

2025

Greater Ithaca Area & Tompkins County Real Estate **MARKET REPORT**



Warren Real Estate

WWW.WARRENHOMES.COM



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COMPANY & MARKET OVERVIEW

OUR COMPANY AND MISSION

Since its establishment in 1953, Warren Real Estate has taken great pride in serving the real estate needs of the community. Founded by Ann Warren and carried on by her grandson Bryan Warren, the company upholds the tradition of delivering top-notch services to clients while maintaining a deep commitment to staff, agents, and the communities we serve. Today, Warren Real Estate has become the leading locally owned real estate services provider in the area.

Committed to excellence, Warren Real Estate aims to enhance agent and client services while upholding a legacy built on trust, integrity, and successful outcomes. Our core values revolve around quality and service, guided by principles of experience, professionalism, and integrity. Every journey with Warren Real Estate is characterized by trust, transparency, and success, as our experienced team of professionals leverages decades of industry knowledge to provide unmatched service. Focused on integrity and a dedication to quality, we adeptly navigate the intricacies of real estate careers and client transactions.

COMMUNITY PHILOSOPHY

We are firm believers in the impact of giving back to our community - it is the most significant and worthwhile investment we can make. We prioritize the well-being and development of our community with great dedication. In 2024, we were delighted to have contributed to more than 50 incredible local nonprofit organizations.

2024 ITHACA MLS

TOTAL MARKET OVERVIEW

Total Dollar Volume

(All Property Types):

\$680M

Average Sale Price:

\$373,700

Average Days on Market:

27

Average List to Sell Ratio:

100%

Sold Listings

758



THE LOCAL CHOICE & MARKET LEADER

A family-owned business with deep roots in our area. Fully committed to the health and growth of our local community. #1 in real estate sales.



MOST SUCCESSFUL AGENTS

The average sales of Warren agents outperform the average agent sales of our largest competitor.



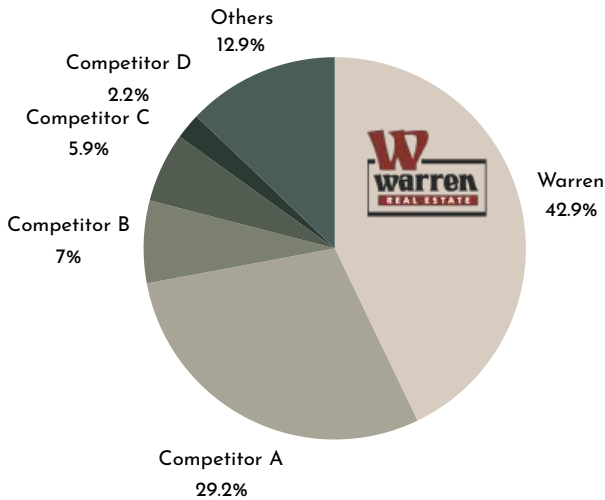
LATEST TECHNOLOGY

Top-producing agents that utilize the latest technology, marketing strategies, and sales techniques.

YOUR MARKET LEADER

Choosing the right company makes the difference. Our success is directly connected to your success. We want our position in the market to be your position. Committed to the health and growth of our local community, Warren leads each of their local markets year after year. We are known for superior real estate services, top producing real estate professionals, and superior results.

2024 Ithaca Market Share

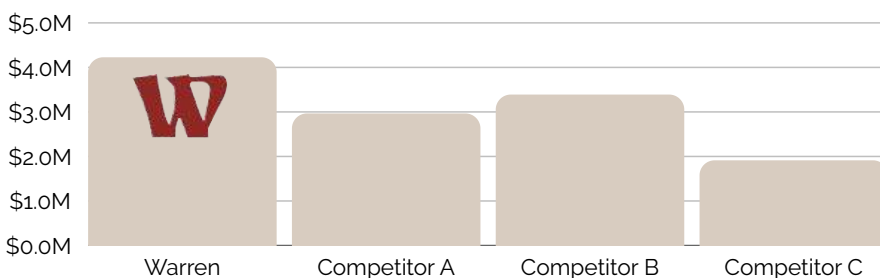


WARREN REAL ESTATE TRACK RECORD & HISTORY

Since 1953, Warren has been a successful and highly reputable force in the Central NY real estate industry.

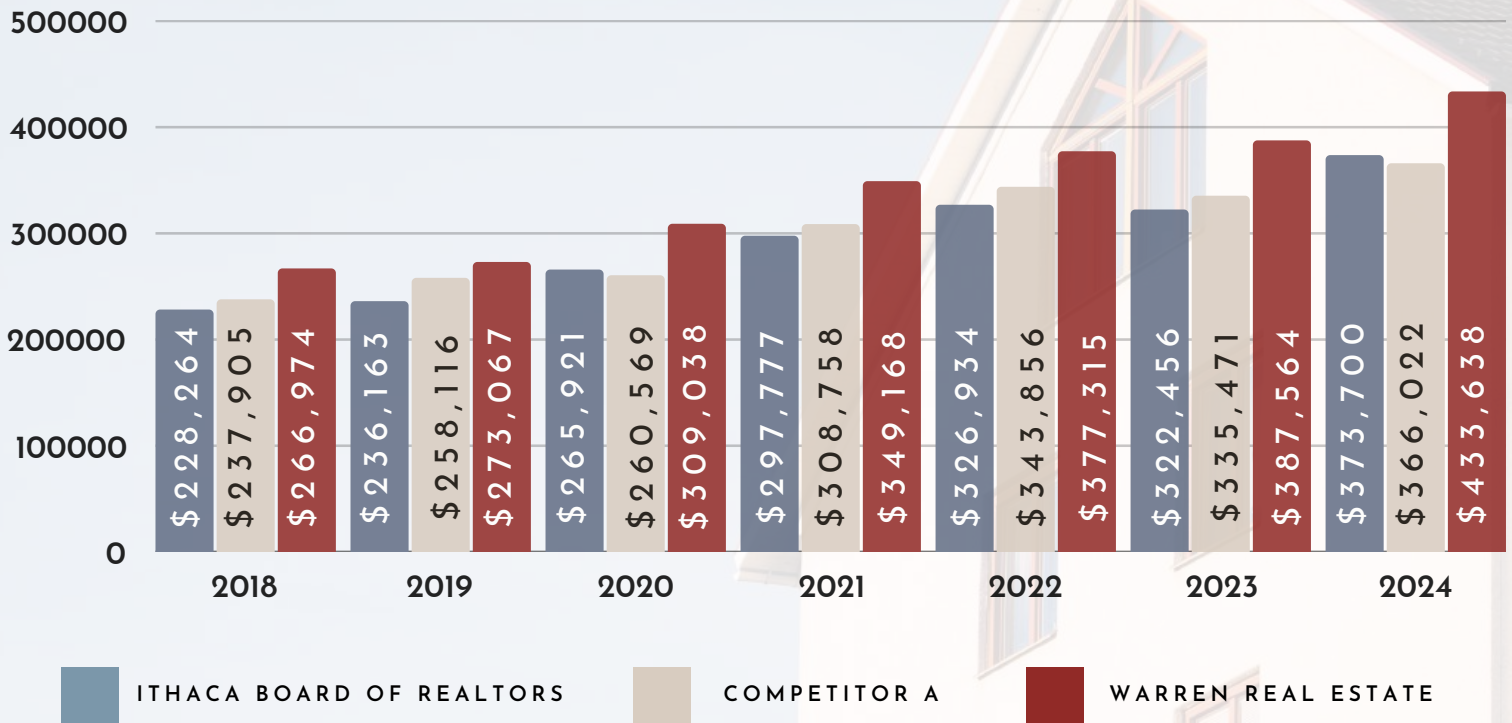
- Highest Average Selling Price
- Highest Per Agent Production
- Over \$615M in Annual Sales
- 185+ Warren Agents
- 9 Local Real Estate Offices
- 72 Years in the Marketplace

2024 Ithaca Average Agent Production



AVERAGE RESIDENTIAL SELLING PRICE BY COMPANY

Source of Information: Ithaca Board of Realtors Multiple Listing Service.



SIDE-BY-SIDE COMPARISON 2024

HIGHEST SELLING PRICE, LARGER MARKET SHARE & MORE SOLD LISTINGS

ITHACA BOARD OF REALTORS

Average Sale Price: \$373,700

Days on Market: 27

List to Sell: 100%

Sold Listings: 758

WARREN REAL ESTATE

Average Sale Price: \$433,638

Days on Market: 26

List to Sell: 100%

Marketshare: 42.86%

Sold Listings: 290

COMPETITOR A

Average Sale Price: \$366,022

Days on Market: 22

List to Sell: 100

Marketshare: 20.20%

Sold Listings: 208

RESIDENTIAL: TOMPKINS COUNTY DATA

SELLING OR BUYING A HOME? - KNOW YOUR MARKET



Since 1953, putting people in their dream home has been the way of life at Warren. With 72 years of experience helping people buy, sell, and market their property, you can rely on Warren as your resource for finding information related to market trends, property values, inventory, zoning, land planning, subdivision, building lots, improvements, commercial, due diligence, and more. With a Warren agent, you will find all of the resources, techniques, and tools that you'll need in order to make more educated decisions about buying, selling and real estate investing.

RESIDENTIAL SALES 2024



Number of Homes Sold

582



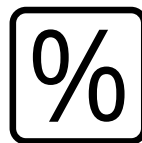
Average Days on Market
(list to contract)

23



Average Selling Price

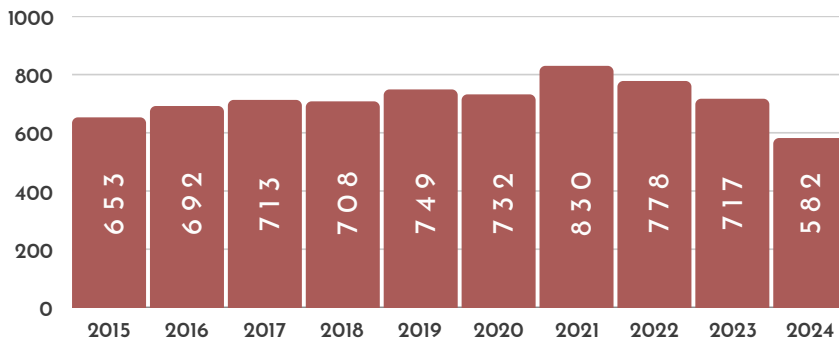
\$380,450



Average List to Sell Ratio

100%

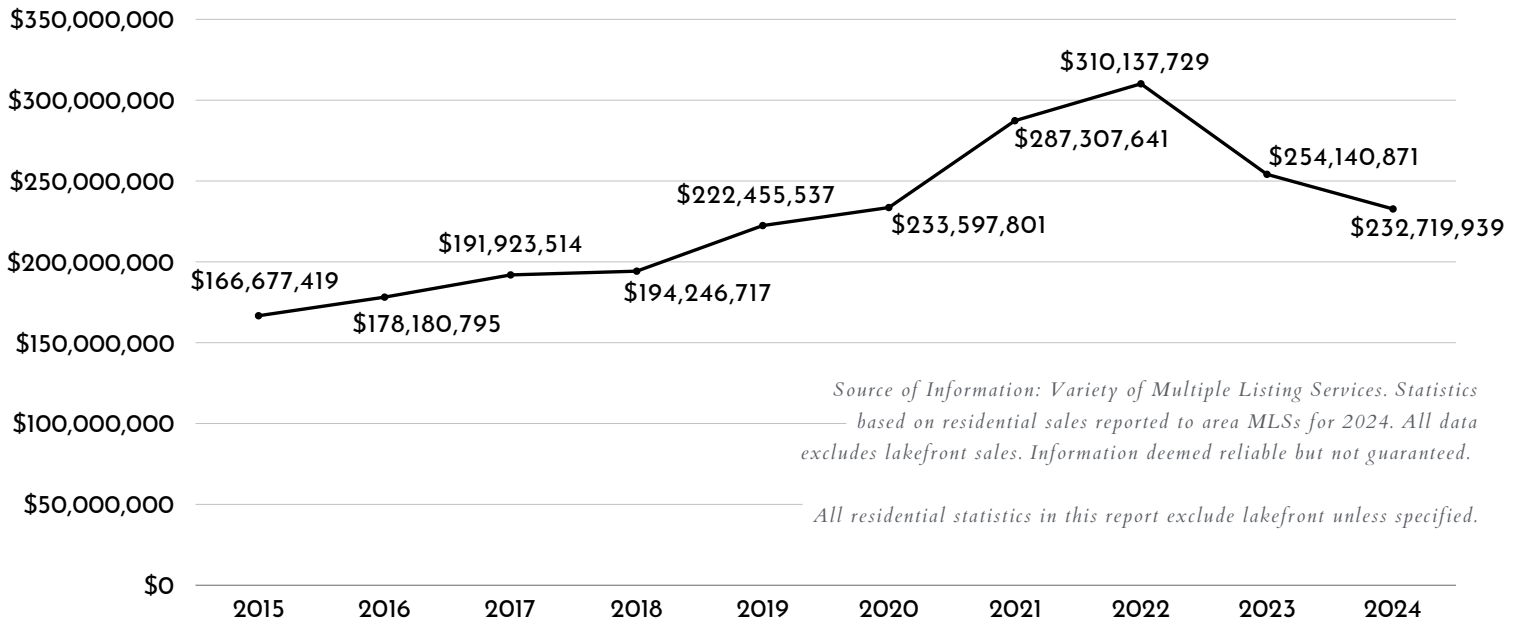
HOW MANY HOMES SELL YEARLY?



