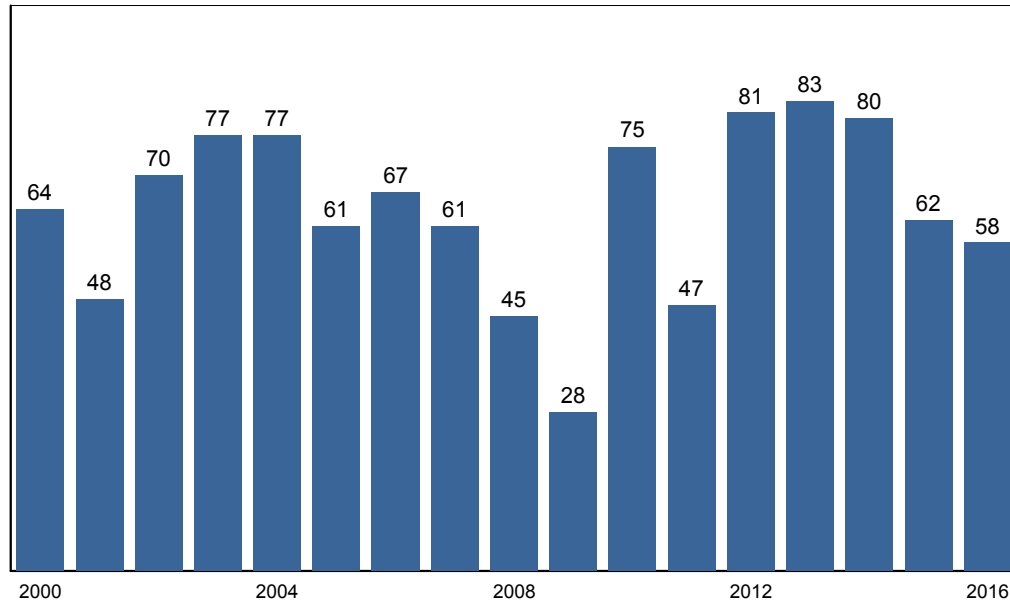


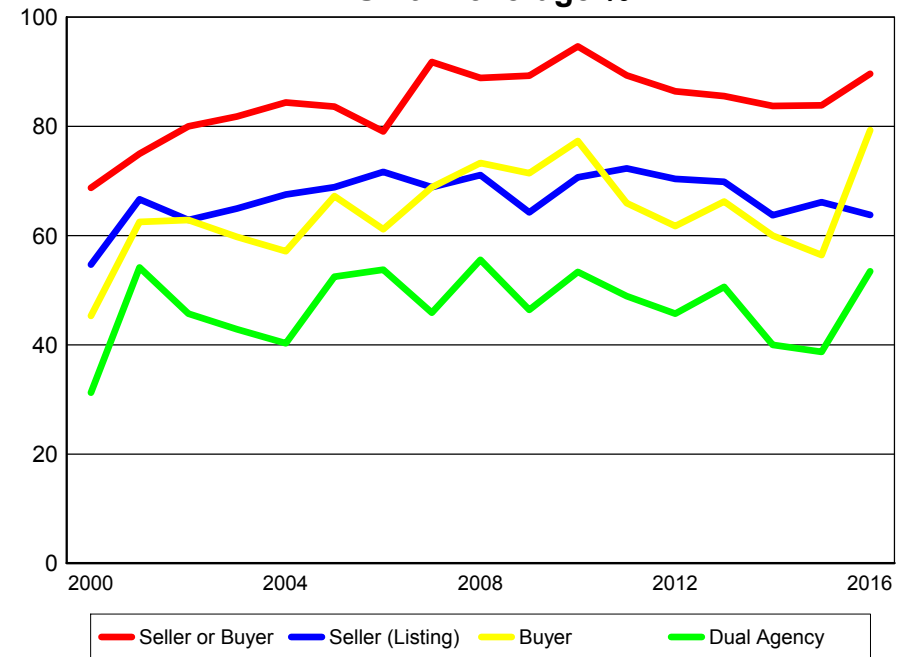


Single Family

Units Sold



HL Unit Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Bronxville	Total Units Sold	1,084	64	48	70	77	77	61	67	61	45	28	75	47	81	83	80	62	58
	<u>HL Brokerage:</u>																		
	Seller or Buyer	914	44	36	56	63	65	51	53	56	40	25	71	42	70	71	67	52	52
	Seller	726	35	32	44	50	52	42	48	42	32	18	53	34	57	58	51	41	37
	Buyer	693	29	30	44	46	44	41	41	42	33	20	58	31	50	55	48	35	46
	Dual	505	20	26	32	33	31	32	36	28	25	13	40	23	37	42	32	24	31

