

CMS Condo Buyer Profile

Purchases Between 12/15/25 and 12/21/25

Buyer Follow-up Rating

Avg Time to Buy (days)

A	24	63%	70.5
D	1	3%	40.0
E	10	26%	521.7
F	3	8%	429.3
Total Buyers	38	100%	216.7

Primary Residence Distance from Community

Avg Time to Buy (days)

11-25 Miles	11	29%	95.2
26-50 Miles	3	8%	0.0
51-200 Miles	10	26%	437.5
Over 200 Miles	8	21%	351.8
Unknown	6	16%	0.0
Total Buyers	38	100%	216.7

Purchase Timeframe

Avg Time to Buy (days)

Immediately	3	8%	522.0
Less Than 3 Months	4	11%	161.0
3 to 6 Months	2	5%	308.0
6 to 12 Months	2	5%	647.0
Not Listed	26	68%	133.0
Others	1	3%	659.0
Total Buyers	38	100%	216.7

Income Level

Avg Time to Buy (days)

\$50k to \$75k	4	11%	510.0
\$75k to \$100k	3	8%	540.3
\$100k to \$125k	1	3%	616.0
Not Listed	25	66%	109.3
Others	5	13%	245.4
Total Buyers	38	100%	216.7

Source

Avg Time to Buy (days)

Drive By	18	47%	214.2
Direct Mail	5	13%	98.0
Referral	5	13%	347.6
Billboard	3	8%	438.3
Website Form	3	8%	0.0
Airport	1	3%	13.0
Newspaper	1	3%	364.0
Other	1	3%	461.0
Website	1	3%	0.0
Total Buyers	38	100%	216.7

Co-Broker

Avg Time to Buy (days)

Co-Broker	25	66%	58.6
No Co-Broker	13	34%	520.8
Total Buyers	38	100%	216.74

Average Time to Buy

Avg Time to Buy (days)

Within 14 Days	18	47%	0.7
31 to 90 Days	5	13%	42.4
Over 180 Days	15	39%	534.1
Total Buyers	38	100%	216.7

Price Range

Avg Time to Buy (days)

Not Listed	35	92%	235.3
\$1m - \$1.25m	1	3%	0.0
\$350k - \$500k	1	3%	0.0
\$500k - \$750k	1	3%	0.0
Total Buyers	38	100%	216.7

Desired Bedrooms

Avg Time to Buy (days)

Not Listed	30	79%	270.2
One Bedroom	4	11%	0.0
Studio	3	8%	43.0
2	1	3%	0.0
Total Buyers	38	100%	216.7

Purpose

Avg Time to Buy (days)

Not Listed	36	95%	211.1
Primary	2	5%	318.5
Total Buyers	38	100%	216.7

Marital Status

Avg Time to Buy (days)

Not Listed	29	76%	173.2
Married	7	18%	459.1
Single	2	5%	0.0
Total Buyers	38	100%	216.7

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Occupation

Avg Time to Buy (days)

Not Listed	29	76%	222.8
Accountant	4	11%	10.8
Dentist	1	3%	583.0
Doctor	1	3%	0.0
Equity Golf	1	3%	511.0
Medical Field	1	3%	637.0
Police Officer	1	3%	0.0
Total Buyers	38	100%	216.7

Wants Water View

Avg Time to Buy (days)

Not Listed	35	92%	220.7
Yes	2	5%	0.0
Full Golf	1	3%	511.0
Total Buyers	38	100%	216.7

Age Range

Avg Time to Buy (days)

Not Listed	36	95%	228.8
36-45	2	5%	0.0
Total Buyers	38	100%	216.7

Custom4

Avg Time to Buy (days)

Not Listed	37	97%	222.6
yes	1	3%	0.0
Total Buyers	38	100%	216.7

Employed

Avg Time to Buy (days)

No	1	3%	0.0
Not Listed	36	95%	228.8
Yes	1	3%	0.0
Total Buyers	38	100%	216.7

Custom6

Avg Time to Buy (days)

fdaddfadfsfasd	4	11%	0.0
fsgg sfg	1	3%	0.0
gfhdgfh	1	3%	0.0
gsdfsdfsgf	1	3%	0.0
jjhkhk	1	3%	0.0
Not Listed	29	76%	284.0
sdgfsf	1	3%	0.0
Total Buyers	38	100%	216.7