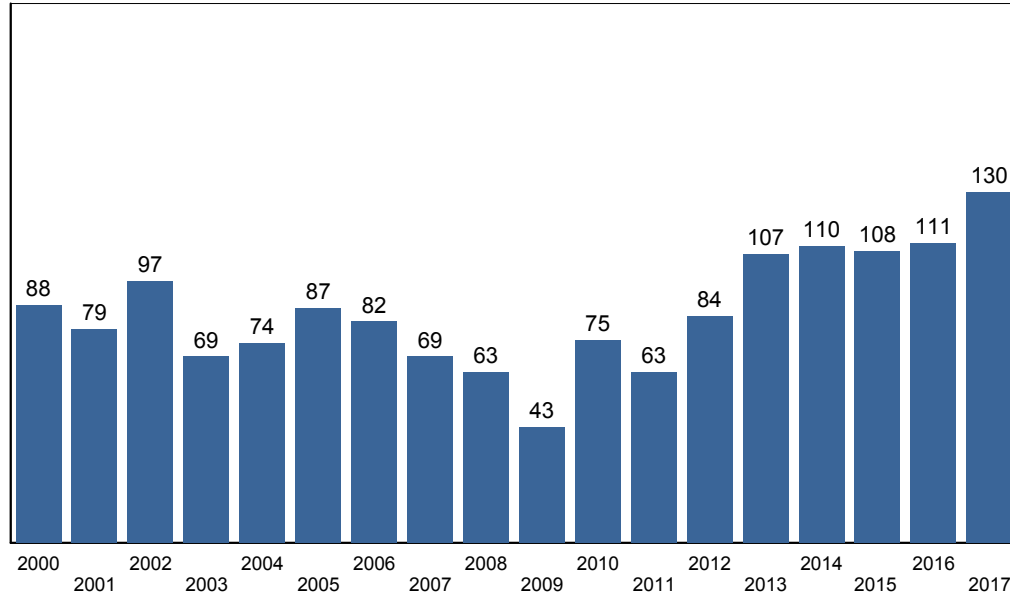


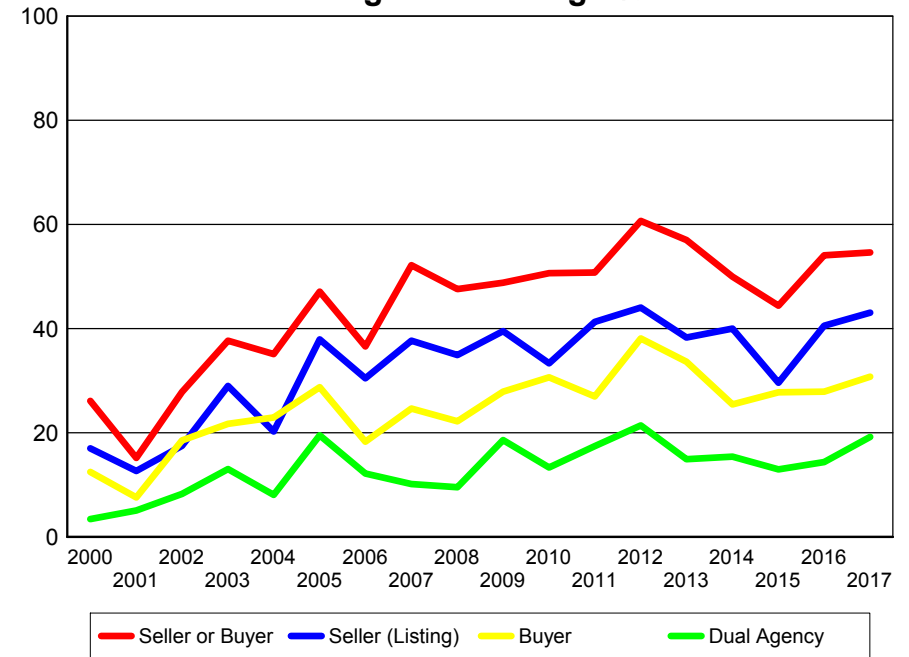
Ardsley School District

Single Family

Units Sold



HL Agent Brokerage %

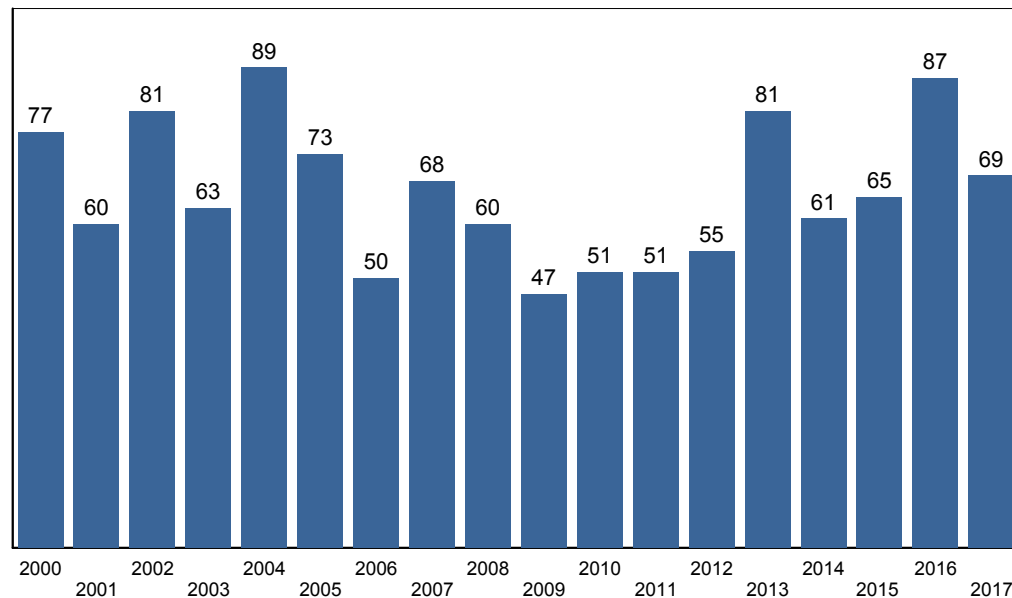


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ardsley	Total Units Sold	1,539	88	79	97	69	74	87	82	69	63	43	75	63	84	107	110	108	111	130
	<u>HL Brokerage:</u>																			
	Seller or Buyer	688	23	12	27	26	26	41	30	36	30	21	38	32	51	61	55	48	60	71
	Seller	506	15	10	17	20	15	33	25	26	22	17	25	26	37	41	44	32	45	56
	Buyer	387	11	6	18	15	17	25	15	17	14	12	23	17	32	36	28	30	31	40
	Dual	205	3	4	8	9	6	17	10	7	6	8	10	11	18	16	17	14	16	25

