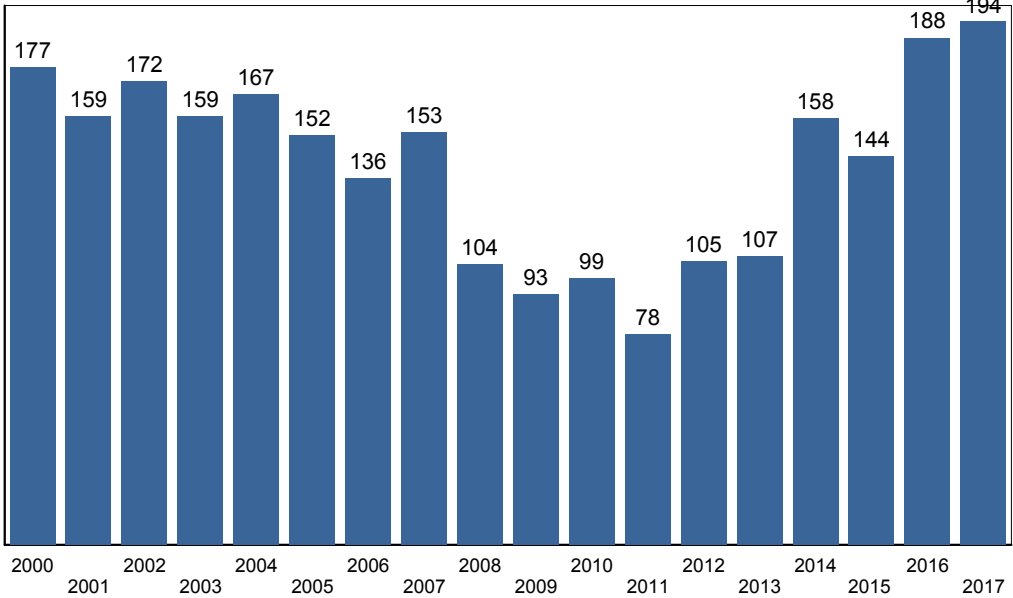


Units Sold

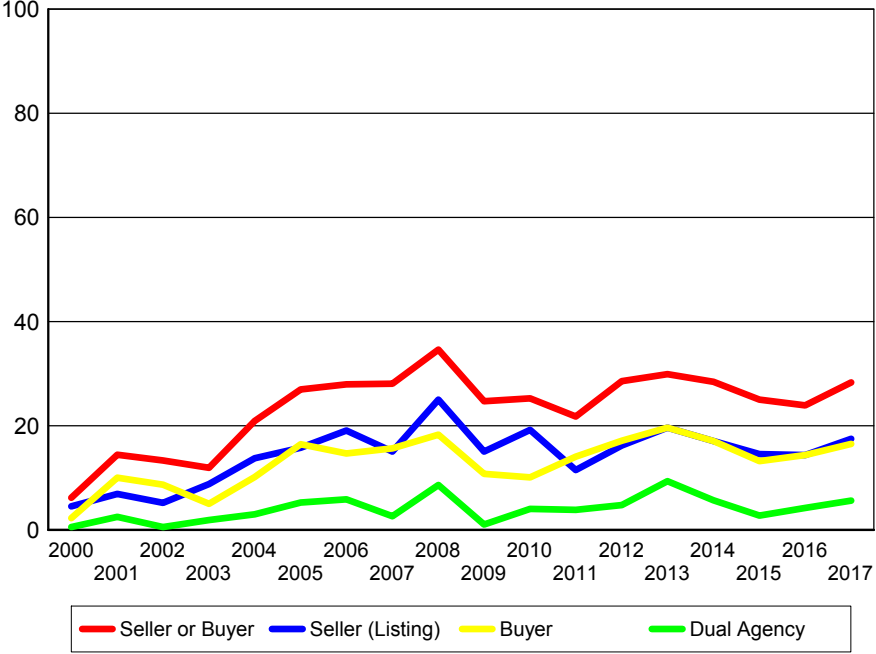
Hendrick Hudson School District

Condominium, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %

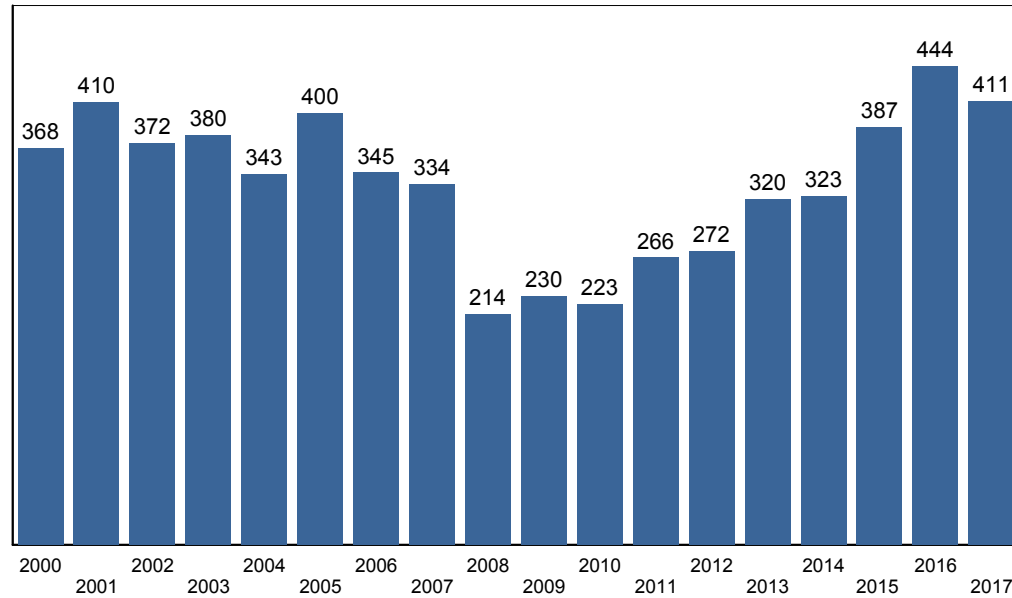


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hendrick Hudson	Total Units Sold	2,545	177	159	172	159	167	152	136	153	104	93	99	78	105	107	158	144	188	194
	HL Brokerage:																			
	Seller or Buyer	577	11	23	23	19	35	41	38	43	36	23	25	17	30	32	45	36	45	55
	Seller	353	8	11	9	14	23	24	26	23	26	14	19	9	17	21	27	21	27	34
