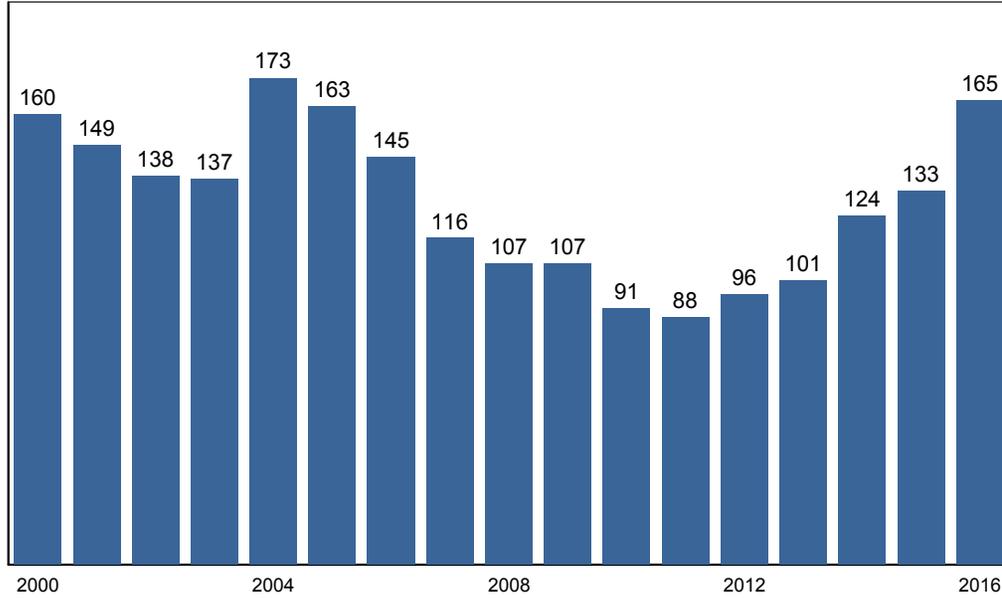


Single Family

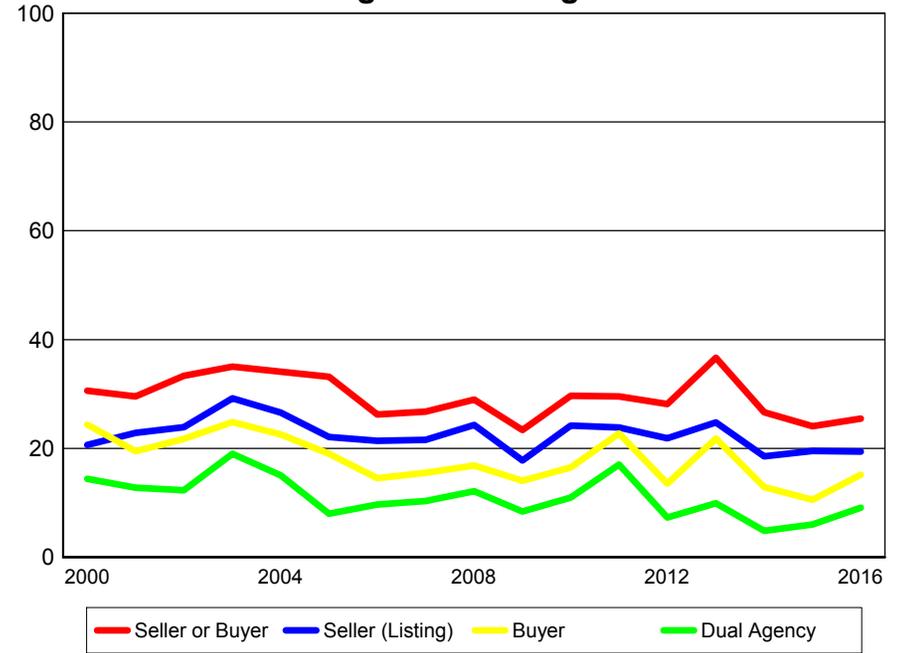
Dennis Tormey
 Real Estate Salesperson
 914.573.9379
 dtormey@houlihanlawrence.com



