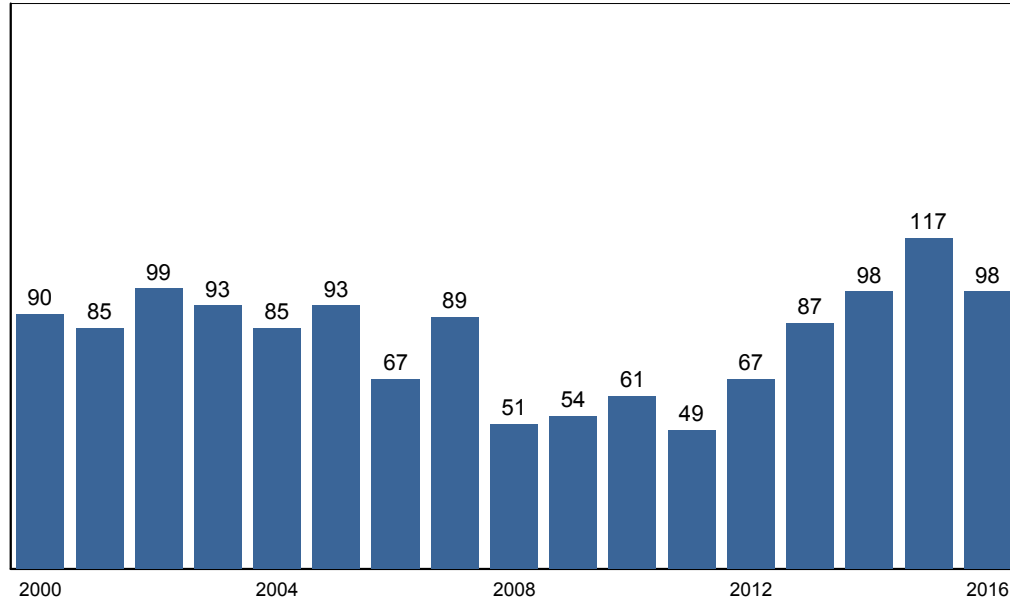


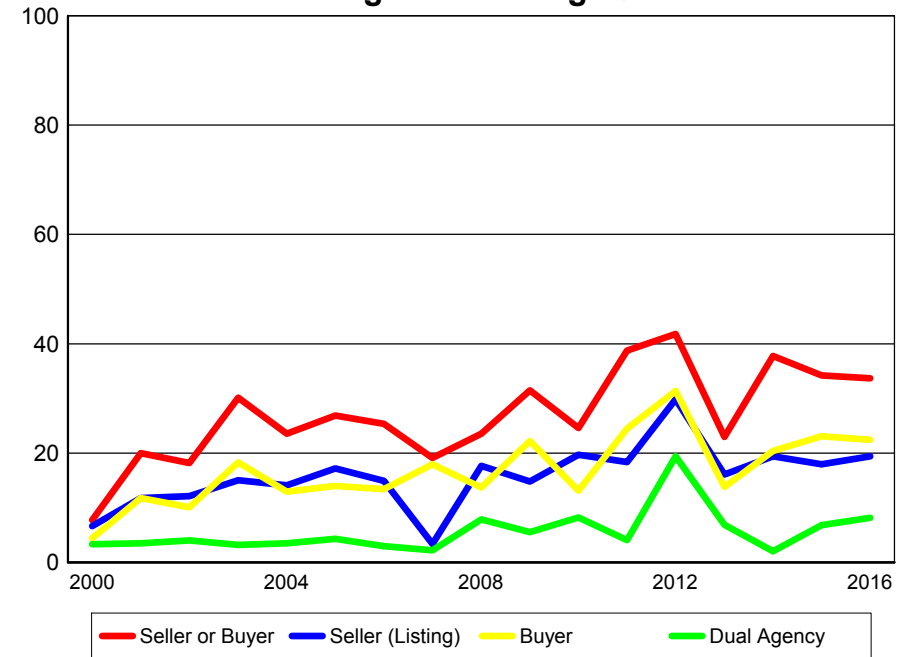


Single Family, Coops, Condos

Units Sold



HL Agent Brokerage %



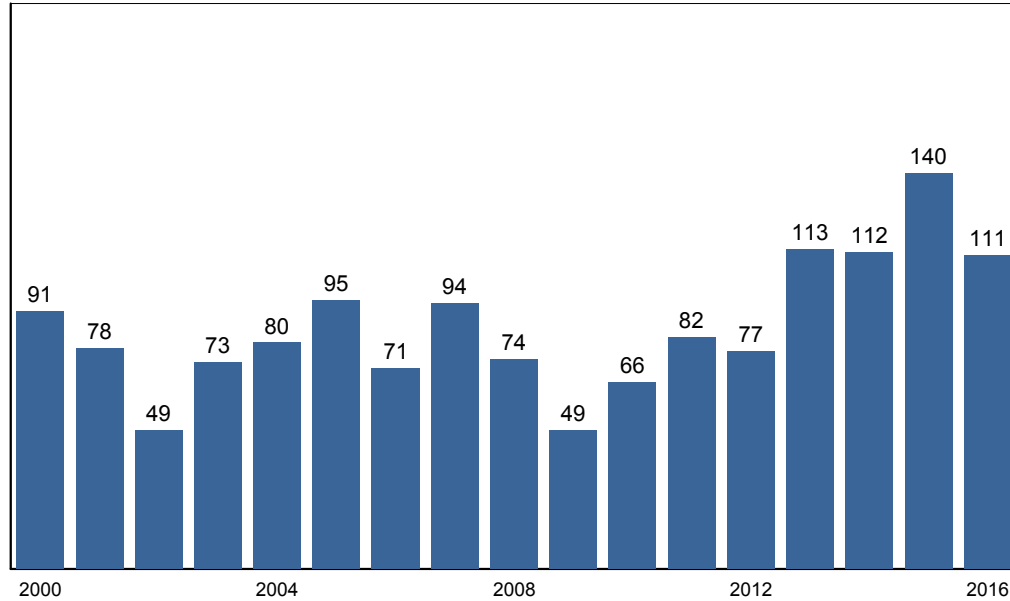
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Dobbs Ferry	Total Units Sold	1,383	90	85	99	93	85	93	67	89	51	54	61	49	67	87	98	117	98
	<u>HL Brokerage:</u>																		
	Seller or Buyer	370	7	17	18	28	20	25	17	17	12	17	15	19	28	20	37	40	33
	Seller	214	6	10	12	14	12	16	10	3	9	8	12	9	20	14	19	21	19
	Buyer	231	4	10	10	17	11	13	9	16	7	12	8	12	21	12	20	27	22
	Dual	75	3	3	4	3	3	4	2	2	4	3	5	2	13	6	2	8	8

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Dobbs Ferry	Seller or Buyer	27%	8%	20%	18%	30%	24%	27%	25%	19%	24%	31%	25%	39%	42%	23%	38%	34%	34%
	Seller	15%	7%	12%	12%	15%	14%	17%	15%	3%	18%	15%	20%	18%	30%	16%	19%	18%	19%
	Buyer	17%	4%	12%	10%	18%	13%	14%	13%	18%	14%	22%	13%	24%	31%	14%	20%	23%	22%
	Dual	5%	3%	4%	4%	3%	4%	4%	3%	2%	8%	6%	8%	4%	19%	7%	2%	7%	8%

