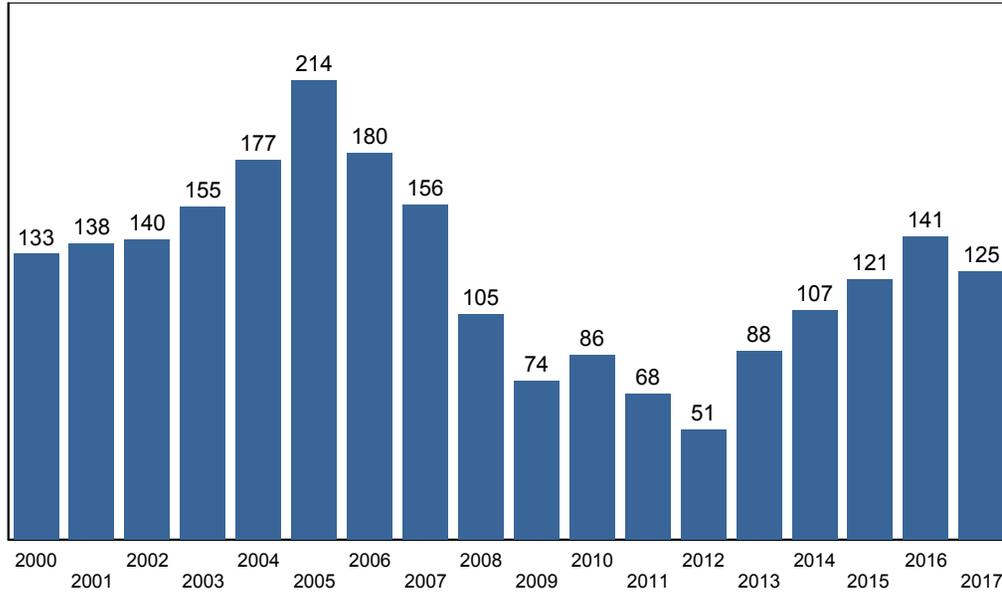


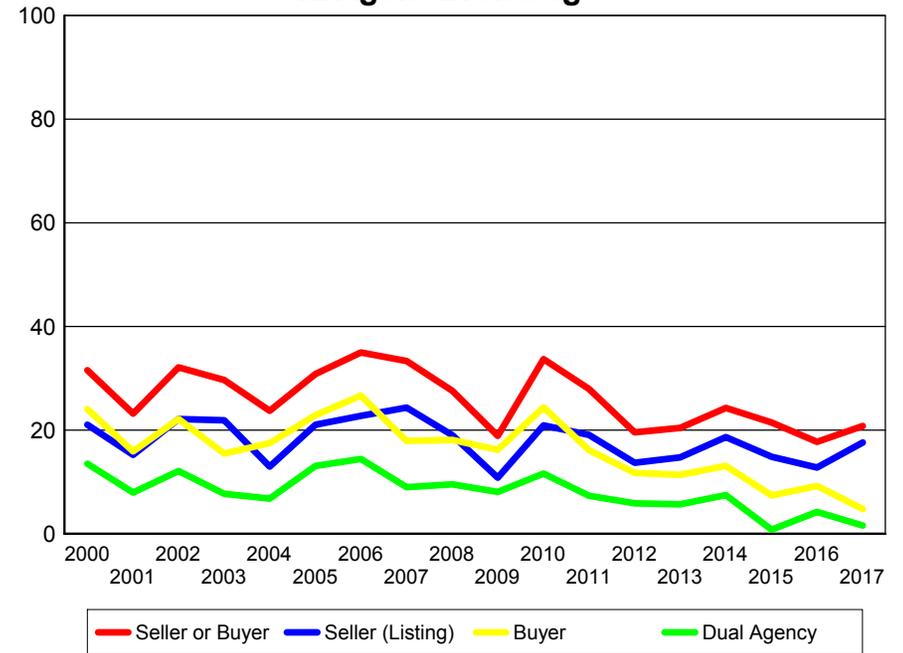
Mount Vernon School District

Co-Operative

Units Sold



HL Agent Brokerage %



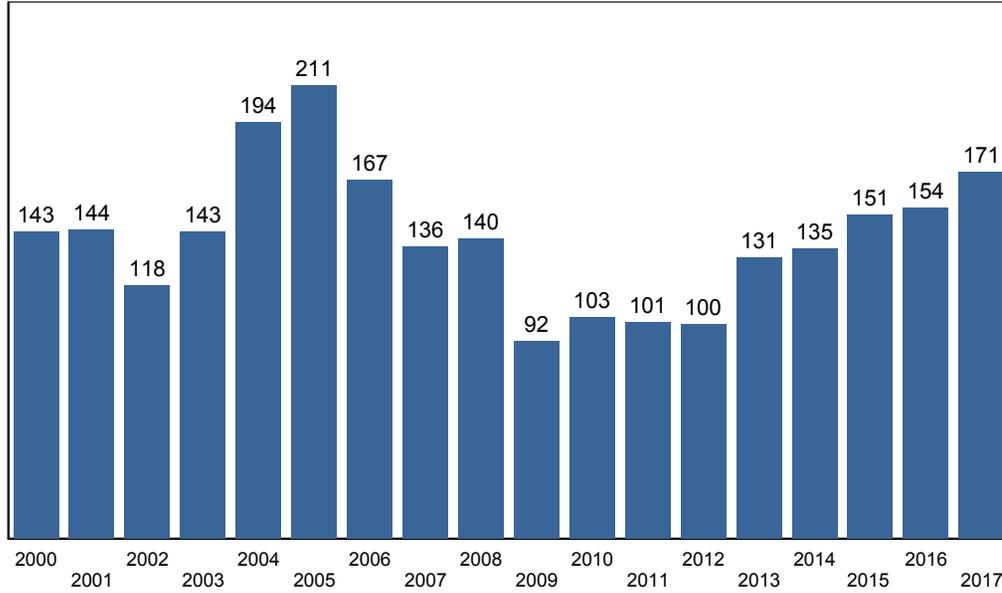
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Vernon	Total Units Sold	2,259	133	138	140	155	177	214	180	156	105	74	86	68	51	88	107	121	141	125
	<u>HL Brokerage:</u>																			
	Seller or Buyer	610	42	32	45	46	42	66	63	52	29	14	29	19	10	18	26	26	25	26
	Seller	418	28	21	31	34	23	45	41	38	20	8	18	13	7	13	20	18	18	22
	Buyer	386	32	22	31	24	31	49	48	28	19	12	21	11	6	10	14	9	13	6
Dual	194	18	11	17	12	12	28	26	14	10	6	10	5	3	5	8	1	6	2	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Vernon	Seller or Buyer	27%	32%	23%	32%	30%	24%	31%	35%	33%	28%	19%	34%	28%	20%	20%	24%	21%	18%	21%
	Seller	19%	21%	15%	22%	22%	13%	21%	23%	24%	19%	11%	21%	19%	14%	15%	19%	15%	13%	18%
	Buyer	17%	24%	16%	22%	15%	18%	23%	27%	18%	18%	16%	24%	16%	12%	11%	13%	7%	9%	5%
	Dual	9%	14%	8%	12%	8%	7%	13%	14%	9%	10%	8%	12%	7%	6%	6%	7%	1%	4%	2%