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

All residential statistics in this report exclude lakefront unless specified.

RESIDENTIAL: 2024 CLOSED SALES TOMPKINS COUNTY

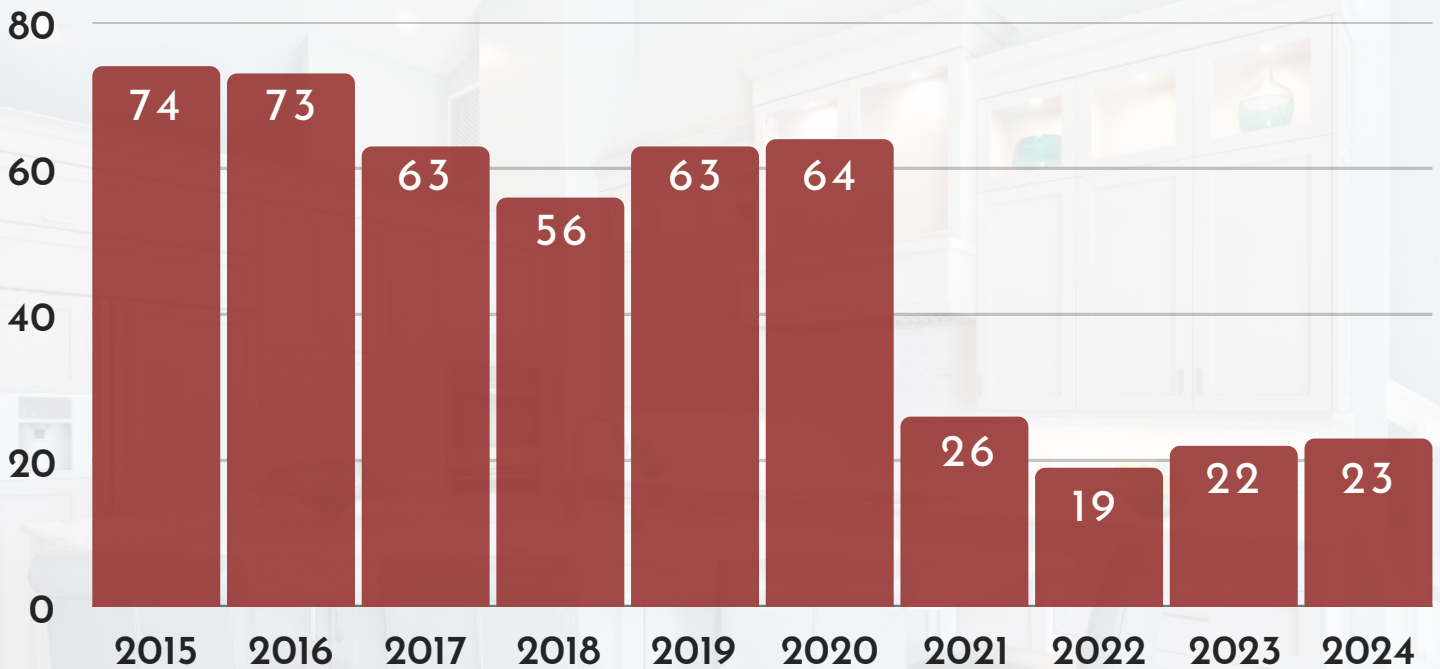


RESIDENTIAL: TOMPKINS COUNTY AVERAGE SELLING PRICE



RESIDENTIAL:

TOMPKINS COUNTY AVERAGE DAYS ON MARKET (LIST TO CONTRACT)

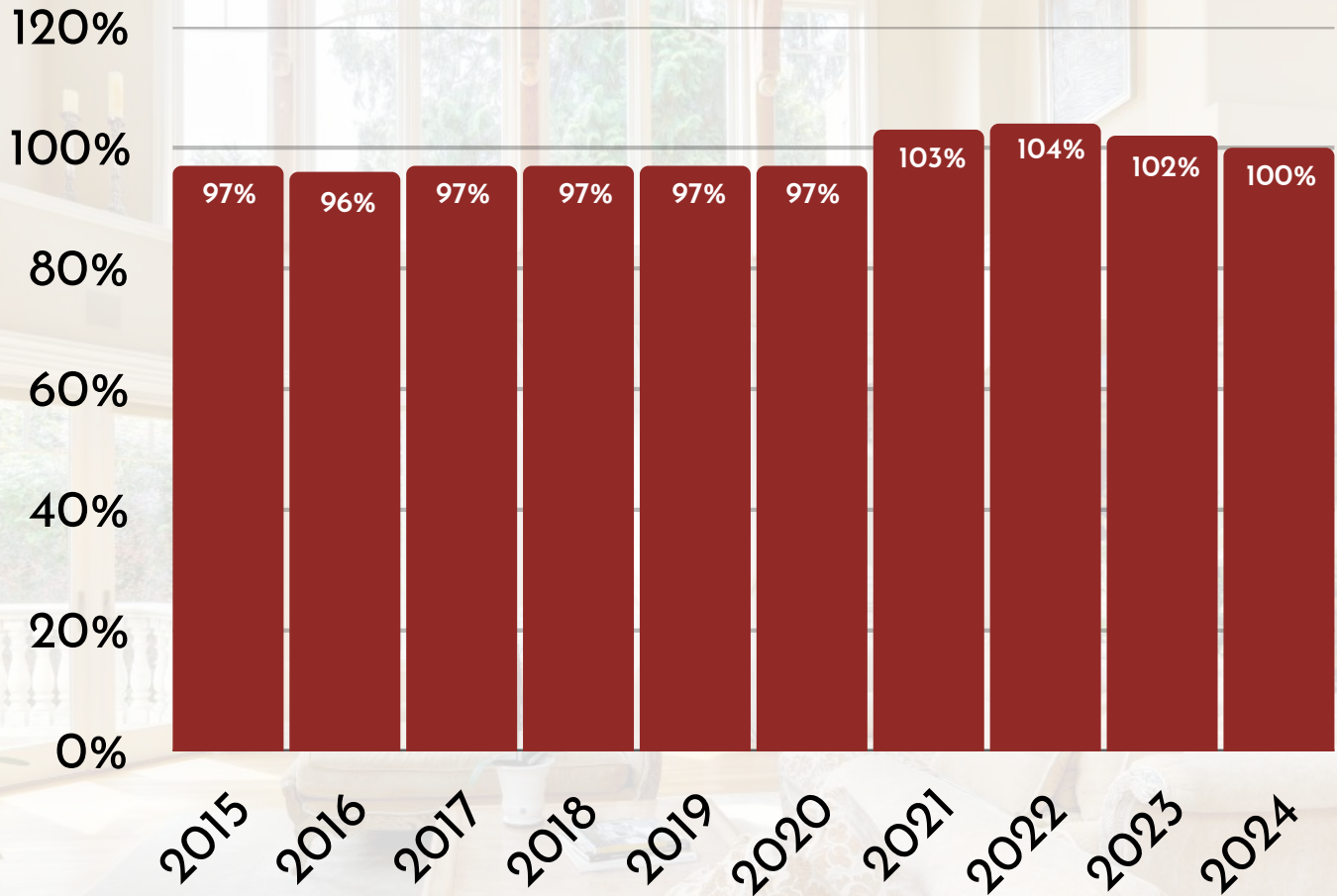


Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.



RESIDENTIAL:

TOMPKINS COUNTY AVERAGE LIST TO SELL %

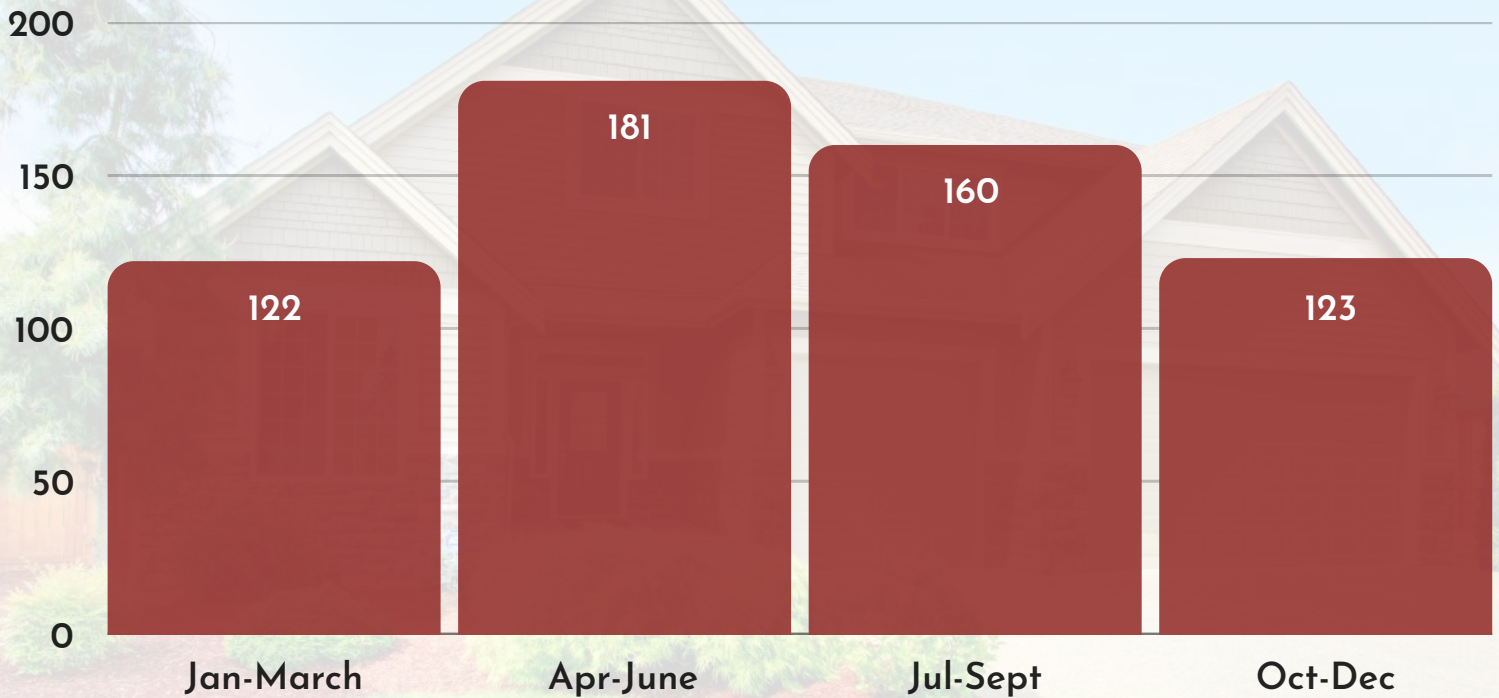


Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.



