

CMS Condo Traffic/Sales Report

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

Prospects	Monday 11/22/10	Tuesday 11/23/10	Wednesday 11/24/10	Thursday 11/25/10	Friday 11/26/10	Saturday 11/27/10	Sunday 11/28/10	Total
1st On-site Visit	1	0	1	3	1	4	1	11
Internet Inquiry	0	0	0	1	0	0	2	3
Phone Inquiry	0	0	1	1	0	1	0	3
Other Inquiry	1	1	0	2	2	0	1	7
Direct Mail	0	1	0	1	1	0	0	3
Beback	0	1	2	1	0	2	3	9
Total	2	3	4	9	4	7	7	36

Brokers	Monday 11/22/10	Tuesday 11/23/10	Wednesday 11/24/10	Thursday 11/25/10	Friday 11/26/10	Saturday 11/27/10	Sunday 11/28/10	Total
Broker Breakfast	0	6	0	0	1	1	1	9
Broker Preview	2	0	1	0	1	0	0	4
Total	2	6	1	0	2	1	1	13

Sales Activity Between 11/22/10 and 11/28/10

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Approved

Community	Approved	Lot/Unit	Agent	Customer	Total Price
CMS Condo	11/27/10	1008	CPL	Lumsdon,A	\$231,900
CMS Condo	11/27/10	1009	CPL	Smith,J	\$352,090
CMS Condo	11/27/10	1106	AD	Larsen,D	\$375,900
CMS Condo	11/27/10	1208	AD	Karas,	\$266,990
CMS Condo	11/27/10	1211	CMS	Wright,T	\$294,600
CMS Condo	11/27/10	1403	CPL	Murphy,K	\$364,965
CMS Condo	11/27/10	1601	AD	Smith,J	\$409,202
CMS Condo	11/27/10	1606	AD	Whitman,S	\$435,722
CMS Condo	11/27/10	1712	AD	Smith,S	\$431,642
CMS Condo	11/27/10	1811	CMS	Doe,J	\$312,900
CMS Condo	11/27/10	1901	SU	Ramone,J	\$425,522
CMS Condo	11/27/10	2207	SU	Minkoff,B	\$436,900
CMS Condo	11/27/10	2702	CMS	Smith,M	\$389,409
CMS Condo	11/27/10	3210	AE	Green,S	\$465,090
CMS Condo	11/27/10	3603	DU	McDuffs,H	\$420,900
CMS Condo	11/27/10	3603	CMS	Joy,T	\$480,602
CMS Condo	11/27/10	3710	SU	Curry,S	\$492,000
CMS Condo	11/27/10	3907	CPL	Corraliza,L	\$540,390
CMS Condo	11/28/10	1410	AE	Bob,J	\$400,000
CMS Condo	11/28/10	1502	SU	Sam Jones,A	\$268,442
CMS Condo	11/28/10	1701	SU	Diamante,T	\$405,090
CMS Condo	11/28/10	1905	SU	James,B	\$299,090

Total Approved: 22 **\$8,499,346**

Closed

Community	Closed	Lot/Unit	Agent	Customer	Total Price
CMS Condo	11/27/10	1206	CMS	Casey,M	\$423,090

Total Closed: 1 **\$423,090**

Cancelled

Community	Cancelled	Lot/Unit	Agent	Customer	Total Price
CMS Condo	11/27/10	1208	AD	Karas,	\$266,990
CMS Condo	11/27/10	3710	SU	Curry,S	\$492,000
CMS Condo	11/27/10	1112	CMS	Cleminson,B	\$384,090
CMS Condo	11/27/10	1106	AD	Larsen,D	\$375,900
CMS Condo	11/27/10	3907	CPL	Corraliza,L	\$540,390
CMS Condo	11/27/10	2207	SU	Minkoff,B	\$436,900

Total Cancelled: 6 **\$2,496,270**

New Traffic Sources

Source	Total Traffic
Billboard	7
Drive-by	5
Newspaper	4
Airport	4
BeBack	3
Drive By	3
Internet	3
Magazine	2
Total	31

Distance from Property

Distance	# of Prospects
Within 10 Miles	1
11-25 Miles	8
26-50 Miles	1
Unknown	21
Total	31

Traffic Overview

Contact Type	This Period	Previous Period	Overall
1st On-site Visit	11	8	2,259
Internet Inquiry	3	11	22
Phone Inquiry	3	4	7
Other Inquiry	7	4	14
Direct Mail	3	2	5
Beback	9	0	9
Total	36	29	2,316

Custom Field Summaries

Occupation	Total Traffic	Planned Use	Total Traffic	Age Range	Total Traffic	Retired	Total Traffic
Not Entered	31	Not Entered	31	Not Entered	31	Not Entered	31

Contract and Prospect Notes

Contract	Entered	Customer	Entered By	FC	Note