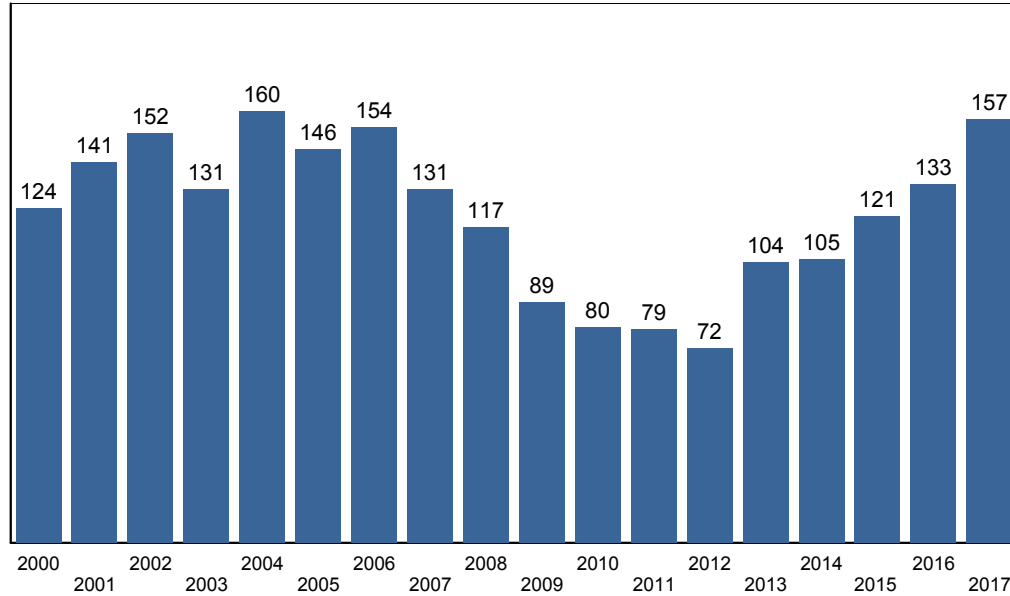


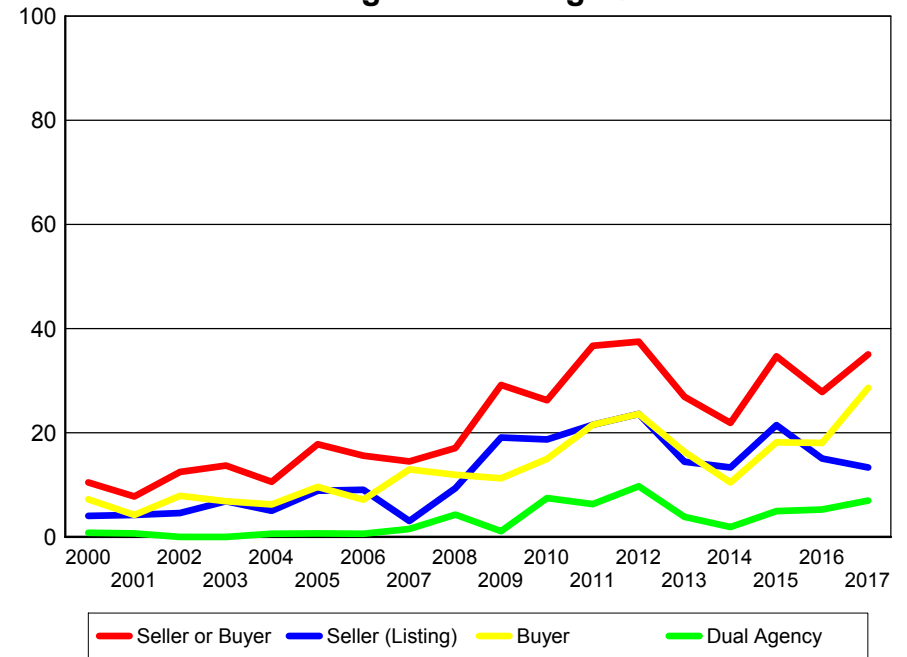
## Greenburgh School District

## Co-Operative

Units Sold



HL Agent Brokerage %



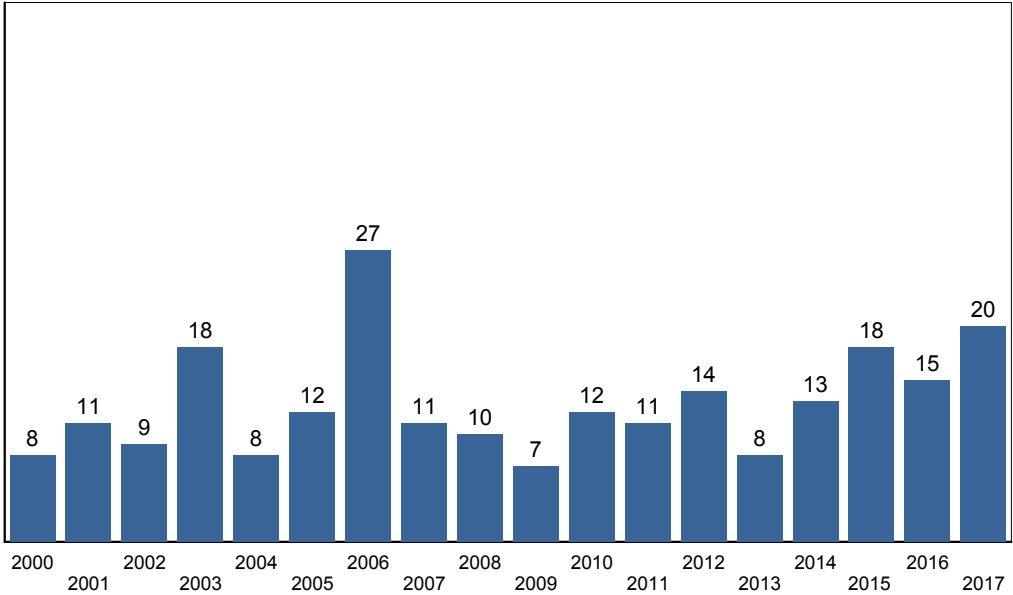
|            |                      | Total | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------|----------------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Greenburgh | Total Units Sold     | 2,196 | 124  | 141  | 152  | 131  | 160  | 146  | 154  | 131  | 117  | 89   | 80   | 79   | 72   | 104  | 105  | 121  | 133  | 157  |
|            | <u>HL Brokerage:</u> |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|            | Seller or Buyer      | 455   | 13   | 11   | 19   | 18   | 17   | 26   | 24   | 19   | 20   | 26   | 21   | 29   | 27   | 28   | 23   | 42   | 37   | 55   |
|            | Seller               | 239   | 5    | 6    | 7    | 9    | 8    | 13   | 14   | 4    | 11   | 17   | 15   | 17   | 17   | 15   | 14   | 26   | 20   | 21   |
|            | Buyer                | 277   | 9    | 6    | 12   | 9    | 10   | 14   | 11   | 17   | 14   | 10   | 12   | 17   | 17   | 17   | 11   | 22   | 24   | 45   |
