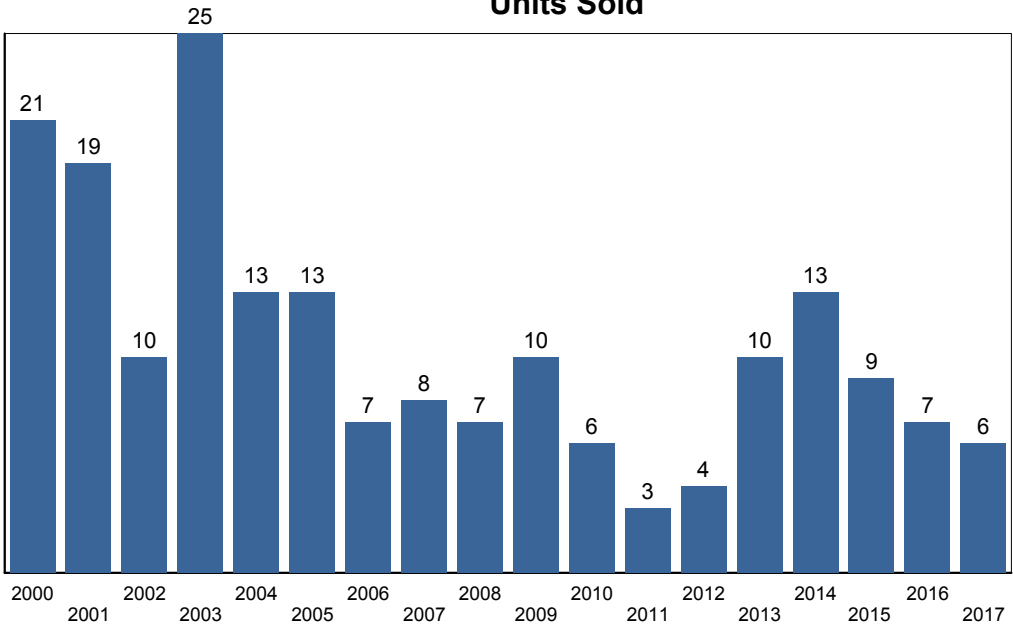


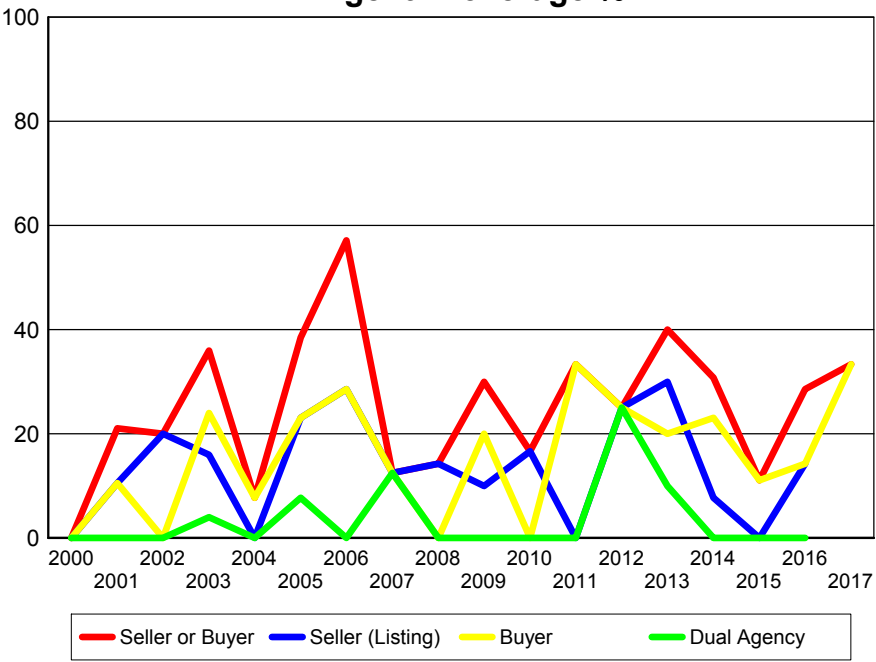
Dobbs Ferry School District

Condominium

Units Sold



HL Agent Brokerage %



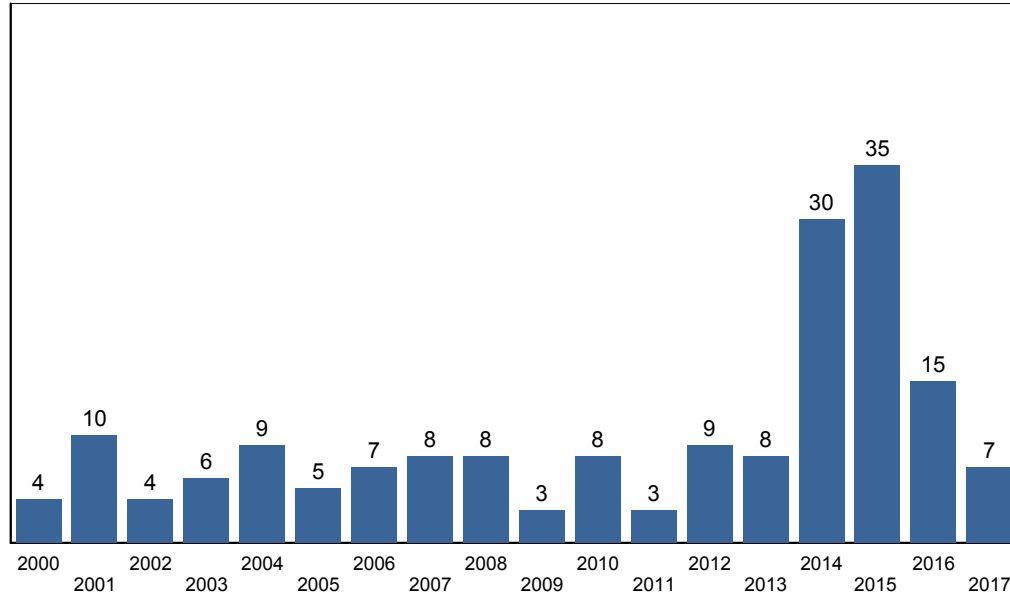
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Total Units Sold	191	21	19	10	25	13	13	7	8	7	10	6	3	4	10	13	9	7	6
	HL Brokerage:																			
	Seller or Buyer	46		4	2	9	1	5	4	1	1	3	1	1	1	4	4	1	2	2
	Seller	23		2	2	4		3	2	1	1	1	1		1	3	1		1	
	Buyer	28		2		6	1	3	2	1		2		1	1	2	3	1	1	2
		Dual	5			1		1		1					1	1				

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dobbs Ferry	Seller or Buyer	24%		21%	20%	36%	8%	38%	57%	13%	14%	30%	17%	33%	25%	40%	31%	11%	29%	33%
	Seller	12%		11%		16%		23%	29%	13%	14%	10%	17%		25%	30%	8%		14%	
	Buyer	15%		11%		24%	8%	23%	29%	13%		20%		33%	25%	20%	23%	11%	14%	33%
	Dual	3%				4%		8%		13%					25%	10%				

