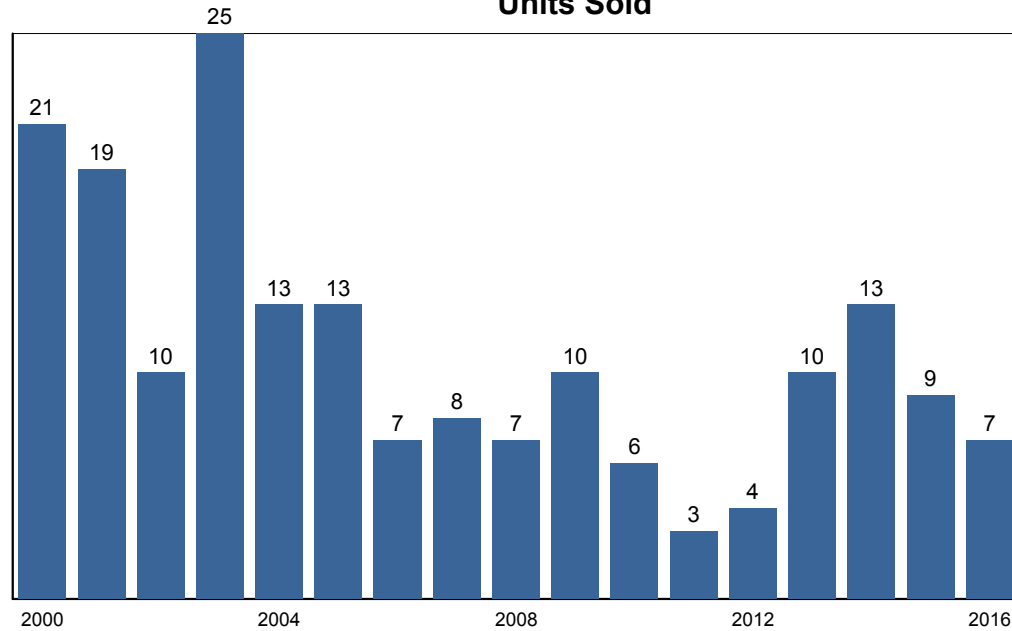


Condos

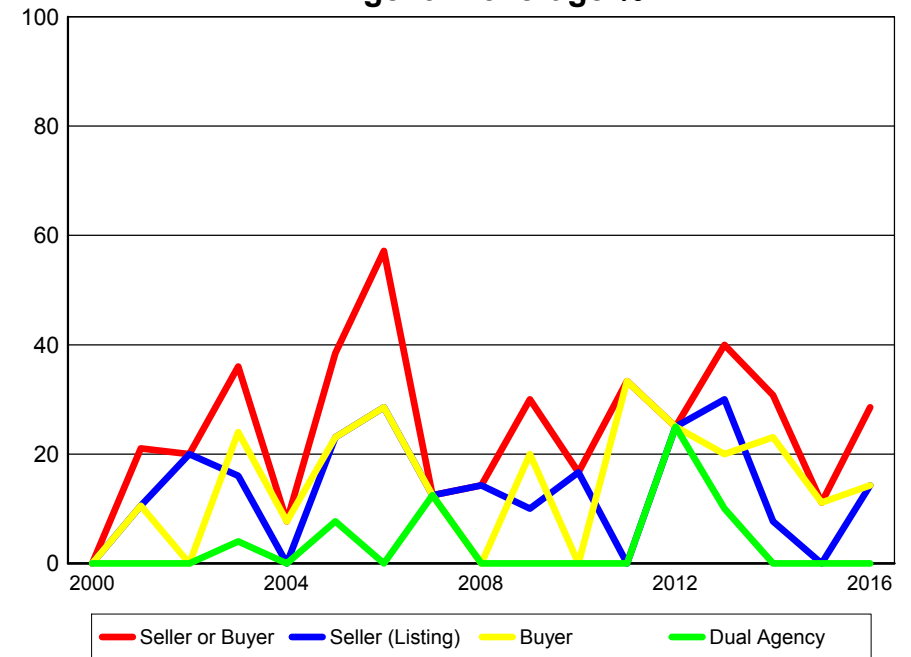
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Units Sold



