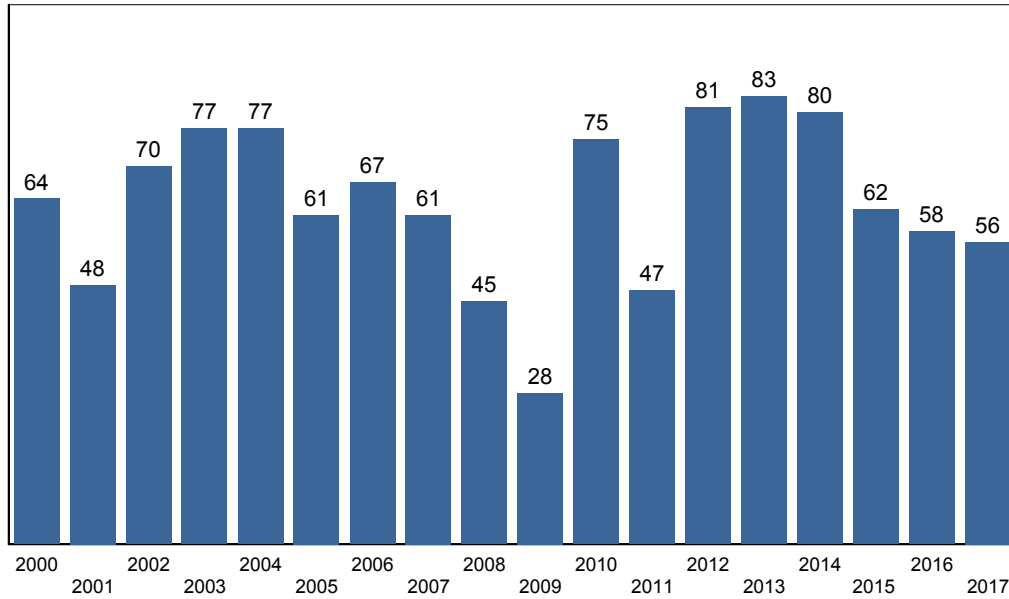
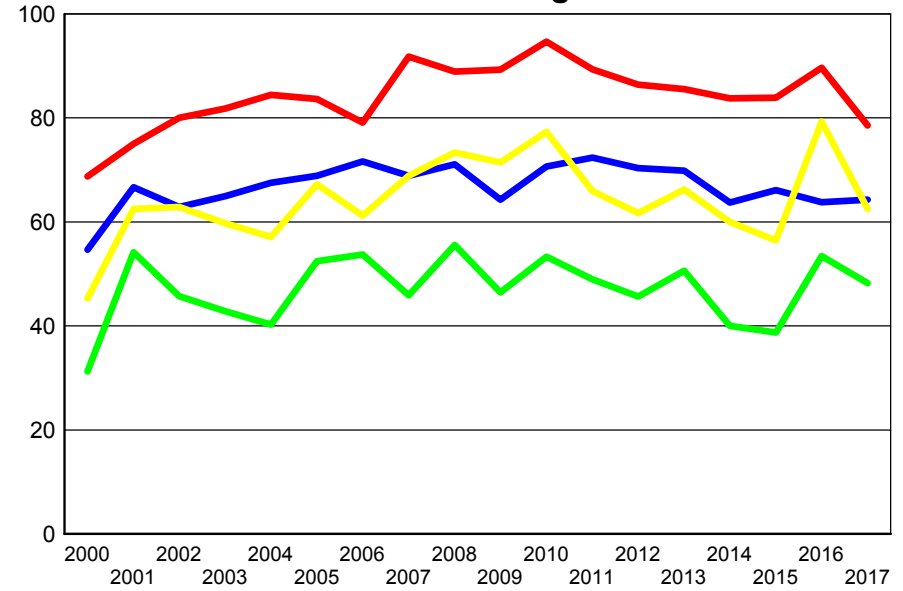


