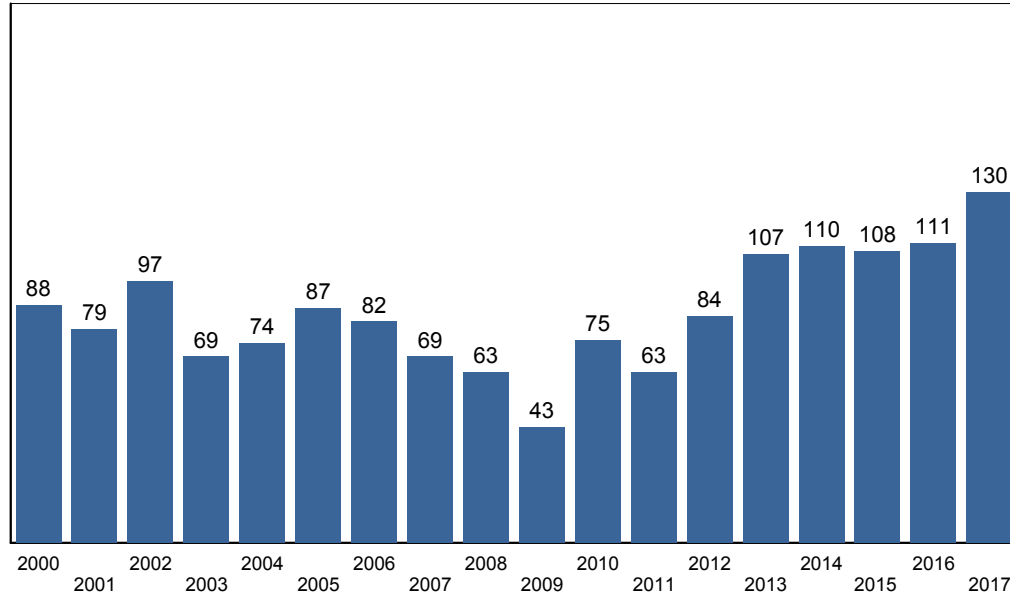


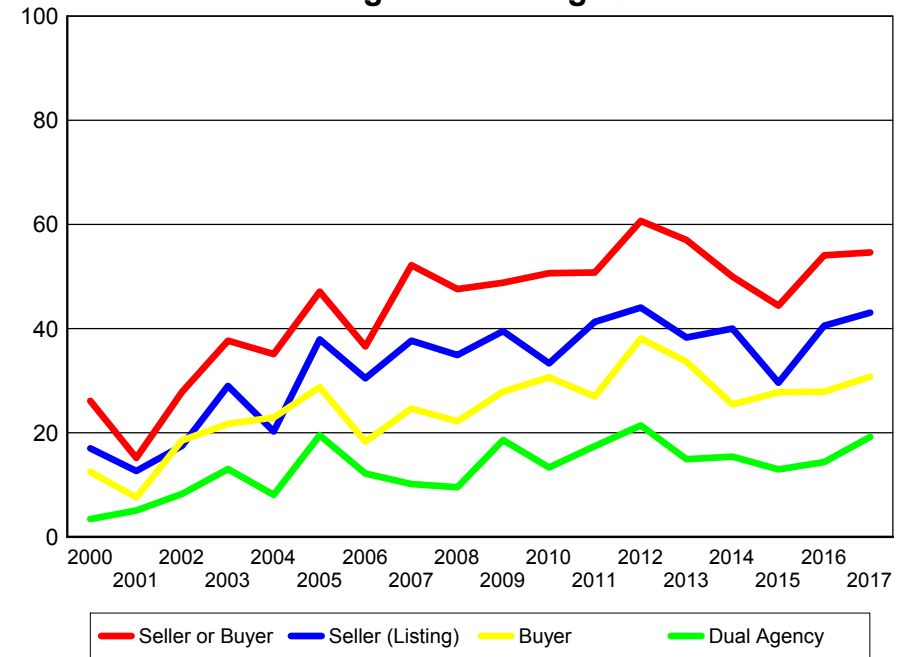
Ardsley School District

Single Family

Units Sold



HL Agent Brokerage %

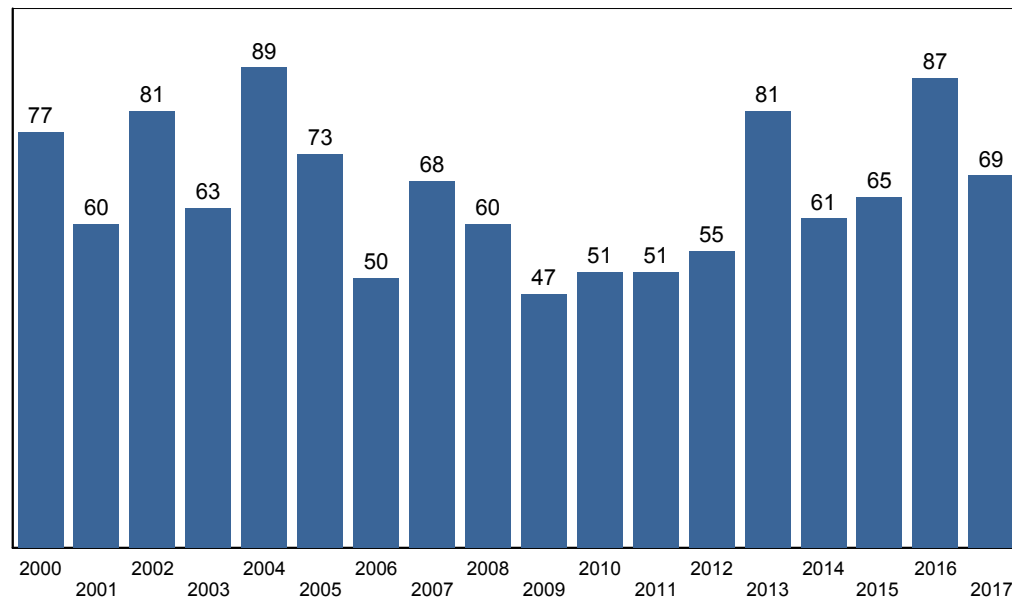


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ardsley	Total Units Sold	1,539	88	79	97	69	74	87	82	69	63	43	75	63	84	107	110	108	111	130
	<u>HL Brokerage:</u>																			
	Seller or Buyer	688	23	12	27	26	26	41	30	36	30	21	38	32	51	61	55	48	60	71
	Seller	506	15	10	17	20	15	33	25	26	22	17	25	26	37	41	44	32	45	56
	Buyer	387	11	6	18	15	17	25	15	17	14	12	23	17	32	36	28	30	31	40
	Dual	205	3	4	8	9	6	17	10	7	6	8	10	11	18	16	17	14	16	25

