

2025

Horseheads & Elmira Real Estate **MARKET REPORT**



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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.



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.



MOST SUCCESSFUL AGENTS

The average sales of Warren agents outperform the average agent sales of all of our competitors.



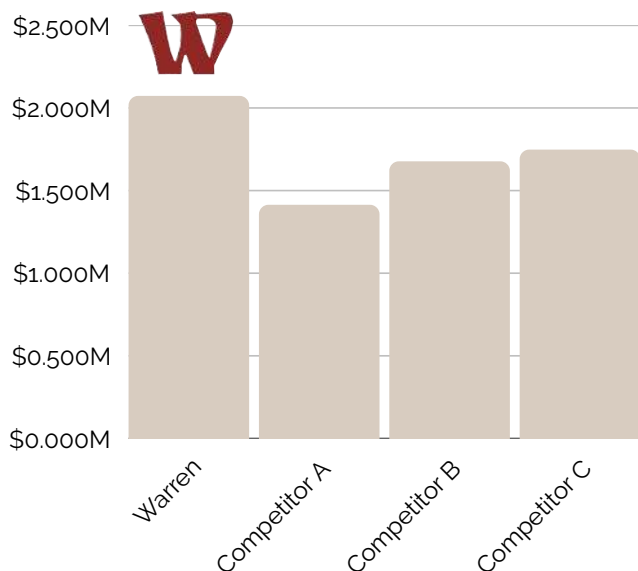
LATEST TECHNOLOGY

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 Average Agent Production by Office



Source of Information: Elmira Corning Board of Realtors.

TRACK RECORD & HISTORY

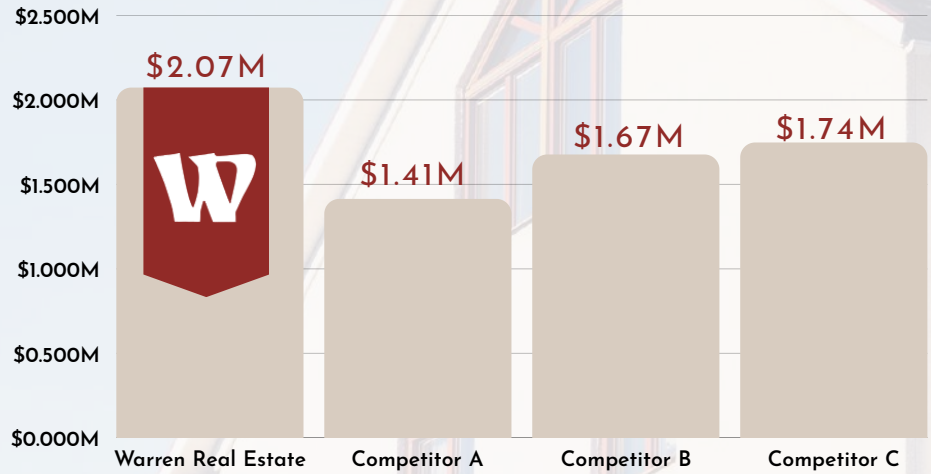
Since 1953, Warren has been a successful and highly reputable force in the Central NY real estate industry.

- Higher Residential Sold Prices
- Highest Per Agent Production
- Over \$615M in Annual Sales
- 185+ Warren Agents
- 9 Local Real Estate Offices
- 72 Years in the Marketplace

EXPERIENCED

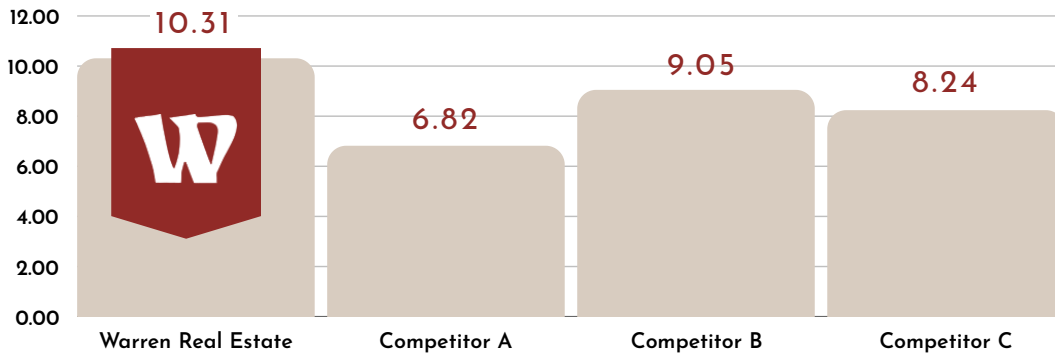
AGENTS

OUTSTANDING RESULTS.
AVERAGE AGENT
PRODUCTION
(IN MILLIONS)