Units Sold



HL Agent Brokerage %

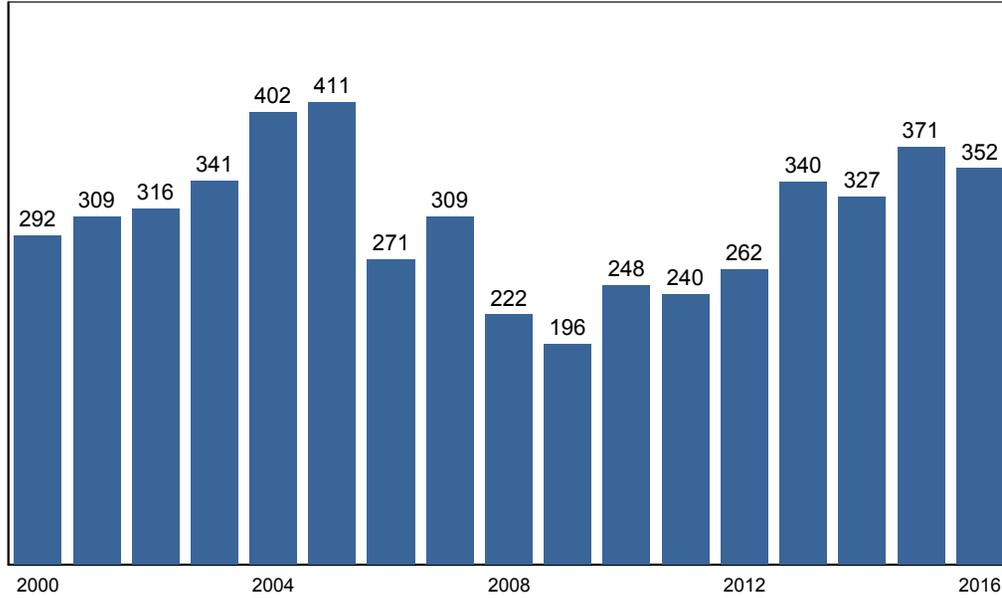


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Mount Vernon	Total Units Sold	2,193	160	149	138	137	173	163	145	116	107	107	91	88	96	101	124	133	165
	<u>HL Brokerage:</u>																		
	Seller or Buyer	649	49	44	46	48	59	54	38	31	31	25	27	26	27	37	33	32	42
	Seller	493	33	34	33	40	46	36	31	25	26	19	22	21	21	25	23	26	32
	Buyer	399	39	29	30	34	39	31	21	18	18	15	15	20	13	22	16	14	25
Dual	243	23	19	17	26	26	13	14	12	13	9	10	15	7	10	6	8	15	

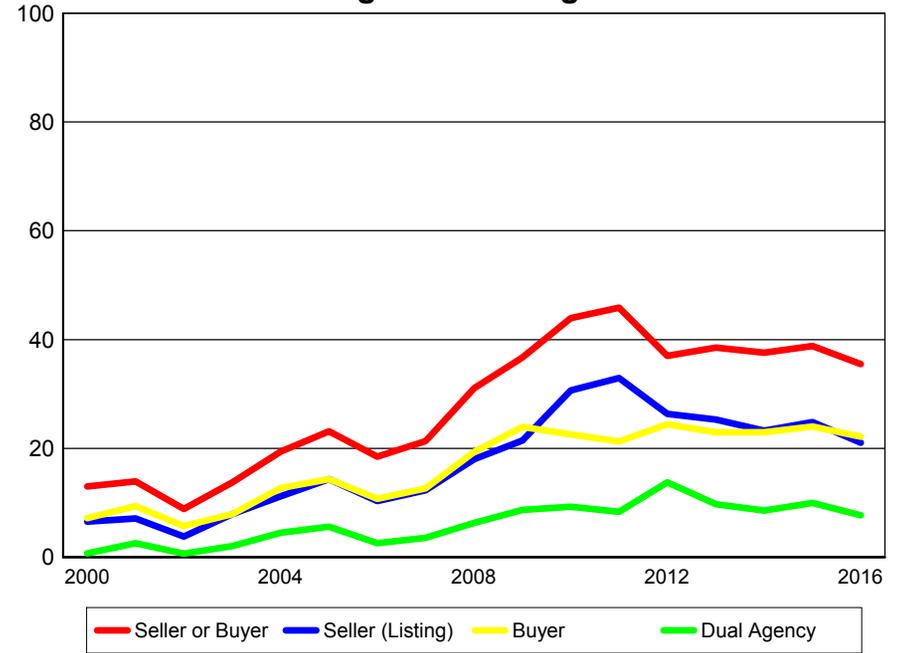
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Mount Vernon	Seller or Buyer	30%	31%	30%	33%	35%	34%	33%	26%	27%	29%	23%	30%	30%	28%	37%	27%	24%	25%
	Seller	22%	21%	23%	24%	29%	27%	22%	21%	22%	24%	18%	24%	24%	22%	25%	19%	20%	19%
	Buyer	18%	24%	19%	22%	25%	23%	19%	14%	16%	17%	14%	16%	23%	14%	22%	13%	11%	15%
	Dual	11%	14%	13%	12%	19%	15%	8%	10%	10%	12%	8%	11%	17%	7%	10%	5%	6%	9%



