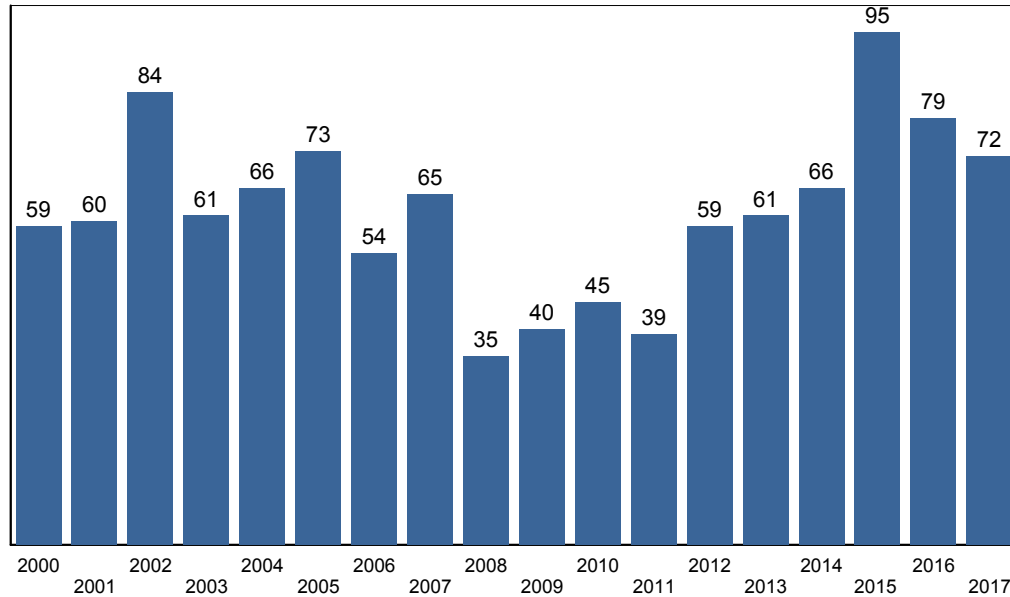
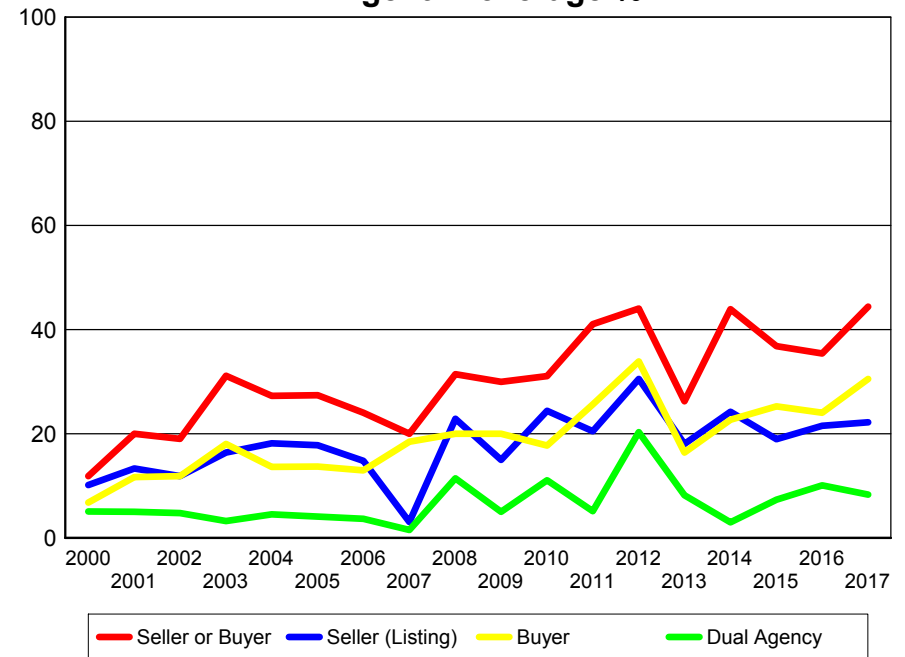


