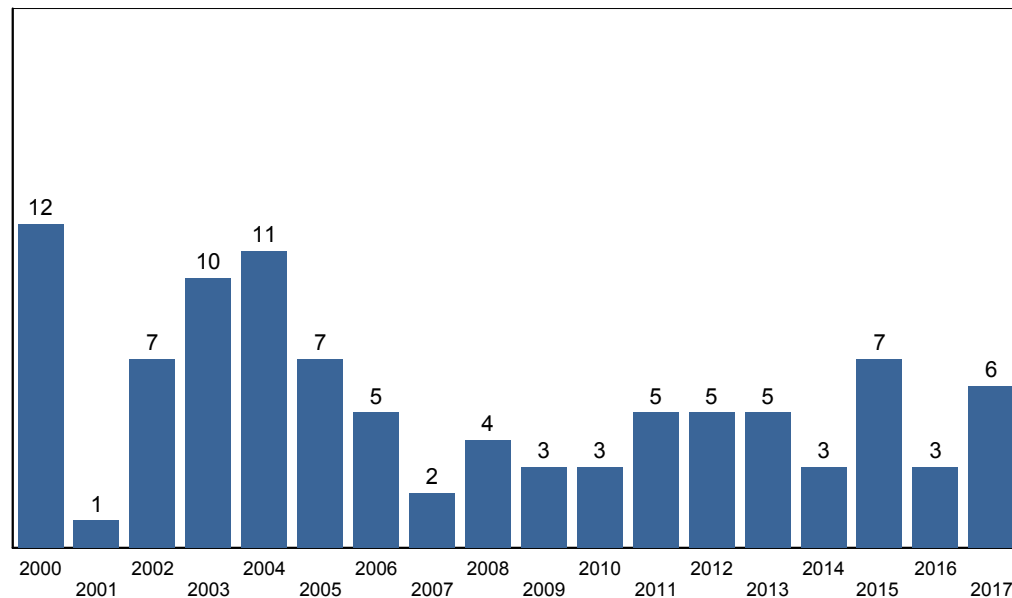
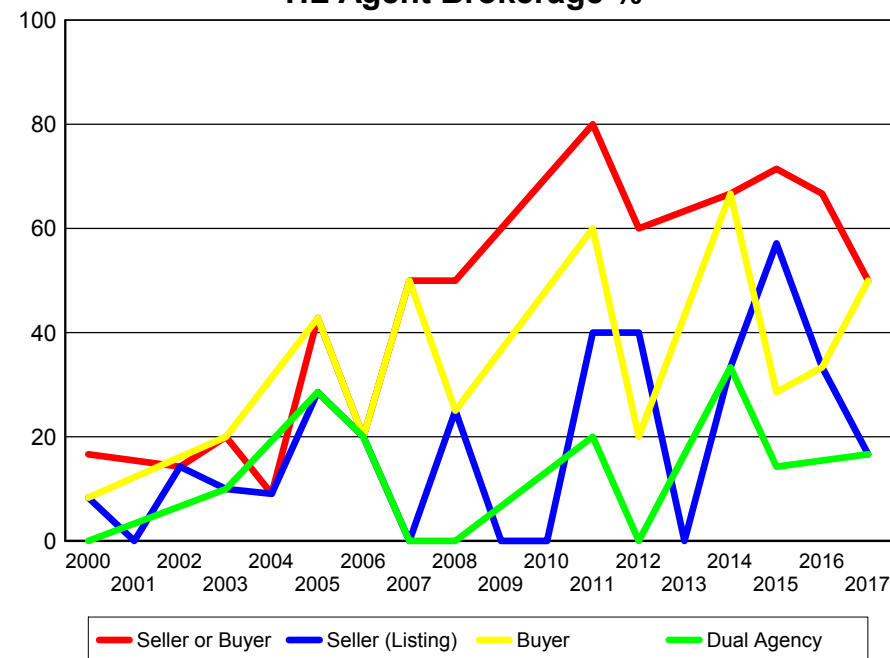


Co-Operative

Units Sold



HL Agent Brokerage %



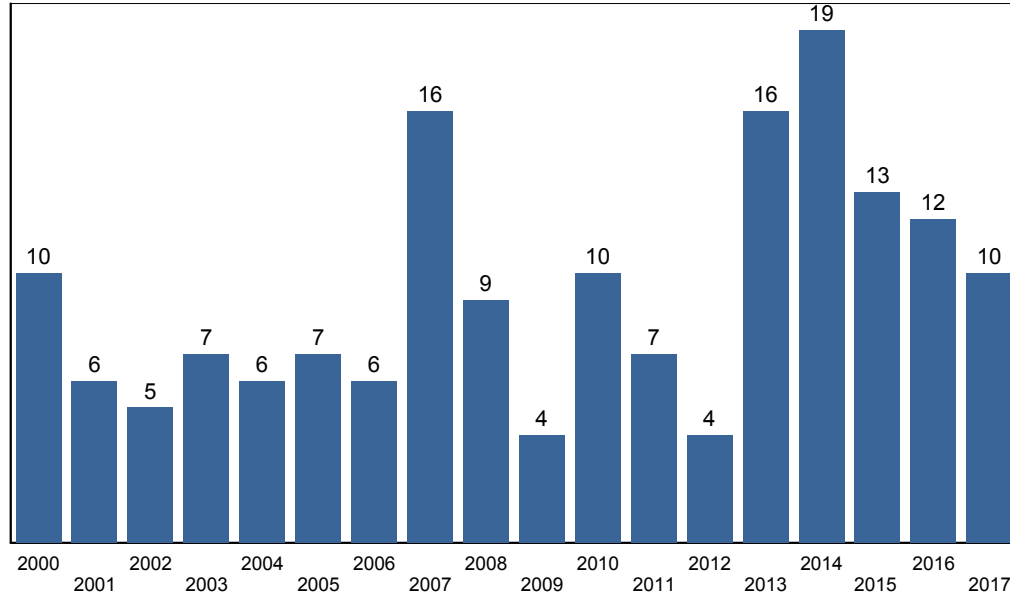
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Total Units Sold	99	12	1	7	10	11	7	5	2	4	3	3	5	5	5	3	7	3	6
	<u>HL Brokerage:</u>																			
	Seller or Buyer	32	2		1	2	1	3	1	1	2			4	3		2	5	2	3
	Seller	19	1		1	1	1	2	1		1			2	2		1	4	1	1
	Buyer	21	1			2		3	1	1	1			3	1		2	2	1	3
	Dual	8				1		2	1					1			1	1		1

