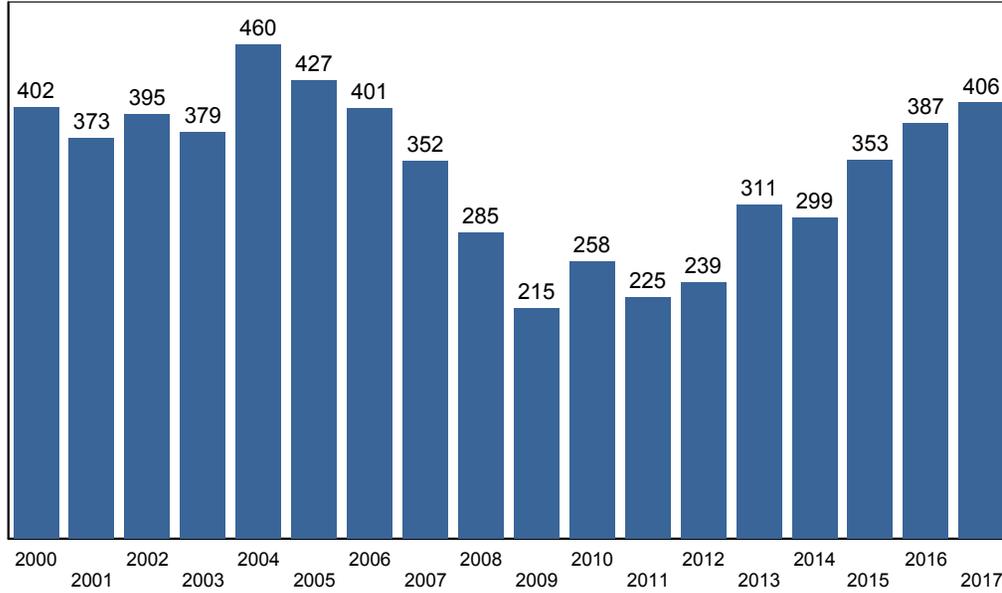


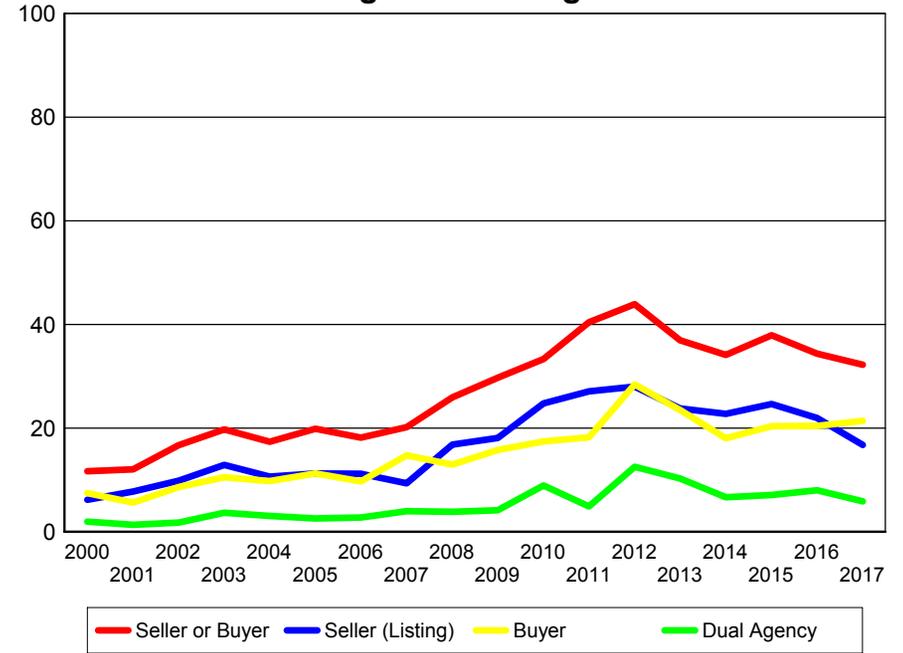
Greenburgh School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