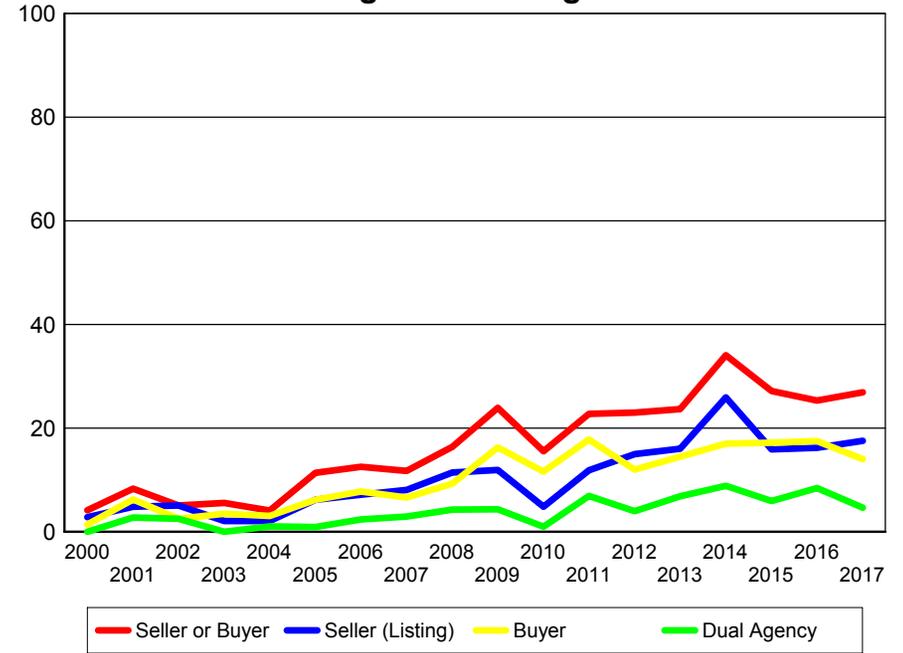
New Rochelle School District

Co-Operative

Units Sold



HL Agent Brokerage %



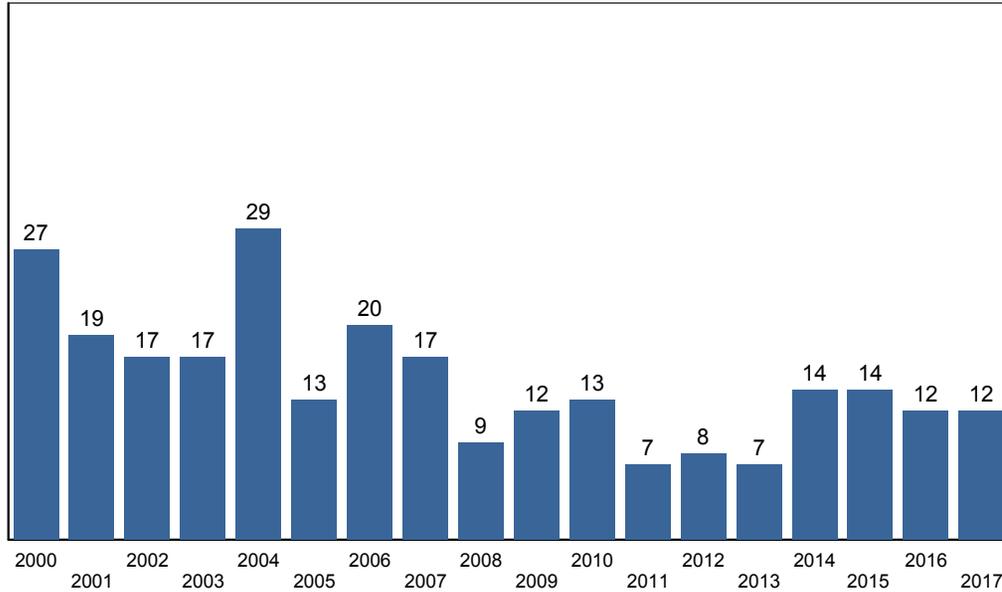
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
New Rochelle	Total Units Sold	2,534	143	144	118	143	194	211	167	136	140	92	103	101	100	131	135	151	154	171
	<u>HL Brokerage:</u>																			
	Seller or Buyer	411	6	12	6	8	8	24	21	16	23	22	16	23	23	31	46	41	39	46
	Seller	254	4	7	6	3	4	13	12	11	16	11	5	12	15	21	35	24	25	30
	Buyer	249	2	9	3	5	6	13	13	9	13	15	12	18	12	19	23	26	27	24
Dual	92		4	3		2	2	4	4	4	6	4	1	7	9	12	9	13	8	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
New Rochelle	Seller or Buyer	16%	4%	8%	5%	6%	4%	11%	13%	12%	16%	24%	16%	23%	23%	24%	34%	27%	25%	27%
	Seller	10%	3%	5%	5%	2%	2%	6%	7%	8%	11%	12%	5%	12%	15%	16%	26%	16%	16%	18%
	Buyer	10%	1%	6%	3%	3%	3%	6%	8%	7%	9%	16%	12%	18%	12%	15%	17%	17%	18%	14%
	Dual	4%		3%	3%		1%	1%	2%	3%	4%	4%	1%	7%	4%	7%	9%	6%	8%	5%

