

# CMS Condo Prospect Profile

All Between 11/24/25 and 12/24/25

## Prospect Follow-up Rating

			Days Since 1st Contact
A	29	55%	2.7
B	3	6%	22.0
C	1	2%	0.0
D	1	2%	22.0
E	15	28%	0.0
F	4	8%	16.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Purchase Timeframe

			Days Since 1st Contact
Less Than 3 Months	4	8%	0.0
3 to 6 Months	2	4%	0.0
Not Listed	47	89%	4.9
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Source

			Days Since 1st Contact
Drive By	8	15%	0.0
Other Social Media	6	11%	0.0
Internet	5	9%	21.4
Direct Mail	4	8%	0.0
Other	4	8%	5.5
TV or Radio	4	8%	14.8
Friends, Family	3	6%	0.0
Newspaper	3	6%	0.0
Broker	2	4%	0.0
Referral	2	4%	0.0
All Others	12	23%	3.5
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Price Range

			Days Since 1st Contact
Not Listed	47	89%	4.3
\$1m - \$1.25m	2	4%	0.0
> \$1.5 m	1	2%	28.0
\$750k - \$1m	1	2%	0.0
\$500k - \$750k	1	2%	0.0
\$350k - \$500k	1	2%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Primary Residence Distance from Community

			Days Since 1st Contact
11-25 Miles	7	13%	0.0
26-50 Miles	1	2%	0.0
51-200 Miles	2	4%	0.0
Over 200 Miles	17	32%	3.8
Unknown	26	49%	6.4
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Income Level

			Days Since 1st Contact
Not Listed	49	92%	4.7
\$75k - \$100k	1	2%	0.0
\$150k - \$200k	3	6%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Co-Broker

			Days Since 1st Contact
Co-Broker	14	26%	0.9
No Co-Broker	39	74%	5.6
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Desired Bedrooms

			Days Since 1st Contact
Not Listed	43	81%	4.7
One Bedroom	5	9%	0.0
2	1	2%	0.0
2 Bedroom	1	2%	0.0
5+	1	2%	28.0
Two Bedroom	1	2%	0.0
Villa	1	2%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

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## Purchase Type

Days Since  
1st Contact

Not Listed	44	83%	5.2
Primary	5	9%	0.0
Secondary	2	4%	0.0
Broker	2	4%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Marital Status

Days Since  
1st Contact

Not Listed	48	91%	4.8
Single	3	6%	0.0
Married	2	4%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Occupation

Days Since  
1st Contact

Not Listed	41	77%	5.6
Accountant	4	8%	0.0
Custom1	2	4%	0.0
Brokerage Name	1	2%	0.0
Construction	1	2%	0.0
CustomData1	1	2%	0.0
Doctor	1	2%	0.0
Other	1	2%	0.0
Police Officer	1	2%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Wants Water View

Days Since  
1st Contact

Not Listed	50	94%	4.6
Yes	2	4%	0.0
No	1	2%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Age Range

Days Since  
1st Contact

Not Listed	51	96%	4.5
36-45	2	4%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

## Employed

Days Since  
1st Contact

No	1	2%	0.0
Not Listed	51	96%	4.5
Yes	1	2%	0.0
<b>Total Prospects</b>	<b>53</b>	<b>100%</b>	<b>4.3</b>

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## What amenities are you interested in?

	Total	% of Total
Not Answered	27	35%
Dog Park	9	12%
Restaurant	7	9%
Other	7	9%
Business Center	7	9%
Golf	5	6%
Pool	5	6%
Gym	3	4%
Purchasing a residence	3	4%
Tennis	3	4%
Relaxation Center	1	1%
<b>Total Prospects</b>	<b>77</b>	<b>100%</b>

## What activities are you interested in?

	Total	% of Total
Not Answered	32	91%
Fitness	1	3%
The Beach	1	3%
Relaxation	1	3%
<b>Total Prospects</b>	<b>35</b>	<b>100%</b>

## Are You A Realtor?

	Total	% of Total
Not Answered	32	97%
No	1	3%
<b>Total Prospects</b>	<b>33</b>	<b>100%</b>

## What are your personal interests?

	Total	% of Total
Not Answered	38	95%
Golf	1	3%
Other	1	3%
<b>Total Prospects</b>	<b>40</b>	<b>100%</b>

## I am Interested In

	Total	% of Total
Not Answered	31	94%
charlotte	1	3%
Two Bedroom with Den	1	3%
<b>Total Prospects</b>	<b>33</b>	<b>100%</b>

## Builder interest

	Total	% of Total
Not Answered	33	100%
<b>Total Prospects</b>	<b>33</b>	<b>100%</b>