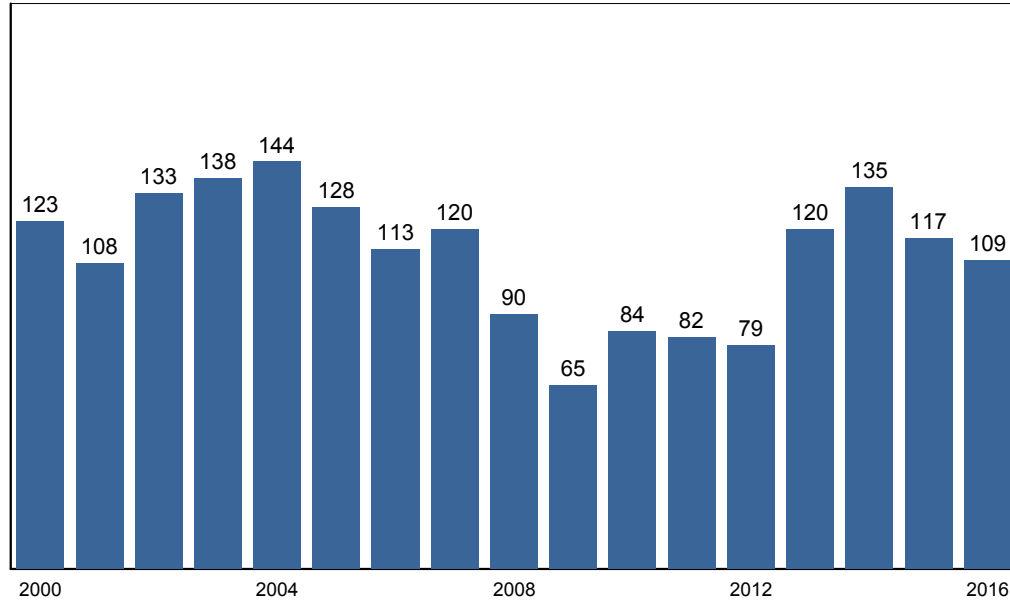
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Bronxville	Seller or Buyer	84%	69%	75%	80%	82%	84%	84%	79%	92%	89%	89%	95%	89%	86%	86%	84%	84%	90%
	Seller	67%	55%	67%	63%	65%	68%	69%	72%	69%	71%	64%	71%	72%	70%	70%	64%	66%	64%
	Buyer	64%	45%	63%	63%	60%	57%	67%	61%	69%	73%	71%	77%	66%	62%	66%	60%	56%	79%
	Dual	47%	31%	54%	46%	43%	40%	52%	54%	46%	56%	46%	53%	49%	46%	51%	40%	39%	53%

Single Family

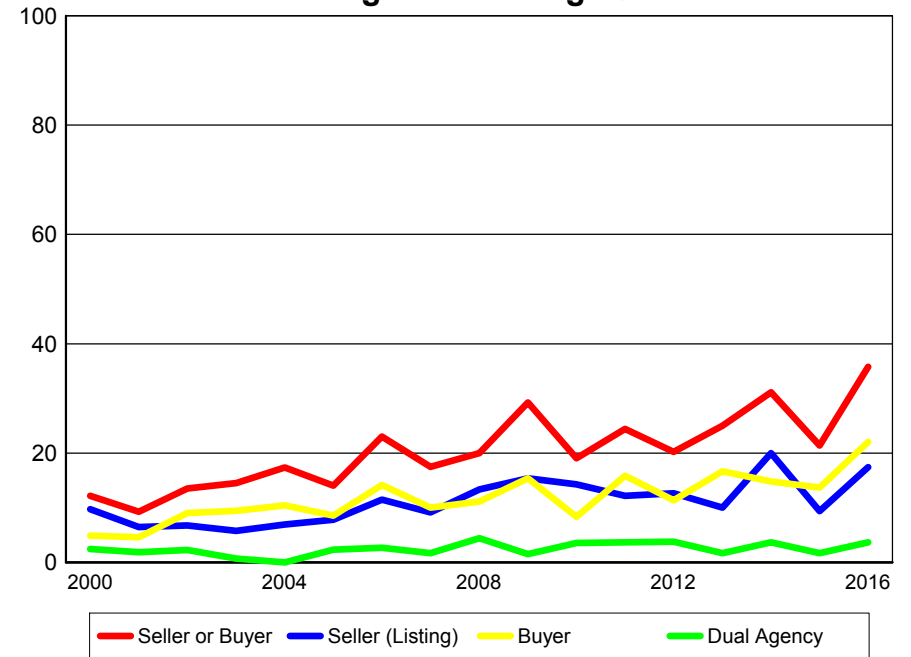
Dennis Tormey
Real Estate Salesperson
914.573.9379
dtormey@houlihanlawrence.com



