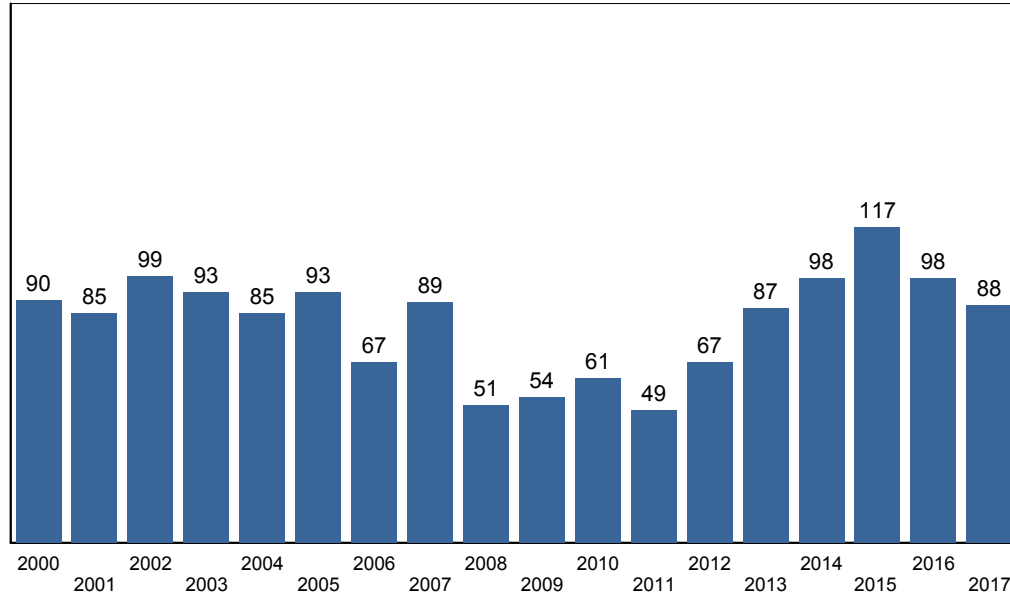


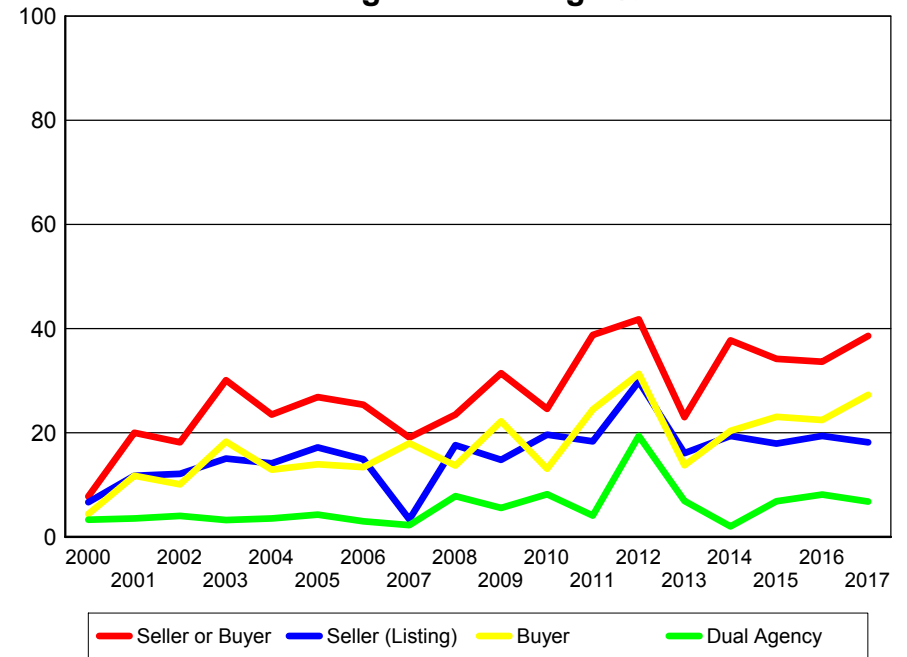
Dobbs Ferry School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



