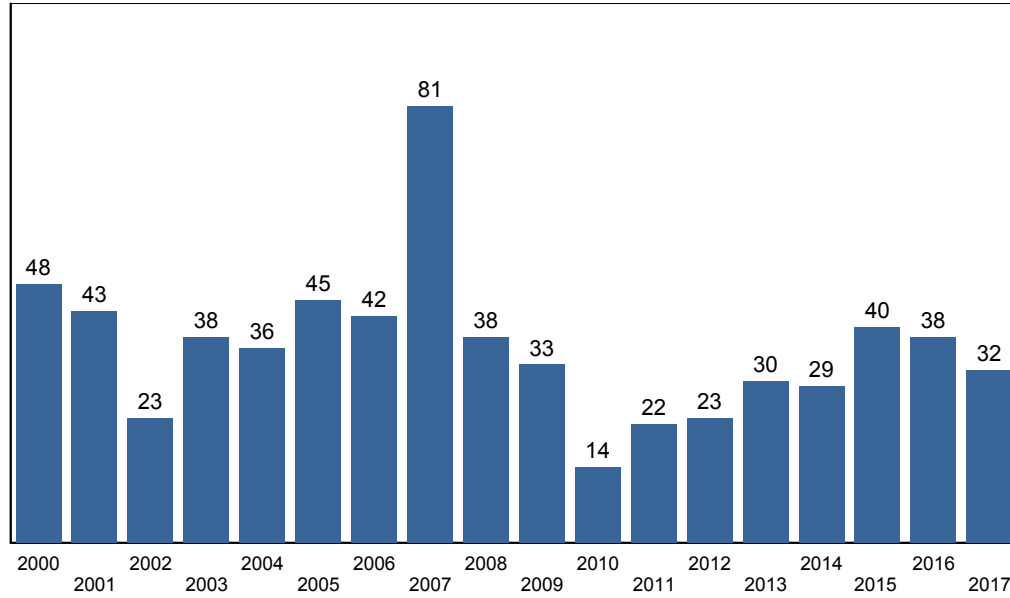


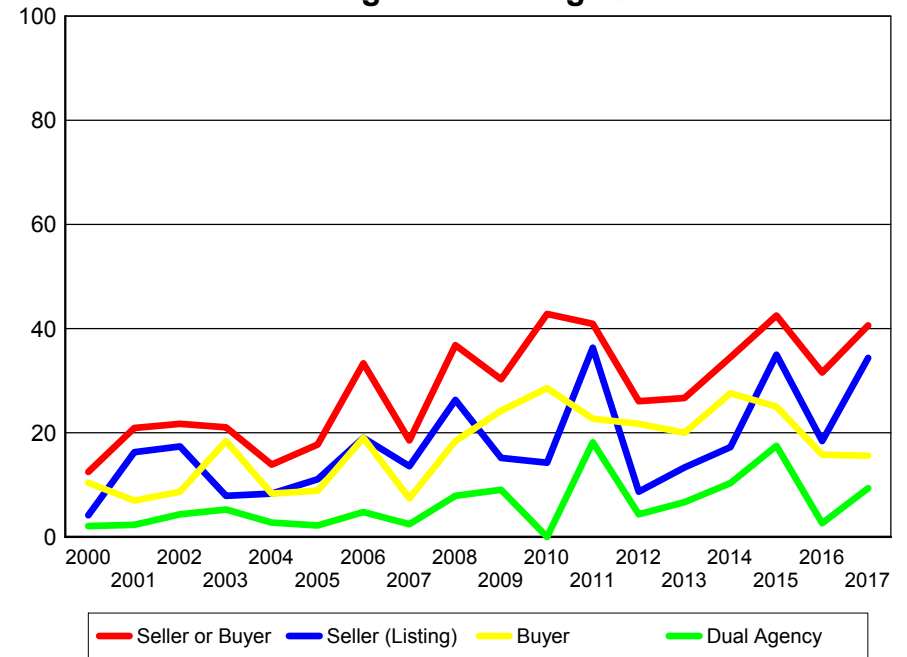
Bedford School District

Condominium

Units Sold



HL Agent Brokerage %



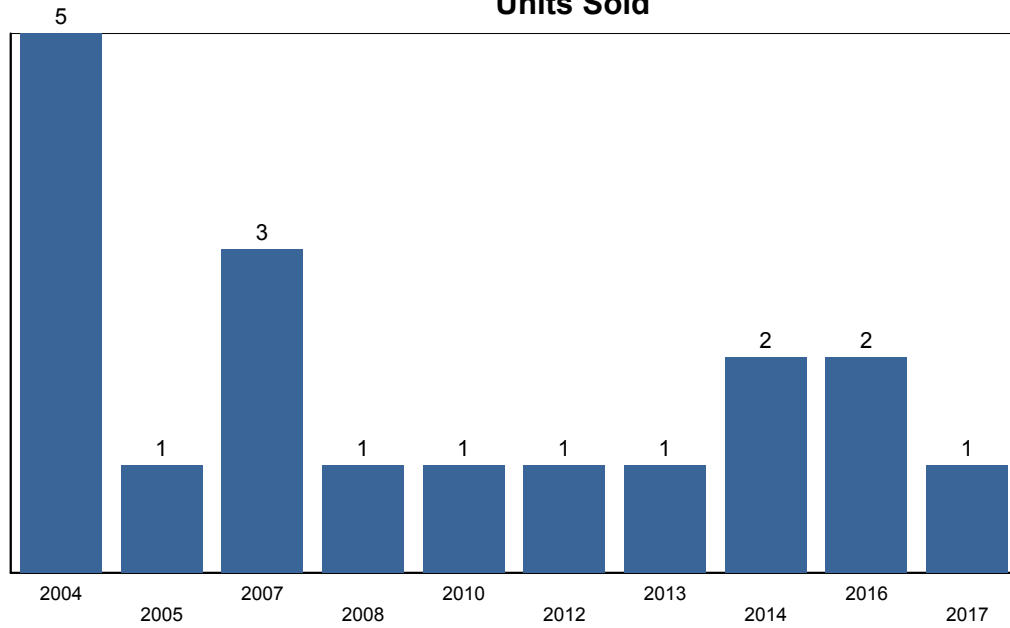
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bedford	Total Units Sold	655	48	43	23	38	36	45	42	81	38	33	14	22	23	30	29	40	38	32
	<u>HL Brokerage:</u>																			
	Seller or Buyer	175	6	9	5	8	5	8	14	15	14	10	6	9	6	8	10	17	12	13
	Seller	111	2	7	4	3	3	5	8	11	10	5	2	8	2	4	5	14	7	11
	Buyer	102	5	3	2	7	3	4	8	6	7	8	4	5	5	6	8	10	6	5
	Dual	38	1	1	1	2	1	1	2	2	3	3		4	1	2	3	7	1	3

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Bedford	Seller or Buyer	27%	13%	21%	22%	21%	14%	18%	33%	19%	37%	30%	43%	41%	26%	27%	34%	43%	32%	41%
	Seller	17%	4%	16%	17%	8%	8%	11%	19%	14%	26%	15%	14%	36%	9%	13%	17%	35%	18%	34%
	Buyer	16%	10%	7%	9%	18%	8%	9%	19%	7%	18%	24%	23%	22%	20%	28%	25%	16%	16%	
	Dual	6%	2%	2%	4%	5%	3%	2%	5%	2%	8%	9%	18%	4%	7%	10%	18%	3%	9%	