	Buyer	323	4	16	15	8	17	25	20	24	19	10	10	11	18	21	27	19	27	32
	Dual	98	1	4	1	3	5	8	8	4	9	1	4	3	5	10	9	4	8	11

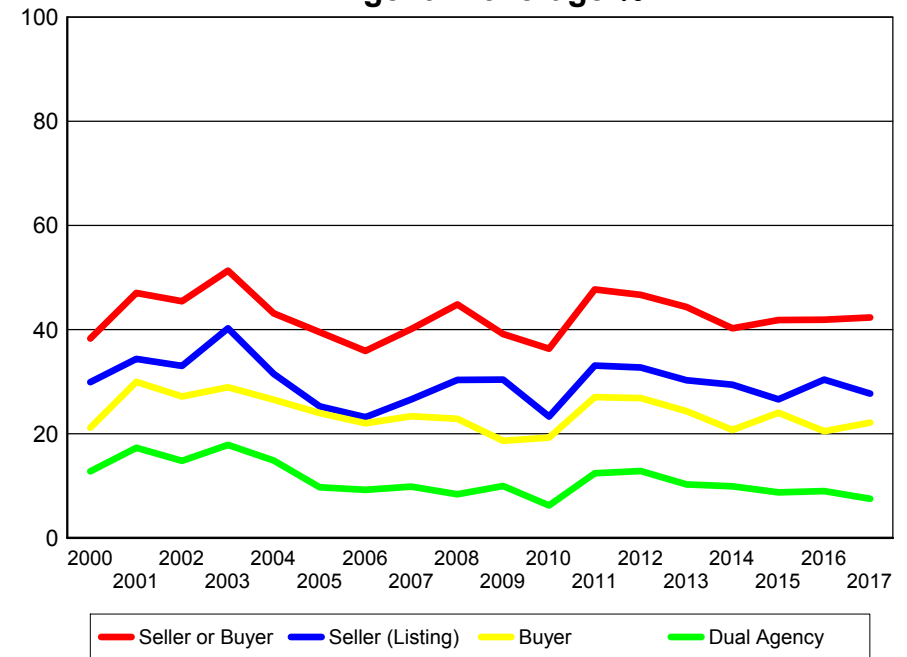
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hendrick Hudson	Seller or Buyer	23%	6%	14%	13%	12%	21%	27%	28%	28%	35%	25%	25%	22%	29%	30%	28%	25%	24%	28%
	Seller	14%	5%	7%	5%	9%	14%	16%	19%	15%	25%	15%	19%	12%	16%	20%	17%	15%	14%	18%
	Buyer	13%	2%	10%	9%	5%	10%	16%	15%	16%	18%	11%	10%	14%	17%	20%	17%	13%	14%	16%
	Dual	4%	1%	3%	1%	2%	3%	5%	6%	3%	9%	1%	4%	4%	5%	9%	6%	3%	4%	6%

