28%
Model E1	1	3	1%	\$3,820	\$7,288,667	\$0	\$0	\$7,288,667	\$21,866,000	\$0	\$0	\$21,866,000	2%
Totals	198	309	100%	\$3,578	\$3,715,848	\$0	\$75,786	\$3,791,633	\$1,148,197,000	\$0	\$23,417,720	\$1,171,614,720	100%

Sold (In Contract)

Model	Units Rel'd	Total Sold	% of Sold (In	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Sold (In
Model A	4	4	12%	\$2,303	\$2,618,825	\$0	\$(37,243)	\$2,581,583	\$10,475,300	\$0	\$(148,970)	\$10,326,330	8%
Model A1	7	7	21%	\$3,356	\$2,470,186	\$0	\$(6,552)	\$2,463,634	\$17,291,299	\$0	\$(45,861)	\$17,245,438	14%
Model B	6	6	18%	\$2,922	\$4,875,167	\$0	\$16,970	\$4,892,137	\$29,251,000	\$0	\$101,820	\$29,352,820	23%
Model C	4	4	12%	\$3,560	\$3,830,250	\$0	\$586	\$3,830,836	\$15,321,000	\$0	\$2,342	\$15,323,342	12%
Model C1	2	2	6%	\$2,513	\$4,782,000	\$0	\$1,650,001	\$6,432,001	\$9,564,000	\$0	\$3,300,002	\$12,864,002	10%
Model D	3	3	9%	\$3,115	\$3,814,333	\$0	\$(32,667)	\$3,781,667	\$11,443,000	\$0	\$(98,000)	\$11,345,000	9%
Model E	8	8	24%	\$3,242	\$3,826,750	\$0	\$(21,125)	\$3,805,625	\$30,614,000	\$0	\$(169,000)	\$30,445,000	24%
Totals	34	34	100%	\$3,013	\$3,645,871	\$0	\$86,539	\$3,732,410	\$123,959,599	\$0	\$2,942,333	\$126,901,932	100%

Total Closing Incentives: \$213,199

Closed

Model	Units Rel'd	Total Units	% of Closed	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Closed
Model A	1	1	8%	\$1,600	\$6,401,000	\$0	\$0	\$6,401,000	\$6,401,000	\$0	\$0	\$6,401,000	13%

CMS Condo Overview

Closed

Model	Units Rel'd	Total Units	% of Closed	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Closed
Model A1	3	3	25%	\$4,882	\$3,570,333	\$0	\$13,071	\$3,583,404	\$10,710,999	\$0	\$39,212	\$10,750,211	22%
Model C	0	1	8%	\$3,182	\$3,421,000	\$0	\$2,600	\$3,423,600	\$3,421,000	\$0	\$2,600	\$3,423,600	7%
Model C1	1	1	8%	\$3,874	\$4,283,000	\$0	\$52,401	\$4,335,401	\$4,283,000	\$0	\$52,401	\$4,335,401	9%
Model D	1	1	8%	\$2,357	\$5,050,000	\$0	\$(6,500)	\$5,043,500	\$5,050,000	\$0	\$(6,500)	\$5,043,500	11%
Model E	5	5	42%	\$3,058	\$3,646,200	\$0	\$(55,849)	\$3,590,351	\$18,231,000	\$0	\$(279,246)	\$17,951,754	37%
Totals	11	12	100%	\$2,920	\$4,008,083	\$0	\$(15,961)	\$3,992,122	\$48,096,999	\$0	\$(191,533)	\$47,905,466	100%

Total Closing Incentives: \$5,000

Overall

Avail	Sold	Closed	Total Units	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Comm	Total Incentives
309	34	12	355	\$3,488	\$3,719,024	\$0	\$73,714	\$3,792,738	\$1,320,253,598	\$0	\$26,168,520	\$1,346,422,118	100%	\$218,199
87%	10%	3%												