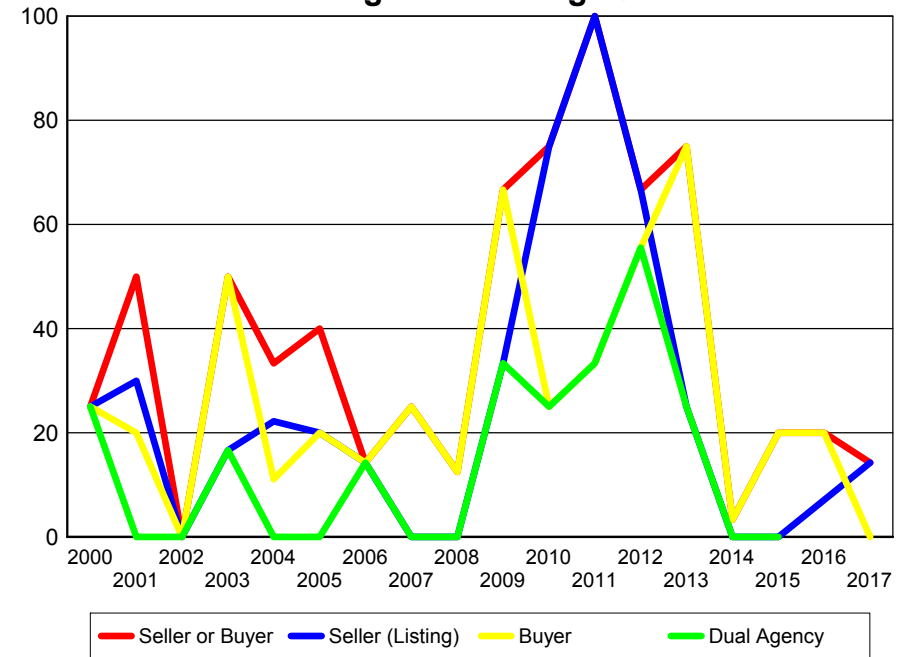
Hastings School District

Condominium

Units Sold



HL Agent Brokerage %



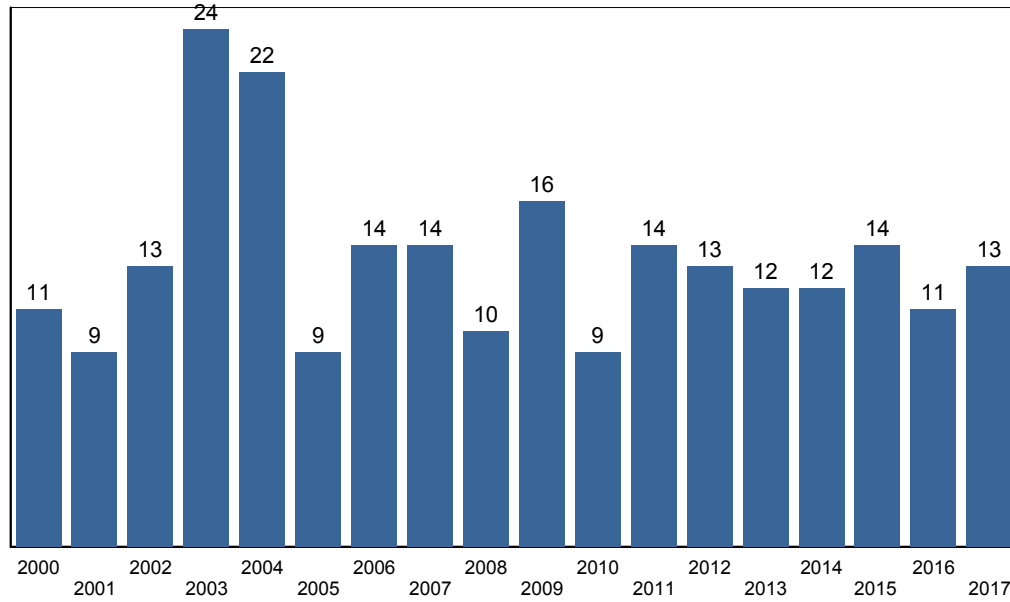
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Total Units Sold	179	4	10	4	6	9	5	7	8	8	3	8	3	9	8	30	35	15	7
	<u>HL Brokerage:</u>																			
	Seller or Buyer	53	1	5		3	3	2	1	2	1	2	6	3	6	6	1	7	3	1
	Seller	28	1	3		1	2	1	1			1	6	3	6	2				1
	Buyer	39	1	2		3	1	1	1	2	1	2	2	1	5	6	1	7	3	
	Dual	14	1			1			1			1	2	1	5	2				

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hastings	Seller or Buyer	30%	25%	50%		50%	33%	40%	14%	25%	13%	67%	75%	100%	67%	75%	3%	20%	20%	14%
	Seller	17%	25%	30%		17%	22%	20%	14%			33%	75%	100%	67%	25%				14%
	Buyer	22%	25%	20%		50%	11%	20%	14%	25%	13%	67%	25%	33%	56%	75%	3%	20%	20%	
	Dual	9%	25%			17%			14%			33%	25%	33%	56%	25%				