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



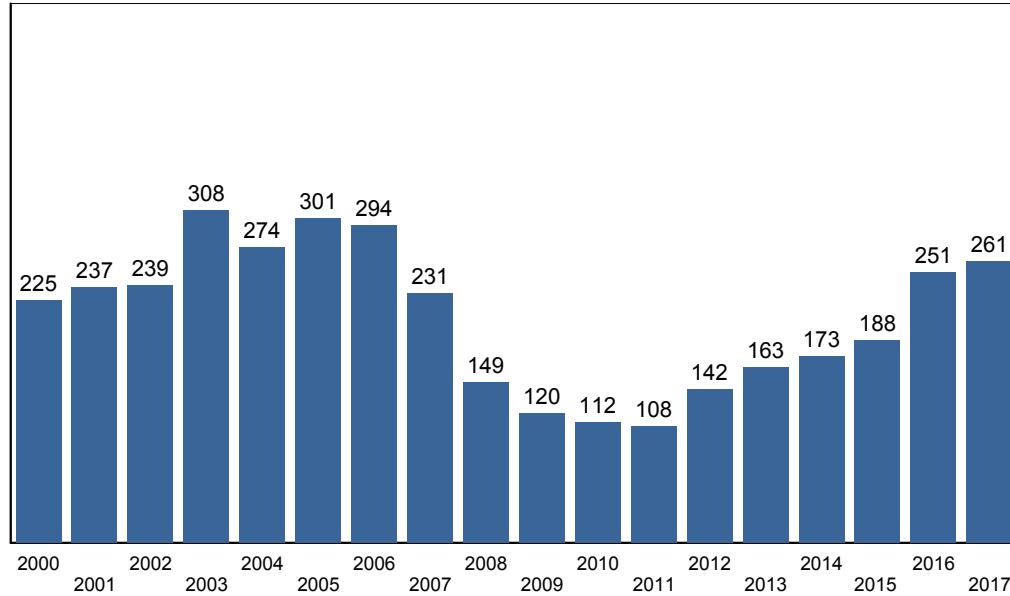
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Lakeland	Total Units Sold	6,042	368	410	372	380	343	400	345	334	214	230	223	266	272	320	323	387	444	411
	<u>HL Brokerage:</u>																			
	Seller or Buyer	2,577	141	193	169	195	148	158	124	134	96	90	81	127	127	142	130	162	186	174
	Seller	1,813	110	141	123	153	108	101	80	89	65	70	52	88	89	97	95	103	135	114
	Buyer	1,453	78	123	101	110	91	96	76	78	49	43	43	72	73	78	67	93	91	91
	Dual	689	47	71	55	68	51	39	32	33	18	23	14	33	35	33	32	34	40	31

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Lakeland	Seller or Buyer	43%	38%	47%	45%	51%	43%	40%	36%	40%	45%	39%	36%	48%	47%	44%	40%	42%	42%	42%
	Seller	30%	30%	34%	33%	40%	31%	25%	23%	27%	30%	30%	23%	33%	33%	30%	29%	27%	30%	28%
	Buyer	24%	21%	30%	27%	29%	27%	24%	22%	23%	23%	19%	19%	27%	27%	24%	21%	24%	20%	22%
	Dual	11%	13%	17%	15%	18%	15%	10%	9%	10%	8%	10%	6%	12%	13%	10%	10%	9%	9%	8%