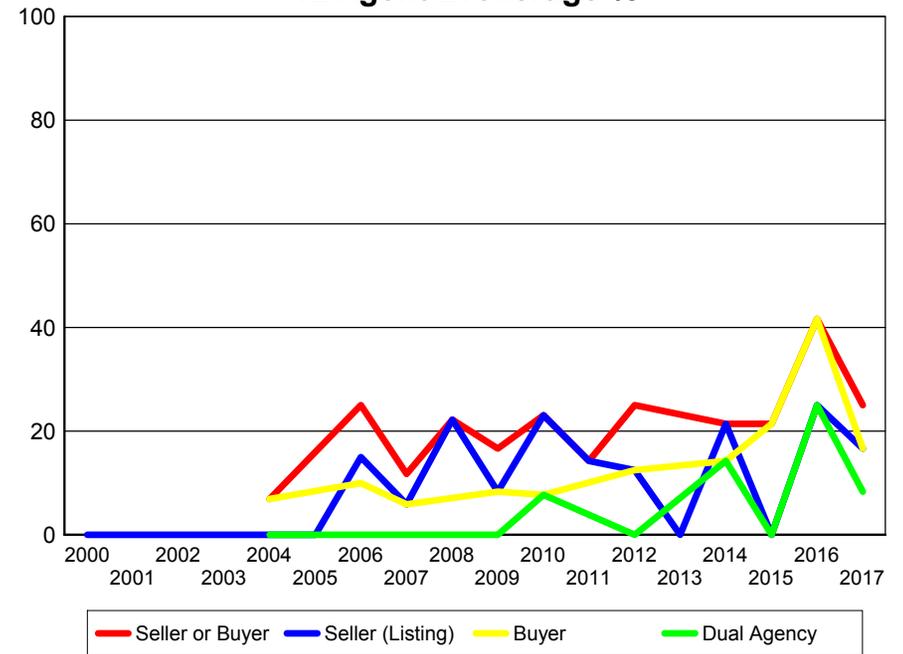
Pelham School District

Co-Operative

Units Sold



HL Agent Brokerage %



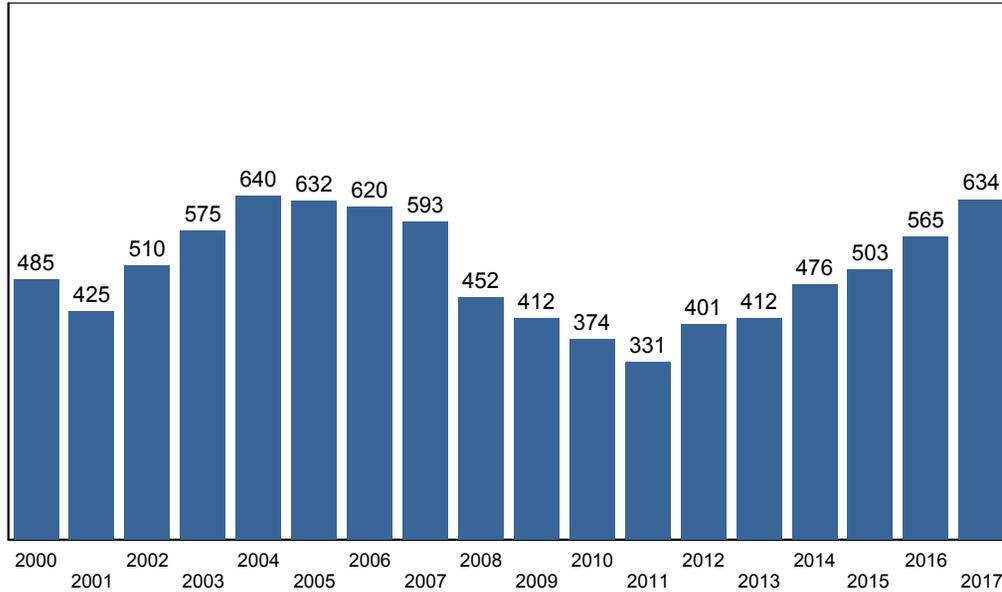
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pelham	Total Units Sold	267	27	19	17	17	29	13	20	17	9	12	13	7	8	7	14	14	12	12
	<u>HL Brokerage:</u>																			
	Seller or Buyer	33					2		5	2	2	2	3	1	2		3	3	5	3
	Seller	20							3	1	2	1	3	1	1		3	3	3	2
	Buyer	20					2		2	1		1	1	1	1		2	3	5	2
Dual	7								2	1		1				2		3	1	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pelham	Seller or Buyer	20%					7%		25%	12%	22%	17%	23%	14%	25%		21%	21%	42%	25%
	Seller	7%							15%	6%	22%	8%	23%	14%	13%		21%	25%	17%	
	Buyer	13%					7%		10%	6%		8%	8%	8%	13%		14%	21%	42%	17%
	Dual	5%											8%				14%		25%	8%