RESIDENTIAL:

WHEN HOMES GO UNDER CONTRACT - BY QUARTER



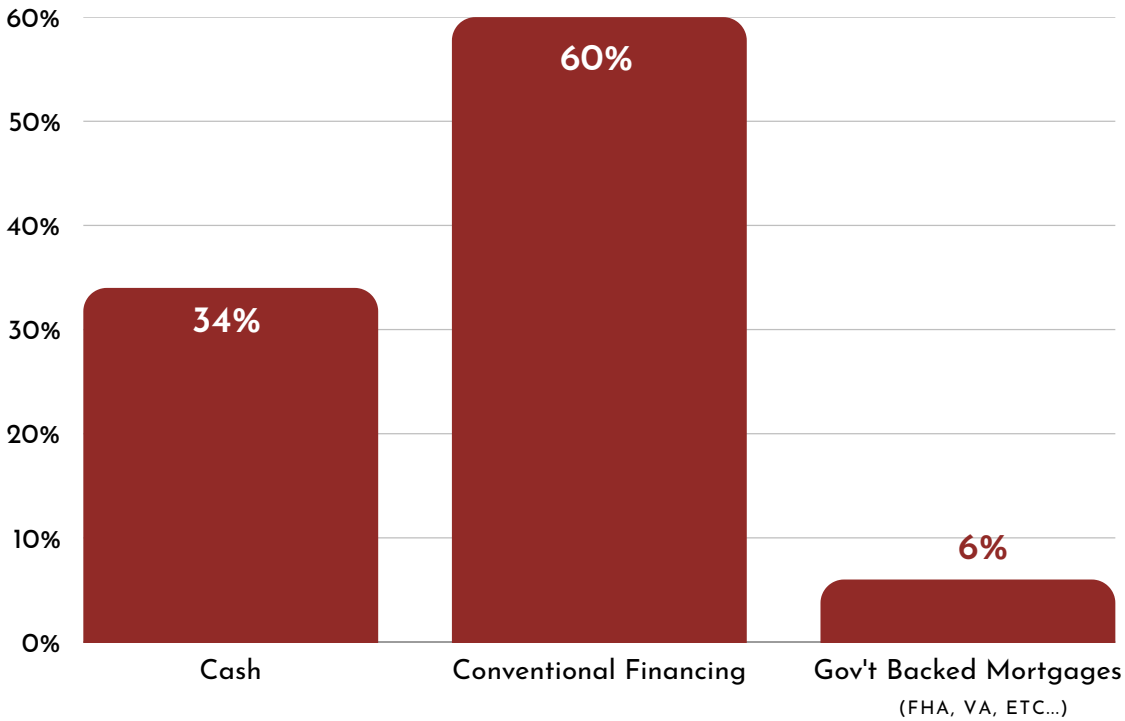
SALES ACTIVITY HAS BEEN SPREADING LATER IN THE YEAR OVER THE PAST FEW YEARS. THERE REALLY NO LONGER IS AN "OFF SEASON".

Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

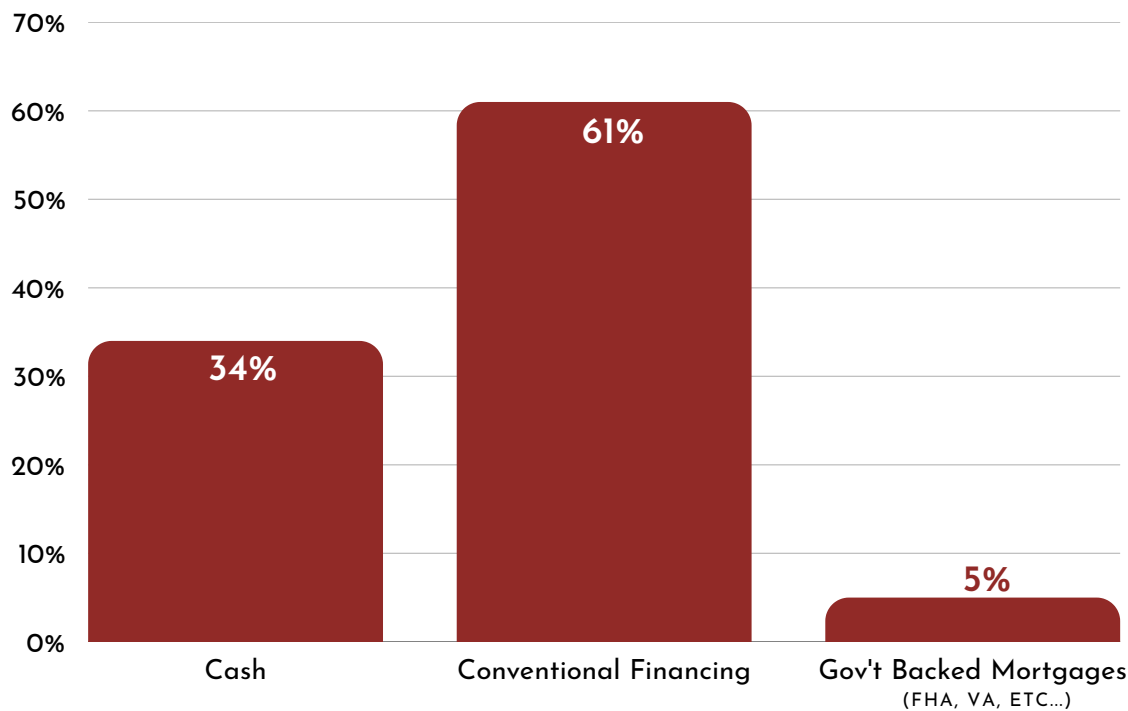


RESIDENTIAL: HOW BUYERS FUNDED THEIR HOME PURCHASE

SOURCE OF FUNDS – TOTAL MLS (ALL RESIDENTIAL)



SOURCE OF FUNDS – TOMPKINS COUNTY (ALL RESIDENTIAL)



CAYUGA LAKEFRONT: ALL MULTIPLE LISTING SERVICE DATA

CAYUGA LAKEFRONT SALES 2024



Number of Homes Sold

56



Average Days on Market

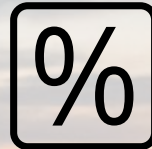
(list to contract)

38



Average Selling Price

\$683,274



Average List to Sell Ratio

102%

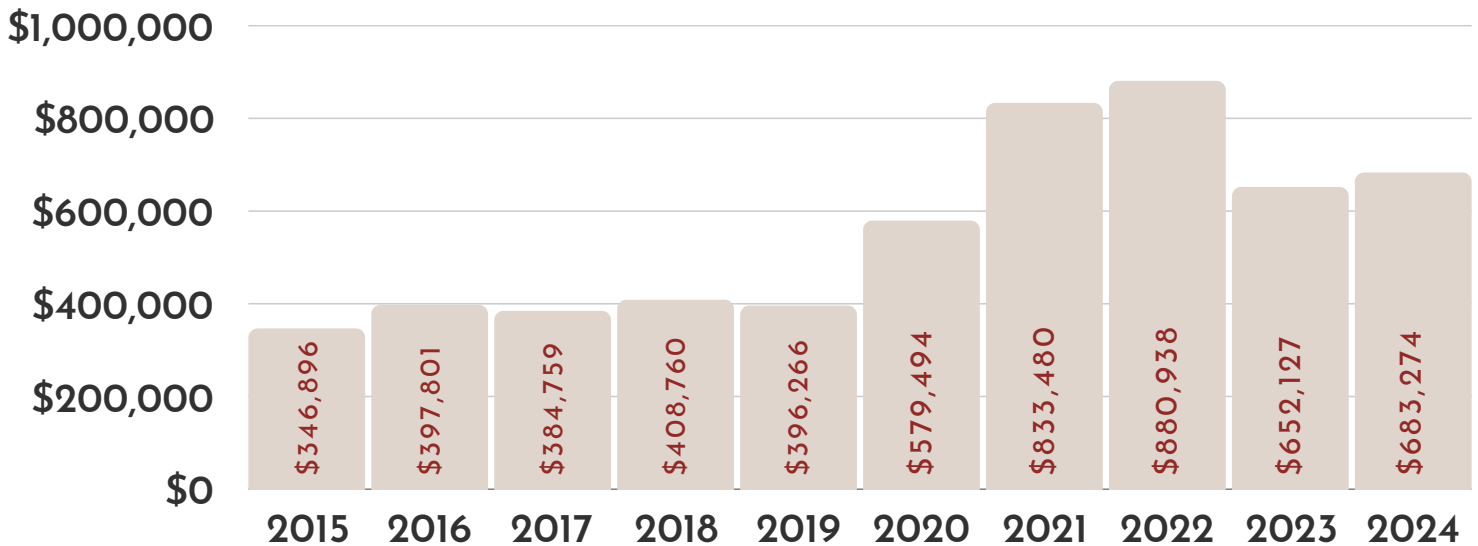


Price Per Square Foot

\$461.00

Source of Information: Variety of Multiple Listing Services. Statistics based on lakefront sales reported to area MLSs for 2024. Information deemed reliable but not guaranteed.

AVERAGE RESIDENTIAL SALES PRICE, CAYUGA LAKEFRONT



CAYUGA LAKEFRONT:

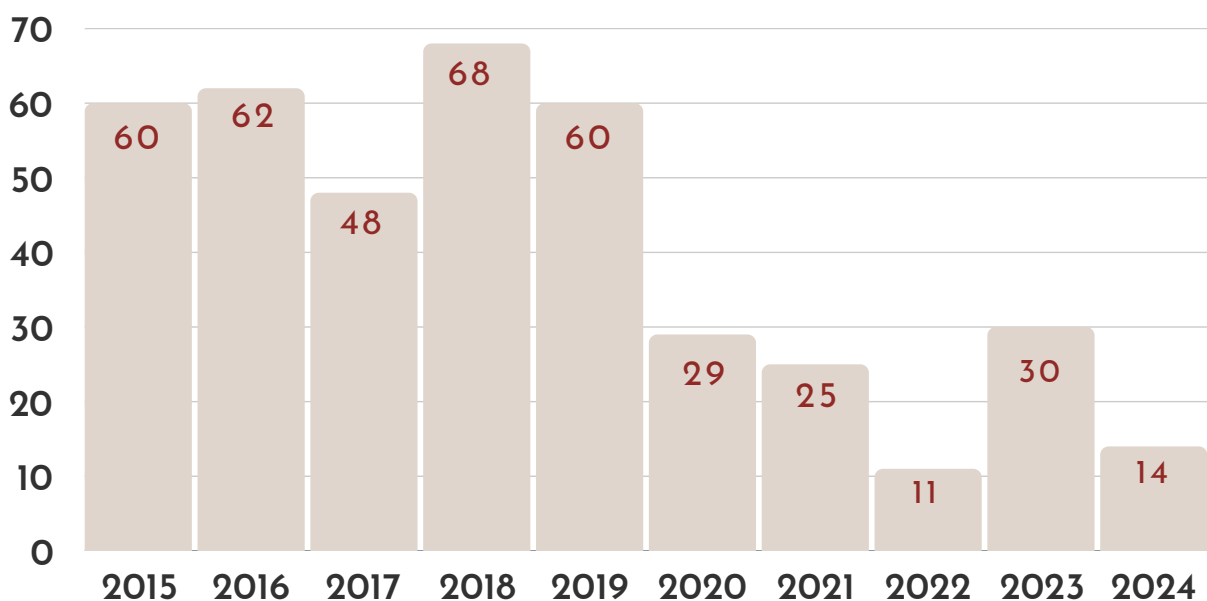
ALL MULTIPLE LISTING SERVICE DATA



Cayuga Lake is the longest of central New York's glacial Finger Lakes, and is the second largest in surface area and second largest in volume. It is just under 40 miles long. Its average width is 1.7 miles, and it is 3.5 mi wide at its widest point near Aurora. It is approximately 435 ft deep at its deepest point.

Source: Wikipedia

HOW MANY LAKEFRONT HOMES SELL IN THIS AREA?



Source of Information: Variety of Multiple Listing Services. Statistics based on lakefront sales reported to area MLSs for 2024. Information deemed reliable but not guaranteed.

Common Commercial Practice Areas:

- Development Sites
- Re-Development Sites
- Commercial
- Commercial Land
- Commercial/Residential
- Commercial/Industrial
- Inns and B&B's
- Hotels
- Farms
- Mixed Use
- Mobile Home Parks
- Manufacturing
- Restaurants
- Retail
- Schools
- Warehouses
- Wineries

COMMERCIAL:

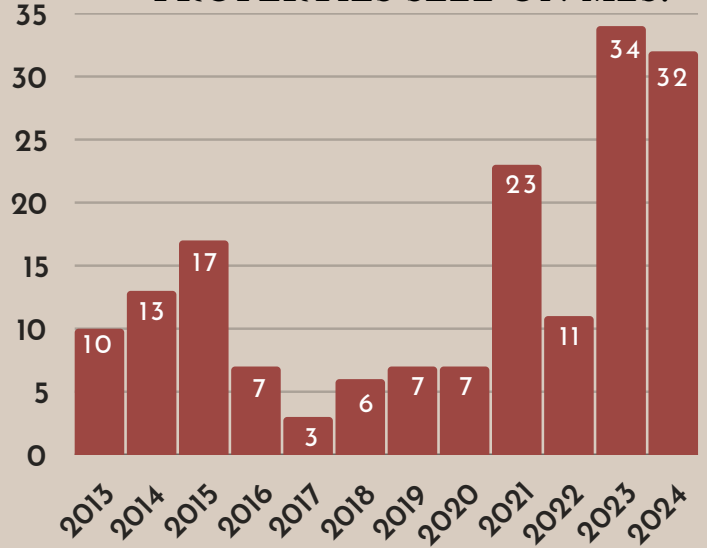
TOMPKINS COUNTY

MLS COMMERCIAL SALES 2024

Average Days on Market
(list to contract)
247

Average List to Sell Ratio
100%

HOW MANY COMMERCIAL PROPERTIES SELL ON MLS?



