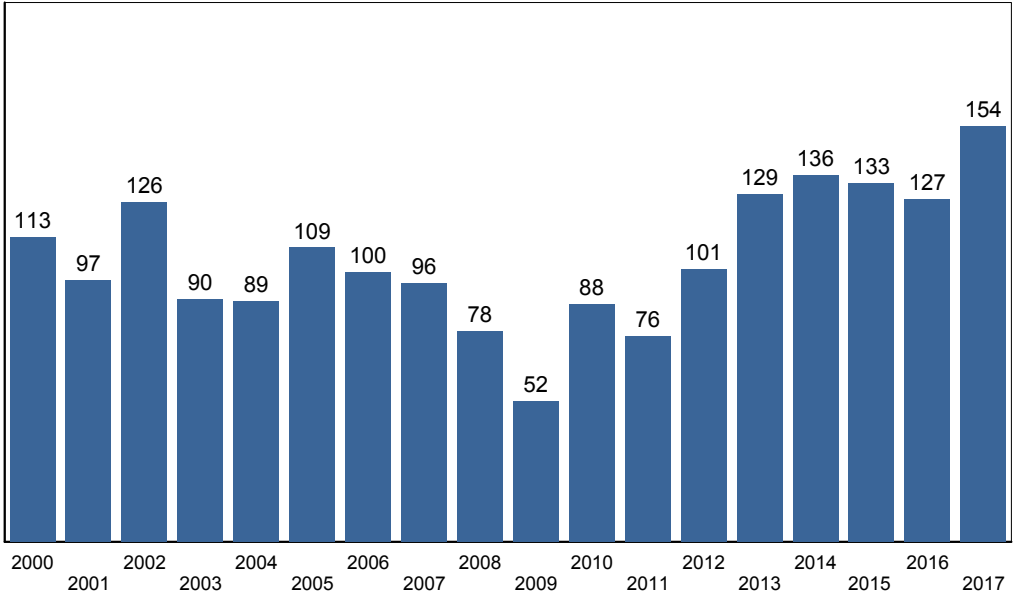
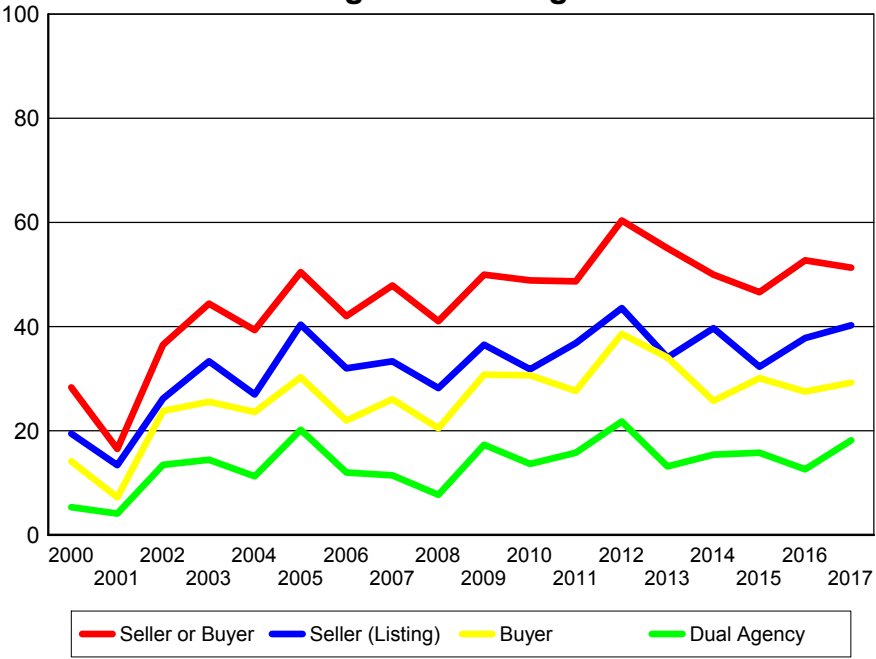


Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %

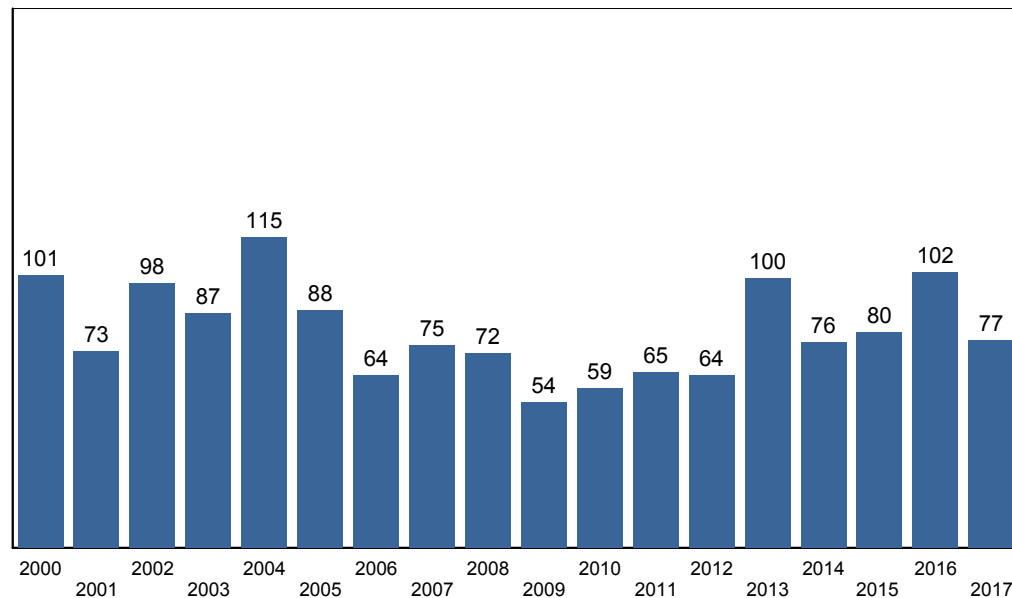


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ardsley	Total Units Sold	1,894	113	97	126	90	89	109	100	96	78	52	88	76	101	129	136	133	127	154
	HL Brokerage:																			
	Seller or Buyer	858	32	16	46	40	35	55	42	46	32	26	43	37	61	71	68	62	67	79
	Seller	622	22	13	33	30	24	44	32	32	22	19	28	28	44	44	54	43	48	62
	Buyer	495	16	7	30	23	21	33	22	25	16	16	27	21	39	44	35	40	35	45
	Dual	259	6	4	17	13	10	22	12	11	6	9	12	12	22	17	21	21	16	28