## Single Family

### Units Sold



### HL Unit Brokerage %



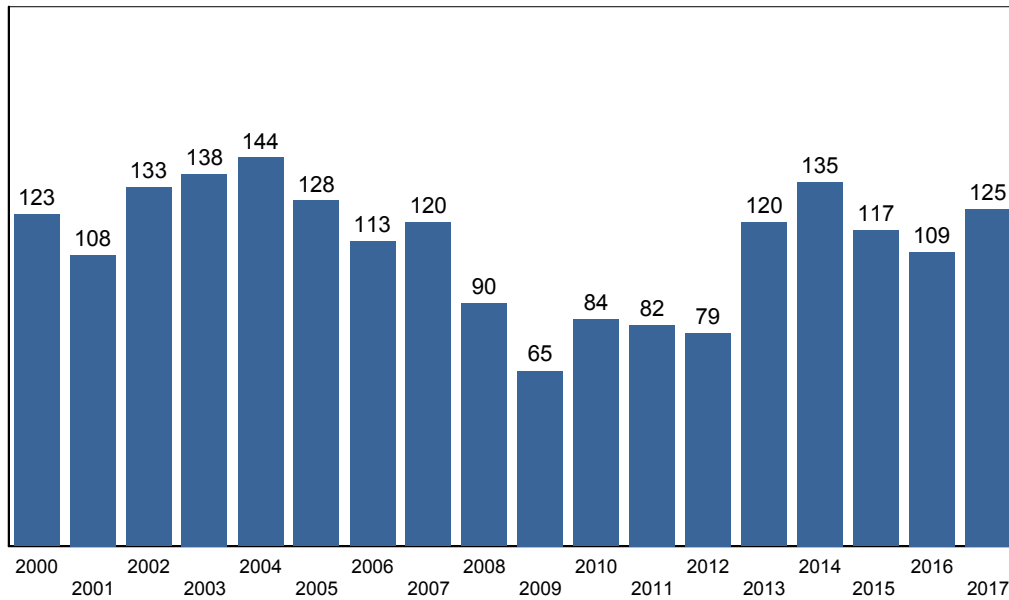
— Seller or Buyer   
 — Seller (Listing)   
 — Buyer   
 — Dual Agency

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bronxville	Total Units Sold	1,140	64	48	70	77	77	61	67	61	45	28	75	47	81	83	80	62	58	56
	<b>HL Brokerage:</b>																			
	Seller or Buyer	958	44	36	56	63	65	51	53	56	40	25	71	42	70	71	67	52	52	44
	Seller	762	35	32	44	50	52	42	48	42	32	18	53	34	57	58	51	41	37	36
	Buyer	728	29	30	44	46	44	41	41	42	33	20	58	31	50	55	48	35	46	35
Dual	532	20	26	32	33	31	32	36	28	25	13	40	23	37	42	32	24	31	27	

