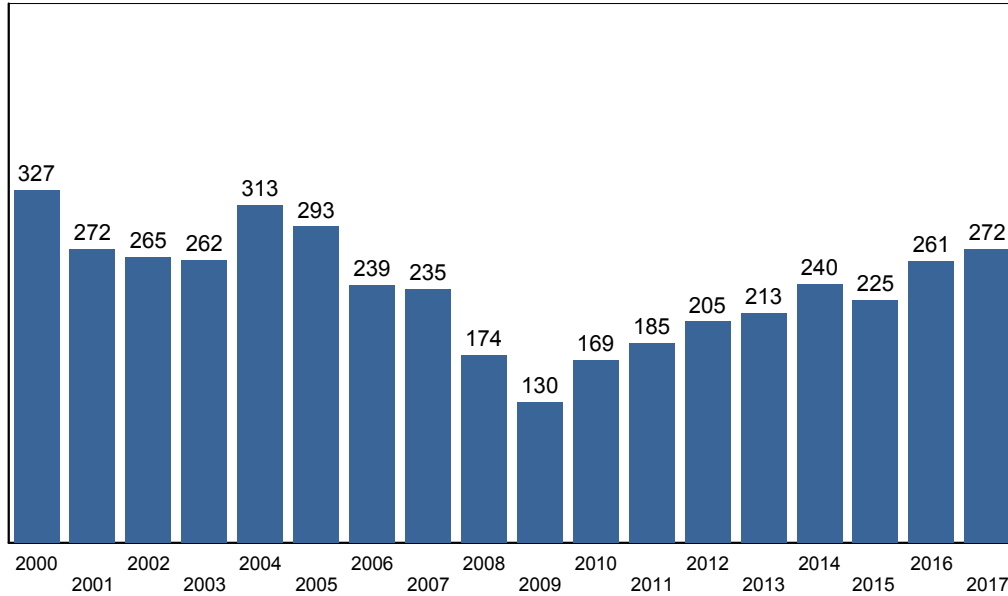


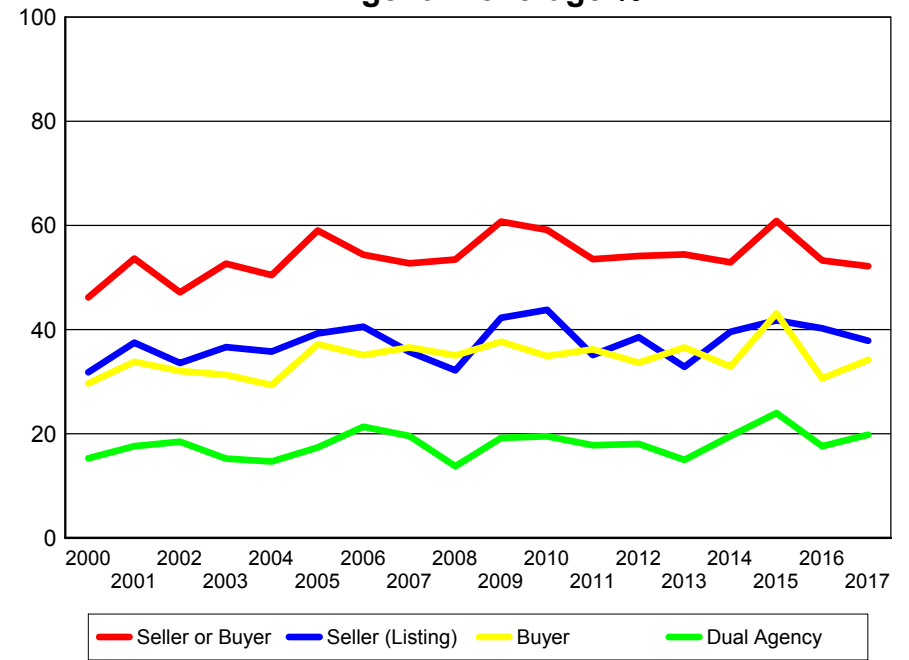
Bedford School District

Single Family

Units Sold



HL Agent Brokerage %



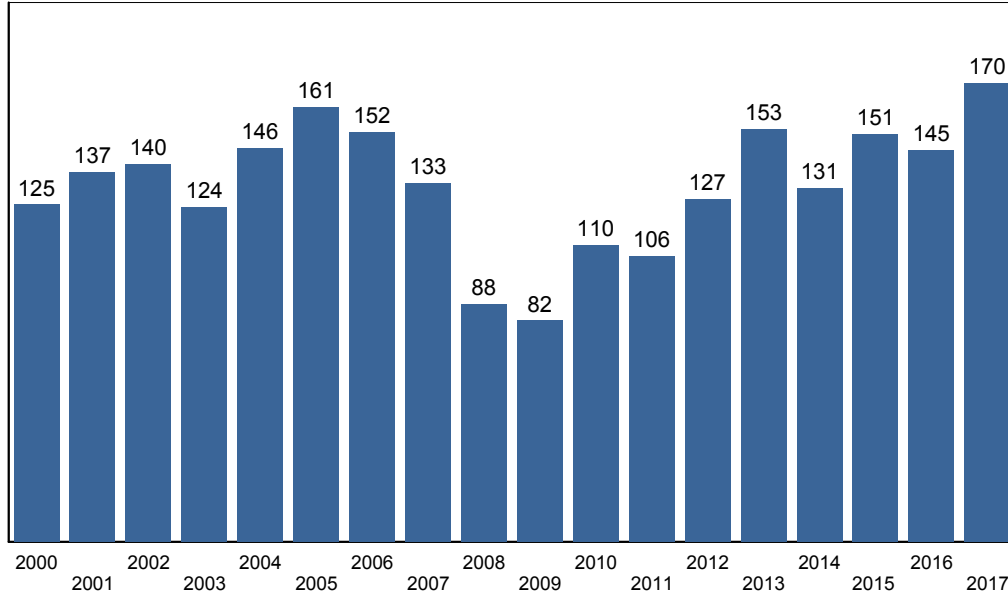
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
Bedford	Total Units Sold	4,280	327	272	265	262	313	293	239	235	174	130	169	185	205	213	240	225	261	272	
	<u>HL Brokerage:</u>																				
	Seller or Buyer	2,288	151	146	125	138	158	173	130	124	93	79	100	99	111	116	127	137	139	142	
	Seller	1,595	104	102	89	96	112	115	97	84	56	55	74	65	79	70	95	94	105	103	
	Buyer	1,459	97	92	85	82	92	109	84	86	61	49	59	67	69	78	79	97	80	93	
Dual	766	50	48	49	40	46	51	51	46	24	25	33	33	37	32	47	54	46	54		

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bedford	Seller or Buyer	53%	46%	54%	47%	53%	50%	59%	54%	53%	53%	61%	59%	54%	54%	54%	53%	61%	53%	52%
	Seller	37%	32%	38%	34%	37%	36%	39%	41%	36%	32%	42%	44%	35%	39%	33%	40%	42%	40%	38%
	Buyer	34%	30%	34%	32%	31%	29%	37%	35%	37%	35%	38%	35%	36%	34%	37%	33%	43%	31%	34%
	Dual	18%	15%	18%	18%	15%	15%	17%	21%	20%	14%	19%	20%	18%	18%	15%	20%	24%	18%	20%

