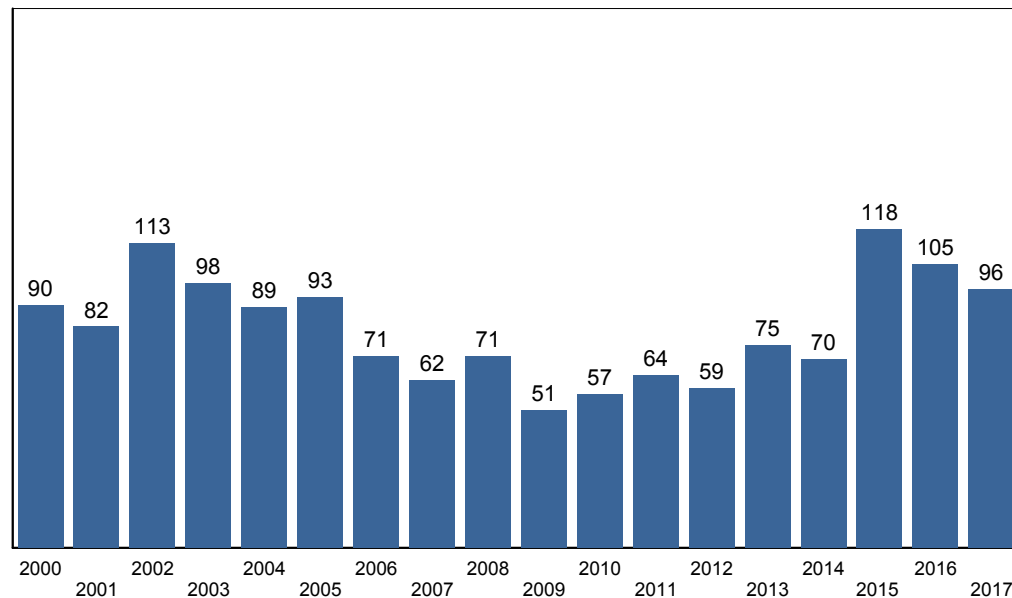
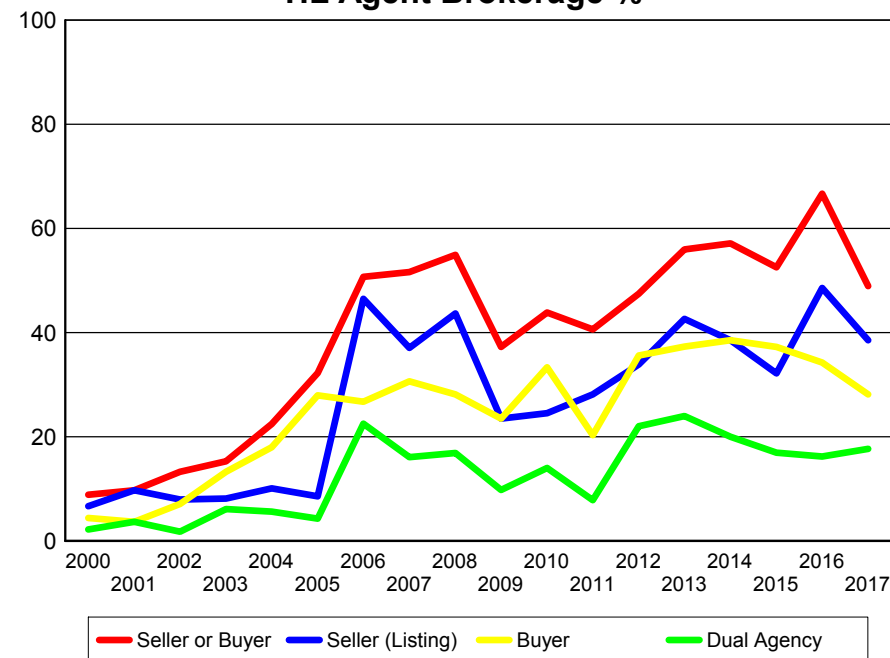