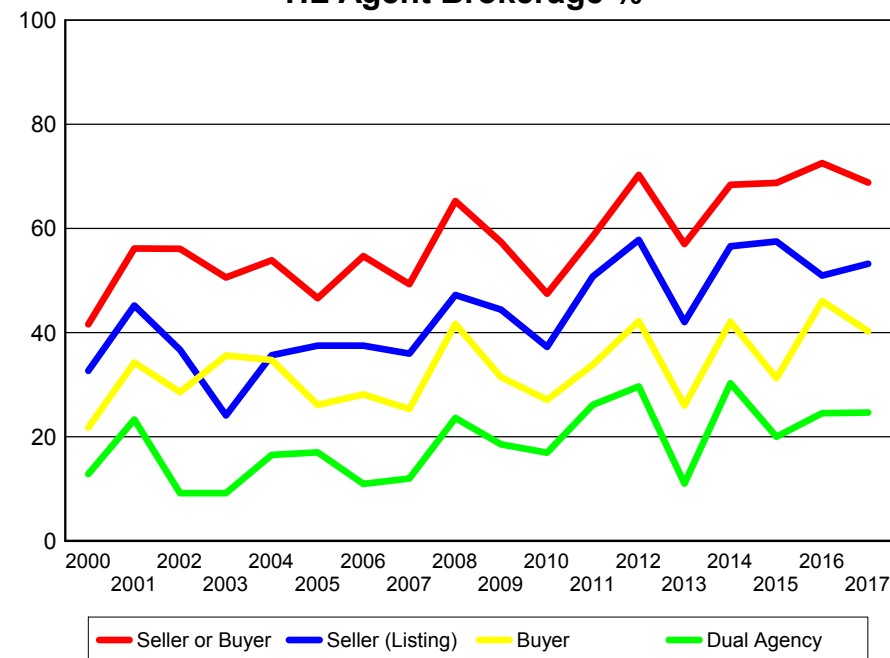
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ardsley	Seller or Buyer	45%	28%	16%	37%	44%	39%	50%	42%	48%	41%	50%	49%	49%	60%	55%	50%	47%	53%	51%
	Seller	33%	19%	13%	26%	33%	27%	40%	32%	33%	28%	37%	32%	37%	44%	34%	40%	32%	38%	40%
	Buyer	26%	14%	7%	24%	26%	24%	30%	22%	26%	21%	31%	31%	28%	39%	34%	26%	30%	28%	29%
	Dual	14%	5%	4%	13%	14%	11%	20%	12%	11%	8%	17%	14%	16%	22%	13%	15%	16%	13%	18%

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



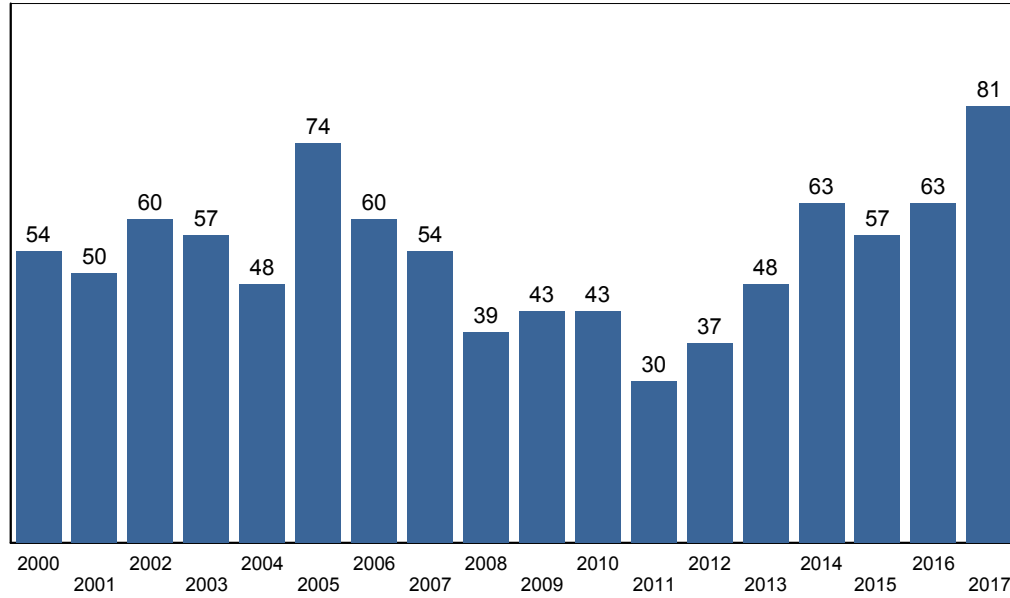
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Total Units Sold	1,450	101	73	98	87	115	88	64	75	72	54	59	65	64	100	76	80	102	77
	<u>HL Brokerage:</u>																			
	Seller or Buyer	837	42	41	55	44	62	41	35	37	47	31	28	38	45	57	52	55	74	53
	Seller	622	33	33	36	21	41	33	24	27	34	24	22	33	37	42	43	46	52	41
	Buyer	479	22	25	28	31	40	23	18	19	30	17	16	22	27	26	32	25	47	31
	Dual	264	13	17	9	8	19	15	7	9	17	10	10	17	19	11	23	16	25	19