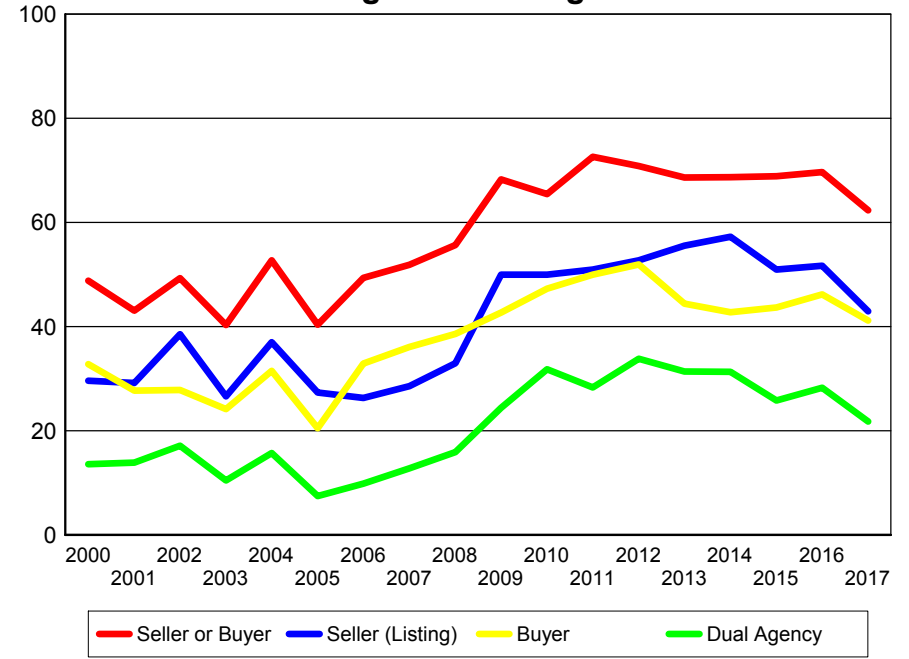
Byram Hills School District

Single Family

Units Sold



HL Agent Brokerage %



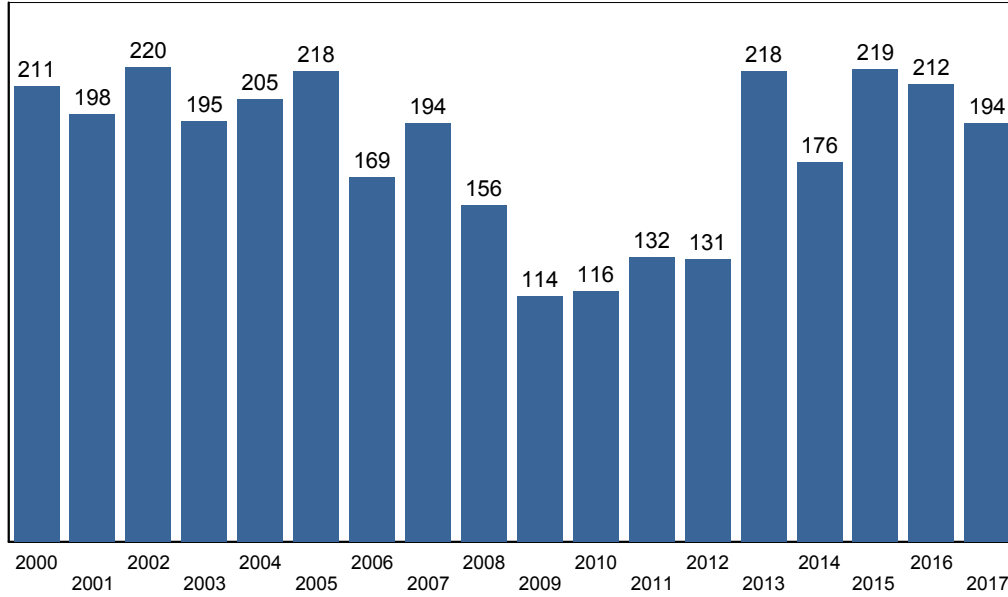
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Byram Hills	Total Units Sold	2,381	125	137	140	124	146	161	152	133	88	82	110	106	127	153	131	151	145	170
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,375	61	59	69	50	77	65	75	69	49	56	72	77	90	105	90	104	101	106
	Seller	971	37	40	54	33	54	44	40	38	29	41	55	54	67	85	75	77	75	73
	Buyer	892	41	38	39	30	46	33	50	48	34	35	52	53	66	68	56	66	67	70
Dual	488	17	19	24	13	23	12	15	17	14	20	35	30	43	48	41	39	41	37	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Byram Hills	Seller or Buyer	58%	49%	43%	49%	40%	53%	40%	49%	52%	56%	68%	65%	73%	71%	69%	69%	69%	70%	62%
	Seller	41%	30%	29%	39%	27%	37%	27%	26%	29%	33%	50%	50%	51%	53%	56%	57%	51%	52%	43%
	Buyer	37%	33%	28%	28%	24%	32%	20%	33%	36%	39%	43%	47%	50%	52%	44%	43%	44%	46%	41%
	Dual	20%	14%	14%	17%	10%	16%	7%	10%	13%	16%	24%	32%	28%	34%	31%	31%	26%	28%	22%

