

CMS Condo Sales Statistics

1st On-site Visits Between 11/24/25 and 12/24/25

CMS Condo

Salesperson	# of New Prospects	% of Group	# of Units Sold	% of Group	Conversion Ratio	Avg. Days to Sell	# of Units Sold in*			
							Less Than 30 Days	Less Than 90 Days	Less Than 180 Days	More Than 180 Days
Banson, Mike	2	6%	1	5%	50%	42	1	1	0	0
Canon, Claudia	7	23%	8	35%	107%	92	4	4	0	0
Davidson, John	0	0%	1	5%	100%	660	0	0	0	1
Demo, Alex	1	3%	3	14%	300%	358	0	1	0	2
Kanjian, Kirk	14	45%	3	14%	21%	135	3	0	0	0
Small, Elizabeth	6	19%	2	9%	33%	578	0	0	0	2
User, Demo	1	3%	1	5%	100%	431	0	0	0	1
User, Sample	0	0%	3	14%	300%	491	0	0	0	3
CMS Condo	31	100%	22	100%	69%	290	7	6	0	9

*Rounding errors may occur on individual salespeople because of split deals

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	# of New Prospects	% of Group	# of Units Sold	% of Group	Conversion Ratio	Avg. Days to Sell	# of Units Sold in			
							Less Than 30 Days	Less Than 90 Days	Less Than 180 Days	More Than 180 Days
Overall	31	100%	22	100%	69%	290	7	6	0	9