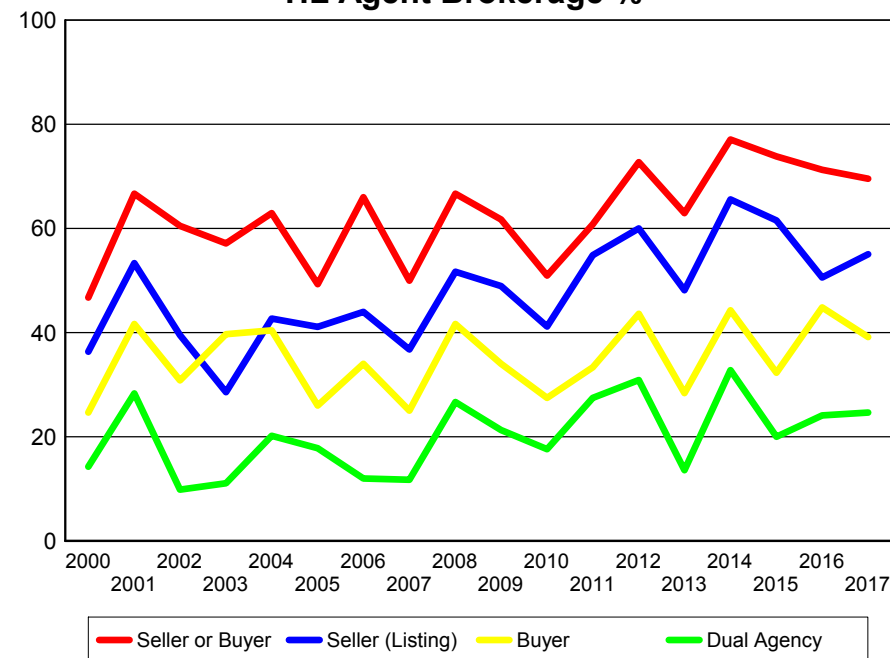
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ardsley	Seller or Buyer	45%	26%	15%	28%	38%	35%	47%	37%	52%	48%	49%	51%	51%	61%	57%	50%	44%	54%	55%
	Seller	33%	17%	13%	18%	29%	20%	38%	30%	38%	35%	40%	33%	41%	44%	38%	40%	30%	41%	43%
	Buyer	25%	13%	8%	19%	22%	23%	29%	18%	25%	22%	28%	31%	27%	38%	34%	25%	28%	28%	31%
	Dual	13%	3%	5%	8%	13%	8%	20%	12%	10%	10%	19%	13%	17%	21%	15%	15%	13%	14%	19%

Single Family

Units Sold



HL Agent Brokerage %



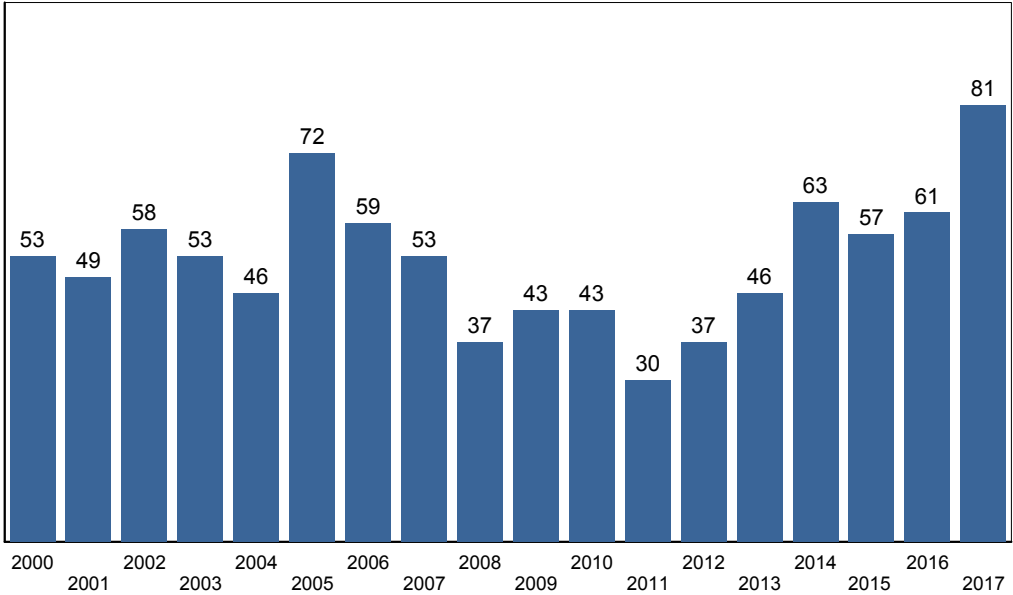
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Total Units Sold	1,188	77	60	81	63	89	73	50	68	60	47	51	51	55	81	61	65	87	69
	<u>HL Brokerage:</u>																			
	Seller or Buyer	742	36	40	49	36	56	36	33	34	40	29	26	31	40	51	47	48	62	48
	Seller	562	28	32	32	18	38	30	22	25	31	23	21	28	33	39	40	40	44	38
	Buyer	416	19	25	25	25	36	19	17	17	25	16	14	17	24	23	27	21	39	27
	Dual	236	11	17	8	7	18	13	6	8	16	10	9	14	17	11	20	13	21	17