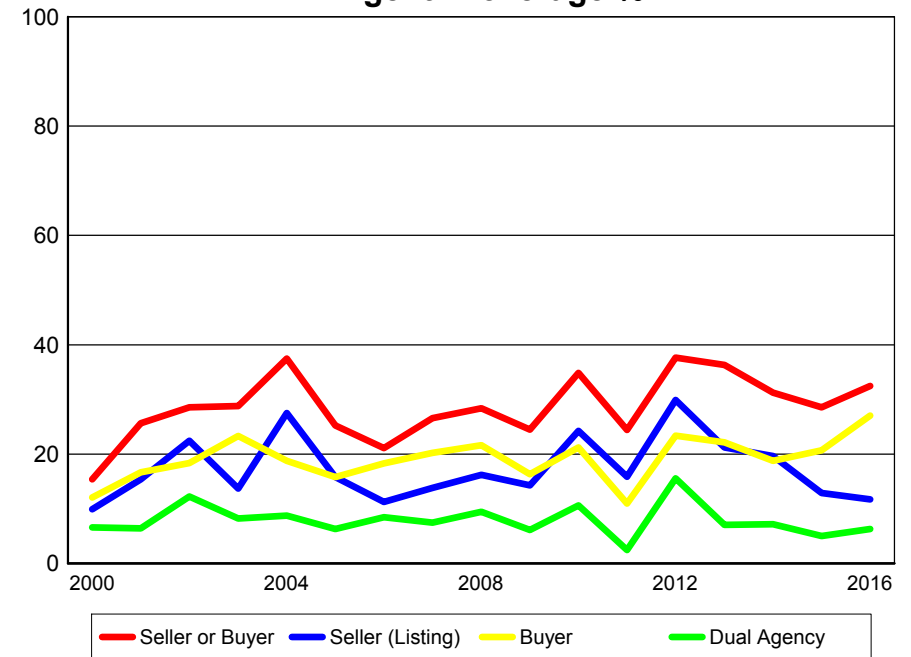


Single Family, Coops, Condos

Units Sold



HL Agent Brokerage %



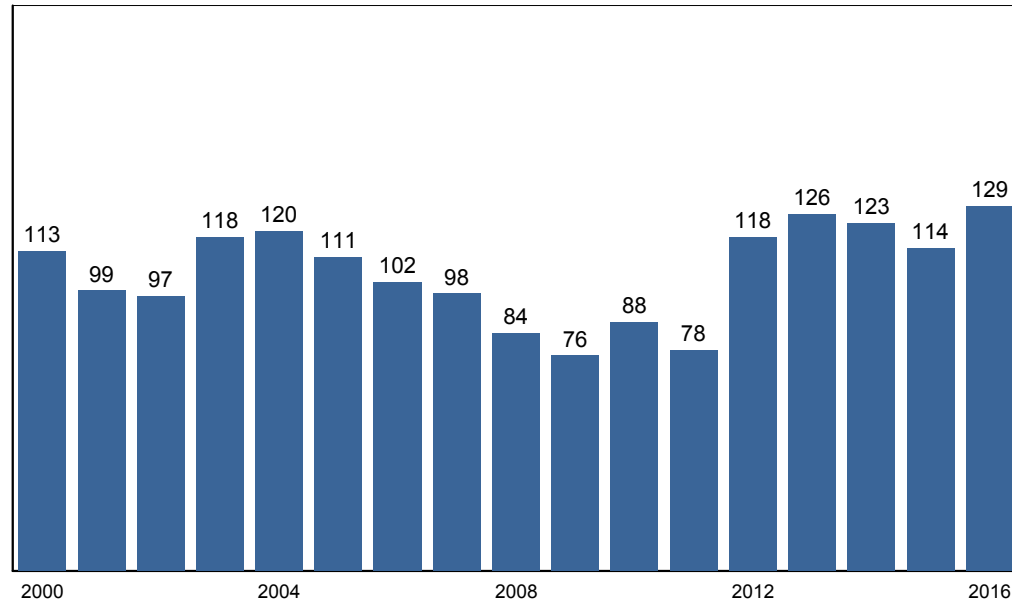
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hastings	Total Units Sold	1,455	91	78	49	73	80	95	71	94	74	49	66	82	77	113	112	140	111
	<u>HL Brokerage:</u>																		
	Seller or Buyer	420	14	20	14	21	30	24	15	25	21	12	23	20	29	41	35	40	36
	Seller	248	9	12	11	10	22	15	8	13	12	7	16	13	23	24	22	18	13
	Buyer	282	11	13	9	17	15	15	13	19	16	8	14	9	18	25	21	29	30
	Dual	110	6	5	6	6	7	6	6	7	7	3	7	2	12	8	8	7	7

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hastings	Seller or Buyer	29%	15%	26%	29%	29%	38%	25%	21%	27%	28%	24%	35%	24%	38%	36%	31%	29%	32%
	Seller	17%	10%	15%	22%	14%	28%	16%	11%	14%	16%	14%	24%	16%	30%	21%	20%	13%	12%
	Buyer	19%	12%	17%	18%	23%	19%	16%	18%	20%	22%	16%	21%	11%	23%	22%	19%	21%	27%
	Dual	8%	7%	6%	12%	8%	9%	6%	8%	7%	9%	6%	11%	2%	16%	7%	7%	5%	6%