HL Agent Brokerage %



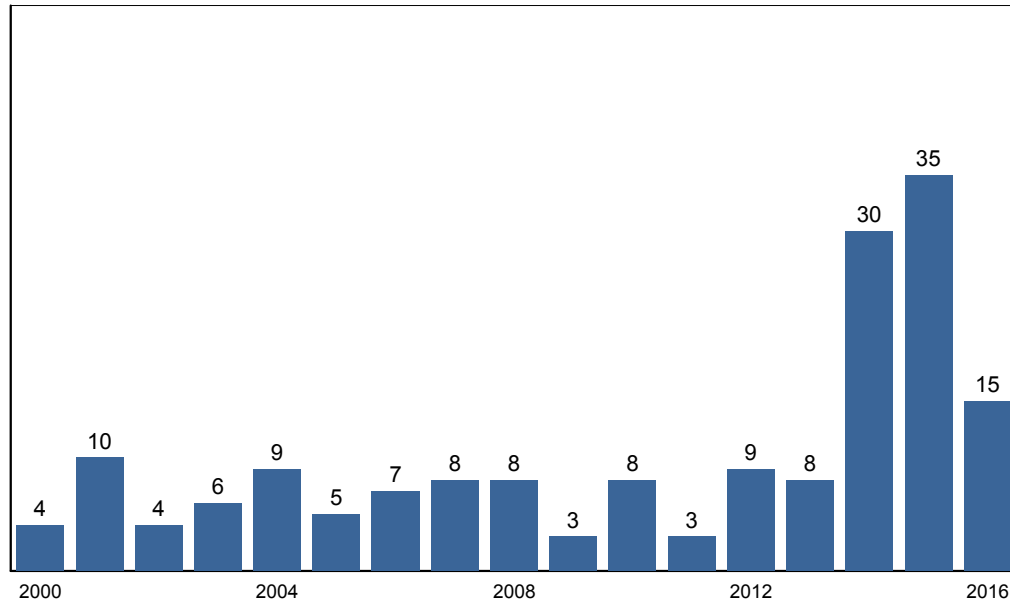
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Dobbs Ferry	Total Units Sold	185	21	19	10	25	13	13	7	8	7	10	6	3	4	10	13	9	7
	HL Brokerage:																		
	Seller or Buyer	44		4	2	9	1	5	4	1	1	3	1	1	1	4	4	1	2
	Seller	23		2	2	4		3	2	1	1	1	1		1	3	1		1
	Buyer	26		2		6	1	3	2	1		2		1	1	2	3	1	1
	Dual	5				1		1		1					1	1			

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Dobbs Ferry	Seller or Buyer	24%		21%	20%	36%	8%	38%	57%	13%	14%	30%	17%	33%	25%	40%	31%	11%	29%
	Seller	12%		11%	20%	16%		23%	29%	13%	14%	10%	17%		25%	30%	8%		14%
	Buyer	14%		11%		24%	8%	23%	29%	13%		20%		33%	25%	20%	23%	11%	14%
	Dual	3%				4%		8%		13%					25%	10%			