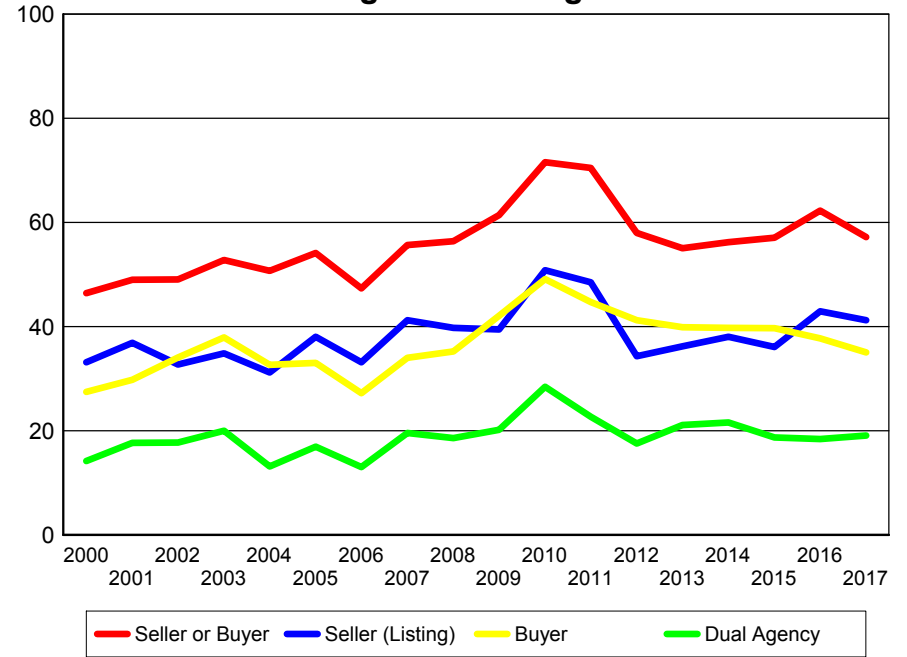
Chappaqua School District

Single Family

Units Sold



HL Agent Brokerage %



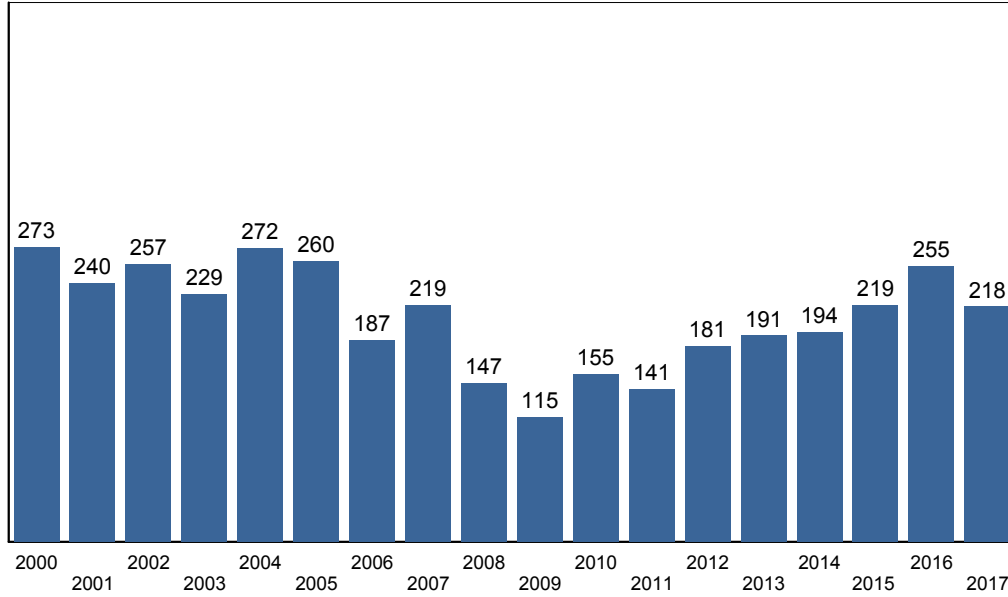
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Chappaqua	Total Units Sold	3,278	211	198	220	195	205	218	169	194	156	114	116	132	131	218	176	219	212	194
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,813	98	97	108	103	104	118	80	108	88	70	83	93	76	120	99	125	132	111
	Seller	1,237	70	73	72	68	64	83	56	80	62	45	59	64	45	79	67	79	91	80
	Buyer	1,182	58	59	75	74	67	72	46	66	55	48	57	59	54	87	70	87	80	68
Dual	606	30	35	39	39	27	37	22	38	29	23	33	30	23	46	38	41	39	37	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Chappaqua	Seller or Buyer	55%	46%	49%	49%	53%	51%	54%	47%	56%	56%	61%	72%	70%	58%	55%	56%	57%	62%	57%
	Seller	38%	33%	37%	33%	35%	31%	38%	33%	41%	40%	39%	51%	48%	34%	36%	38%	36%	43%	41%
	Buyer	36%	27%	30%	34%	38%	33%	33%	27%	34%	35%	42%	49%	45%	41%	40%	40%	40%	38%	35%
	Dual	18%	14%	18%	18%	20%	13%	17%	13%	20%	19%	20%	28%	23%	18%	21%	22%	19%	18%	19%

