

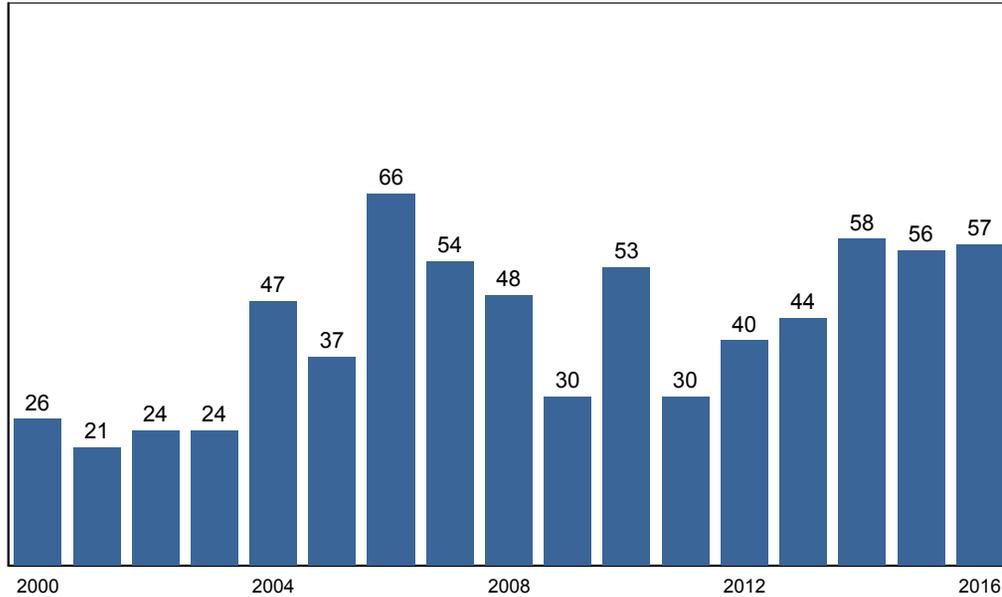


## Condos

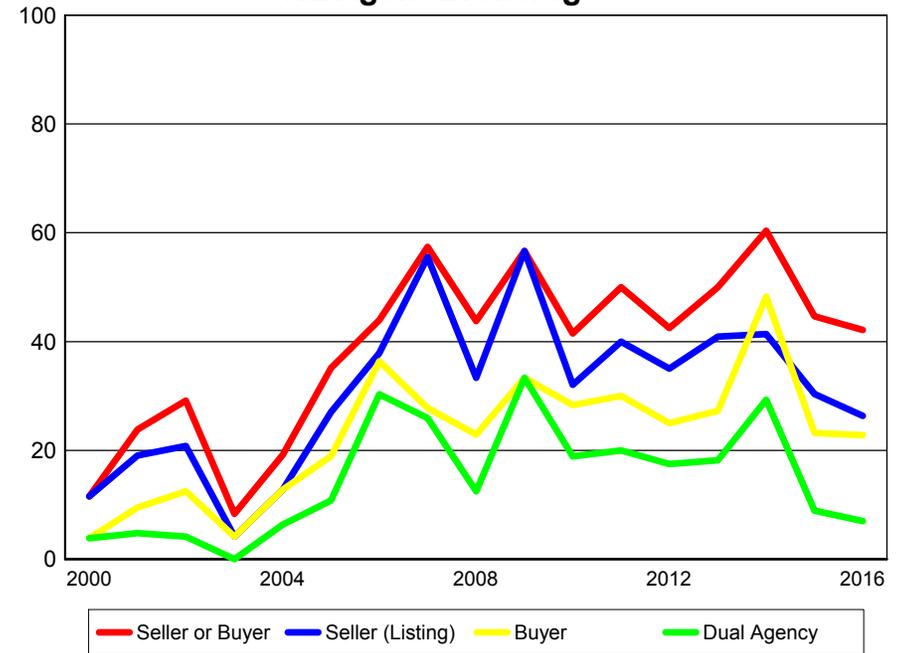
Dennis Tormey  
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 dtormey@houlihanlawrence.com