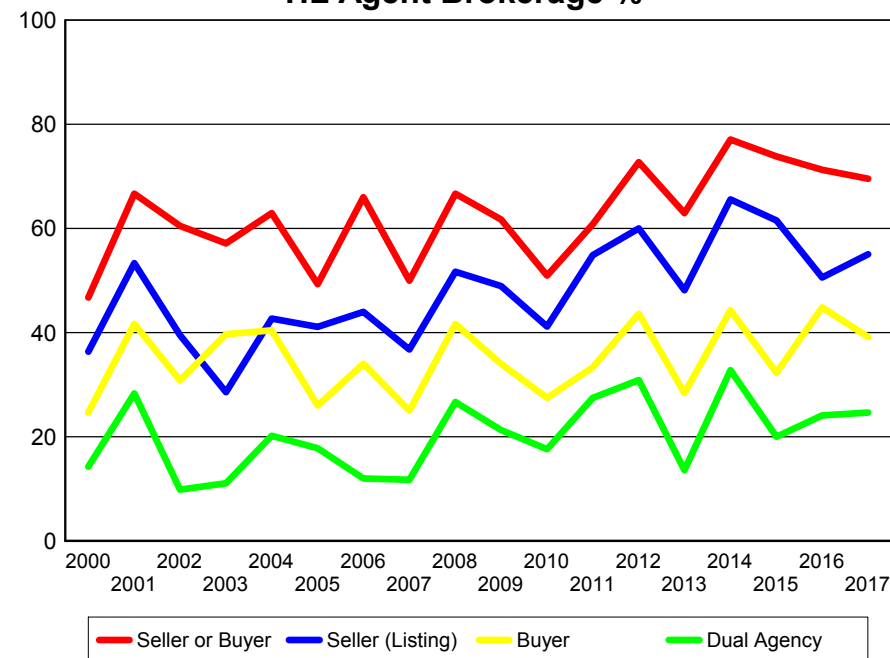
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ardsley	Seller or Buyer	45%	26%	15%	28%	38%	35%	47%	37%	52%	48%	49%	51%	51%	61%	57%	50%	44%	54%	55%
	Seller	33%	17%	13%	18%	29%	20%	38%	30%	38%	35%	40%	33%	41%	44%	38%	40%	30%	41%	43%
	Buyer	25%	13%	8%	19%	22%	23%	29%	18%	25%	22%	28%	31%	27%	38%	34%	25%	28%	28%	31%
	Dual	13%	3%	5%	8%	13%	8%	20%	12%	10%	10%	19%	13%	17%	21%	15%	15%	13%	14%	19%

Single Family

Units Sold



HL Agent Brokerage %

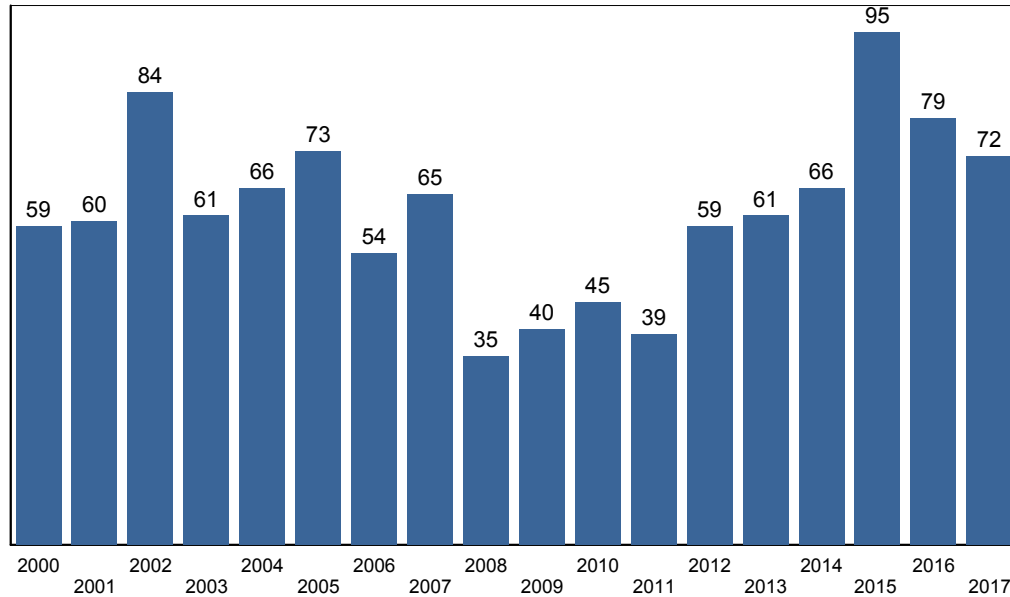


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Total Units Sold	1,188	77	60	81	63	89	73	50	68	60	47	51	51	55	81	61	65	87	69
	HL Brokerage:																			
	Seller or Buyer	742	36	40	49	36	56	36	33	34	40	29	26	31	40	51	47	48	62	48
	Seller	562	28	32	32	18	38	30	22	25	31	23	21	28	33	39	40	40	44	38
	Buyer	416	19	25	25	25	36	19	17	17	25	16	14	17	24	23	27	21	39	27
	Dual	236	11	17	8	7	18	13	6	8	16	10	9	14	17	11	20	13	21	17