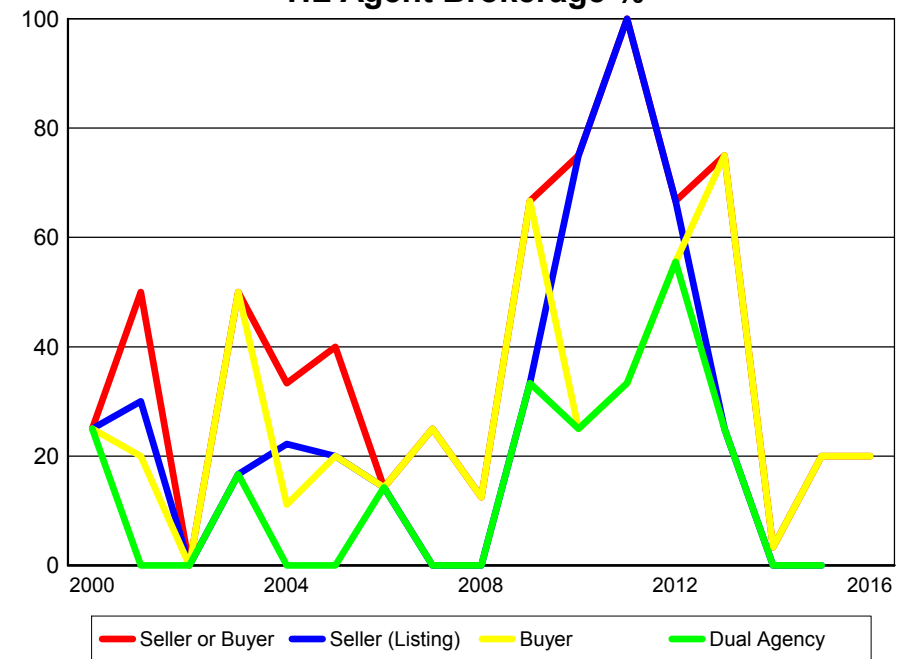


Condos

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	172	4	10	4	6	9	5	7	8	8	3	8	3	9	8	30	35	15
	<u>HL Brokerage:</u>																		
	Seller or Buyer	52	1	5		3	3	2	1	2	1	2	6	3	6	6	1	7	3
	Seller	27	1	3		1	2	1	1			1	6	3	6	2			
	Buyer	39	1	2		3	1	1	1	2	1	2	2	1	5	6	1	7	3
	Dual	14	1			1			1			1	2	1	5	2			

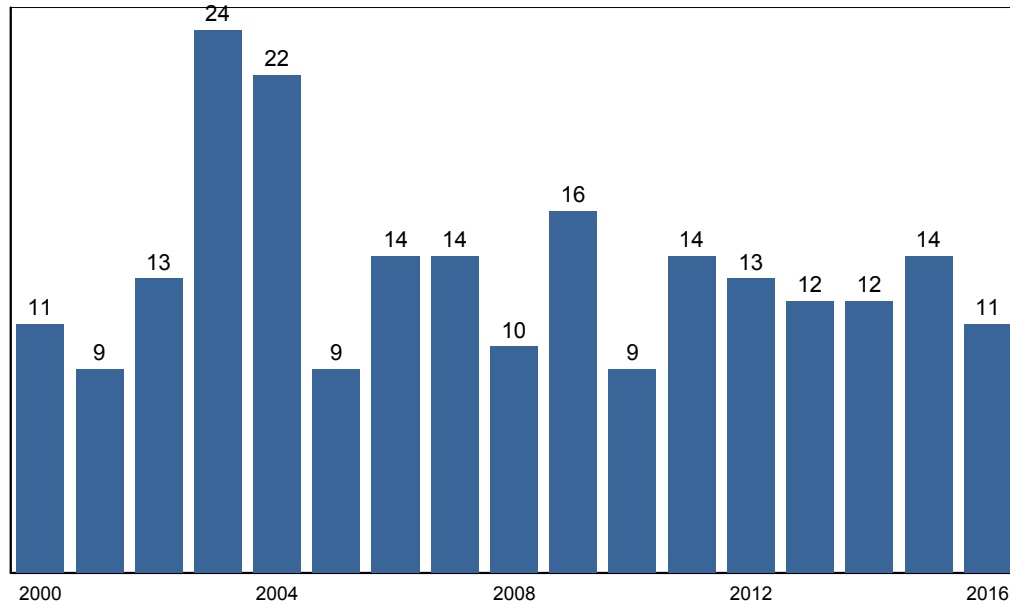
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hastings	Seller or Buyer	30%	25%	50%		50%	33%	40%	14%	25%	13%	67%	75%	100%	67%	75%	3%	20%	20%
	Seller	17%	25%	30%		17%	22%	20%	14%			33%	75%	100%	67%	25%			
	Buyer	23%	25%	20%		50%	11%	20%	14%	25%	13%	67%	25%	33%	56%	75%	3%	20%	20%
	Dual	9%	25%			17%			14%			33%	25%	33%	56%	25%			