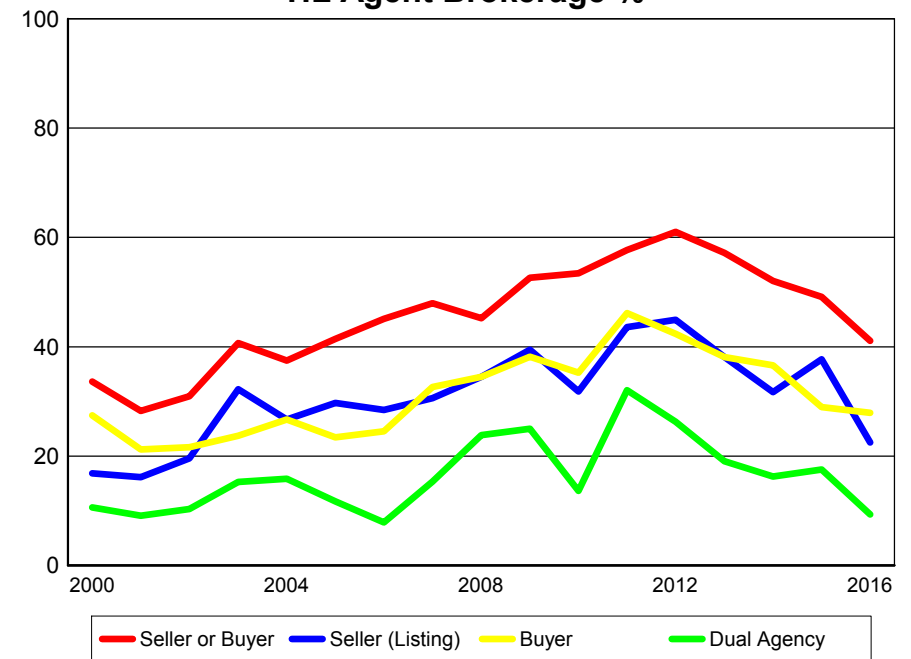


Single Family, Coops, Condos

Units Sold



HL Agent Brokerage %

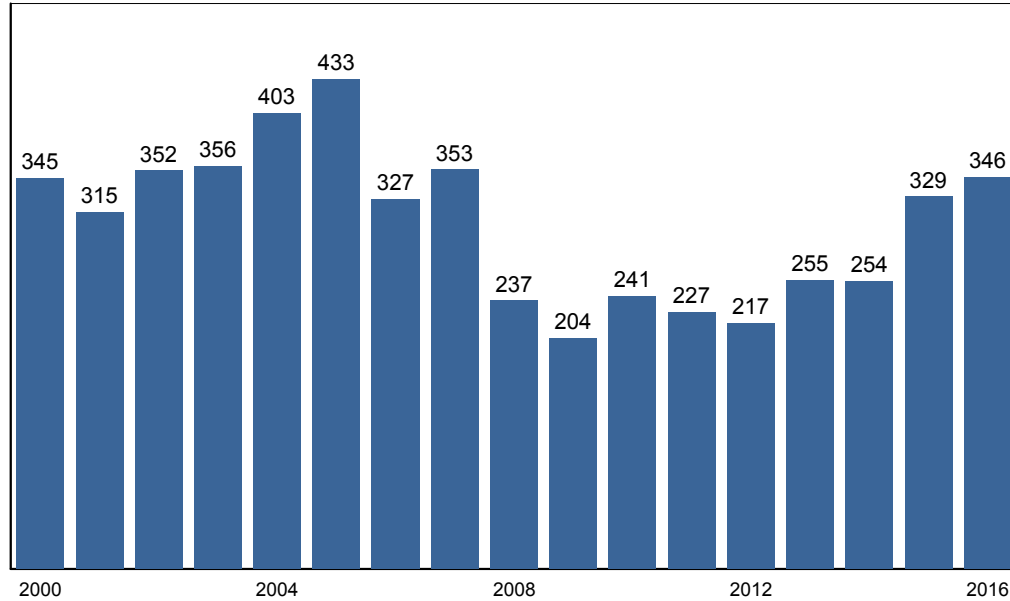


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Irvington	Total Units Sold	1,794	113	99	97	118	120	111	102	98	84	76	88	78	118	126	123	114	129
	<u>HL Brokerage:</u>																		
	Seller or Buyer	815	38	28	30	48	45	46	46	47	38	40	47	45	72	72	64	56	53
	Seller	549	19	16	19	38	32	33	29	30	29	30	28	34	53	48	39	43	29
	Buyer	553	31	21	21	28	32	26	25	32	29	29	31	36	50	48	45	33	36
	Dual	287	12	9	10	18	19	13	8	15	20	19	12	25	31	24	20	20	12