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Seller or Buyer	58%	42%	56%	56%	51%	54%	47%	55%	49%	65%	57%	47%	58%	70%	57%	68%	69%	73%	69%
	Seller	43%	33%	45%	37%	24%	36%	38%	38%	36%	47%	44%	37%	51%	58%	42%	57%	58%	51%	53%
	Buyer	33%	22%	34%	29%	36%	35%	26%	28%	25%	42%	31%	27%	34%	42%	26%	42%	31%	46%	40%
	Dual	18%	13%	23%	9%	9%	17%	17%	11%	12%	24%	19%	17%	26%	30%	11%	30%	20%	25%	25%

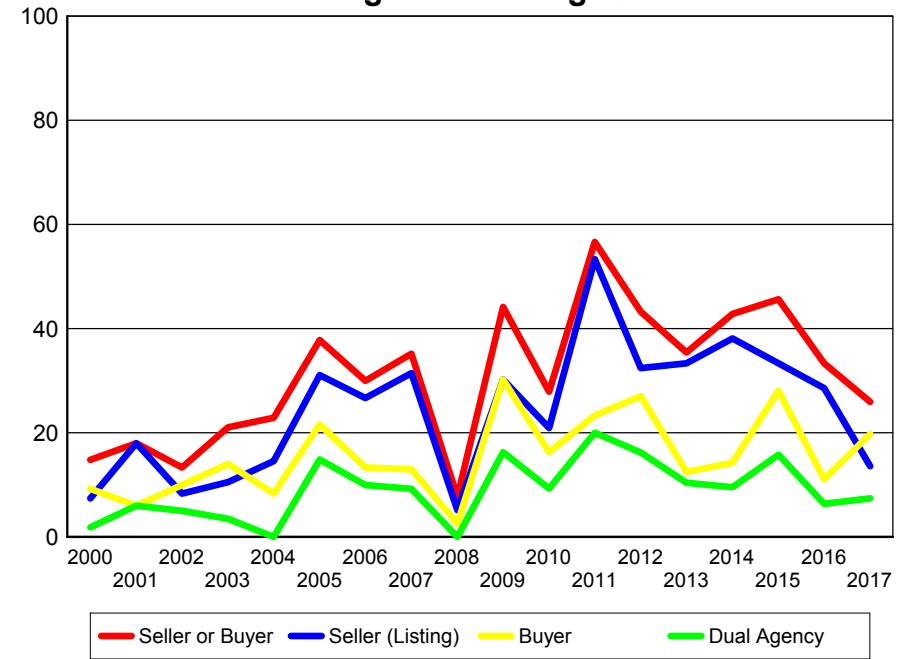
Elmsford School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



