

CMS Condo Pipeline Report

Pending-Workup

Unit	Workup Date	Projected Close	Customer	Salesperson	Co-Broker	Deposits Received	Closing Incentive	Base Price	Options	Other	Builder Incentive	\$/SqFt	Total Price
1003	12/24/25	01/16/24	Connolly, A.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$0	\$5,649,000	\$1	\$0	\$0	\$1,412	\$5,649,001
1005	12/24/25	01/18/24	Connolly, A.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$0	\$7,246,000	\$345	\$0	\$0	\$1,812	\$7,246,345
1006	12/24/25	12/15/28	Connolly, A.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$0	\$2,750,000	\$3,501	\$0	\$0	\$1,836	\$2,753,501
1008	12/24/25	12/15/28	Connolly, A.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$0	\$2,462,000	\$0	\$0	\$0	\$3,354	\$2,462,000
1009	12/24/25	12/14/28	Burns, S.	Small, Elizabeth		\$0 (0%)	\$0	\$3,928,000	\$0	\$0	\$0	\$3,651	\$3,928,000
1104	12/24/25	12/14/28	Carlin, J.	Small, Elizabeth		\$0 (0%)	\$0	\$2,750,000	\$0	\$0	\$0	\$2,265	\$2,750,000
1108	12/24/25	12/12/28	Connolly, H.	Demo, Alex		\$0 (0%)	\$0	\$2,811,000	\$0	\$0	\$0	\$3,830	\$2,811,000
1110	12/24/25	12/14/28	Bell, C.	Canon, Claudia		\$0 (0%)	\$0	\$2,759,000	\$0	\$0	\$0	\$2,564	\$2,759,000
1111	12/24/25	02/23/29	KanjianJones, K.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$0	\$2,811,000	\$0	\$0	\$0	\$3,830	\$2,811,000
1112	12/24/25	01/03/26	Smith, H.	Kanjian, Kirk	Century 21	\$0 (0%)	\$23,199	\$1,185,000	\$3,600	\$0	\$(23,672)	\$992	\$1,164,928
1202	12/24/25	02/23/29	Smith, A.	Kanjian, Kirk		\$1,007,800 (20%)	\$0	\$5,039,000	\$0	\$0	\$0	\$6,622	\$5,039,000
1307	12/24/25	02/23/29	Owens, H.	Kanjian, Kirk	Global Assets Realty	\$0 (0%)	\$0	\$5,166,000	\$0	\$0	\$0	\$4,400	\$5,166,000
1308	12/24/25	02/23/29	Mesch, R.	User, Demo		\$259,030 (10%)	\$0	\$2,590,300	\$0	\$0	\$0	\$3,529	\$2,590,300
1309	12/24/25	02/23/29	Kanjian, K.	Kanjian, Kirk		\$0 (0%)	\$0	\$4,317,000	\$0	\$2,342	\$0	\$4,014	\$4,319,342
1404	12/24/25	02/23/29	Vaknin, U.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$25,000	\$4,445,000	\$0	\$0	\$(50,000)	\$3,620	\$4,395,000
1407	12/24/25	02/23/29	Lundys, S.	Demo, Alex		\$269,800 (10%)	\$25,000	\$2,748,000	\$0	\$0	\$(50,000)	\$2,298	\$2,698,000
1606	12/24/25	02/23/29	Zernards, R.	Small, Elizabeth		\$467,100 (10%)	\$0	\$4,670,000	\$1,000	\$0	\$(50,000)	\$3,936	\$4,621,000
1608	12/24/25	02/23/29	Baloghova, L.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$25,000	\$2,716,000	\$635	\$0	\$(50,635)	\$3,632	\$2,666,000
Pending-Workup Totals:						\$2,003,730 (3%)	\$98,199	\$66,042,300	\$9,082	\$2,342	\$(224,307)		\$65,829,417
Pipeline Count: 18						Co-Broker Count: 9	Using Co-Brokers: 50%	Average \$/Sqft: \$2,711					

CMS Condo Pipeline Report

Pending-Offer Approved

<i>Unit</i>	<i>Offer Approved</i>	<i>Projected Close</i>	<i>Customer</i>	<i>Salesperson</i>	<i>Co-Broker</i>	<i>Deposits Received</i>	<i>Closing Incentive</i>	<i>Base Price</i>	<i>Options</i>	<i>Other</i>	<i>Builder Incentive</i>	<i>\$/SqFt</i>	<i>Total Price</i>
2101	12/24/25	02/08/29	Kanjian, S.	Kanjian, Kirk	Coldwell Banker	\$10,000 (0%)	\$25,000	\$4,105,000	\$0	\$0	\$(105,000)	\$3,407	\$4,000,000
Pending-Offer Approved Totals:						\$10,000 (0%)	\$25,000	\$4,105,000	\$0	\$0	\$(105,000)		\$4,000,000
				Pipeline Count: 1	Co-Broker Count: 1	Using Co-Brokers: 100%			Average \$/Sqft: \$3,407				