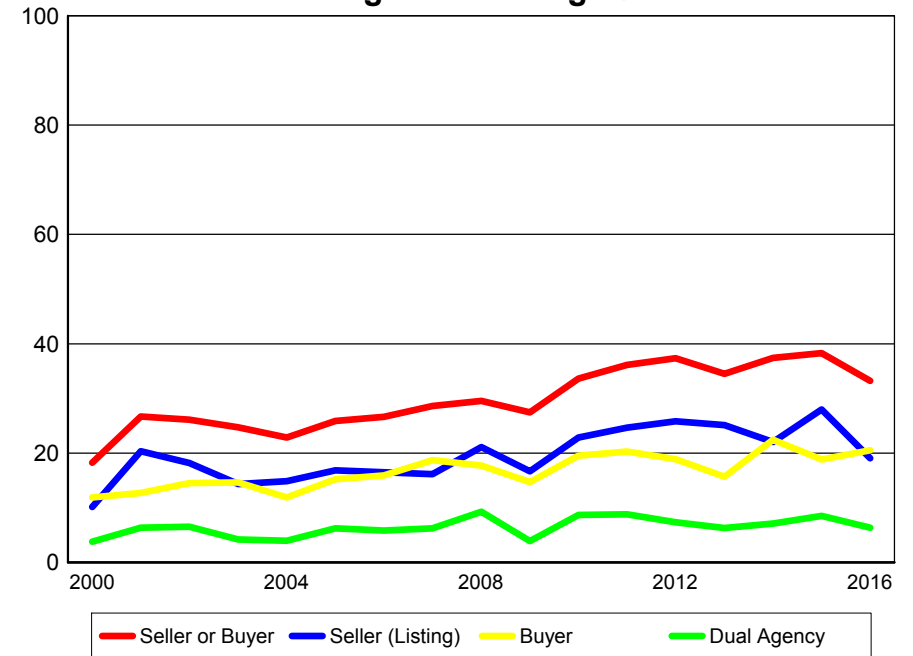
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Irvington	Seller or Buyer	45%	34%	28%	31%	41%	38%	41%	45%	48%	45%	53%	53%	58%	61%	57%	52%	49%	41%
	Seller	31%	17%	16%	20%	32%	27%	30%	28%	31%	35%	39%	32%	44%	45%	38%	32%	38%	22%
	Buyer	31%	27%	21%	22%	24%	27%	23%	25%	33%	35%	38%	35%	46%	42%	38%	37%	29%	28%
	Dual	16%	11%	9%	10%	15%	16%	12%	8%	15%	24%	25%	14%	32%	26%	19%	16%	18%	9%



Units Sold



HL Agent Brokerage %

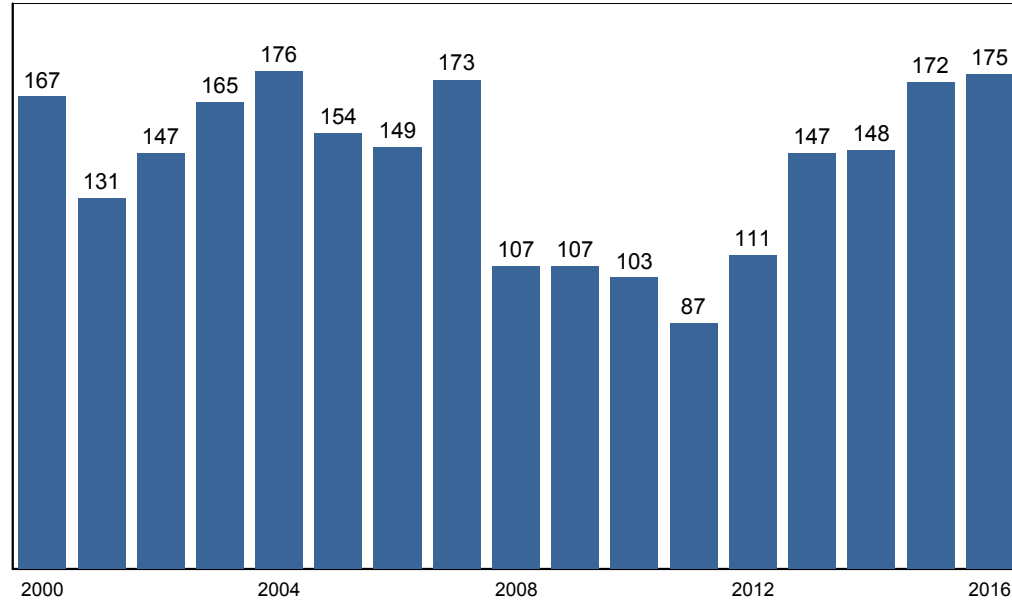


		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Ossining	Total Units Sold	5,194	345	315	352	356	403	433	327	353	237	204	241	227	217	255	254	329	346
	<u>HL Brokerage:</u>																		
	Seller or Buyer	1,513	63	84	92	88	92	112	87	101	70	56	81	82	81	88	95	126	115
	Seller	987	35	64	64	51	60	73	54	57	50	34	55	56	56	64	56	92	66
	Buyer	852	41	40	51	52	48	66	52	66	42	30	47	46	41	40	57	62	71
	Dual	326	13	20	23	15	16	27	19	22	22	8	21	20	16	16	18	28	22