Units Sold



HL Agent Brokerage %



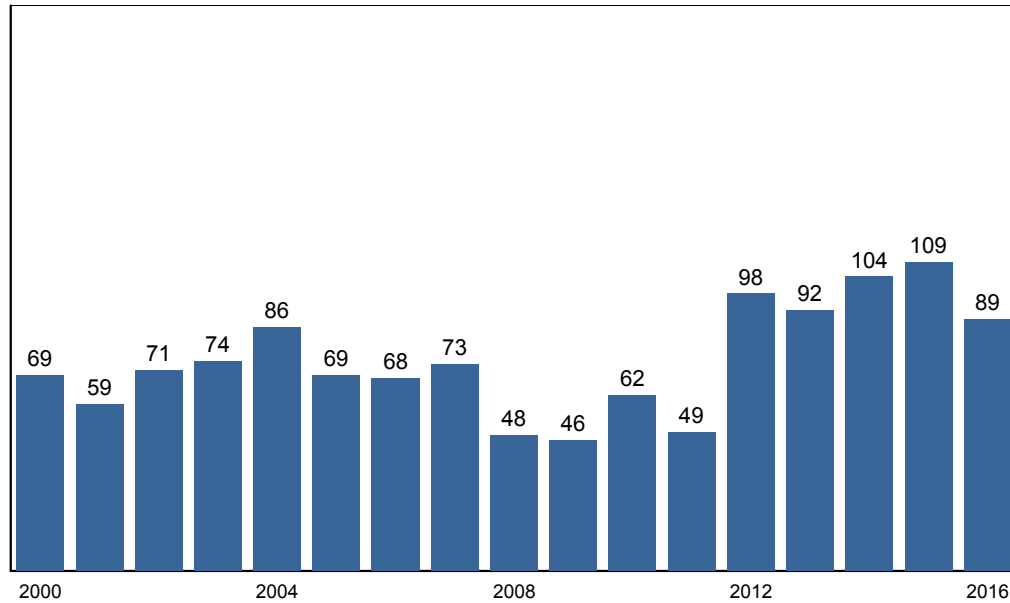
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Eastchester	Total Units Sold	1,888	123	108	133	138	144	128	113	120	90	65	84	82	79	120	135	117	109
	<u>HL Brokerage:</u>																		
	Seller or Buyer	378	15	10	18	20	25	18	26	21	18	19	16	20	16	30	42	25	39
	Seller	203	12	7	9	8	10	10	13	11	12	10	12	10	10	12	27	11	19
	Buyer	219	6	5	12	13	15	11	16	12	10	10	7	13	9	20	20	16	24
	Dual	44	3	2	3	1		3	3	2	4	1	3	3	3	2	5	2	4

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Eastchester	Seller or Buyer	20%	12%	9%	14%	14%	17%	14%	23%	18%	20%	29%	19%	24%	20%	25%	31%	21%	36%
	Seller	11%	10%	6%	7%	6%	7%	8%	12%	9%	13%	15%	14%	12%	13%	10%	20%	9%	17%
	Buyer	12%	5%	5%	9%	9%	10%	9%	14%	10%	11%	15%	8%	16%	11%	17%	15%	14%	22%
	Dual	2%	2%	2%	2%	1%		2%	3%	2%	4%	2%	4%	4%	2%	4%	2%	4%	

