

# CMS Condo Pipeline Report

## Pending

Unit	Initiated Date	Projected Close	Customer	Realtor	Closing Incentive	Base Price	Unit Premium	Elevation Charge	Options	Other	Builder Incentive	\$/SqFt	Total Price
1002	07/07/10	10/05/11	Adgar, M.		\$0	\$229,800	\$0	\$0	\$40,000	\$0	\$0	\$355	\$269,800
1005	07/07/10	10/12/11	Acosta, J.		\$0	\$229,800	\$0	\$0	\$345	\$0	\$0	\$302	\$230,145
1007	07/07/10	09/30/11	Ainsworth, G.		\$5,000	\$353,700	\$0	\$0	\$0	\$0	\$(5,000)	\$297	\$348,700
1101	07/06/10	03/01/12	Bailee, O.		\$0	\$352,200	\$0	\$0	\$0	\$0	\$0	\$300	\$352,200
1102	07/06/10	07/25/11	Planck, R.		\$1,500	\$243,590	\$0	\$0	\$1,500	\$500	\$500	\$323	\$246,090
<b>1108</b>	07/03/10	07/16/10	Hoskins, B.	Capital Realty Residential, Inc.	\$10,015	\$285,045	\$0	\$0	\$1,200	\$25,005	\$2,510	\$427	\$313,760
<b>1205</b>	06/27/10	07/19/10	Braddock, E.	Celestial Realty	\$4,310	\$228,300	\$0	\$0	\$5,000	\$0	\$25	\$307	\$233,325
<b>1207</b>	07/05/10	03/01/12	Jessop, S.	Bilu Realty, Inc.	\$0	\$459,700	\$0	\$0	\$0	\$0	\$0	\$392	\$459,700
1209	06/29/10	03/01/12	Ortiz, J.		\$0	\$388,090	\$0	\$0	\$0	\$0	\$0	\$361	\$388,090
1309	07/13/10	07/05/10	Jones, B.		\$(16,106)	\$322,800	\$0	\$0	\$(675)	\$0	\$(3,221)	\$296	\$318,904
1311	07/05/10	03/01/12	Carusone, D.		\$0	\$220,200	\$0	\$0	\$1,800	\$0	\$0	\$302	\$222,000
<b>1402</b>	06/29/10	03/01/12	Smith, J.	Century 21	\$0	\$287,822	\$0	\$0	\$0	\$0	\$0	\$378	\$287,822
<b>1405</b>	07/05/10	03/01/12	Farrar, M.	Ambassador Realty Associates	\$0	\$228,300	\$0	\$0	\$0	\$0	\$0	\$300	\$228,300
<b>1409</b>	07/05/10	03/01/12	Foutz, A.	Bella Costa Properties	\$0	\$322,800	\$0	\$0	\$0	\$0	\$0	\$300	\$322,800
1507	07/05/10	03/01/12	Jacks, G.		\$0	\$464,600	\$0	\$0	\$0	\$0	\$0	\$396	\$464,600
1512	07/06/10	02/10/12	Didescu, I.		\$0	\$100,000	\$0	\$0	\$0	\$0	\$0	\$85	\$100,000
<b>1610</b>	07/05/10	03/01/12	Bond, J.	Classic Realty Group	\$3,000	\$434,200	\$0	\$0	\$2,489	\$0	\$10,000	\$415	\$446,689
1611	07/06/10	02/10/12	Doe, J.		\$0	\$220,200	\$0	\$0	\$0	\$0	\$0	\$300	\$220,200
<b>1703</b>	07/04/10	03/01/12	Bakers, K.	Chantilly Realty	\$0	\$383,400	\$0	\$0	\$0	\$0	\$0	\$343	\$383,400
<b>1705</b>	07/06/10	03/01/12	Wible, W.	Coastal Properties	\$0	\$228,300	\$0	\$0	\$0	\$0	\$0	\$300	\$228,300
<b>1708</b>	07/04/10	03/01/12	Walker, G.	Ambassador Realty Associates	\$0	\$295,400	\$0	\$0	\$0	\$0	\$0	\$402	\$295,400
1801	07/06/10	02/10/12	Acosta, D.		\$0	\$352,200	\$0	\$0	\$0	\$0	\$0	\$300	\$352,200
<b>1802</b>	07/04/10	03/01/12	Ochoa, R.	Century 21	\$0	\$428,199	\$0	\$0	\$0	\$0	\$0	\$563	\$428,199
<b>1809</b>	07/06/10	01/09/12	Turner, .	Absolute Realty Group	\$0	\$322,800	\$0	\$0	\$0	\$0	\$0	\$300	\$322,800
1902	07/07/10	12/02/11	Aguilar, O.		\$4,596	\$229,800	\$0	\$0	\$0	\$0	\$(4,596)	\$296	\$225,204
<b>1906</b>	06/29/10	03/01/12	Vescovi, L.	Developers Realty Inc	\$0	\$452,042	\$0	\$0	\$0	\$0	\$(2,000)	\$383	\$450,042
1907	07/06/10	03/01/12	Heriyanto, .		\$0	\$352,200	\$0	\$0	\$0	\$0	\$0	\$300	\$352,200
2002	07/04/10	03/01/12	Olson, E.		\$0	\$414,769	\$0	\$0	\$0	\$0	\$0	\$545	\$414,769
2011	07/07/10	11/19/11	Abrahams, R.		\$0	\$221,700	\$0	\$0	\$0	\$0	\$0	\$302	\$221,700
<b>2103</b>	06/29/10	03/01/12	Clark, A.	Century 21	\$0	\$393,810	\$0	\$0	\$0	\$0	\$0	\$352	\$393,810
<b>2109</b>	06/29/10	03/01/12	Paskow, R.	Century 21	\$0	\$427,562	\$0	\$0	\$0	\$0	\$(5,000)	\$393	\$422,562
2202	06/29/10	03/01/12	Morris, C.		\$0	\$306,082	\$0	\$0	\$0	\$0	\$0	\$402	\$306,082

