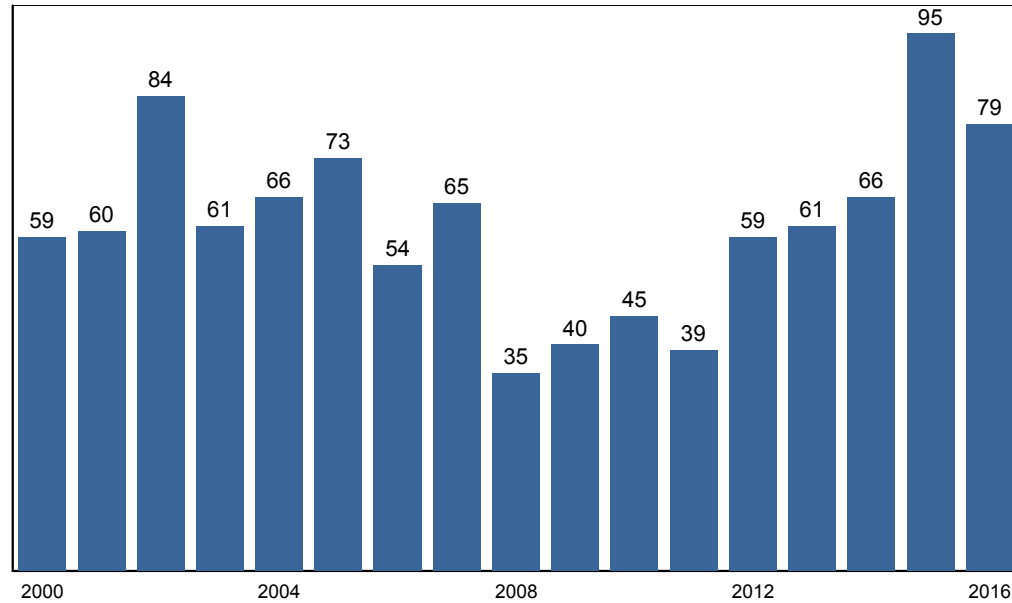


Single Family

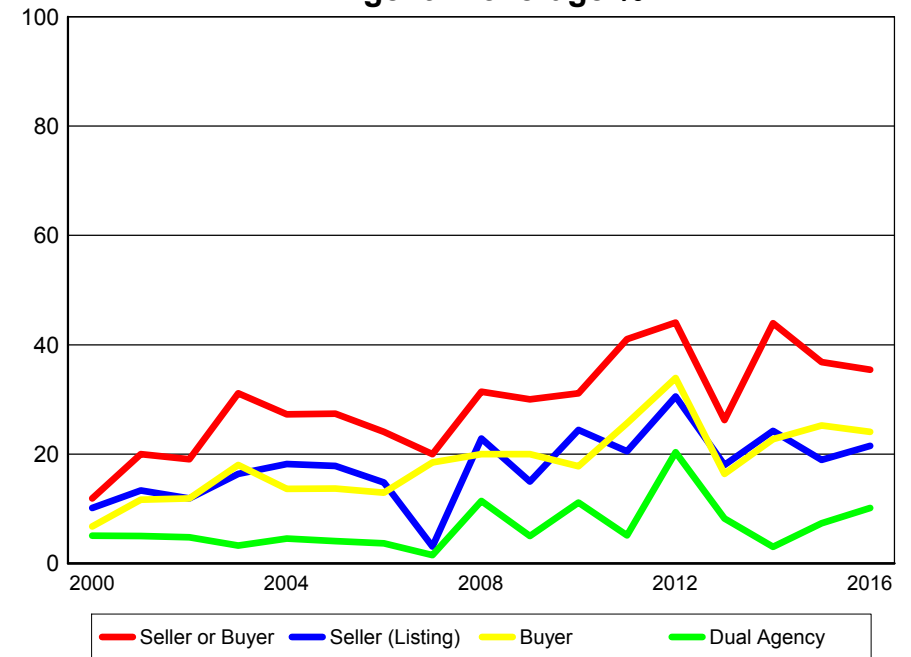
Dennis Tormey
Real Estate Salesperson
914.573.9379
dtormey@houlihanlawrence.com