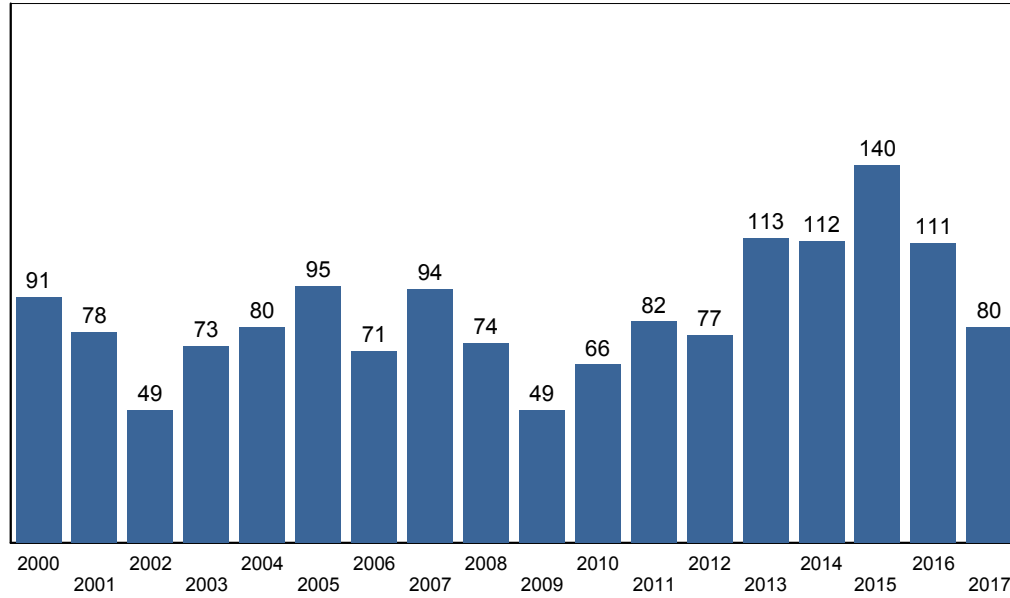
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Total Units Sold	1,471	90	85	99	93	85	93	67	89	51	54	61	49	67	87	98	117	98	88
	<u>HL Brokerage:</u>																			
	Seller or Buyer	404	7	17	18	28	20	25	17	17	12	17	15	19	28	20	37	40	33	34
	Seller	230	6	10	12	14	12	16	10	3	9	8	12	9	20	14	19	21	19	16
	Buyer	255	4	10	10	17	11	13	9	16	7	12	8	12	21	12	20	27	22	24
	Dual	81	3	3	4	3	3	4	2	2	4	3	5	2	13	6	2	8	8	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Seller or Buyer	27%	8%	20%	18%	30%	24%	27%	25%	19%	24%	31%	25%	39%	42%	23%	38%	34%	34%	39%
	Seller	16%	7%	12%	12%	15%	14%	17%	15%	3%	18%	15%	20%	18%	30%	16%	19%	18%	19%	18%
	Buyer	17%	4%	12%	10%	18%	13%	14%	13%	18%	14%	22%	13%	24%	31%	14%	20%	23%	22%	27%
	Dual	6%	3%	4%	4%	3%	4%	4%	3%	2%	8%	6%	8%	4%	19%	7%	2%	7%	8%	7%