THE WARREN ADVANTAGE

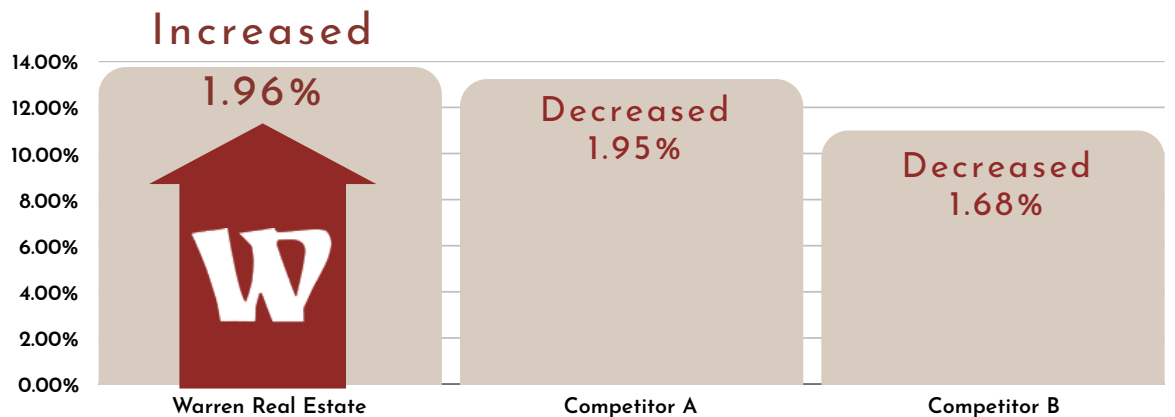
COMPANY SNAPSHOT : CHOOSING THE RIGHT COMPANY MAKES THE DIFFERENCE



MORE
TRANSACTIONS
AVERAGE
AGENT SIDES

HIGHEST TOTAL MARKET SHARE

PERCENTAGE OF
TOTAL SALES



RESIDENTIAL: ALL MULTIPLE LISTING SERVICE 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

1,375



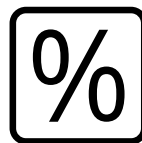
Average Days on Market
(list to contract)