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Seller or Buyer	62%	47%	67%	60%	57%	63%	49%	66%	50%	67%	62%	51%	61%	73%	63%	77%	74%	71%	70%
	Seller	47%	36%	53%	40%	29%	43%	41%	44%	37%	52%	49%	41%	55%	60%	48%	66%	62%	51%	55%
	Buyer	35%	25%	42%	31%	40%	40%	26%	34%	25%	42%	34%	27%	33%	44%	28%	44%	32%	45%	39%
	Dual	20%	14%	28%	10%	11%	20%	18%	12%	12%	27%	21%	18%	27%	31%	14%	33%	20%	24%	25%

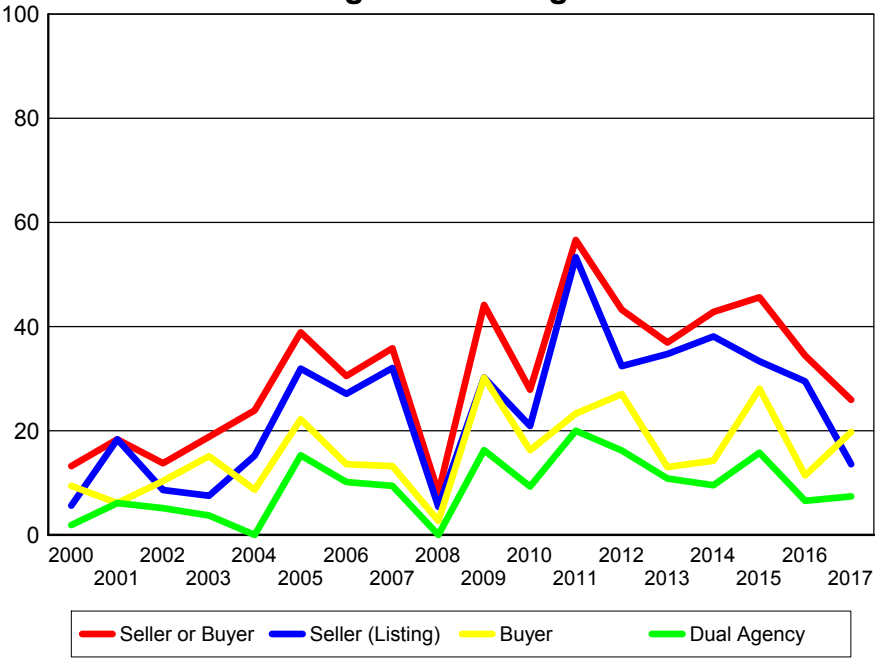
Elmsford School District

Single Family

Units Sold



HL Agent Brokerage %



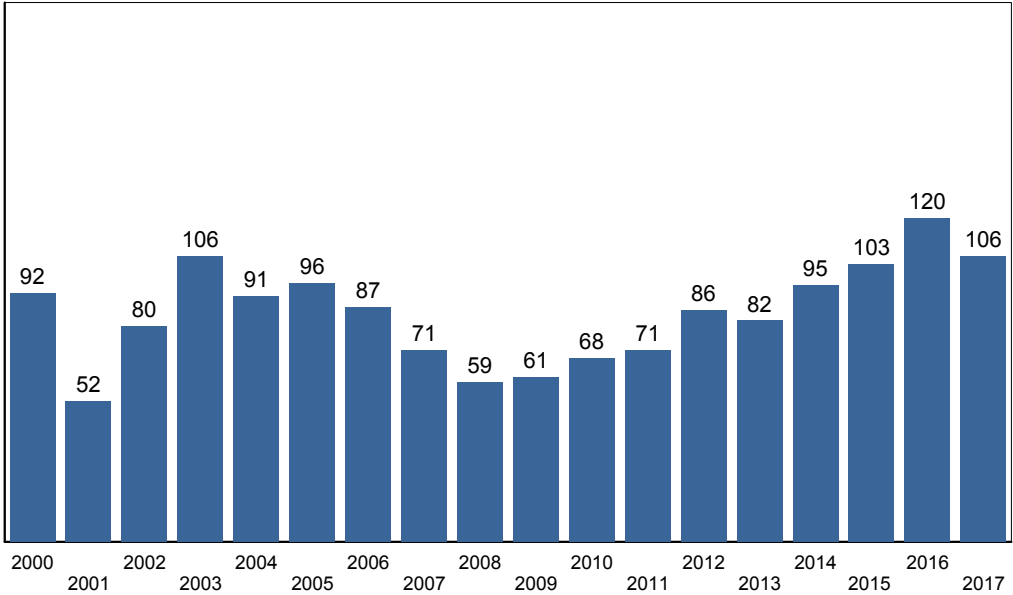
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Elmsford	Total Units Sold	941	53	49	58	53	46	72	59	53	37	43	43	30	37	46	63	57	61	81
	HL Brokerage:																			
	Seller or Buyer	289	7	9	8	10	11	28	18	19	3	19	12	17	16	17	27	26	21	21
	Seller	224	3	9	5	4	7	23	16	17	2	13	9	16	12	16	24	19	18	11
	Buyer	149	5	3	6	8	4	16	8	7	1	13	7	7	10	6	9	16	7	16
	Dual	84	1	3	3	2		11	6	5		7	4	6	6	5	6	9	4	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Elmsford	Seller or Buyer	31%	13%	18%	14%	19%	24%	39%	31%	36%	8%	44%	28%	57%	43%	37%	43%	46%	34%	26%
	Seller	24%	6%	18%	9%	8%	15%	32%	27%	32%	5%	30%	21%	53%	32%	35%	38%	33%	30%	14%
	Buyer	16%	9%	6%	10%	15%	9%	22%	14%	13%	3%	30%	16%	23%	27%	13%	14%	28%	11%	20%
	Dual	9%	2%	6%	5%	4%		15%	10%	9%		16%	9%	20%	16%	11%	10%	16%	7%	7%