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Seller or Buyer	37%	17%		14%	20%	9%	43%	20%	50%	50%			80%	60%		67%	71%	67%	50%
	Seller	19%	8%		14%	10%	9%	29%	20%		25%			40%	40%		33%	57%	33%	17%
	Buyer	30%	8%			20%		43%	20%	50%	25%			60%	20%		67%	29%	33%	50%
	Dual																			
		12%				10%		29%	20%					20%			33%	14%		17%

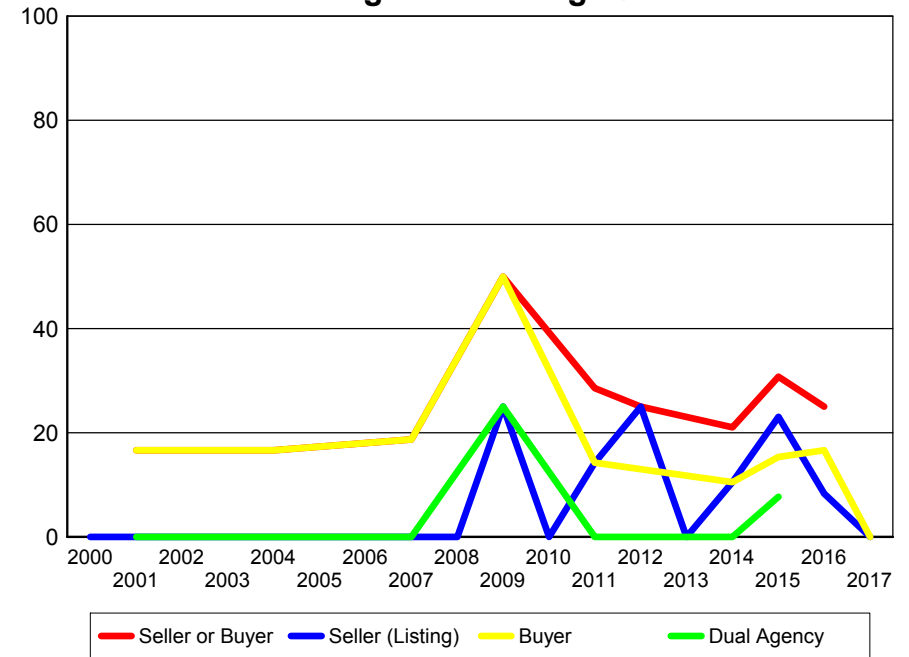
Dobbs Ferry School District

Co-Operative

Units Sold



HL Agent Brokerage %



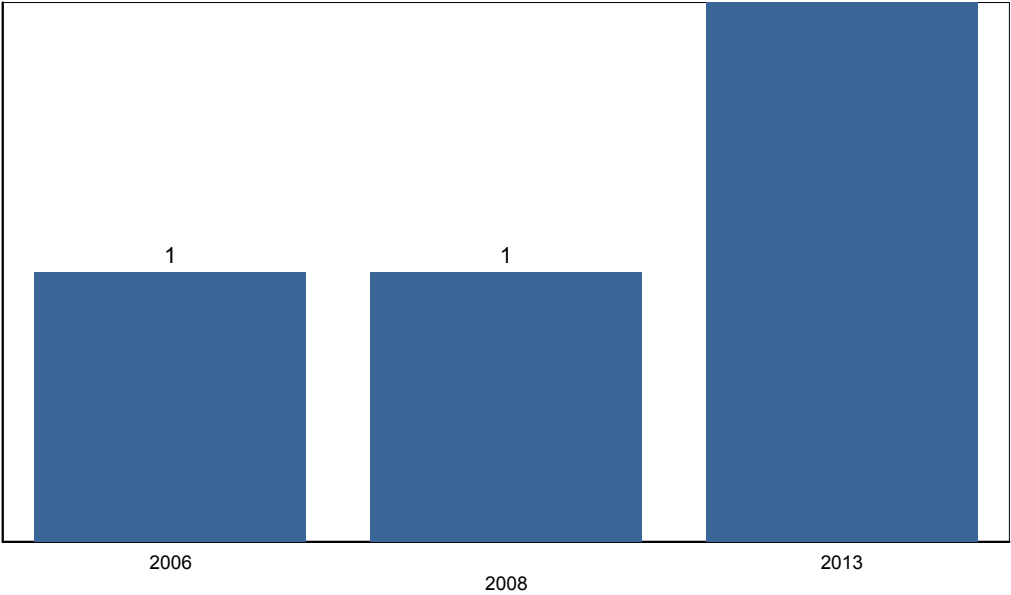
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Total Units Sold	167	10	6	5	7	6	7	6	16	9	4	10	7	4	16	19	13	12	10
	HL Brokerage:																			
	Seller or Buyer	21		1			1			3		2		2	1		4	4	3	
	Seller	9										1		1			2	3	1	
	Buyer	14		1			1			3		2		1			2	2	2	
	Dual	2										1						1		

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Seller or Buyer	24%		17%			17%			19%		50%		29%	25%		21%	31%	25%	
	Seller	5%										25%		14%	25%		11%	23%	8%	
	Buyer	15%		17%			17%			19%		50%		14%			11%	15%	17%	
	Dual	3%										25%						8%		