42



Average Selling Price

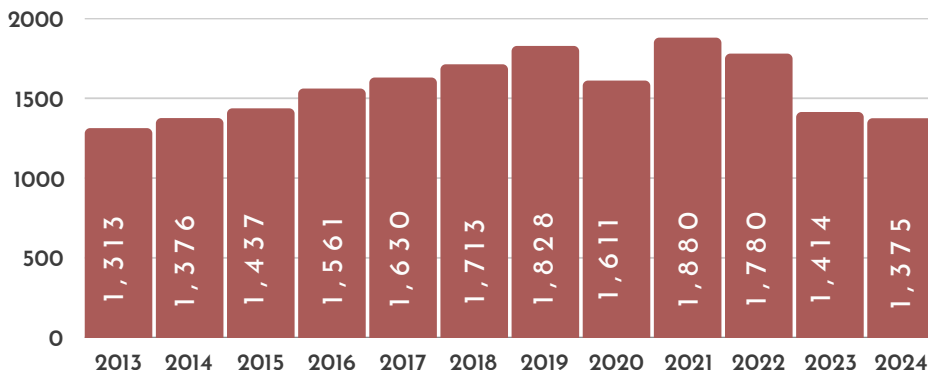
\$211,924



Average List to Sell Ratio

97.48%

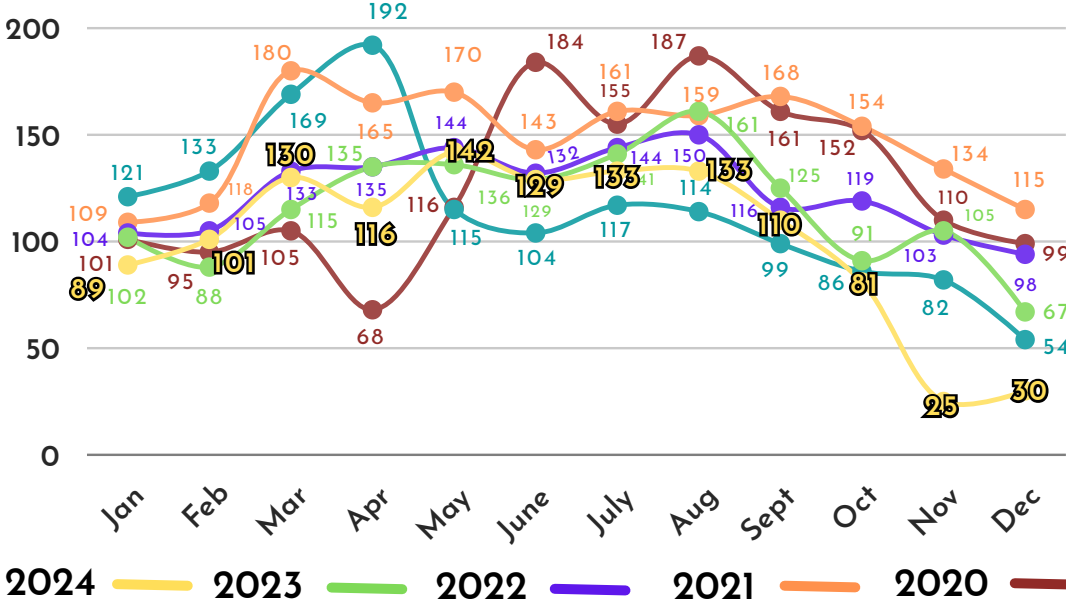
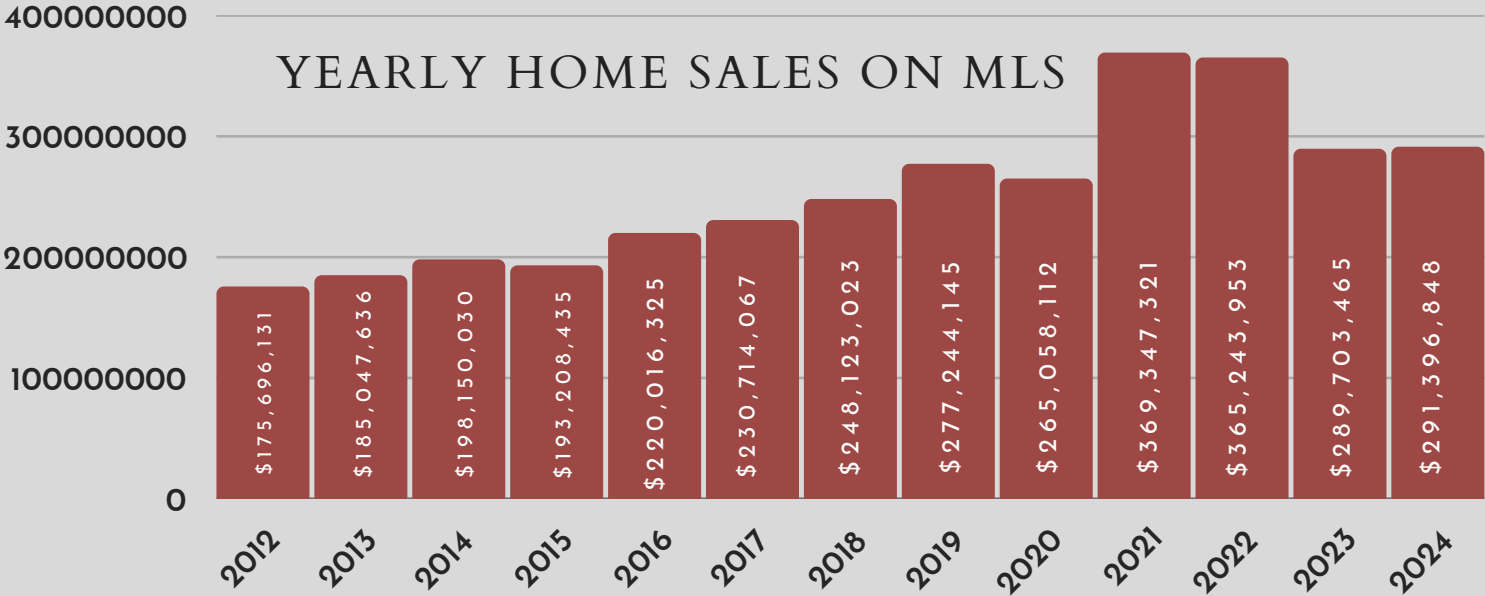
HOW MANY HOMES SELL YEARLY?