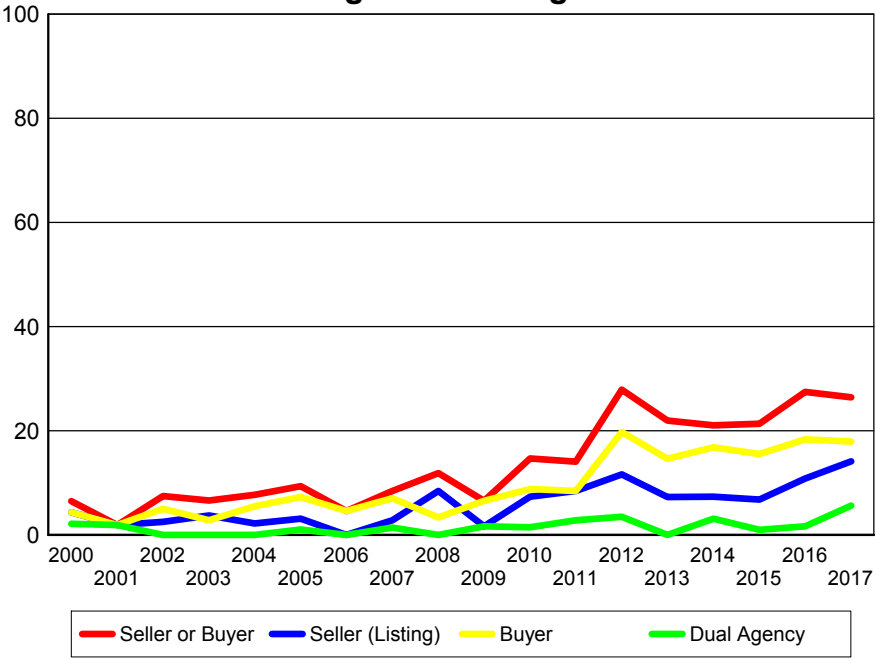
Mount Pleasant School District

Single Family

Units Sold



HL Agent Brokerage %



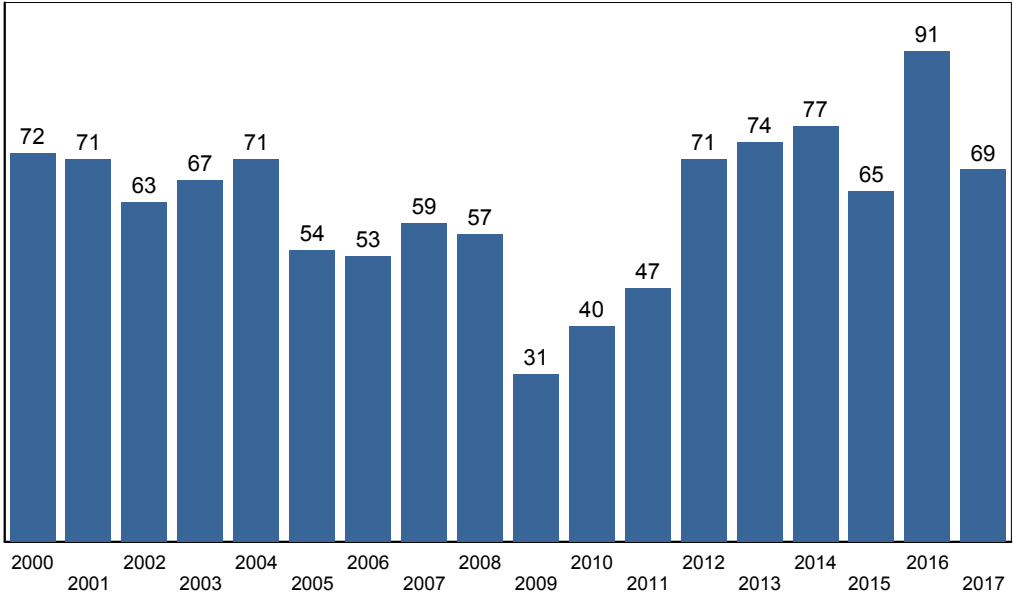
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Pleasant	Total Units Sold	1,526	92	52	80	106	91	96	87	71	59	61	68	71	86	82	95	103	120	106
	HL Brokerage:																			
	Seller or Buyer	222	6	1	6	7	7	9	4	6	7	4	10	10	24	18	20	22	33	28
	Seller	93	4	1	2	4	2	3		2	5	1	5	6	10	6	7	7	13	15
	Buyer	153	4	1	4	3	5	7	4	5	2	4	6	6	17	12	16	16	22	19
	Dual	24	2	1				1		1		1	1	2	3		3	1	2	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Pleasant	Seller or Buyer	15%	7%	2%	8%	7%	8%	9%	5%	8%	12%	7%	15%	14%	28%	22%	21%	21%	28%	26%
	Seller	6%	4%	2%	3%	4%	2%	3%		3%	8%	2%	7%	8%	12%	7%	7%	7%	11%	14%
	Buyer	10%	4%	2%	5%	3%	5%	7%	5%	7%	3%	7%	9%	8%	20%	15%	17%	16%	18%	18%
	Dual	2%	2%	2%				1%		1%		2%	1%	3%	3%		3%	1%	2%	6%

