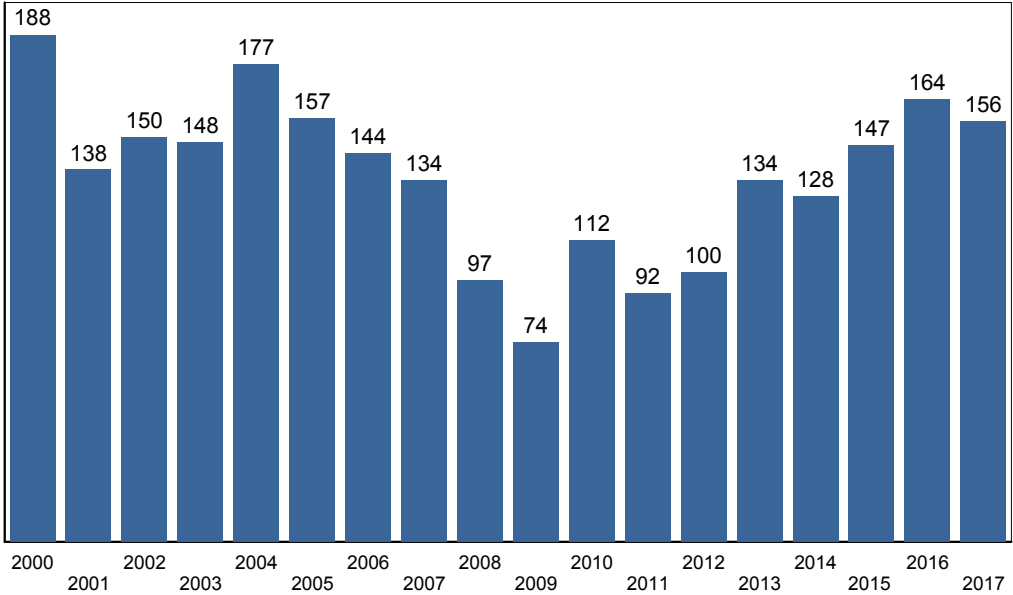


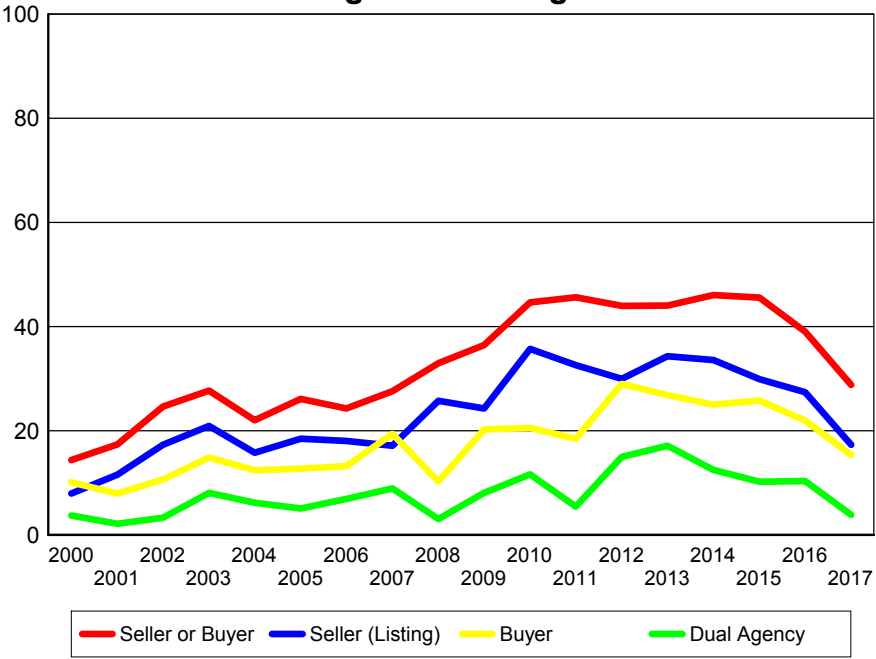
Greenburgh School District

Single Family

Units Sold



HL Agent Brokerage %



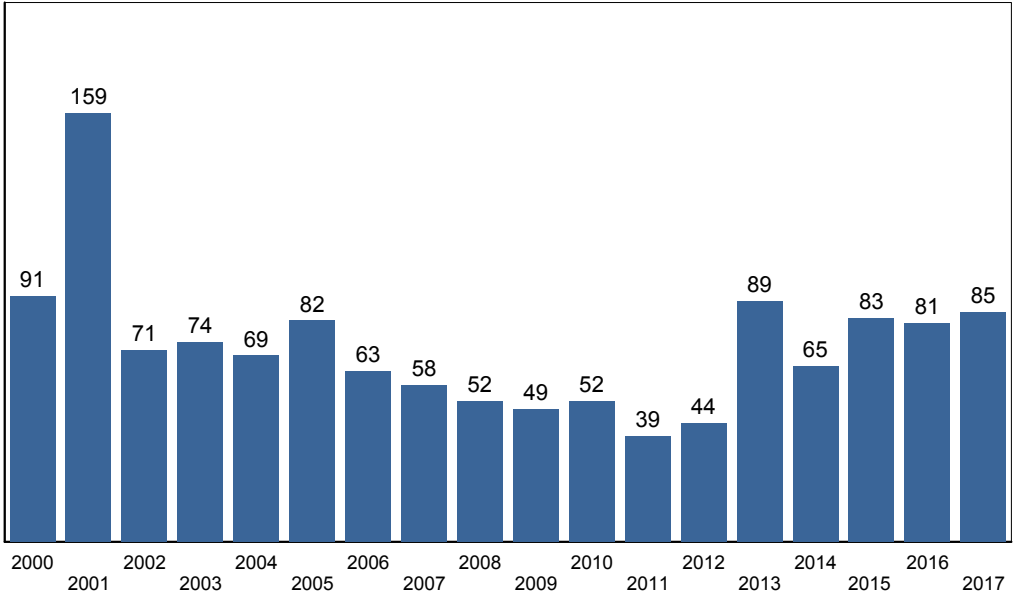
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Greenburgh	Total Units Sold	2,440	188	138	150	148	177	157	144	134	97	74	112	92	100	134	128	147	164	156
	HL Brokerage:																			
	Seller or Buyer	770	27	24	37	41	39	41	35	37	32	27	50	42	44	59	59	67	64	45
	Seller	542	15	16	26	31	28	29	26	23	25	18	40	30	30	46	43	44	45	27
	Buyer	415	19	11	16	22	22	20	19	26	10	15	23	17	29	36	32	38	36	24
	Dual	187	7	3	5	12	11	8	10	12	3	6	13	5	15	23	16	15	17	6

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Greenburgh	Seller or Buyer	32%	14%	17%	25%	28%	22%	26%	24%	28%	33%	36%	45%	46%	44%	44%	46%	46%	39%	29%
	Seller	22%	8%	12%	17%	21%	16%	18%	18%	17%	26%	24%	36%	33%	30%	34%	34%	30%	27%	17%
	Buyer	17%	10%	8%	11%	15%	12%	13%	13%	19%	10%	20%	21%	18%	29%	27%	25%	26%	22%	15%
	Dual	8%	4%	2%	3%	8%	6%	5%	7%	9%	3%	8%	12%	5%	15%	17%	13%	10%	10%	4%