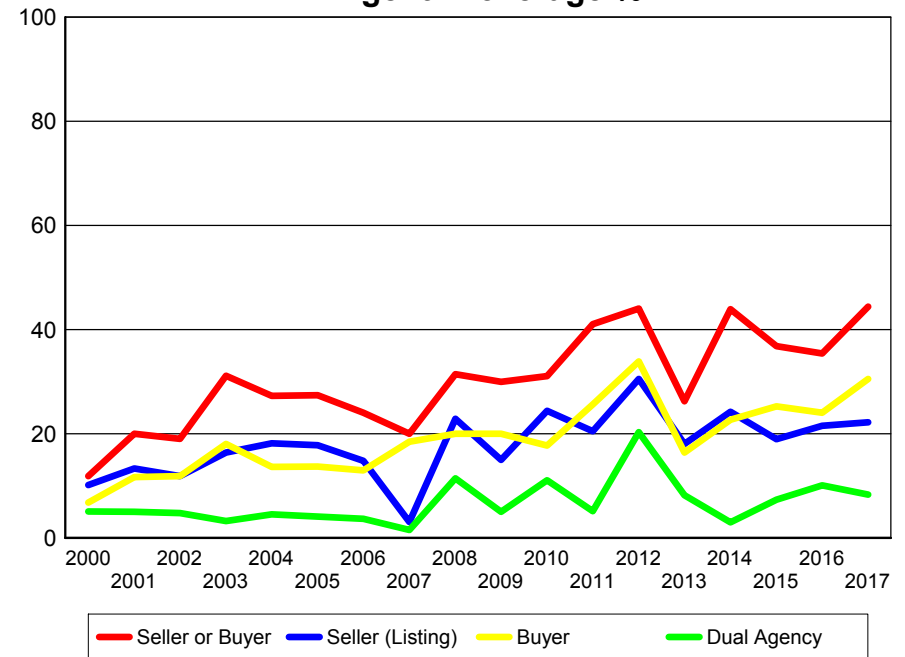
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Briarcliff Manor	Seller or Buyer	62%	47%	67%	60%	57%	63%	49%	66%	50%	67%	62%	51%	61%	73%	63%	77%	74%	71%	70%
	Seller	47%	36%	53%	40%	29%	43%	41%	44%	37%	52%	49%	41%	55%	60%	48%	66%	62%	51%	55%
	Buyer	35%	25%	42%	31%	40%	40%	26%	34%	25%	42%	34%	27%	33%	44%	28%	44%	32%	45%	39%
	Dual	20%	14%	28%	10%	11%	20%	18%	12%	12%	27%	21%	18%	27%	31%	14%	33%	20%	24%	25%

Single Family

Units Sold



HL Agent Brokerage %



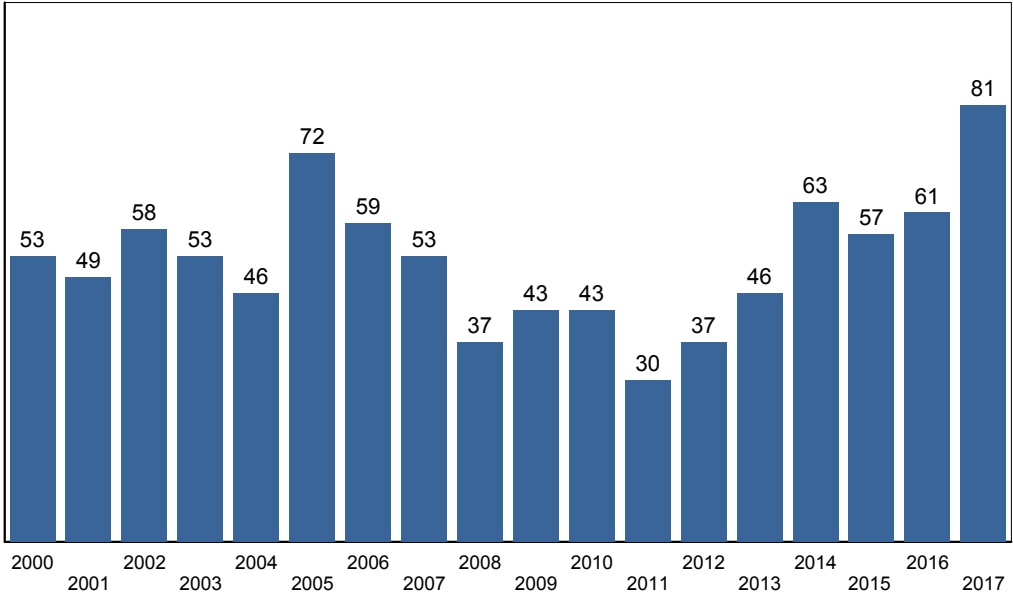
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Total Units Sold	1,113	59	60	84	61	66	73	54	65	35	40	45	39	59	61	66	95	79	72
	<u>HL Brokerage:</u>																			
	Seller or Buyer	337	7	12	16	19	18	20	13	13	11	12	14	16	26	16	29	35	28	32
	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%

