

Units Sold

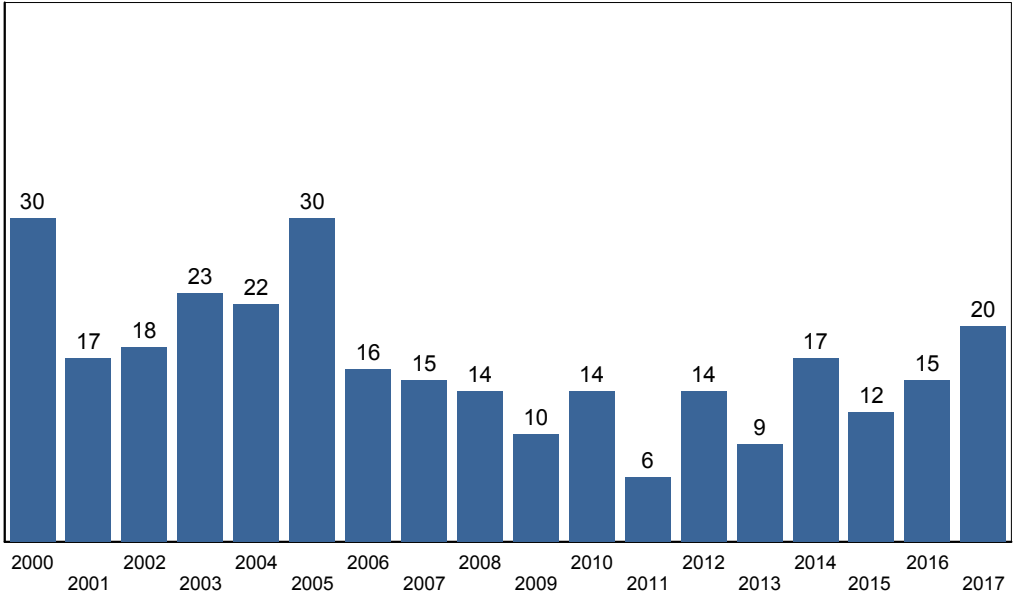


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Croton-Harmon	Seller or Buyer	24%				11%	22%	20%	33%	47%	11%	45%		22%	20%	40%	55%	56%	20%	13%
	Seller	11%					8%		17%	16%		27%		22%	20%	20%	36%	33%	10%	13%
	Buyer	19%				11%	19%	20%	37%	37%	11%	45%				40%	45%	44%	10%	
	Dual	7%					5%		11%	5%		27%				20%	27%	22%		