Source of Information: Elmira Corning Board of Realtors. Multiple Listing Service. Statistics based on total residential sales reported to Elmira Corning Board of Realtors. Information deemed reliable but not guaranteed.

RESIDENTIAL:

YEARLY HOME SALES ON MLS



WHEN DO HOMES GO UNDER CONTRACT?

Source of information: Elmira Corning Board of Realtors Multiple Listing Service. Statistics based on total residential sales reported to Elmira Corning Board of Realtors. Information deemed reliable but not guaranteed.

AVERAGE SELLING PRICE

Total Market Area - Elmira, Corning, Horseheads, Watkins Glen



RESIDENTIAL SALES 2024

CHEMUNG COUNTY SERVICE DATA



Number of Homes Sold

686



Average Days on Market
(list to contract)

38



Average Selling Price

\$195,249



Average List to Sell Ratio

98.19%



STEUBEN COUNTY SERVICE DATA



Number of Homes Sold

438



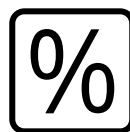
Average Days on Market
(list to contract)

45



Average Selling Price

\$214,363



Average List to Sell Ratio

97.29%

RESIDENTIAL SALES 2024

SCHUYLER COUNTY SERVICE DATA



Number of Homes Sold
97



Average Days on Market
(list to contract)
56



Average Selling Price
\$260,334



Average List to Sell Ratio
96.46%



SENECA COUNTY SERVICE DATA



Number of Homes Sold
4



Average Days on Market
(list to contract)
61



Average Selling Price
\$381,612



Average List to Sell Ratio
91.19%

LAKEFRONT/LAKE VIEW: ALL MULTIPLE LISTING SERVICE DATA



LAKEFRONT/LAKE VIEW SALES 2024



Number of Properties Sold

41



Average Days on Market
(list to contract)