# CMS Condo Pipeline Report

## Pending

<i>Unit</i>	<i>Initiated Date</i>	<i>Projected Close</i>	<i>Customer</i>	<i>Realtor</i>	<i>Closing Incentive</i>	<i>Base Price</i>	<i>Unit Premium</i>	<i>Elevation Charge</i>	<i>Options</i>	<i>Other</i>	<i>Builder Incentive</i>	<i>\$/SqFt</i>	<i>Total Price</i>
<b>2301</b>	06/29/10	11/16/11	Mattson, A.	A & B Realty, Inc	\$2,000	\$437,095	\$0	\$0	\$0	\$0	\$(5,000)	\$368	\$432,095
2303	07/05/10	03/01/12	Campbell, G.		\$0	\$416,400	\$0	\$0	\$1,000	\$0	\$0	\$373	\$417,400
<b>2308</b>	06/29/10	04/03/11	Rodriguez, A.	Classic Realty Group	\$5,000	\$319,342	\$0	\$0	\$0	\$0	\$5,000	\$442	\$324,342
<b>2407</b>	07/05/10	07/06/10	Jackson, J.	Century 21	\$3,000	\$514,100	\$0	\$0	\$0	\$0	\$(5,000)	\$434	\$509,100
<b>3004</b>	07/05/10	03/01/12	Sullivan, A.	Bilu Realty, Inc.	\$7,284	\$364,200	\$0	\$0	\$0	\$0	\$(15,000)	\$288	\$349,200
<b>3105</b>	07/04/10	06/14/12	Stark, A.	Bilu Realty, Inc.	\$0	\$230,200	\$0	\$0	\$0	\$0	\$0	\$314	\$230,200
<b>3909</b>	07/06/10	02/19/12	Greenlee, V.	Classic Realty Group	\$0	\$425,000	\$0	\$0	\$6,674	\$0	\$0	\$401	\$431,674
<b>Pending Totals:</b>					<b>\$29,599</b>	<b>\$12,885,748</b>	<b>\$0</b>	<b>\$0</b>	<b>\$59,333</b>	<b>\$25,505</b>	<b>\$(26,782)</b>		<b>\$12,943,804</b>
<b>Pipeline Count: 39</b>					<b>Co-Broker Count: 21</b>		<b>Using Co-Brokers: 54%</b>			<b>Average \$/Sqft: \$347</b>			

# CMS Condo Pipeline Report

## Reservation

Unit	Date Sold	Projected Close	Customer	Realtor	Closing Incentive	Base Price	Unit Premium	Elevation Charge	Options	Other	Builder Incentive	\$/SqFt	Total Price
1010	07/07/10	09/22/11	Ainsworth, G.		\$0	\$324,300	\$0	\$0	\$0	\$0	\$0	\$301	\$324,300
<b>1310</b>	07/07/10	07/09/10	Naranjo, C.	A & B Realty, Inc	\$0	\$339,900	\$0	\$0	\$0	\$0	\$(10,000)	\$307	\$329,900
1811	06/29/10	03/01/12	Doe, J.		\$0	\$312,900	\$0	\$0	\$0	\$0	\$0	\$426	\$312,900
1904	07/06/10	03/01/12	Evans, A.		\$0	\$364,200	\$0	\$0	\$0	\$0	\$0	\$300	\$364,200
<b>3603</b>	06/29/10	08/01/11	McDuffs, H.	Ample Realty	\$0	\$420,900	\$0	\$0	\$0	\$0	\$0	\$376	\$420,900
<b>Reservation Totals:</b>					<b>\$0</b>	<b>\$1,762,200</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$(10,000)</b>		<b>\$1,752,200</b>
<b>Pipeline Count: 5</b>					<b>Co-Broker Count: 2</b>		<b>Using Co-Brokers: 40%</b>			<b>Average \$/Sqft: \$336</b>			

