

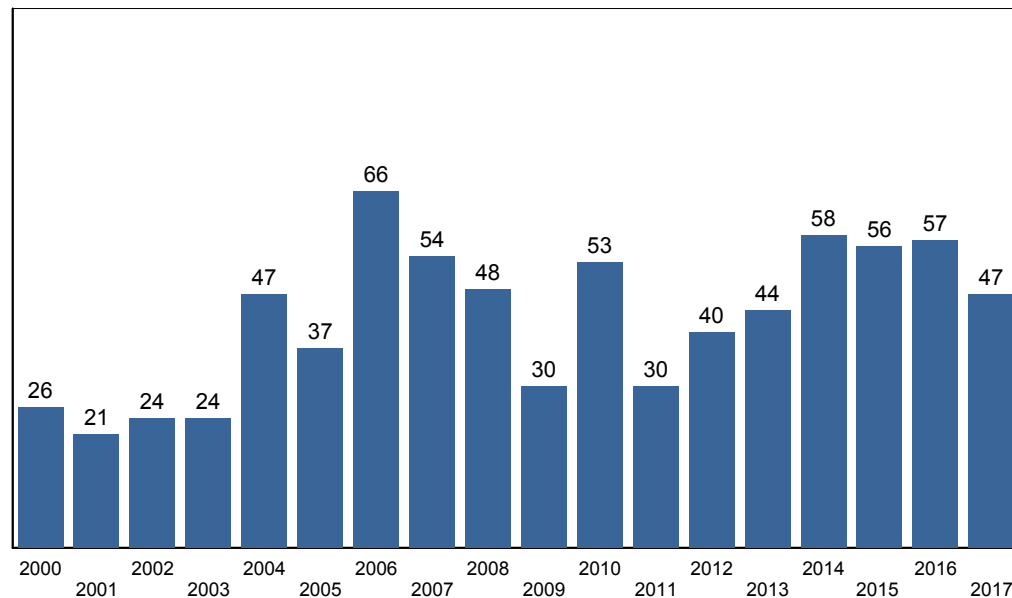
Units Sold



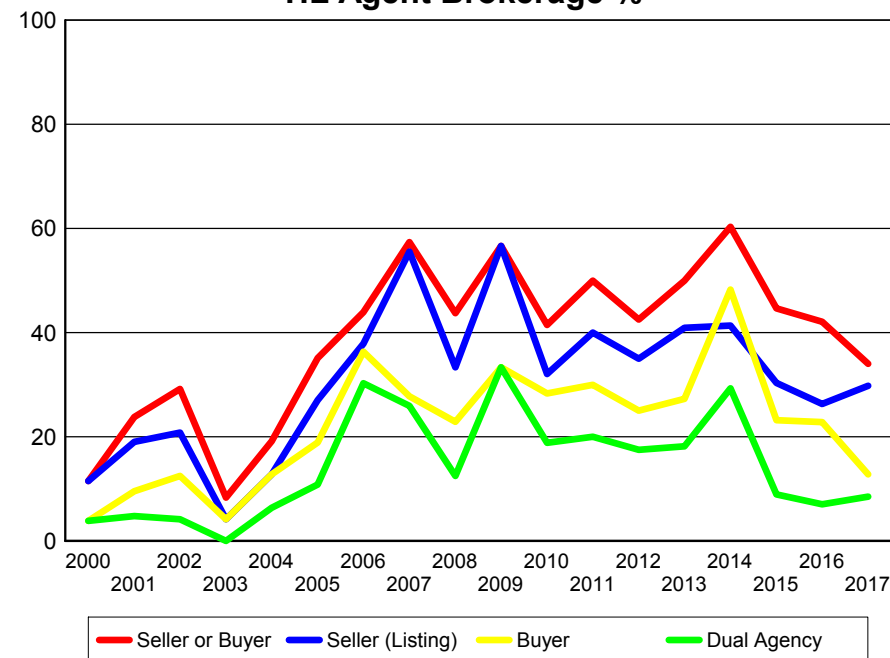
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Vernon	Seller or Buyer	18%		14%		30%	9%	25%	38%	33%	20%	17%			14%	22%	13%		22%	33%
	Seller	10%		14%		10%		8%	25%	17%		17%				22%			11%	33%
	Buyer	12%		14%		20%	9%	17%	25%	25%	20%								22%	
	Dual	3%		14%					13%	8%					14%		13%		11%	22%