61



Average Selling Price

\$464,816



Average List to Sell Ratio

91.87%

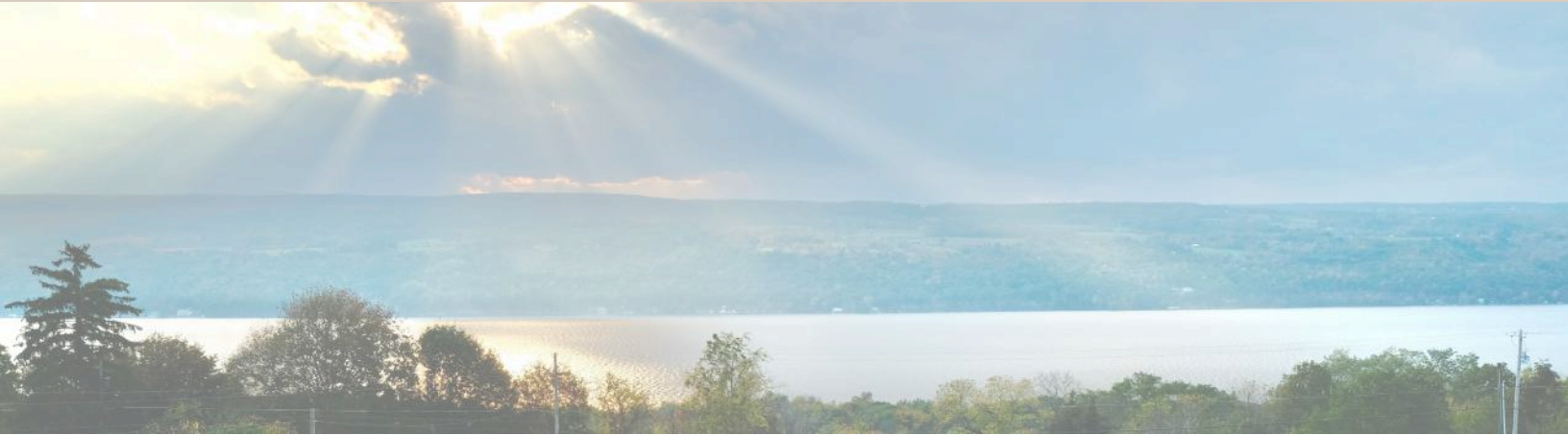


All Lakes in
MLS Service Area



Source of Information: Elmira Corning Board of Realtors.

LAKEFRONT/LAKE VIEW LAND: ALL MULTIPLE LISTING SERVICE DATA



LAKEFRONT/LAKE VIEW SALES 2024



Number of Properties Sold

8



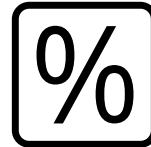
Average Days on Market
(list to contract)

61



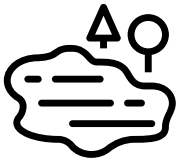
Average Selling Price

\$218,813

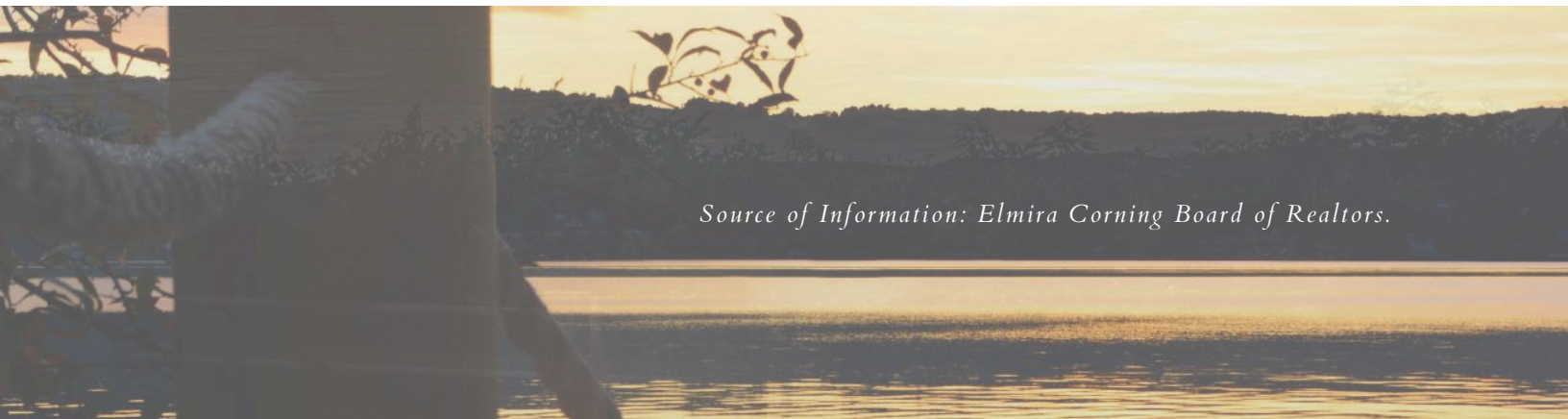


Average List to Sell Ratio

86.59%



All Lakes in
MLS Service Area



Source of Information: Elmira Corning Board of Realtors.

LAND: TOTAL MARKET

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.

Source of Information: Elmira Corning Board of Realtors. Multiple Listing Service. Statistics based on total land sales reported to Elmira Corning Board of Realtors. Information deemed reliable but not guaranteed.

