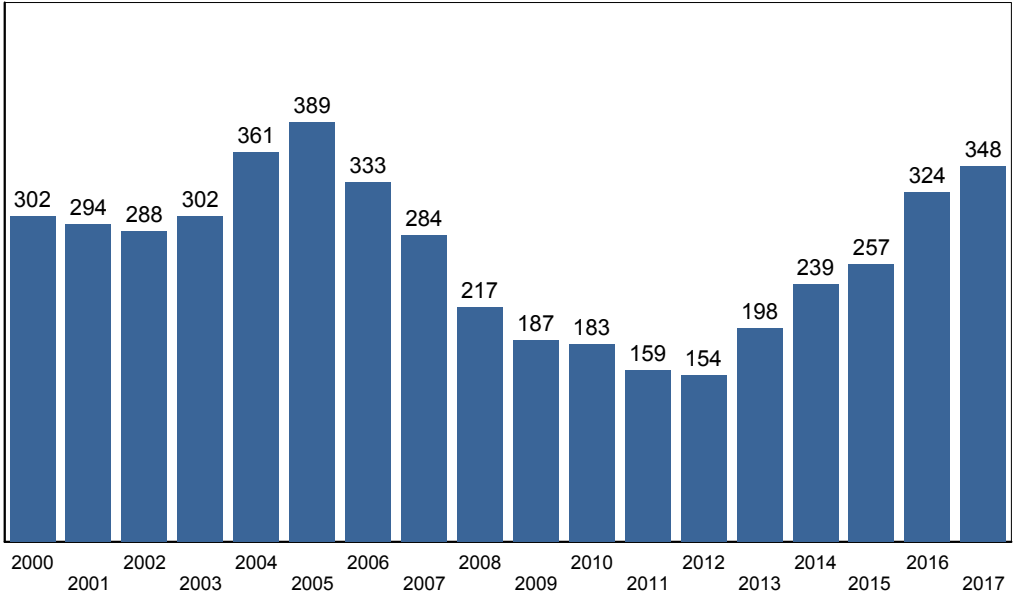


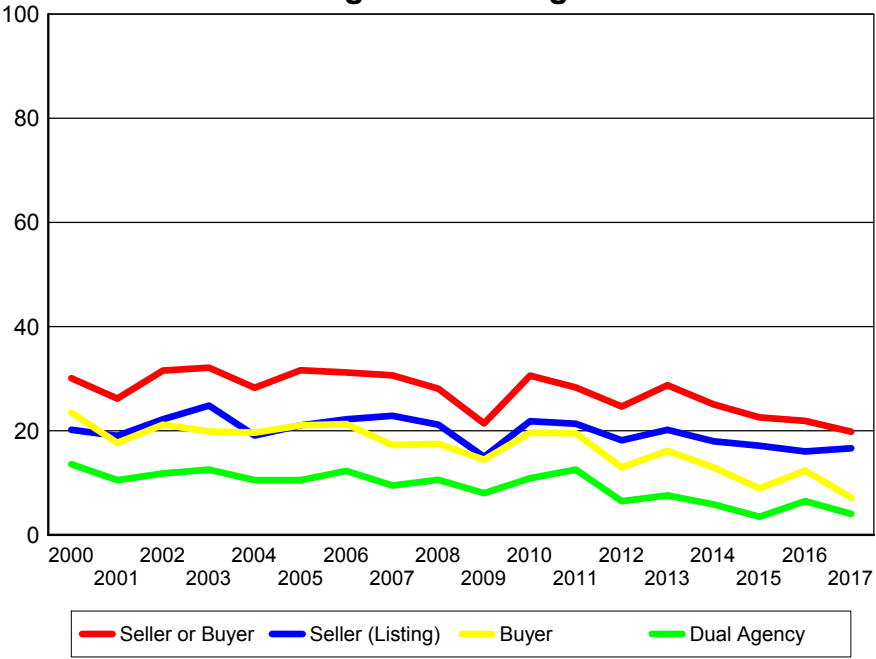
Mount Vernon School District

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
Mount Vernon	Total Units Sold	4,819	302	294	288	302	361	389	333	284	217	187	183	159	154	198	239	257	324	348
	HL Brokerage:																			
	Seller or Buyer	1,327	91	77	91	97	102	123	104	87	61	40	56	45	38	57	60	58	71	69
	Seller	959	61	56	64	75	69	82	74	65	46	28	40	34	28	40	43	44	52	58
	Buyer	820	71	52	61	60	71	82	71	49	38	27	36	31	20	32	31	23	40	25