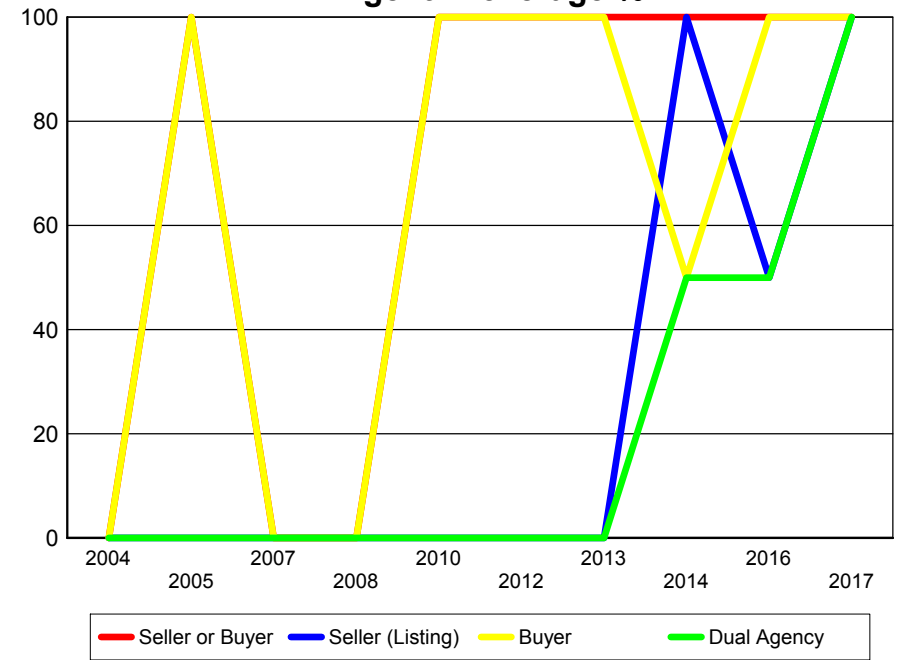
Byram Hills School District

Condominium

Units Sold



HL Agent Brokerage %

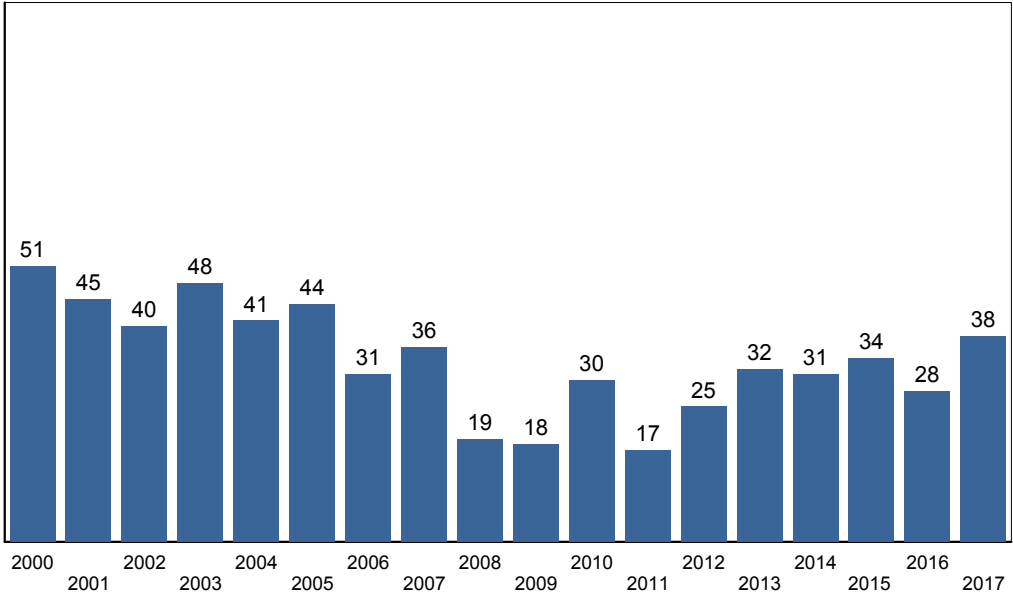


		Total	2004	2005	2007	2008	2010	2012	2013	2014	2016	2017
Byram Hills	Total Units Sold	18	5	1	3	1	1	1	1	2	2	1
	<u>HL Brokerage:</u>											
	Seller or Buyer	9		1			1	1	1	2	2	1
	Seller	4								2	1	1
	Buyer	8		1			1	1	1	1	2	1
	Dual	3								1	1	1