MULTI-UNIT:

TOMPKINS COUNTY



MLS MULTI-UNIT SALES 2024

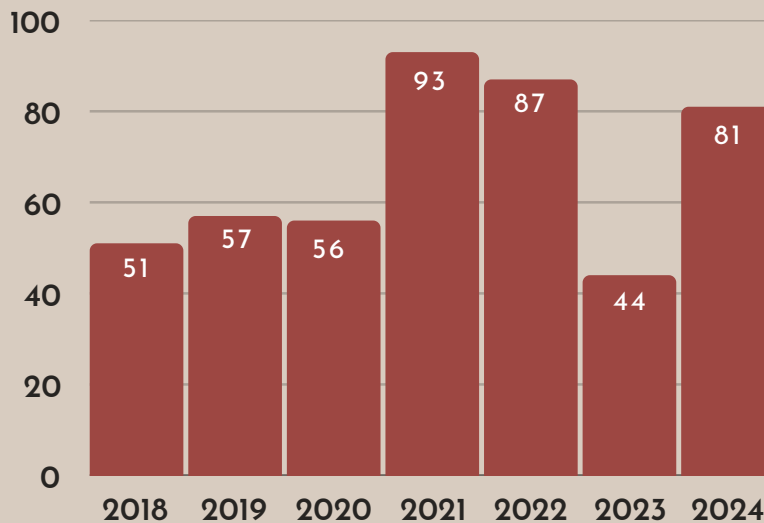
Average Days on Market
(list to contract)
39

Average List to Sell Ratio
97.50%

Number of Listings Sold
81

Average Selling Price
\$380,230

HOW MANY MULTI-UNIT PROPERTIES SELL ON MLS?



*Source of Information:
Variety of Multiple Listing Services.
Statistics based on commercial sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.*

LAND: TOMPKINS COUNTY

Selling or Buying Land?

KNOW YOUR MARKET

The Finger Lakes are abundant with beautiful land. With over 72 years of experience helping people buy and sell land, you can rely on Warren as your resource for finding answers to questions related to land values, trends, inventory, zoning, land planning, subdivision, building lots, improvements, commercial, due diligence, and more. With a Warren agent, you will find many of the resources, techniques, and tools that you'll need in order to make more educated decisions about buying and selling land and real estate investing.

ALL LAND SALES 2024

Number of Properties Sold

64

Average Selling Price

\$134,392

Average Days on Market

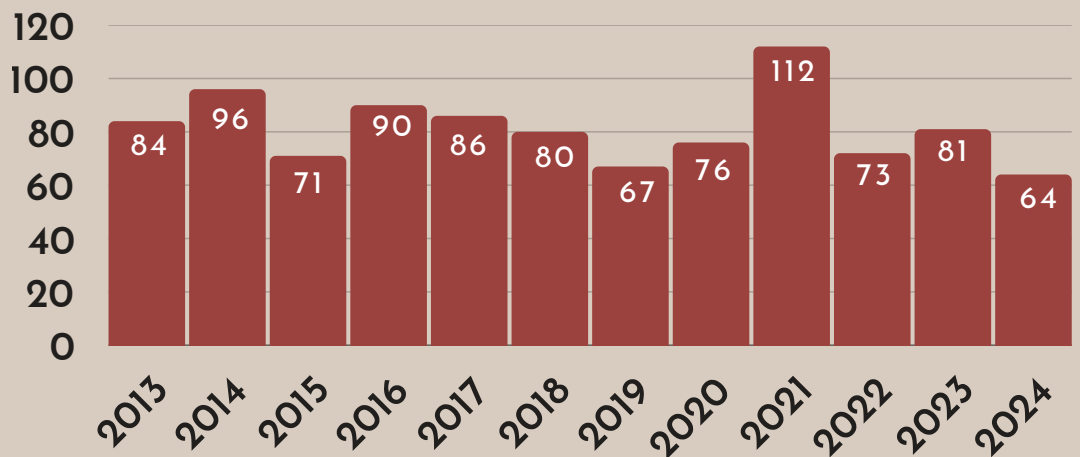
72 (list to contract)

Average List to Sell Ratio

93.30%



HOW MANY LAND PROPERTIES SELL YEARLY?



Source of Information: Variety of Multiple Listing Services. Statistics based on land sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

NATIONAL DATA (NAR) 2024

National buyer and seller trends derived from National Association of Realtors (NAR) 2024 Home Buyer and Seller Profile, a comprehensive annual study.

BUYERS

7

The number of homes
A typical buyer viewed over a
10-week period of time

43%

The percent of buyers who
looked at properties online as
their first step

86%

Percent of buyers utilizing
real estate agent services

SELLERS

90%

The percent of sellers who
recently sold their home
through an agent or broker

10

The median # of years that
sellers lived in the home they
sold

100%

This year, sellers sold their
property typically at 100
percent of their asking price
and sold their home within
three weeks.

WARREN

72

The number of years Warren
Real Estate has been
"The Best in the Business".

160+

The number of real estate
professionals working every day
at Warren to help home buyers
and sellers

\$615M

Millions of dollars in volume of
sales by Warren Real Estate in
2024 covering 14 counties
throughout the Finger Lakes
Northern PA, and Southern Tier

WHAT BUYERS & SELLERS CAN EXPECT FROM THEIR WARREN AGENT:



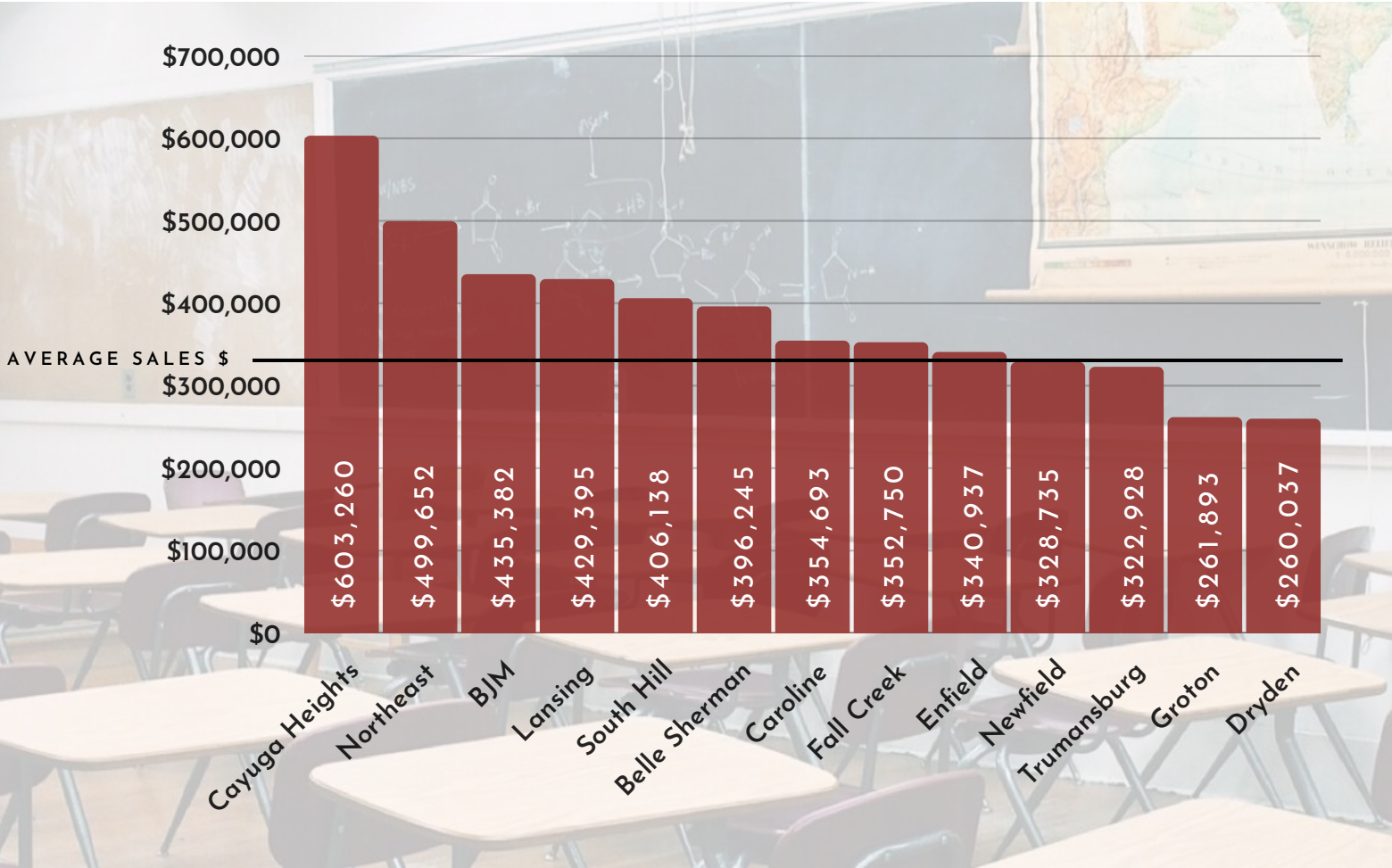
1. Immediate Access/Response
2. Honesty & Trustworthiness
3. Experience & Education
4. Communication & Negotiation Skills
5. Professionalism
6. Neighborhood & Market Knowledge
7. Wide Network & Technical Skills
8. Price Guidance



SCHOOL DISTRICT MARKET REPORT

AVERAGE SALES PRICE BY SCHOOL DISTRICT

2024 MARKET AVERAGE - \$384,003



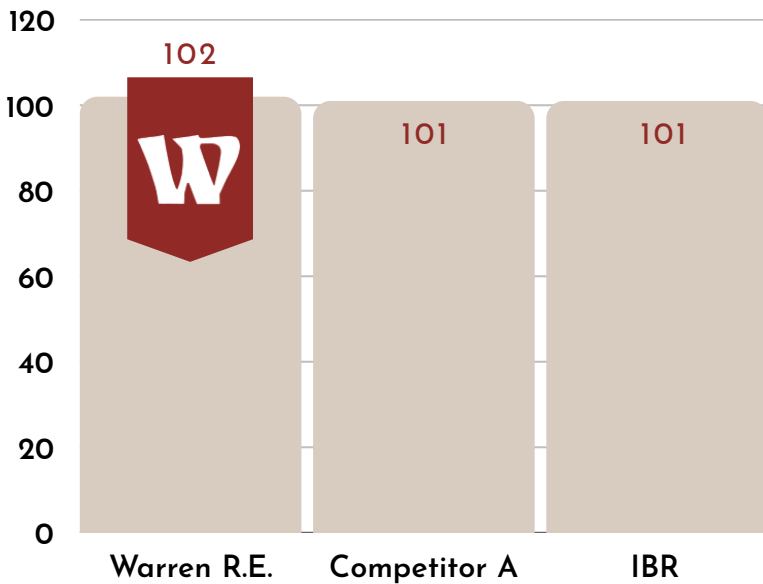
Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.