Condos

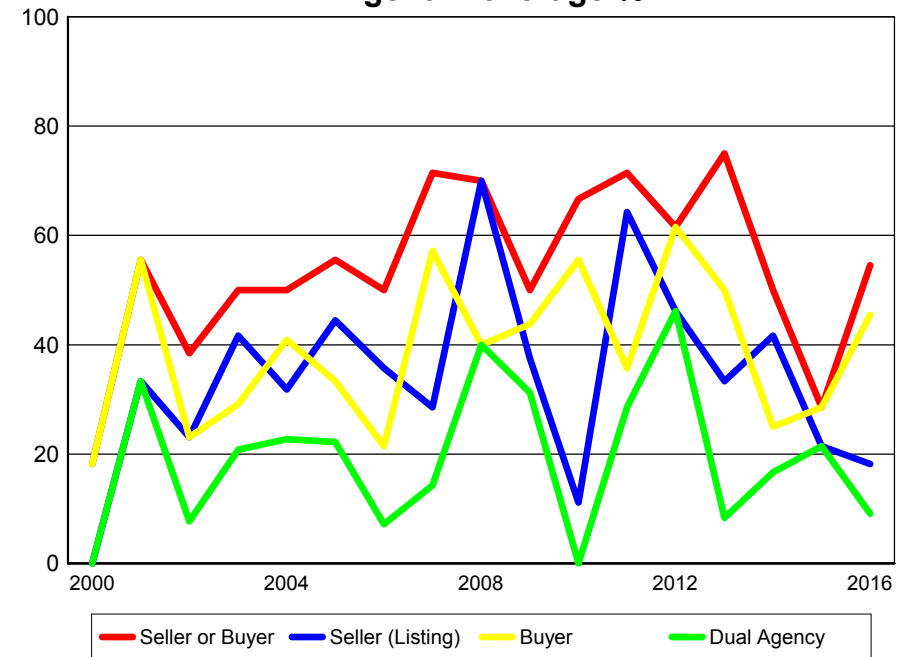
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Units Sold



HL Agent Brokerage %



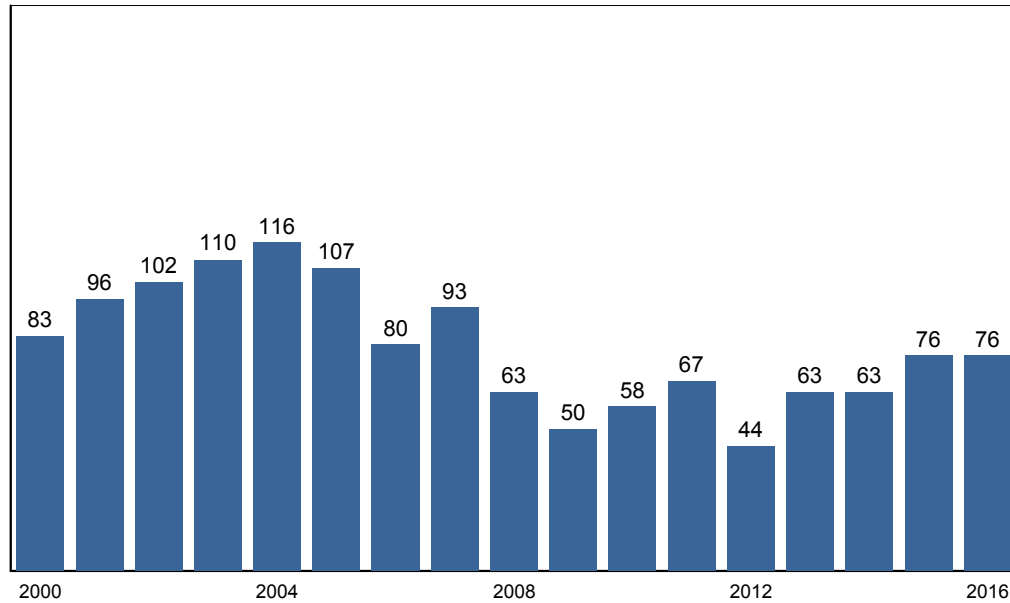
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Irvington	Total Units Sold	227	11	9	13	24	22	9	14	14	10	16	9	14	13	12	12	14	11
	<u>HL Brokerage:</u>																		
	Seller or Buyer	121	2	5	5	12	11	5	7	10	7	8	6	10	8	9	6	4	6
	Seller	79		3	3	10	7	4	5	4	7	6	1	9	6	4	5	3	2
	Buyer	87	2	5	3	7	9	3	3	8	4	7	5	5	8	6	3	4	5
	Dual	45		3	1	5	5	2	1	2	4	5		4	6	1	2	3	1

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Irvington	Seller or Buyer	53%	18%	56%	38%	50%	50%	56%	50%	71%	70%	50%	67%	71%	62%	75%	50%	29%	55%
	Seller	35%		33%	23%	42%	32%	44%	36%	29%	70%	38%	11%	64%	46%	33%	42%	21%	18%
	Buyer	38%	18%	56%	23%	29%	41%	33%	21%	57%	40%	44%	56%	36%	62%	50%	25%	29%	45%
	Dual	20%		33%	8%	21%	23%	22%	7%	14%	40%	31%		29%	46%	8%	17%	21%	9%