CMS Condo Pipeline Report

Soft Contract

Unit	Contract Date	Rescission Date	Customer	Salesperson	Co-Broker	Deposits Received	Closing Incentive	Base Price	Options	Other	Builder Incentive	\$/SqFt	Total Price
1002	12/25/25		Bell, C.	Canon, Claudia	CMS Brokerage	\$0 (0%)	\$0	\$7,678,000	\$43,175	\$0	\$0	\$3,861	\$7,721,175
1007	12/24/25		Carbia, J.	Small, Elizabeth		\$0 (0%)	\$0	\$3,880,000	\$0	\$0	\$0	\$3,305	\$3,880,000
1010	12/24/25	01/08/26	Byham, M.	Small, Elizabeth	CMS Realty	\$0 (0%)	\$0	\$4,317,000	\$0	\$0	\$0	\$4,012	\$4,317,000
1101	12/24/25		Jacks, G.	Demo, Alex		\$0 (0%)	\$0	\$3,150,000	\$0	\$0	\$0	\$2,683	\$3,150,000
1102	12/24/25		Bell, C.	Canon, Claudia		\$0 (0%)	\$0	\$3,958,000	\$0	\$0	\$0	\$2,248	\$3,958,000
1107	12/24/25		Chokshi, M.	Small, Elizabeth		\$0 (0%)	\$0	\$2,703,000	\$0	\$20,000	\$0	\$2,319	\$2,723,000
1204	12/24/25	01/08/26	Werde, A.	Kanjian, Kirk		\$0 (0%)	\$25,000	\$4,248,000	\$0	\$0	\$(48,000)	\$3,460	\$4,200,000
1212	12/24/25		Smith, B.	User, Sample	CMS Brokerage	\$0 (0%)	\$0	\$4,192,000	\$0	\$15,000	\$0	\$3,583	\$4,207,000
1402	12/24/25		Nicklaus, J.	User, Sample	Paradise Properties	\$599,800 (20%)	\$0	\$2,999,000	\$0	\$0	\$0	\$3,941	\$2,999,000
1408	12/24/25		Jones, A.	User, Demo		\$270,000 (10%)	\$0	\$2,700,000	\$1,194	\$0	\$0	\$3,680	\$2,701,194
1411	12/24/25		Flaniagan, C.	Demo, Alex		\$120,394 (10%)	\$25,000	\$1,200,999	\$2,945	\$0	\$0	\$1,640	\$1,203,944
2911	12/24/25		McGinnis, C.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$0	\$2,650,000	\$0	\$0	\$(110,000)	\$3,460	\$2,540,000
3810	12/24/25		Lundys, S.	Demo, Alex		\$778,580 (20%)	\$0	\$3,890,300	\$2,601	\$0	\$(25,000)	\$3,595	\$3,867,901
Soft Contract Totals:						\$1,768,775 (4%)	\$50,000	\$47,566,299	\$49,915	\$35,000	\$(183,000)		\$47,468,214
		Pipeline Count: 13		Co-Broker Count: 5		Using Co-Brokers: 38%		Average \$/Sqft: \$3,210					

CMS Condo Pipeline Report

Hard Contract

<i>Unit</i>	<i>Rescission Date</i>	<i>Projected Close</i>	<i>Customer</i>	<i>Salesperson</i>	<i>Co-Broker</i>	<i>Deposits Received</i>	<i>Closing Incentive</i>	<i>Base Price</i>	<i>Options</i>	<i>Other</i>	<i>Builder Incentive</i>	<i>\$/SqFt</i>	<i>Total Price</i>
1105	11/19/25	02/08/26	Wang, M.	Demo, Alex	CMS Brokerage	\$502,860 (21%)	\$0	\$2,331,000	\$7,800	\$50,500	\$0	\$3,140	\$2,389,300
1603		02/23/29	Smith, T.	Kanjian, Kirk	Coldwell Banker	\$0 (0%)	\$40,000	\$3,915,000	\$1	\$0	\$3,300,000	\$6,448	\$7,215,001
Hard Contract Totals:						\$502,860 (5%)	\$40,000	\$6,246,000	\$7,801	\$50,500	\$3,300,000		\$9,604,301
Pipeline Count: 2						Co-Broker Count: 2	Using Co-Brokers: 100%	Average \$/Sqft: \$5,109					

CMS Condo Pipeline Report

CMS Condo Overall Totals

<i>Deposits Received</i>	<i>Closing Incentive</i>	<i>Base Price</i>	<i>Options</i>	<i>Other</i>	<i>Builder Incentive</i>	<i>Total Price</i>
\$4,285,365 (3%)	\$213,199	\$123,959,599	\$66,798	\$87,842	\$2,787,693	\$126,901,932

Total Pipeline Count: 34

Co-Broker Count: 17

Using Co-Brokers: 50%

Average \$/Sqft: \$3,013