Single Family

Units Sold



HL Agent Brokerage %



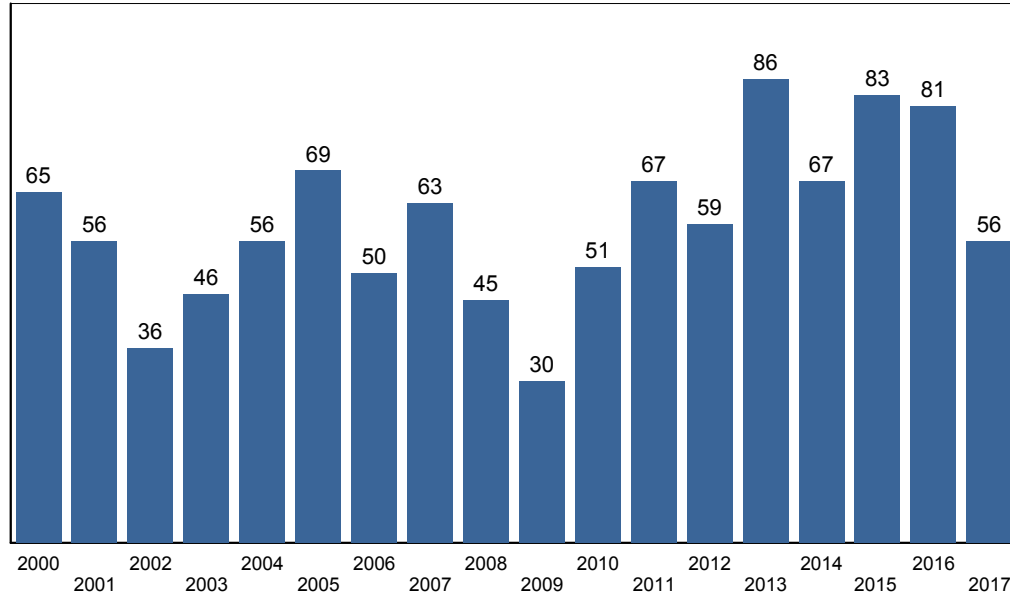
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Total Units Sold	1,113	59	60	84	61	66	73	54	65	35	40	45	39	59	61	66	95	79	72
	<u>HL Brokerage:</u>																			
	Seller or Buyer	337	7	12	16	19	18	20	13	13	11	12	14	16	26	16	29	35	28	32
	Seller	198	6	8	10	10	12	13	8	2	8	6	11	8	18	11	16	18	17	16
	Buyer	213	4	7	10	11	9	10	7	12	7	8	8	10	20	10	15	24	19	22
	Dual	74	3	3	4	2	3	3	2	1	4	2	5	2	12	5	2	7	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	30%	12%	20%	19%	31%	27%	27%	24%	20%	31%	30%	31%	41%	44%	26%	44%	37%	35%	44%
	Seller	18%	10%	13%	12%	16%	18%	18%	15%	3%	23%	15%	24%	21%	31%	18%	24%	19%	22%	22%
	Buyer	19%	7%	12%	12%	18%	14%	14%	13%	18%	20%	20%	18%	26%	34%	16%	23%	25%	24%	31%
	Dual	7%	5%	5%	5%	3%	5%	4%	4%	2%	11%	5%	11%	5%	20%	8%	3%	7%	10%	8%