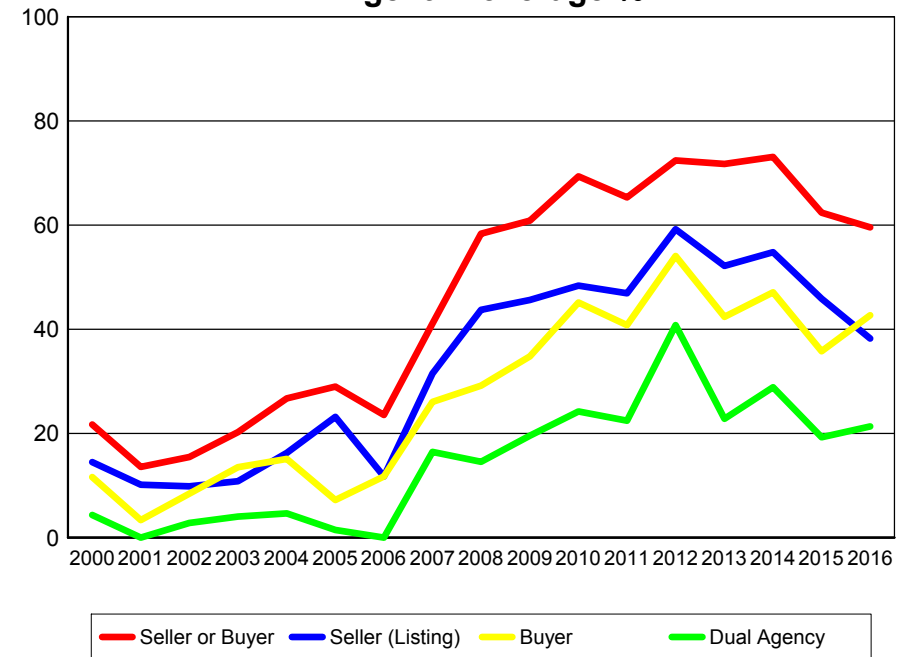


Single Family

Units Sold



HL Agent Brokerage %



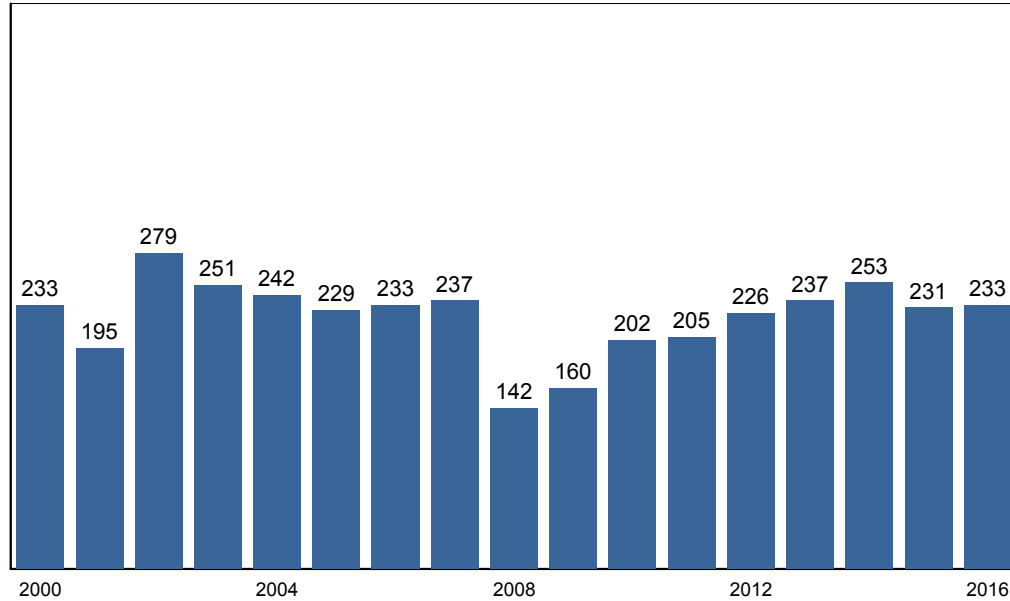
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Edgemont	Total Units Sold	1,266	69	59	71	74	86	69	68	73	48	46	62	49	98	92	104	109	89
	<u>HL Brokerage:</u>																		
	Seller or Buyer	603	15	8	11	15	23	20	16	30	28	28	43	32	71	66	76	68	53
	Seller	434	10	6	7	8	14	16	8	23	21	21	30	23	58	48	57	50	34
	Buyer	367	8	2	6	10	13	5	8	19	14	16	28	20	53	39	49	39	38
	Dual	198	3		2	3	4	1		12	7	9	15	11	40	21	30	21	19