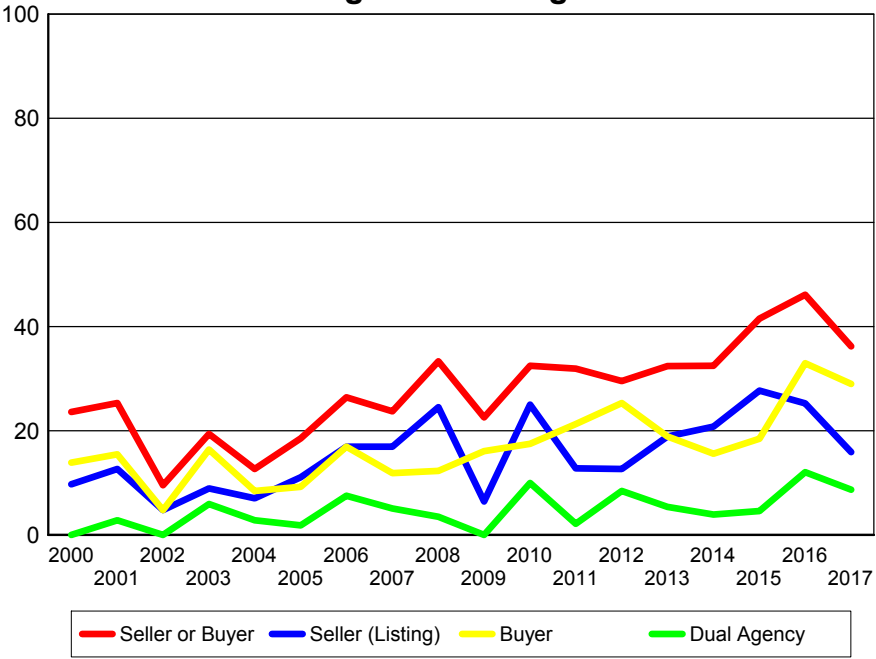
Pleasantville School District

Single Family

Units Sold



HL Agent Brokerage %

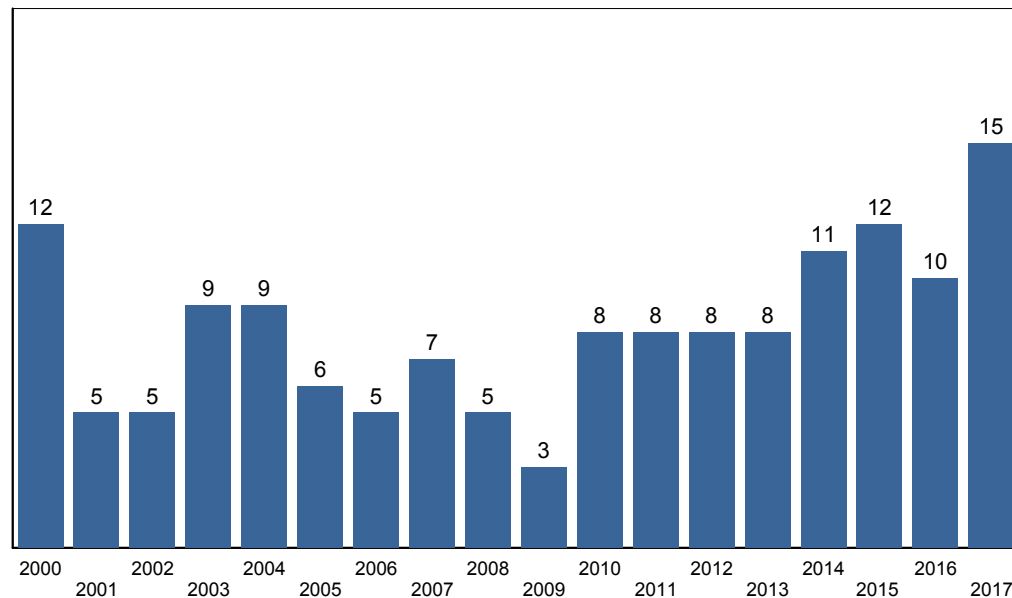


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Total Units Sold	1,132	72	71	63	67	71	54	53	59	57	31	40	47	71	74	77	65	91	69
	HL Brokerage:																			
	Seller or Buyer	319	17	18	6	13	9	10	14	14	19	7	13	15	21	24	25	27	42	25
	Seller	178	7	9	3	6	5	6	9	10	14	2	10	6	9	14	16	18	23	11
	Buyer	197	10	11	3	11	6	5	9	7	7	5	7	10	18	14	12	12	30	20
	Dual	56		2		4	2	1	4	3	2		4	1	6	4	3	3	11	6