BELLE SHERMAN: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST LIST-TO-SELL RATIO IN BELLE SHERMAN



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

BELLE SHERMAN 2024

Number of Properties Sold

40

Average Selling Price

\$396,245

Average Days on Market

22 (list to contract)

Average List to Sell Ratio

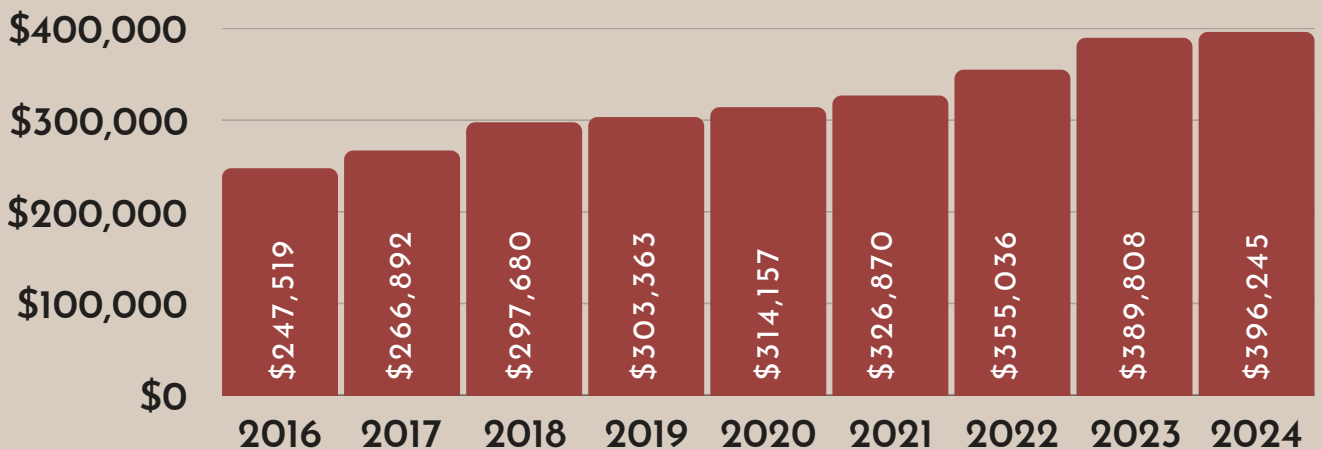
101%

Average Price per Sq. Ft.

\$230.62



BELLE SHERMAN TREND OF AVG. SELLING PRICE



BEVERLY J MARTIN 2024

Number of Properties Sold

38

Average Selling Price

\$435,382

Average Days on Market

14 (list to contract)

Average List to Sell Ratio

102%

Average Price per Sq. Ft.

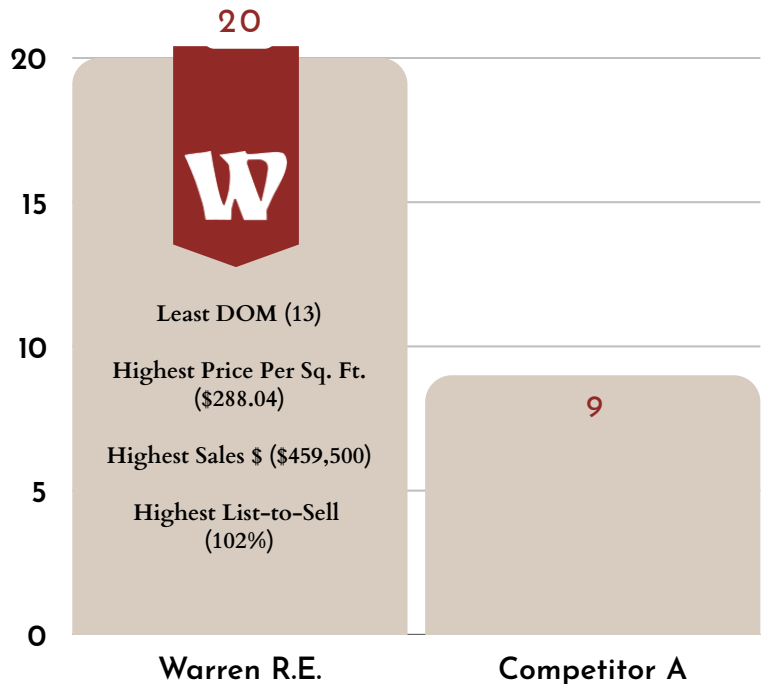
\$227.34



BEVERLY J MARTIN: MARKET OVERVIEW

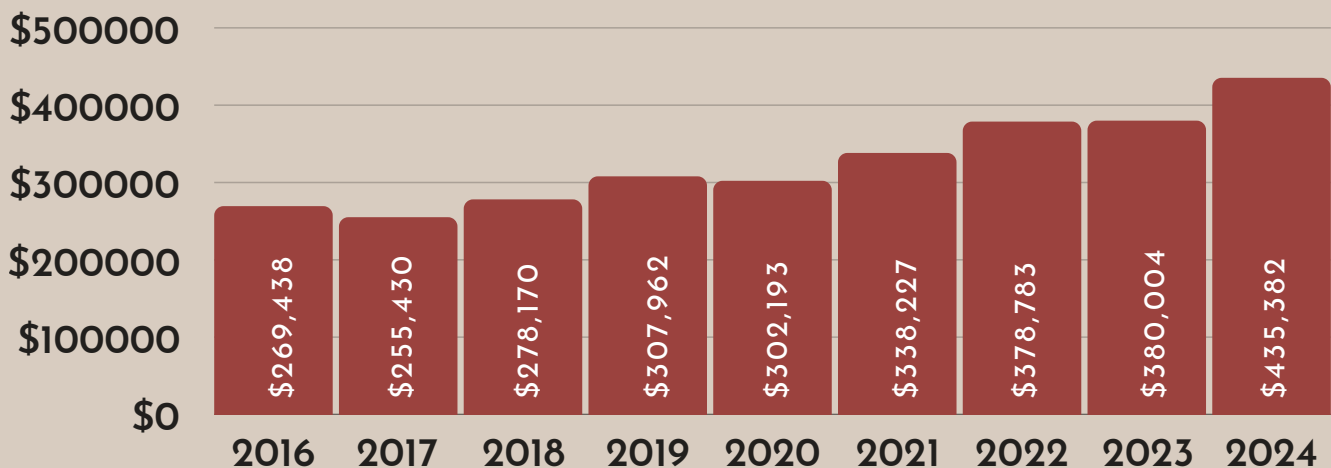
The **Warren** Advantage

MARKET LEADER WITH THE MOST SOLD LISTINGS, LOWEST DAYS ON MARKET, HIGHEST PRICE PER SQ. FT., AVG. SALES PRICE & LIST-TO-SELL RATIO



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

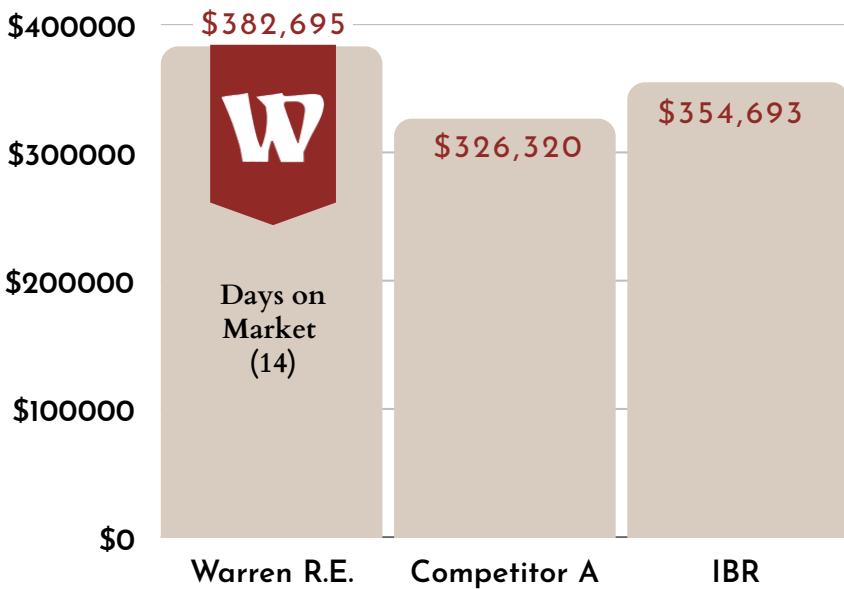
BEVERLY J MARTIN TREND OF AVG. SELLING PRICE



CAROLINE: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST AVERAGE SALE PRICE & LOWEST DAYS ON MARKET IN CAROLINE



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

CAROLINE 2024

Number of Properties Sold

53

Average Selling Price

\$354,693

Average Days on Market

15 (list to contract)

Average List to Sell Ratio

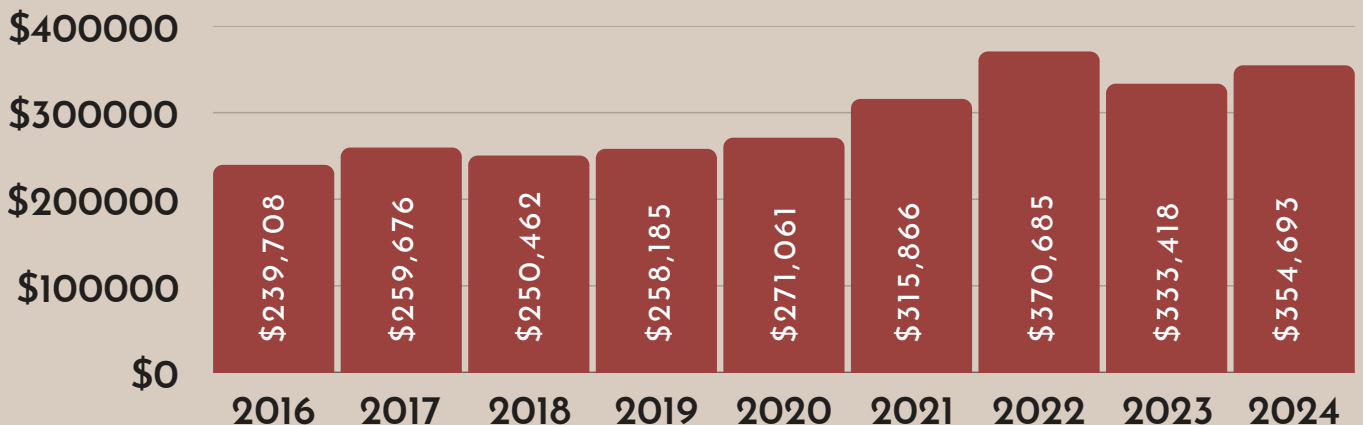
103%

Average Price per Sq. Ft.

\$191.16



CAROLINE TREND OF AVG. SELLING PRICE



CAYUGA HEIGHTS 2024

Number of Properties Sold

52

Average Selling Price

\$603,260

Average Days on Market

21 (list to contract)

Average List to Sell Ratio

103%

Average Price per Sq. Ft.

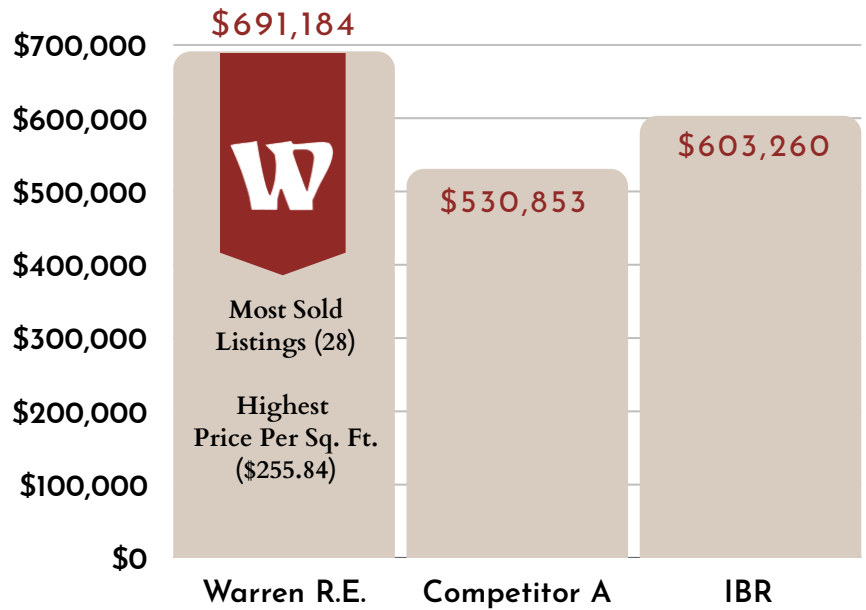
\$242.36



CAYUGA HEIGHTS: MARKET OVERVIEW

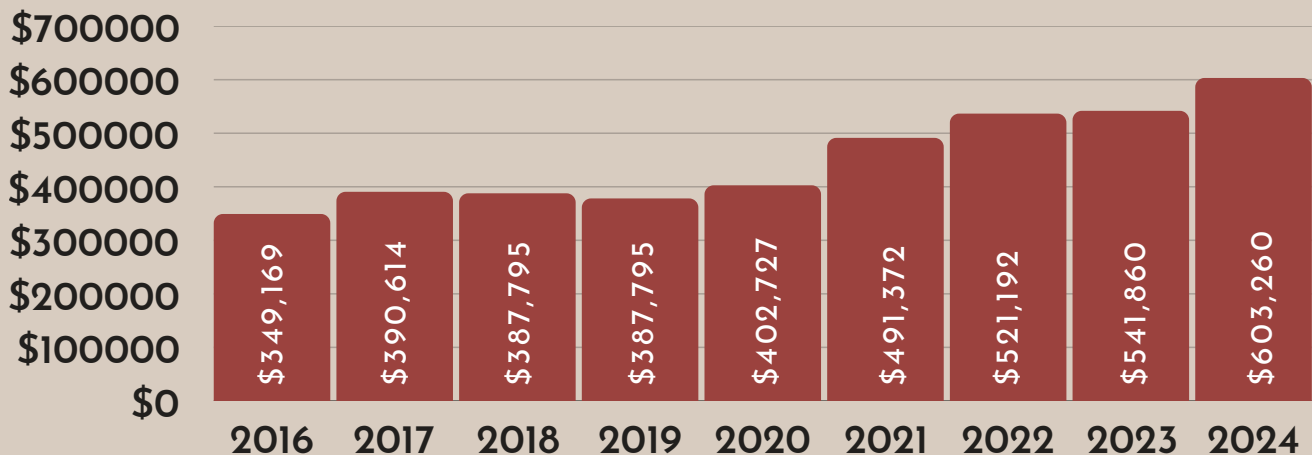
The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST AVERAGE SALES PRICE, MOST SOLD LISTINGS & HIGHEST PRICE PER SQ. FT. IN CH