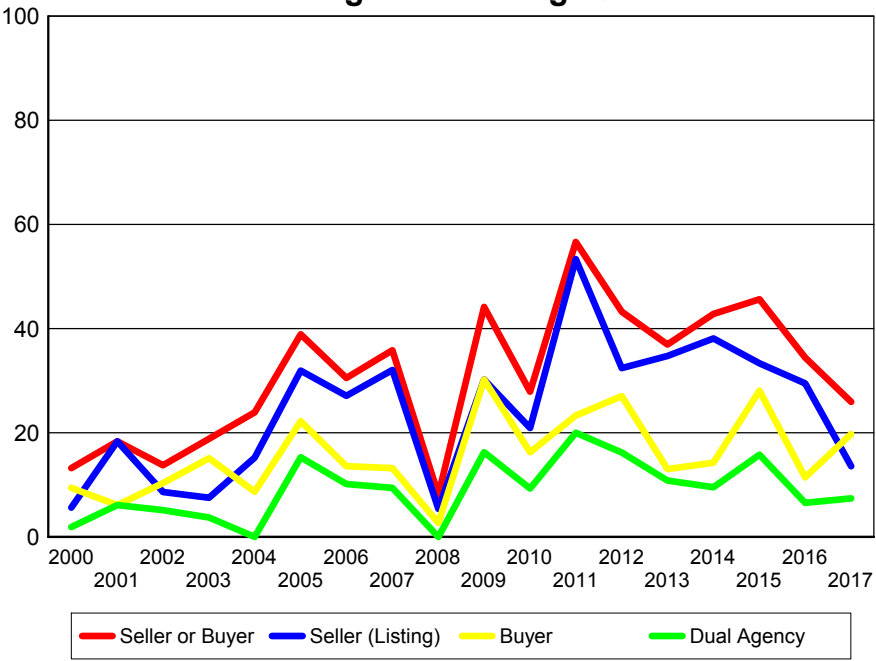
Elmsford School District

Single Family

Units Sold



HL Agent Brokerage %



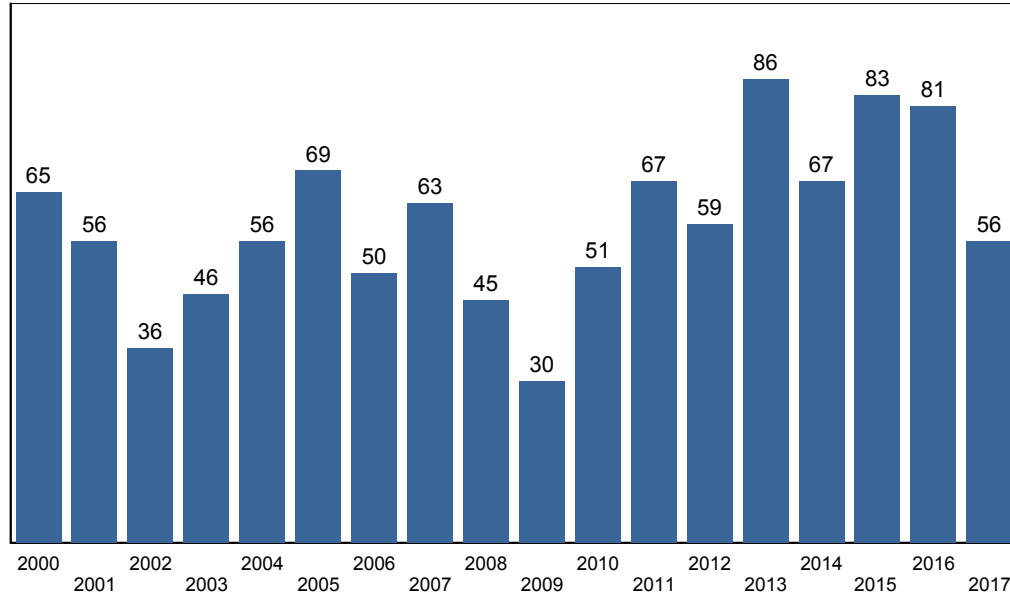
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Elmsford	Total Units Sold	941	53	49	58	53	46	72	59	53	37	43	43	30	37	46	63	57	61	81
	HL Brokerage:																			
	Seller or Buyer	289	7	9	8	10	11	28	18	19	3	19	12	17	16	17	27	26	21	21
	Seller	224	3	9	5	4	7	23	16	17	2	13	9	16	12	16	24	19	18	11
	Buyer	149	5	3	6	8	4	16	8	7	1	13	7	7	10	6	9	16	7	16
Dual		84	1	3	3	2		11	6	5		7	4	6	6	5	6	9	4	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Elmsford	Seller or Buyer	31%	13%	18%	14%	19%	24%	39%	31%	36%	8%	44%	28%	57%	43%	37%	43%	46%	34%	26%
	Seller	24%	6%	18%	9%	8%	15%	32%	27%	32%	5%	30%	21%	53%	32%	35%	38%	33%	30%	14%
	Buyer	16%	9%	6%	10%	15%	9%	22%	14%	13%	3%	30%	16%	23%	27%	13%	14%	28%	11%	20%
	Dual	9%	2%	6%	5%	4%		15%	10%	9%		16%	9%	20%	16%	11%	10%	16%	7%	7%

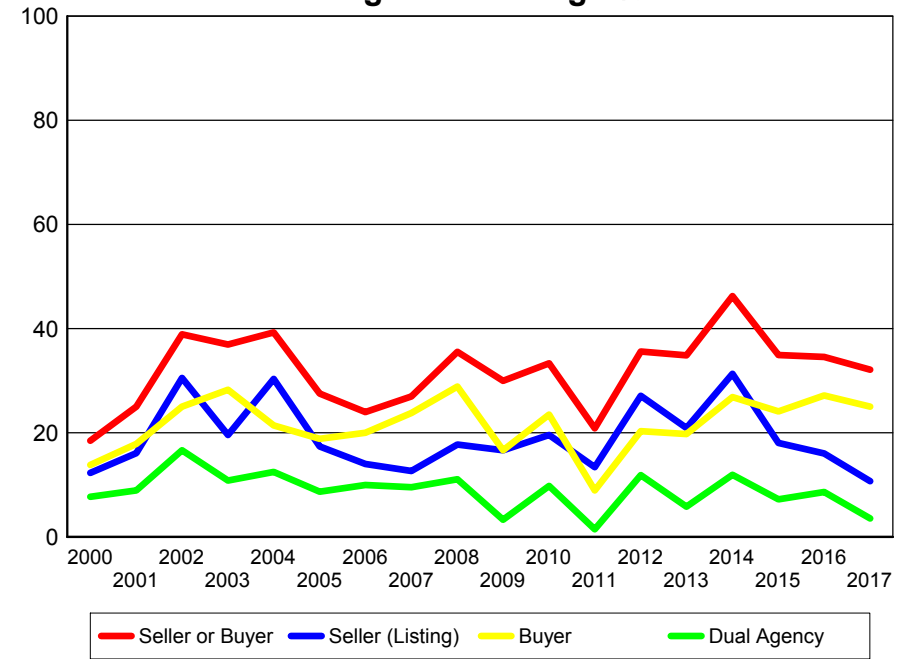
Hastings School District

Single Family

Units Sold



HL Agent Brokerage %



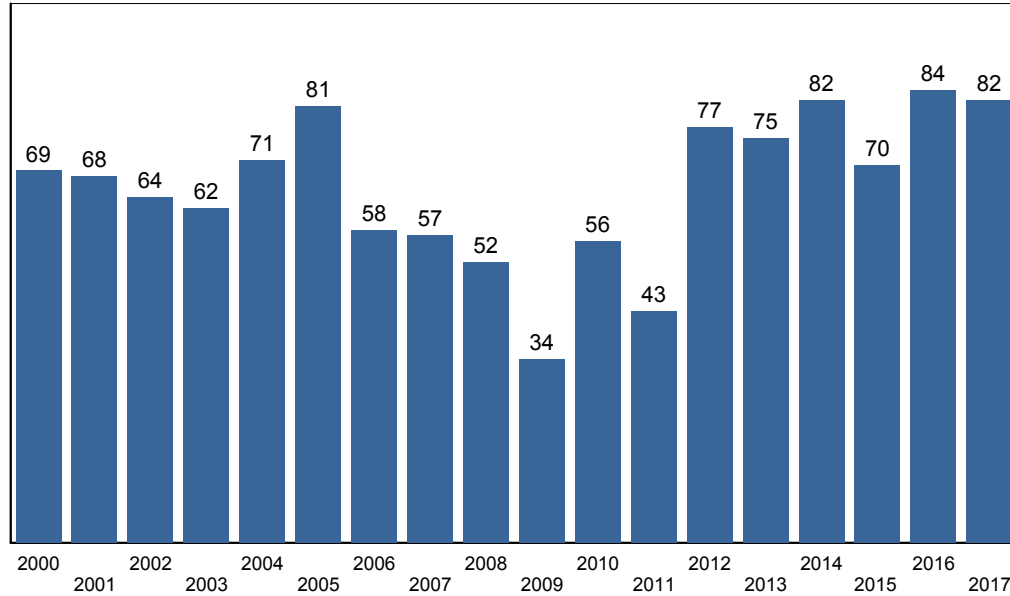
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Total Units Sold	1,066	65	56	36	46	56	69	50	63	45	30	51	67	59	86	67	83	81	56
	<u>HL Brokerage:</u>																			
	Seller or Buyer	340	12	14	14	17	22	19	12	17	16	9	17	14	21	30	31	29	28	18
	Seller	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%