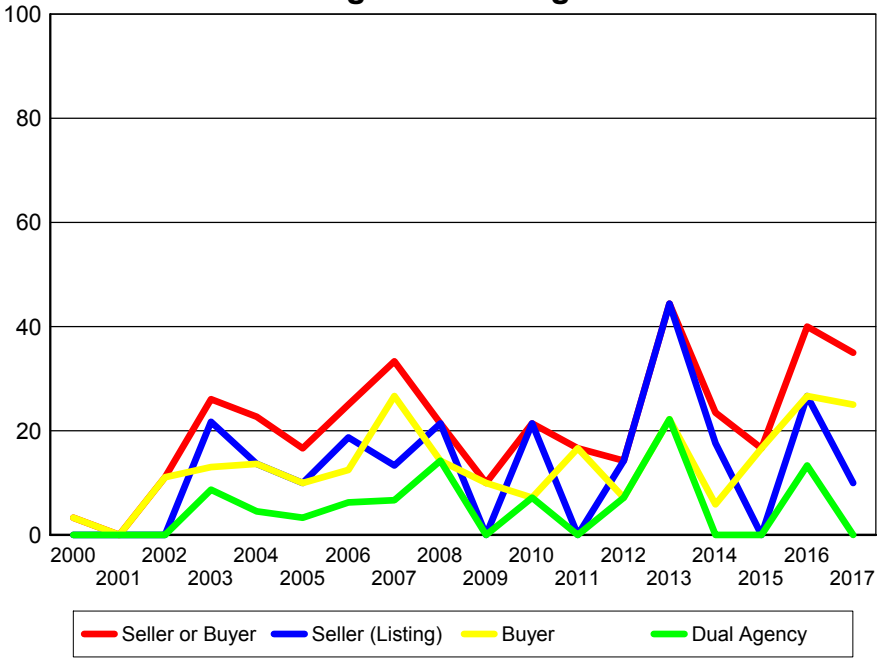
Hendrick Hudson School District

Condominium

Units Sold



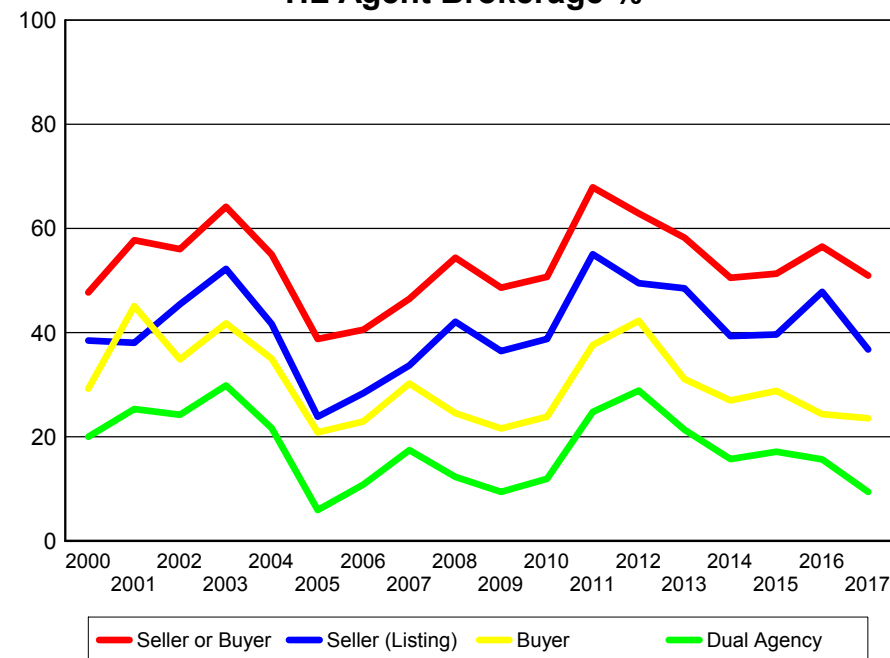
HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hendrick Hudson	Total Units Sold	302	30	17	18	23	22	30	16	15	14	10	14	6	14	9	17	12	15	20
	HL Brokerage:																			
	Seller or Buyer	61	1		2	6	5	5	4	5	3	1	3	1	2	4	4	2	6	7
	Seller	37				5	3	3	3	2	3		3		2	4	3		4	2
	Buyer	38	1		2	3	3	3	2	4	2	1	1	1	1	2	1	2	4	5
	Dual	14				2	1	1	1	1	2		1		1	2			2	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hendrick Hudson	Seller or Buyer	20%	3%		11%	26%	23%	17%	25%	33%	21%	10%	21%	17%	14%	44%	24%	17%	40%	35%
	Seller	12%				22%	14%	10%	19%	13%	21%		21%		14%	44%	18%		27%	10%
	Buyer	13%	3%		11%	13%	14%	10%	13%	27%	14%	10%	7%	17%	7%	22%	6%	17%	27%	25%
	Dual	5%				9%	5%	3%	6%	7%	14%		7%		7%	22%			13%	

Units Sold



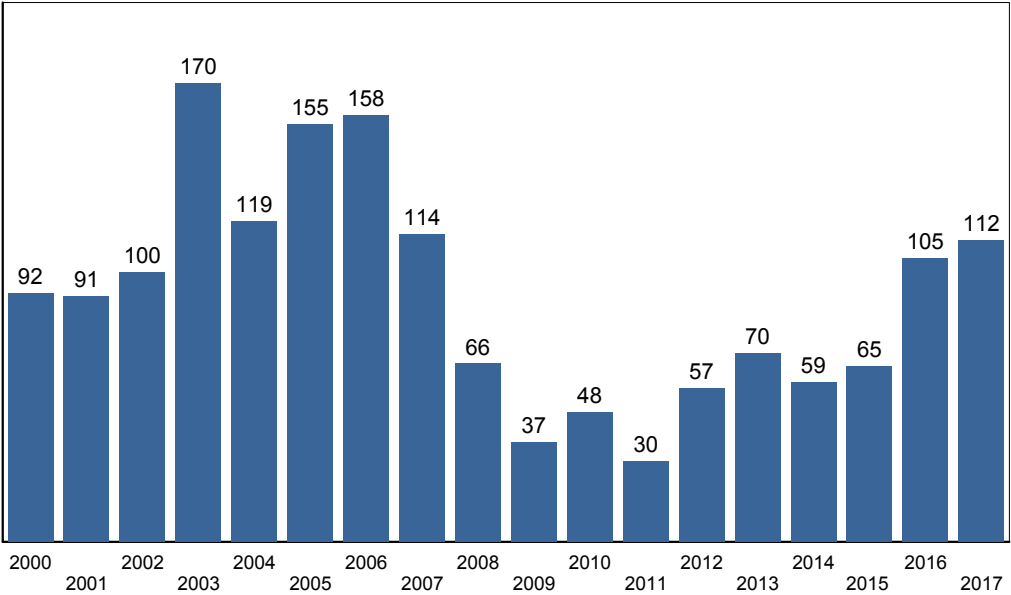
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Lakeland	Total Units Sold	1,484	65	71	66	67	60	67	74	86	57	74	67	109	97	103	89	111	115	106
	<u>HL Brokerage:</u>																			
	Seller or Buyer	798	31	41	37	43	33	26	30	40	31	36	34	74	61	60	45	57	65	54
	Seller	616	25	27	30	35	25	16	21	29	24	27	26	60	48	50	35	44	55	39
	Buyer	449	19	32	23	28	21	14	17	26	14	16	16	41	41	32	24	32	28	25
	Dual	267	13	18	16	20	13	4	8	15	7	7	8	27	28	22	14	19	18	10