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

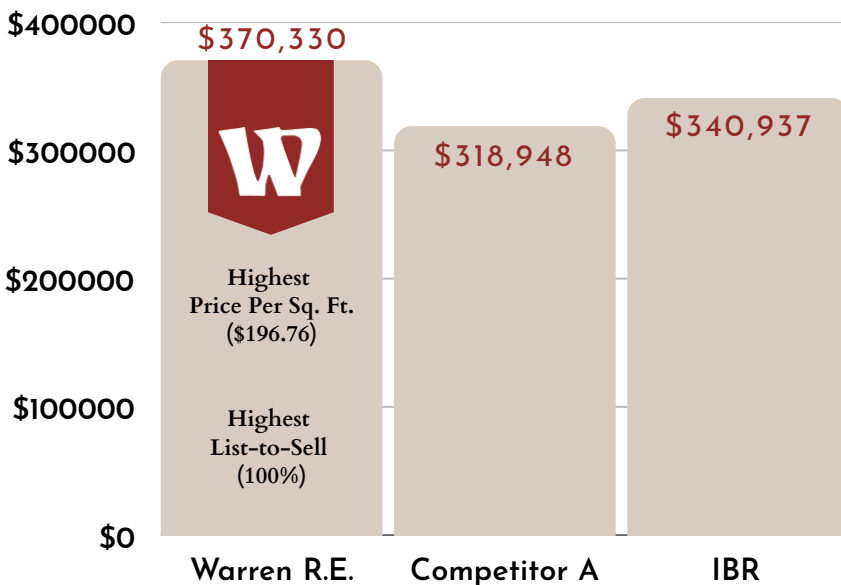
CAYUGA HEIGHTS TREND OF AVG. SELLING PRICE



ENFIELD: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST AVERAGE SALE PRICE, HIGHEST PRICE PER SQ. FT & HIGHEST LIST-TO-SELL RATIO IN ENFIELD



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

ENFIELD 2024

Number of Properties Sold

37

Average Selling Price

\$340,937

Average Days on Market

26 (list to contract)

Average List to Sell Ratio

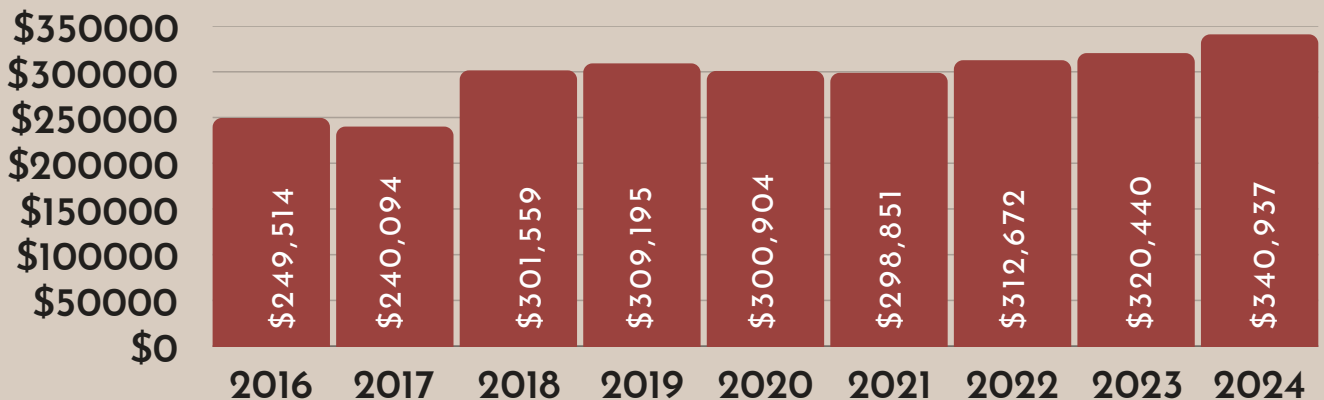
99%

Average Price per Sq. Ft.

\$184.33



ENFIELD TREND OF AVG. SELLING PRICE



FALL CREEK 2024

Number of Properties Sold
20

Average Selling Price
\$352,750

Average Days on Market
19 (list to contract)

Average List to Sell Ratio
107%

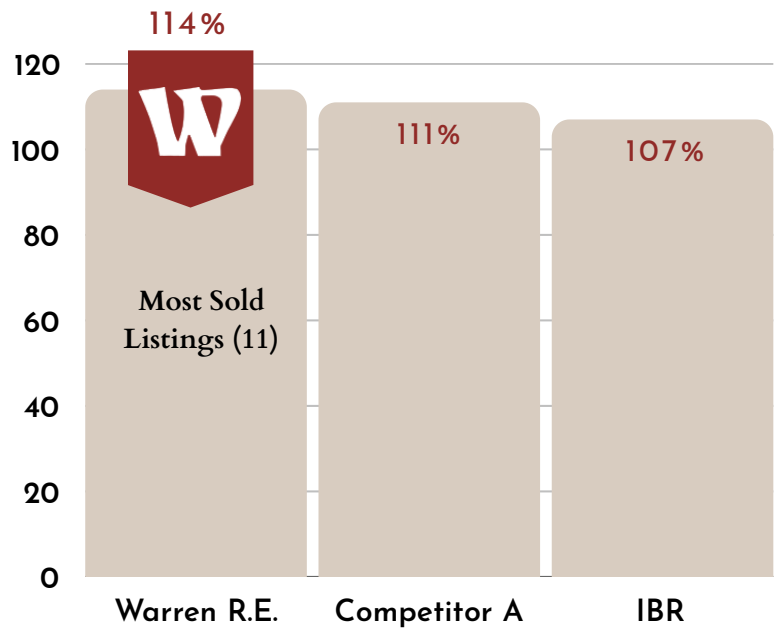
Average Price per Sq. Ft.
\$223.76



FALL CREEK: MARKET OVERVIEW

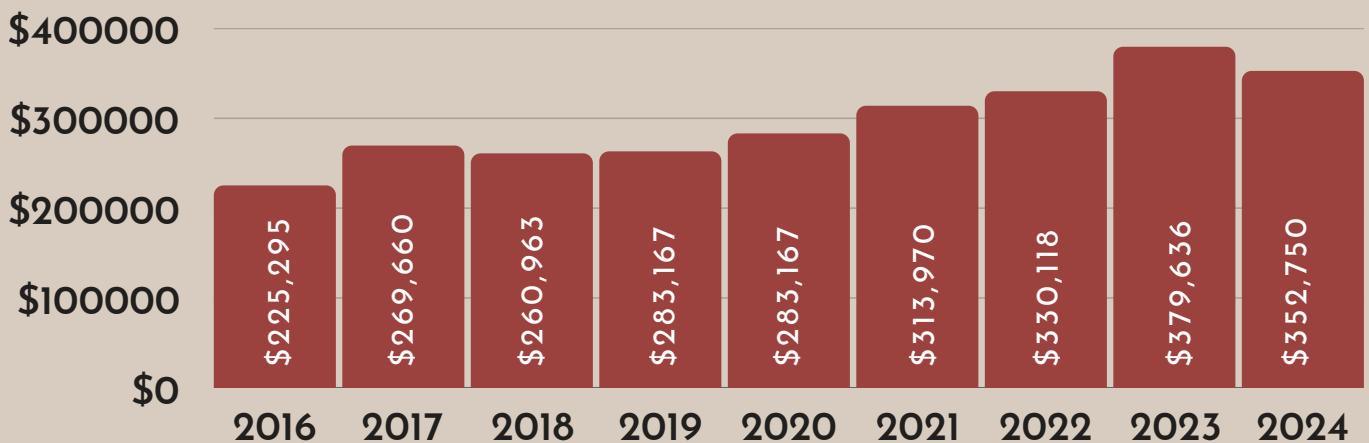
The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST LIST-TO-SELL RATIO & MOST SOLD LISTINGS IN FALL CREEK



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

FALL CREEK TREND OF AVG. SELLING PRICE



NORTHEAST: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE FEWEST DAYS
ON MARKET, MOST SOLD LISTINGS &
HIGHEST PRICE PER SQ. FT. IN NORTHEAST



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

NORTHEAST 2024

Number of Properties Sold

33

Average Selling Price

\$499,652

Average Days on Market

17 (list to contract)

Average List to Sell Ratio

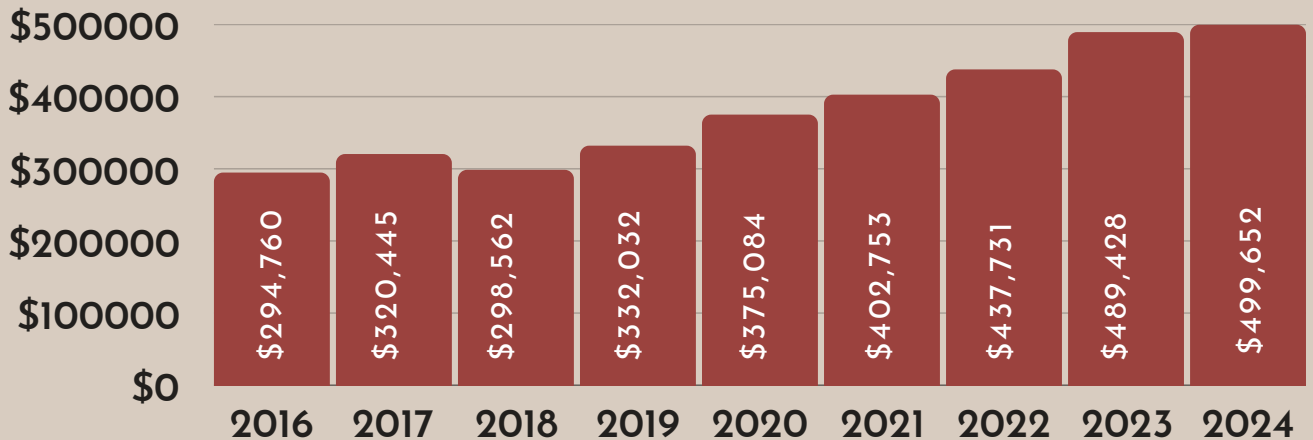
105%

Average Price per Sq. Ft.

\$243.49



NORTHEAST TREND OF AVG. SELLING PRICE



SOUTH HILL 2024

Number of Properties Sold

48

Average Selling Price

\$406,138

Average Days on Market

17 (list to contract)

Average List to Sell Ratio

102%

Average Price per Sq. Ft.