|            | Dual                 | 61    | 1    | 1    |      |      | 1    | 1    | 1    | 2    | 5    | 1    | 6    | 5    | 7    | 4    | 2    | 6    | 7    | 11   |

|            |                 | Total | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------|-----------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Greenburgh | Seller or Buyer | 21%   | 10%  | 8%   | 13%  | 14%  | 11%  | 18%  | 16%  | 15%  | 17%  | 29%  | 26%  | 37%  | 38%  | 27%  | 22%  | 35%  | 28%  | 35%  |
|            | Seller          | 11%   | 4%   | 4%   | 5%   | 7%   | 5%   | 9%   | 9%   | 3%   | 9%   | 19%  | 19%  | 22%  | 24%  | 14%  | 13%  | 21%  | 15%  | 13%  |
|            | Buyer           | 13%   | 7%   | 4%   | 8%   | 7%   | 6%   | 10%  | 7%   | 13%  | 12%  | 11%  | 15%  | 22%  | 24%  | 16%  | 10%  | 18%  | 18%  | 29%  |
|            | Dual            | 3%    | 1%   | 1%   |      |      | 1%   | 1%   | 1%   | 2%   | 4%   | 1%   | 8%   | 6%   | 10%  | 4%   | 2%   | 5%   | 5%   | 7%   |