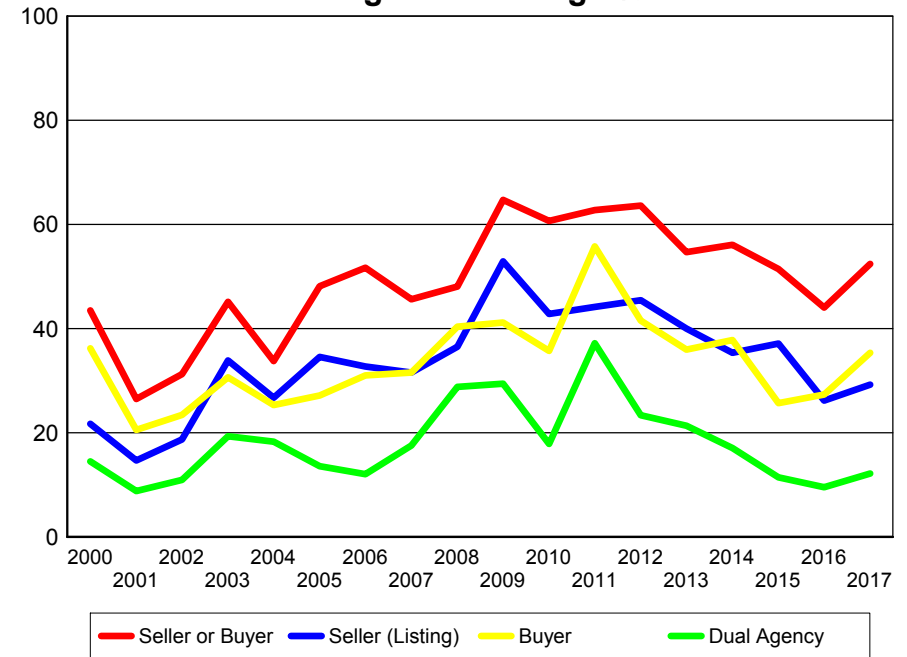
Irvington School District

Single Family

Units Sold



HL Agent Brokerage %



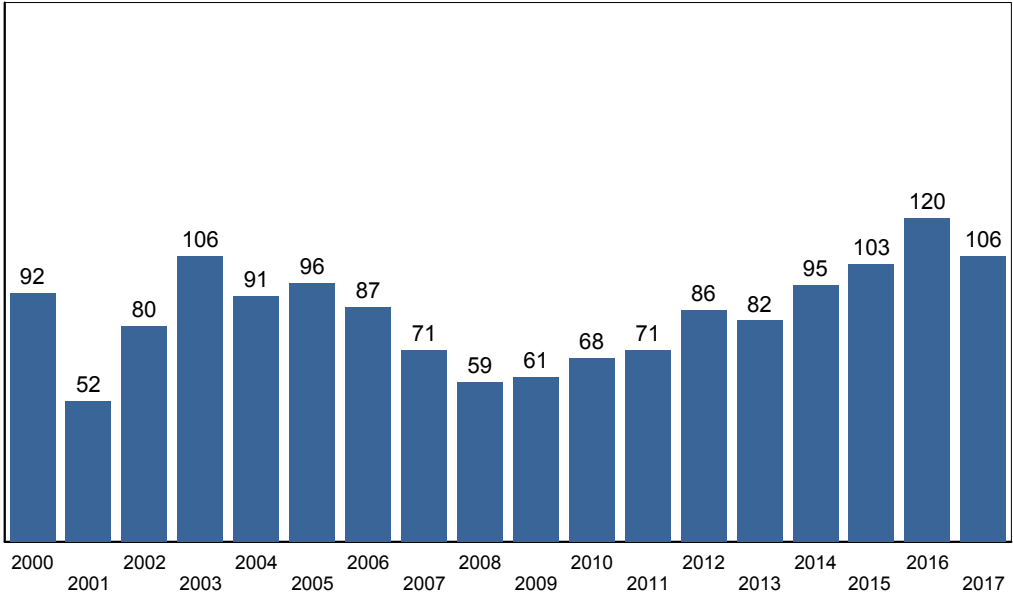
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Total Units Sold	1,185	69	68	64	62	71	81	58	57	52	34	56	43	77	75	82	70	84	82
	<u>HL Brokerage:</u>																			
	Seller or Buyer	575	30	18	20	28	24	39	30	26	25	22	34	27	49	41	46	36	37	43
	Seller	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%