Units Sold



HL Agent Brokerage %



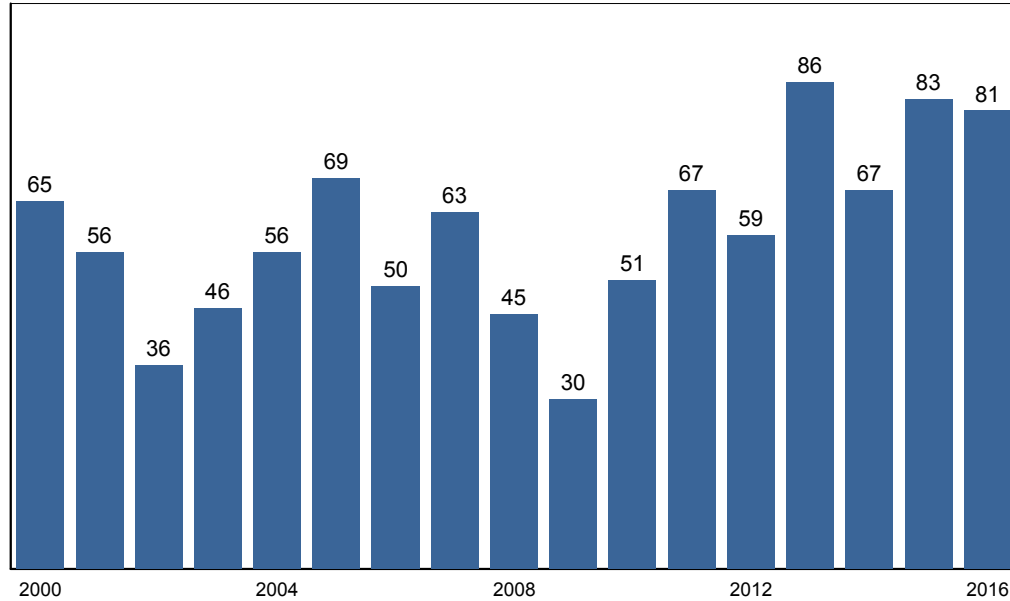
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Dobbs Ferry	Total Units Sold	1,041	59	60	84	61	66	73	54	65	35	40	45	39	59	61	66	95	79
	<u>HL Brokerage:</u>																		
	Seller or Buyer	305	7	12	16	19	18	20	13	13	11	12	14	16	26	16	29	35	28
	Seller	182	6	8	10	10	12	13	8	2	8	6	11	8	18	11	16	18	17
	Buyer	191	4	7	10	11	9	10	7	12	7	8	8	10	20	10	15	24	19
	Dual	68	3	3	4	2	3	3	2	1	4	2	5	2	12	5	2	7	8

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Dobbs Ferry	Seller or Buyer	29%	12%	20%	19%	31%	27%	27%	24%	20%	31%	30%	31%	41%	44%	26%	44%	37%	35%
	Seller	17%	10%	13%	12%	16%	18%	18%	15%	3%	23%	15%	24%	21%	31%	18%	24%	19%	22%
	Buyer	18%	7%	12%	12%	18%	14%	14%	13%	18%	20%	20%	18%	26%	34%	16%	23%	25%	24%
	Dual	7%	5%	5%	5%	3%	5%	4%	4%	2%	11%	5%	11%	5%	20%	8%	3%	7%	10%