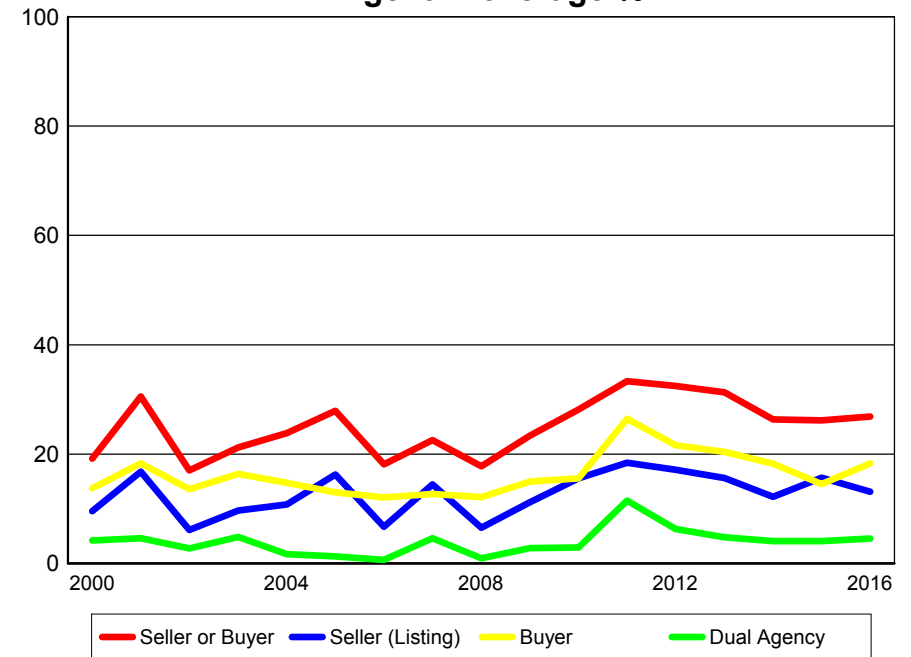
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Ossining	Seller or Buyer	29%	18%	27%	26%	25%	23%	26%	27%	29%	30%	27%	34%	36%	37%	35%	37%	38%	33%
	Seller	19%	10%	20%	18%	14%	15%	17%	17%	16%	21%	17%	23%	25%	26%	25%	22%	28%	19%
	Buyer	16%	12%	13%	14%	15%	12%	15%	16%	19%	18%	15%	20%	20%	19%	16%	22%	19%	21%
	Dual	6%	4%	6%	7%	4%	4%	6%	6%	6%	9%	4%	9%	9%	7%	6%	7%	9%	6%



Units Sold



HL Agent Brokerage %



		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tarrytown	Total Units Sold	2,419	167	131	147	165	176	154	149	173	107	107	103	87	111	147	148	172	175
	HL Brokerage:																		
	Seller or Buyer	598	32	40	25	35	42	43	27	39	19	25	29	29	36	46	39	45	47
	Seller	303	16	22	9	16	19	25	10	25	7	12	16	16	19	23	18	27	23
	Buyer	386	23	24	20	27	26	20	18	22	13	16	16	23	24	30	27	25	32
	Dual	91	7	6	4	8	3	2	1	8	1	3	3	10	7	7	6	7	8

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tarrytown	Seller or Buyer	25%	19%	31%	17%	21%	24%	28%	18%	23%	18%	23%	28%	33%	32%	31%	26%	26%	27%
	Seller	13%	10%	17%	6%	10%	11%	16%	7%	14%	7%	11%	16%	18%	17%	16%	12%	16%	13%
	Buyer	16%	14%	18%	14%	16%	15%	13%	12%	13%	12%	15%	16%	26%	22%	20%	18%	15%	18%
	Dual	4%	4%	5%	3%	5%	2%	1%	1%	5%	1%	3%	3%	11%	6%	5%	4%	4%	5%