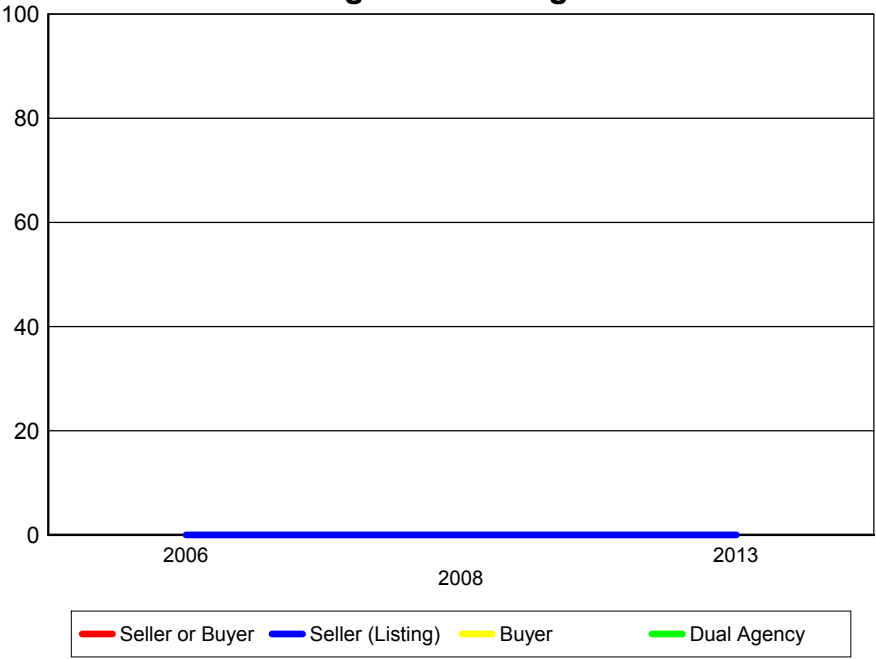
Elmsford School District

Co-Operative

Units Sold



HL Agent Brokerage %

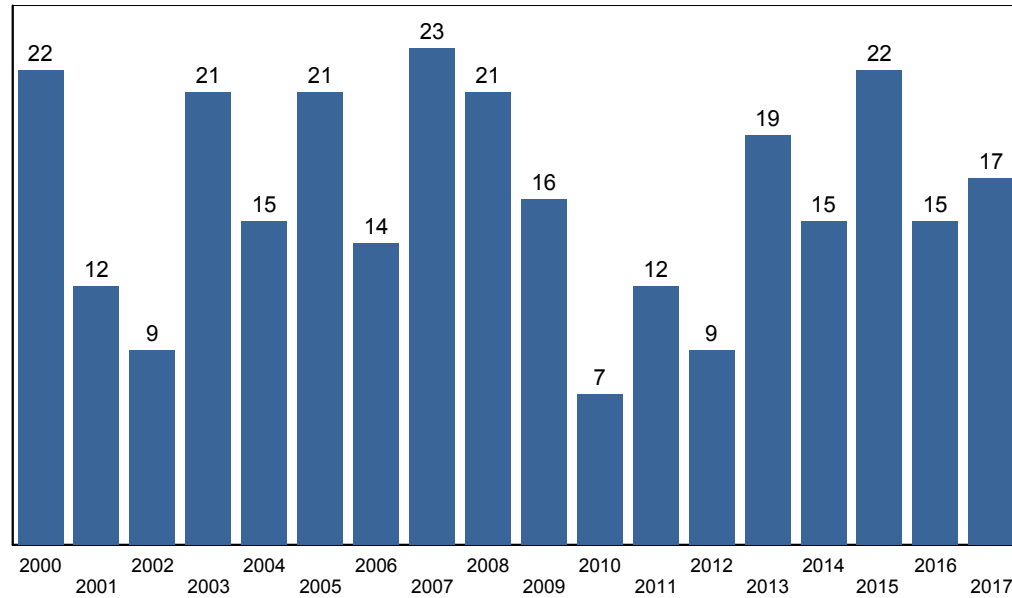


		Total	2006	2008	2013
Elmsford	Total Units Sold	4	1	1	2
	HL Brokerage:				
	Seller or Buyer				
	Seller				
	Buyer				
	Dual				

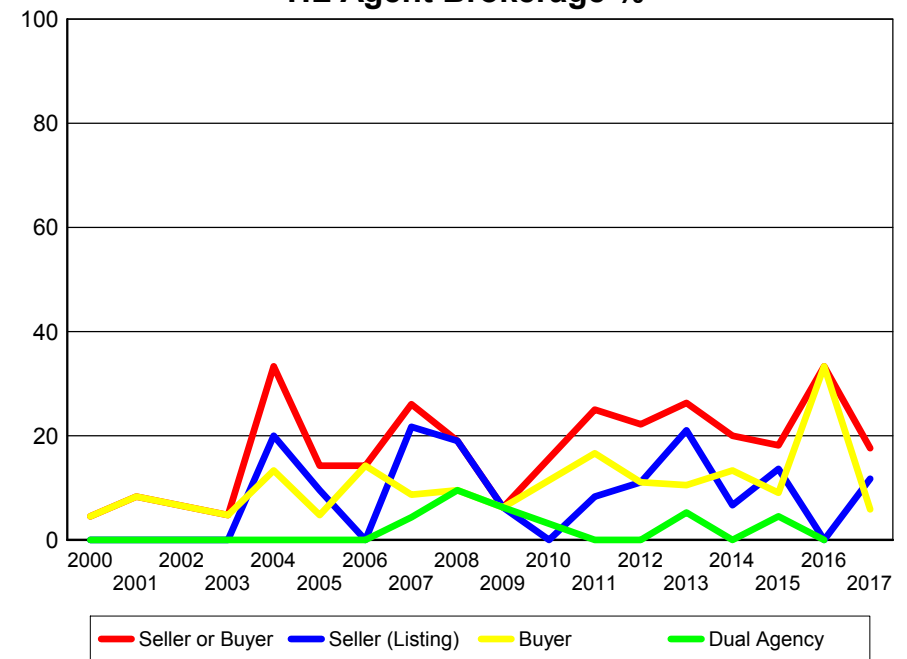
		Total	2006	2008	2013
Elmsford	Seller or Buyer				
	Seller				
	Buyer				
	Dual				

