

CMS Condo Buyer Profile

Purchases Between 11/22/10 and 11/28/10

Buyer Follow-up Rating

			Avg Time to Buy (days)
A	32	70%	21.3
B	5	11%	11.4
C	3	7%	3.0
D	4	9%	88.0
E	2	4%	151.0
Total Buyers	46	100%	30.5

Purchase Timeframe

			Avg Time to Buy (days)
Less Than 3 Months	4	9%	13.8
3 to 6 Months	3	7%	4.0
Not Listed	39	85%	34.3
Total Buyers	46	100%	30.5

Source

			Avg Time to Buy (days)
Billboard	12	26%	31.2
Drive-by	8	17%	1.5
Airport	6	13%	8.2
Newspaper	5	11%	21.2
Realtor	5	11%	73.8
Internet	2	4%	28.0
Magazine	2	4%	0.0
Other	2	4%	60.5
Cotton Website Lead	1	2%	1.0
Friend/Relative	1	2%	1.0
All Others	2	4%	157.0
Total Buyers	46	100%	30.5

Price Range

			Avg Time to Buy (days)
Not Listed	41	89%	24.5
\$500k - \$750k	2	4%	175.5
\$750k - \$1m	2	4%	24.0
\$1m - \$1.25m	1	2%	0.0
Total Buyers	46	100%	30.5

Purpose

			Avg Time to Buy (days)
Not Listed	45	98%	30.3
Primary	1	2%	40.0
Total Buyers	46	100%	30.5

Primary Residence Distance from Community

			Avg Time to Buy (days)
Within 10 Miles	10	22%	17.1
26-50 Miles	2	4%	6.5
51-200 Miles	1	2%	9.0
Over 200 Miles	22	48%	40.7
Unknown	11	24%	28.6
Total Buyers	46	100%	30.5

Income Level

			Avg Time to Buy (days)
Not Listed	41	89%	32.7
Others	5	11%	12.2
Total Buyers	46	100%	30.5

Co-Broker

			Avg Time to Buy (days)
Co-Broker	34	74%	20.0
No Co-Broker	12	26%	60.2
Total Buyers	46	100%	30.50

Currently Own

			Avg Time to Buy (days)
False	44	96%	31.3
True	2	4%	12.0
Total Buyers	46	100%	30.5

Average Time to Buy

			Avg Time to Buy (days)
Within 14 Days	38	83%	2.7
31 to 90 Days	4	9%	43.8
91 to 180 Days	1	2%	121.0
Over 180 Days	3	7%	334.3
Total Buyers	46	100%	30.5

Desired Bedrooms

			Avg Time to Buy (days)
Not Listed	37	80%	34.5
2	5	11%	20.8
3	4	9%	5.8
Total Buyers	46	100%	30.5

Marital Status

			Avg Time to Buy (days)
Not Listed	40	87%	33.3
Married	3	7%	4.3
Single	3	7%	20.0
Total Buyers	46	100%	30.5

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Occupation

			Avg Time to Buy (days)
Not Listed	33	72%	41.1
Construction	2	4%	0.0
Dentist	2	4%	5.5
Doctor	2	4%	5.5
Law Enforcement	2	4%	0.5
Teacher	2	4%	0.0
Accountant	1	2%	12.0
Other	1	2%	12.0
Real Estate	1	2%	0.0
Total Buyers	46	100%	30.5

Planned Use

			Avg Time to Buy (days)
Not Listed	35	76%	39.1
Investment/Rental	5	11%	2.4
Seasonal Home	3	7%	8.0
Primary Home	2	4%	0.0
Summer Home	1	2%	0.0
Total Buyers	46	100%	30.5

Age Range

			Avg Time to Buy (days)
Not Listed	32	70%	42.4
36-45	5	11%	4.8
26-35	4	9%	0.0
46-55	3	7%	0.0
56-74	1	2%	11.0
75+	1	2%	12.0
Total Buyers	46	100%	30.5

Retired

			Avg Time to Buy (days)
Not Listed	41	89%	33.7
No	3	7%	3.7
Within 5 Years	1	2%	0.0
Yes	1	2%	12.0
Total Buyers	46	100%	30.5