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Edgemont	Seller or Buyer	48%	22%	14%	15%	20%	27%	29%	24%	41%	58%	61%	69%	65%	72%	72%	73%	62%	60%
	Seller	34%	14%	10%	10%	11%	16%	23%	12%	32%	44%	46%	48%	47%	59%	52%	55%	46%	38%
	Buyer	29%	12%	3%	8%	14%	15%	7%	12%	26%	29%	35%	45%	41%	54%	42%	47%	36%	43%
	Dual	16%	4%		3%	4%	5%	1%		16%	15%	20%	24%	22%	41%	23%	29%	19%	21%

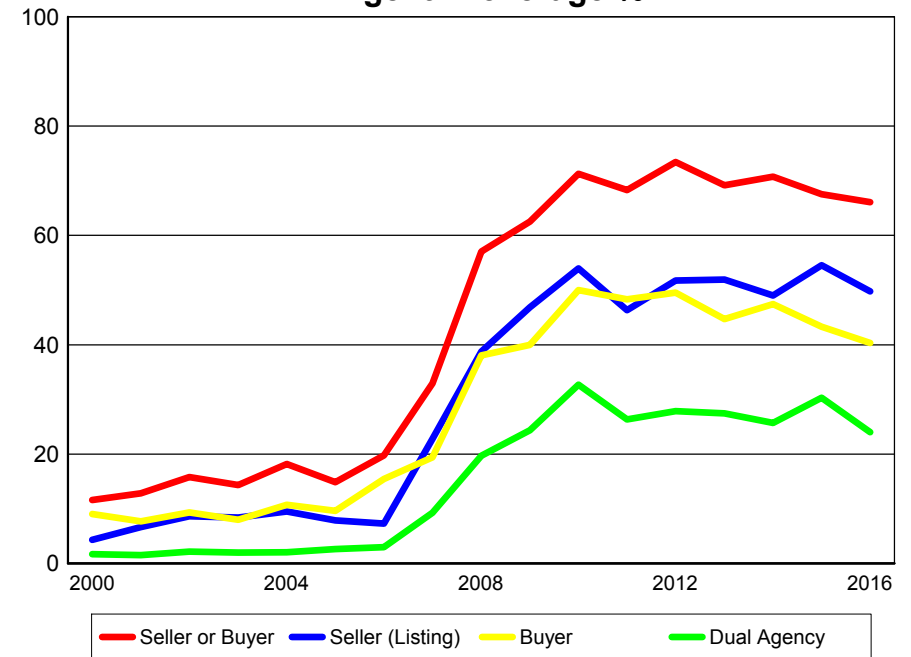


Single Family

Units Sold



HL Agent Brokerage %

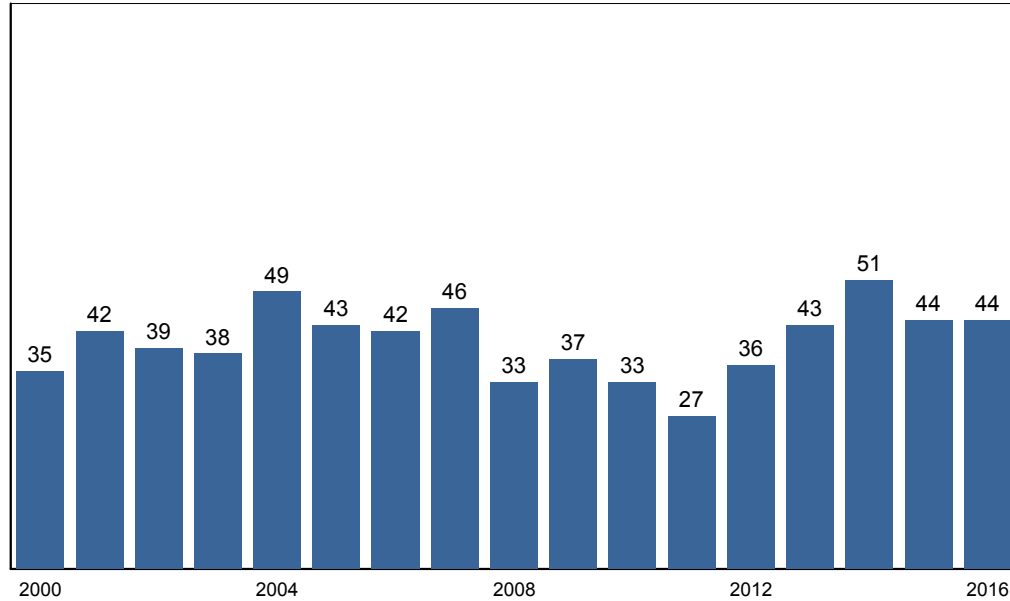


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Scarsdale	Total Units Sold	3,788	233	195	279	251	242	229	233	237	142	160	202	205	226	237	253	231	233
	<u>HL Brokerage:</u>																		
	Seller or Buyer	1,618	27	25	44	36	44	34	46	78	81	100	144	140	166	164	179	156	154
	Seller	1,120	10	13	24	21	23	18	17	54	55	75	109	95	117	123	124	126	116
	Buyer	1,062	21	15	26	20	26	22	36	46	54	64	101	99	112	106	120	100	94
	Dual	564	4	3	6	5	5	6	7	22	28	39	66	54	63	65	65	70	56