	Dual	452	41	31	34	38	38	41	41	27	23	15	20	20	10	15	14	9	21	14

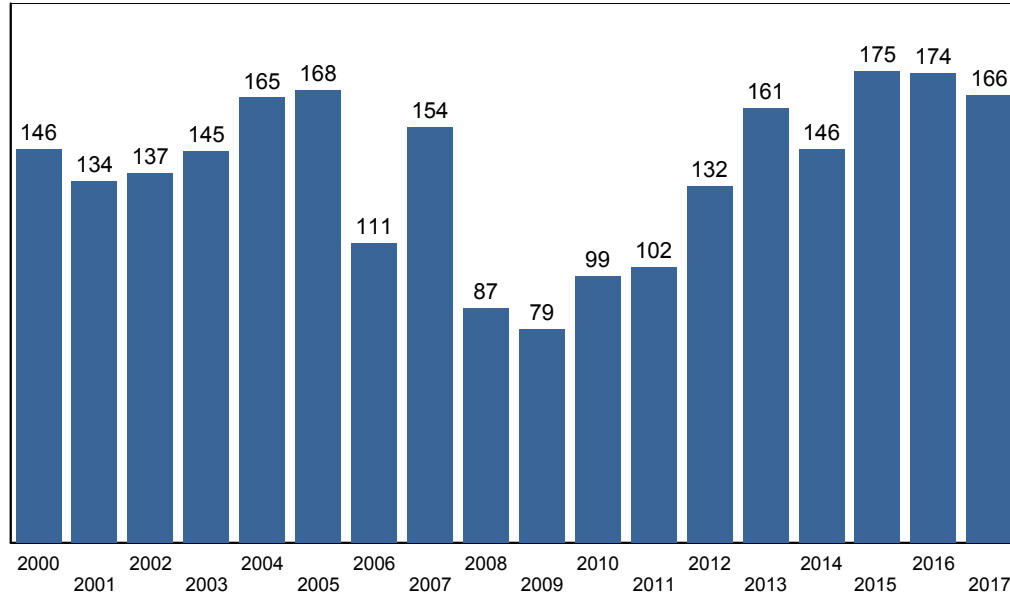
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Mount Vernon	Seller or Buyer	28%	30%	26%	32%	32%	28%	32%	31%	31%	28%	21%	31%	28%	25%	29%	25%	23%	22%	20%
	Seller	20%	20%	19%	22%	25%	19%	21%	22%	23%	21%	15%	22%	21%	18%	20%	18%	17%	16%	17%
	Buyer	17%	24%	18%	21%	20%	20%	21%	21%	17%	18%	14%	20%	19%	13%	16%	13%	9%	12%	7%
	Dual	9%	14%	11%	12%	13%	11%	11%	12%	10%	11%	8%	11%	13%	6%	8%	6%	4%	6%	4%