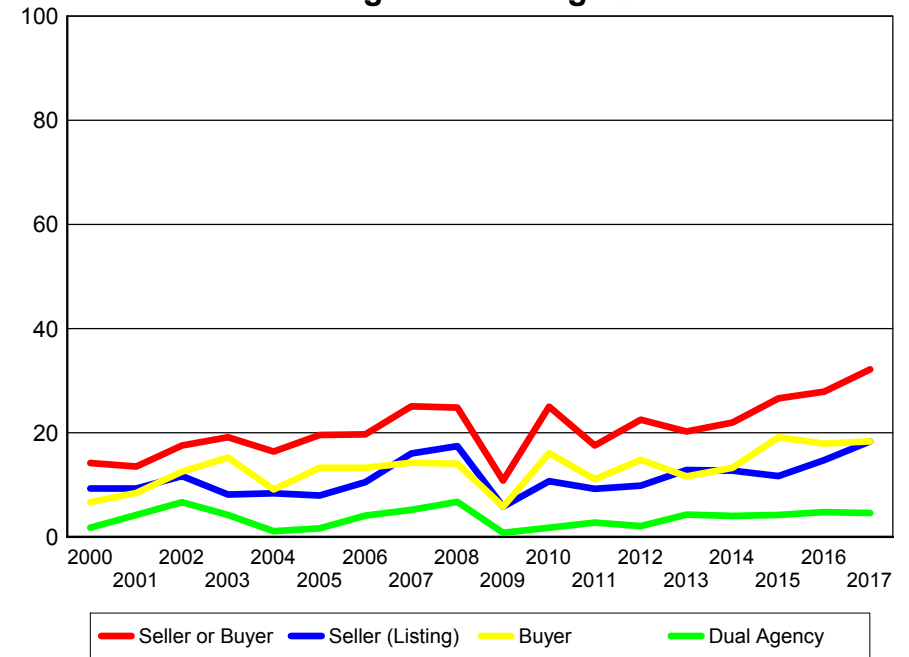
Peekskill School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %

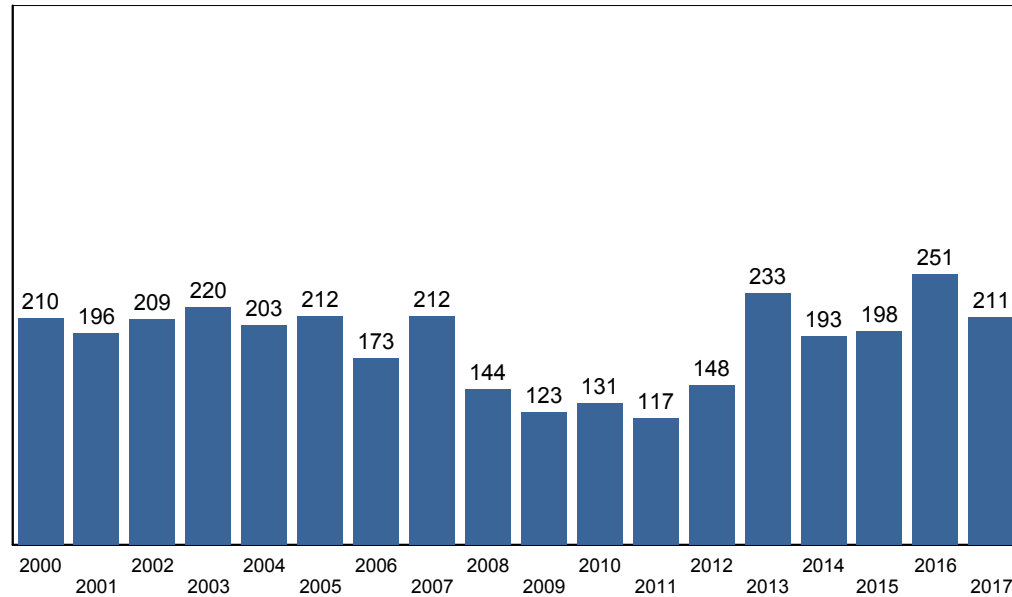


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Peekskill	Total Units Sold	3,776	225	237	239	308	274	301	294	231	149	120	112	108	142	163	173	188	251	261
	<u>HL Brokerage:</u>																			
	Seller or Buyer	789	32	32	42	59	45	59	58	58	37	13	28	19	32	33	38	50	70	84
	Seller	430	21	22	28	25	23	24	31	37	26	7	12	10	14	21	22	22	37	48
	Buyer	499	15	20	30	47	25	40	39	33	21	7	18	12	21	19	23	36	45	48
	Dual	140	4	10	16	13	3	5	12	12	10	1	2	3	3	7	7	8	12	12