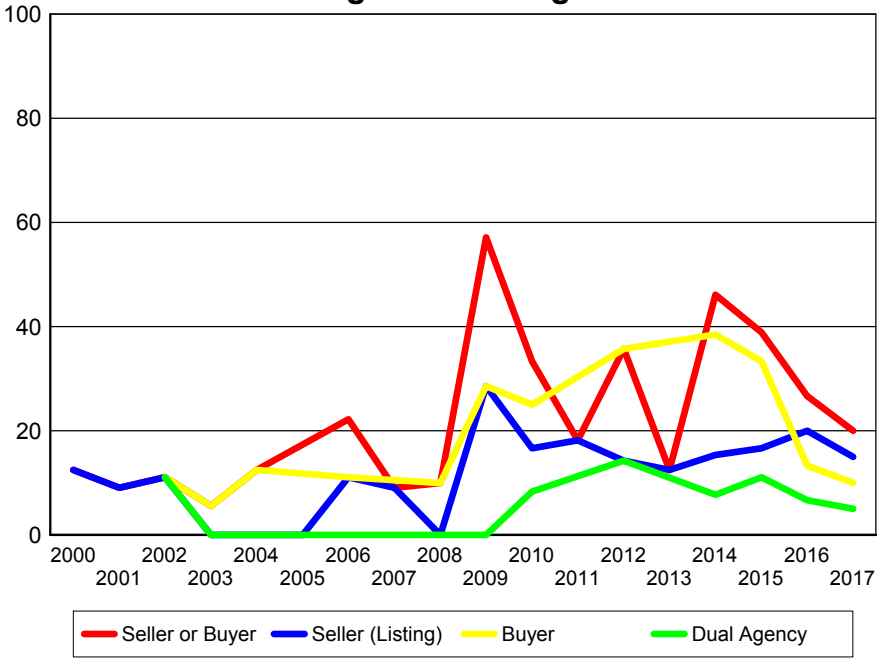
Valhalla School District

Co-Operative

Units Sold



HL Agent Brokerage %

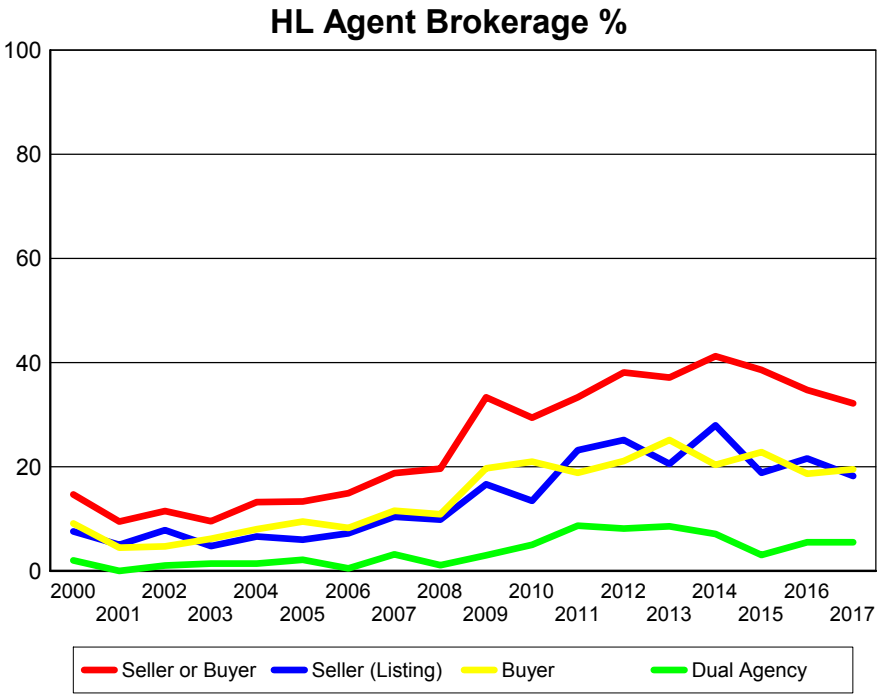
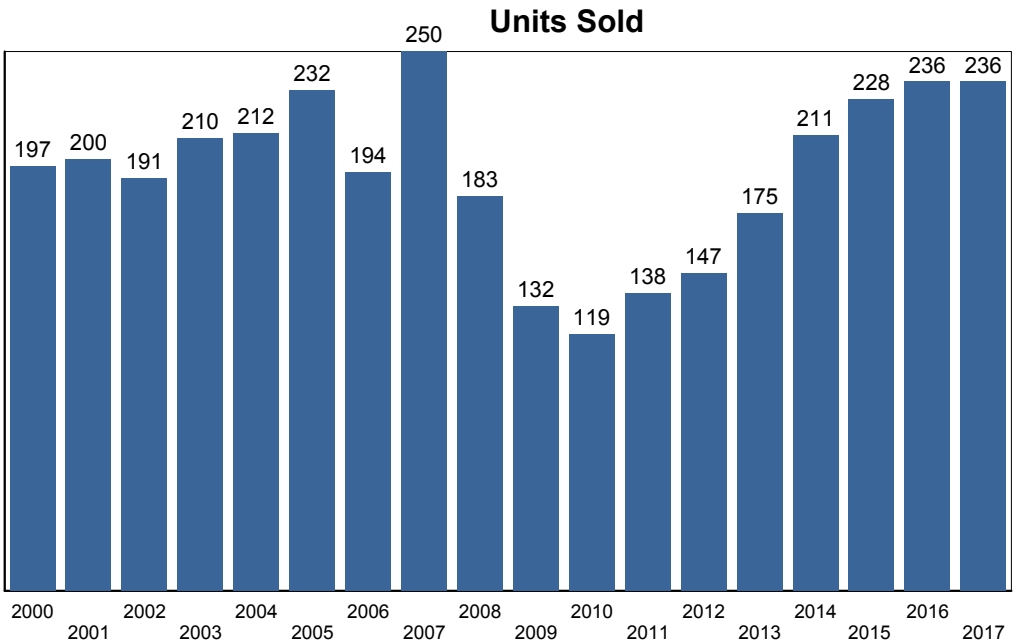