Units Sold



HL Agent Brokerage %

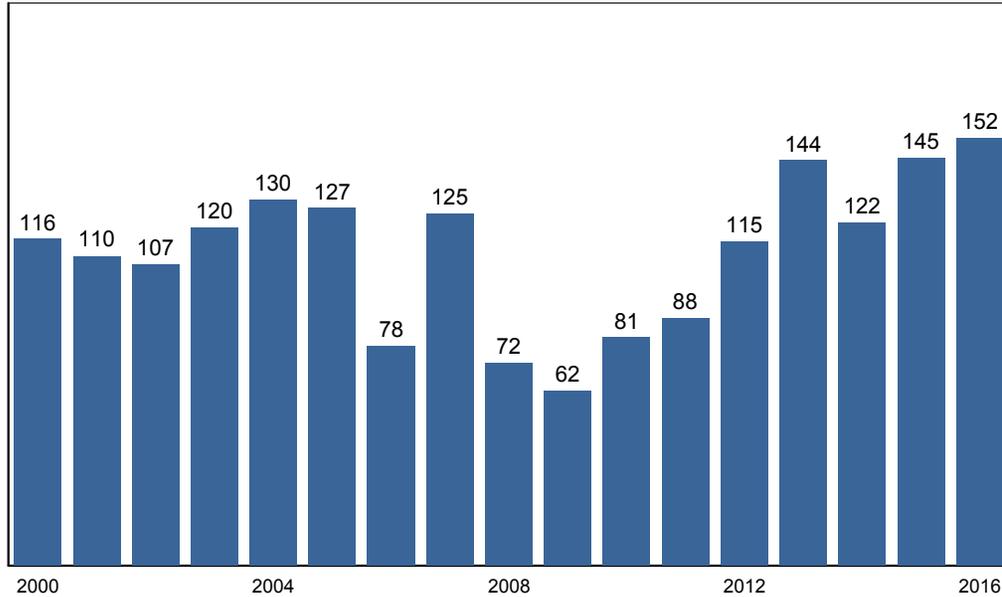


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
New Rochelle	Total Units Sold	5,209	292	309	316	341	402	411	271	309	222	196	248	240	262	340	327	371	352
	<u>HL Brokerage:</u>	1,425	38	43	28	47	78	95	50	66	69	72	109	110	97	131	123	144	125
	Seller or Buyer	884	19	22	12	27	45	59	28	38	40	42	76	79	69	86	76	92	74
	Buyer	854	21	29	18	27	51	59	29	39	43	47	56	51	64	78	75	89	78
	Dual	313	2	8	2	7	18	23	7	11	14	17	23	20	36	33	28	37	27