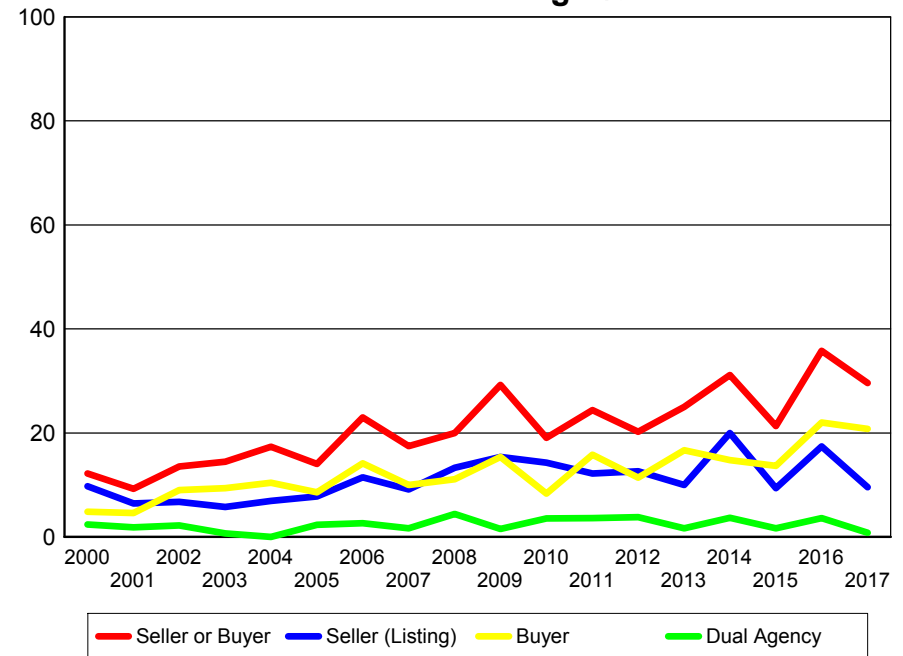
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bronxville	Seller or Buyer	84%	69%	75%	80%	82%	84%	84%	79%	92%	89%	89%	95%	89%	86%	86%	84%	84%	90%	79%
	Seller	67%	55%	67%	63%	65%	68%	69%	72%	69%	71%	64%	71%	72%	70%	70%	64%	66%	64%	64%
	Buyer	64%	45%	63%	63%	60%	57%	67%	61%	69%	73%	71%	77%	66%	62%	66%	60%	56%	79%	63%
	Dual	47%	31%	54%	46%	43%	40%	52%	54%	46%	56%	46%	53%	49%	46%	51%	40%	39%	53%	48%

## Single Family

### Units Sold



### HL Unit Brokerage %

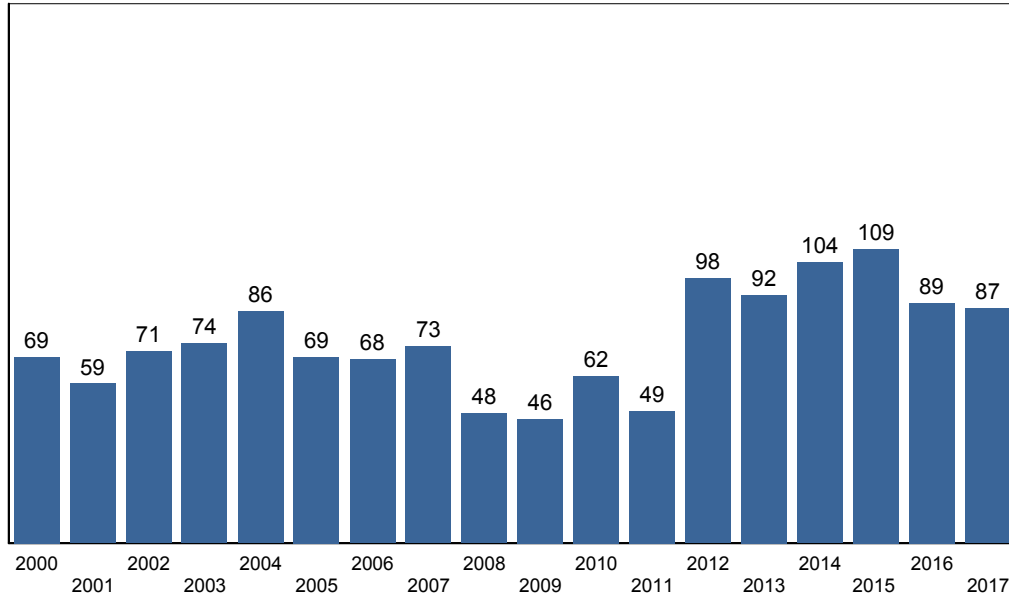


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
Eastchester	<b>Total Units Sold</b>	<b>2,013</b>	<b>123</b>	<b>108</b>	<b>133</b>	<b>138</b>	<b>144</b>	<b>128</b>	<b>113</b>	<b>120</b>	<b>90</b>	<b>65</b>	<b>84</b>	<b>82</b>	<b>79</b>	<b>120</b>	<b>135</b>	<b>117</b>	<b>109</b>	<b>125</b>	
	<b>HL Brokerage:</b>																				
	<b>Seller or Buyer</b>	415	15	10	18	20	25	18	26	21	18	19	16	20	16	30	42	25	39	37	
	<b>Seller</b>	215	12	7	9	8	10	10	13	11	12	10	12	10	10	12	27	11	19	12	
	<b>Buyer</b>	245	6	5	12	13	15	11	16	12	10	10	7	13	9	20	20	16	24	26	
<b>Dual</b>	45	3	2	3	1	3	3	3	2	4	1	3	3	3	2	5	2	4	1		