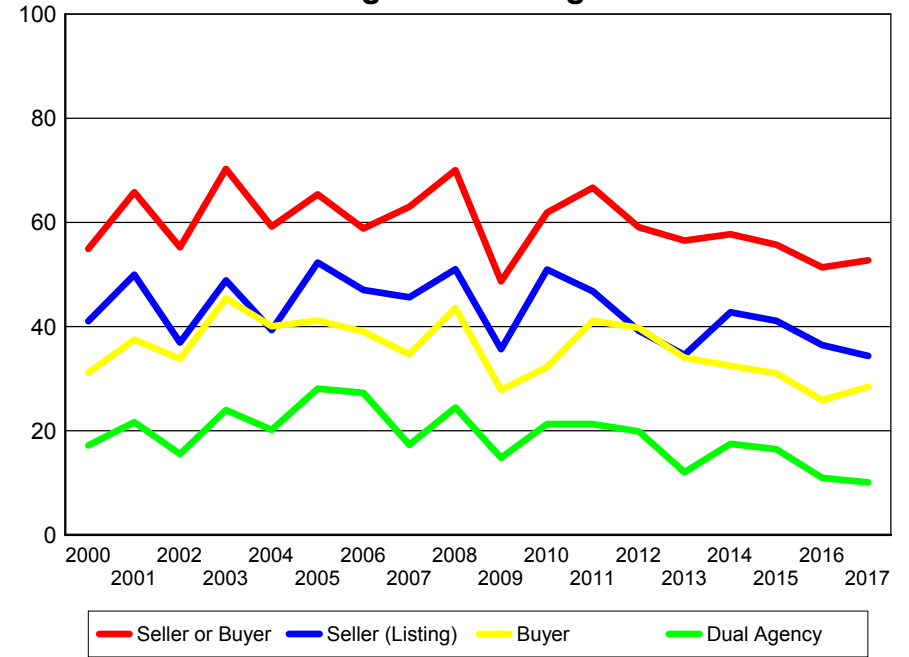
Katonah-Lewisboro School District

Single Family

Units Sold



HL Agent Brokerage %



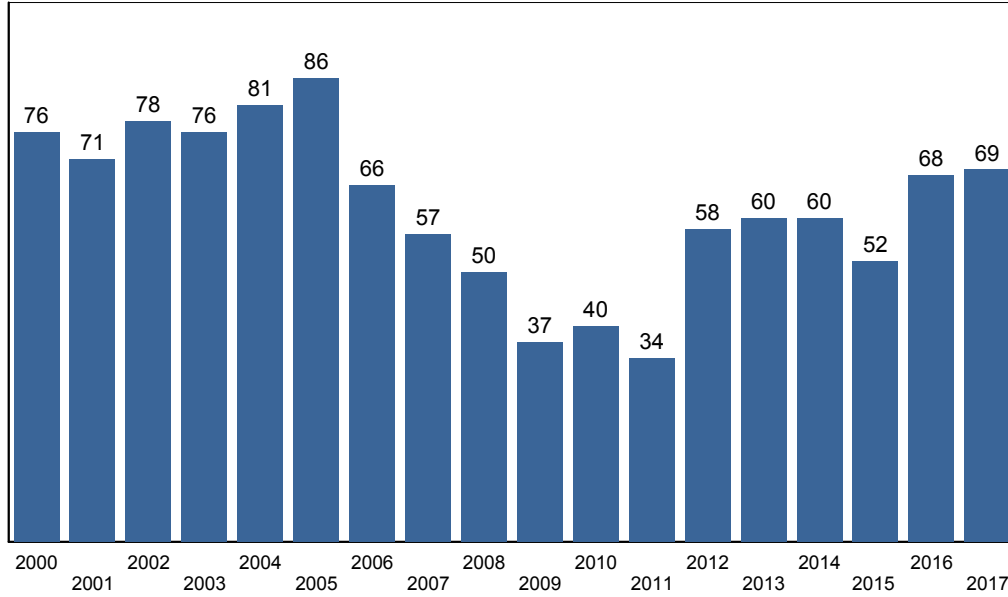
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Katonah-Lewisboro	Total Units Sold	3,753	273	240	257	229	272	260	187	219	147	115	155	141	181	191	194	219	255	218
	<u>HL Brokerage:</u>																			
	Seller or Buyer	2,234	150	158	142	161	161	170	110	138	103	56	96	94	107	108	112	122	131	115
	Seller	1,609	112	120	95	112	107	136	88	100	75	41	79	66	71	66	83	90	93	75
	Buyer	1,331	85	90	87	104	109	107	73	76	64	32	50	58	72	65	63	68	66	62
Dual	706	47	52	40	55	55	73	51	38	36	17	33	30	36	23	34	36	28	22	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Katonah-Lewisboro	Seller or Buyer	60%	55%	66%	55%	70%	59%	65%	59%	63%	70%	49%	62%	67%	59%	57%	58%	56%	51%	53%
	Seller	43%	41%	50%	37%	49%	39%	52%	47%	46%	51%	36%	51%	47%	39%	35%	43%	41%	36%	34%
	Buyer	35%	31%	38%	34%	45%	40%	41%	39%	35%	44%	28%	32%	41%	40%	34%	32%	31%	26%	28%
	Dual	19%	17%	22%	16%	24%	20%	28%	27%	17%	24%	15%	21%	21%	20%	12%	18%	16%	11%	10%

