

CMS Condo Traffic/Sales Report

Between 6/14/10 and 6/20/10

14-Jun-10	Monday 06/14/10	Tuesday 06/15/10	Wednesday 06/16/10	Thursday 06/17/10	Friday 06/18/10	Saturday 06/19/10	Sunday 06/20/10	Total
1st On-site Visit	0	0	0	0	0	0	0	0
Internet Inquiry	1	1	2	1	0	0	0	5
Phone Inquiry	0	0	0	0	0	0	0	0
Other Inquiry	0	0	0	0	1	0	0	1
Direct Mail	0	0	0	0	0	0	0	0
Beback	0	0	0	0	0	0	0	0
Total	1	1	2	1	1	0	0	6

Sales Activity Between 6/14/10 and 6/20/10

Approved

Community	Approved	Lot/Unit	Agent	Customer	Total Price	Community	Lot/Unit	Agent	Customer	Total Price
CMS Condo	6/17/10	1503	AD	Do,J	\$335,700	No Contracts Were Closed				
Total Approved: 1					\$335,700	No Contracts Were Cancelled				

New Traffic Sources

Source	Total Traffic
Billboard	6
Drive By	5
Internet	5
Newspaper	1
Total	17

Distance from Property

Distance	# of Prospects
Within 10 Miles	2
11-25 Miles	15
Total	17

Traffic Overview

Contact Type	This Period	Previous Period	Overall
1st On-site Visit	0	1	2,253
Internet Inquiry	5	3	8
Phone Inquiry	0	0	0
Other Inquiry	1	4	5
Direct Mail	0	0	0
Beback	0	0	0
Total	6	8	2,266

Custom Field Summaries

Occupation	Total Traffic	Planned Use	Total Traffic	Age Range	Total Traffic	Retired	Total Traffic
Not Entered	17	Not Entered	17	Not Entered	17	Not Entered	17

CMS Condo Traffic/Sales Report

Between 6/21/10 and 6/27/10

21-Jun-10	Monday 06/21/10	Tuesday 06/22/10	Wednesday 06/23/10	Thursday 06/24/10	Friday 06/25/10	Saturday 06/26/10	Sunday 06/27/10	Total
1st On-site Visit	0	1	0	7	0	0	0	8
Internet Inquiry	1	0	0	10	0	0	0	11
Phone Inquiry	0	0	0	4	0	0	0	4
Other Inquiry	0	2	1	0	1	1	0	5
Direct Mail	0	0	0	2	0	0	0	2
Beback	0	0	0	0	0	0	0	0
Total	1	3	1	23	1	1	0	30

Sales Activity Between 6/21/10 and 6/27/10

Approved

Community	Approved	Lot/Unit	Agent	Customer	Total Price	Community	Lot/Unit	Agent	Customer	Total Price
CMS Condo	6/22/10	1112	SU	Ball,A	\$421,575	No Contracts Were Closed				
CMS Condo	6/25/10	3707	AE	Virto,L	\$517,370	No Contracts Were Cancelled				
Total Approved: 2					\$938,945					

New Traffic Sources

Source	Total Traffic
Internet	9
Newspaper	6
Billboard	6
Drive By	5
Drive-by	2
Friends	2
Magazine	2
Realtor	2
Airport	2
UK Presentations	1
New York Times	1
Other	1
Total	39

Distance from Property

Distance	# of Prospects
Within 10 Miles	3
11-25 Miles	10
26-50 Miles	5
51-200 Miles	4
Over 200 Miles	13
Unknown	4
Total	39

Traffic Overview

Contact Type	This Period	Previous Period	Overall
1st On-site Visit	8	0	2,261
Internet Inquiry	11	5	19
Phone Inquiry	4	0	4
Other Inquiry	5	1	10
Direct Mail	2	0	2
Beback	0	0	0
Total	30	6	2,296

Custom Field Summaries

Occupation	Total Traffic	Planned Use	Total Traffic	Age Range	Total Traffic	Retired	Total Traffic
Not Entered	31	Not Entered	32	Not Entered	30	Not Entered	33
Doctor	3	Seasonal Home	4	36-45	7	No	4
Other	2	Primary Home	2	75+	1	Yes	1
Dentist	1	Investment/Rental	1	56-74	1	Within 5 Years	1
Architect	1						
Accountant	1						