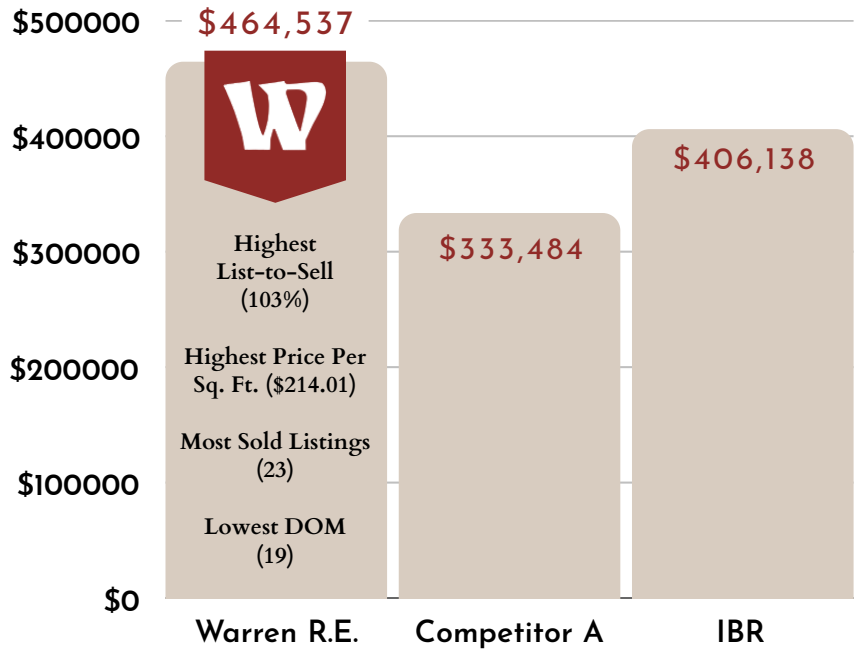
\$211.86



SOUTH HILL: MARKET OVERVIEW

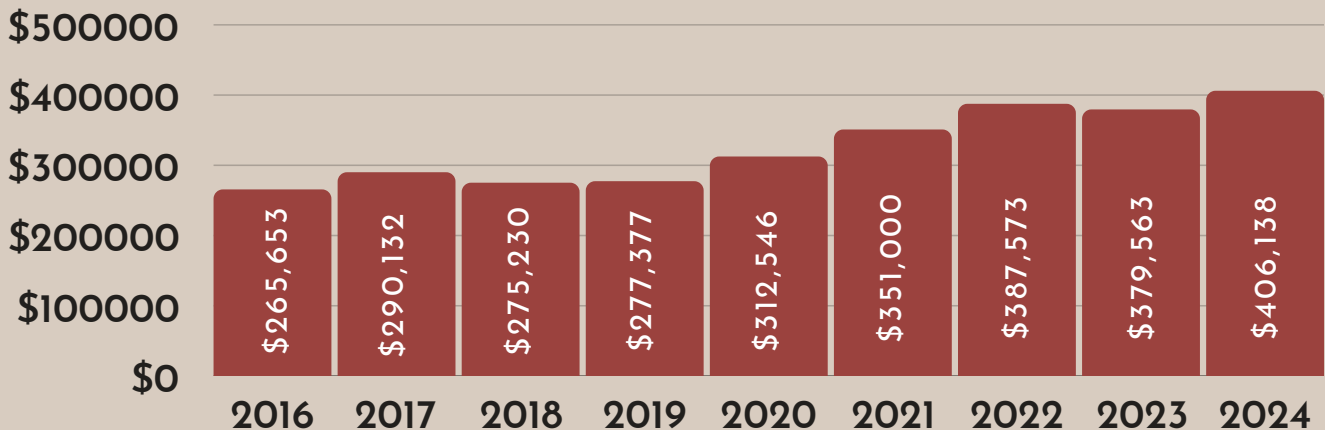
The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST AVERAGE SALES PRICE, LIST-TO-SELL RATIO & PRICE PER SQ. FT. AND LOWEST DAYS ON MARKET IN SOUTH HILL



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

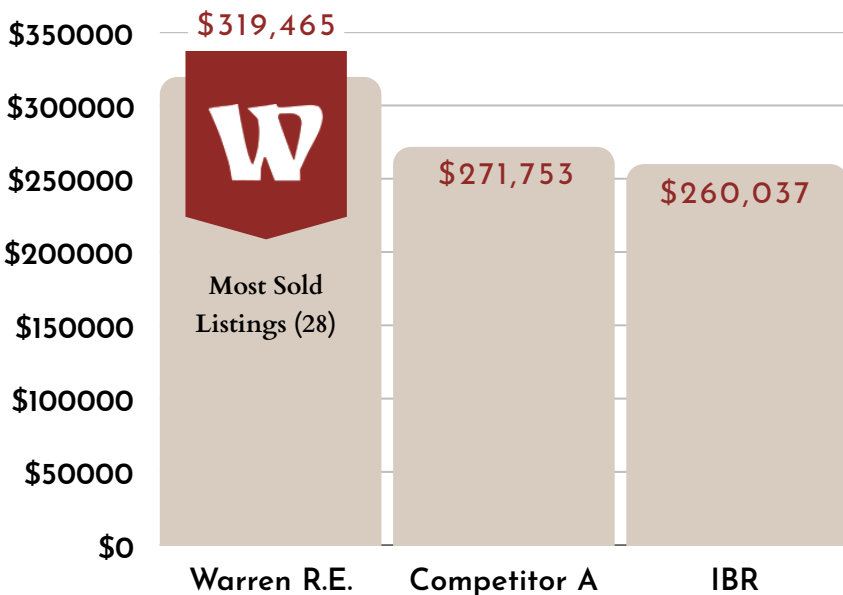
SOUTH HILL TREND OF AVG. SELLING PRICE



DRYDEN: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST AVERAGE SALE PRICE & MOST SOLD LISTINGS IN DRYDEN



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

DRYDEN 2024

Number of Properties Sold
106

Average Selling Price
\$260,037

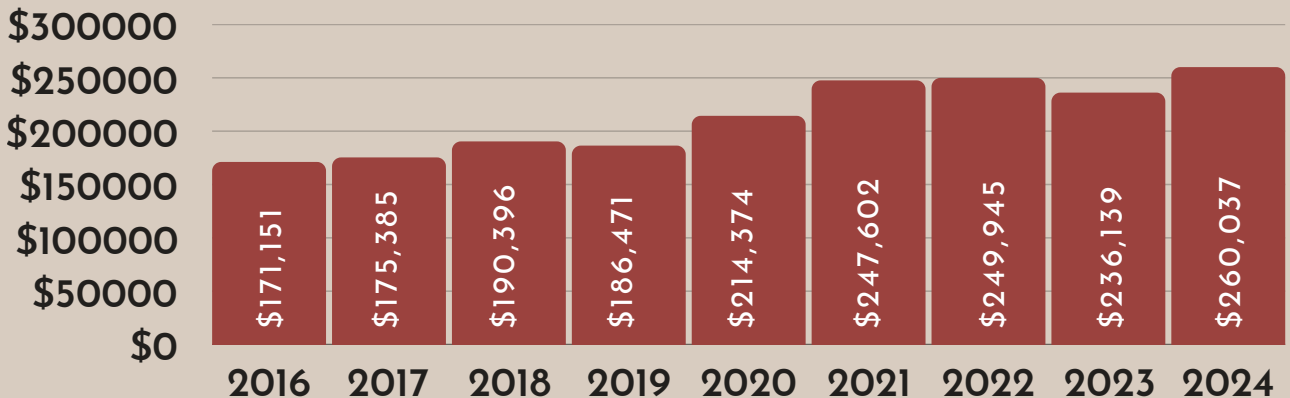
Average Days on Market
23 (list to contract)

Average List to Sell Ratio
100%

Average Price per Sq. Ft.
\$156.33



DRYDEN TREND OF AVG. SELLING PRICE



GROTON 2024

Number of Properties Sold

27

Average Selling Price

\$261,893

Average Days on Market

33 (list to contract)

Average List to Sell Ratio

100%

Average Price per Sq. Ft.

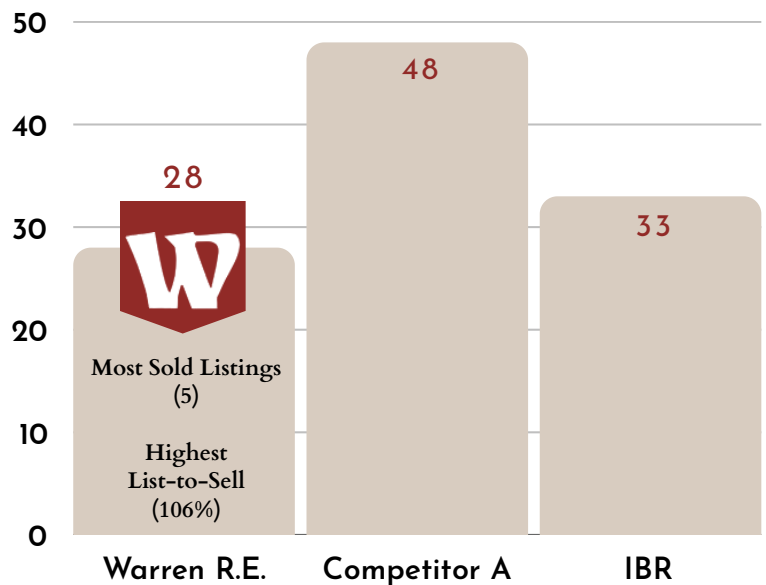
\$156.99



GROTON: MARKET OVERVIEW

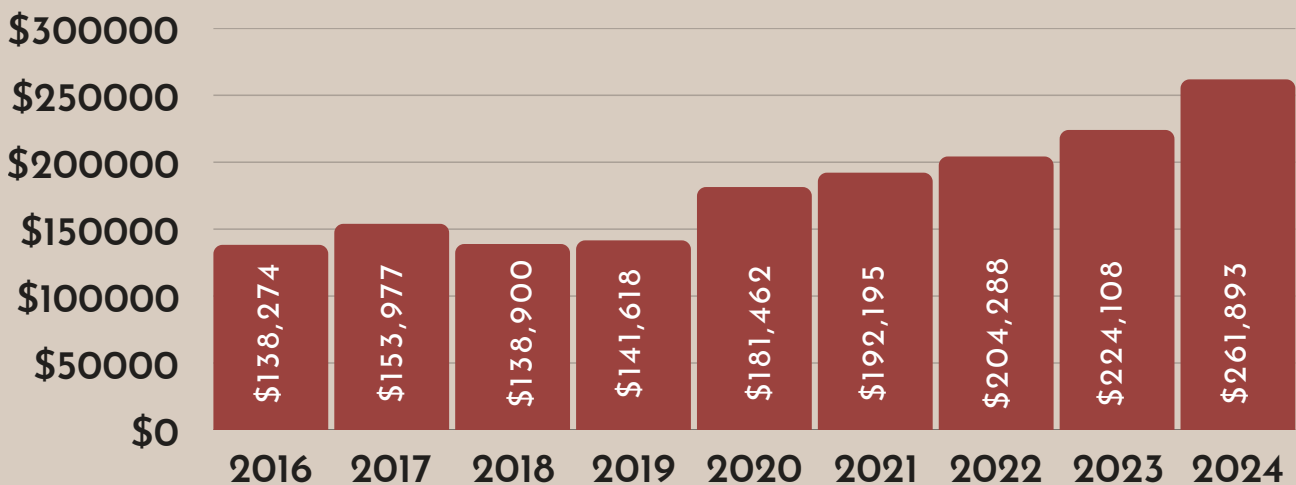
The **Warren** Advantage

MARKET LEADER WITH THE LEAST DAYS
ON MARKET, MOST SOLD LISTINGS &
HIGHEST LIST-TO-SELL RATIO IN GROTON



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

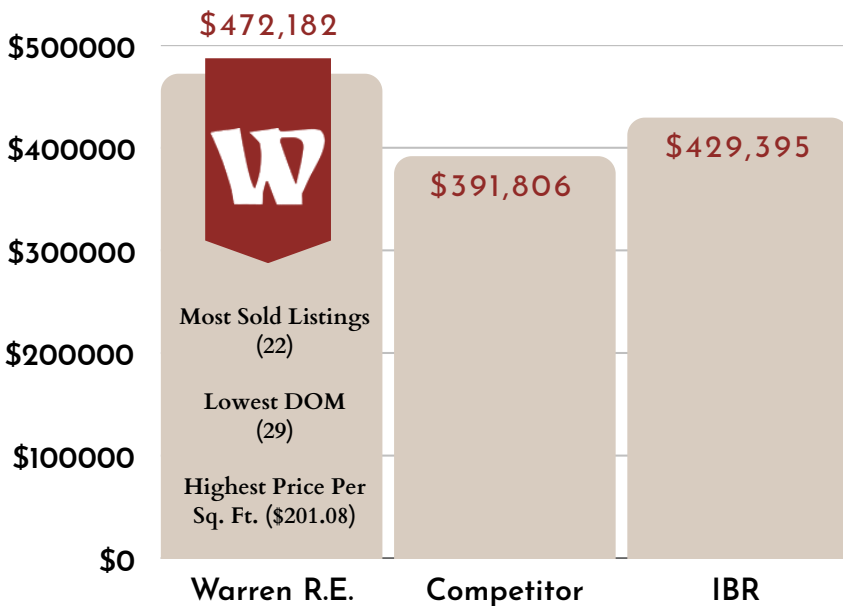
GROTON TREND OF AVG. SELLING PRICE



LANSING: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE HIGHEST AVERAGE SALE PRICE, MOST SOLD LISTINGS, LEAST DAYS ON MARKET & HIGHEST PRICE PER SQ. FT.