Co-Operative

Units Sold



HL Agent Brokerage %



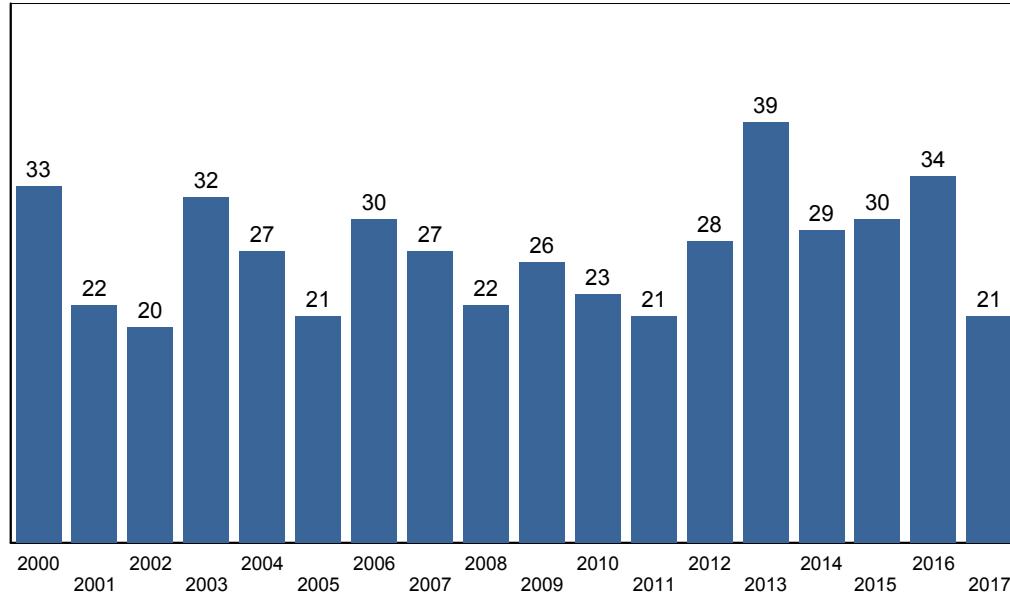
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Total Units Sold	290	22	12	9	21	15	21	14	23	21	16	7	12	9	19	15	22	15	17
	<u>HL Brokerage:</u>																			
	Seller or Buyer	49	1	1		1	5	3	2	6	4	1		3	2	5	3	4	5	3
	Seller	27					3	2		5	4	1		1	1	4	1	3		2
	Buyer	28	1	1		1	2	1	2	2	2	1		2	1	2	2	2	5	1
Dual	6									1	2	1			1		1			

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Seller or Buyer	18%	5%	8%		5%	33%	14%	14%	26%	19%	6%		25%	22%	26%	20%	18%	33%	18%
	Seller	9%					20%	10%		22%	19%	6%		8%	11%	21%	7%	14%		12%
	Buyer	10%	5%	8%		5%	13%	5%	14%	9%	10%	6%		17%	11%	11%	13%	9%	33%	6%
	Dual	2%								4%	10%	6%				5%		5%		