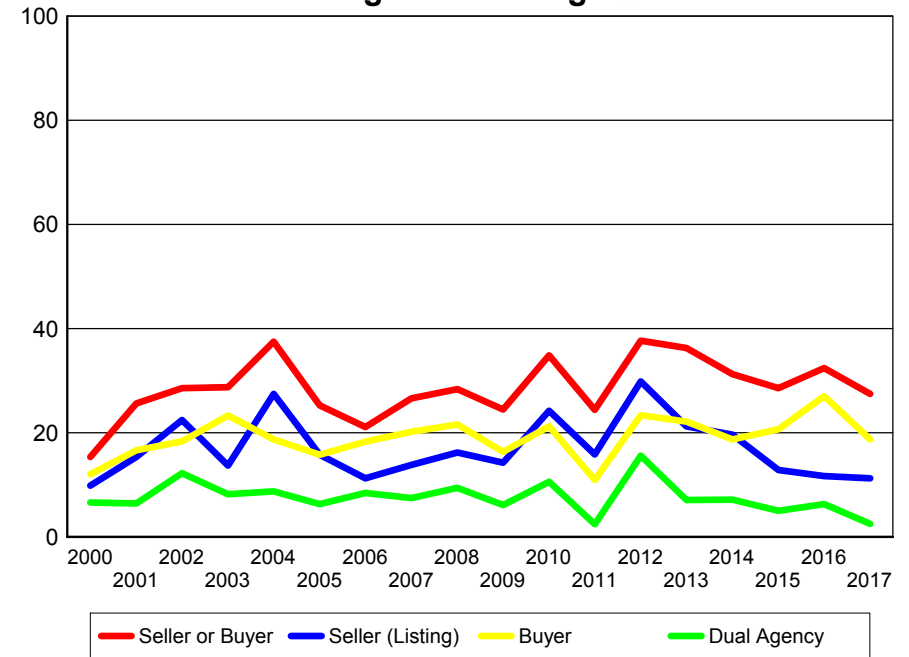
Hastings School District

Condominium, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



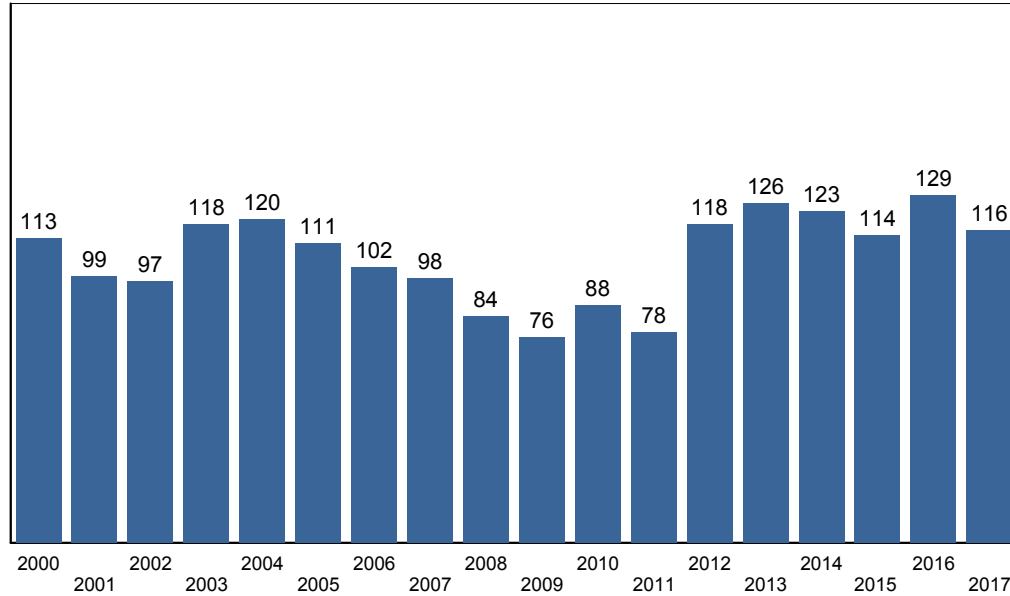
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Total Units Sold	1,535	91	78	49	73	80	95	71	94	74	49	66	82	77	113	112	140	111	80
	<u>HL Brokerage:</u>																			
	Seller or Buyer	442	14	20	14	21	30	24	15	25	21	12	23	20	29	41	35	40	36	22
	Seller	257	9	12	11	10	22	15	8	13	12	7	16	13	23	24	22	18	13	9
	Buyer	297	11	13	9	17	15	15	13	19	16	8	14	9	18	25	21	29	30	15
	Dual	112	6	5	6	6	7	6	6	7	7	3	7	2	12	8	8	7	7	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Seller or Buyer	29%	15%	26%	29%	29%	38%	25%	21%	27%	28%	24%	35%	24%	38%	36%	31%	29%	32%	28%
	Seller	17%	10%	15%	22%	14%	28%	16%	11%	14%	16%	14%	24%	16%	30%	21%	20%	13%	12%	11%
	Buyer	19%	12%	17%	18%	23%	19%	16%	18%	20%	22%	16%	21%	11%	23%	22%	19%	21%	27%	19%
	Dual	7%	7%	6%	12%	8%	9%	6%	8%	7%	9%	6%	11%	2%	16%	7%	5%	6%	3%	