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

LANSING 2024

Number of Properties Sold
56

Average Selling Price
\$429,395

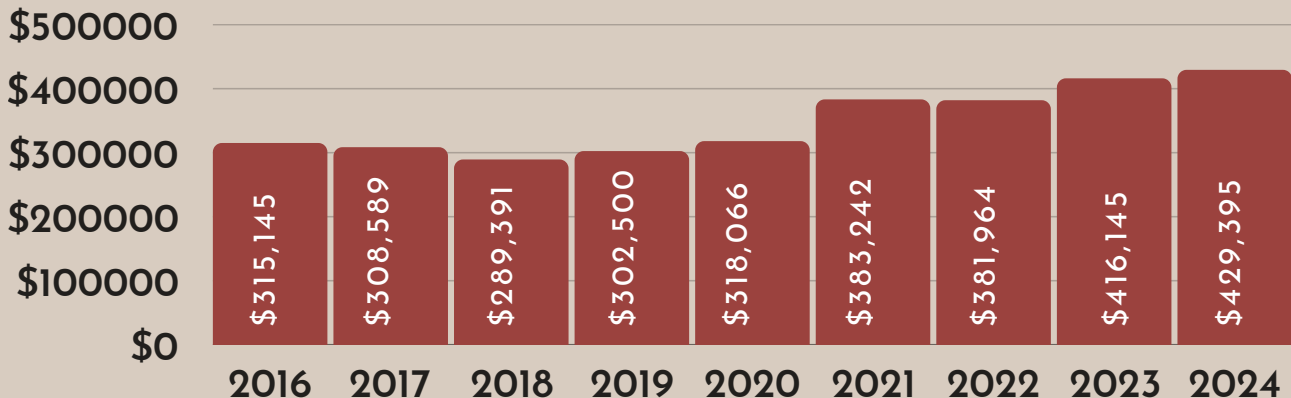
Average Days on Market
32 (list to contract)

Average List to Sell Ratio
101%

Average Price per Sq. Ft.
\$199.16



LANSING TREND OF AVG. SELLING PRICE



NEWFIELD 2024

Number of Properties Sold

26

Average Selling Price

\$328,735

Average Days on Market

35 (list to contract)

Average List to Sell Ratio

103%

Average Price per Sq. Ft.

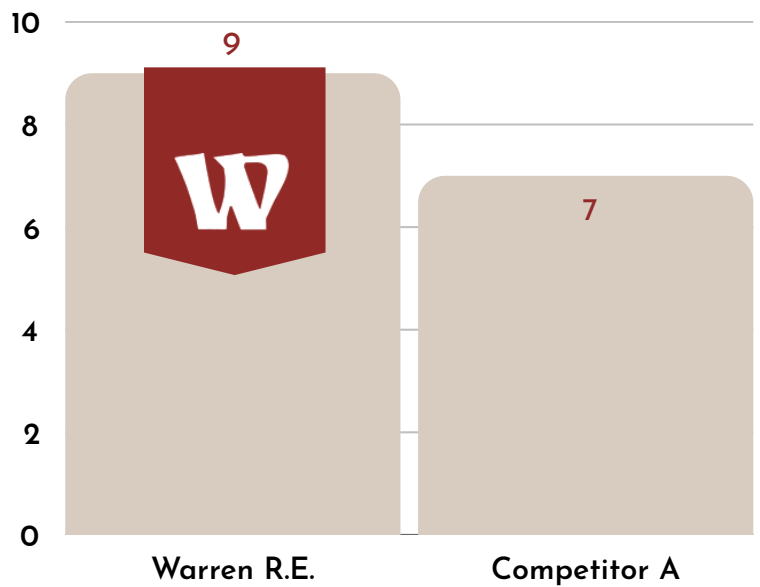
\$173.40



NEWFIELD: MARKET OVERVIEW

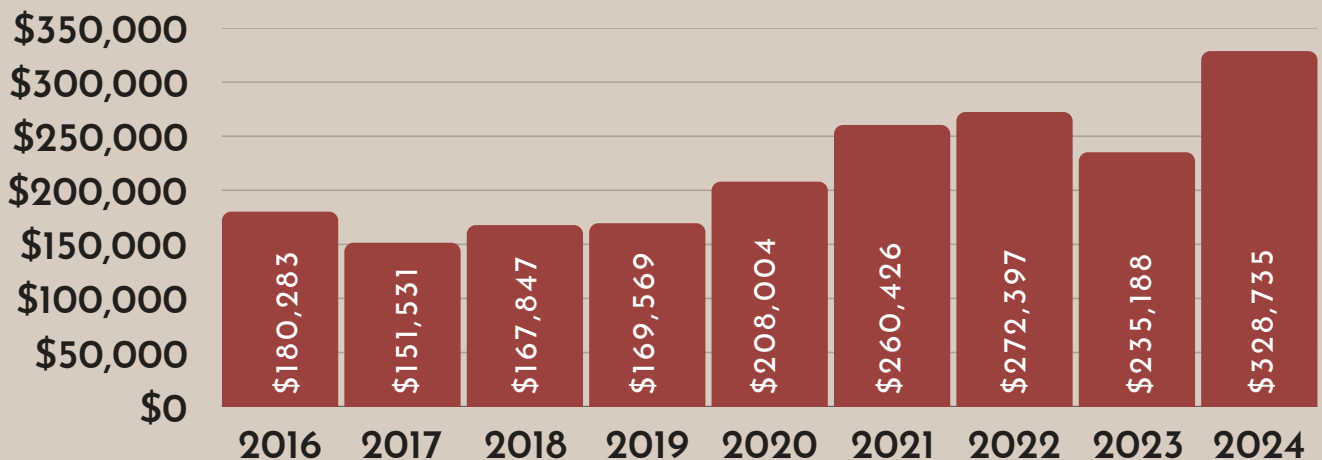
The **Warren** Advantage

MARKET LEADER WITH THE MOST SOLD LISTINGS IN NEWFIELD



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

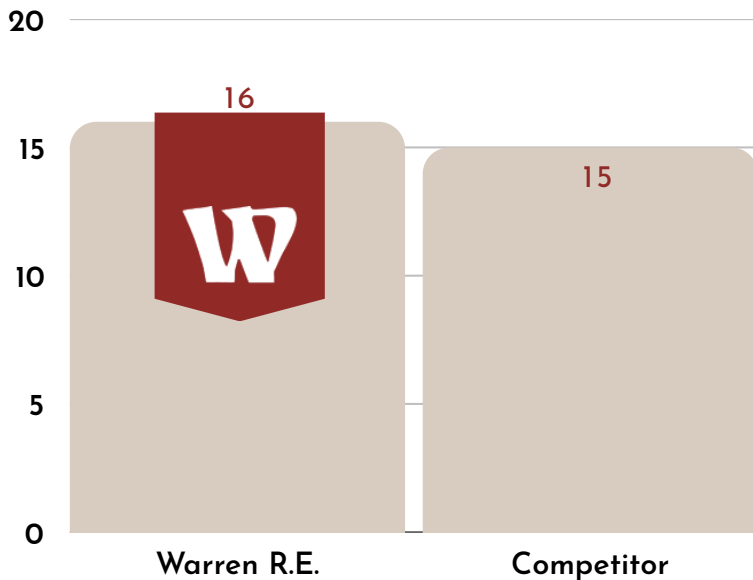
NEWFIELD TREND OF AVG. SELLING PRICE



TRUMANSBURG: MARKET OVERVIEW

The **Warren** Advantage

MARKET LEADER WITH THE MOST SOLD LISTINGS IN TRUMANSBURG



Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

TRUMANSBURG 2024

Number of Properties Sold
55

Average Selling Price
\$322,928

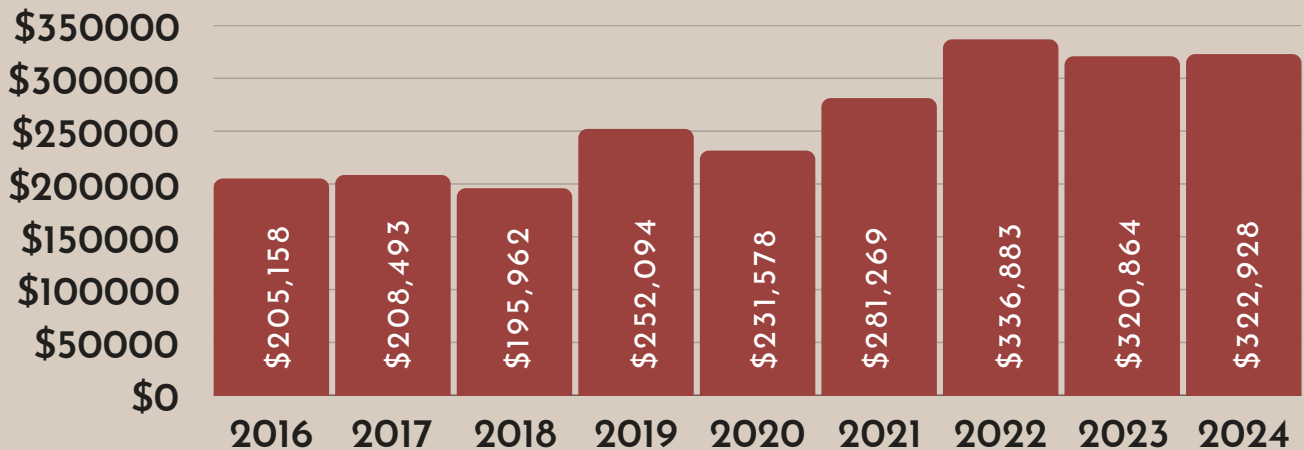
Average Days on Market
29 (list to contract)

Average List to Sell Ratio
102%

Average Price per Sq. Ft.
\$192.50



TRUMANSBURG TREND OF AVG. SELLING PRICE



WHY WARREN

MARKETING, SERVICES & BENEFITS

- **#1 Locally and family-owned Real Estate Company** - established in 1953.
- **Highest Average Sale Price.**
- **Highest Sell-to-List Ratio.**
- **Lowest Days on Market.**
- **Most skilled agents** in the area.
- **Highest per agent production** for any large firm and more top agents than any other company.
- **Highest Agent to Manager/Staff ratio** in the industry, ensuring any problems are handled promptly.
- **Interoffice marketing strategies** - high networking & communication.
- **Open 5 days a week** with full-time Managers and Administrators.
- **Single property website** with each listing with a premier syndication strategy.
- **Industry-leading technology** - website, campaigns, CMAs, CRM, marketing, and more.
- **High-quality photography** and brochures to maximize buyer appeal.
- **Full exposure** - the ability to list on all area MLS and NYC boards.
- **Syndication** to hundreds of websites.
- **National and International** referral network.
- **Broker inspections and open houses** (at sellers' discretion).
- **Full-service** transaction management and professional client care and guidance.
- **Comprehensive** local market reports, guides, and marketing.
- **Warren Legacy Collection** (Luxury Marketing Package).



check out www.warrenhomes.com to learn more about us.



WARREN REAL ESTATE LOCATIONS

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(607) 277-2660

Ithaca Village Office
830 Hanshaw Road
Ithaca, NY 14850
(607) 257-0666

Sayre Office
2316 Elmira St.
Sayre, PA 18840
(607) 398-6416

Binghamton City Office
33 Front Street
Binghamton, NY 13905
(607) 235-3333

Vestal Office
3456 Vestal Parkway E.
Vestal, NY 13850
(607) 217-5673

Albany/Guilderland Office
2555 Western Ave.
Altamont, NY
(518) 861-9810

Corning Office
76 E. Market Street
Corning, NY 14830
(607) 936-2844

Horseheads/Elmira
2493 Corning Road
Elmira, NY 14903
(607) 398-6416

Watkins Glen Office
210 N. Franklin Street
Watkins Glen, NY 14891
(607) 703-0111



www.warrenhomes.com