# CMS Condo Pipeline Report

## Soft Contract

Unit	Contract Date	Projected Close	Customer	Realtor	Closing Incentive	Base Price	Unit Premium	Elevation Charge	Options	Other	Builder Incentive	\$/SqFt	Total Price
1105	07/07/10	07/07/10	Cohens, M.		\$0	\$567,790	\$0	\$0	\$0	\$0	\$0	\$746	\$567,790
<b>1201</b>	07/07/10	07/19/12	Frey, G.	Capital Realty Residential, Inc.	\$12,489	\$416,300	\$0	\$0	\$0	\$0	\$(500)	\$354	\$415,800
<b>1305</b>	07/05/10	03/01/12	Freedman, P.	C&J Realty, Inc	\$2,000	\$543,229	\$0	\$0	\$0	\$0	\$0	\$714	\$543,229
<b>1401</b>	07/07/10	03/01/12	Schacher, N.	Celestial Realty	\$22,222	\$352,200	\$0	\$0	\$0	\$0	\$1,111	\$301	\$353,311
<b>1505</b>	07/07/10	03/01/12	Cole, A.	Avatar Properties	\$19,209	\$230,000	\$0	\$0	\$90,149	\$0	\$(32,015)	\$379	\$288,134
<b>1603</b>	07/07/10	07/05/10	Smith, O.	Century 21	\$0	\$367,025	\$0	\$0	\$0	\$0	\$0	\$328	\$367,025
<b>1908</b>	07/07/10	03/01/12	Smith, S.	Century 21	\$0	\$299,042	\$0	\$0	\$0	\$0	\$0	\$407	\$299,042
<b>2008</b>	07/07/10	03/01/12	Smith, G.	Century 21	\$10,000	\$305,000	\$0	\$0	\$0	\$0	\$(5,000)	\$409	\$300,000
2307	07/05/10	03/01/12	Willson, T.		\$3,000	\$487,800	\$0	\$0	\$0	\$0	\$(5,000)	\$411	\$482,800
<b>2807</b>	07/05/10	03/01/12	Nauman, S.	Atlantis Realty	\$5,000	\$511,100	\$0	\$0	\$7,039	\$0	\$(23,000)	\$422	\$495,139
<b>Soft Contract Totals:</b>					<b>\$73,920</b>	<b>\$4,079,486</b>	<b>\$0</b>	<b>\$0</b>	<b>\$97,188</b>	<b>\$0</b>	<b>\$(64,404)</b>		<b>\$4,112,270</b>
<b>Pipeline Count: 10</b>					<b>Co-Broker Count: 8</b>		<b>Using Co-Brokers: 80%</b>			<b>Average \$/Sqft: \$430</b>			