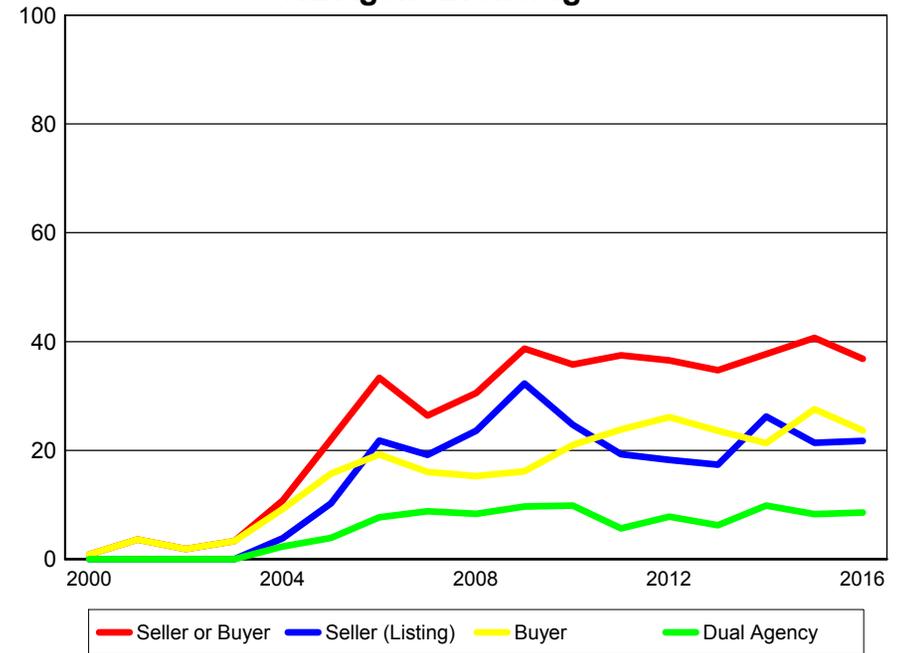
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
New Rochelle	Seller or Buyer	27%	13%	14%	9%	14%	19%	23%	18%	21%	31%	37%	44%	46%	37%	39%	38%	39%	36%
	Seller	17%	7%	7%	4%	8%	11%	14%	10%	12%	18%	21%	31%	33%	26%	25%	23%	25%	21%
	Buyer	16%	7%	9%	6%	8%	13%	14%	11%	13%	19%	24%	23%	21%	24%	23%	23%	24%	22%
	Dual	6%	1%	3%	1%	2%	4%	6%	3%	4%	6%	9%	9%	8%	14%	10%	9%	10%	8%



Units Sold



HL Agent Brokerage %

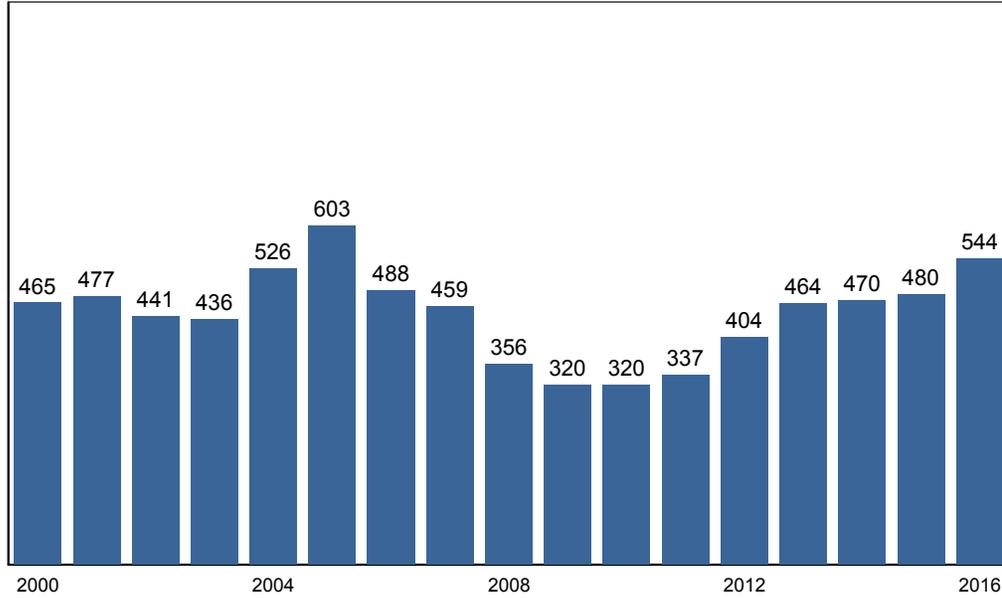


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Pelham	Total Units Sold	1,894	116	110	107	120	130	127	78	125	72	62	81	88	115	144	122	145	152
	<u>HL Brokerage:</u>																		
	Seller or Buyer	473	1	4	2	4	14	28	26	33	22	24	29	33	42	50	46	59	56
	Seller	275					5	13	17	24	17	20	20	17	21	25	32	31	33
	Buyer	303	1	4	2	4	12	20	15	20	11	10	17	21	30	34	26	40	36
Dual	105					3	5	6	11	6	6	8	5	9	9	12	12	13	