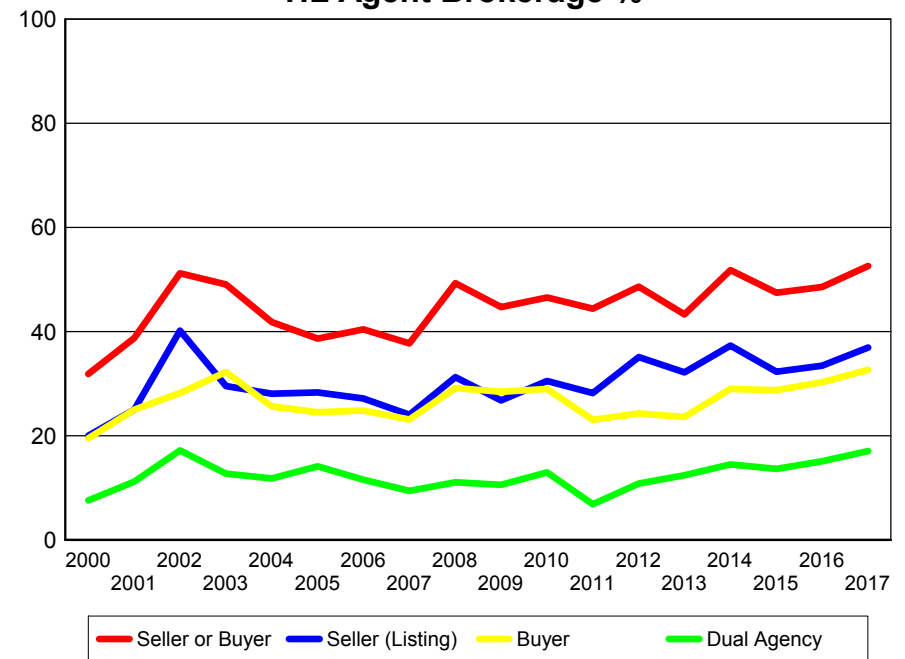
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Peekskill	Seller or Buyer	21%	14%	14%	18%	19%	16%	20%	20%	25%	25%	11%	25%	18%	23%	20%	22%	27%	28%	32%
	Seller	11%	9%	9%	12%	8%	8%	8%	11%	16%	17%	6%	11%	9%	10%	13%	13%	12%	15%	18%
	Buyer	13%	7%	8%	13%	15%	9%	13%	13%	14%	14%	6%	16%	11%	15%	12%	13%	19%	18%	18%
	Dual	4%	2%	4%	7%	4%	1%	2%	4%	5%	7%	1%	2%	3%	2%	4%	4%	5%	5%	5%

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
Yorktown	Total Units Sold	3,384	210	196	209	220	203	212	173	212	144	123	131	117	148	233	193	198	251	211
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,514	67	76	107	108	85	82	70	80	71	55	61	52	72	101	100	94	122	111
	Seller	1,031	42	49	84	65	57	60	47	51	45	33	40	33	52	75	72	64	84	78
	Buyer	907	41	49	59	71	52	52	43	49	42	35	38	27	36	55	56	57	76	69
	Dual	424	16	22	36	28	24	30	20	20	16	13	17	8	16	29	28	27	38	36

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yorktown	Seller or Buyer	45%	32%	39%	51%	49%	42%	39%	40%	38%	49%	45%	47%	44%	49%	43%	52%	47%	49%	53%
	Seller	30%	20%	25%	40%	30%	28%	28%	27%	24%	31%	27%	31%	28%	35%	32%	37%	32%	33%	37%
	Buyer	27%	20%	25%	28%	32%	26%	25%	25%	23%	29%	28%	29%	23%	24%	24%	29%	29%	30%	33%
	Dual	13%	8%	11%	17%	13%	12%	14%	12%	9%	11%	11%	13%	7%	11%	12%	15%	14%	15%	17%