Condominium

Units Sold



HL Agent Brokerage %



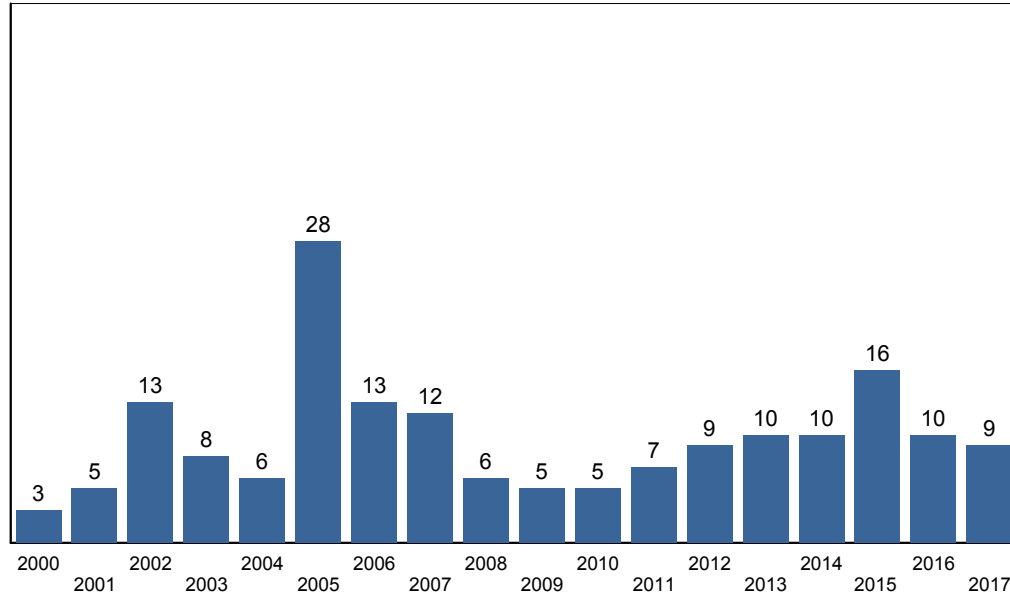
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
New Rochelle	Total Units Sold	762	26	21	24	24	47	37	66	54	48	30	53	30	40	44	58	56	57	47
	<u>HL Brokerage:</u>																			
	Seller or Buyer	313	3	5	7	2	9	13	29	31	21	17	22	15	17	22	35	25	24	16
	Seller	248	3	4	5	1	6	10	25	30	16	17	17	12	14	18	24	17	15	14
	Buyer	186	1	2	3	1	6	7	24	15	11	10	15	9	10	12	28	13	13	6
	Dual	121	1	1	1		3	4	20	14	6	10	10	6	7	8	17	5	4	4

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
New Rochelle	Seller or Buyer	41%	12%	24%	29%	8%	19%	35%	44%	57%	44%	57%	42%	50%	43%	50%	60%	45%	42%	34%
	Seller	33%	12%	19%	21%	4%	13%	27%	38%	56%	33%	57%	32%	40%	35%	41%	41%	30%	26%	30%
	Buyer	24%	4%	10%	13%	4%	13%	19%	36%	28%	23%	33%	28%	30%	25%	27%	48%	23%	23%	13%
	Dual	16%	4%	5%	4%		6%	11%	30%	26%	13%	33%	19%	20%	18%	18%	29%	9%	7%	9%

