

# CMS Condo Buyer Profile

Purchases Between 6/7/10 and 7/7/10

## Buyer Follow-up Rating

			Avg Time to Buy (days)
A	56	63%	119.6
B	11	12%	114.1
C	6	7%	56.7
D	4	4%	88.0
E	11	12%	513.7
F	1	1%	0.0
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Purchase Timeframe

			Avg Time to Buy (days)
Immediately	2	2%	215.0
Less Than 3 Months	8	9%	141.5
3 to 6 Months	5	6%	175.8
6 to 12 Months	4	4%	599.3
Not Listed	69	78%	128.3
Others	1	1%	605.0
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Source

			Avg Time to Buy (days)
Billboard	19	21%	106.7
Drive-by	19	21%	206.4
Airport	10	11%	41.5
Newspaper	10	11%	228.7
Realtor	8	9%	147.6
Internet	6	7%	101.0
Other	6	7%	267.8
Friends	4	4%	330.0
Signs	3	3%	309.0
Magazine	2	2%	0.0
All Others	2	2%	1.0
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Price Range

			Avg Time to Buy (days)
Not Listed	80	90%	154.3
\$350k - \$500k	3	3%	462.0
\$500k - \$750k	2	2%	175.5
\$750k - \$1m	2	2%	24.0
\$1m - \$1.25m	1	1%	0.0
< \$250k	1	1%	169.0
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Primary Residence Distance from Community

			Avg Time to Buy (days)
Within 10 Miles	20	22%	139.0
26-50 Miles	5	6%	32.2
51-200 Miles	13	15%	446.6
Over 200 Miles	35	39%	123.4
Unknown	16	18%	76.8
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Income Level

			Avg Time to Buy (days)
\$50k to \$75k	1	1%	713.0
\$75k to \$100k	2	2%	433.5
\$100k to \$125k	3	3%	516.3
Not Listed	78	88%	142.4
Others	5	6%	12.2
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Co-Broker

			Avg Time to Buy (days)
Co-Broker	53	60%	105.3
No Co-Broker	36	40%	242.0
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.61</b>

## Currently Own

			Avg Time to Buy (days)
False	79	89%	129.4
True	10	11%	406.8
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Average Time to Buy

			Avg Time to Buy (days)
Within 14 Days	46	52%	2.6
31 to 90 Days	4	4%	43.8
91 to 180 Days	6	7%	141.2
Over 180 Days	33	37%	398.6
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Desired Bedrooms

			Avg Time to Buy (days)
Not Listed	72	81%	158.1
2	6	7%	133.7
3	5	6%	5.8
Not L	4	4%	477.3
1	2	2%	85.0
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

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## Purpose

Avg Time to Buy (days)

<b>Not Listed</b>	<b>87</b>	<b>98%</b>	<b>159.9</b>
<b>Primary</b>	<b>2</b>	<b>2%</b>	<b>192.0</b>
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Marital Status

Avg Time to Buy (days)

<b>Not Listed</b>	<b>74</b>	<b>83%</b>	<b>136.4</b>
<b>Married</b>	<b>8</b>	<b>9%</b>	<b>355.6</b>
<b>Single</b>	<b>5</b>	<b>6%</b>	<b>185.4</b>
<b>Couple</b>	<b>2</b>	<b>2%</b>	<b>215.0</b>
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Occupation

Avg Time to Buy (days)

<b>Not Listed</b>	<b>72</b>	<b>81%</b>	<b>186.5</b>
<b>Construction</b>	<b>3</b>	<b>3%</b>	<b>114.7</b>
<b>Dentist</b>	<b>2</b>	<b>2%</b>	<b>5.5</b>
<b>Doctor</b>	<b>2</b>	<b>2%</b>	<b>5.5</b>
<b>Law Enforcement</b>	<b>2</b>	<b>2%</b>	<b>0.5</b>
<b>Other</b>	<b>2</b>	<b>2%</b>	<b>9.0</b>
<b>Real Estate</b>	<b>2</b>	<b>2%</b>	<b>172.0</b>
<b>Teacher</b>	<b>2</b>	<b>2%</b>	<b>0.0</b>
<b>Accountant</b>	<b>1</b>	<b>1%</b>	<b>12.0</b>
<b>Lawyer</b>	<b>1</b>	<b>1%</b>	<b>127.0</b>
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Planned Use

Avg Time to Buy (days)

<b>Not Listed</b>	<b>75</b>	<b>84%</b>	<b>183.7</b>
<b>Investment/Rental</b>	<b>5</b>	<b>6%</b>	<b>2.4</b>
<b>Seasonal Home</b>	<b>4</b>	<b>4%</b>	<b>7.5</b>
<b>Primary Home</b>	<b>3</b>	<b>3%</b>	<b>114.7</b>
<b>Summer Home</b>	<b>1</b>	<b>1%</b>	<b>0.0</b>
<b>Weekend Getaway</b>	<b>1</b>	<b>1%</b>	<b>127.0</b>
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Age Range

Avg Time to Buy (days)

<b>Not Listed</b>	<b>72</b>	<b>81%</b>	<b>188.1</b>
<b>36-45</b>	<b>6</b>	<b>7%</b>	<b>5.0</b>
<b>26-35</b>	<b>4</b>	<b>4%</b>	<b>0.0</b>
<b>46-55</b>	<b>3</b>	<b>3%</b>	<b>0.0</b>
<b>56-74</b>	<b>2</b>	<b>2%</b>	<b>177.5</b>
<b>18-25</b>	<b>1</b>	<b>1%</b>	<b>354.0</b>
<b>75+</b>	<b>1</b>	<b>1%</b>	<b>12.0</b>
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>

## Retired

Avg Time to Buy (days)

<b>Not Listed</b>	<b>82</b>	<b>92%</b>	<b>169.8</b>
<b>No</b>	<b>3</b>	<b>3%</b>	<b>3.7</b>
<b>Within 5 Years</b>	<b>3</b>	<b>3%</b>	<b>116.7</b>
<b>Yes</b>	<b>1</b>	<b>1%</b>	<b>12.0</b>
<b>Total Buyers</b>	<b>89</b>	<b>100%</b>	<b>160.6</b>