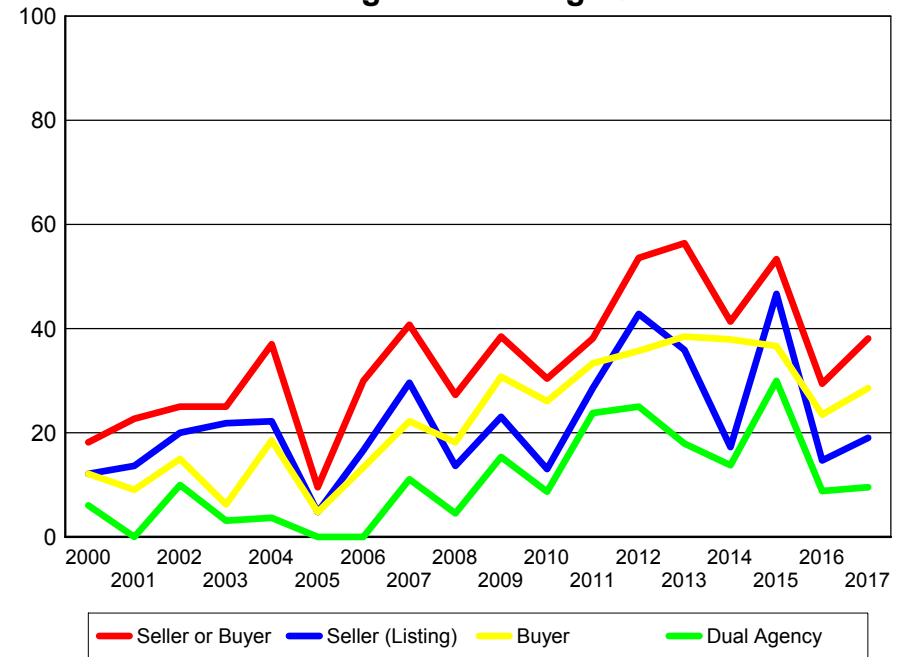
Irvington School District

Co-Operative

Units Sold



HL Agent Brokerage %

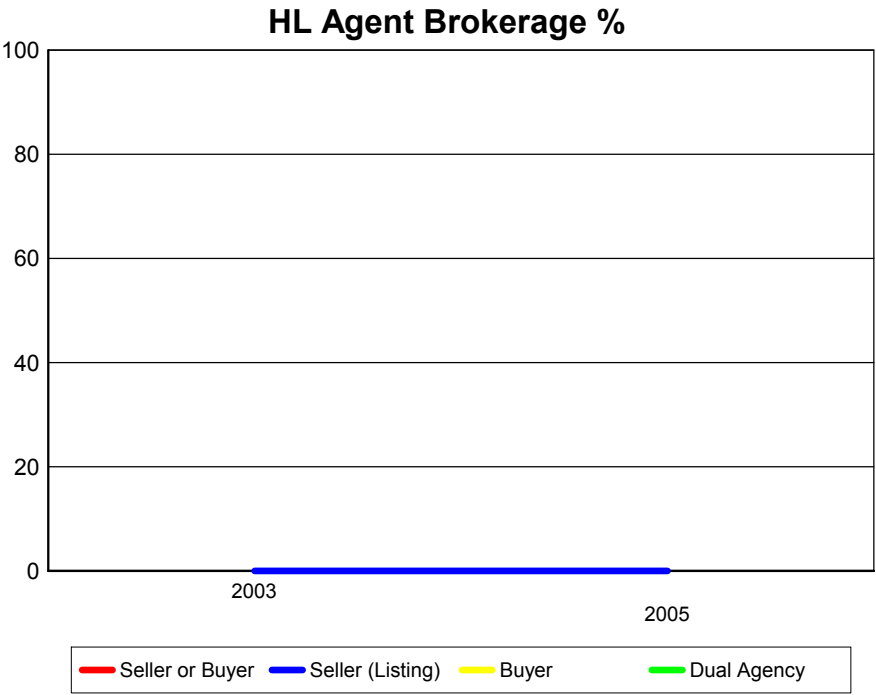
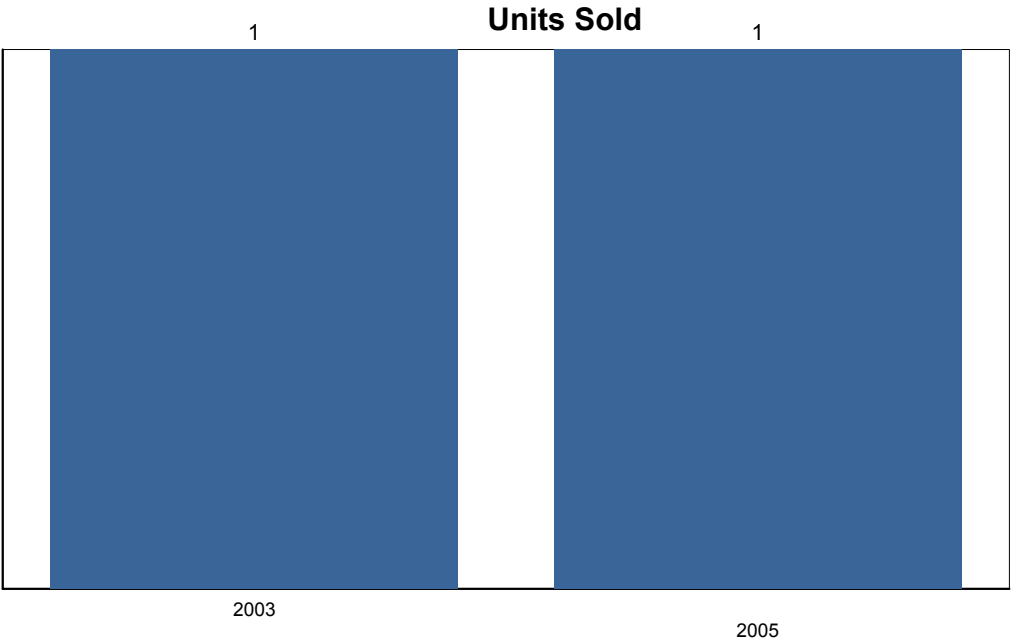


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Total Units Sold	485	33	22	20	32	27	21	30	27	22	26	23	21	28	39	29	30	34	21
	<u>HL Brokerage:</u>																			
	Seller or Buyer	170	6	5	5	8	10	2	9	11	6	10	7	8	15	22	12	16	10	8
	Seller	110	4	3	4	7	6	1	5	8	3	6	3	6	12	14	5	14	5	4
	Buyer	113	4	2	3	2	5	1	4	6	4	8	6	7	10	15	11	11	8	6
	Dual	53	2		2	1	1			3	1	4	2	5	7	7	4	9	3	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Seller or Buyer	35%	18%	23%	25%	25%	37%	10%	30%	41%	27%	38%	30%	38%	54%	56%	41%	53%	29%	38%
	Seller	23%	12%	14%	20%	22%	22%	5%	17%	30%	14%	23%	13%	29%	43%	36%	17%	47%	15%	19%
	Buyer	23%	12%	9%	15%	6%	19%	5%	13%	22%	18%	31%	26%	33%	36%	38%	38%	37%	24%	29%
	Dual	11%	6%		10%	3%	4%			11%	5%	15%	9%	24%	25%	18%	14%	30%	9%	10%

Mount Pleasant School District

Co-Operative



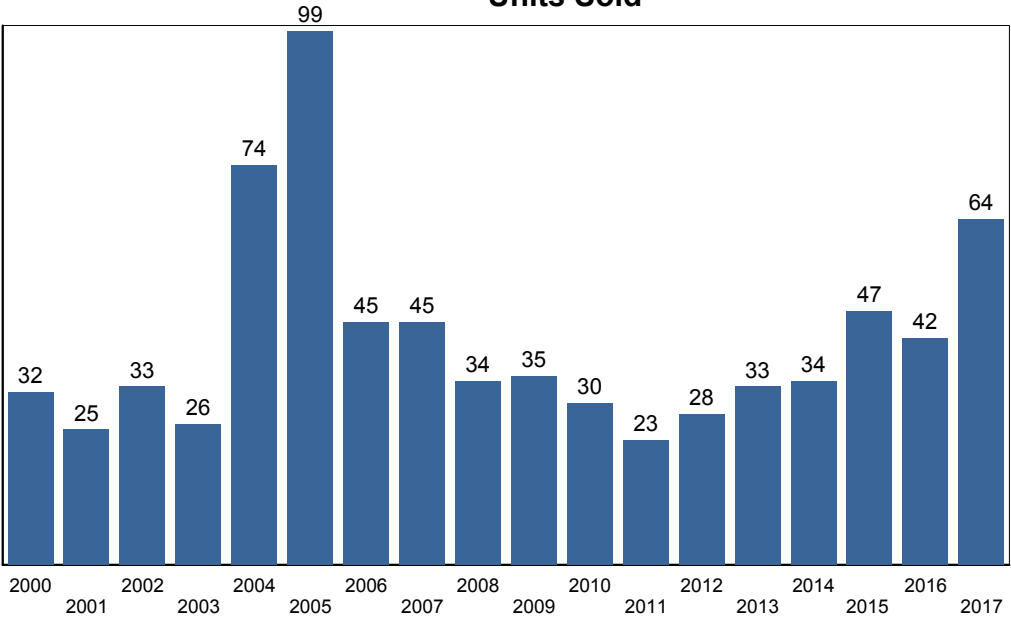
		Total	2003	2005
Mount Pleasant	Total Units Sold	2	1	1
	HL Brokerage:			
	Seller or Buyer			
	Seller			
	Buyer			
	Dual			