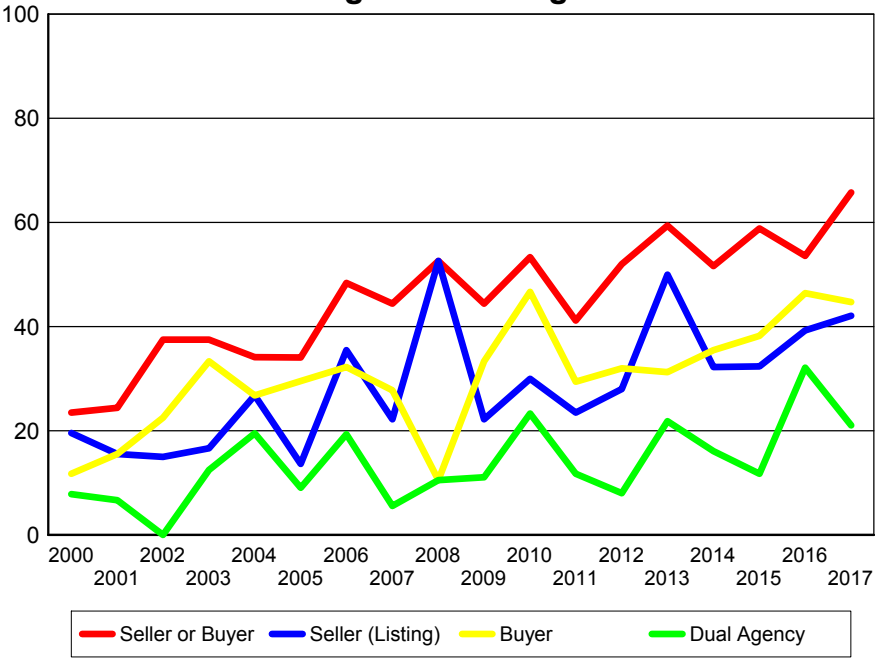
		Total	2004	2005	2007	2008	2010	2012	2013	2014	2016	2017
Byram Hills	Seller or Buyer	50%		100%			100%	100%	100%	100%	100%	100%
	Seller	22%								100%	50%	100%
	Buyer	44%		100%			100%	100%	100%	50%	100%	100%
	Dual	17%								50%	50%	100%

Condominium

Units Sold



HL Agent Brokerage %



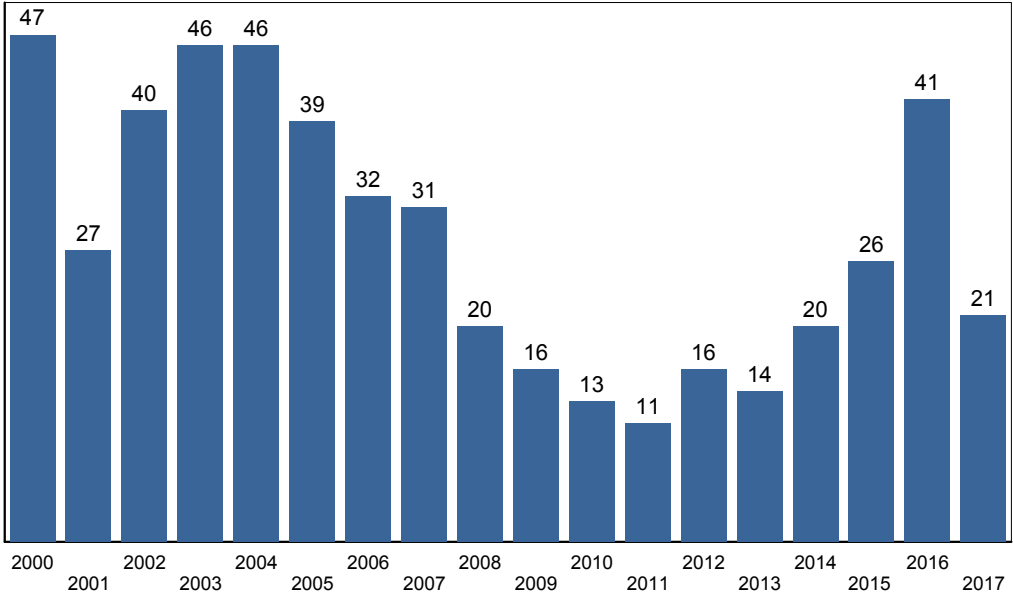
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Chappaqua	Total Units Sold	608	51	45	40	48	41	44	31	36	19	18	30	17	25	32	31	34	28	38
	HL Brokerage:																			
	Seller or Buyer	265	12	11	15	18	14	15	15	16	10	8	16	7	13	19	16	20	15	25
	Seller	165	10	7	6	8	11	6	11	8	10	4	9	4	7	16	10	11	11	16
	Buyer	181	6	7	9	16	11	13	10	10	2	6	14	5	8	10	11	13	13	17
	Dual	81	4	3		6	8	4	6	2	2	2	7	2	2	7	5	4	9	8

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Chappaqua	Seller or Buyer	44%	24%	24%	38%	38%	34%	34%	48%	44%	53%	44%	53%	41%	52%	59%	52%	59%	54%	66%
	Seller	27%	20%	16%	15%	17%	27%	14%	35%	22%	53%	22%	30%	24%	28%	50%	32%	32%	39%	42%
	Buyer	30%	12%	16%	23%	33%	27%	30%	32%	28%	11%	33%	47%	29%	32%	31%	35%	38%	46%	45%
	Dual	13%	8%	7%		13%	20%	9%	19%	6%	11%	11%	23%	12%	8%	22%	16%	12%	32%	21%

