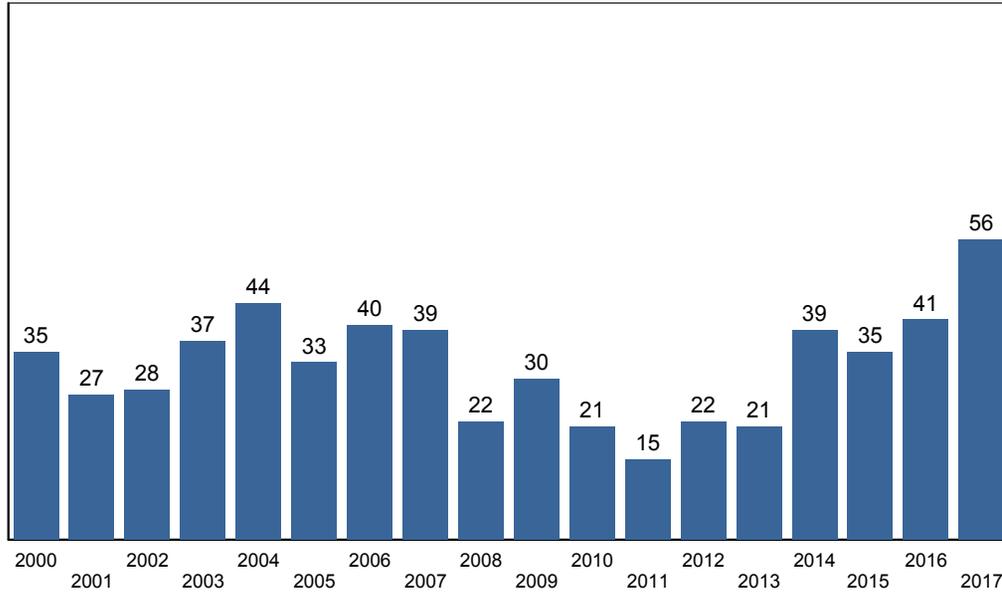


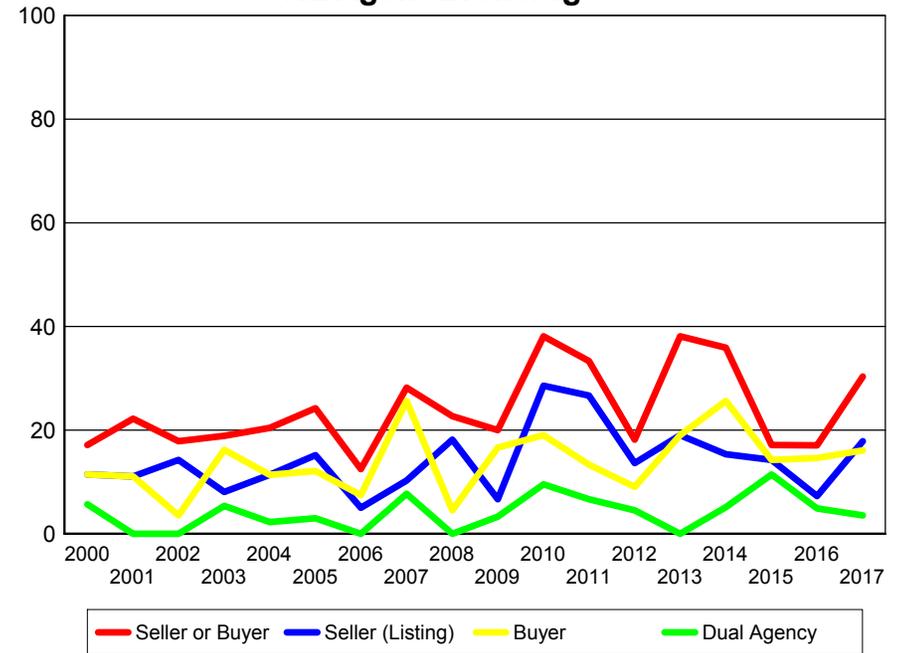
Bedford School District

Co-Operative

Units Sold



HL Agent Brokerage %



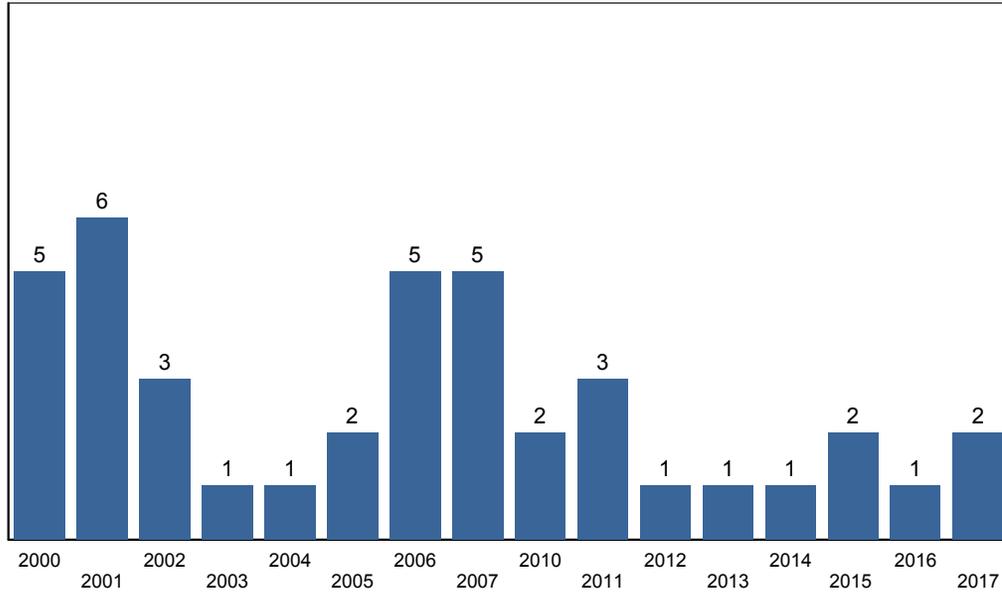
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bedford	Total Units Sold	585	35	27	28	37	44	33	40	39	22	30	21	15	22	21	39	35	41	56
	<u>HL Brokerage:</u>																			
	Seller or Buyer	137	6	6	5	7	9	8	5	11	5	6	8	5	4	8	14	6	7	17
	Seller	77	4	3	4	3	5	5	2	4	4	2	6	4	3	4	6	5	3	10
	Buyer	84	4	3	1	6	5	4	3	10	1	5	4	2	2	4	10	5	6	9
Dual	24	2			2	1	1		3		1	2	1	1		2	4	2	2	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bedford	Seller or Buyer	23%	17%	22%	18%	19%	20%	24%	13%	28%	23%	20%	38%	33%	18%	38%	36%	17%	17%	30%
	Seller	13%	11%	11%	14%	8%	11%	15%	5%	10%	18%	7%	29%	27%	14%	19%	15%	14%	7%	18%
	Buyer	14%	11%	11%	4%	16%	11%	12%	8%	26%	5%	17%	19%	13%	9%	19%	26%	14%	15%	16%
	Dual	4%	6%			5%	2%	3%		8%		3%	10%	7%	5%		5%	11%	5%	4%

