

CMS Condo Overview

Tower 1

Sold

Model	Units Rel'd	Total Sold	% of Sold	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Sold
Model A1	1	2	2%	\$278	\$326,100	\$0	\$0	\$326,100	\$652,200	\$0	\$0	\$652,200	2%
Model A2	15	19	19%	\$348	\$255,120	\$0	\$414	\$255,534	\$4,847,286	\$0	\$7,868	\$4,855,154	14%
Model B	13	15	15%	\$425	\$320,465	\$0	\$2,824	\$323,289	\$4,806,982	\$0	\$42,357	\$4,849,339	14%
Model C	9	11	11%	\$323	\$339,367	\$0	\$(1,746)	\$337,621	\$3,733,042	\$0	\$(19,207)	\$3,713,835	11%
Model D	8	9	9%	\$282	\$315,243	\$0	\$111	\$315,354	\$2,837,185	\$0	\$1,000	\$2,838,185	8%
Model E	5	7	7%	\$343	\$422,500	\$0	\$(5,961)	\$416,539	\$2,957,500	\$0	\$(41,726)	\$2,915,774	8%
Model F	31	36	36%	\$343	\$405,683	\$1,389	\$(4,263)	\$402,809	\$14,604,587	\$50,000	\$(153,472)	\$14,501,115	42%
Totals	82	99	100%	\$343	\$347,866	\$505	\$(1,648)	\$346,723	\$34,438,782	\$50,000	\$(163,180)	\$34,325,602	100%

Total Closing Incentives: \$341,224

Available

Model	Units Rel'd	Total Units	% of Available	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Available
Model A1	3	5	2%	\$300	\$464,160	\$0	\$0	\$464,160	\$2,320,800	\$0	\$0	\$2,320,800	3%
Model A2	34	41	16%	\$296	\$228,607	\$0	\$414	\$229,021	\$9,372,900	\$0	\$16,978	\$9,389,878	12%
Model B	32	41	16%	\$304	\$228,341	\$0	\$2,824	\$231,165	\$9,362,000	\$0	\$115,775	\$9,477,775	12%
Model C	44	50	19%	\$294	\$330,130	\$0	\$(1,746)	\$328,384	\$16,506,500	\$0	\$(87,306)	\$16,419,194	20%
Model D	16	20	8%	\$300	\$330,330	\$0	\$111	\$330,441	\$6,606,600	\$0	\$2,222	\$6,608,822	8%
Model E	13	22	9%	\$295	\$362,795	\$0	\$(5,961)	\$356,835	\$7,981,500	\$0	\$(131,139)	\$7,850,361	10%
Model F	56	74	29%	\$299	\$353,165	\$0	\$(4,263)	\$348,902	\$26,134,200	\$0	\$(315,470)	\$25,818,730	32%
Model G	1	4	2%	\$300	\$572,400	\$0	\$0	\$572,400	\$2,289,600	\$0	\$0	\$2,289,600	3%
Totals	199	257	100%	\$298	\$313,518	\$0	\$(1,552)	\$311,966	\$80,574,100	\$0	\$(398,939)	\$80,175,161	100%

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Overall

Total Sold	Units Released	Total Units	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Community	Total Incentives
99 28%	281 79%	356	\$310	\$323,070	\$140	\$(1,579)	\$321,631	\$115,012,882	\$50,000	\$(562,119)	\$114,500,763	50%	\$341,224

CMS Condo Overview

Tower 2

Sold

Model	Units Rel'd	Total Sold	% of Sold	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Sold
Model C	0	1	33%	\$447	\$480,602	\$0	\$0	\$480,602	\$480,602	\$0	\$0	\$480,602	33%
Model F	2	2	67%	\$418	\$490,191	\$0	\$635	\$490,826	\$980,382	\$0	\$1,270	\$981,652	67%
Totals	2	3	100%	\$427	\$486,995	\$0	\$423	\$487,418	\$1,460,984	\$0	\$1,270	\$1,462,254	100%

Total Closing Incentives: \$0

Available

Model	Units Rel'd	Total Units	% of Available	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Available
Model A	32	54	15%	\$314	\$230,200	\$0	\$0	\$230,200	\$12,430,800	\$0	\$0	\$12,430,800	11%
Model B	35	59	17%	\$313	\$238,300	\$0	\$0	\$238,300	\$14,059,700	\$0	\$0	\$14,059,700	13%
Model C	34	58	17%	\$309	\$332,800	\$0	\$0	\$332,800	\$19,302,400	\$0	\$0	\$19,302,400	17%
Model D	18	30	9%	\$309	\$345,700	\$0	\$0	\$345,700	\$10,371,000	\$0	\$0	\$10,371,000	9%
Model E	18	30	9%	\$308	\$374,200	\$0	\$0	\$374,200	\$11,226,000	\$0	\$0	\$11,226,000	10%
Model F	69	110	32%	\$309	\$362,200	\$0	\$635	\$362,835	\$39,842,000	\$0	\$69,850	\$39,911,850	36%
Model G	7	8	2%	\$305	\$555,888	\$0	\$0	\$555,888	\$4,447,100	\$0	\$0	\$4,447,100	4%
Totals	213	349	100%	\$310	\$319,997	\$0	\$200	\$320,197	\$111,679,000	\$0	\$69,850	\$111,748,850	100%

Overall

Total Sold	Units Released	Total Units	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Community	Total Incentives
3	215	352	\$311	\$321,420	\$0	\$202	\$321,622	\$113,139,984	\$0	\$71,120	\$113,211,104	50%	\$0
1%	61%												

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Total Sold	Units Released	Total Units	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	Total Incentives
102 14%	496 70%	708	\$311	\$322,250	\$71	\$(694)	\$321,627	\$228,152,866	\$50,000	\$(490,999)	\$227,711,867	\$341,224