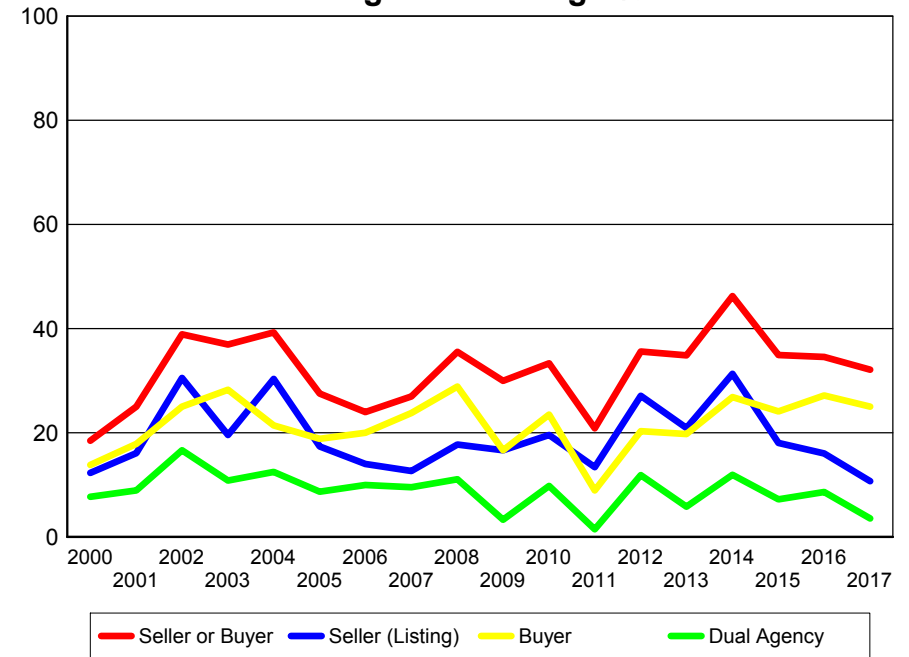
Hastings School District

Single Family

Units Sold



HL Agent Brokerage %



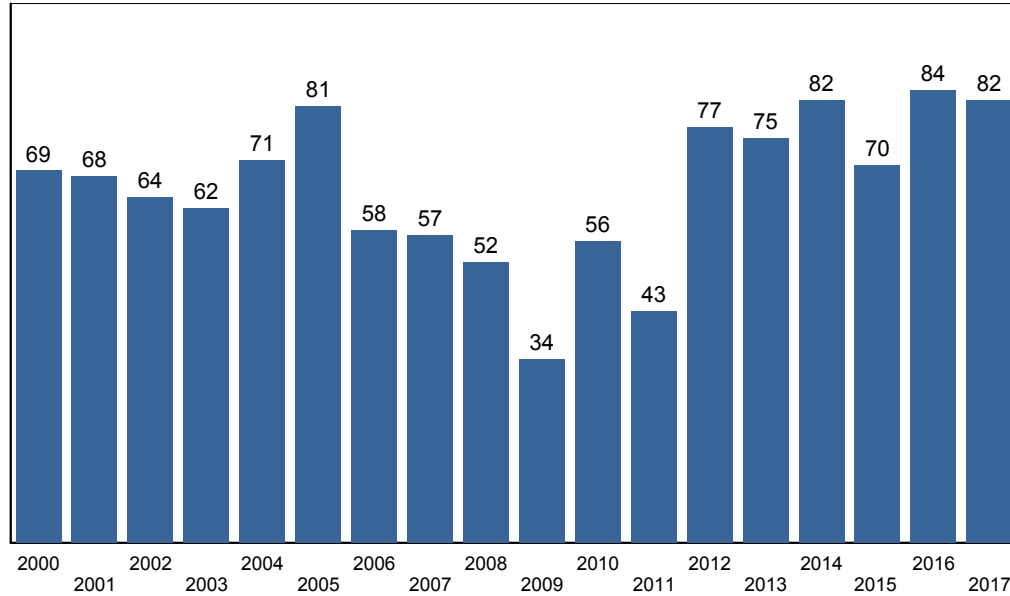
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Total Units Sold	1,066	65	56	36	46	56	69	50	63	45	30	51	67	59	86	67	83	81	56
	<u>HL Brokerage:</u>																			
	Seller or Buyer	340	12	14	14	17	22	19	12	17	16	9	17	14	21	30	31	29	28	18
	Seller	202	8	9	11	9	17	12	7	8	8	5	10	9	16	18	21	15	13	6
	Buyer	230	9	10	9	13	12	13	10	15	13	5	12	6	12	17	18	20	22	14
	Dual	92	5	5	6	5	7	6	5	6	5	1	5	1	7	5	8	6	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	32%	18%	25%	39%	37%	39%	28%	24%	27%	36%	30%	33%	21%	36%	35%	46%	35%	35%	32%
	Seller	19%	12%	16%	31%	20%	30%	17%	14%	13%	18%	17%	20%	13%	27%	21%	31%	18%	16%	11%
	Buyer	22%	14%	18%	25%	28%	21%	19%	20%	24%	29%	17%	24%	9%	20%	20%	27%	24%	27%	25%
	Dual	9%	8%	9%	17%	11%	13%	9%	10%	10%	11%	3%	10%	1%	12%	6%	12%	7%	9%	4%