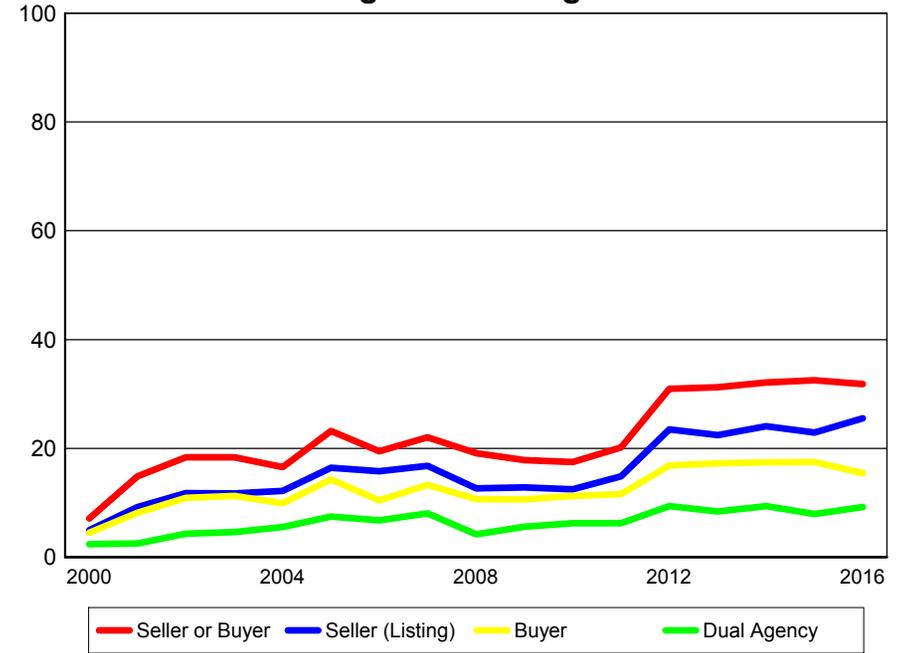
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Pelham	Seller or Buyer	25%	1%	4%	2%	3%	11%	22%	33%	26%	31%	39%	36%	38%	37%	35%	38%	41%	37%
	Seller	15%					4%	10%	22%	19%	24%	32%	25%	19%	18%	17%	26%	21%	22%
	Buyer	16%	1%	4%	2%	3%	9%	16%	19%	16%	15%	16%	21%	24%	26%	24%	21%	28%	24%
	Dual	6%					2%	4%	8%	9%	8%	10%	10%	6%	8%	6%	10%	8%	9%



Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Yonkers	Total Units Sold	7,590	465	477	441	436	526	603	488	459	356	320	320	337	404	464	470	480	544
	<u>HL Brokerage:</u>																		
	Seller or Buyer	1,687	33	71	81	80	87	140	95	101	68	57	56	68	125	145	151	156	173
	Seller	1,224	23	44	52	51	64	99	77	77	45	41	40	50	95	104	113	110	139
	Buyer	952	21	39	48	49	52	86	51	61	38	34	36	39	68	80	82	84	84
Dual	489	11	12	19	20	29	45	33	37	15	18	20	21	38	39	44	38	50	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Yonkers	Seller or Buyer	22%	7%	15%	18%	18%	17%	23%	19%	22%	19%	18%	18%	20%	31%	31%	32%	33%	32%
	Seller	16%	5%	9%	12%	12%	12%	16%	16%	17%	13%	13%	13%	15%	24%	22%	24%	23%	26%
	Buyer	13%	5%	8%	11%	11%	10%	14%	10%	13%	11%	11%	11%	12%	17%	17%	17%	18%	15%
	Dual	6%	2%	3%	4%	5%	6%	7%	7%	8%	4%	6%	6%	6%	9%	8%	9%	8%	9%