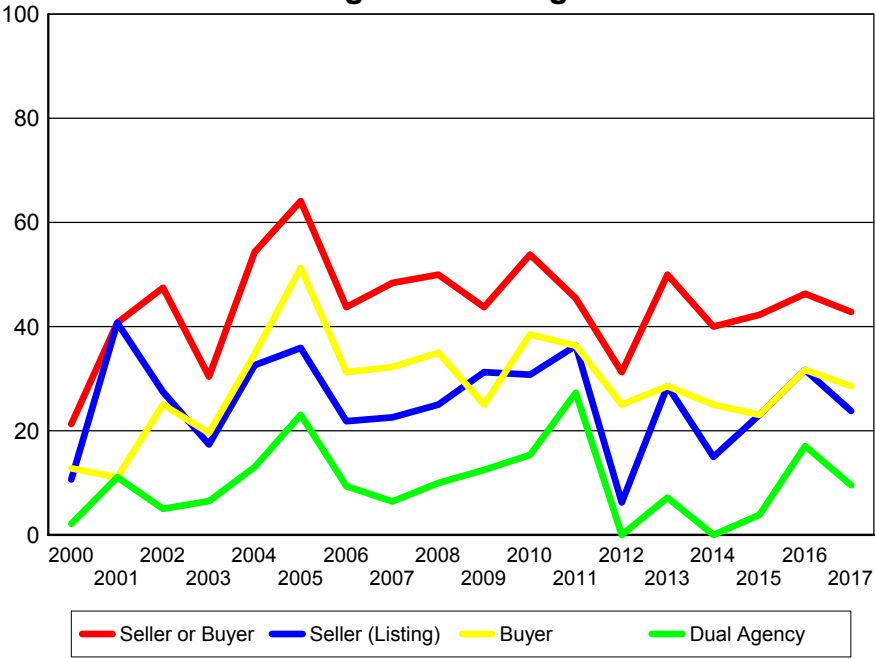
Katonah-Lewisboro School District

Condominium

Units Sold



HL Agent Brokerage %



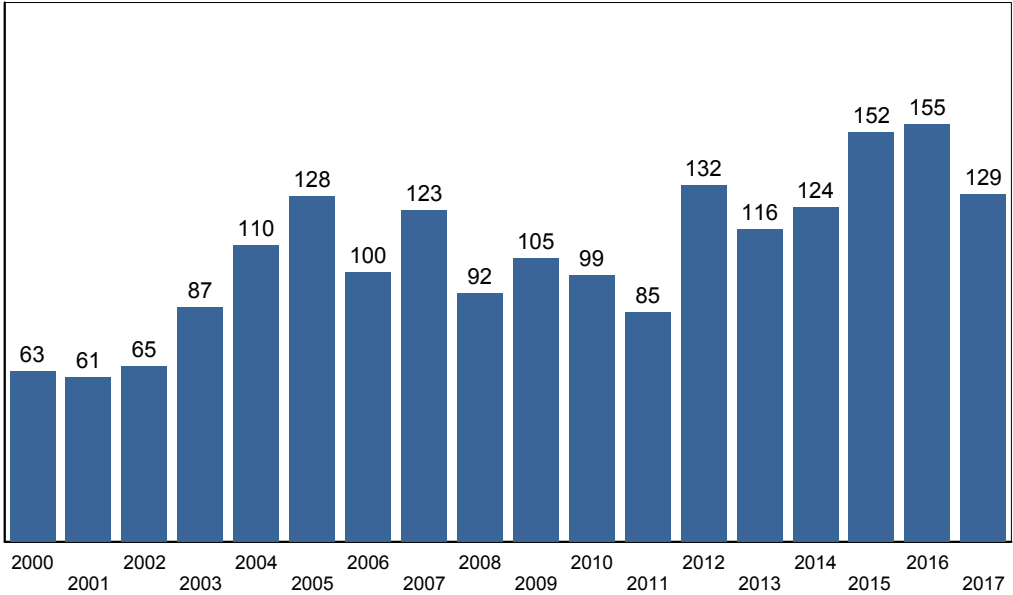
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Katonah-Lewisboro	Total Units Sold	506	47	27	40	46	46	39	32	31	20	16	13	11	16	14	20	26	41	21
	HL Brokerage:																			
	Seller or Buyer	221	10	11	19	14	25	25	14	15	10	7	7	5	5	7	8	11	19	9
	Seller	128	5	11	11	8	15	14	7	7	5	5	4	4	1	4	3	6	13	5
	Buyer	142	6	3	10	9	16	20	10	10	7	4	5	4	4	4	5	6	13	6
	Dual	49	1	3	2	3	6	9	3	2	2	2	2	3		1		1	7	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Katonah-Lewisboro	Seller or Buyer	44%	21%	41%	48%	30%	54%	64%	44%	48%	50%	44%	54%	45%	31%	50%	40%	42%	46%	43%
	Seller	25%	11%	41%	28%	17%	33%	36%	22%	23%	25%	31%	31%	36%	6%	29%	15%	23%	32%	24%
	Buyer	28%	13%	11%	25%	20%	35%	51%	31%	32%	35%	25%	38%	36%	25%	29%	25%	23%	32%	29%
	Dual	10%	2%	11%	5%	7%	13%	23%	9%	6%	10%	13%	15%	27%		7%		4%	17%	10%