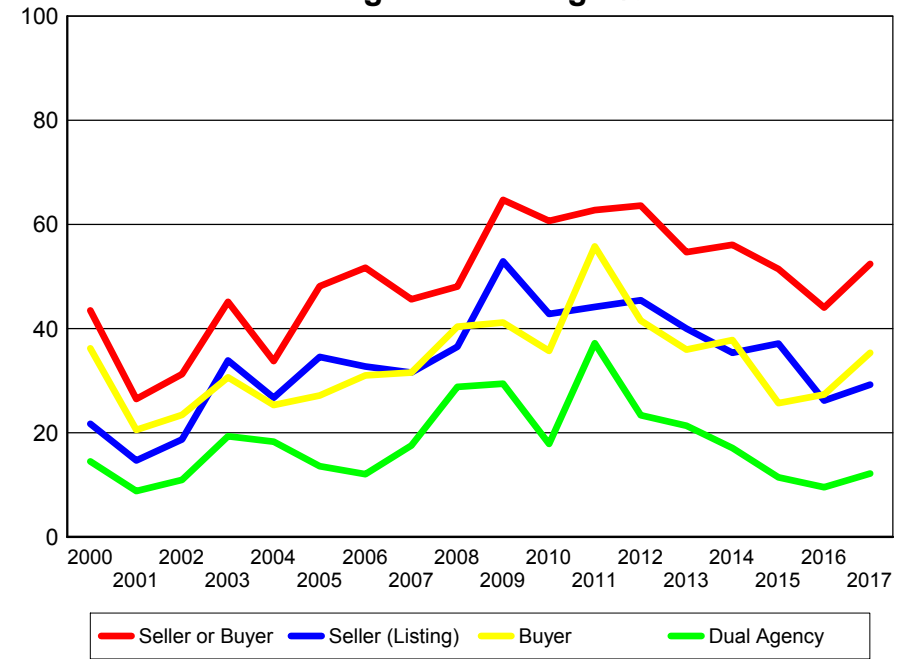
Irvington School District

Single Family

Units Sold



HL Agent Brokerage %



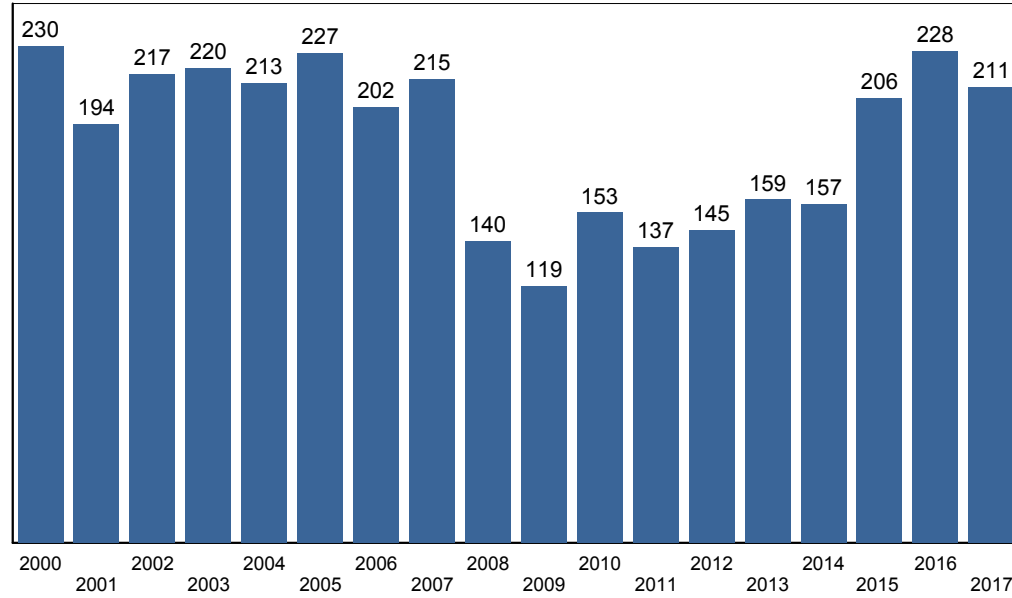
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Total Units Sold	1,185	69	68	64	62	71	81	58	57	52	34	56	43	77	75	82	70	84	82
	<u>HL Brokerage:</u>																			
	Seller or Buyer	575	30	18	20	28	24	39	30	26	25	22	34	27	49	41	46	36	37	43
	Seller	388	15	10	12	21	19	28	19	18	19	18	24	19	35	30	29	26	22	24
	Buyer	388	25	14	15	19	18	22	18	18	21	14	20	24	32	27	31	18	23	29
	Dual	201	10	6	7	12	13	11	7	10	15	10	10	16	18	16	14	8	8	10