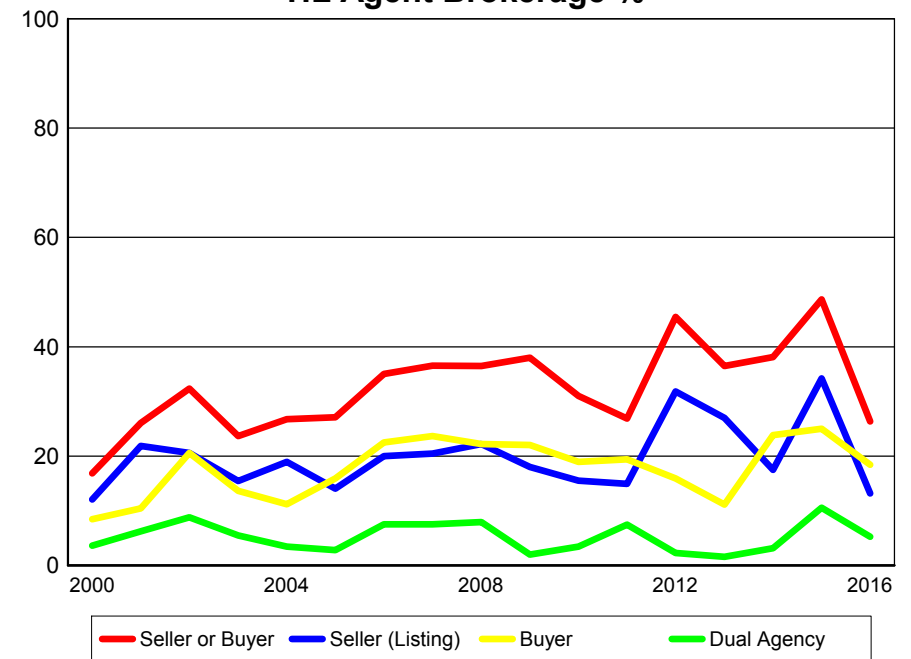


Condos

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	1,347	83	96	102	110	116	107	80	93	63	50	58	67	44	63	63	76	76
	<u>HL Brokerage:</u>																		
	Seller or Buyer	422	14	25	33	26	31	29	28	34	23	19	18	18	20	23	24	37	20
	Seller	261	10	21	21	17	22	15	16	19	14	9	9	10	14	17	11	26	10
	Buyer	234	7	10	21	15	13	17	18	22	14	11	11	13	7	7	15	19	14
	Dual	73	3	6	9	6	4	3	6	7	5	1	2	5	1	1	2	8	4

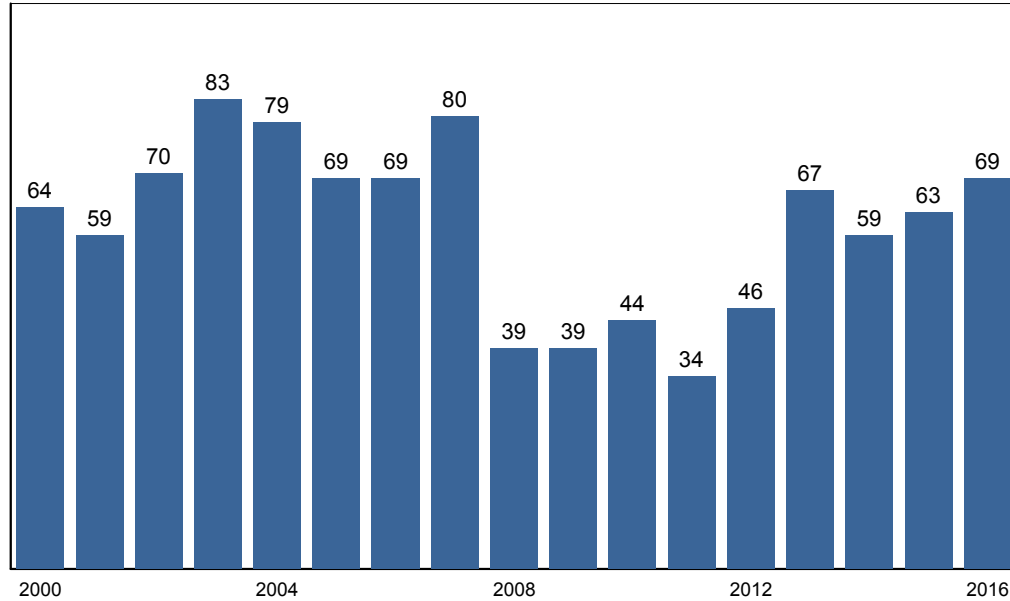
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Ossining	Seller or Buyer	31%	17%	26%	32%	24%	27%	27%	35%	37%	37%	38%	31%	27%	45%	37%	38%	49%	26%
	Seller	19%	12%	22%	21%	15%	19%	14%	20%	20%	22%	18%	16%	15%	32%	27%	17%	34%	13%
	Buyer	17%	8%	10%	21%	14%	11%	16%	23%	24%	22%	22%	19%	19%	16%	11%	24%	25%	18%
	Dual	5%	4%	6%	9%	5%	3%	3%	8%	8%	8%	2%	3%	7%	2%	2%	3%	11%	5%

