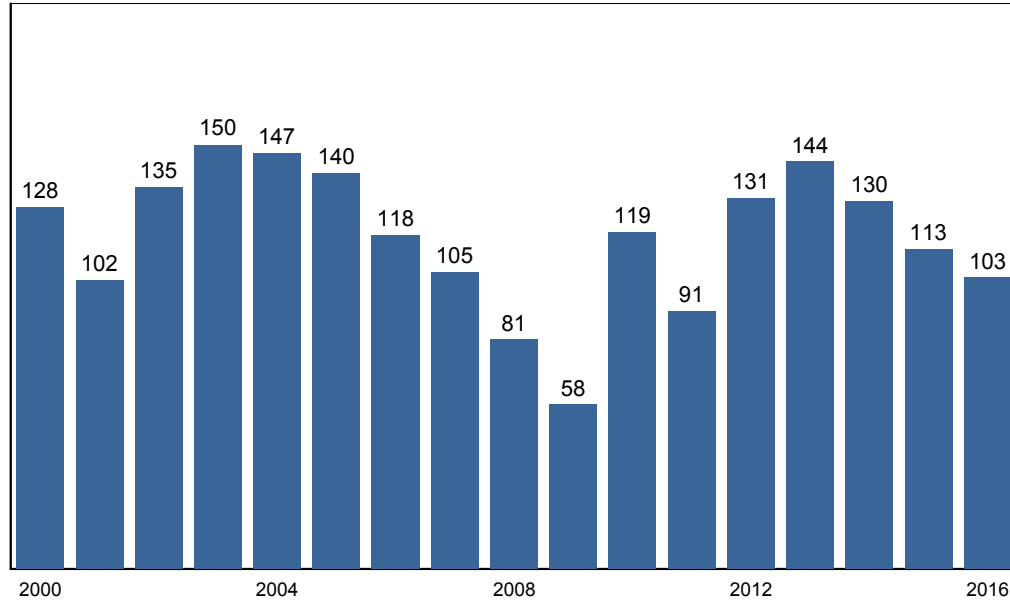
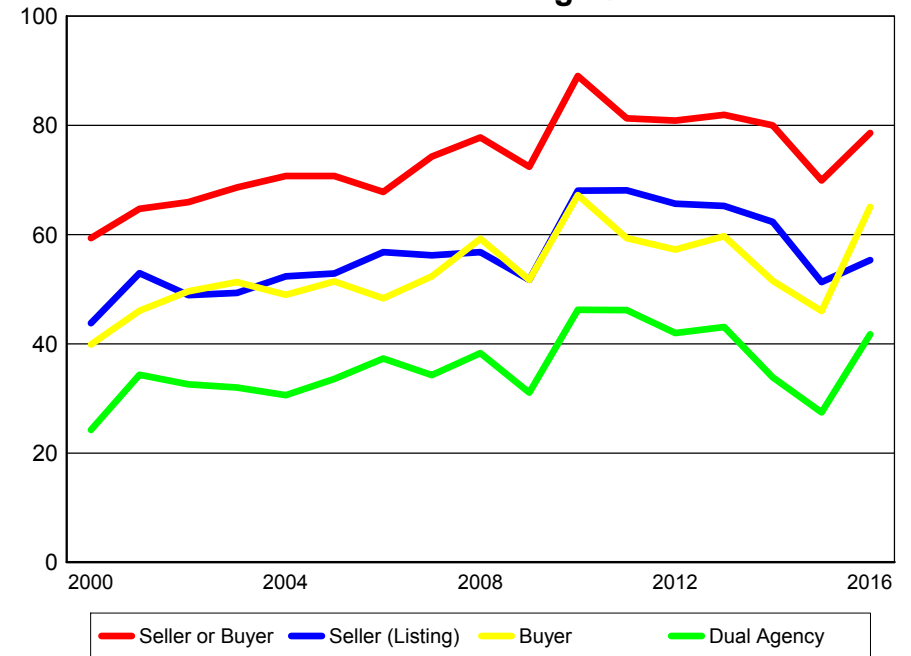




