

## **CMS Condo First Contact Summary**

### 1st On-site Visit Contacts

Source	1st On-site Visit		With CoBroker	30 Day(s) Prior		Historical Inception					
	11/01/25	11/30/25		10/02/25	10/31/25	Total Prospects		Buyers		Average Time to Buy	
Billboard	3	20%	1	0	0%	281	20%	5	23%	273	
Drive By	3	20%	3	0	0%	416	29%	8	36%	265	
Internet	2	13%	0	0	0%	154	11%	1	5%	0	
Newspaper	2	13%	0	0	0%	159	11%	1	5%	364	
Airport	1	7%	0	0	0%	6	0%	1	5%	86	
Eblast	1	7%	0	0	0%	1	0%	1	5%	0	
Magazine	1	7%	1	0	0%	4	0%	1	5%	0	
Newspaper-Palm Beach Post	1	7%	1	0	0%	2	0%	0	0%		
Other	1	7%	0	0	0%	135	9%	0	0%		
Broker	0	0%	0	0	0%	1	0%	0	0%		
All Others	0	0%	0	1	100%	271	19%	4	18%	411	
<b>Overall</b>	<b>15</b>	<b>100%</b>	<b>6</b>	<b>1</b>	<b>100%</b>	<b>1,430</b>	<b>100%</b>	<b>22</b>	<b>100%</b>	<b>254 days</b>	

Distance	1st On-site Visit		30 Day(s) Prior		Historical Inception					
	11/01/25	11/30/25	10/02/25	10/31/25	Total Prospects		Buyers		Average Time to Buy	
Within 10 Miles	1	7%	0	0%	5	0%	0	0%		
11-25 Miles	6	40%	1	100%	27	2%	6	27%	153	
26-50 Miles	0	0%	0	0%	18	1%	2	9%	43	
51-200 Miles	1	7%	0	0%	1,042	73%	7	32%	485	
Over 200 Miles	3	20%	0	0%	304	21%	4	18%	294	
Unknown	4	27%	0	0%	34	2%	3	14%	2	
<b>Overall</b>	<b>15</b>	<b>100%</b>	<b>1</b>	<b>100%</b>	<b>1,430</b>	<b>100%</b>	<b>22</b>	<b>100%</b>	<b>254 days</b>	

Current Home	1st On-site Visit		30 Day(s) Prior		Historical Inception					
	11/01/25	11/30/25	10/02/25	10/31/25	Total Prospects		Buyers		Average Time to Buy	
West Palm Beach, FL	6	40%	1	100%	16	1%	4	18%	91	
Unknown	4	27%	0	0%	34	2%	3	14%	2	
International, XX	2	13%	0	0%	9	1%	1	5%	0	
Charlotte, NC	1	7%	0	0%	2	0%	0	0%		
Lake Worth, FL	1	7%	0	0%	9	1%	2	9%	277	
Miami, FL	1	7%	0	0%	9	1%	0	0%		
Acworth, GA	0	0%	0	0%	3	0%	0	0%		
Alameda, CA	0	0%	0	0%	1	0%	0	0%		
Alexandria, VA	0	0%	0	0%	1	0%	0	0%		
Aliquippa, PA	0	0%	0	0%	1	0%	0	0%		
Others	0	0%	0	0%	1,345	94%	12	55%	388	
<b>Overall</b>	<b>15</b>	<b>100%</b>	<b>1</b>	<b>100%</b>	<b>1,430</b>	<b>100%</b>	<b>22</b>	<b>100%</b>	<b>254 days</b>	

State/Province	1st On-site Visit		30 Day(s) Prior		Historical Inception				
	11/01/25 - 11/30/25		10/02/25 - 10/31/25		Total Prospects	Buyers	Average Time to Buy		
FL	11	85%	8	73%	1,118	79%	15	83%	293
NC	1	8%	0	0%	6	0%	0	0%	
NV	1	8%	1	9%	5	0%	1	6%	40
AL	0	0%	0	0%	4	0%	0	0%	
AR	0	0%	0	0%	2	0%	0	0%	
AZ	0	0%	0	0%	8	1%	0	0%	
CA	0	0%	1	9%	17	1%	0	0%	
CO	0	0%	0	0%	7	0%	0	0%	
CT	0	0%	0	0%	2	0%	0	0%	
DC	0	0%	0	0%	1	0%	0	0%	
Others	0	0%	1	9%	241	17%	2	11%	589
<b>Overall</b>	13	100%	11	100%	1,411	100%	18	100%	312 days