Condos

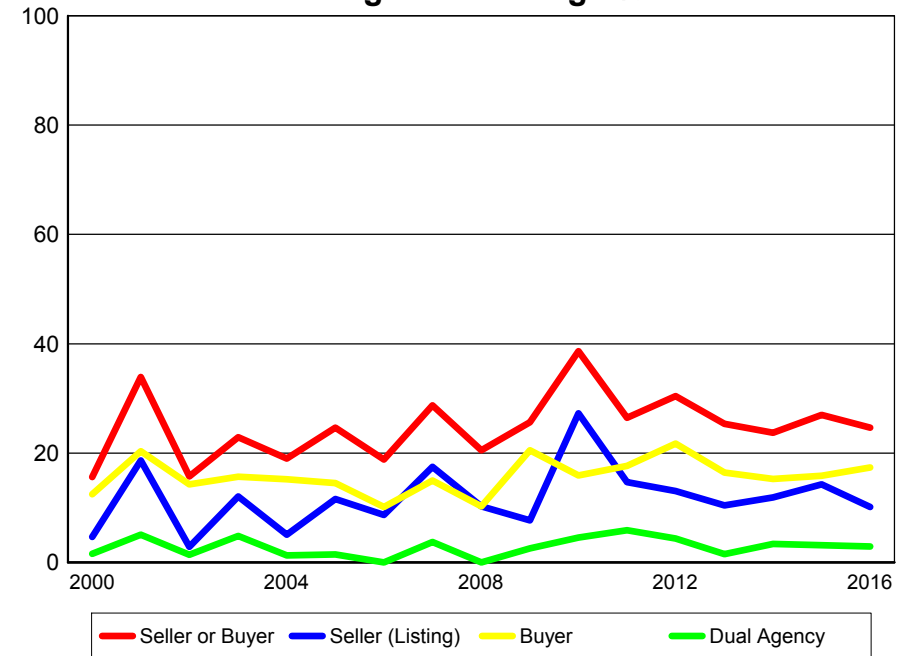
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Units Sold



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	1,033	64	59	70	83	79	69	69	80	39	39	44	34	46	67	59	63	69
	<u>HL Brokerage:</u>																		
	Seller or Buyer	251	10	20	11	19	15	17	13	23	8	10	17	9	14	17	14	17	17
	Seller	118	3	11	2	10	4	8	6	14	4	3	12	5	6	7	7	9	7
	Buyer	161	8	12	10	13	12	10	7	12	4	8	7	6	10	11	9	10	12
	Dual	28	1	3	1	4	1	1		3		1	2	2	2	1	2	2	2

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Tarrytown	Seller or Buyer	24%	16%	34%	16%	23%	19%	25%	19%	29%	21%	26%	39%	26%	30%	25%	24%	27%	25%
	Seller	11%	5%	19%	3%	12%	5%	12%	9%	18%	10%	8%	27%	15%	13%	10%	12%	14%	10%
	Buyer	16%	13%	20%	14%	16%	15%	14%	10%	15%	10%	21%	16%	18%	22%	16%	15%	16%	17%
	Dual	3%	2%	5%	1%	5%	1%	1%		4%		3%	5%	6%	4%	1%	3%	3%	3%