Single Family

Units Sold



HL Agent Brokerage %



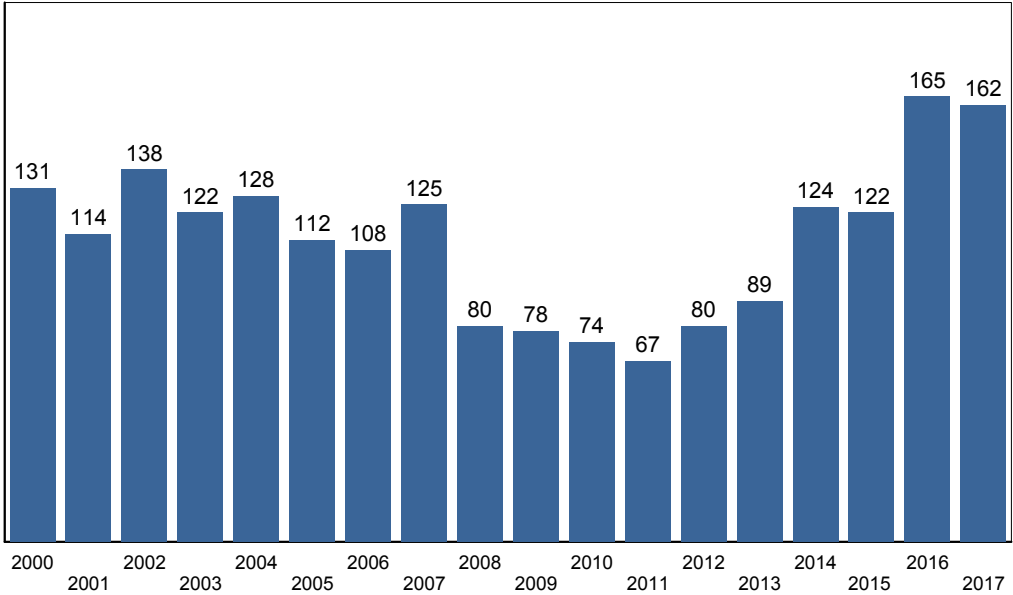
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Croton-Harmon	Total Units Sold	1,464	90	82	113	98	89	93	71	62	71	51	57	64	59	75	70	118	105	96
	<u>HL Brokerage:</u>																			
	Seller or Buyer	562	8	8	15	15	20	30	36	32	39	19	25	26	28	42	40	62	70	47
	Seller	384	6	8	9	8	9	8	33	23	31	12	14	18	20	32	27	38	51	37
	Buyer	355	4	3	8	13	16	26	19	19	20	12	19	13	21	28	27	44	36	27
	Dual	177	2	3	2	6	5	4	16	10	12	5	8	5	13	18	14	20	17	17

[illegible]