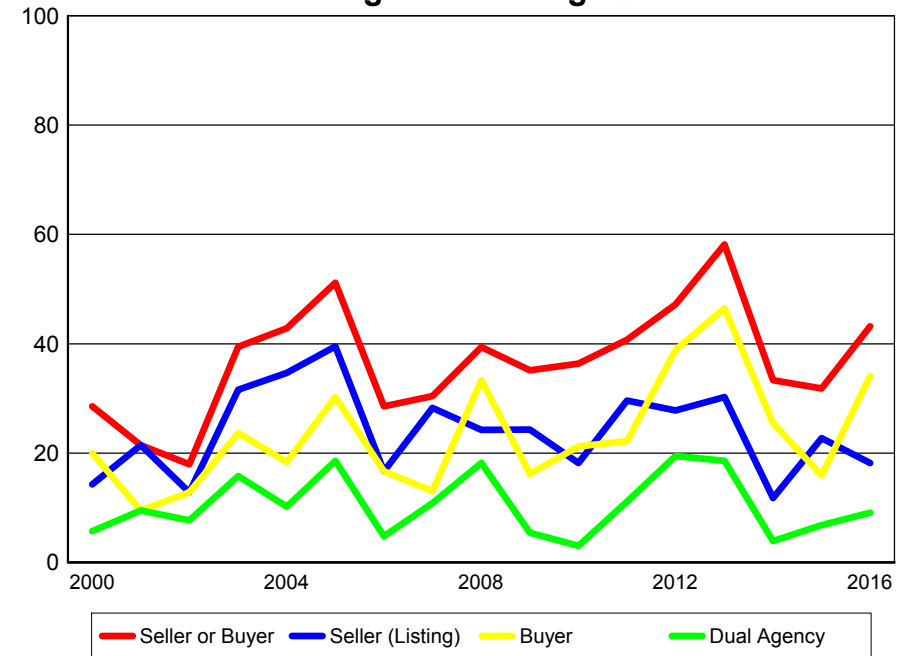
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Scarsdale	Seller or Buyer	43%	12%	13%	16%	14%	18%	15%	20%	33%	57%	63%	71%	68%	73%	69%	71%	68%	66%
	Seller	30%	4%	7%	9%	8%	10%	8%	7%	23%	39%	47%	54%	46%	52%	52%	49%	55%	50%
	Buyer	28%	9%	8%	9%	8%	11%	10%	15%	19%	38%	40%	50%	48%	50%	45%	47%	43%	40%
	Dual	15%	2%	2%	2%	2%	2%	3%	3%	9%	20%	24%	33%	26%	28%	27%	26%	30%	24%



Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tuckahoe	Total Units Sold	682	35	42	39	38	49	43	42	46	33	37	33	27	36	43	51	44	44
	<u>HL Brokerage:</u>																		
	Seller or Buyer	251	10	9	7	15	21	22	12	14	13	13	12	11	17	25	17	14	19
	Seller	163	5	9	5	12	17	17	7	13	8	9	6	8	10	13	6	10	8
	Buyer	159	7	4	5	9	9	13	7	6	11	6	7	6	14	20	13	7	15
	Dual	71	2	4	3	6	5	8	2	5	6	2	1	3	7	8	2	3	4

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tuckahoe	Seller or Buyer	37%	29%	21%	18%	39%	43%	51%	29%	30%	39%	35%	36%	41%	47%	58%	33%	32%	43%
	Seller	24%	14%	21%	13%	32%	35%	40%	17%	28%	24%	24%	18%	30%	28%	30%	12%	23%	18%
	Buyer	23%	20%	10%	13%	24%	18%	30%	17%	13%	33%	16%	21%	22%	39%	47%	25%	16%	34%
	Dual	10%	6%	10%	8%	16%	10%	19%	5%	11%	18%	5%	3%	11%	19%	19%	4%	7%	9%