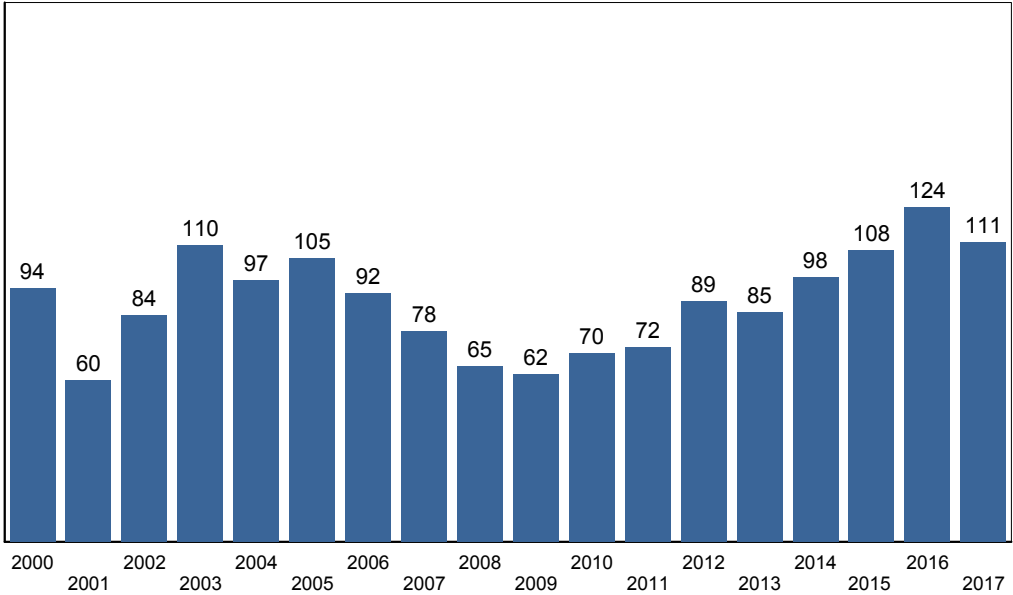
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Elmsford	Total Units Sold	961	54	50	60	57	48	74	60	54	39	43	43	30	37	48	63	57	63	81
	<u>HL Brokerage:</u>																			
	Seller or Buyer	292	8	9	8	12	11	28	18	19	3	19	12	17	16	17	27	26	21	21
	Seller	227	4	9	5	6	7	23	16	17	2	13	9	16	12	16	24	19	18	11
	Buyer	149	5	3	6	8	4	16	8	7	1	13	7	7	10	6	9	16	7	16
	Dual	84	1	3	3	2		11	6	5		7	4	6	6	5	6	9	4	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Elmsford	Seller or Buyer	30%	15%	18%	13%	21%	23%	38%	30%	35%	8%	44%	28%	57%	43%	35%	43%	46%	33%	26%
	Seller	24%	7%	18%	8%	11%	15%	31%	27%	31%	5%	30%	21%	53%	32%	33%	38%	33%	29%	14%
	Buyer	16%	9%	6%	10%	14%	8%	22%	13%	13%	3%	30%	16%	23%	27%	13%	14%	28%	11%	20%
	Dual	9%	2%	6%	5%	4%	15%	10%	10%	9%		16%	9%	20%	16%	10%	10%	16%	6%	7%

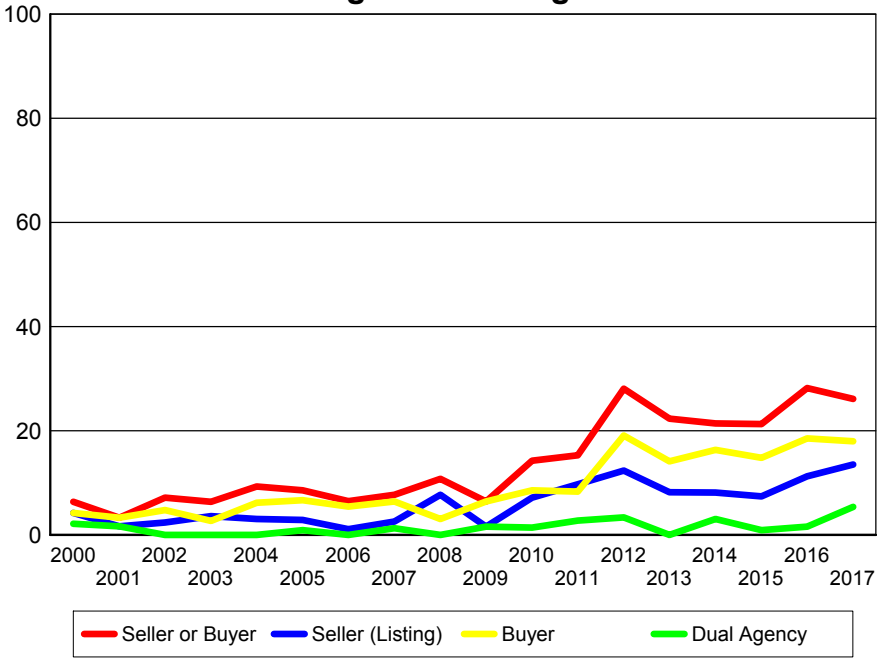
Mount Pleasant School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