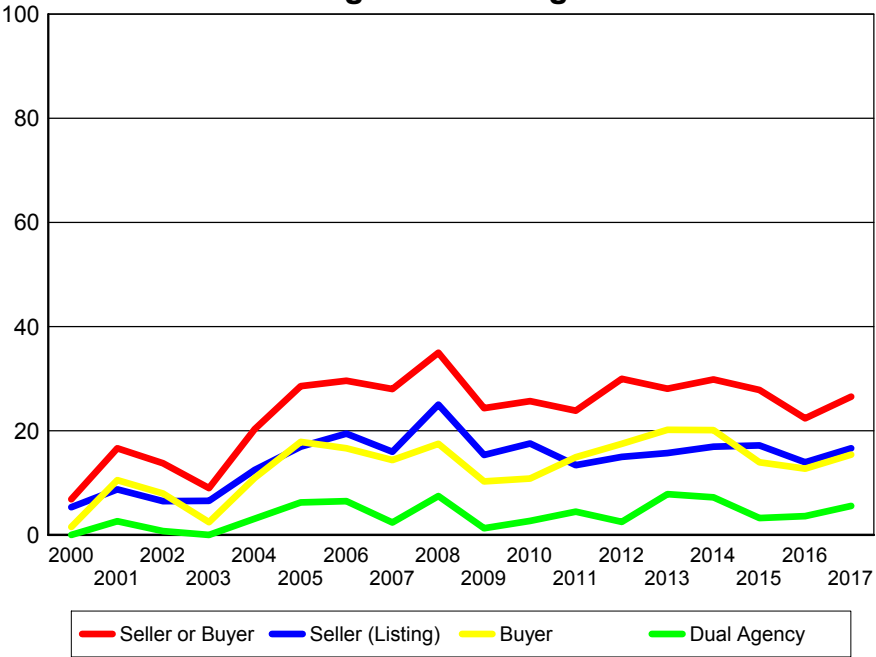
Hendrick Hudson School District

Single Family

Units Sold



HL Agent Brokerage %



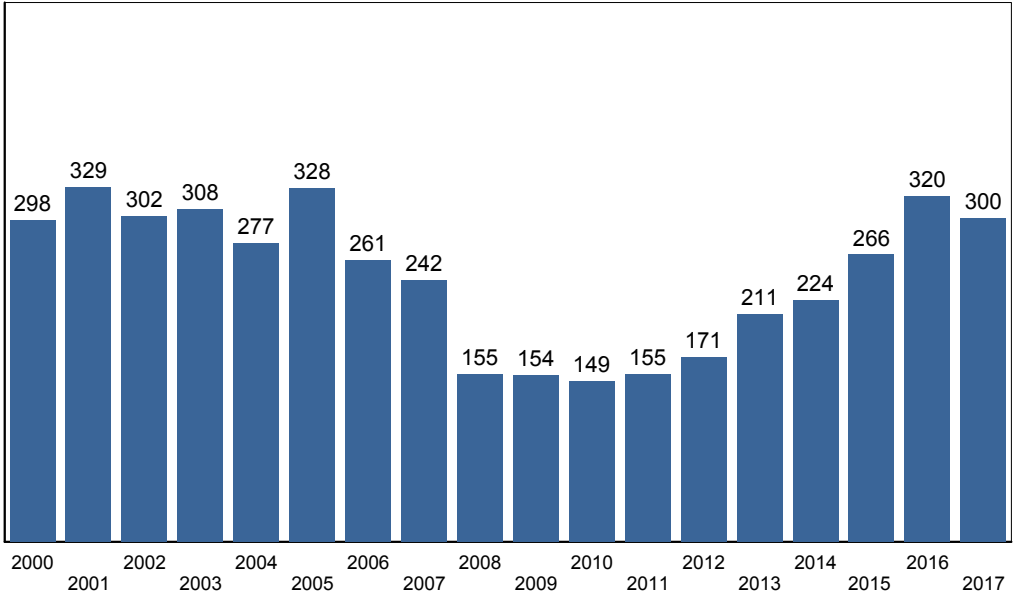
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hendrick Hudson	Total Units Sold	2,019	131	114	138	122	128	112	108	125	80	78	74	67	80	89	124	122	165	162
	HL Brokerage:																			
	Seller or Buyer	465	9	19	19	11	26	32	32	35	28	19	19	16	24	25	37	34	37	43
	Seller	282	7	10	9	8	16	19	21	20	20	12	13	9	12	14	21	21	23	27
	Buyer	258	2	12	11	3	14	20	18	18	14	8	8	10	14	18	25	17	21	25
	Dual	74		3	1		4	7	7	3	6	1	2	3	2	7	9	4	6	9

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hendrick Hudson	Seller or Buyer	23%	7%	17%	14%	9%	20%	29%	30%	28%	35%	24%	26%	24%	30%	28%	30%	28%	22%	27%
	Seller	14%	5%	9%	7%	7%	13%	17%	19%	16%	25%	15%	18%	13%	15%	16%	17%	17%	14%	17%
	Buyer	13%	2%	11%	8%	2%	11%	18%	17%	14%	18%	10%	11%	15%	18%	20%	20%	14%	13%	15%
	Dual	4%		3%	1%		3%	6%	6%	2%	8%	1%	3%	4%	3%	8%	7%	3%	4%	6%