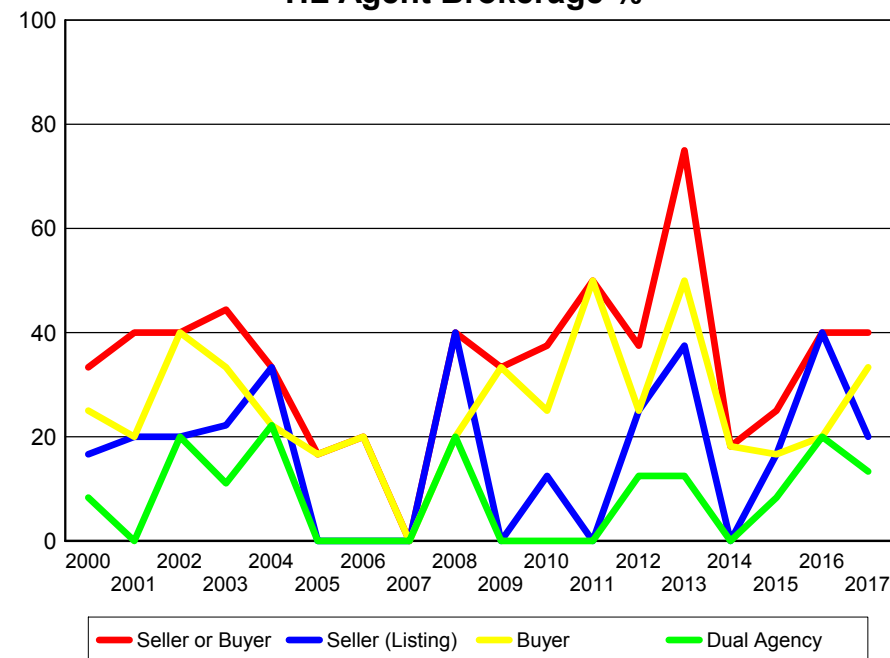
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Seller or Buyer	28%	24%	25%	10%	19%	13%	19%	26%	24%	33%	23%	33%	32%	30%	32%	32%	42%	46%	36%
	Seller	16%	10%	13%	5%	9%	7%	11%	17%	17%	25%	6%	25%	13%	13%	19%	21%	28%	25%	16%
	Buyer	17%	14%	15%	5%	16%	8%	9%	17%	12%	12%	16%	18%	21%	25%	19%	16%	18%	33%	29%
	Dual	5%		3%		6%	3%	2%	8%	5%	4%		10%	2%	8%	5%	4%	5%	12%	9%

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
Pocantico Hills	Total Units Sold	146	12	5	5	9	9	6	5	7	5	3	8	8	8	8	11	12	10	15
	HL Brokerage:																			
	Seller or Buyer	51	4	2	2	4	3	1	1		2	1	3	4	3	6	2	3	4	6
	Seller	26	2	1	1	2	3				2		1		2	3		2	4	3
	Buyer	38	3	1	2	3	2	1	1		1	1	2	4	2	4	2	2	2	5
	Dual	13	1		1	1	2				1				1	1		1	2	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pocantico Hills	Seller or Buyer	35%	33%	40%	40%	44%	33%	17%	20%		40%	33%	38%	50%	38%	75%	18%	25%	40%	40%
	Seller	18%	17%	20%	20%	22%	33%				40%		13%		25%	38%		17%	40%	20%
	Buyer	26%	25%	40%	40%	33%	22%	17%	20%		20%	33%	25%	50%	25%	50%	18%	17%	20%	33%
	Dual	9%	8%	20%	20%	11%	22%				20%				13%	13%		8%	20%	13%