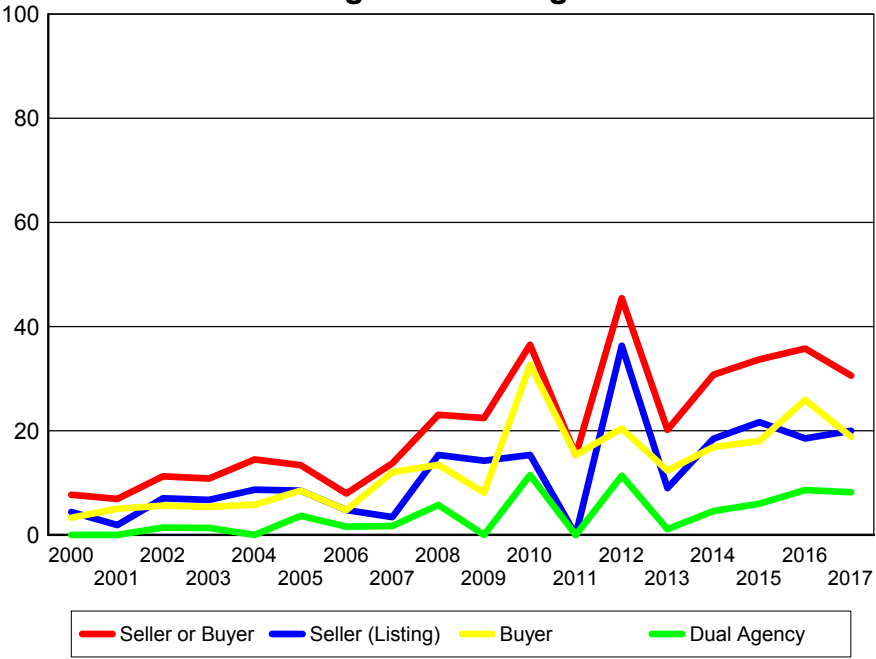
Valhalla School District

Single Family

Units Sold



HL Agent Brokerage %



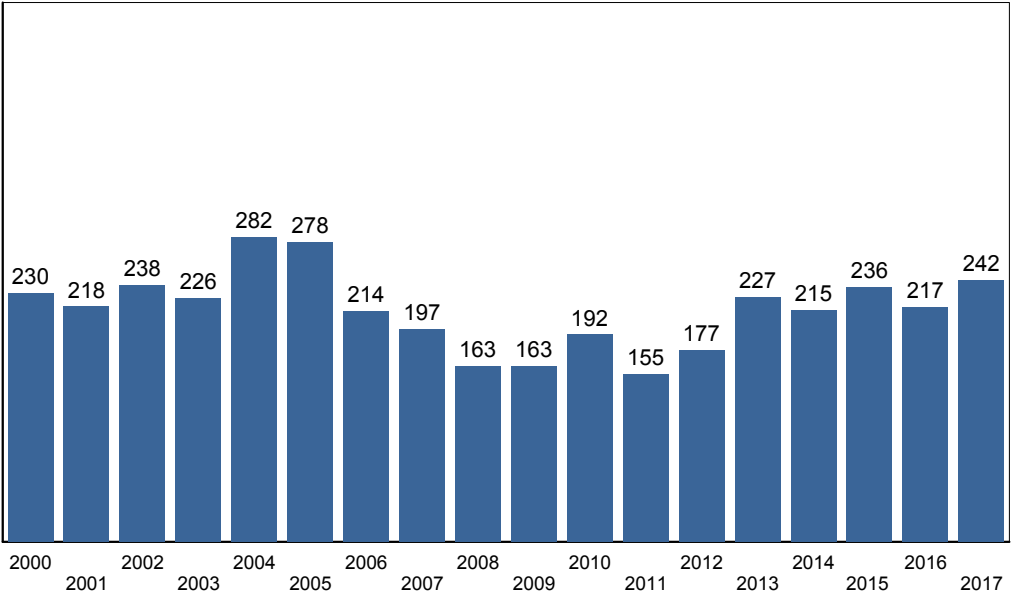
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Valhalla	Total Units Sold	1,306	91	159	71	74	69	82	63	58	52	49	52	39	44	89	65	83	81	85
	HL Brokerage:																			
	Seller or Buyer	257	7	11	8	8	10	11	5	8	12	11	19	6	20	18	20	28	29	26
	Seller	144	4	3	5	5	6	7	3	2	8	7	8	6	16	8	12	18	15	17
	Buyer	157	3	8	4	4	4	7	3	7	7	4	17	6	9	11	11	15	21	16
	Dual	44			1	1		3	1	1	3		6		5	1	3	5	7	7