CMS Condo Traffic/Sales Report

Between 6/28/10 and 7/4/10

28-Jun-10	Monday 06/28/10	Tuesday 06/29/10	Wednesday 06/30/10	Thursday 07/01/10	Friday 07/02/10	Saturday 07/03/10	Sunday 07/04/10	Total
1st On-site Visit	0	0	1	1	1	1	2	6
Internet Inquiry	0	0	0	2	0	0	0	2
Phone Inquiry	0	0	0	0	0	0	0	0
Other Inquiry	1	0	0	0	0	0	0	1
Direct Mail	0	0	0	0	0	0	0	0
Beback	0	0	0	0	0	0	0	0
Total	1	0	1	3	1	1	2	9

Sales Activity Between 6/28/10 and 7/4/10

CMS Condo Traffic/Sales Report

Between 6/28/10 and 7/4/10

Approved

Community	Approved	Lot/Unit	Agent	Customer	Total Price
CMS Condo	6/30/10	1008	CPL	Lumsdon,A	\$231,900
CMS Condo	6/30/10	1009	CPL	Smith,J	\$352,090
CMS Condo	6/30/10	1106	AD	Larsen,D	\$375,900
CMS Condo	6/30/10	1208	AD	Karas,	\$266,990
CMS Condo	6/30/10	1211	CMS	Wright,T	\$294,600
CMS Condo	6/30/10	1403	CPL	Murphy,K	\$364,965
CMS Condo	6/30/10	1601	AD	Smith,J	\$409,202
CMS Condo	6/30/10	1606	AD	Whitman,S	\$435,722
CMS Condo	6/30/10	1712	AD	Smith,S	\$431,642
CMS Condo	6/30/10	1811	CMS	Doe,J	\$312,900
CMS Condo	6/30/10	1901	SU	Ramone,J	\$425,522
CMS Condo	6/30/10	2207	SU	Minkoff,B	\$436,900
CMS Condo	6/30/10	2501	CPL	Nicklaus,J	\$464,282
CMS Condo	6/30/10	2702	CMS	Smith,M	\$389,409
CMS Condo	6/30/10	3210	AE	Green,S	\$465,090
CMS Condo	6/30/10	3603	DU	McDuffs,H	\$420,900
CMS Condo	6/30/10	3603	CMS	Joy,T	\$480,602
CMS Condo	6/30/10	3710	SU	Curry,S	\$492,000
CMS Condo	6/30/10	3907	CPL	Corraliza,L	\$540,390
CMS Condo	7/1/10	1410	AE	Bob,J	\$400,000
CMS Condo	7/1/10	1502	SU	Sam Jones,A	\$268,442
CMS Condo	7/1/10	1701	SU	Diamante,T	\$405,090
CMS Condo	7/1/10	1905	SU	James,B	\$299,090
CMS Condo	7/2/10	1007	CPL	Martin,C	\$429,602
CMS Condo	7/2/10	1106	CPL	Barkers,D	\$414,400
CMS Condo	7/2/10	1107	CPL	Kipnis,D	\$446,100
CMS Condo	7/2/10	1206	CMS	Casey,M	\$423,090
CMS Condo	7/2/10	1307	CPL	Manjushri,A	\$455,102
CMS Condo	7/2/10	1408	DU	Smith,K	\$276,602
CMS Condo	7/2/10	1706	CMS	Watson,J	\$403,800
CMS Condo	7/2/10	1707	CMS	Longfellow,S	\$433,770
CMS Condo	7/2/10	1812	CMS	Cargill,D	\$423,090
CMS Condo	7/2/10	2204	AD	Patty,C	\$457,874
CMS Condo	7/2/10	2306	DU	Sands,L	\$464,091
CMS Condo	7/3/10	1107	AE	Marley,B	\$352,200
CMS Condo	7/3/10	1203	AE	Schacher,N	\$319,950
CMS Condo	7/3/10	2110	CMS	Wray,N	\$457,899
CMS Condo	7/3/10	2812	SU	Smith,L	\$505,600
CMS Condo	7/4/10	2309	AD	Lucero,D	\$439,302
CMS Condo	7/4/10	2411	DU	Smith,J	\$300,000