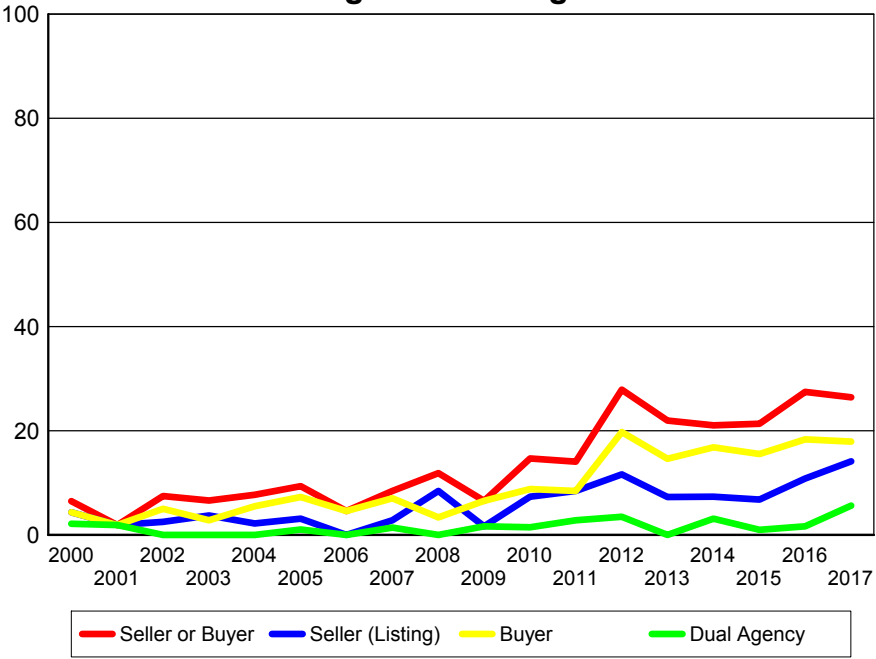
Mount Pleasant School District

Single Family

Units Sold



HL Agent Brokerage %



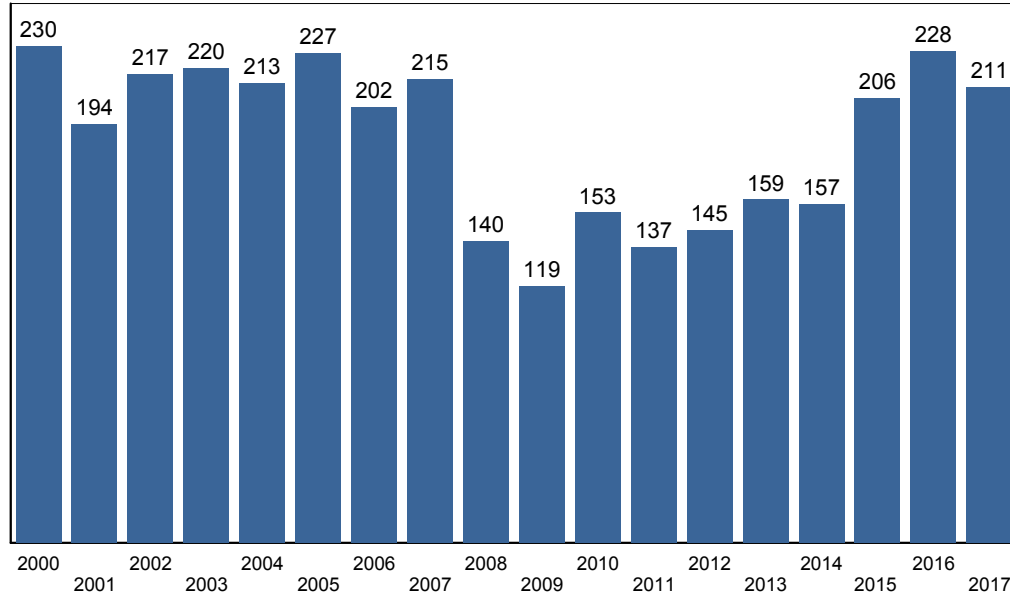
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Pleasant	Total Units Sold	1,526	92	52	80	106	91	96	87	71	59	61	68	71	86	82	95	103	120	106
	HL Brokerage:																			
	Seller or Buyer	222	6	1	6	7	7	9	4	6	7	4	10	10	24	18	20	22	33	28
	Seller	93	4	1	2	4	2	3		2	5	1	5	6	10	6	7	7	13	15
	Buyer	153	4	1	4	3	5	7	4	5	2	4	6	6	17	12	16	16	22	19
	Dual	24	2	1				1		1		1	1	2	3		3	1	2	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Pleasant	Seller or Buyer	15%	7%	2%	8%	7%	8%	9%	5%	8%	12%	7%	15%	14%	28%	22%	21%	21%	28%	26%
	Seller	6%	4%	2%	3%	4%	2%	3%		3%	8%	2%	7%	8%	12%	7%	7%	7%	11%	14%
	Buyer	10%	4%	2%	5%	3%	5%	7%	5%	7%	3%	7%	9%	8%	20%	15%	17%	16%	18%	18%
	Dual	2%	2%	2%				1%		1%		2%	1%	3%	3%		3%	1%	2%	6%

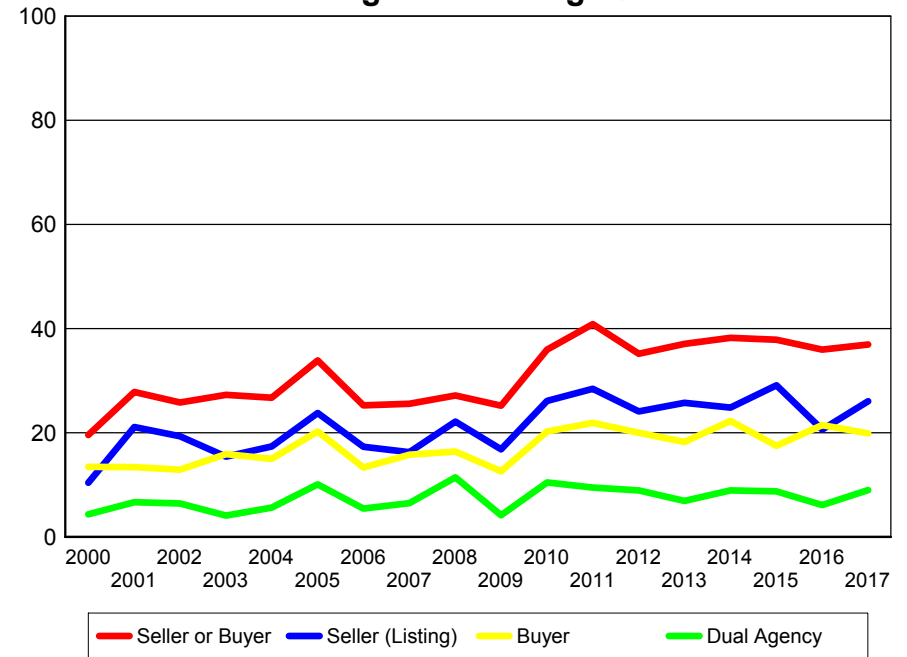
Ossining School District

Single Family

Units Sold



HL Agent Brokerage %



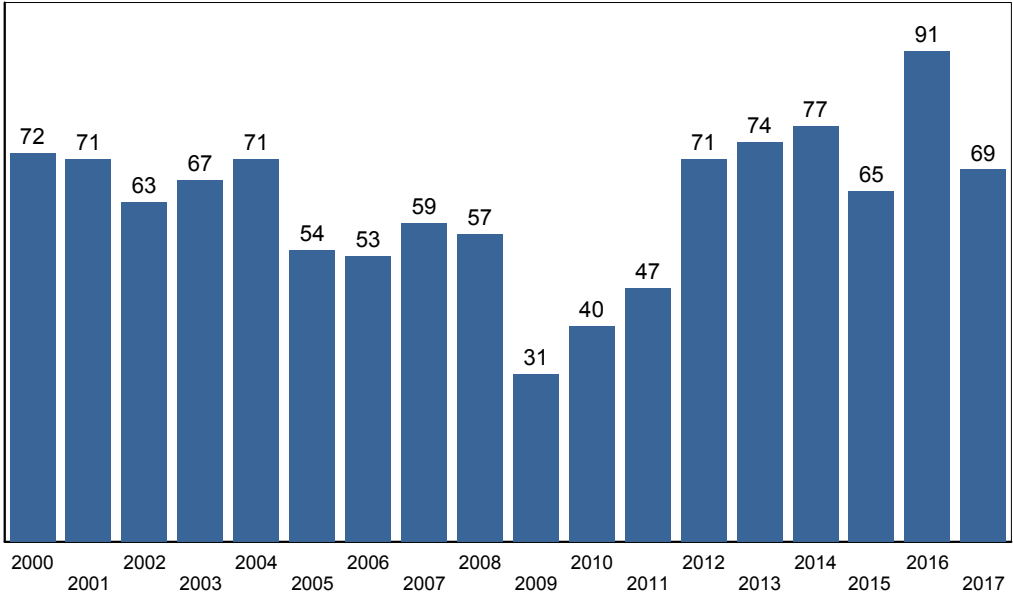
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Total Units Sold	3,373	230	194	217	220	213	227	202	215	140	119	153	137	145	159	157	206	228	211
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,042	45	54	56	60	57	77	51	55	38	30	55	56	51	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%