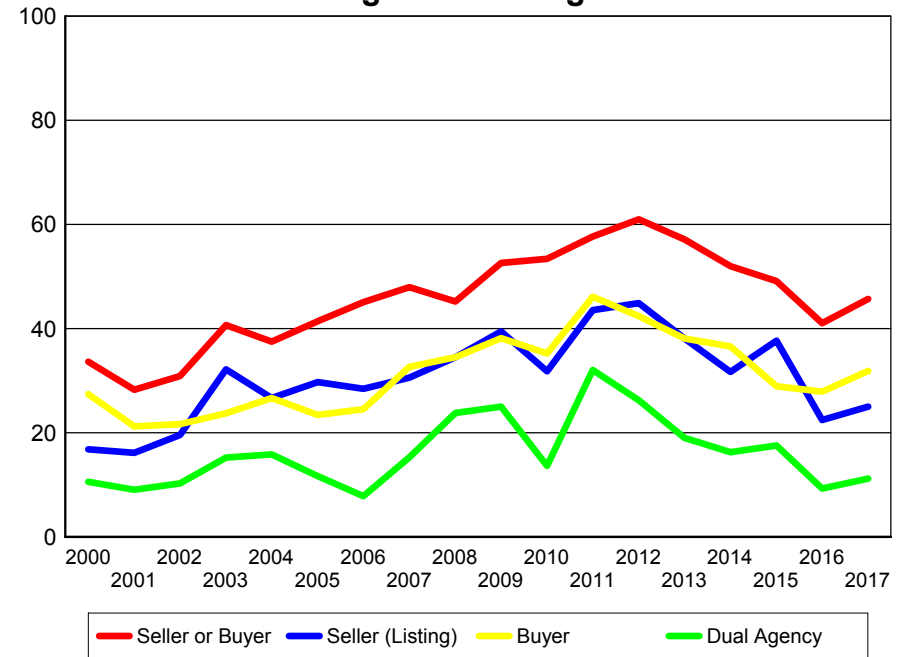
Irvington School District

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
Irvington	Total Units Sold	1,910	113	99	97	118	120	111	102	98	84	76	88	78	118	126	123	114	129	116
	<u>HL Brokerage:</u>																			
	Seller or Buyer	868	38	28	30	48	45	46	46	47	38	40	47	45	72	72	64	56	53	53
	Seller	578	19	16	19	38	32	33	29	30	29	30	28	34	53	48	39	43	29	29
	Buyer	590	31	21	21	28	32	26	25	32	29	29	31	36	50	48	45	33	36	37
	Dual	300	12	9	10	18	19	13	8	15	20	19	12	25	31	24	20	20	12	13

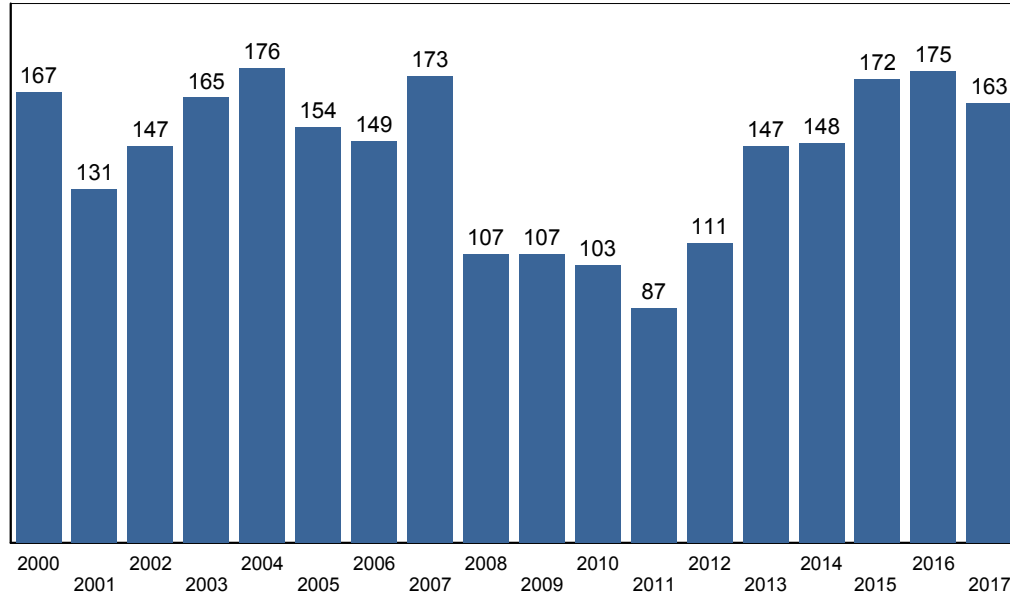
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Seller or Buyer	45%	34%	28%	31%	41%	38%	41%	45%	48%	45%	53%	53%	58%	61%	57%	52%	49%	41%	46%
	Seller	30%	17%	16%	20%	32%	27%	30%	28%	31%	35%	39%	32%	44%	45%	38%	32%	38%	22%	25%
	Buyer	31%	27%	21%	22%	24%	27%	23%	25%	33%	35%	38%	35%	46%	42%	38%	37%	29%	28%	32%
	Dual	16%	11%	9%	10%	15%	16%	12%	8%	15%	24%	25%	14%	32%	26%	19%	16%	18%	9%	11%