Units Sold

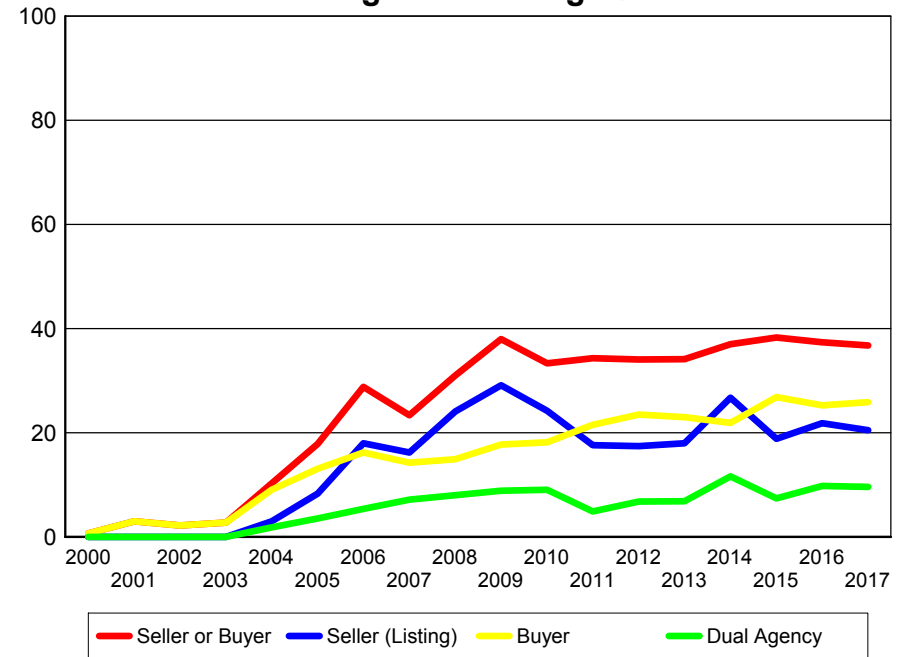
Pelham School District

Single Family, Co-Operatives, Condominiums

Units Sold



HL Agent Brokerage %



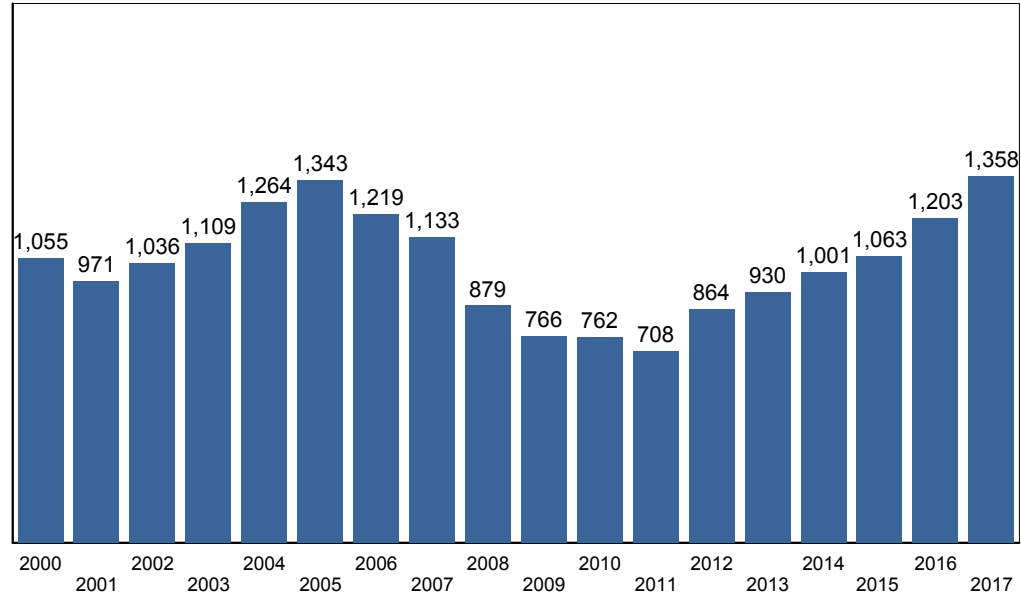
		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pelham	Total Units Sold	2,481	146	134	137	145	165	168	111	154	87	79	99	102	132	161	146	175	174	166
	<u>HL Brokerage:</u>																			
	Seller or Buyer	599	1	4	3	4	17	30	32	36	27	30	33	35	45	55	54	67	65	61
	Seller	346					5	14	20	25	21	23	24	18	23	29	39	33	38	34
	Buyer	390	1	4	3	4	15	22	18	22	13	14	18	22	31	37	32	47	44	43
	Dual	137					3	6	6	11	7	7	9	5	9	11	17	13	17	16