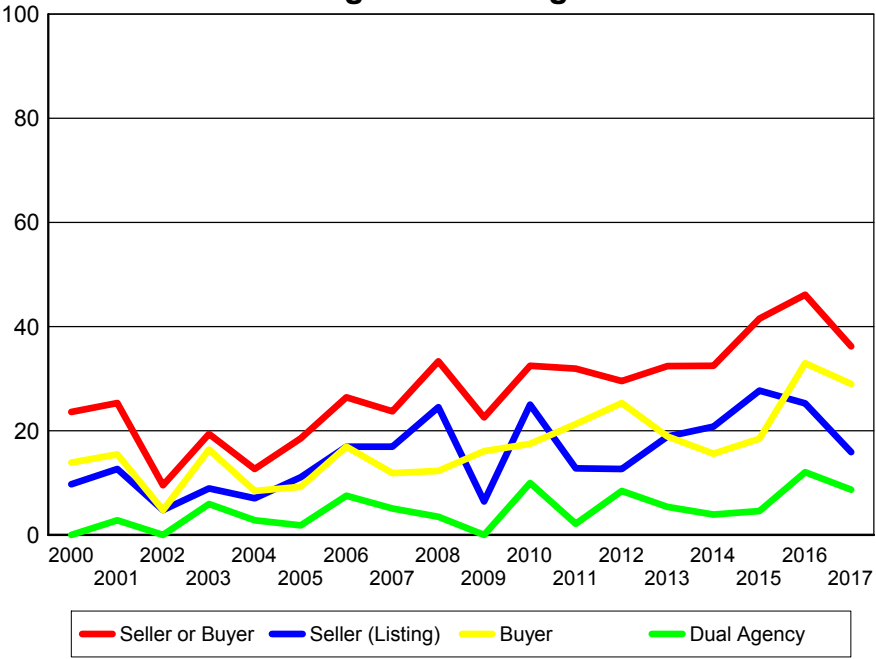
Pleasantville School District

Single Family

Units Sold



HL Agent Brokerage %

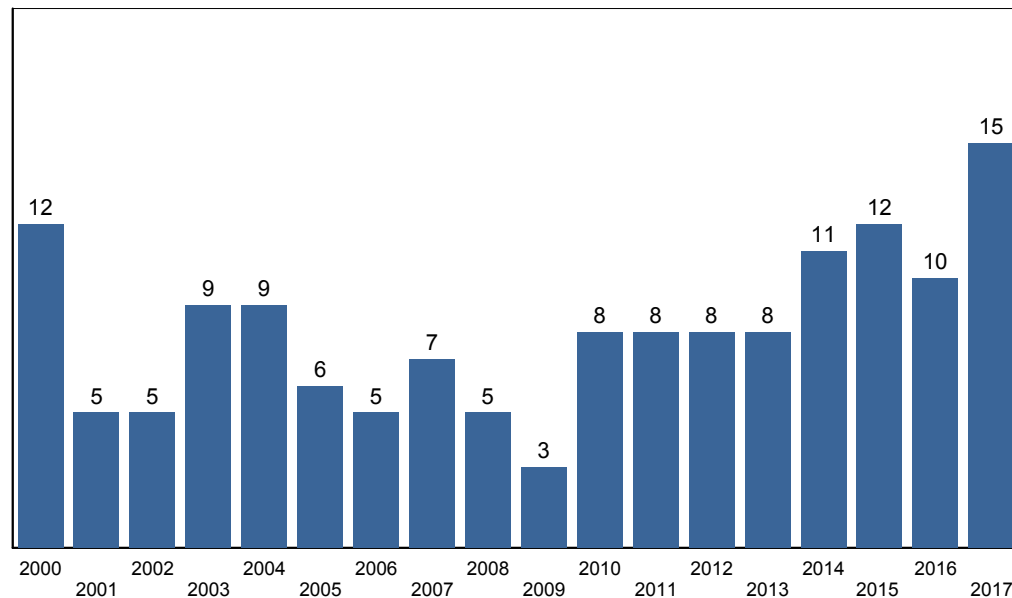


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Total Units Sold	1,132	72	71	63	67	71	54	53	59	57	31	40	47	71	74	77	65	91	69
	HL Brokerage:																			
	Seller or Buyer	319	17	18	6	13	9	10	14	14	19	7	13	15	21	24	25	27	42	25
	Seller	178	7	9	3	6	5	6	9	10	14	2	10	6	9	14	16	18	23	11
	Buyer	197	10	11	3	11	6	5	9	7	7	5	7	10	18	14	12	12	30	20
	Dual	56		2		4	2	1	4	3	2		4	1	6	4	3	3	11	6