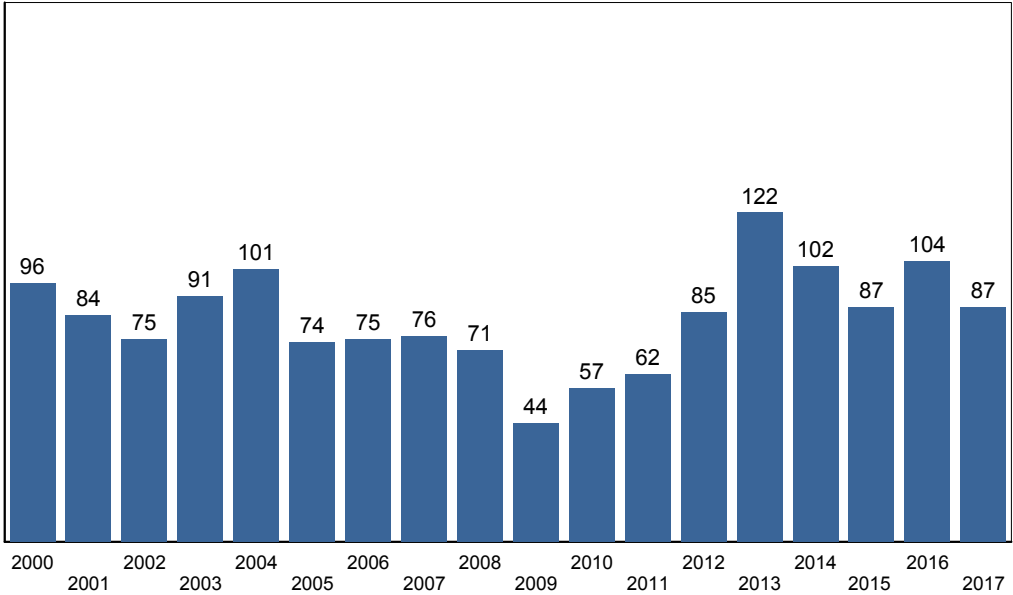
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Pleasant	Total Units Sold	1,604	94	60	84	110	97	105	92	78	65	62	70	72	89	85	98	108	124	111
	HL Brokerage:																			
	Seller or Buyer	235	6	2	6	7	9	9	6	6	7	4	10	11	25	19	21	23	35	29
	Seller	101	4	1	2	4	3	3	1	2	5	1	5	7	11	7	8	8	14	15
	Buyer	158	4	2	4	3	6	7	5	5	2	4	6	6	17	12	16	16	23	20
	Dual	24	2	1				1		1		1	1	2	3		3	1	2	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Pleasant	Seller or Buyer	15%	6%	3%	7%	6%	9%	9%	7%	8%	11%	6%	14%	15%	28%	22%	21%	21%	28%	26%
	Seller	6%	4%	2%	2%	4%	3%	3%	1%	3%	8%	2%	7%	10%	12%	8%	8%	7%	11%	14%
	Buyer	10%	4%	3%	5%	3%	6%	7%	5%	6%	3%	6%	9%	8%	19%	14%	16%	15%	19%	18%
	Dual	1%	2%	2%				1%		1%		2%	1%	3%	3%	3%	1%	2%	5%	