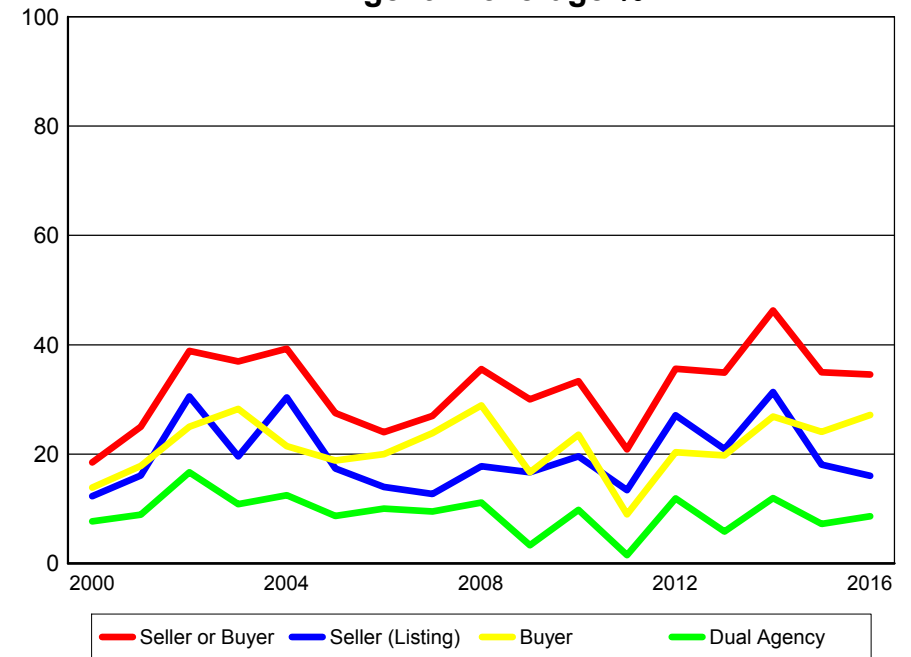


Single Family

Units Sold



HL Agent Brokerage %



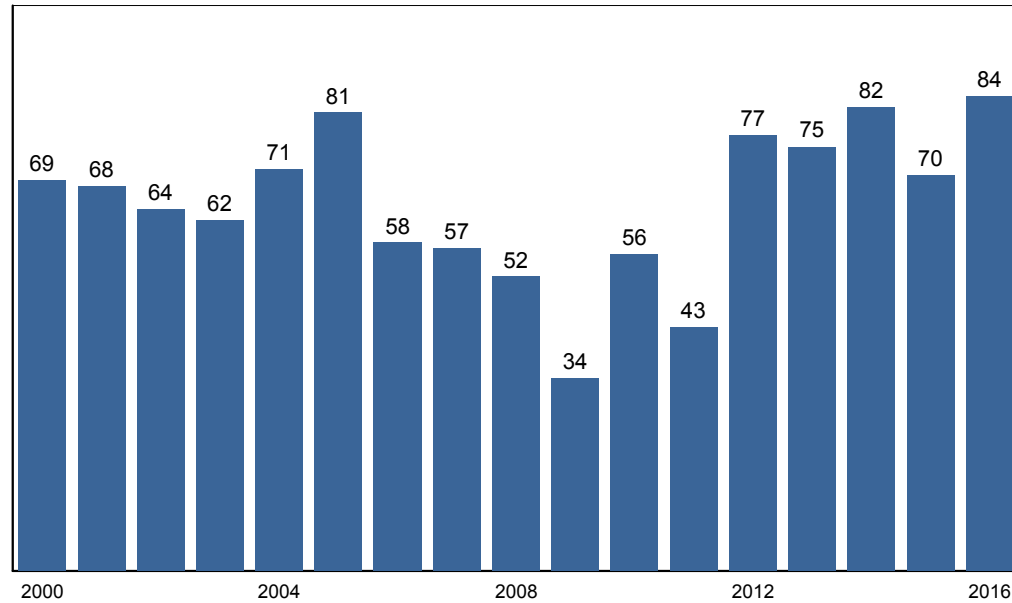
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hastings	Total Units Sold	1,010	65	56	36	46	56	69	50	63	45	30	51	67	59	86	67	83	81
	<u>HL Brokerage:</u>																		
	Seller or Buyer	322	12	14	14	17	22	19	12	17	16	9	17	14	21	30	31	29	28
	Seller	196	8	9	11	9	17	12	7	8	8	5	10	9	16	18	21	15	13
	Buyer	216	9	10	9	13	12	13	10	15	13	5	12	6	12	17	18	20	22
	Dual	90	5	5	6	5	7	6	5	6	5	1	5	1	7	5	8	6	7

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hastings	Seller or Buyer	32%	18%	25%	39%	37%	39%	28%	24%	27%	36%	30%	33%	21%	36%	35%	46%	35%	35%
	Seller	19%	12%	16%	31%	20%	30%	17%	14%	13%	18%	17%	20%	13%	27%	21%	31%	18%	16%
	Buyer	21%	14%	18%	25%	28%	21%	19%	20%	24%	29%	17%	24%	9%	20%	20%	27%	24%	27%
	Dual	9%	8%	9%	17%	11%	13%	9%	10%	10%	11%	3%	10%	1%	12%	6%	12%	7%	9%