		Total	2003	2005
Mount Pleasant	Seller or Buyer			
	Seller			
	Buyer			
	Dual			

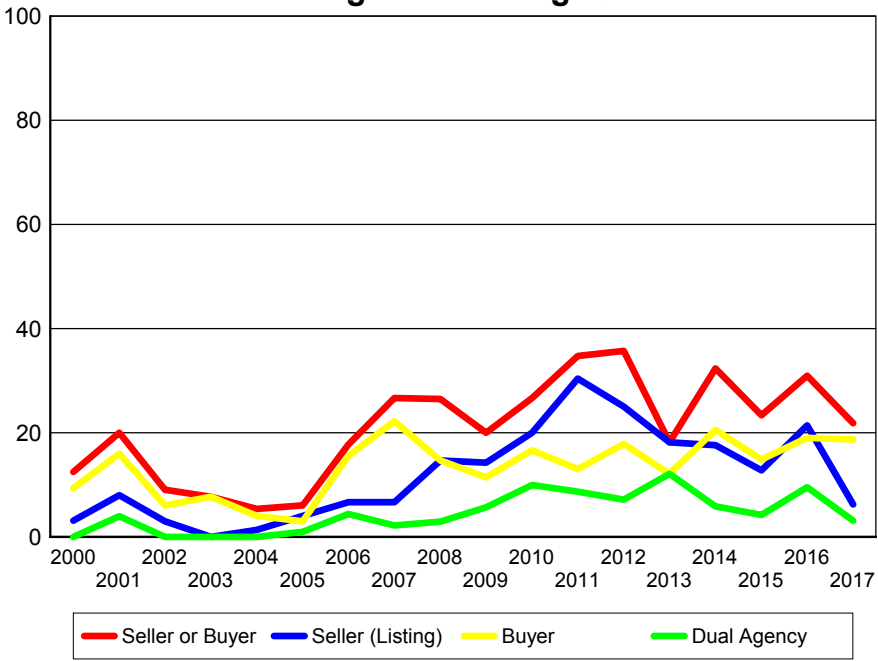
Ossining School District

Co-Operative

Units Sold



HL Agent Brokerage %



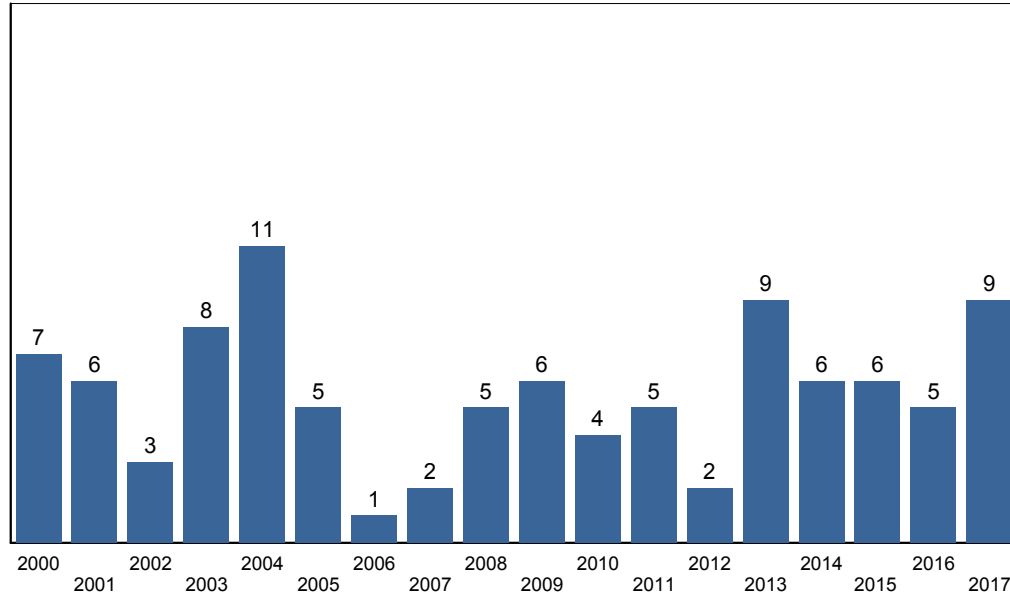
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Total Units Sold	749	32	25	33	26	74	99	45	45	34	35	30	23	28	33	34	47	42	64
	HL Brokerage:																			
	Seller or Buyer	141	4	5	3	2	4	6	8	12	9	7	8	8	10	6	11	11	13	14
	Seller	76	1	2	1		1	4	3	3	5	5	6	7	7	6	6	6	9	4
	Buyer	94	3	4	2	2	3	3	7	10	5	4	5	3	5	4	7	7	8	12
	Dual	29		1				1	2	1	1	2	3	2	2	4	2	2	4	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Seller or Buyer	19%	13%	20%	9%	8%	5%	6%	18%	27%	26%	20%	27%	35%	36%	18%	32%	23%	31%	22%
	Seller	10%	3%	8%	3%		1%	4%	7%	7%	15%	14%	20%	30%	25%	18%	18%	13%	21%	6%
	Buyer	13%	9%	16%	6%	8%	4%	3%	16%	22%	15%	11%	17%	13%	18%	12%	21%	15%	19%	19%
	Dual	4%		4%			1%	4%	4%	2%	3%	6%	10%	9%	7%	12%	6%	4%	10%	3%