Units Sold



HL Unit Brokerage %

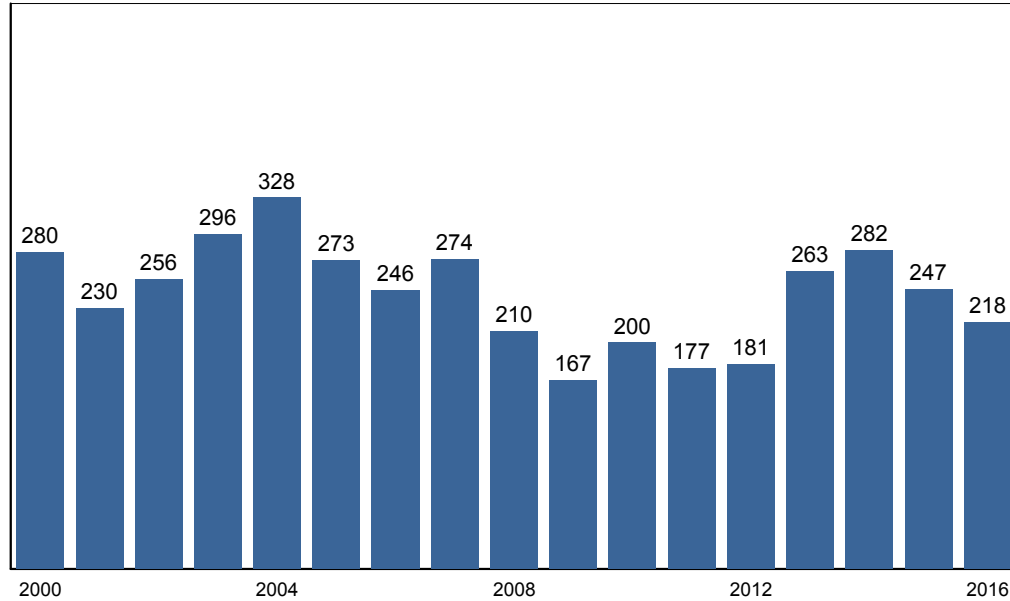


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Bronxville	Total Units Sold	1,995	128	102	135	150	147	140	118	105	81	58	119	91	131	144	130	113	103
	<u>HL Brokerage:</u>																		
	Seller or Buyer	1,468	76	66	89	103	104	99	80	78	63	42	106	74	106	118	104	79	81
	Seller	1,122	56	54	66	74	77	74	67	59	46	30	81	62	86	94	81	58	57
	Buyer	1,057	51	47	67	77	72	72	57	55	48	30	80	54	75	86	67	52	67
	Dual	711	31	35	44	48	45	47	44	36	31	18	55	42	55	62	44	31	43

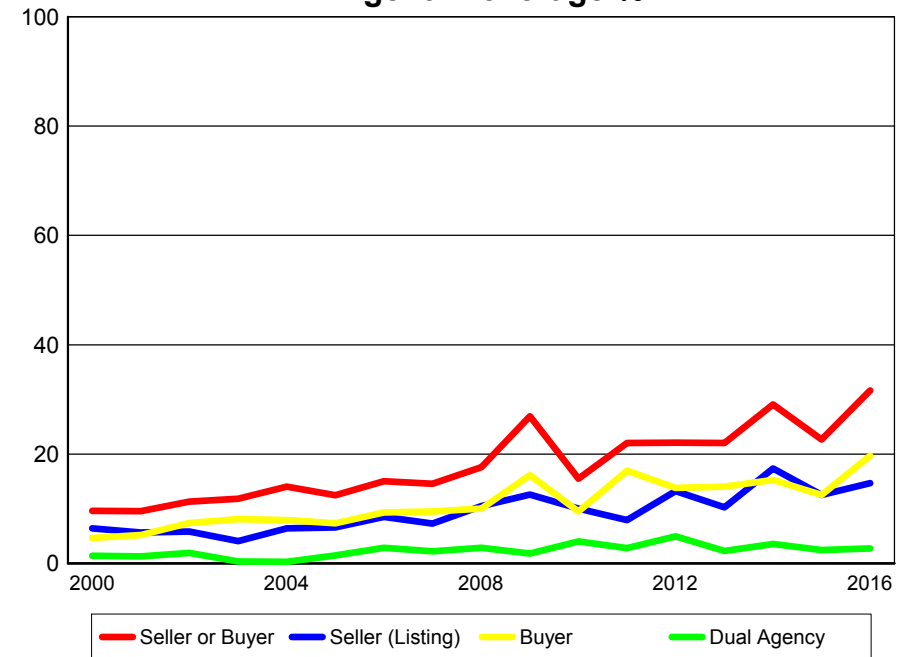
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Bronxville	Seller or Buyer	74%	59%	65%	66%	69%	71%	71%	68%	74%	78%	72%	89%	81%	81%	82%	80%	70%	79%
	Seller	56%	44%	53%	49%	49%	52%	53%	57%	56%	57%	52%	68%	68%	66%	65%	62%	51%	55%
	Buyer	53%	40%	46%	50%	51%	49%	51%	48%	52%	59%	52%	67%	59%	57%	60%	52%	46%	65%
	Dual	36%	24%	34%	33%	32%	31%	34%	37%	34%	38%	31%	46%	46%	42%	43%	34%	27%	42%