### Units Sold



### HL Agent Brokerage %

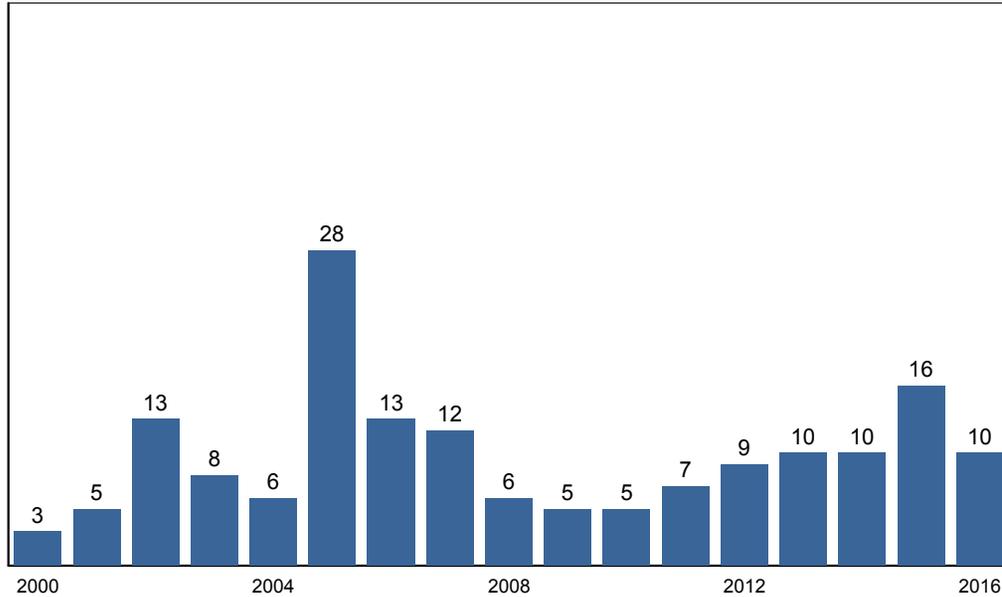


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
New Rochelle	Total Units Sold	715	26	21	24	24	47	37	66	54	48	30	53	30	40	44	58	56	57
	<u>HL Brokerage:</u>																		
	Seller or Buyer	297	3	5	7	2	9	13	29	31	21	17	22	15	17	22	35	25	24
	Seller	234	3	4	5	1	6	10	25	30	16	17	17	12	14	18	24	17	15
	Buyer	180	1	2	3	1	6	7	24	15	11	10	15	9	10	12	28	13	13
Dual	117	1	1	1		3	4	20	14	6	10	10	6	7	8	17	5	4	

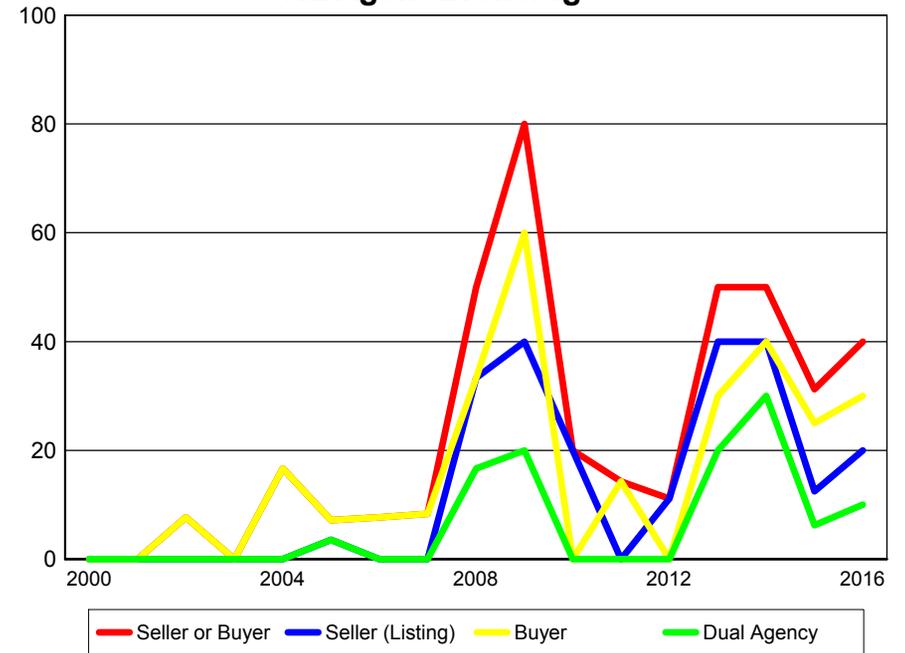
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
New Rochelle	Seller or Buyer	42%	12%	24%	29%	8%	19%	35%	44%	57%	44%	57%	42%	50%	43%	50%	60%	45%	42%
	Seller	33%	12%	19%	21%	4%	13%	27%	38%	56%	33%	57%	32%	40%	35%	41%	41%	30%	26%
	Buyer	25%	4%	10%	13%	4%	13%	19%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