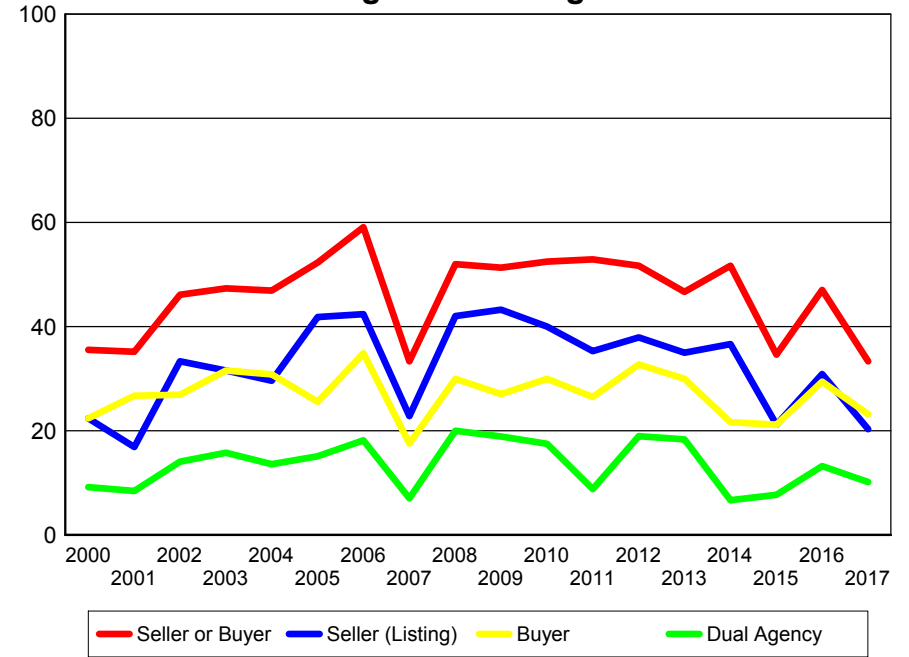
North Salem School District

Single Family

Units Sold



HL Agent Brokerage %



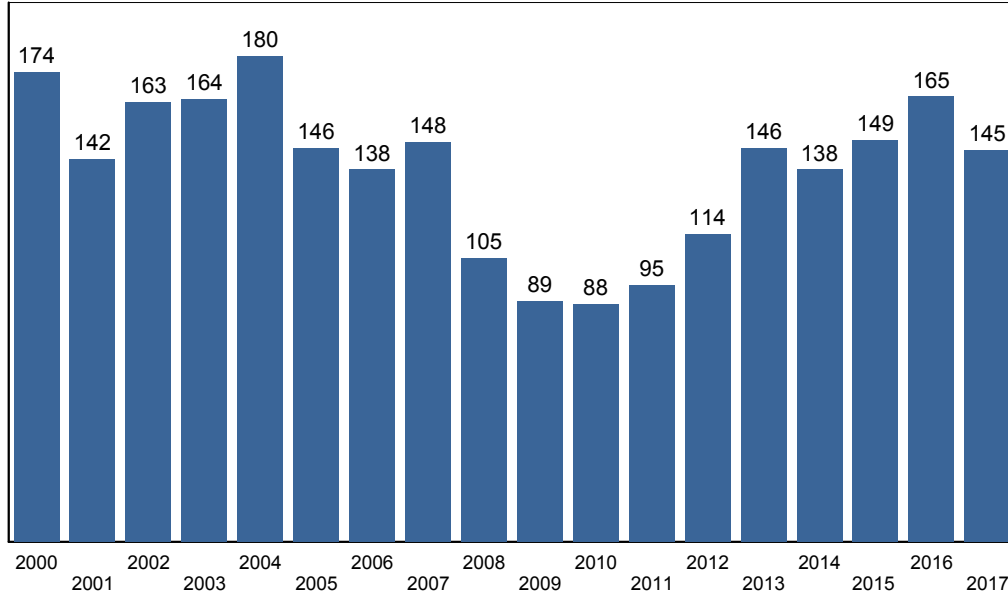
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
North Salem	Total Units Sold	1,119	76	71	78	76	81	86	66	57	50	37	40	34	58	60	60	52	68	69
	<u>HL Brokerage:</u>																			
	Seller or Buyer	511	27	25	36	36	38	45	39	19	26	19	21	18	30	28	31	18	32	23
	Seller	356	17	12	26	24	24	36	28	13	21	16	16	12	22	21	22	11	21	14
	Buyer	304	17	19	21	24	25	22	23	10	15	10	12	9	19	18	13	11	20	16
Dual	149	7	6	11	12	11	13	12	4	10	7	7	3	11	11	4	4	9	7	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
North Salem	Seller or Buyer	46%	36%	35%	46%	47%	47%	52%	59%	33%	52%	51%	53%	53%	52%	47%	52%	35%	47%	33%
	Seller	32%	22%	17%	33%	32%	30%	42%	42%	23%	42%	43%	40%	35%	38%	35%	37%	21%	31%	20%
	Buyer	27%	22%	27%	27%	32%	31%	26%	35%	18%	30%	27%	30%	26%	33%	30%	22%	21%	29%	23%
	Dual	13%	9%	8%	14%	16%	14%	15%	18%	7%	20%	19%	18%	9%	19%	18%	7%	8%	13%	10%