Units Sold



HL Agent Brokerage %



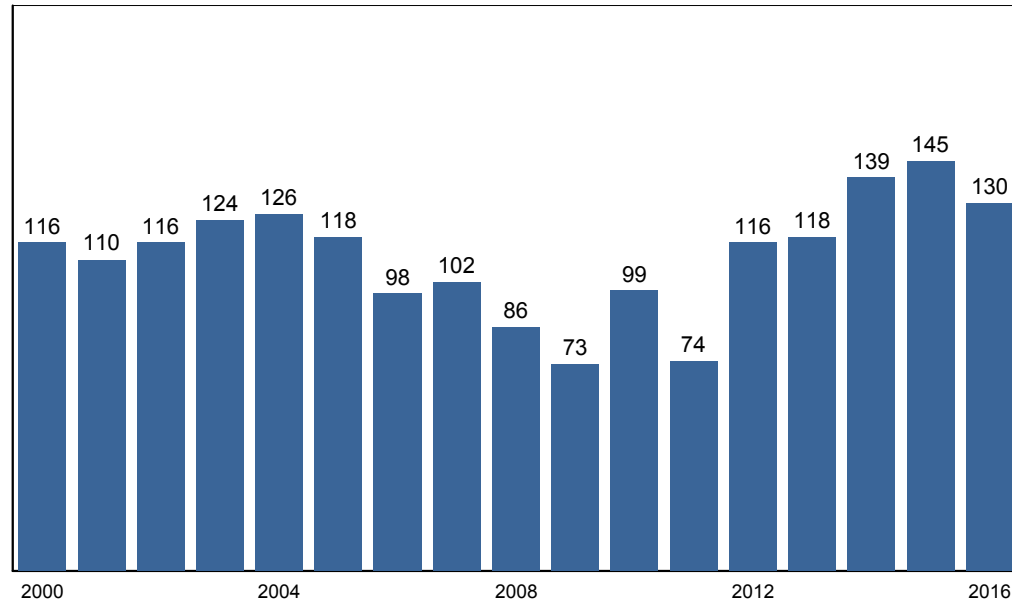
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Eastchester	Total Units Sold	4,128	280	230	256	296	328	273	246	274	210	167	200	177	181	263	282	247	218
	<u>HL Brokerage:</u>																		
	Seller or Buyer	727	27	22	29	35	46	34	37	40	37	45	31	39	40	58	82	56	69
	Seller	378	18	13	15	12	21	18	21	20	22	21	20	14	24	27	49	31	32
	Buyer	439	13	12	19	24	26	20	23	26	21	27	19	30	25	37	43	31	43
	Dual	90	4	3	5	1	1	4	7	6	6	3	8	5	9	6	10	6	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Eastchester	Seller or Buyer	18%	10%	10%	11%	12%	14%	12%	15%	15%	18%	27%	16%	22%	22%	22%	29%	23%	32%
	Seller	9%	6%	6%	6%	4%	6%	7%	9%	7%	10%	13%	10%	8%	13%	10%	17%	13%	15%
	Buyer	11%	5%	5%	7%	8%	8%	7%	9%	9%	10%	16%	10%	17%	14%	14%	15%	13%	20%
	Dual	2%	1%	1%	2%	0%	0%	1%	3%	2%	3%	2%	4%	3%	5%	2%	4%	2%	3%