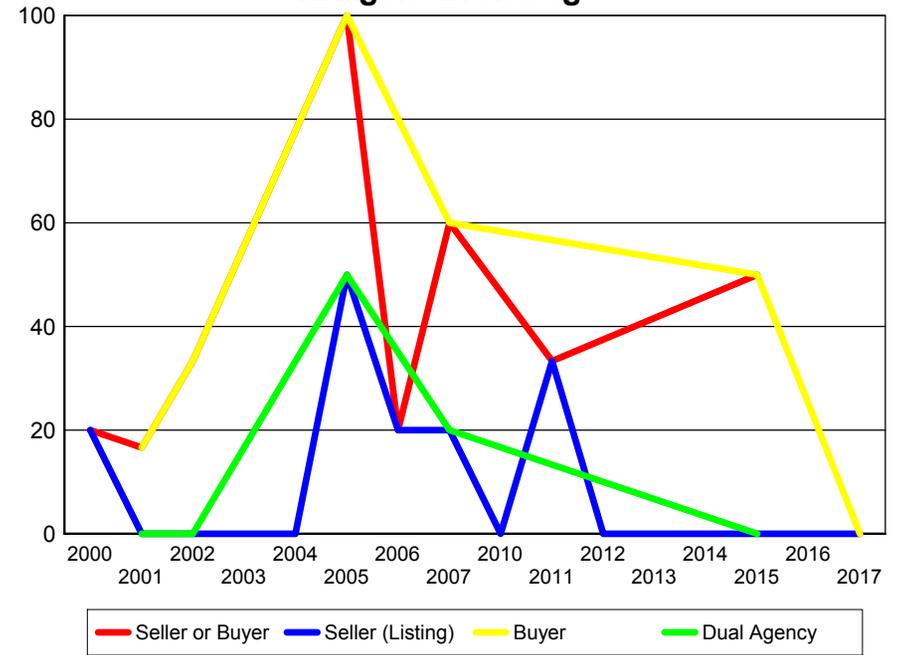
Katonah-Lewisboro School District

Co-Operative

Units Sold



HL Agent Brokerage %

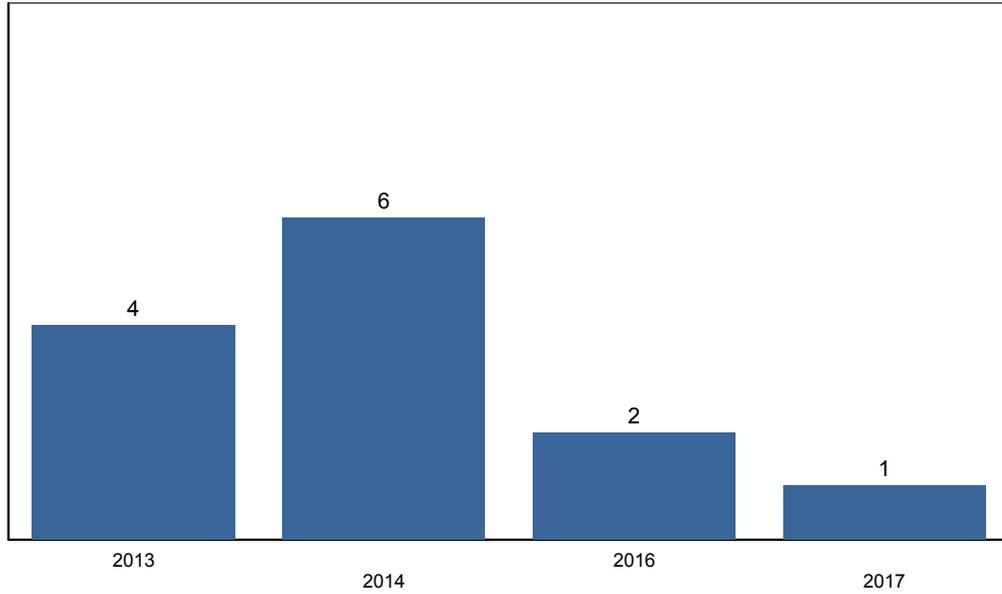


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2010	2011	2012	2013	2014	2015	2016	2017
Katonah-Lewisboro	Total Units Sold	41	5	6	3	1	1	2	5	5	2	3	1	1	1	2	1	2
	<u>HL Brokerage:</u>																	
	Seller or Buyer	11	1	1	1			2	1	3		1				1		
	Seller	5	1					1	1	1		1						
	Buyer	8		1	1			2		3						1		
Dual	2						1	1	1	1								

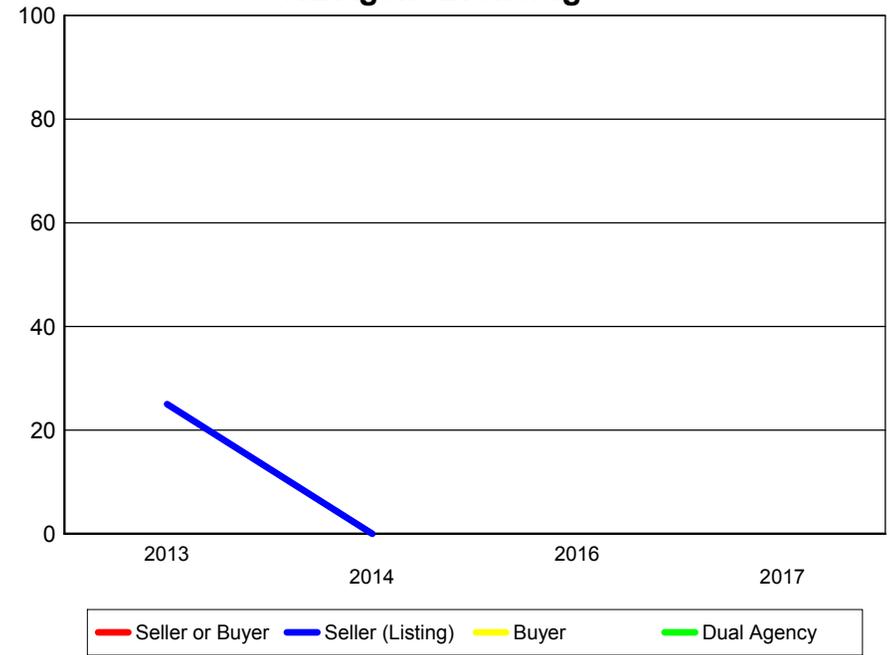
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2010	2011	2012	2013	2014	2015	2016	2017
Katonah-Lewisboro	Seller or Buyer	35%	20%	17%	33%			100%	20%	60%		33%			50%			
	Seller	13%	20%					50%	20%	20%		33%						
	Buyer	40%		17%	33%			100%		60%					50%			
	Dual	11%						50%		20%								

Co-Operative

Units Sold



HL Agent Brokerage %



		Total	2013	2014	2016	2017
North Salem	Total Units Sold	13	4	6	2	1
	<u>HL Brokerage:</u>					
	Seller or Buyer	2	2			
	Seller	1	1			
	Buyer	1	1			
	Dual					

		Total	2013	2014	2016	2017
North Salem	Seller or Buyer	50%	50%			
	Seller	10%	25%			
	Buyer	25%	25%			
	Dual					