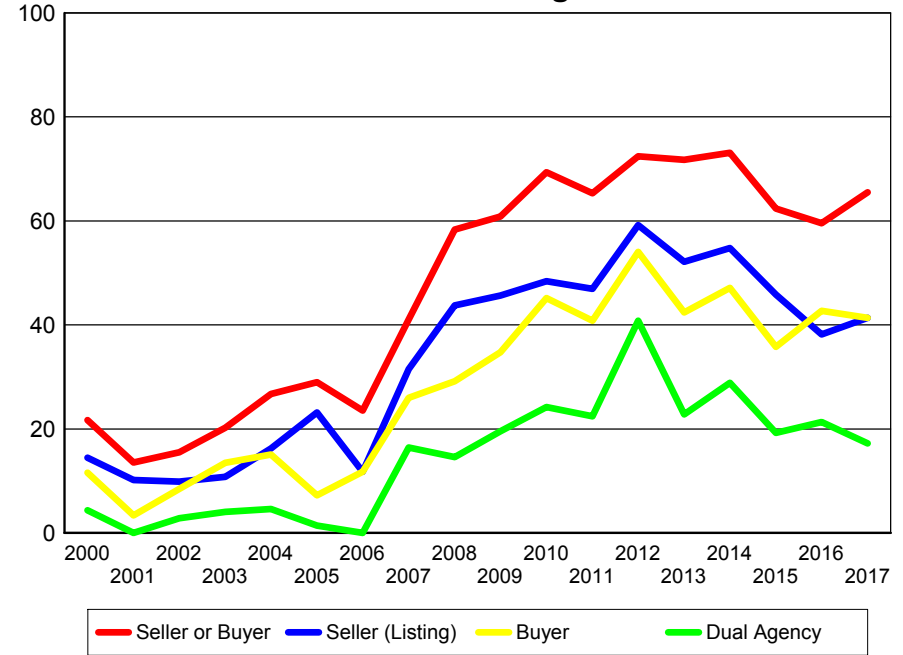
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Eastchester	<b>Seller or Buyer</b>	21%	12%	9%	14%	14%	17%	14%	23%	18%	20%	29%	19%	24%	20%	25%	31%	21%	36%	30%
	<b>Seller</b>	11%	10%	6%	7%	6%	7%	8%	12%	9%	13%	15%	14%	12%	13%	10%	20%	9%	17%	10%
	<b>Buyer</b>	12%	5%	5%	9%	9%	10%	9%	14%	10%	11%	15%	8%	16%	11%	17%	15%	14%	22%	21%
	<b>Dual</b>	2%	2%	2%	2%	1%	2%	3%	3%	2%	4%	2%	4%	4%	4%	2%	4%	2%	4%	1%