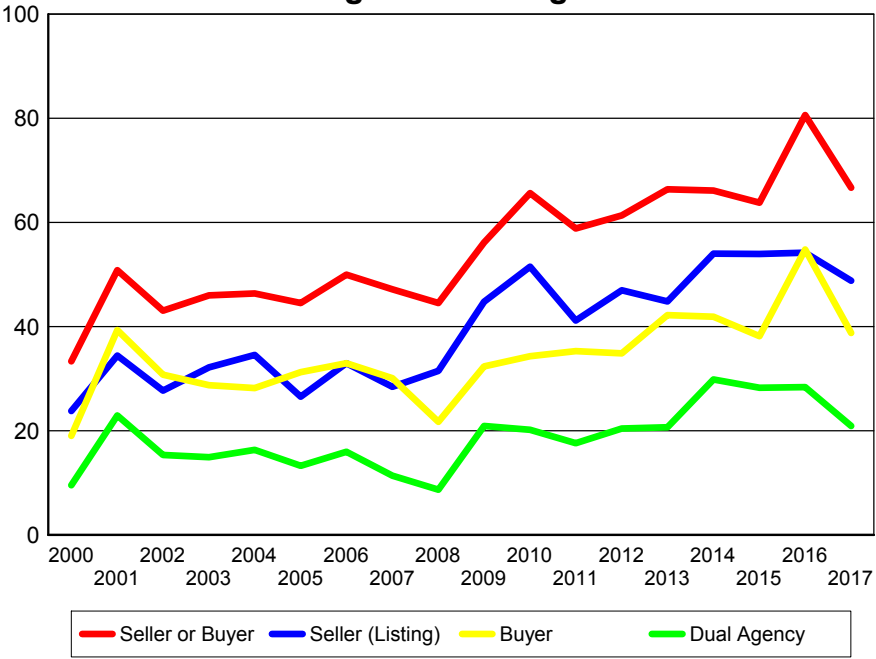
Somers School District

Condominium

Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Somers	Total Units Sold	1,926	63	61	65	87	110	128	100	123	92	105	99	85	132	116	124	152	155	129
	HL Brokerage:																			
	Seller or Buyer	1,099	21	31	28	40	51	57	50	58	41	59	65	50	81	77	82	97	125	86
	Seller	794	15	21	18	28	38	34	33	35	29	47	51	35	62	52	67	82	84	63
	Buyer	680	12	24	20	25	31	40	33	37	20	34	34	30	46	49	52	58	85	50
	Dual	375	6	14	10	13	18	17	16	14	8	22	20	15	27	24	37	43	44	27

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Somers	Seller or Buyer	57%	33%	51%	43%	46%	46%	45%	50%	47%	45%	56%	66%	59%	61%	66%	66%	64%	81%	67%
	Seller	41%	24%	34%	28%	32%	35%	27%	33%	28%	32%	45%	52%	41%	47%	45%	54%	54%	54%	49%
	Buyer	35%	19%	39%	31%	29%	28%	31%	33%	30%	22%	32%	34%	35%	35%	42%	42%	38%	55%	39%
	Dual	19%	10%	23%	15%	15%	16%	13%	16%	11%	9%	21%	20%	18%	20%	21%	30%	28%	28%	21%