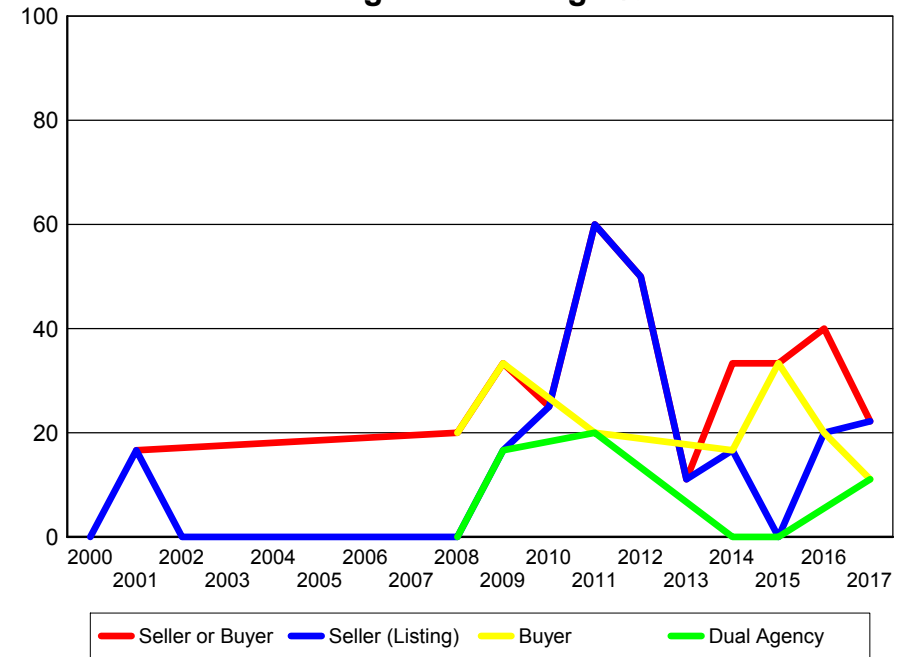
Pleasantville School District

Co-Operative

Units Sold



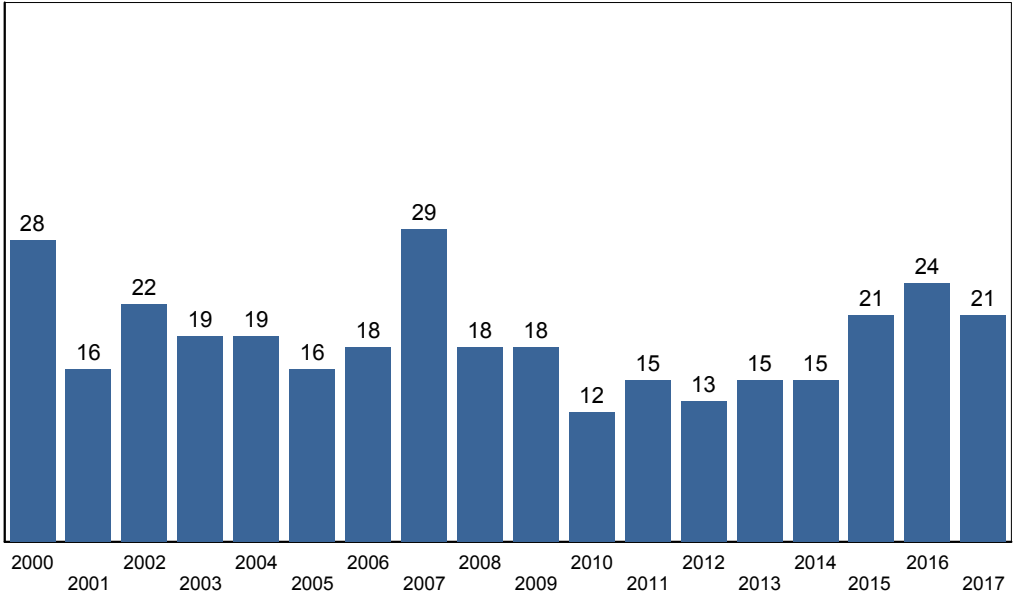
HL Agent Brokerage %



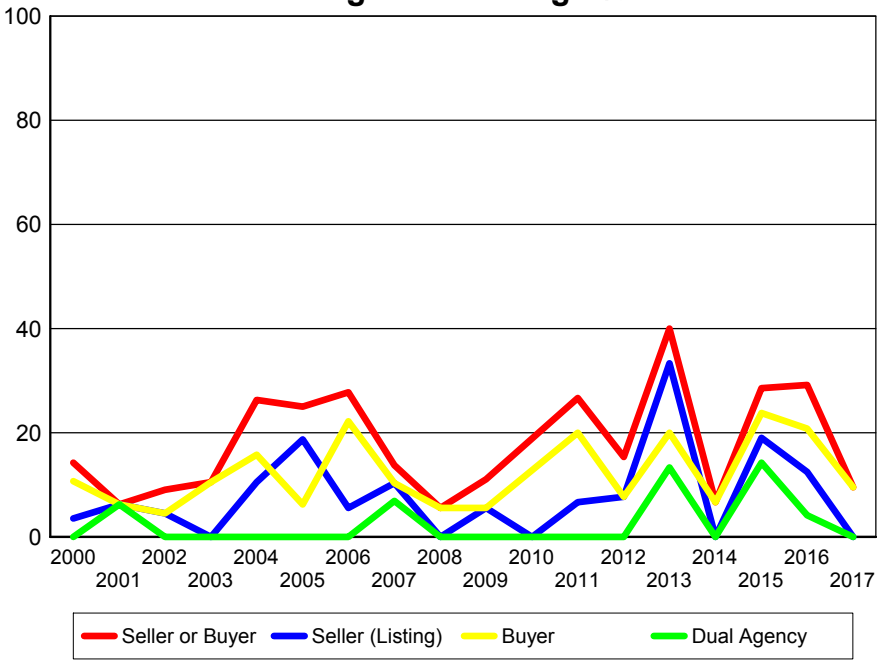
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Total Units Sold	100	7	6	3	8	11	5	1	2	5	6	4	5	2	9	6	6	5	9
	HL Brokerage:																			
	Seller or Buyer	18		1							1	2	1	3	1	1	2	2	2	2
	Seller	12		1								1	1	3	1	1	1		1	2
	Buyer	9									1	2		1			1	2	1	1
	Dual	3										1		1						1

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Seller or Buyer	29%		17%							20%	33%	25%	60%	50%	11%	33%	33%	40%	22%
	Seller	12%		17%								17%	25%	60%	50%	11%	17%		20%	22%
	Buyer	21%									20%	33%		20%			17%	33%	20%	11%
	Dual	8%										17%		20%					20%	11%