## Single Family

### Units Sold



### HL Unit Brokerage %

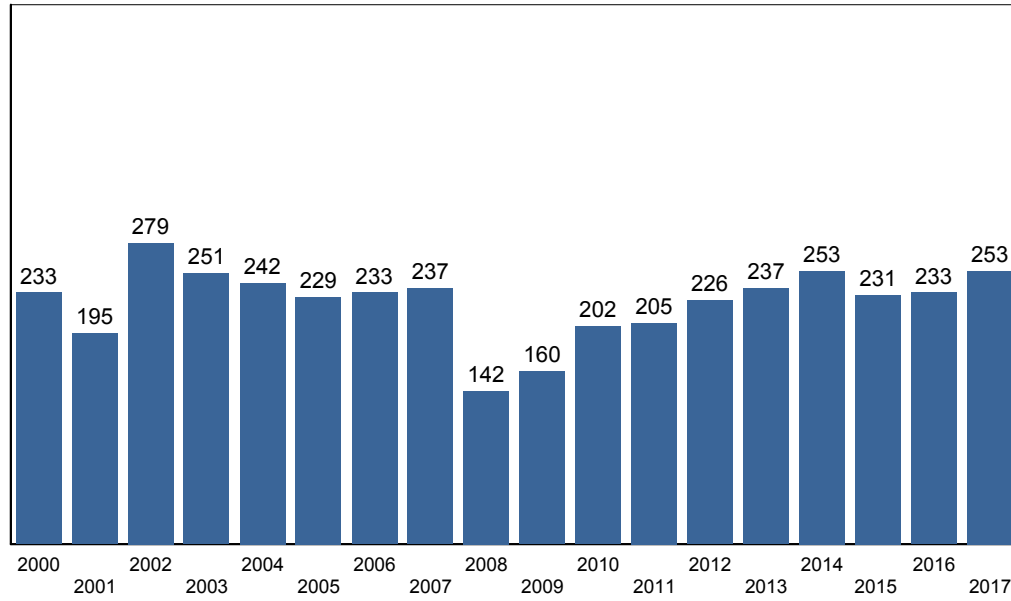


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
Edgemont	Total Units Sold	1,353	69	59	71	74	86	69	68	73	48	46	62	49	98	92	104	109	89	87	
	<b>HL Brokerage:</b>																				
	Seller or Buyer	660	15	8	11	15	23	20	16	30	28	28	43	32	71	66	76	68	53	57	
	Seller	470	10	6	7	8	14	16	8	23	21	21	30	23	58	48	57	50	34	36	
	Buyer	403	8	2	6	10	13	5	8	19	14	16	28	20	53	39	49	39	38	36	
Dual	213	3		2	3	4	1		12	7	9	15	11	40	21	30	21	19	15		

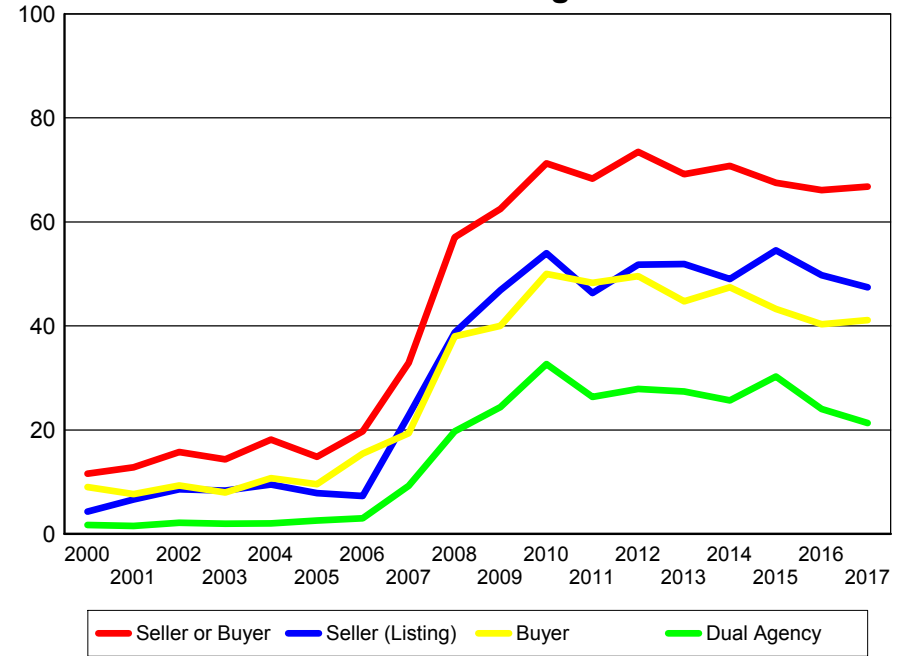
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Edgemont	Seller or Buyer	49%	22%	14%	15%	20%	27%	29%	24%	41%	58%	61%	69%	65%	72%	72%	73%	62%	60%	66%
	Seller	35%	14%	10%	10%	11%	16%	23%	12%	32%	44%	46%	48%	47%	59%	52%	55%	46%	38%	41%
	Buyer	30%	12%	3%	8%	14%	15%	7%	12%	26%	29%	35%	45%	41%	54%	42%	47%	36%	43%	41%
	Dual	16%	4%		3%	4%	5%	1%		16%	15%	20%	24%	22%	41%	23%	29%	19%	21%	17%