Total Approved: 40

\$15,966,100

Closed

Community	Closed	Lot/Unit	Agent	Customer	Total Price
CMS Condo	6/30/10	1206	CMS	Casey,M	\$423,090
CMS Condo	7/2/10	1106	CPL	Barkers,D	\$414,400
CMS Condo	7/2/10	2501	CPL	Nicklaus,J	\$464,282
CMS Condo	7/3/10	1006	CPL	Stewart,R	\$410,100
CMS Condo	7/3/10	1008	CPL	Lumsdon,A	\$231,900
CMS Condo	7/3/10	1009	CPL	Smith,J	\$352,090

Total Closed: 6

\$2,295,862

Cancelled

Community	Cancelled	Lot/Unit	Agent	Customer	Total Price
CMS Condo	6/30/10	1208	AD	Karas,	\$266,990
CMS Condo	6/30/10	3710	SU	Curry,S	\$492,000
CMS Condo	6/30/10	1112	CMS	Cleminson,B	\$384,090
CMS Condo	6/30/10	1106	AD	Larsen,D	\$375,900
CMS Condo	6/30/10	3907	CPL	Corraliza,L	\$540,390
CMS Condo	6/30/10	2207	SU	Minkoff,B	\$436,900

Total Cancelled: 6

\$2,496,270

CMS Condo Traffic/Sales Report

Between 6/28/10 and 7/4/10

New Traffic Sources

<u>Source</u>	<u>Total Traffic</u>
Drive By	5
Billboard	3
Drive-by	2
Internet	2
Newspaper	2
Other	1
Total	15

Distance from Property

<u>Distance</u>	<u># of Prospects</u>
Within 10 Miles	3
11-25 Miles	6
26-50 Miles	1
Over 200 Miles	3
Unknown	2
Total	15

Traffic Overview

<u>Contact Type</u>	<u>This Period</u>	<u>Previous Period</u>	<u>Overall</u>
1st On-site Visit	6	8	2,267
Internet Inquiry	2	11	21
Phone Inquiry	0	4	4
Other Inquiry	1	5	11
Direct Mail	0	2	2
Beback	0	0	0
Total	9	30	2,305

Custom Field Summaries

<u>Occupation</u>	<u>Total Traffic</u>	<u>Planned Use</u>	<u>Total Traffic</u>	<u>Age Range</u>	<u>Total Traffic</u>	<u>Retired</u>	<u>Total Traffic</u>
Not Entered	14	Not Entered	14	Not Entered	15	Not Entered	15
Real Estate	1	Investment/Rental	1				

CMS Condo Traffic/Sales Report

Between 7/5/10 and 7/11/10

5-Jul-10	Monday 07/05/10	Tuesday 07/06/10	Wednesday 07/07/10	Thursday 07/08/10	Friday 07/09/10	Saturday 07/10/10	Sunday 07/11/10	Total
1st On-site Visit	11	25	7	2	0	0	0	45
Internet Inquiry	2	15	13	4	0	0	0	34
Phone Inquiry	0	2	1	0	0	0	0	3
Other Inquiry	1	0	1	0	0	0	0	2
Direct Mail	0	0	0	0	0	0	0	0
Beback	0	0	0	0	0	0	0	0
Total	14	42	22	6	0	0	0	84

Sales Activity Between 7/5/10 and 7/11/10

Approved

Community	Approved	Lot/Unit	Agent	Customer	Total Price
CMS Condo	7/5/10	1503	AE	Browns,B	\$355,744
CMS Condo	7/6/10	1004	CPL	Siklos,T	\$457,358
CMS Condo	7/6/10	1006	CPL	Stewart,R	\$410,100
CMS Condo	7/6/10	1012	DU	Auerbach,J	\$463,360
CMS Condo	7/6/10	1305	CMS	Freedman,P	\$543,229
CMS Condo	7/6/10	1508	AE	Hoag,D	\$220,200
CMS Condo	7/6/10	1807	CPL	Sheets,T	\$358,260
CMS Condo	7/6/10	2106	AE	Hoag,D	\$313,053
CMS Condo	7/6/10	2307	CMS	Willson,T	\$482,800
CMS Condo	7/6/10	2410	AD	Sullivan,A	\$310,000
CMS Condo	7/6/10	2807	CPL	Nauman,S	\$495,139
CMS Condo	7/7/10	1904	CPL	Evans,A	\$364,200
CMS Condo	7/8/10	1002	CMS	Adgar,M	\$269,800
CMS Condo	7/8/10	1004	AD	Albene,F	\$373,358
CMS Condo	7/8/10	1010	SU	Ainsworth,G	\$324,300
CMS Condo	7/8/10	1011	CPL	Brown,J	\$222,400
CMS Condo	7/8/10	1105	CMS	Cohens,M	\$567,790
CMS Condo	7/8/10	1111	DU	Koyles,J	\$219,483
CMS Condo	7/8/10	1201	AD	Frey,G	\$415,800
CMS Condo	7/8/10	1310	AD	Naranjo,C	\$329,900
CMS Condo	7/8/10	1401	AE	Schacher,N	\$353,311
CMS Condo	7/8/10	1505	SU	Cole,A	\$288,134
CMS Condo	7/8/10	1603	CPL	Smith,O	\$367,025
CMS Condo	7/8/10	1908	CMS	Smith,S	\$299,042
CMS Condo	7/8/10	2008	CMS	Smith,G	\$300,000

