

CMS Condo Sales Statistics

Between 4/24/10 and 5/24/10

CMS Condo

Salesperson	# of New Prospects	% of Group	# of Units Sold	% of Group	Conversion Ratio	Avg. Days to Sell	# of Units Sold in*			
							Less Than 30 Days	Less Than 90 Days	Less Than 180 Days	More Than 180 Days
CMS System, .	19	17%	0	0%	0%	0	0	0	0	0
Clem, Bill	0	0%	8	22%	800%	314	0	0	1	8
Demo, Alex	18	16%	17	45%	92%	121	7	1	3	6
User, Demo	17	15%	5	14%	29%	330	1	0	0	4
Evans, Aaron	18	16%	4	11%	22%	11	3	1	0	0
Lutin, Claudia	18	16%	3	8%	17%	130	1	1	0	1
User, Sample	20	18%	0	0%	0%	0	0	0	0	0
CMS Condo	110	100%	37	100%	33%	194	12	3	3	19

*Rounding errors may occur on individual salespeople because of split deals

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	# of New Prospects	% of Group	# of Units Sold	% of Group	Conversion Ratio	Avg. Days to Sell	# of Units Sold in			
							Less Than 30 Days	Less Than 90 Days	Less Than 180 Days	More Than 180 Days
Overall	110	100%	37	100%	33%	194	12	3	3	19