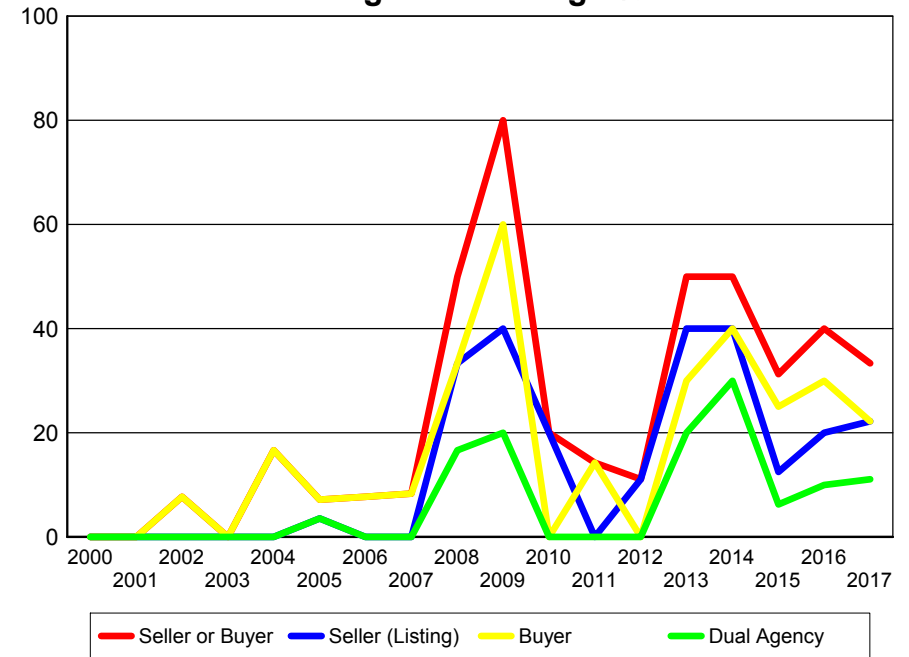
Pelham School District

Condominium

Units Sold



HL Agent Brokerage %



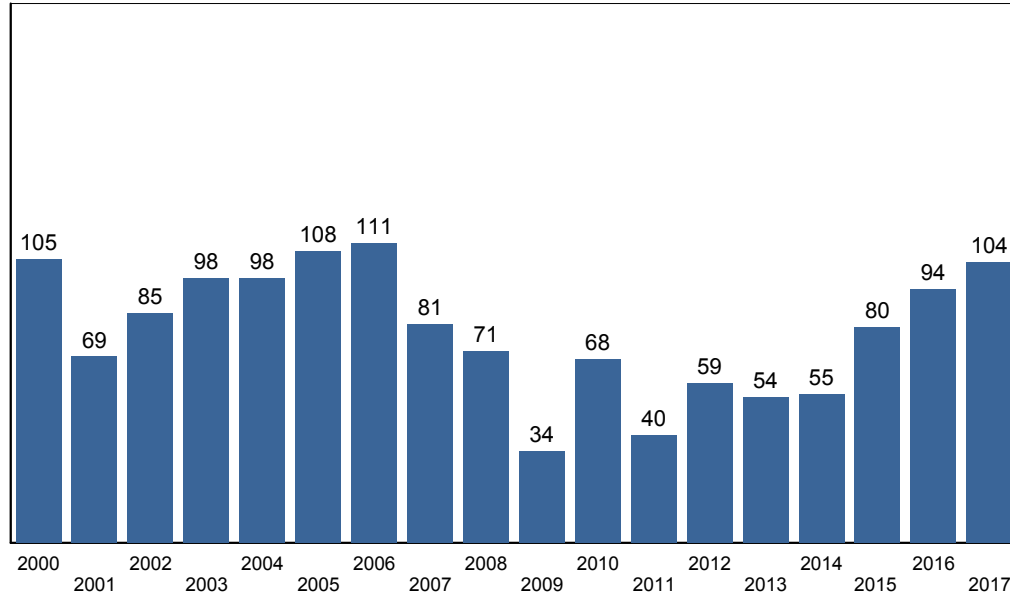
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pelham	Total Units Sold	175	3	5	13	8	6	28	13	12	6	5	5	7	9	10	10	16	10	9
	<u>HL Brokerage:</u>																			
	Seller or Buyer	38			1		1	2	1	1	3	4	1	1	1	5	5	5	4	3
	Seller	21						1			2	2	1		1	4	4	2	2	2
	Buyer	28			1		1	2	1	1	2	3		1		3	4	4	3	2
	Dual	11						1			1	1				2	3	1	1	1