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	339	28	16	22	19	19	16	18	29	18	18	12	15	13	15	15	21	24	21
	HL Brokerage:																			
	Seller or Buyer	58	4	1	2	2	5	4	5	4	1	2		4	2	6	1	6	7	2
	Seller	27	1	1	1		2	3	1	3		1		1	1	5		4	3	
	Buyer	40	3	1	1	2	3	1	4	3	1	1		3	1	3	1	5	5	2
	Dual	9		1						2						2		3	1	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Tarrytown	Seller or Buyer	18%	14%	6%	9%	11%	26%	25%	28%	14%	6%	11%		27%	15%	40%	7%	29%	29%	10%
	Seller	8%	4%	6%	5%		11%	19%	6%	10%		6%		7%	8%	33%		19%	13%	
	Buyer	12%	11%	6%	5%	11%	16%	6%	22%	10%	6%	6%		20%	8%	20%	7%	24%	21%	10%
	Dual	3%		6%						7%						13%		14%	4%	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Total	@Units Sold	2,235	144	88	99	124	163	177	120	144	114	108	89	88	89	138	121	146
	@HL Participating A	489	17	14	11	15	26	18	25	37	23	24	16	32	34	40	35	48
	@HL Listing Agent	280	7	7	7	8	13	12	10	19	13	15	10	21	25	30	16	34
	@Buyer Agent	319	12	9	6	9	14	9	18	25	14	18	11	20	18	24	26	31
	@Seller and Buyer	110	2	2	2	2	1	3	3	7	4	9	5	9	9	14	7	17
Briarcliff Manor	Units Sold	99	12	1	7	10	11	7	5	2	4	3	3	5	5	5	3	7
	HL Brokerage:																	
	Seller or Buyer	32	2		1	2	1	3	1	1	2			4	3		2	5
	Seller	19	1	0	1	1	1	2	1	0	1	0	0	2	2	0	1	4
	Buyer	21	1			2		3	1	1	1			3	1		2	2
	Seller and Buyer	8	0			1		2	1	0	0			1	0		1	1
Dobbs Ferry	Units Sold	167	10	6	5	7	6	7	6	16	9	4	10	7	4	16	19	13
	HL Brokerage:																	
	Seller or Buyer	21		1			1			3		2		2	1		4	4
	Seller	9	0	0	0	0	0	0	0	0	0	1	0	1	1	0	2	3
	Buyer	14		1			1			3		2		1			2	2
	Seller and Buyer	2		0			0			0		1		0			0	1
Elmsford	Units Sold	4	0	0	0	0	0	0	1	0	1	0	0	0	0	2	0	0
	HL Brokerage:																	
	Seller or Buyer		0	0	0	0	0	0		0		0	0	0	0		0	0
	Seller	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Buyer		0	0	0	0	0	0		0		0	0	0	0		0	0
	Seller and Buyer		0	0	0	0	0	0		0		0	0	0	0		0	0
Hastings	Units Sold	290	22	12	9	21	15	21	14	23	21	16	7	12	9	19	15	22
	HL Brokerage:																	
	Seller or Buyer	49	1	1		1	5	3	2	6	4	1		3	2	5	3	4
	Seller	27	0	0	0	0	3	2	0	5	4	1	0	1	1	4	1	3
	Buyer	28	1	1		1	2	1	2	2	2	1		2	1	2	2	2
	Seller and Buyer	6	0	0		0	0	0	0	1	2	1		0	0	1	0	1
Irvington	Units Sold	485	33	22	20	32	27	21	30	27	22	26	23	21	28	39	29	30
	HL Brokerage:																	
	Seller or Buyer	170	6	5	5	8	10	2	9	11	6	10	7	8	15	22	12	16
	Seller	110	4	3	4	7	6	1	5	8	3	6	3	6	12	14	5	14
	Buyer	113	4	2	3	2	5	1	4	6	4	8	6	7	10	15	11	11
	Seller and Buyer	53	2	0	2	1	1	0	0	3	1	4	2	5	7	7	4	9
Mount Pleasant	Units Sold	2	0	0	0	1	0	1	0	0	0	0	0	0	0	0	0	0
	HL Brokerage:																	
	Seller or Buyer		0	0	0		0		0	0	0	0	0	0	0	0	0	0
	Seller	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Buyer		0	0	0		0		0	0	0	0	0	0	0	0	0	0
	Seller and Buyer		0	0	0		0		0	0	0	0	0	0	0	0	0	0
Ossining	Units Sold	749	32	25	33	26	74	99	45	45	34	35	30	23	28	33	34	47
	HL Brokerage:																	
	Seller or Buyer	141	4	5	3	2	4	6	8	12	9	7	8	8	10	6	11	11
	Seller	76	1	2	1	0	1	4	3	3	5	5	6	7	7	6	6	6
	Buyer	94	3	4	2	2	3	3	7	10	5	4	5	3	5	4	7	7
	Seller and Buyer	29	0	1	0	0	0	1	2	1	1	2	3	2	2	4	2	2

2016	2017
135 42 20 30 8	148 32 13 25 6
3 2 1 1	6 3 1 3 1
12 3 1 2	10 0 0
0 0 0 0	0 0 0 0
15 5 0 5 0	17 3 2 1
34 10 5 8 3	21 8 4 6 2
0 0 0 0	0 0 0 0
42 13 9 8 4	64 14 4 12 2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Pleasant ville	Units Sold	100	7	6	3	8	11	5	1	2	5	6	4	5	2	9	6	6
	HL Brokerage:																	
	Seller or Buyer	18		1							1	2	1	3	1	1	2	2
	Seller	12	0	1	0	0	0	0	0	0	0	1	1	3	1	1	1	0
	Buyer	9									1	2		1			1	2
	Seller and Buyer	3									0	1		1			0	0
Tarrytow n	Units Sold	339	28	16	22	19	19	16	18	29	18	18	12	15	13	15	15	21
	HL Brokerage:																	
	Seller or Buyer	58	4	1	2	2	5	4	5	4	1	2		4	2	6	1	6
	Seller	27	1	1	1	0	2	3	1	3	0	1	0	1	1	5	0	4
	Buyer	40	3	1	1	2	3	1	4	3	1	1		3	1	3	1	5
	Seller and Buyer	9	0	1	0	0	0	0	0	2	0	0		0	0	2	0	3

2016	2017
5	9
2	2
1	2
1	1
	1
24	21
7	2
3	0
5	2
1	0