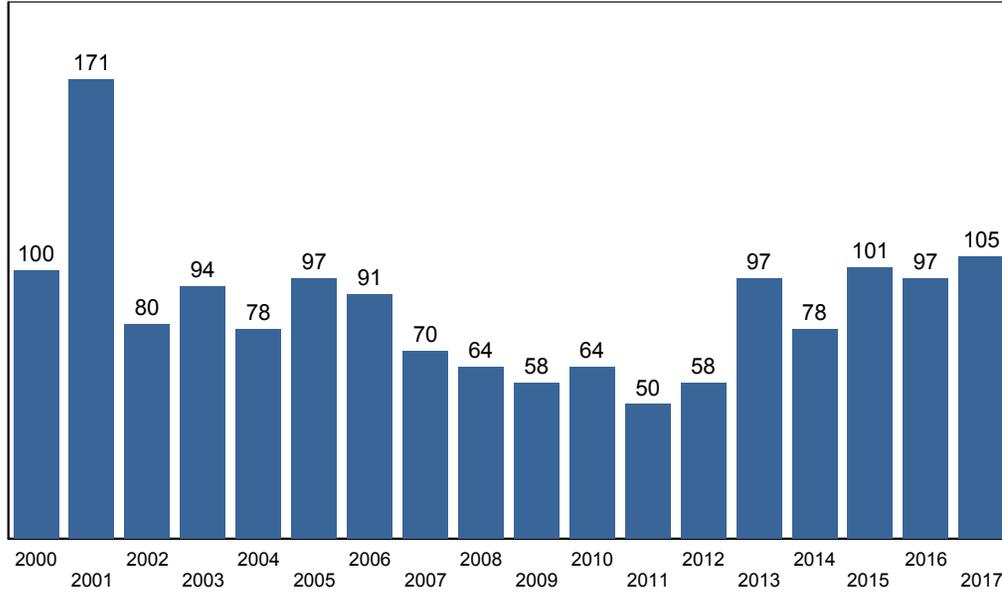
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Greenburgh	Total Units Sold	6,167	402	373	395	379	460	427	401	352	285	215	258	225	239	311	299	353	387	406
	<u>HL Brokerage:</u>																			
	Seller or Buyer	1,577	47	45	66	75	80	85	73	71	74	64	86	91	105	115	102	134	133	131
	Seller	978	25	29	39	49	49	48	45	33	48	39	64	61	67	74	68	87	85	68
	Buyer	899	30	21	34	40	45	48	39	52	37	34	45	41	68	73	54	72	79	87
Dual	300	8	5	7	14	14	11	11	14	11	9	23	11	30	32	20	25	31	24	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Greenburgh	Seller or Buyer	26%	12%	12%	17%	20%	17%	20%	18%	20%	26%	30%	33%	40%	44%	37%	34%	38%	34%	32%
	Seller	16%	6%	8%	10%	13%	11%	11%	11%	9%	17%	18%	25%	27%	28%	24%	23%	25%	22%	17%
	Buyer	15%	7%	6%	9%	11%	10%	11%	10%	15%	13%	16%	17%	18%	28%	23%	18%	20%	20%	21%
	Dual	5%	2%	1%	2%	4%	3%	3%	3%	4%	4%	4%	9%	5%	13%	10%	7%	7%	8%	6%