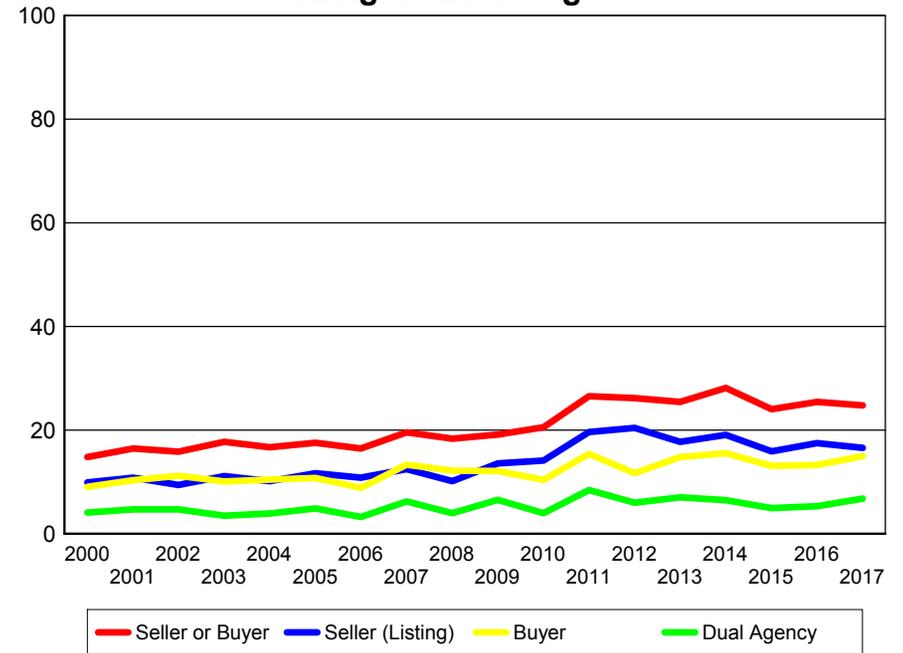
Yonkers School District

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	
Yonkers	Total Units Sold	9,040	485	425	510	575	640	632	620	593	452	412	374	331	401	412	476	503	565	634	
	<u>HL Brokerage:</u>																				
	Seller or Buyer	1,854	72	70	81	102	107	111	102	116	83	79	77	88	105	105	134	121	144	157	
	Seller	1,236	48	46	48	64	65	74	67	74	46	56	53	65	82	73	91	80	99	105	
	Buyer	1,085	44	44	57	58	67	68	55	79	55	50	39	51	47	61	74	66	75	95	
Dual	467	20	20	24	20	25	31	20	37	18	27	15	28	24	29	31	25	30	43		

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yonkers	Seller or Buyer	21%	15%	16%	16%	18%	17%	18%	16%	20%	18%	19%	21%	27%	26%	25%	28%	24%	25%	25%
	Seller	14%	10%	11%	9%	11%	10%	12%	11%	12%	10%	14%	14%	20%	20%	18%	19%	16%	18%	17%
	Buyer	12%	9%	10%	11%	10%	10%	11%	9%	13%	12%	12%	10%	15%	12%	15%	16%	13%	13%	15%
	Dual	5%	4%	5%	5%	3%	4%	5%	3%	6%	4%	7%	4%	8%	6%	7%	7%	5%	5%	7%