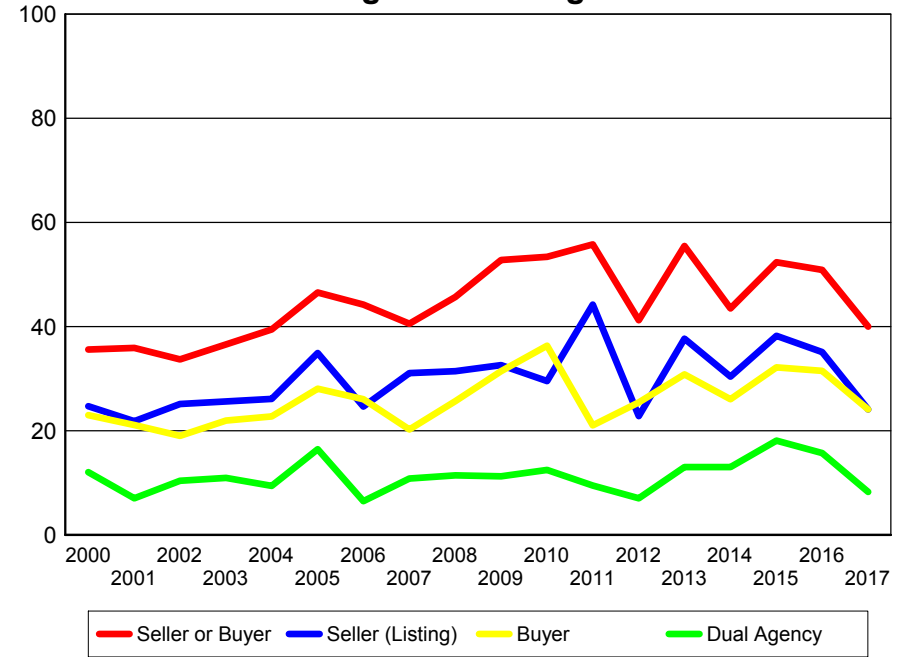
Somers School District

Single Family

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Somers	Total Units Sold	2,489	174	142	163	164	180	146	138	148	105	89	88	95	114	146	138	149	165	145
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,091	62	51	55	60	71	68	61	60	48	47	47	53	47	81	60	78	84	58
	Seller	738	43	31	41	42	47	51	34	46	33	29	26	42	26	55	42	57	58	35
	Buyer	637	40	30	31	36	41	41	36	30	27	28	32	20	29	45	36	48	52	35
Dual	284	21	10	17	18	17	24	9	16	12	10	11	9	8	19	18	27	26	12	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Somers	Seller or Buyer	44%	36%	36%	34%	37%	39%	47%	44%	41%	46%	53%	53%	56%	41%	55%	43%	52%	51%	40%
	Seller	30%	25%	22%	25%	26%	26%	35%	25%	31%	31%	33%	30%	44%	23%	38%	30%	38%	35%	24%
	Buyer	26%	23%	21%	19%	22%	23%	28%	26%	20%	26%	31%	36%	21%	25%	31%	26%	32%	32%	24%
	Dual	11%	12%	7%	10%	11%	9%	16%	7%	11%	11%	11%	13%	9%	7%	13%	13%	18%	16%	8%