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Seller or Buyer	49%	43%	26%	31%	45%	34%	48%	52%	46%	48%	65%	61%	63%	64%	55%	56%	51%	44%	52%
	Seller	33%	22%	15%	19%	34%	27%	35%	33%	32%	37%	53%	43%	44%	45%	40%	35%	37%	26%	29%
	Buyer	33%	36%	21%	23%	31%	25%	27%	31%	32%	40%	41%	36%	56%	42%	36%	38%	26%	27%	35%
	Dual	17%	14%	9%	11%	19%	18%	14%	12%	18%	29%	29%	18%	37%	23%	21%	17%	11%	10%	12%

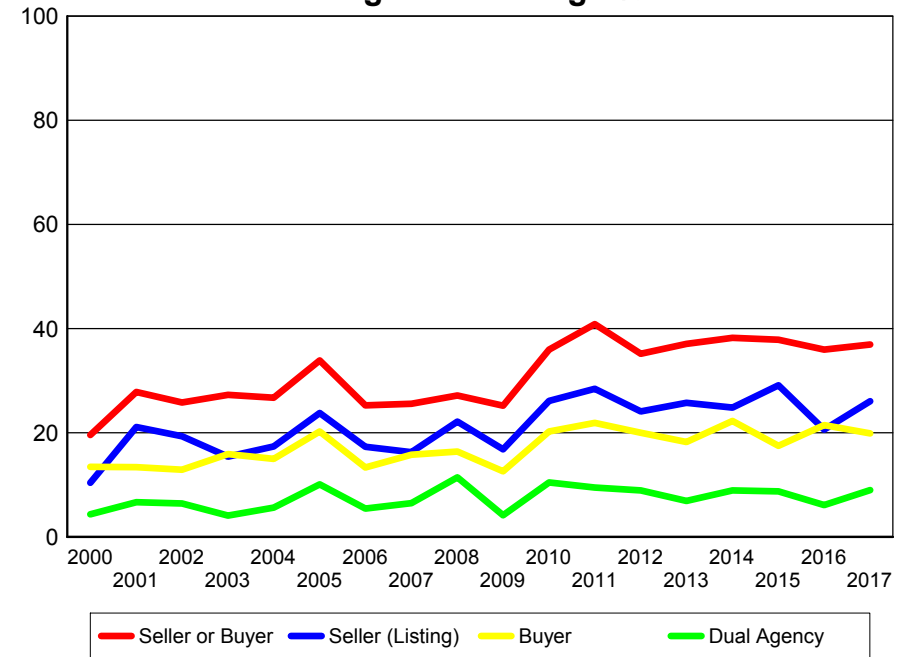
Ossining School District

Single Family

Units Sold



HL Agent Brokerage %



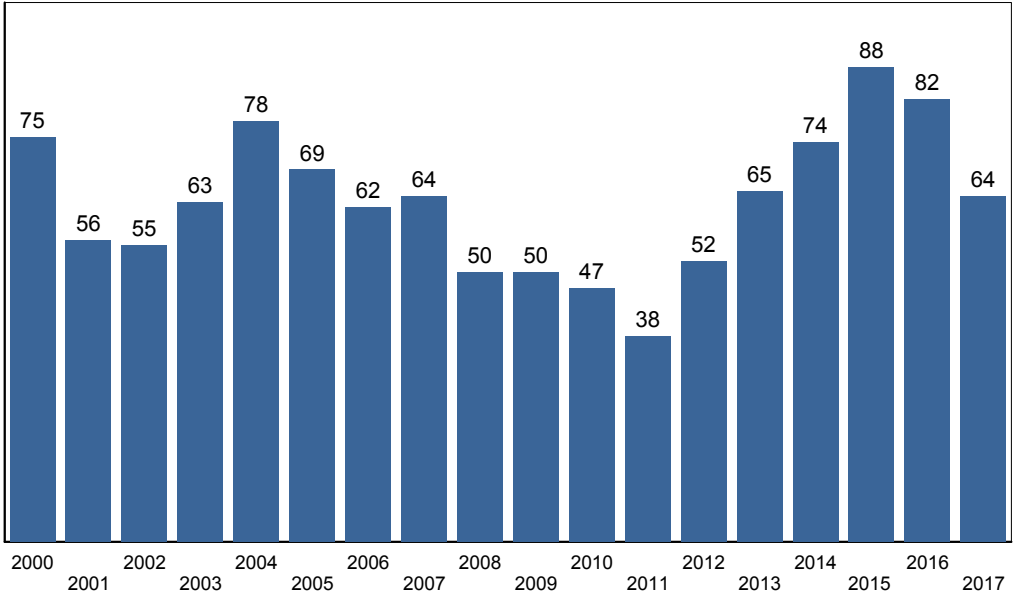
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Total Units Sold	3,373	230	194	217	220	213	227	202	215	140	119	153	137	145	159	157	206	228	211
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,042	45	54	56	60	57	77	51	55	38	30	55	56	51	59	60	78	82	78
	Seller	709	24	41	42	34	37	54	35	35	31	20	40	39	35	41	39	60	47	55
	Buyer	578	31	26	28	35	32	46	27	34	23	15	31	30	29	29	35	36	49	42
	Dual	245	10	13	14	9	12	23	11	14	16	5	16	13	13	11	14	18	14	19