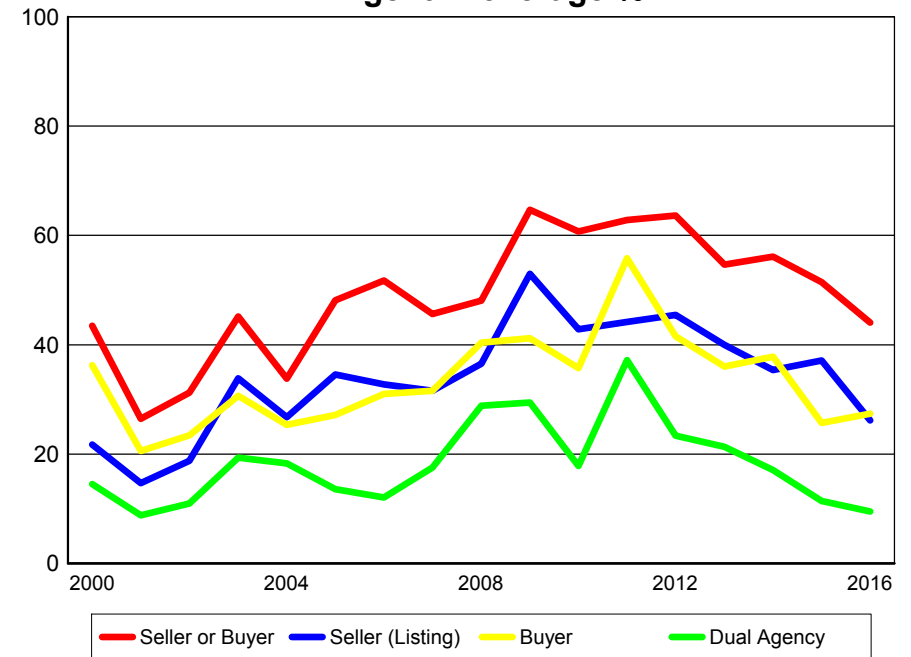


Single Family

Units Sold



HL Agent Brokerage %



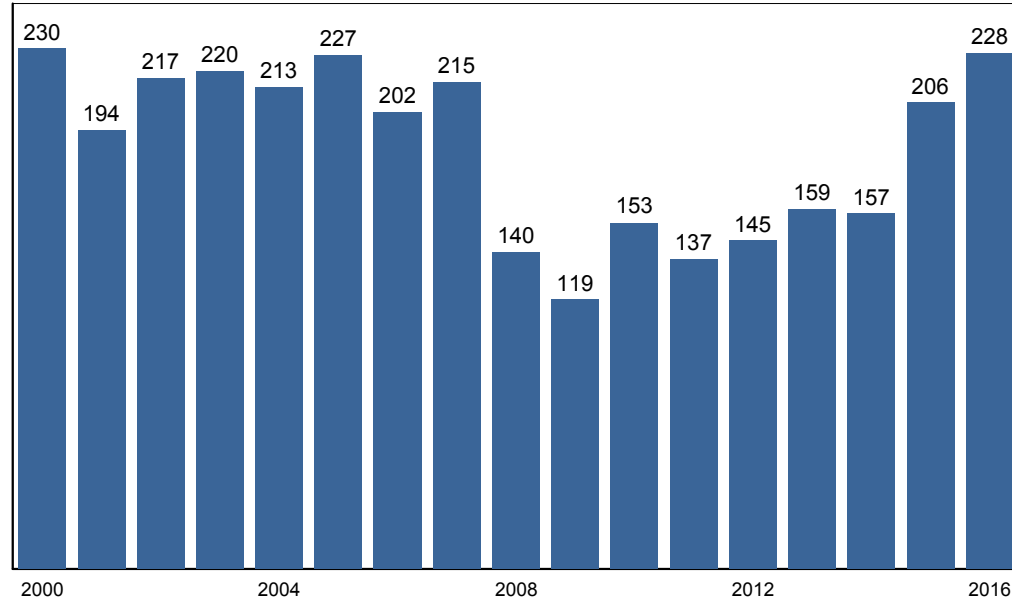
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Irvington	Total Units Sold	1,103	69	68	64	62	71	81	58	57	52	34	56	43	77	75	82	70	84
	<u>HL Brokerage:</u>																		
	Seller or Buyer	532	30	18	20	28	24	39	30	26	25	22	34	27	49	41	46	36	37
	Seller	364	15	10	12	21	19	28	19	18	19	18	24	19	35	30	29	26	22
	Buyer	359	25	14	15	19	18	22	18	18	21	14	20	24	32	27	31	18	23
	Dual	191	10	6	7	12	13	11	7	10	15	10	10	16	18	16	14	8	8