Units Sold



HL Agent Brokerage %

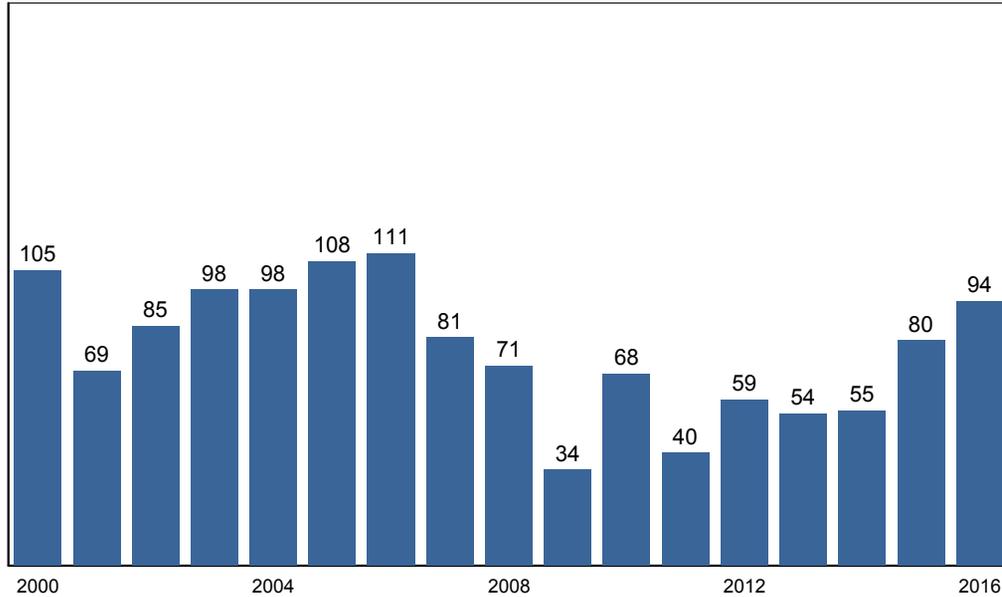


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Pelham	Total Units Sold	166	3	5	13	8	6	28	13	12	6	5	5	7	9	10	10	16	10
	<u>HL Brokerage:</u>																		
	Seller or Buyer	35			1		1	2	1	1	3	4	1	1	1	5	5	5	4
	Seller	19						1			2	2	1		1	4	4	2	2
	Buyer	26			1		1	2	1	1	2	3		1		3	4	4	3
Dual	10						1	1		1	1				2	3	1	1	

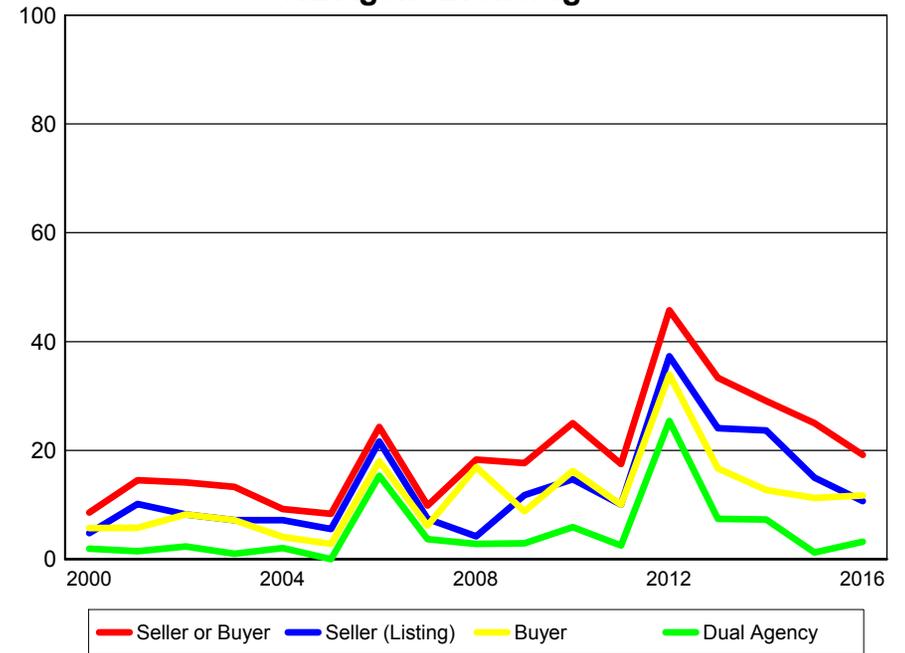
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Pelham	Seller or Buyer	21%			8%		17%	7%	8%	8%	50%	80%	20%	14%	11%	50%	50%	31%	40%
	Seller	11%						4%			33%	40%	20%		11%	40%	40%	13%	20%
	Buyer	16%			8%		17%	7%	8%	8%	33%	60%		14%		30%	40%	25%	30%
	Dual	6%						4%			17%	20%				20%	30%	6%	10%



Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Yonkers	Total Units Sold	1,310	105	69	85	98	98	108	111	81	71	34	68	40	59	54	55	80	94
	<u>HL Brokerage:</u>																		
	Seller or Buyer	239	9	10	12	13	9	9	27	8	13	6	17	7	27	18	16	20	18
	Seller	160	5	7	7	7	7	6	24	6	3	4	10	4	22	13	13	12	10
	Buyer	142	6	4	7	7	4	3	20	5	12	3	11	4	20	9	7	9	11
Dual	63	2	1	2	1	2			17	3	2	1	4	15	4	4	1	3	

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