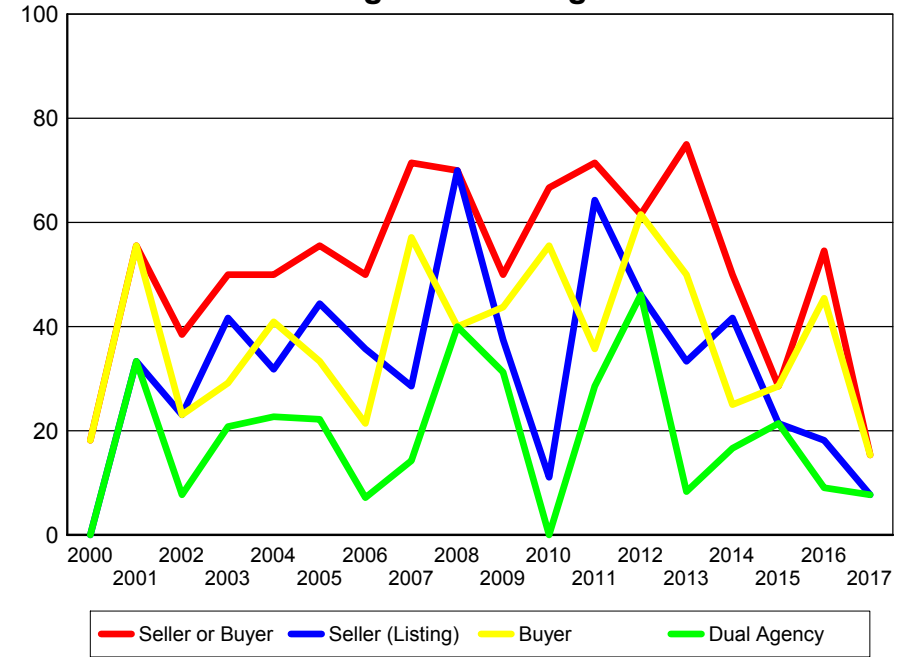
Irvington School District

Condominium

Units Sold



HL Agent Brokerage %

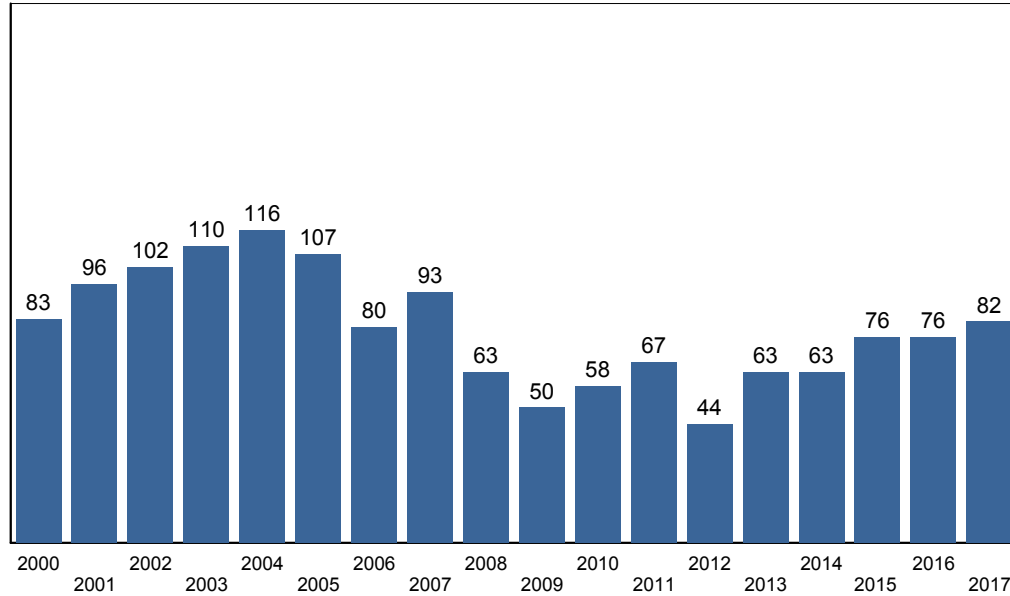


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Total Units Sold	240	11	9	13	24	22	9	14	14	10	16	9	14	13	12	12	14	11	13
	<u>HL Brokerage:</u>																			
	Seller or Buyer	123	2	5	5	12	11	5	7	10	7	8	6	10	8	9	6	4	6	2
	Seller	80		3	3	10	7	4	5	4	7	6	1	9	6	4	5	3	2	1
	Buyer	89	2	5	3	7	9	3	3	8	4	7	5	5	8	6	3	4	5	2
	Dual	46		3	1	5	5	2	1	2	4	5		4	6	1	2	3	1	1