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

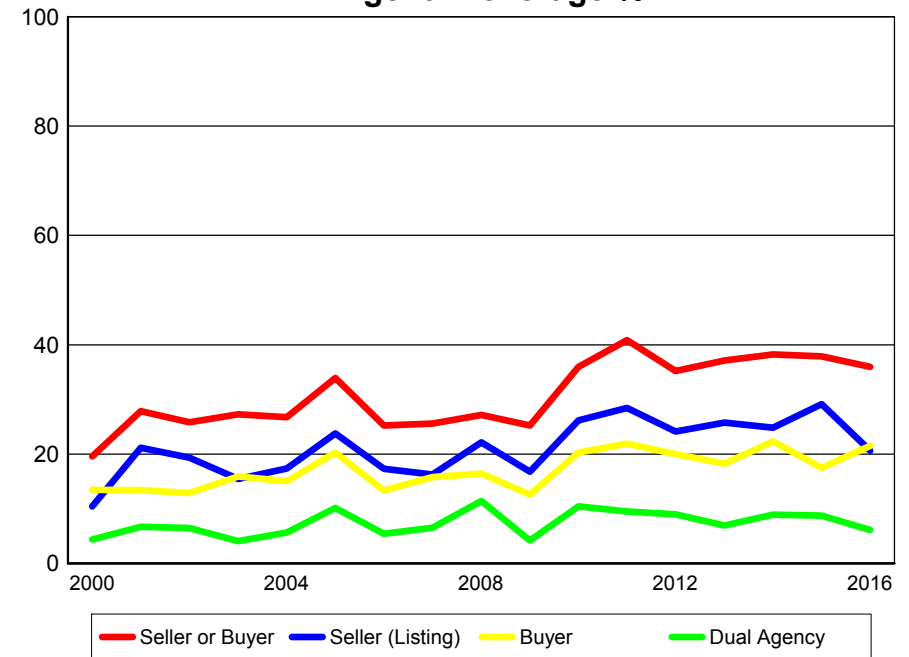


Single Family

Units Sold



HL Agent Brokerage %



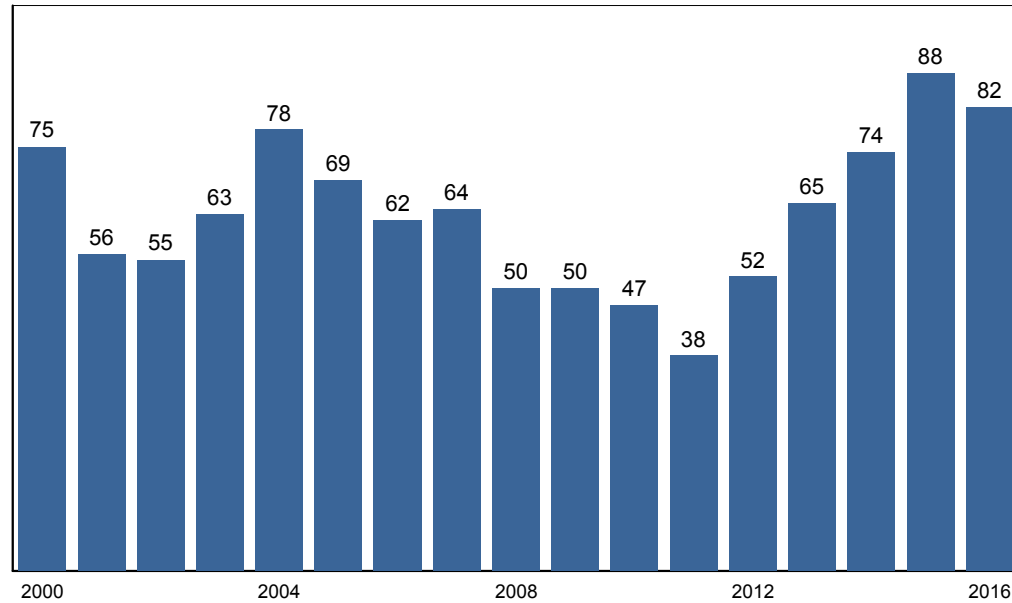
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Ossining	Total Units Sold	3,162	230	194	217	220	213	227	202	215	140	119	153	137	145	159	157	206	228
	<u>HL Brokerage:</u>																		
	Seller or Buyer	964	45	54	56	60	57	77	51	55	38	30	55	56	51	59	60	78	82
	Seller	654	24	41	42	34	37	54	35	35	31	20	40	39	35	41	39	60	47
	Buyer	536	31	26	28	35	32	46	27	34	23	15	31	30	29	29	35	36	49
	Dual	226	10	13	14	9	12	23	11	14	16	5	16	13	13	11	14	18	14