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Lakeland	Seller or Buyer	54%	48%	58%	56%	64%	55%	39%	41%	47%	54%	49%	51%	68%	63%	58%	51%	51%	57%	51%
	Seller	42%	38%	38%	45%	52%	42%	24%	28%	34%	42%	36%	39%	55%	49%	49%	39%	40%	48%	37%
	Buyer	30%	29%	45%	35%	42%	35%	21%	23%	30%	25%	22%	24%	38%	42%	31%	27%	29%	24%	24%
	Dual	18%	20%	25%	24%	30%	22%	6%	11%	17%	12%	9%	12%	25%	29%	21%	16%	17%	16%	9%

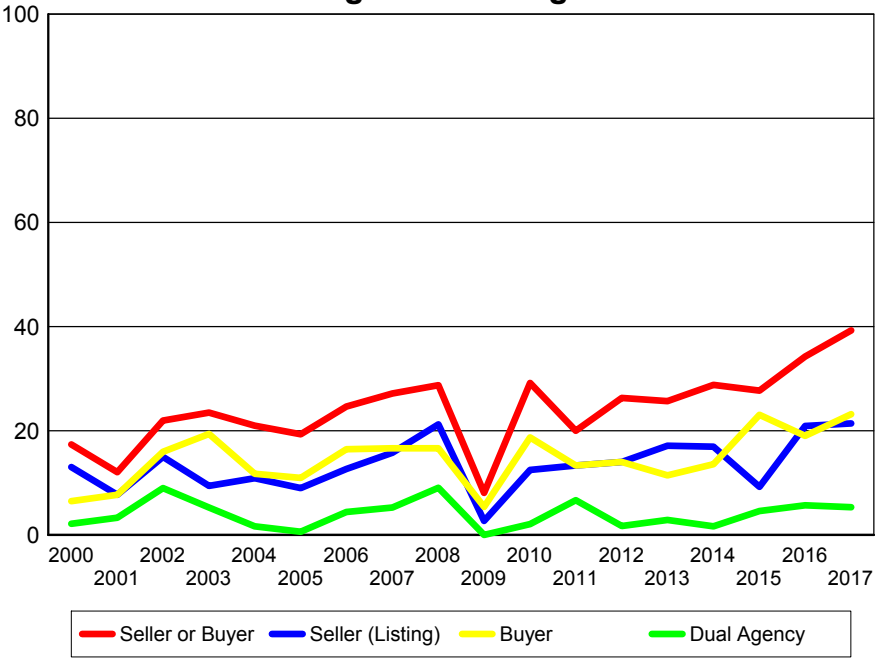
Peekskill School District

Condominium

Units Sold



HL Agent Brokerage %



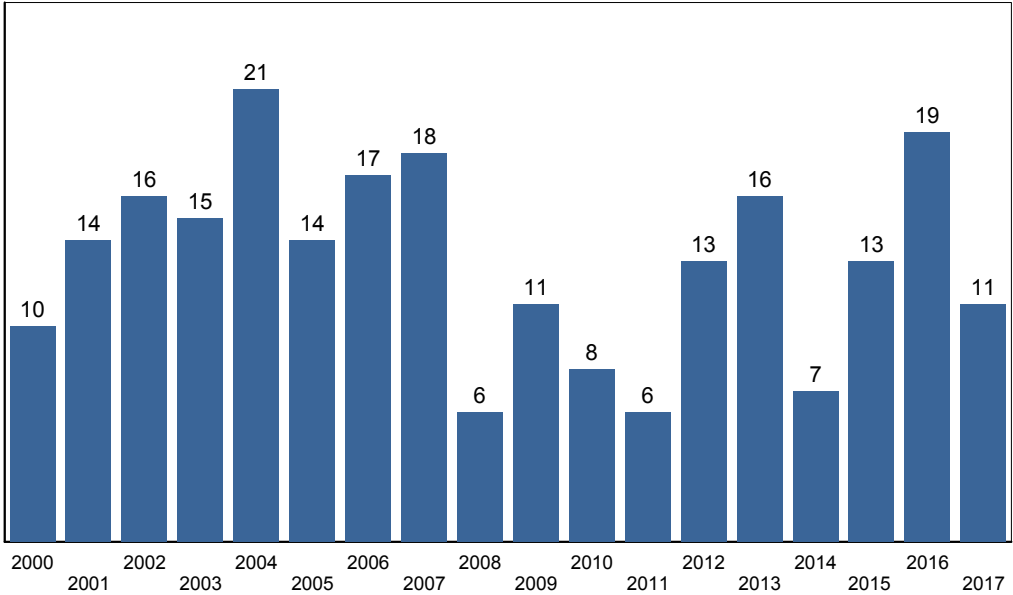
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Peekskill	Total Units Sold	1,648	92	91	100	170	119	155	158	114	66	37	48	30	57	70	59	65	105	112
	HL Brokerage:																			
	Seller or Buyer	404	16	11	22	40	25	30	39	31	19	3	14	6	15	18	17	18	36	44
	Seller	222	12	7	15	16	13	14	20	18	14	1	6	4	8	12	10	6	22	24
	Buyer	249	6	7	16	33	14	17	26	19	11	2	9	4	8	8	8	15	20	26
	Dual	67	2	3	9	9	2	1	7	6	6		1	2	1	2	1	3	6	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Peekskill	Seller or Buyer	25%	17%	12%	22%	24%	21%	19%	25%	27%	29%	8%	29%	20%	26%	26%	29%	28%	34%	39%