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Seller or Buyer	30%	18%	27%	26%	25%	23%	26%	27%	29%	30%	27%	34%	36%	37%	35%	37%	38%	33%	36%
	Seller	19%	10%	20%	18%	14%	15%	17%	17%	16%	21%	17%	23%	25%	26%	25%	22%	28%	19%	23%
	Buyer	17%	12%	13%	14%	15%	12%	15%	16%	19%	18%	15%	20%	20%	19%	16%	22%	19%	21%	21%
	Dual	6%	4%	6%	7%	4%	4%	6%	6%	6%	9%	4%	9%	9%	7%	6%	7%	9%	6%	8%

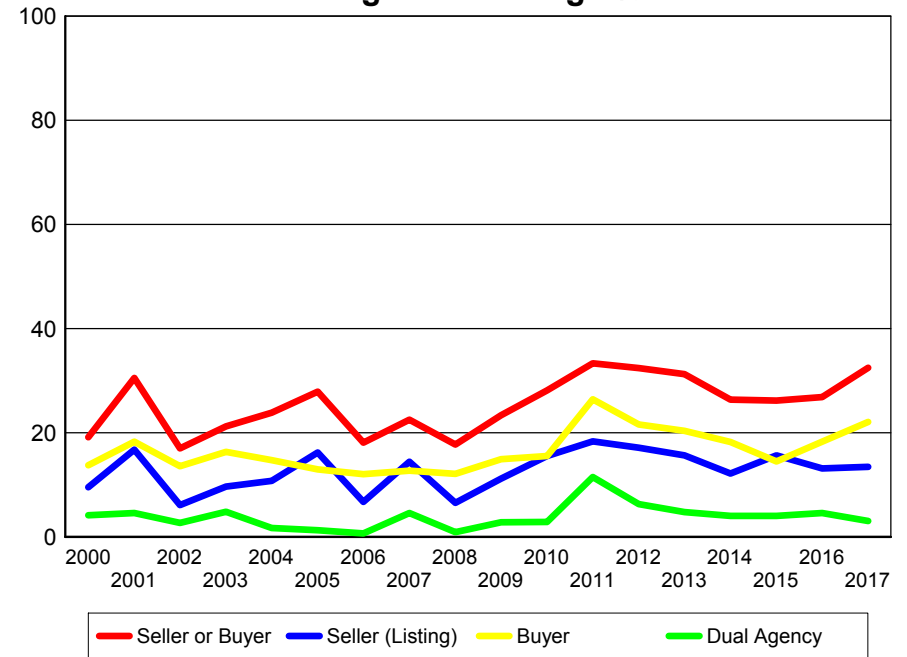
Tarrytown School District

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
Tarrytown	Total Units Sold	2,582	167	131	147	165	176	154	149	173	107	107	103	87	111	147	148	172	175	163
	<u>HL Brokerage:</u>																			
	Seller or Buyer	651	32	40	25	35	42	43	27	39	19	25	29	29	36	46	39	45	47	53
	Seller	325	16	22	9	16	19	25	10	25	7	12	16	16	19	23	18	27	23	22
	Buyer	422	23	24	20	27	26	20	18	22	13	16	16	23	24	30	27	25	32	36
	Dual	96	7	6	4	8	3	2	1	8	1	3	3	10	7	7	6	7	8	5

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Tarrytown	Seller or Buyer	25%	19%	31%	17%	21%	24%	28%	18%	23%	18%	23%	28%	33%	32%	31%	26%	26%	27%	33%
	Seller	13%	10%	17%	6%	10%	11%	16%	7%	14%	7%	11%	16%	18%	17%	16%	12%	16%	13%	13%
	Buyer	16%	14%	18%	14%	16%	15%	13%	12%	13%	12%	15%	16%	26%	22%	20%	18%	15%	18%	22%
	Dual	4%	4%	5%	3%	5%	2%	1%	1%	5%	1%	3%	3%	11%	6%	5%	4%	4%	5%	3%