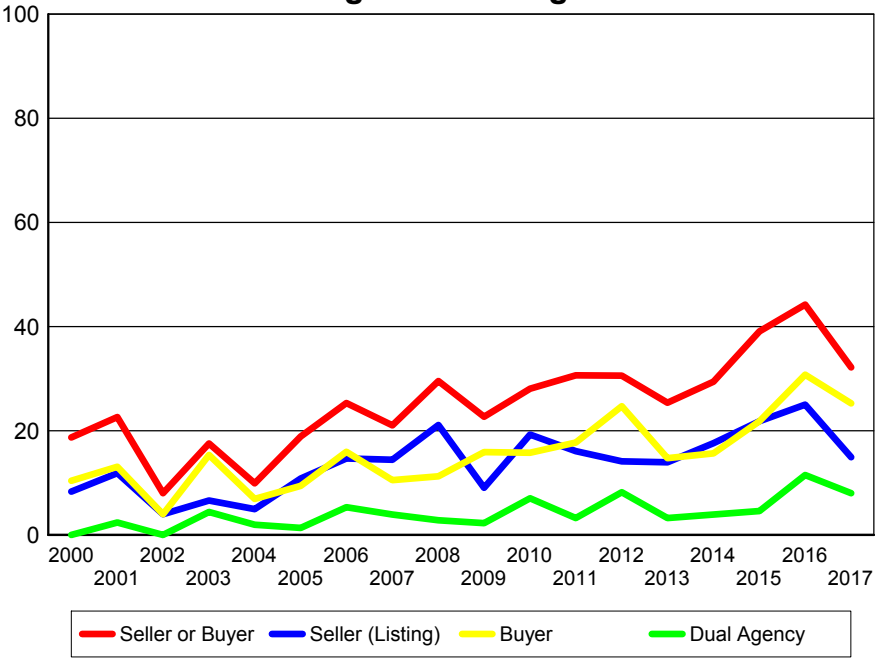
Pleasantville School District

Condominium, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



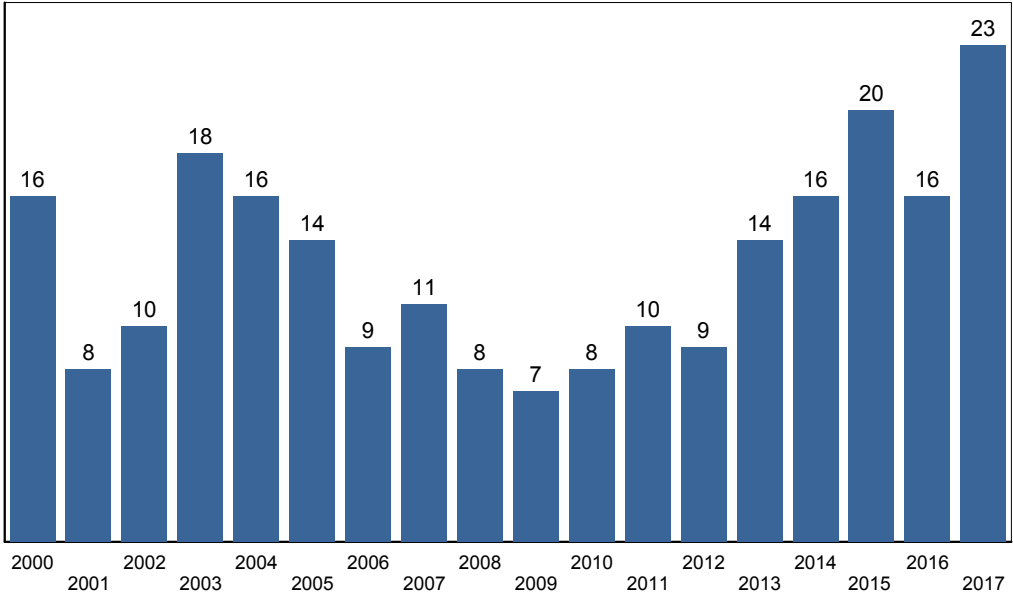
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Total Units Sold	1,493	96	84	75	91	101	74	75	76	71	44	57	62	85	122	102	87	104	87
	HL Brokerage:																			
	Seller or Buyer	379	18	19	6	16	10	14	19	16	21	10	16	19	26	31	30	34	46	28
	Seller	207	8	10	3	6	5	8	11	11	15	4	11	10	12	17	18	19	26	13
	Buyer	235	10	11	3	14	7	7	12	8	8	7	9	11	21	18	16	19	32	22
	Dual	63		2		4	2	1	4	3	2	1	4	2	7	4	4	4	12	7