		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%	7%	11%	11%	14%	13%	8%	14%	23%	22%	37%	15%	45%	20%	31%	34%	36%	31%
	Seller	11%	4%	2%	7%	7%	9%	9%	5%	3%	15%	14%	15%		36%	9%	18%	22%	19%	20%
	Buyer	12%	3%	5%	6%	5%	6%	9%	5%	12%	13%	8%	33%	15%	20%	12%	17%	18%	26%	19%
	Dual	3%			1%	1%		4%	2%	2%	6%		12%		11%	1%	5%	6%	9%	8%

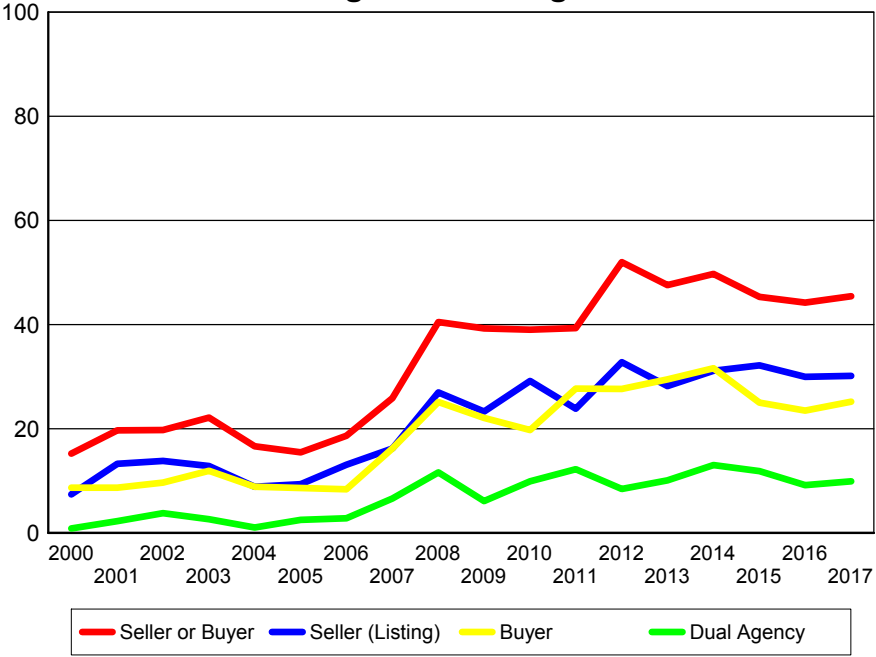
White Plains School District

Single Family

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	3,870	230	218	238	226	282	278	214	197	163	163	192	155	177	227	215	236	217	242
	HL Brokerage:																			
	Seller or Buyer	1,242	35	43	47	50	47	43	40	51	66	64	75	61	92	108	107	107	96	110
	Seller	797	17	29	33	29	25	26	28	32	44	38	56	37	58	64	67	76	65	73
	Buyer	701	20	19	23	27	25	24	18	32	41	36	38	43	49	67	68	59	51	61
	Dual	256	2	5	9	6	3	7	6	13	19	10	19	19	15	23	28	28	20	24

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
White Plains	Seller or Buyer	32%	15%	20%	20%	22%	17%	15%	19%	26%	40%	39%	39%	39%	52%	48%	50%	45%	44%	45%
	Seller	21%	7%	13%	14%	13%	9%	9%	13%	16%	27%	23%	29%	24%	33%	28%	31%	32%	30%	30%
	Buyer	18%	9%	9%	10%	12%	9%	9%	8%	16%	25%	22%	20%	28%	28%	30%	32%	25%	24%	25%
	Dual	7%	1%	2%	4%	3%	1%	3%	3%	7%	12%	6%	10%	12%	8%	10%	13%	12%	9%	10%