

CMS Condo Overview

Tower 1

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	5	12	5%	\$283	\$319,921	\$0	\$6,886	\$326,807	\$3,839,050	\$0	\$82,632	\$3,921,682	5%
Model A2	33	43	17%	\$294	\$228,767	\$0	\$1,538	\$230,305	\$9,837,000	\$0	\$66,132	\$9,903,132	12%
Model B	31	42	16%	\$306	\$245,833	\$0	\$3,404	\$249,238	\$10,325,000	\$0	\$142,977	\$10,467,977	13%
Model C	26	48	19%	\$292	\$325,165	\$0	\$(1,044)	\$324,120	\$15,607,900	\$0	\$(50,133)	\$15,557,767	19%
Model D	9	20	8%	\$291	\$320,045	\$0	\$125	\$320,170	\$6,400,900	\$0	\$2,500	\$6,403,400	8%
Model E	17	21	8%	\$298	\$364,229	\$0	\$(4,217)	\$360,012	\$7,648,800	\$0	\$(88,552)	\$7,560,248	9%
Model F	38	68	26%	\$300	\$356,871	\$0	\$(4,505)	\$352,366	\$24,267,200	\$0	\$(306,325)	\$23,960,875	30%
Model G	3	4	2%	\$301	\$573,900	\$0	\$0	\$573,900	\$2,295,600	\$0	\$0	\$2,295,600	3%
Totals	162	258	100%	\$297	\$310,936	\$0	\$(584)	\$310,351	\$80,221,450	\$0	\$(150,770)	\$80,070,680	100%

Sold (In Contract)

Model	Units Rel'd	Total Sold	% of Sold (In	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Sold (In
Model A1	0	1	1%	\$262	\$300,500	\$0	\$6,886	\$307,386	\$300,500	\$0	\$6,886	\$307,386	1%
Model A2	14	17	20%	\$360	\$262,419	\$0	\$1,628	\$264,048	\$4,461,131	\$0	\$27,683	\$4,488,814	15%
Model B	9	14	16%	\$428	\$322,051	\$0	\$4,005	\$326,055	\$4,508,713	\$0	\$56,063	\$4,564,776	15%
Model C	5	11	13%	\$339	\$366,250	\$0	\$(1,139)	\$365,111	\$4,028,752	\$0	\$(12,533)	\$4,016,219	13%
Model D	4	8	9%	\$332	\$371,798	\$0	\$125	\$371,923	\$2,974,385	\$0	\$1,000	\$2,975,385	10%
Model E	3	6	7%	\$336	\$416,433	\$0	\$(8,122)	\$408,311	\$2,498,600	\$0	\$(48,734)	\$2,449,866	8%
Model F	18	29	34%	\$347	\$411,066	\$0	\$(4,263)	\$406,803	\$11,920,925	\$0	\$(123,632)	\$11,797,293	39%
Totals	53	86	100%	\$354	\$356,895	\$0	\$(1,085)	\$355,811	\$30,693,006	\$0	\$(93,267)	\$30,599,739	100%

Total Closing Incentives: \$251,335

Closed

Model	Units Rel'd	Total Units	% of Closed	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Closed
Model A2	0	1	8%	\$316	\$231,900	\$0	\$0	\$231,900	\$231,900	\$0	\$0	\$231,900	5%

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Tower 1

Closed

Model	Units Rel'd	Total Units	% of Closed	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Closed
Model B	1	1	8%	\$388	\$300,269	\$0	\$(5,000)	\$295,269	\$300,269	\$0	\$(5,000)	\$295,269	6%
Model C	1	1	8%	\$327	\$352,090	\$0	\$0	\$352,090	\$352,090	\$0	\$0	\$352,090	8%
Model E	1	2	17%	\$346	\$412,300	\$0	\$7,500	\$419,800	\$824,600	\$0	\$15,000	\$839,600	18%
Model F	6	7	58%	\$359	\$419,630	\$7,143	\$(5,506)	\$421,267	\$2,937,412	\$50,000	\$(38,540)	\$2,948,872	63%
Totals	9	12	100%	\$353	\$387,189	\$4,167	\$(2,378)	\$388,978	\$4,646,271	\$50,000	\$(28,540)	\$4,667,731	100%

Total Closing Incentives: \$32,000

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
86 24%	224 63%	356	\$312	\$324,609	\$140	\$(766)	\$323,984	\$115,560,727	\$50,000	\$(272,577)	\$115,338,150	50%	\$283,335

CMS Condo Overview

Tower 2

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	7	53	15%	\$316	\$231,700	\$0	\$0	\$231,700	\$12,280,100	\$0	\$0	\$12,280,100	11%
Model B	9	59	17%	\$315	\$239,800	\$0	\$0	\$239,800	\$14,148,200	\$0	\$0	\$14,148,200	13%
Model C	7	59	17%	\$311	\$334,300	\$0	\$0	\$334,300	\$19,723,700	\$0	\$0	\$19,723,700	18%
Model D	3	30	9%	\$310	\$347,200	\$0	\$0	\$347,200	\$10,416,000	\$0	\$0	\$10,416,000	9%
Model E	9	30	9%	\$309	\$375,700	\$0	\$0	\$375,700	\$11,271,000	\$0	\$0	\$11,271,000	10%
Model F	20	110	32%	\$310	\$363,700	\$0	\$635	\$364,335	\$40,007,000	\$0	\$69,850	\$40,076,850	36%
Model G	1	8	2%	\$306	\$557,388	\$0	\$0	\$557,388	\$4,459,100	\$0	\$0	\$4,459,100	4%
Totals	56	349	100%	\$311	\$321,791	\$0	\$200	\$321,991	\$112,305,100	\$0	\$69,850	\$112,374,950	100%

Sold (In Contract)

Model	Units Rel'd	Total Sold	% of Sold (In	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Sold (In
Model A	1	1	100%	\$314	\$230,200	\$0	\$0	\$230,200	\$230,200	\$0	\$0	\$230,200	100%
Totals	1	1	100%	\$314	\$230,200	\$0	\$0	\$230,200	\$230,200	\$0	\$0	\$230,200	100%

Total Closing Incentives: \$0

Closed

Model	Units Rel'd	Total Units	% of Closed	Avg \$/Sqft	Average Base Price	Average Premium	Average Others	Average Price	Total Base Price	Total Premiums	Total Others	Total Price	% of Closed
Model F	0	2	100%	\$418	\$490,191	\$0	\$635	\$490,826	\$980,382	\$0	\$1,270	\$981,652	100%
Totals	0	2	100%	\$418	\$490,191	\$0	\$635	\$490,826	\$980,382	\$0	\$1,270	\$981,652	100%

Total Closing Incentives: \$0

CMS Condo Overview

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
1 0%	57 16%	352	\$312	\$322,488	\$0	\$202	\$322,690	\$113,515,682	\$0	\$71,120	\$113,586,802	50%	\$0

CMS Condo 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	Total Incentives
87 12%	281 40%	708	\$312	\$323,554	\$71	\$(285)	\$323,340	\$229,076,409	\$50,000	\$(201,457)	\$228,924,952	\$283,335