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Seller or Buyer	25%	19%	23%	8%	18%	10%	19%	25%	21%	30%	23%	28%	31%	31%	25%	29%	39%	44%	32%
	Seller	14%	8%	12%	4%	7%	5%	11%	15%	14%	21%	9%	19%	16%	14%	14%	18%	22%	25%	15%
	Buyer	16%	10%	13%	4%	15%	7%	9%	16%	11%	11%	16%	16%	18%	25%	15%	16%	22%	31%	25%
	Dual	4%		2%		4%	2%	1%	5%	4%	3%	2%	7%	3%	8%	3%	4%	5%	12%	8%

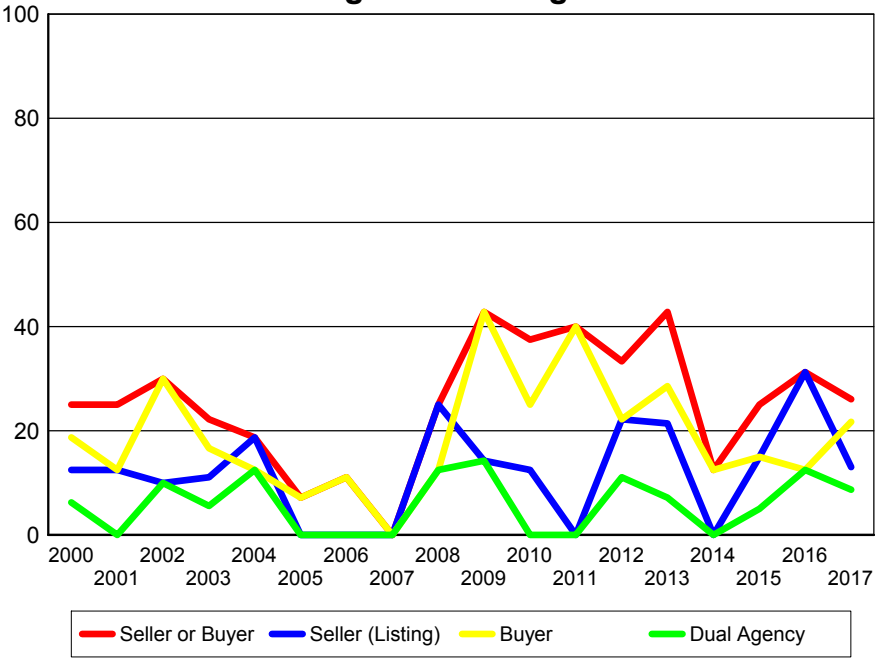
Pocantico Hills School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pocantico Hills	Total Units Sold	233	16	8	10	18	16	14	9	11	8	7	8	10	9	14	16	20	16	23
	HL Brokerage:																			
	Seller or Buyer	57	4	2	3	4	3	1	1		2	3	3	4	3	6	2	5	5	6
	Seller	29	2	1	1	2	3				2	1	1		2	3		3	5	3
	Buyer	42	3	1	3	3	2	1	1		1	3	2	4	2	4	2	3	2	5
	Dual	14	1		1	1	2				1	1			1	1		1	2	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pocantico Hills	Seller or Buyer	24%	25%	25%	30%	22%	19%	7%	11%		25%	43%	38%	40%	33%	43%	13%	25%	31%	26%
	Seller	12%	13%	13%	10%	11%	19%				25%	14%	13%		22%	21%		15%	31%	13%
	Buyer	18%	19%	13%	30%	17%	13%	7%	11%		13%	43%	25%	40%	22%	29%	13%	15%	13%	22%
	Dual	6%	6%		10%	6%	13%				13%	14%			11%	7%		5%	13%	9%