	Seller	13%	13%	8%	15%	9%	11%	9%	13%	16%	21%	3%	13%	13%	14%	17%	17%	9%	21%	21%
	Buyer	15%	7%	8%	16%	19%	12%	11%	16%	17%	17%	5%	19%	13%	14%	11%	14%	23%	19%	23%
	Dual	4%	2%	3%	9%	5%	2%	1%	4%	5%	9%		2%	7%	2%	3%	2%	5%	6%	5%

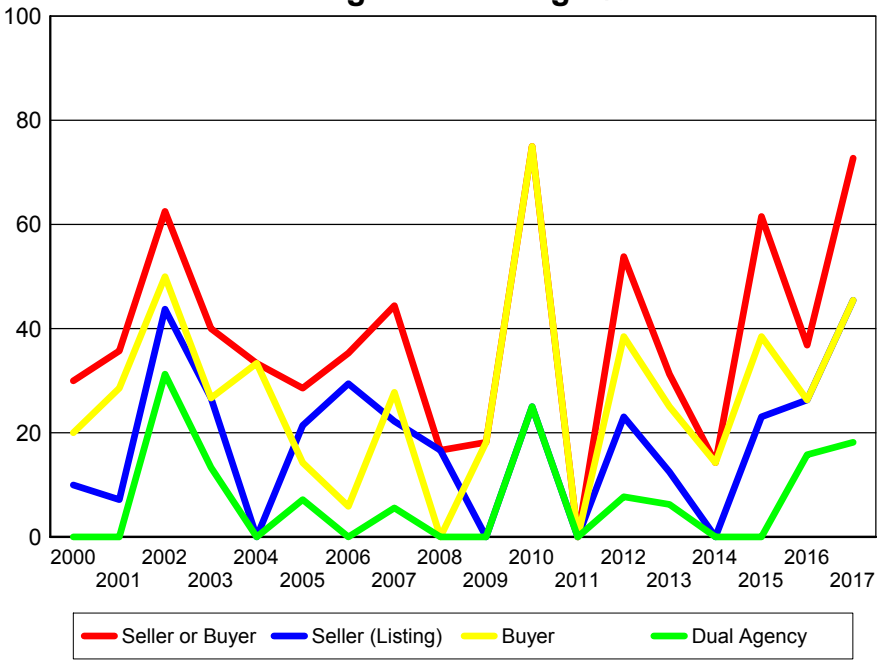
Yorktown School District

Condominium

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yorktown	Total Units Sold	235	10	14	16	15	21	14	17	18	6	11	8	6	13	16	7	13	19	11
	HL Brokerage:																			
	Seller or Buyer	94	3	5	10	6	7	4	6	8	1	2	6		7	5	1	8	7	8
	Seller	46	1	1	7	4		3	5	4	1		2		3	2		3	5	5
	Buyer	66	2	4	8	4	7	2	1	5		2	6		5	4	1	5	5	5
	Dual	18			5	2		1		1			2		1	1			3	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yorktown	Seller or Buyer	40%	30%	36%	63%	40%	33%	29%	35%	44%	17%	18%	75%		54%	31%	14%	62%	37%	73%
	Seller	20%	10%	7%	44%	27%		21%	29%	22%	17%		25%		23%	13%		23%	26%	45%
	Buyer	28%	20%	29%	50%	27%	33%	14%	6%	28%		18%	75%		38%	25%	14%	38%	26%	45%
	Dual	8%			31%	13%		7%		6%			25%		8%	6%		16%	18%	