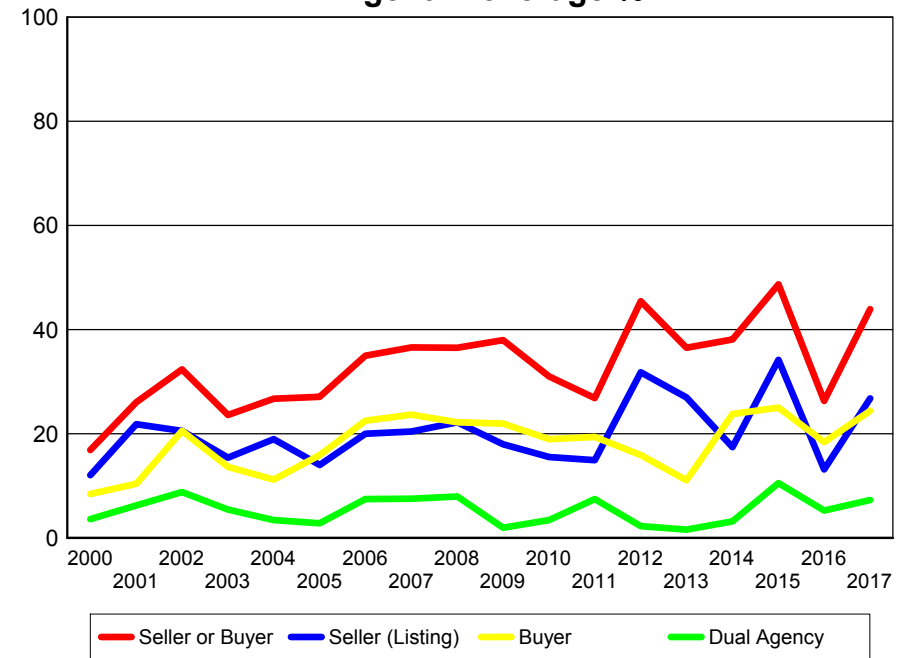
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Irvington	Seller or Buyer	51%	18%	56%	38%	50%	50%	56%	50%	71%	70%	50%	67%	71%	62%	75%	50%	29%	55%	15%
	Seller	33%		33%	23%	42%	32%	44%	36%	29%	70%	38%	11%	64%	46%	33%	42%	21%	18%	8%
	Buyer	37%	18%	56%	23%	29%	41%	33%	21%	57%	40%	44%	56%	36%	62%	50%	25%	29%	45%	15%
	Dual	19%		33%	8%	21%	23%	22%	7%	14%	40%	31%		29%	46%	8%	17%	21%	9%	8%

Condominium

Units Sold



HL Agent Brokerage %



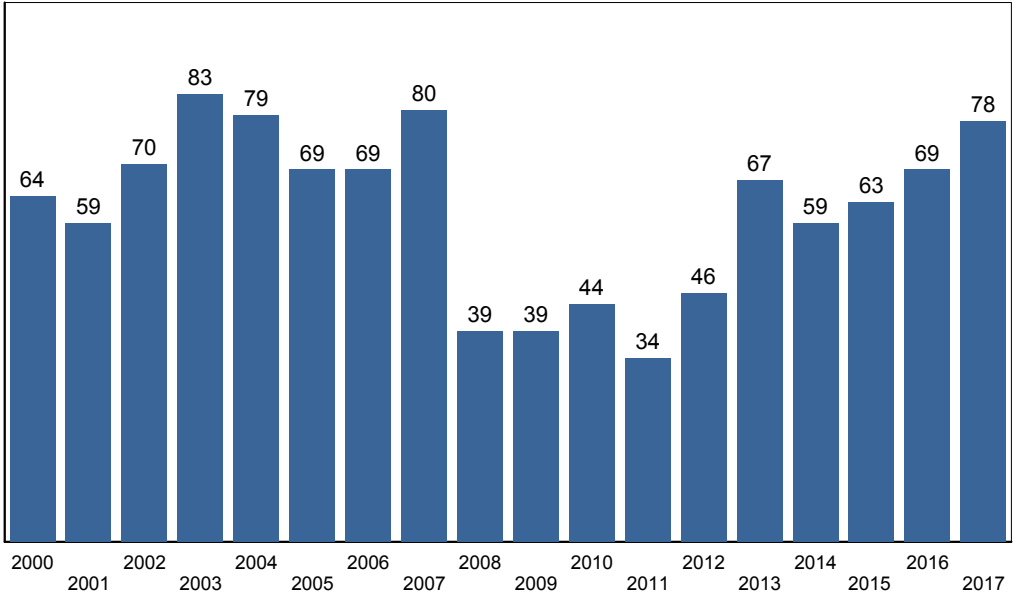
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Total Units Sold	1,429	83	96	102	110	116	107	80	93	63	50	58	67	44	63	63	76	76	82
	<u>HL Brokerage:</u>																			
	Seller or Buyer	458	14	25	33	26	31	29	28	34	23	19	18	18	20	23	24	37	20	36
	Seller	283	10	21	21	17	22	15	16	19	14	9	9	10	14	17	11	26	10	22
	Buyer	254	7	10	21	15	13	17	18	22	14	11	11	13	7	7	15	19	14	20
	Dual	79	3	6	9	6	4	3	6	7	5	1	2	5	1	1	2	8	4	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Ossining	Seller or Buyer	32%	17%	26%	32%	24%	27%	27%	35%	37%	37%	38%	31%	27%	45%	37%	38%	49%	26%	44%
	Seller	20%	12%	22%	21%	15%	19%	14%	20%	20%	22%	18%	16%	15%	32%	27%	17%	34%	13%	27%
	Buyer	18%	8%	10%	21%	14%	11%	16%	23%	24%	22%	22%	19%	19%	16%	11%	24%	25%	18%	24%
	Dual	6%	4%	6%	9%	5%	3%	3%	8%	8%	8%	2%	3%	7%	2%	2%	3%	11%	5%	7%