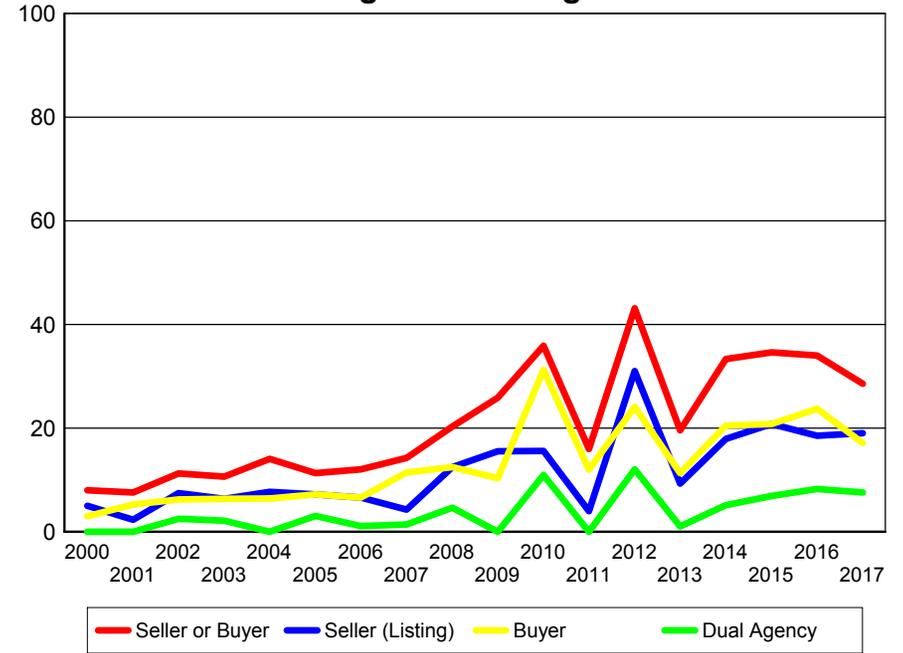
Valhalla School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



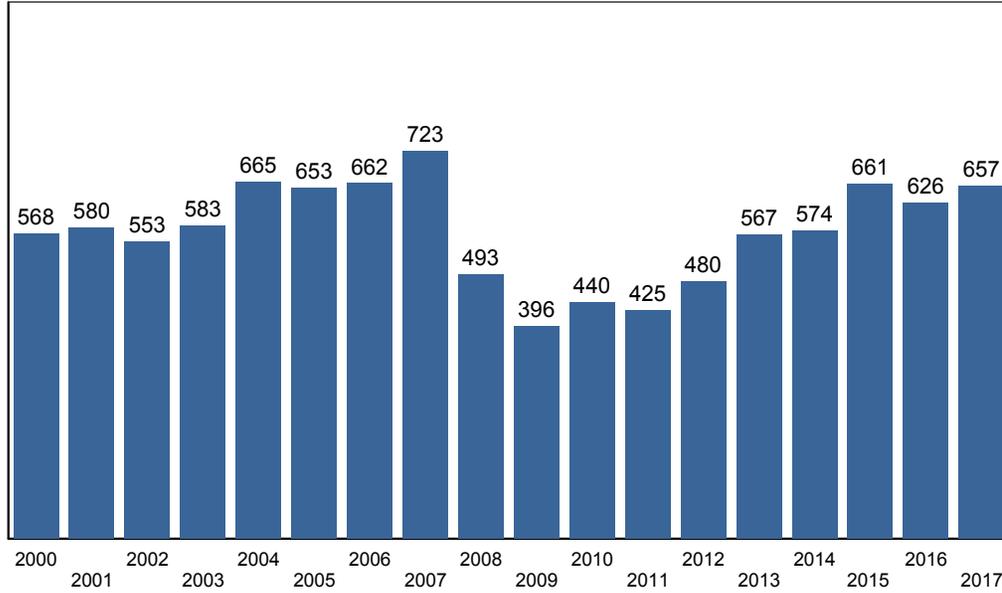
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Valhalla	Total Units Sold	1,553	100	171	80	94	78	97	91	70	64	58	64	50	58	97	78	101	97	105
	<u>HL Brokerage:</u>																			
	Seller or Buyer	310	8	13	9	10	11	11	11	10	13	15	23	8	25	19	26	35	33	30
	Seller	172	5	4	6	6	6	7	6	3	8	9	10	2	18	9	14	21	18	20
	Buyer	192	3	9	5	6	5	7	6	8	8	6	20	6	14	11	16	21	23	18
Dual	54			2	2		3	1	1	3		7		7	1	4	7	8	8	