# CMS Condo Pipeline Report

## Hard Contract

Unit	Rescission Date	Projected Close	Customer	Realtor	Closing Incentive	Base Price	Unit Premium	Elevation Charge	Options	Other	Builder Incentive	\$/SqFt	Total Price
1004	07/07/10	07/20/10	Albene, F.		\$0	\$365,700	\$0	\$0	\$7,658	\$0	\$0	\$308	\$373,358
1011	07/07/10	09/21/11	Brown, J.		\$0	\$221,700	\$0	\$0	\$700	\$0	\$0	\$303	\$222,400
1111	07/07/10	03/01/12	Koyles, J.		\$0	\$220,200	\$0	\$0	\$1,500	\$0	\$(2,217)	\$299	\$219,483
<b>1112</b>	06/21/10	08/02/10	Ball, A.	Developers Realty Inc	\$25,986	\$434,650	\$0	\$0	\$0	\$2,000	\$(20,155)	\$355	\$416,495
<b>1203</b>	07/02/10	07/21/10	Schacher, N.	Celestial Realty	\$0	\$319,950	\$0	\$0	\$0	\$0	\$0	\$286	\$319,950
<b>1211</b>	06/29/10	03/01/12	Wright, T.	Absolute Realty Group	\$0	\$294,600	\$0	\$0	\$0	\$0	\$0	\$401	\$294,600
1307	07/01/10	03/01/12	Manjushri, A.		\$0	\$455,102	\$0	\$0	\$0	\$0	\$0	\$388	\$455,102
<b>1408</b>	07/01/10	03/01/12	Smith, K.	Absolute Realty Group	\$0	\$276,602	\$0	\$0	\$0	\$0	\$0	\$377	\$276,602
1410	06/30/10	03/01/12	Bob, J.		\$10,000	\$400,000	\$0	\$0	\$0	\$0	\$0	\$372	\$400,000
<b>1502</b>	06/30/10	03/01/12	Sam Jones, A.	Absolute Realty Group	\$0	\$268,442	\$0	\$0	\$0	\$0	\$0	\$353	\$268,442
<b>1503</b>	06/16/10	07/31/10	Do, J.	Castle Realty	\$0	\$335,700	\$0	\$0	\$0	\$0	\$0	\$300	\$335,700
<b>1508</b>	07/05/10	03/01/12	Hoag, D.	Bella Costa Properties	\$0	\$220,200	\$0	\$0	\$0	\$0	\$0	\$300	\$220,200
<b>1601</b>	06/29/10	03/01/12	Smith, J.	C&J Realty, Inc	\$0	\$409,202	\$0	\$0	\$0	\$0	\$0	\$349	\$409,202
<b>1701</b>	06/30/10	03/01/12	Diamante, T.	Atlantis Realty	\$0	\$405,090	\$0	\$0	\$0	\$0	\$0	\$345	\$405,090
<b>1706</b>	07/01/10	03/01/12	Watson, J.	A & B Realty, Inc	\$0	\$403,800	\$0	\$0	\$0	\$0	\$0	\$344	\$403,800
<b>1707</b>	07/01/10	03/01/12	Longfellow, S.	Century 21	\$22,830	\$454,100	\$0	\$0	\$2,500	\$0	\$(22,830)	\$369	\$433,770
<b>1712</b>	06/29/10	03/01/12	Smith, S.	Century 21	\$5,000	\$431,642	\$0	\$0	\$0	\$0	\$0	\$368	\$431,642
1807	07/05/10	09/05/11	Sheets, T.		\$3,000	\$352,200	\$0	\$0	\$7,000	\$1,560	\$(2,500)	\$305	\$358,260
1812	07/01/10	03/01/12	Cargill, D.		\$2,000	\$428,090	\$0	\$0	\$0	\$0	\$(5,000)	\$360	\$423,090
1901	06/29/10	03/01/12	Ramone, J.		\$0	\$425,522	\$0	\$0	\$0	\$0	\$0	\$362	\$425,522
<b>1905</b>	06/30/10	03/01/12	James, B.	A & B Realty, Inc	\$0	\$304,090	\$0	\$0	\$0	\$0	\$(5,000)	\$393	\$299,090
<b>2106</b>	07/05/10	03/01/12	Hoag, D.	C&J Realty, Inc	\$10,000	\$352,200	\$0	\$0	\$853	\$0	\$(40,000)	\$267	\$313,053
2204	07/01/10	03/01/12	Patty, C.		\$2,000	\$484,600	\$0	\$0	\$2,500	\$0	\$(29,226)	\$377	\$457,874
<b>2306</b>	07/01/10	03/01/12	Sands, L.	A & B Realty, Inc	\$0	\$464,090	\$0	\$0	\$0	\$1	\$0	\$395	\$464,091
<b>2410</b>	07/05/10	12/23/11	Sullivan, A.	Century 21	\$10,000	\$322,800	\$0	\$0	\$0	\$0	\$(12,800)	\$288	\$310,000
<b>Hard Contract Totals:</b>					<b>\$90,816</b>	<b>\$9,050,272</b>	<b>\$0</b>	<b>\$0</b>	<b>\$22,711</b>	<b>\$3,561</b>	<b>\$(139,728)</b>		<b>\$8,936,816</b>
<b>Pipeline Count: 25</b>					<b>Co-Broker Count: 16</b>	<b>Using Co-Brokers: 64%</b>			<b>Average \$/Sqft: \$342</b>				

# *CMS Condo Pipeline Report*

## **CMS Condo Overall Totals**

<i>Closing Incentive</i>	<i>Base Price</i>	<i>Unit Premium</i>	<i>Elevation Charge</i>	<i>Options</i>	<i>Other</i>	<i>Builder Incentive</i>	<i>Total Price</i>
<b>\$194,335</b>	<b>\$27,777,706</b>	<b>\$0</b>	<b>\$0</b>	<b>\$179,232</b>	<b>\$29,066</b>	<b>\$(240,914)</b>	<b>\$27,745,090</b>

**Total Pipeline Count: 79    Co-Broker Count: 47    Using Co-Brokers: 59%    Average \$/Sqft: \$355**