Total Approved: 25

\$9,103,786

Closed

Community	Closed	Lot/Unit	Agent	Customer	Total Price
CMS Condo	7/5/10	1104	AE	Marley,B	\$470,700
CMS Condo	7/6/10	1309	DU	Jones,B	\$318,904
CMS Condo	7/6/10	3005	CPL	De La Portill:	\$295,269
CMS Condo	7/6/10	1606	AD	Whitman,S	\$435,722
CMS Condo	7/6/10	1012	DU	Auerbach,J	\$463,360
CMS Condo	7/7/10	1107	AE	Marley,B	\$352,200

Total Closed: 6

\$2,336,155

Cancelled

Community	Cancelled	Lot/Unit	Agent	Customer	Total Price
CMS Condo	7/6/10	3210	AE	Green,S	\$465,090
CMS Condo	7/6/10	2309	AD	Lucero,D	\$439,302
CMS Condo	7/6/10	2411	DU	Smith,J	\$300,000
CMS Condo	7/6/10	1004	CPL	Siklos,T	\$457,358
CMS Condo	7/6/10	2812	SU	Smith,L	\$505,600
CMS Condo	7/6/10	1403	CPL	Murphy,K	\$364,965
CMS Condo	7/6/10	1503	AE	Browns,B	\$355,744
CMS Condo	7/6/10	2702	CMS	Smith,M	\$389,409
CMS Condo	7/6/10	1005	CPL	Donlon,	\$229,045
CMS Condo	7/6/10	1107	CPL	Kipnis,D	\$446,100
CMS Condo	7/6/10	1007	CPL	Martin,C	\$429,602
CMS Condo	7/7/10	2110	CMS	Wray,N	\$457,899
CMS Condo	7/7/10	3603	CMS	Joy,T	\$480,602

Total Cancelled: 13

\$5,320,716

CMS Condo Traffic/Sales Report

Between 7/5/10 and 7/11/10

New Traffic Sources

Source	Total Traffic
Billboard	17
Airport	14
Other	11
Internet	7
Drive-by	6
Friend/Relative	4
Magazine	4
Newspaper	4
Realtor	4
Website	2
Email	2
Friends	1
Cotton Website Lead	1
DestinatiOne Newsletter	1
Dispatch Argus	1
Drive By	1
Where to Retire	1
TV or Radio	1
Onsite Signs	1
John Deere Classic	1
Total	84

Distance from Property

Distance	# of Prospects
Within 10 Miles	10
11-25 Miles	3
26-50 Miles	11
Over 200 Miles	27
Unknown	33
Total	84

Traffic Overview

Contact Type	This Period	Previous Period	Overall
1st On-site Visit	45	6	2,312
Internet Inquiry	34	2	55
Phone Inquiry	3	0	7
Other Inquiry	2	1	13
Direct Mail	0	0	2
Beback	0	0	0
Total	84	9	2,389

Custom Field Summaries

Occupation	Total Traffic	Planned Use	Total Traffic	Age Range	Total Traffic	Retired	Total Traffic
Not Entered	68	Not Entered	72	Not Entered	68	Not Entered	78
Law Enforcement	3	Primary Home	6	26-35	8	No	4
Teacher	2	Seasonal Home	2	36-45	5	Yes	1
Other	2	Investment/Rental	2	46-55	2	Within 5 Years	1
Doctor	2	Weekend Getaway	1	75+	1		
Dentist	2	Summer Home	1				
Construction	2						
Real Estate	1						
Others	2						