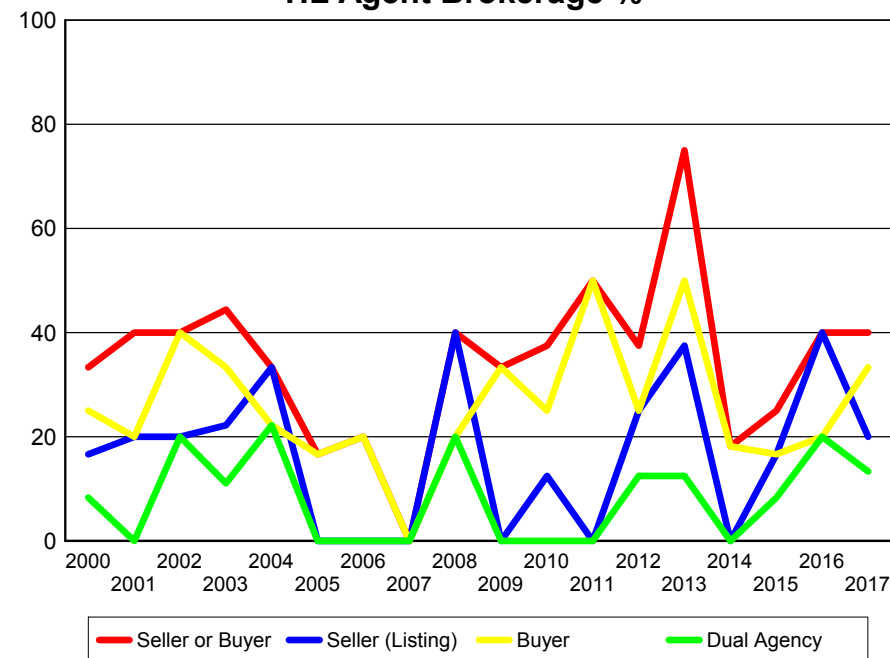
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pleasantville	Seller or Buyer	28%	24%	25%	10%	19%	13%	19%	26%	24%	33%	23%	33%	32%	30%	32%	32%	42%	46%	36%
	Seller	16%	10%	13%	5%	9%	7%	11%	17%	17%	25%	6%	25%	13%	13%	19%	21%	28%	25%	16%
	Buyer	17%	14%	15%	5%	16%	8%	9%	17%	12%	12%	16%	18%	21%	25%	19%	16%	18%	33%	29%
	Dual	5%		3%		6%	3%	2%	8%	5%	4%		10%	2%	8%	5%	4%	5%	12%	9%

Single Family

Units Sold



HL Agent Brokerage %



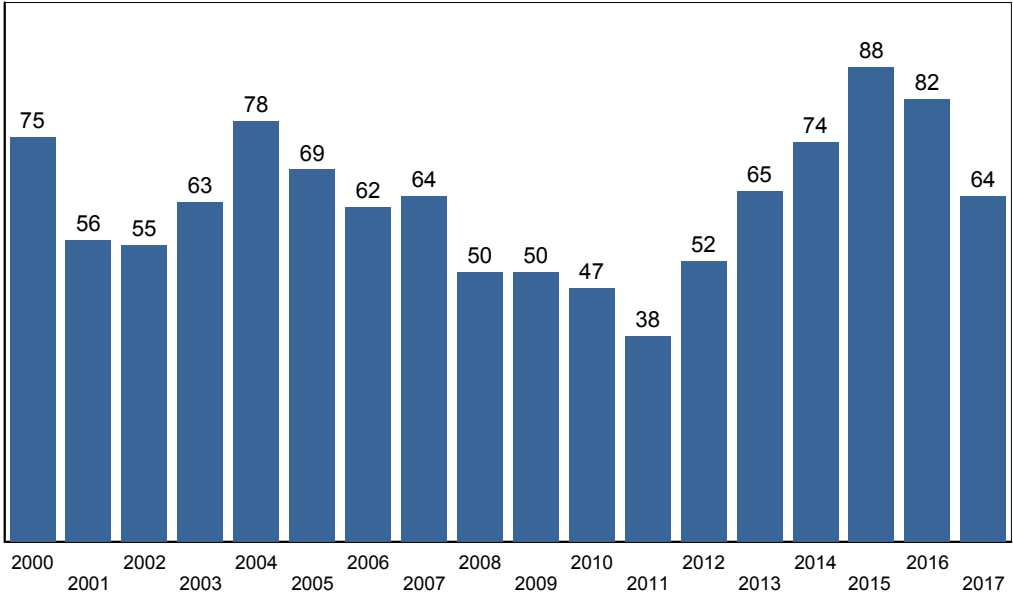
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pocantico Hills	Total Units Sold	146	12	5	5	9	9	6	5	7	5	3	8	8	8	8	11	12	10	15
	HL Brokerage:																			
	Seller or Buyer	51	4	2	2	4	3	1	1		2	1	3	4	3	6	2	3	4	6
	Seller	26	2	1	1	2	3				2		1		2	3		2	4	3
	Buyer	38	3	1	2	3	2	1	1		1	1	2	4	2	4	2	2	2	5
	Dual	13	1		1	1	2				1				1	1		1	2	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pocantico Hills	Seller or Buyer	35%	33%	40%	40%	44%	33%	17%	20%		40%	33%	38%	50%	38%	75%	18%	25%	40%	40%
	Seller	18%	17%	20%	20%	22%	33%				40%		13%		25%	38%		17%	40%	20%
	Buyer	26%	25%	20%	40%	33%	22%	17%	20%		20%	33%	25%	50%	25%	50%	18%	17%	20%	33%
	Dual	9%	8%		20%	11%	22%				20%				13%	13%		8%	20%	13%

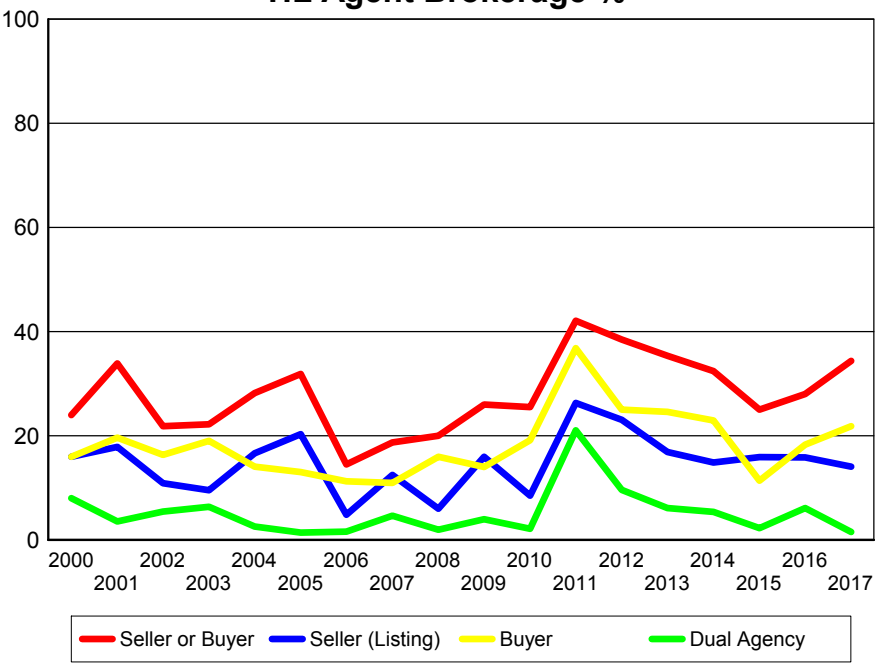
Tarrytown School District

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%