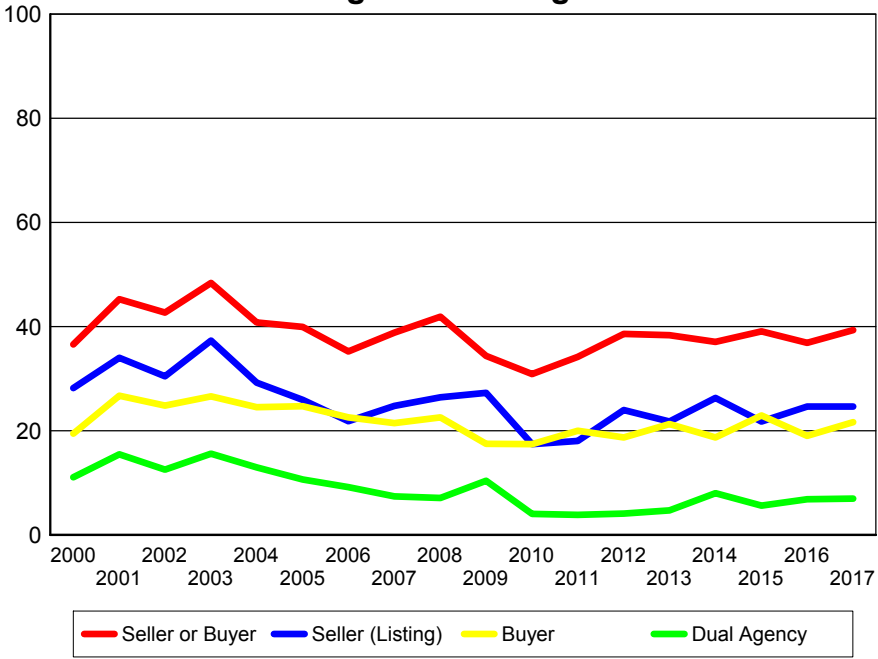
Lakeland School District

Single Family

Units Sold



HL Agent Brokerage %



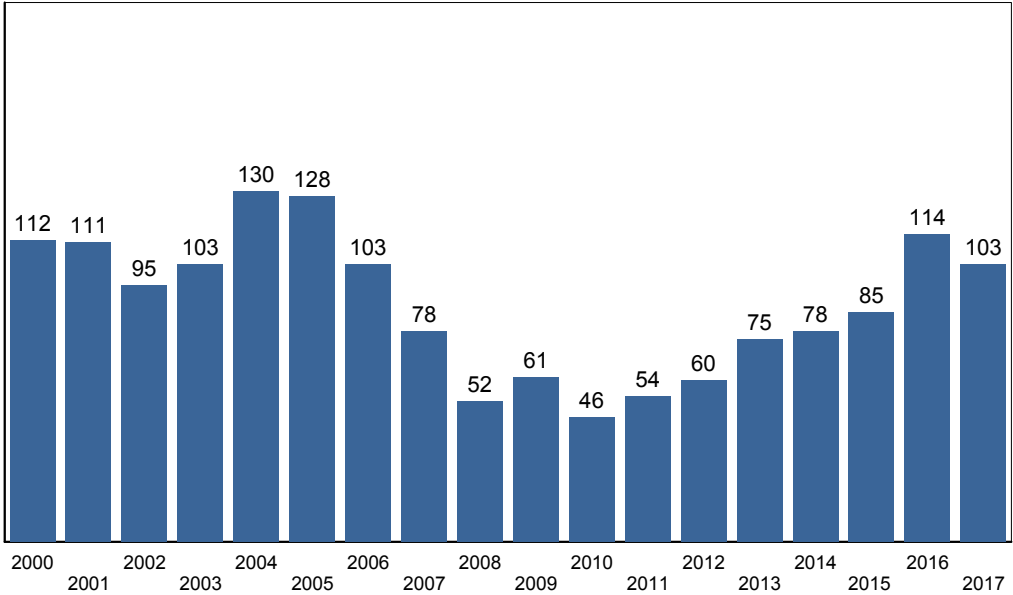
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Lakeland	Total Units Sold	4,450	298	329	302	308	277	328	261	242	155	154	149	155	171	211	224	266	320	300
	HL Brokerage:																			
	Seller or Buyer	1,753	109	149	129	149	113	131	92	94	65	53	46	53	66	81	83	104	118	118
	Seller	1,180	84	112	92	115	81	85	57	60	41	42	26	28	41	46	59	58	79	74
	Buyer	988	58	88	75	82	68	81	59	52	35	27	26	31	32	45	42	61	61	65
	Dual	415	33	51	38	48	36	35	24	18	11	16	6	6	7	10	18	15	22	21

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Lakeland	Seller or Buyer	39%	37%	45%	43%	48%	41%	40%	35%	39%	42%	34%	31%	34%	39%	38%	37%	39%	37%	39%
	Seller	27%	28%	34%	30%	37%	29%	26%	22%	25%	26%	27%	17%	18%	24%	22%	26%	22%	25%	25%
	Buyer	22%	19%	27%	25%	27%	25%	25%	23%	21%	23%	18%	17%	20%	19%	21%	19%	23%	19%	22%
	Dual	9%	11%	16%	13%	16%	13%	11%	9%	7%	7%	10%	4%	4%	4%	5%	8%	6%	7%	7%