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Ossining	Seller or Buyer	30%	20%	28%	26%	27%	27%	34%	25%	26%	27%	25%	36%	41%	35%	37%	38%	38%	36%
	Seller	21%	10%	21%	19%	15%	17%	24%	17%	16%	22%	17%	26%	28%	24%	26%	25%	29%	21%
	Buyer	17%	13%	13%	13%	16%	15%	20%	13%	16%	16%	13%	20%	22%	20%	18%	22%	17%	21%
	Dual	7%	4%	7%	6%	4%	6%	10%	5%	7%	11%	4%	10%	9%	9%	7%	9%	9%	6%

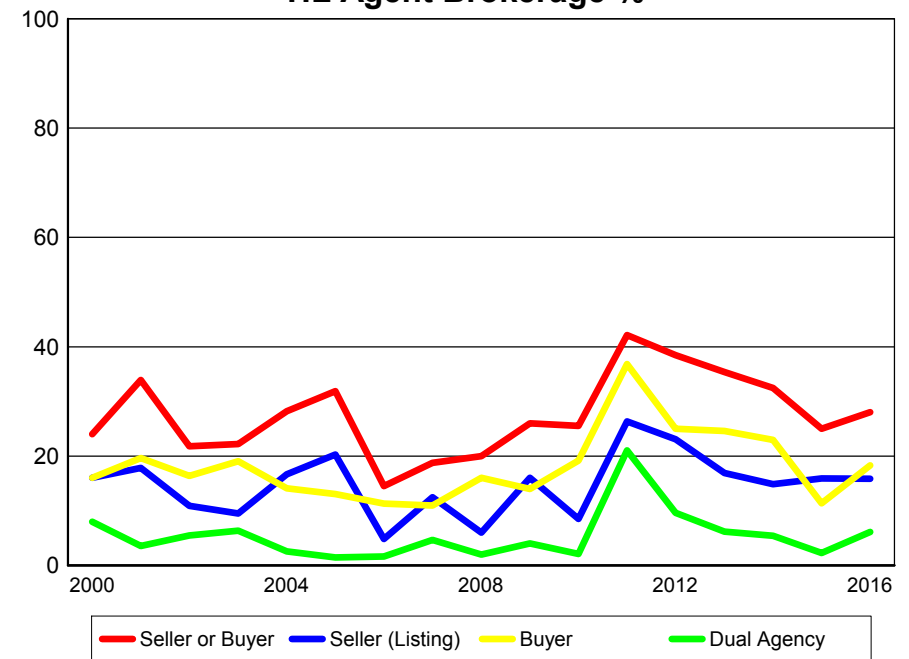


Single Family

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tarrytown	Total Units Sold	1,068	75	56	55	63	78	69	62	64	50	50	47	38	52	65	74	88	82
	<u>HL Brokerage:</u>																		
	Seller or Buyer	291	18	19	12	14	22	22	9	12	10	13	12	16	20	23	24	22	23
	Seller	158	12	10	6	6	13	14	3	8	3	8	4	10	12	11	11	14	13
	Buyer	187	12	11	9	12	11	9	7	7	8	7	9	14	13	16	17	10	15
	Dual	54	6	2	3	4	2	1	1	3	1	2	1	8	5	4	4	2	5

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tarrytown	Seller or Buyer	27%	24%	34%	22%	22%	28%	32%	15%	19%	20%	26%	26%	42%	38%	35%	32%	25%	28%
	Seller	15%	16%	18%	11%	10%	17%	20%	5%	13%	6%	16%	9%	26%	23%	17%	15%	16%	16%
	Buyer	18%	16%	20%	16%	19%	14%	13%	11%	11%	16%	14%	19%	37%	25%	25%	23%	11%	18%
	Dual	5%	8%	4%	5%	6%	3%	1%	2%	5%	2%	4%	2%	21%	10%	6%	5%	2%	6%