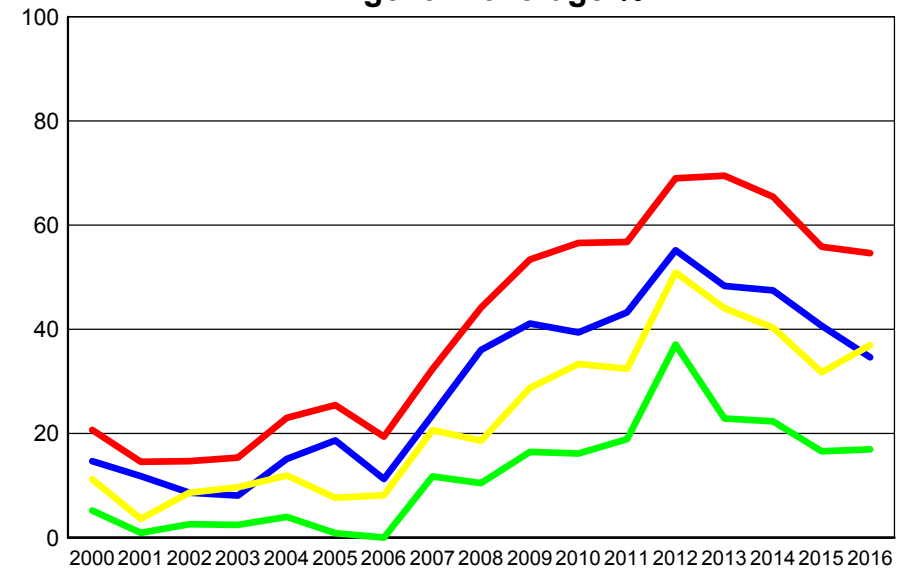


Single Family, Coops and Condos

Units Sold



HL Agent Brokerage %



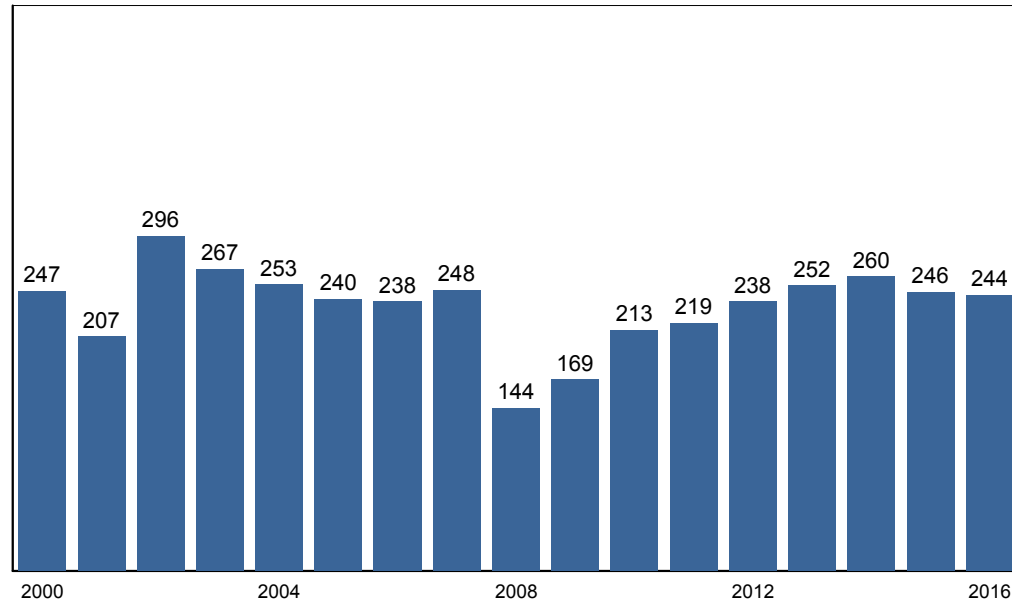
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Edgemont	Total Units Sold	1,890	116	110	116	124	126	118	98	102	86	73	99	74	116	118	139	145	130
	<u>HL Brokerage:</u>																		
	Seller or Buyer	767	24	16	17	19	29	30	19	33	38	39	56	42	80	82	91	81	71
	Seller	549	17	13	10	10	19	22	11	24	31	30	39	32	64	57	66	59	45
	Buyer	447	13	4	10	12	15	9	8	21	16	21	33	24	59	52	56	46	48
	Dual	229	6	1	3	3	5	1		12	9	12	16	14	43	27	31	24	22

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Edgemont	Seller or Buyer	41%	21%	15%	15%	15%	23%	25%	19%	32%	44%	53%	57%	57%	69%	69%	65%	56%	55%
	Seller	29%	15%	12%	9%	8%	15%	19%	11%	24%	36%	41%	39%	43%	55%	48%	47%	41%	35%
	Buyer	24%	11%	4%	9%	10%	12%	8%	8%	21%	19%	29%	33%	32%	51%	44%	40%	32%	37%
	Dual	12%	5%	1%	3%	2%	4%	1%		12%	10%	16%	16%	19%	37%	23%	22%	17%	17%