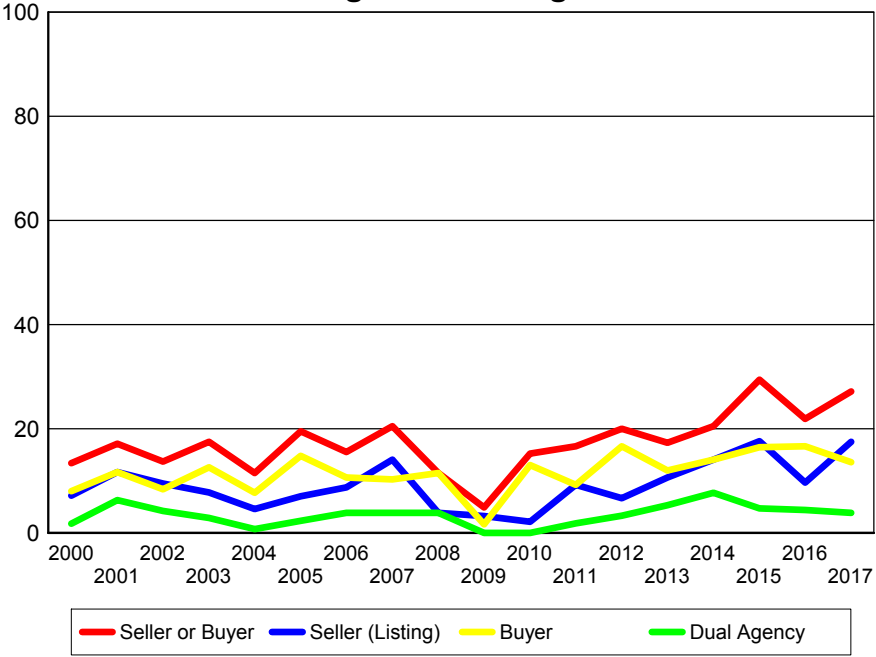
Peekskill School District

Single Family

Units Sold



HL Agent Brokerage %



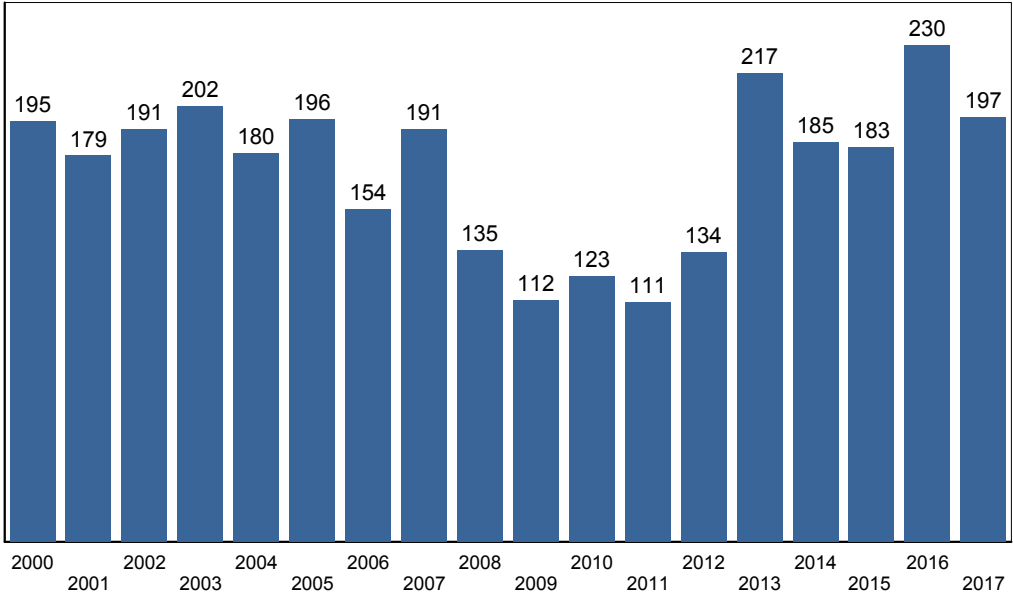
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Peekskill	Total Units Sold	1,588	112	111	95	103	130	128	103	78	52	61	46	54	60	75	78	85	114	103
	HL Brokerage:																			
	Seller or Buyer	281	15	19	13	18	15	25	16	16	6	3	7	9	12	13	16	25	25	28
	Seller	150	8	13	9	8	6	9	9	11	2	2	1	5	4	8	11	15	11	18
	Buyer	186	9	13	8	13	10	19	11	8	6	1	6	5	10	9	11	14	19	14
	Dual	55	2	7	4	3	1	3	4	3	2			1	2	4	6	4	5	4