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pelham	Seller or Buyer	22%			8%		17%	7%	8%	8%	50%	80%	20%	14%	11%	50%	50%	31%	40%	33%
	Seller	12%						4%			33%	40%	20%		11%	40%	40%	13%	20%	22%
	Buyer	16%			8%		17%	7%	8%	8%	33%	60%		14%		30%	40%	25%	30%	22%
	Dual	6%						4%			17%	20%				20%	30%	6%	10%	11%

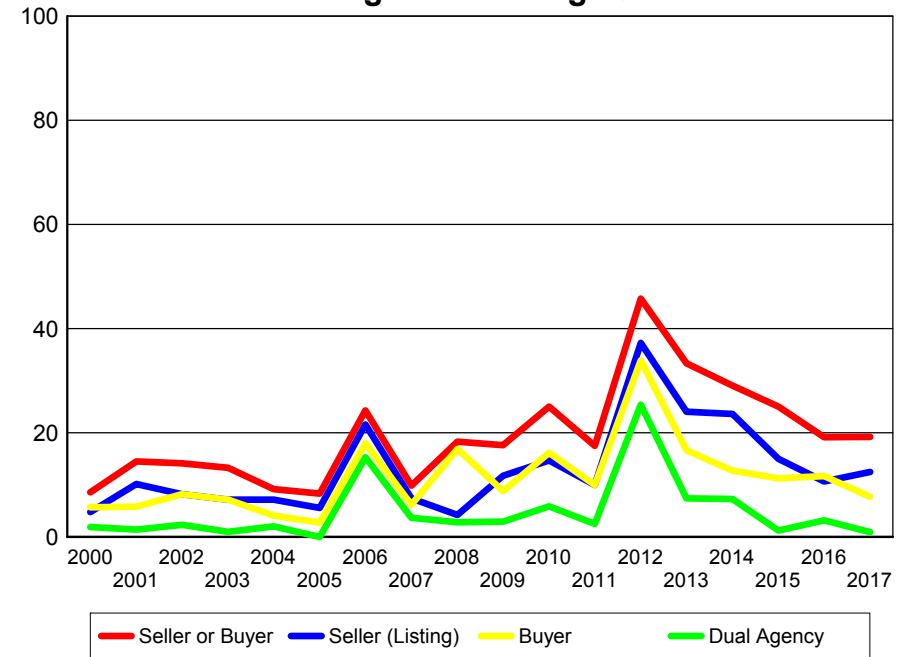
Yonkers School District

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
Yonkers	Total Units Sold	1,414	105	69	85	98	98	108	111	81	71	34	68	40	59	54	55	80	94	104
	<u>HL Brokerage:</u>																			
	Seller or Buyer	259	9	10	12	13	9	9	27	8	13	6	17	7	27	18	16	20	18	20
	Seller	173	5	7	7	7	7	6	24	6	3	4	10	4	22	13	13	12	10	13
	Buyer	150	6	4	7	7	4	3	20	5	12	3	11	4	20	9	7	9	11	8
	Dual	64	2	1	2	1	2		17	3	2	1	4	1	15	4	4	1	3	1

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yonkers	Seller or Buyer	18%	9%	14%	14%	13%	9%	8%	24%	10%	18%	18%	25%	18%	46%	33%	29%	25%	19%	19%
	Seller	12%	5%	10%	8%	7%	7%	6%	22%	7%	4%	12%	15%	10%	37%	24%	24%	15%	11%	13%
	Buyer	11%	6%	6%	8%	7%	4%	3%	18%	6%	17%	9%	16%	10%	34%	17%	13%	11%	12%	8%
	Dual	5%	2%	1%	2%	1%	2%		15%	4%	3%	3%	6%	3%	25%	7%	7%	1%	3%	1%