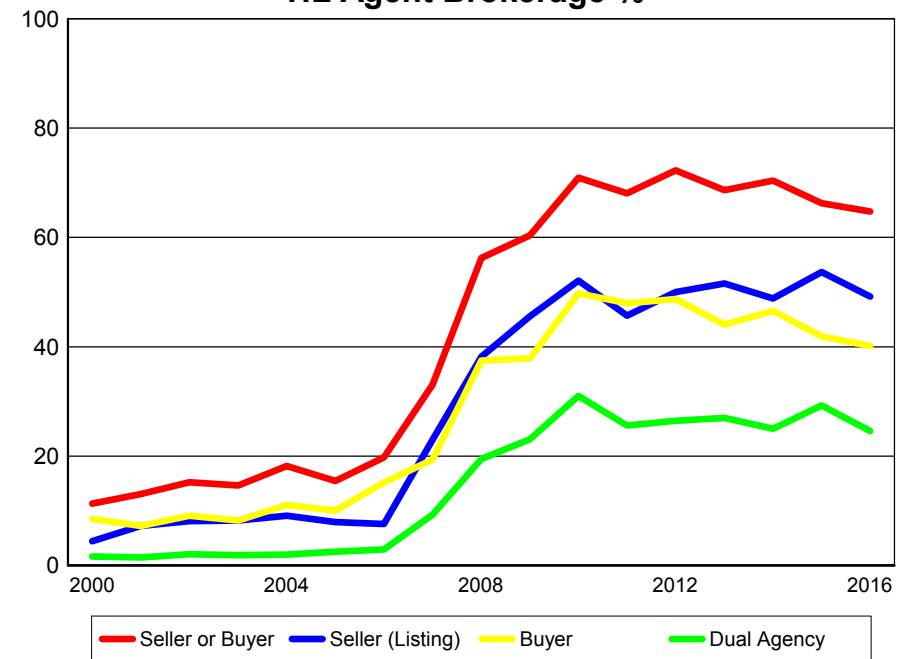


Single Family, Coops and Condos

Units Sold



HL Agent Brokerage %



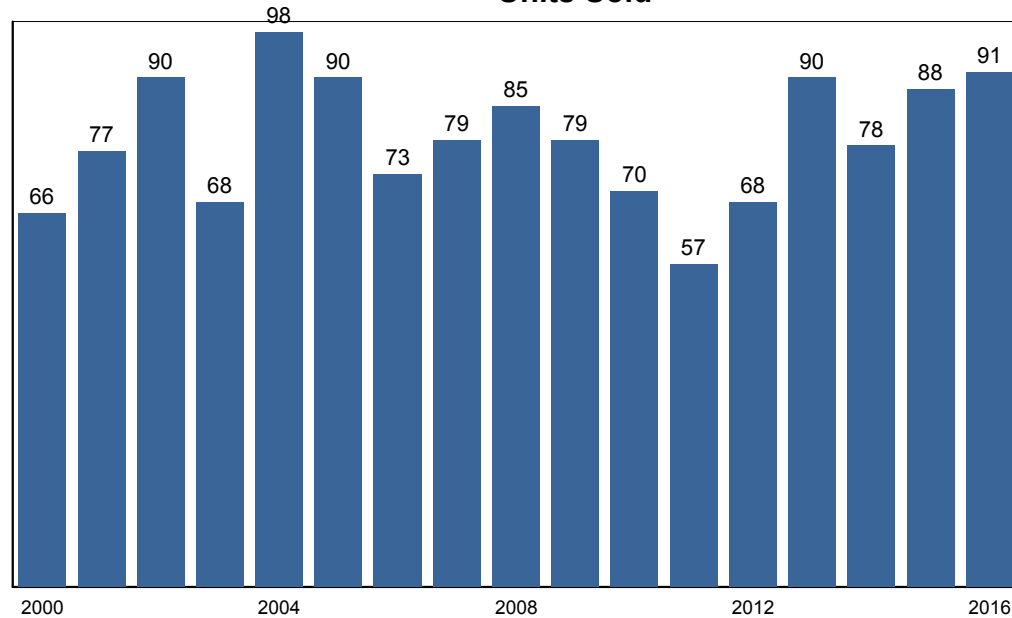
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Scarsdale	Total Units Sold	3,981	247	207	296	267	253	240	238	248	144	169	213	219	238	252	260	246	244
	<u>HL Brokerage:</u>																		
	Seller or Buyer	1,683	28	27	45	39	46	37	47	82	81	102	151	149	172	173	183	163	158
	Seller	1,160	11	15	24	22	23	19	18	57	55	77	111	100	119	130	127	132	120
	Buyer	1,099	21	15	27	22	28	24	36	48	54	64	106	105	116	111	121	103	98
	Dual	576	4	3	6	5	5	6	7	23	28	39	66	56	63	68	65	72	60