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Valhalla	Seller or Buyer	20%	8%	8%	11%	11%	14%	11%	12%	14%	20%	26%	36%	16%	43%	20%	33%	35%	34%	29%
	Seller	11%	5%	2%	8%	6%	8%	7%	7%	4%	13%	16%	16%	4%	31%	9%	18%	21%	19%	19%
	Buyer	12%	3%	5%	6%	6%	6%	7%	7%	11%	13%	10%	31%	12%	24%	11%	21%	21%	24%	17%
	Dual	3%			3%	2%		3%	1%	1%	5%		11%		12%	1%	5%	7%	8%	8%

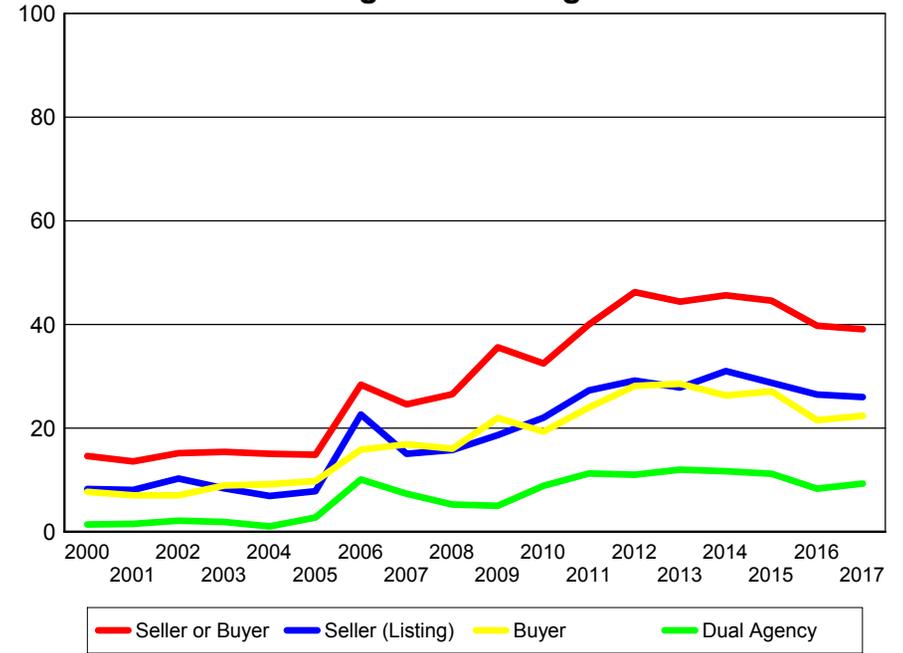
White Plains School District

Condominium, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
White Plains	Total Units Sold	10,306	568	580	553	583	665	653	662	723	493	396	440	425	480	567	574	661	626	657	
	<u>HL Brokerage:</u>																				
	Seller or Buyer	3,021	83	79	84	90	100	97	188	178	131	141	143	170	222	252	262	295	249	257	
	Seller	1,924	47	47	57	49	46	51	150	109	78	74	97	116	140	158	178	190	166	171	
	Buyer	1,790	44	41	39	52	61	64	105	122	79	87	85	102	135	162	151	179	135	147	
Dual	693	8	9	12	11	7	18	67	53	26	20	39	48	53	68	67	74	52	61		

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
White Plains	Seller or Buyer	29%	15%	14%	15%	15%	15%	15%	28%	25%	27%	36%	33%	40%	46%	44%	46%	45%	40%	39%
	Seller	19%	8%	8%	10%	8%	7%	8%	23%	15%	16%	19%	22%	27%	29%	28%	31%	29%	27%	26%
	Buyer	17%	8%	7%	7%	9%	9%	10%	16%	17%	16%	22%	19%	24%	28%	29%	26%	27%	22%	22%
	Dual	7%	1%	2%	2%	2%	1%	3%	10%	7%	5%	5%	9%	11%	11%	12%	12%	11%	8%	9%