## Single Family

### Units Sold



### HL Unit Brokerage %

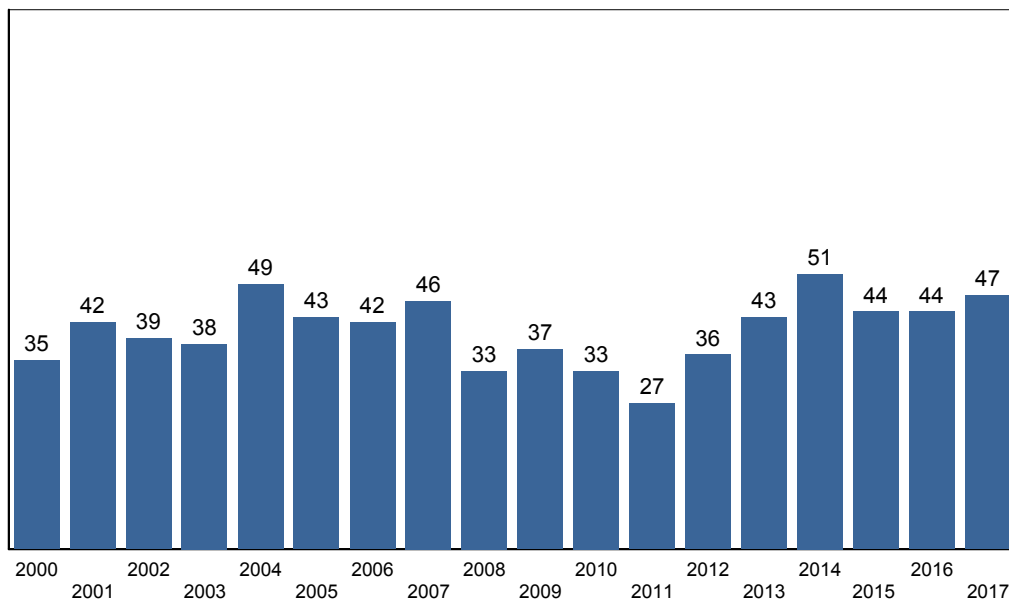


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Scarsdale	<b>Total Units Sold</b>	<b>4,041</b>	<b>233</b>	<b>195</b>	<b>279</b>	<b>251</b>	<b>242</b>	<b>229</b>	<b>233</b>	<b>237</b>	<b>142</b>	<b>160</b>	<b>202</b>	<b>205</b>	<b>226</b>	<b>237</b>	<b>253</b>	<b>231</b>	<b>233</b>	<b>253</b>
	<b>HL Brokerage:</b>																			
	<b>Seller or Buyer</b>	1,787	27	25	44	36	44	34	46	78	81	100	144	140	166	164	179	156	154	169
	<b>Seller</b>	1,240	10	13	24	21	23	18	17	54	55	75	109	95	117	123	124	126	116	120
	<b>Buyer</b>	1,166	21	15	26	20	26	22	36	46	54	64	101	99	112	106	120	100	94	104
	<b>Dual</b>	618	4	3	6	5	5	6	7	22	28	39	66	54	63	65	65	70	56	54