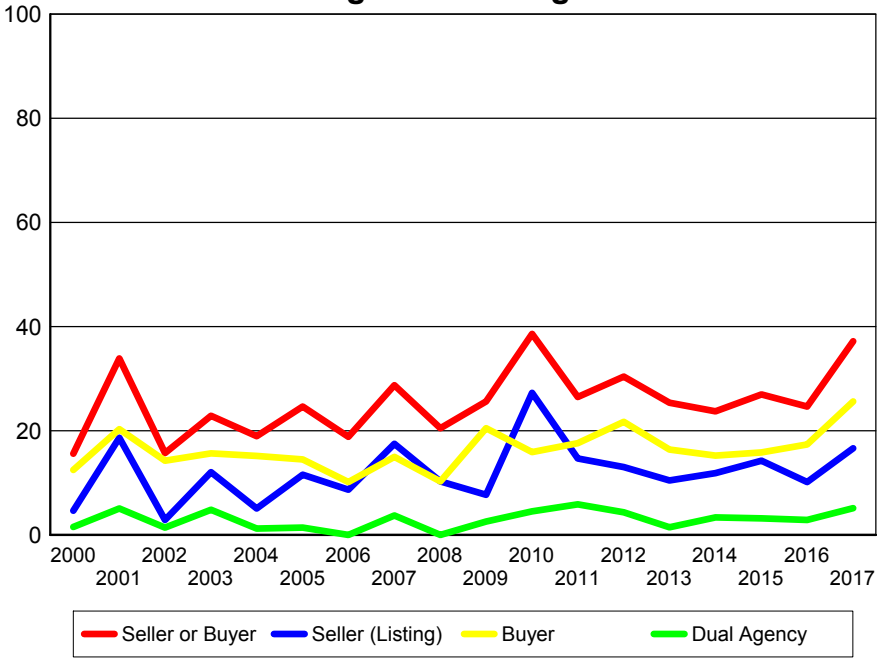
Tarrytown School District

Condominium

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	1,111	64	59	70	83	79	69	69	80	39	39	44	34	46	67	59	63	69	78
	HL Brokerage:																			
	Seller or Buyer	280	10	20	11	19	15	17	13	23	8	10	17	9	14	17	14	17	17	29
	Seller	131	3	11	2	10	4	8	6	14	4	3	12	5	6	7	7	9	7	13
	Buyer	181	8	12	10	13	12	10	7	12	4	8	7	6	10	11	9	10	12	20
	Dual	32	1	3	1	4	1	1		3		1	2	2	2	1	2	2	2	4

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Tarrytown	Seller or Buyer	25%	16%	34%	16%	23%	19%	25%	19%	29%	21%	26%	39%	26%	30%	25%	24%	27%	25%	37%
	Seller	12%	5%	19%	3%	12%	5%	12%	9%	18%	10%	8%	27%	15%	13%	10%	12%	14%	10%	17%
	Buyer	16%	13%	20%	14%	16%	15%	14%	10%	15%	10%	21%	16%	18%	22%	16%	15%	16%	17%	26%
	Dual	3%	2%	5%	1%	5%	1%	1%		4%		3%	5%	6%	4%	1%	3%	3%	3%	5%