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Pelham	Seller or Buyer	24%	1%	3%	2%	3%	10%	18%	29%	23%	31%	38%	33%	34%	34%	34%	37%	38%	37%	37%
	Seller	14%					3%	8%	18%	16%	24%	29%	24%	18%	17%	18%	27%	19%	22%	20%
	Buyer	16%	1%	3%	2%	3%	9%	13%	16%	14%	15%	18%	18%	22%	23%	23%	22%	27%	25%	26%
	Dual	6%					2%	4%	5%	7%	8%	9%	9%	5%	7%	7%	12%	7%	10%	10%

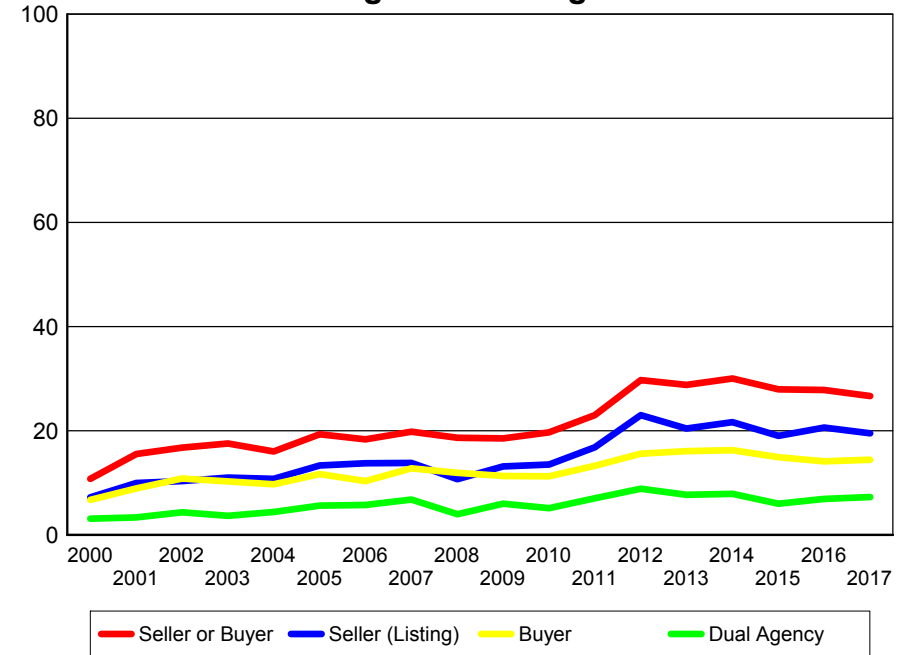
Yonkers School District

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
Yonkers	Total Units Sold	18,664	1,055	971	1,036	1,109	1,264	1,343	1,219	1,133	879	766	762	708	864	930	1,001	1,063	1,203	1,358
	<u>HL Brokerage:</u>																			
	Seller or Buyer	3,985	114	151	174	195	203	260	224	225	164	142	150	163	257	268	301	297	335	362
	Seller	2,780	76	97	107	122	136	179	168	157	94	101	103	119	199	190	217	202	248	265
	Buyer	2,280	71	87	112	114	123	157	126	145	105	87	86	94	135	150	163	159	170	196
	Dual	1,075	33	33	45	41	56	76	70	77	35	46	39	50	77	72	79	64	83	99

		Total	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Yonkers	Seller or Buyer	21%	11%	16%	17%	18%	16%	19%	18%	20%	19%	19%	20%	23%	30%	29%	30%	28%	28%	27%
	Seller	15%	7%	10%	10%	11%	11%	13%	14%	14%	11%	13%	14%	17%	23%	20%	22%	19%	21%	20%
	Buyer	12%	7%	9%	11%	10%	10%	12%	10%	13%	12%	11%	11%	13%	16%	16%	16%	15%	14%	14%
	Dual	6%	3%	3%	4%	4%	4%	6%	6%	7%	4%	6%	5%	7%	9%	8%	8%	6%	7%	7%