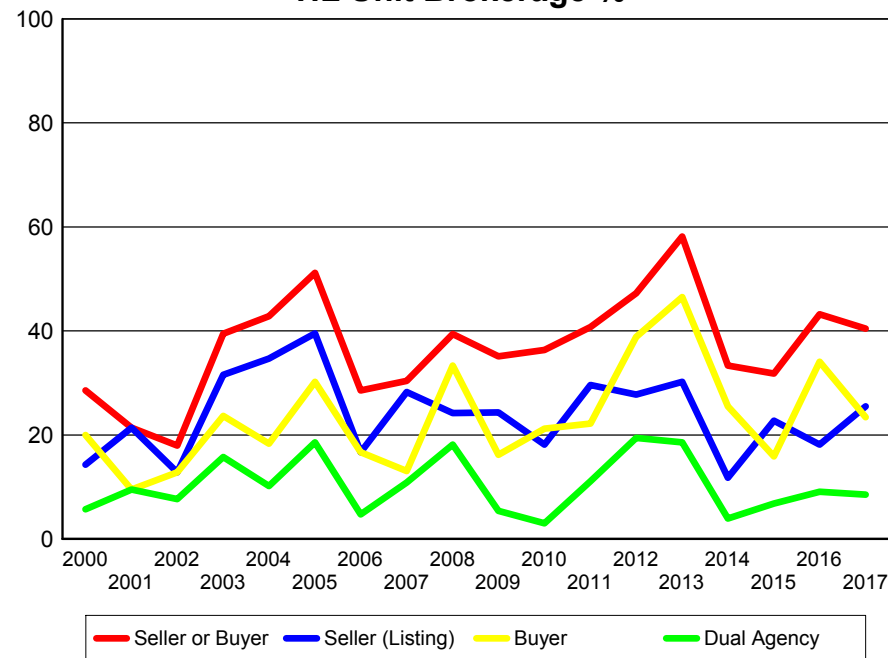
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Scarsdale	<b>Seller or Buyer</b>	44%	12%	13%	16%	14%	18%	15%	20%	33%	57%	63%	71%	68%	73%	69%	71%	68%	66%	67%
	<b>Seller</b>	31%	4%	7%	9%	8%	10%	8%	7%	23%	39%	47%	54%	46%	52%	52%	49%	55%	50%	47%
	<b>Buyer</b>	29%	9%	8%	9%	8%	11%	10%	15%	19%	38%	40%	50%	48%	50%	45%	47%	43%	40%	41%
	<b>Dual</b>	15%	2%	2%	2%	2%	2%	3%	3%	9%	20%	24%	33%	26%	28%	27%	26%	30%	24%	21%

## Single Family

### Units Sold



### HL Unit Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Tuckahoe	<b>Total Units Sold</b>	<b>729</b>	<b>35</b>	<b>42</b>	<b>39</b>	<b>38</b>	<b>49</b>	<b>43</b>	<b>42</b>	<b>46</b>	<b>33</b>	<b>37</b>	<b>33</b>	<b>27</b>	<b>36</b>	<b>43</b>	<b>51</b>	<b>44</b>	<b>44</b>	<b>47</b>
	<b>HL Brokerage:</b>																			
	<b>Seller or Buyer</b>	270	10	9	7	15	21	22	12	14	13	13	12	11	17	25	17	14	19	19
	<b>Seller</b>	175	5	9	5	12	17	17	7	13	8	9	6	8	10	13	6	10	8	12
	<b>Buyer</b>	170	7	4	5	9	9	13	7	6	11	6	7	6	14	20	13	7	15	11
	<b>Dual</b>	75	2	4	3	6	5	8	2	5	6	2	1	3	7	8	2	3	4	4

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Tuckahoe	<b>Seller or Buyer</b>	37%	29%	21%	18%	39%	43%	51%	29%	30%	39%	35%	36%	41%	47%	58%	33%	32%	43%	40%
	<b>Seller</b>	24%	14%	21%	13%	32%	35%	40%	17%	28%	24%	24%	18%	30%	28%	30%	12%	23%	18%	26%
	<b>Buyer</b>	23%	20%	10%	13%	24%	18%	30%	17%	13%	33%	16%	21%	22%	39%	47%	25%	16%	34%	23%
	<b>Dual</b>	10%	6%	10%	8%	16%	10%	19%	5%	11%	18%	5%	3%	11%	19%	19%	4%	7%	9%	9%