|          |                  | Total | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----------|------------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Valhalla | Total Units Sold | 232   | 8    | 11   | 9    | 18   | 8    | 12   | 27   | 11   | 10   | 7    | 12   | 11   | 14   | 8    | 13   | 18   | 15   | 20   |
|          | HL Brokerage:    |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|          | Seller or Buyer  | 50    | 1    | 1    | 1    | 1    | 1    |      | 6    | 1    | 1    | 4    | 4    | 2    | 5    | 1    | 6    | 7    | 4    | 4    |
|          | Seller           | 27    | 1    | 1    | 1    |      |      |      | 3    | 1    |      | 2    | 2    | 2    | 2    | 1    | 2    | 3    | 3    | 3    |
|          | Buyer            | 32    |      |      | 1    | 1    | 1    |      | 3    |      | 1    | 2    | 3    |      | 5    |      | 5    | 6    | 2    | 2    |
|          | Dual             | 9     |      |      | 1    |      |      |      |      |      |      |      | 1    |      | 2    |      | 1    | 2    | 1    | 1    |

|          |                 | Total | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----------|-----------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Valhalla | Seller or Buyer | 23%   | 13%  | 9%   | 11%  | 6%   | 13%  |      | 22%  | 9%   | 10%  | 57%  | 33%  | 18%  | 36%  | 13%  | 46%  | 39%  | 27%  | 20%  |
|          | Seller          | 12%   | 13%  | 9%   | 11%  |      |      |      | 11%  | 9%   |      | 29%  | 17%  | 18%  | 14%  | 13%  | 15%  | 17%  | 20%  | 15%  |
|          | Buyer           | 19%   |      |      | 11%  | 6%   | 13%  |      | 11%  |      | 10%  | 29%  | 25%  |      | 36%  |      | 38%  | 33%  | 13%  | 10%  |
|          | Dual            | 5%    |      |      | 11%  |      |      |      |      |      |      | 8%   |      |      | 14%  |      | 8%   | 11%  | 7%   | 5%   |

White Plains School District

Co-Operative



|              |                  | Total | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|--------------|------------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| White Plains | Total Units Sold | 3,491 | 197  | 200  | 191  | 210  | 212  | 232  | 194  | 250  | 183  | 132  | 119  | 138  | 147  | 175  | 211  | 228  | 236  | 236  |
|              | HL Brokerage:    |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|              | Seller or Buyer  | 840   | 29   | 19   | 22   | 20   | 28   | 31   | 29   | 47   | 36   | 44   | 35   | 46   | 56   | 65   | 87   | 88   | 82   | 76   |
|              | Seller           | 475   | 15   | 10   | 15   | 10   | 14   | 14   | 14   | 26   | 18   | 22   | 16   | 32   | 37   | 36   | 59   | 43   | 51   | 43   |
|              | Buyer            | 490   | 18   | 9    | 9    | 13   | 17   | 22   | 16   | 29   | 20   | 26   | 25   | 26   | 31   | 44   | 43   | 52   | 44   | 46   |
|              | Dual             | 125   | 4    |      | 2    | 3    | 3    | 5    | 1    | 8    | 2    | 4    | 6    | 12   | 12   | 15   | 15   | 7    | 13   | 13   |

|              |                 | Total | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|--------------|-----------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| White Plains | Seller or Buyer | 24%   | 15%  | 10%  | 12%  | 10%  | 13%  | 13%  | 15%  | 19%  | 20%  | 33%  | 29%  | 33%  | 38%  | 37%  | 41%  | 39%  | 35%  | 32%  |
|              | Seller          | 14%   | 8%   | 5%   | 8%   | 5%   | 7%   | 6%   | 7%   | 10%  | 10%  | 17%  | 13%  | 23%  | 25%  | 21%  | 28%  | 19%  | 22%  | 18%  |
|              | Buyer           | 14%   | 9%   | 5%   | 5%   | 6%   | 8%   | 9%   | 8%   | 12%  | 11%  | 20%  | 21%  | 19%  | 21%  | 25%  | 20%  | 23%  | 19%  | 19%  |
|              | Dual            | 4%    | 2%   |      | 1%   | 1%   | 1%   | 2%   | 1%   | 3%   | 1%   | 3%   | 5%   | 9%   | 8%   | 9%   | 7%   | 3%   | 6%   | 6%   |