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Scarsdale	Seller or Buyer	42%	11%	13%	15%	15%	18%	15%	20%	33%	56%	60%	71%	68%	72%	69%	70%	66%	65%
	Seller	29%	4%	7%	8%	8%	9%	8%	8%	23%	38%	46%	52%	46%	50%	52%	49%	54%	49%
	Buyer	28%	9%	7%	9%	8%	11%	10%	15%	19%	38%	38%	50%	48%	49%	44%	47%	42%	40%
	Dual	14%	2%	1%	2%	2%	2%	3%	3%	9%	19%	23%	31%	26%	26%	27%	25%	29%	25%

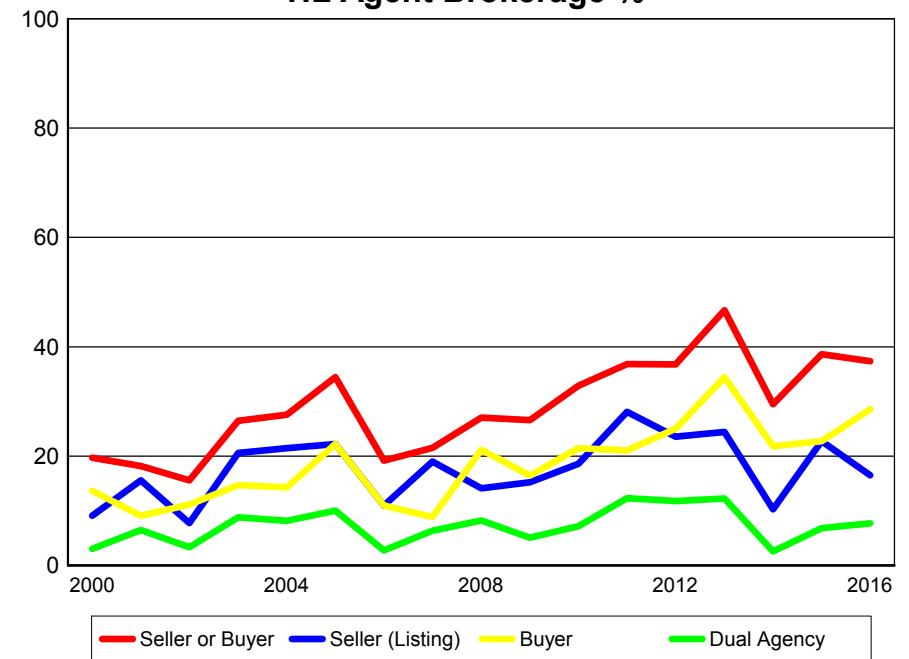


Single Family, Coops and Condos

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tuckahoe	Total Units Sold	1,347	66	77	90	68	98	90	73	79	85	79	70	57	68	90	78	88	91
	<u>HL Brokerage:</u>																		
	Seller or Buyer	394	13	14	14	18	27	31	14	17	23	21	23	21	25	42	23	34	34
	Seller	237	6	12	7	14	21	20	8	15	12	12	13	16	16	22	8	20	15
	Buyer	254	9	7	10	10	14	20	8	7	18	13	15	12	17	31	17	20	26
	Dual	97	2	5	3	6	8	9	2	5	7	4	5	7	8	11	2	6	7

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tuckahoe	Seller or Buyer	29%	20%	18%	16%	26%	28%	34%	19%	22%	27%	27%	33%	37%	37%	47%	29%	39%	37%
	Seller	18%	9%	16%	8%	21%	21%	22%	11%	19%	14%	15%	19%	28%	24%	24%	10%	23%	16%
	Buyer	19%	14%	9%	11%	15%	14%	22%	11%	9%	21%	16%	21%	21%	25%	34%	22%	23%	29%
	Dual	7%	3%	6%	3%	9%	8%	10%	3%	6%	8%	5%	7%	12%	12%	12%	3%	7%	8%