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Seller or Buyer	31%	20%	28%	26%	27%	27%	34%	25%	26%	27%	25%	36%	41%	35%	37%	38%	38%	36%	37%
	Seller	21%	10%	21%	19%	15%	17%	24%	17%	16%	22%	17%	26%	28%	24%	26%	25%	29%	21%	26%
	Buyer	17%	13%	13%	13%	16%	15%	20%	13%	16%	16%	13%	20%	22%	20%	18%	22%	17%	21%	20%
	Dual	7%	4%	7%	6%	4%	6%	10%	5%	7%	11%	4%	10%	9%	9%	7%	9%	9%	6%	9%

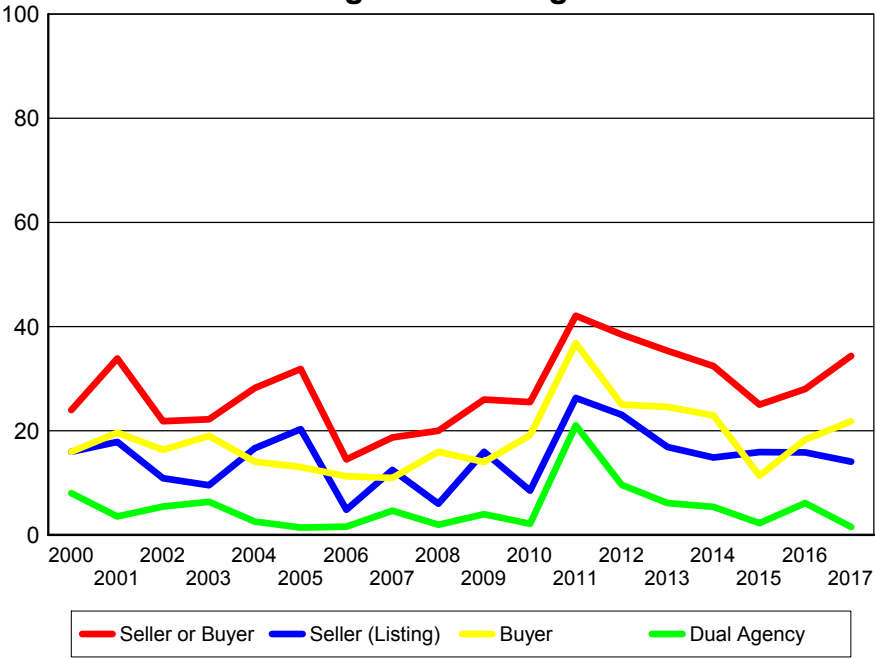
Tarrytown School District

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
Tarrytown	Total Units Sold	1,132	75	56	55	63	78	69	62	64	50	50	47	38	52	65	74	88	82	64
	HL Brokerage:																			
	Seller or Buyer	313	18	19	12	14	22	22	9	12	10	13	12	16	20	23	24	22	23	22
	Seller	167	12	10	6	6	13	14	3	8	3	8	4	10	12	11	11	14	13	9
	Buyer	201	12	11	9	12	11	9	7	7	8	7	9	14	13	16	17	10	15	14
	Dual	55	6	2	3	4	2	1	1	3	1	2	1	8	5	4	4	2	5	1

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Tarrytown	Seller or Buyer	28%	24%	34%	22%	22%	28%	32%	15%	19%	20%	26%	26%	42%	38%	35%	32%	25%	28%	34%
	Seller	15%	16%	18%	11%	10%	17%	20%	5%	13%	6%	16%	9%	26%	23%	17%	15%	16%	16%	14%
	Buyer	18%	16%	20%	16%	19%	14%	13%	11%	11%	16%	14%	19%	37%	25%	25%	23%	11%	18%	22%
	Dual	5%	8%	4%	5%	6%	3%	1%	2%	5%	2%	4%	2%	21%	10%	6%	5%	2%	6%	2%