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Peekskill	Seller or Buyer	18%	13%	17%	14%	17%	12%	20%	16%	21%	12%	5%	15%	17%	20%	17%	21%	29%	22%	27%
	Seller	9%	7%	12%	9%	8%	5%	7%	9%	14%	4%	3%	2%	9%	7%	11%	14%	18%	10%	17%
	Buyer	12%	8%	12%	8%	13%	8%	15%	11%	10%	12%	2%	13%	9%	17%	12%	14%	16%	17%	14%
	Dual	3%	2%	6%	4%	3%	1%	2%	4%	4%	4%			2%	3%	5%	8%	5%	4%	4%

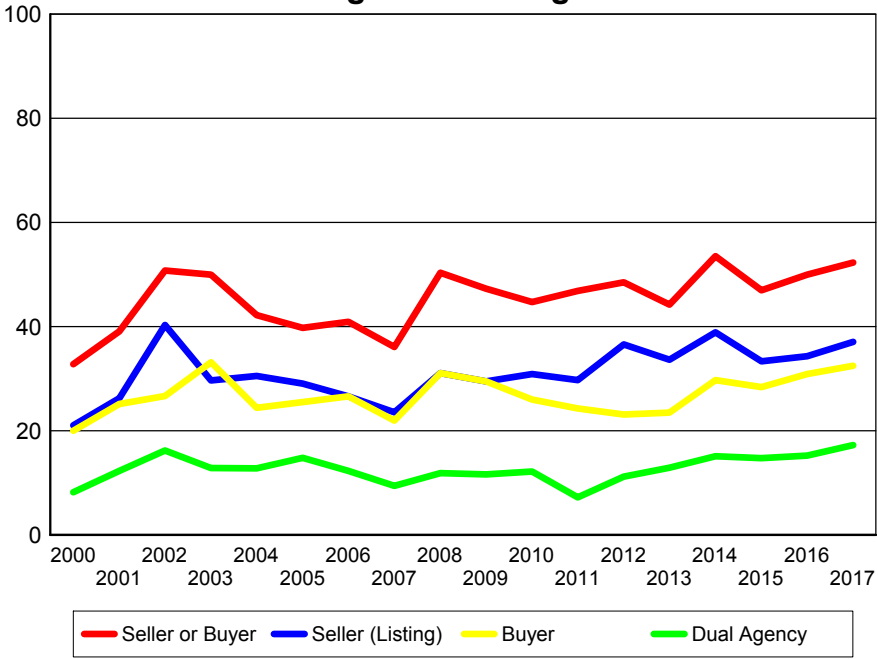
Yorktown School District

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
Yorktown	Total Units Sold	3,115	195	179	191	202	180	196	154	191	135	112	123	111	134	217	185	183	230	197
	HL Brokerage:																			
	Seller or Buyer	1,410	64	70	97	101	76	78	63	69	68	53	55	52	65	96	99	86	115	103
	Seller	976	41	47	77	60	55	57	41	45	42	33	38	33	49	73	72	61	79	73
	Buyer	837	39	45	51	67	44	50	41	42	42	33	32	27	31	51	55	52	71	64
	Dual	403	16	22	31	26	23	29	19	18	16	13	15	8	15	28	28	27	35	34

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yorktown	Seller or Buyer	45%	33%	39%	51%	50%	42%	40%	41%	36%	50%	47%	45%	47%	49%	44%	54%	47%	50%	52%
	Seller	31%	21%	26%	40%	30%	31%	29%	27%	24%	31%	29%	31%	30%	37%	34%	39%	33%	34%	37%
	Buyer	27%	20%	25%	27%	33%	24%	26%	27%	22%	31%	29%	26%	24%	23%	24%	30%	28%	31%	32%
	Dual	13%	8%	12%	16%	13%	13%	15%	12%	9%	12%	12%	12%	7%	11%	13%	15%	15%	15%	17%