ALL LAND SALES 2024

Number of Properties Sold

164

Average Selling Price

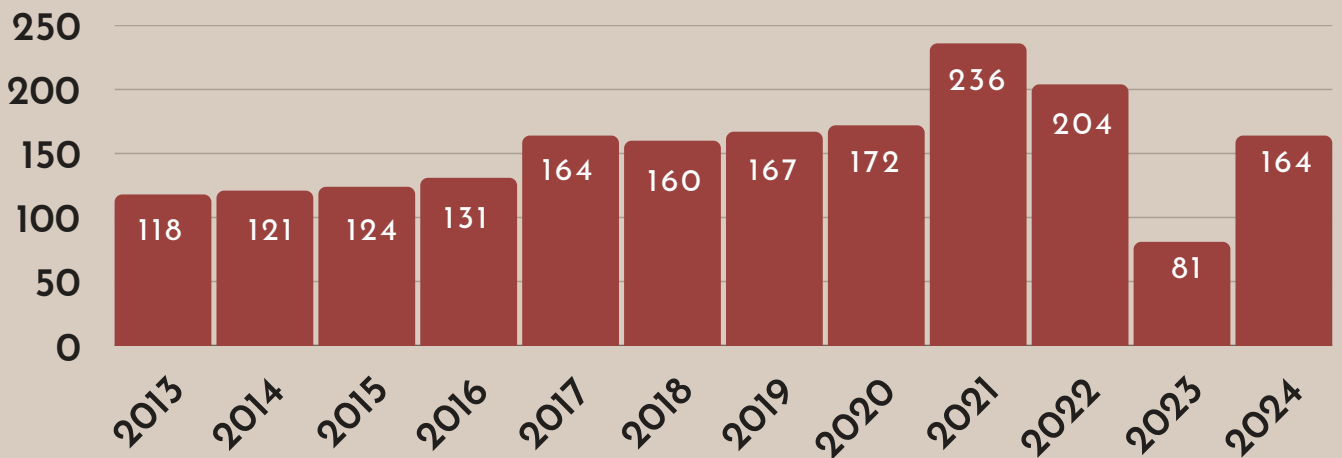
\$94,228

Average List to Sell Ratio

94.33%



HOW MANY LAND PROPERTIES SELL YEARLY?



MLS COMMERCIAL SALES 2024

Average Days on Market
(list to contract)

201

Units Sold

44

Average Selling Price

\$242,302

Average Sell to List Ratio

87.74%

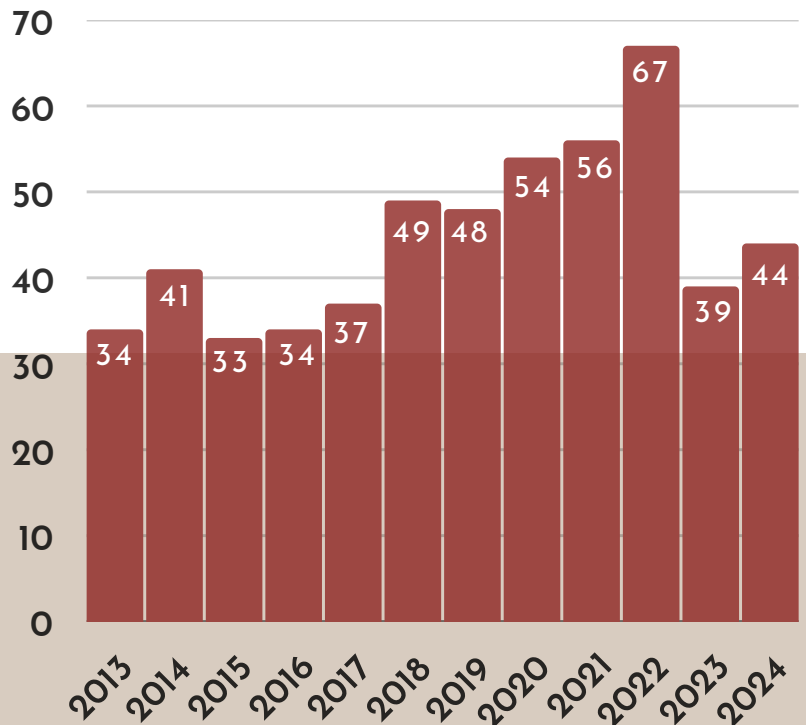


HOW MANY
COMMERCIAL
PROPERTIES SELL
ON MLS?

COMMERCIAL: TOTAL MARKET

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



Source of Information: Elmira Corning Board of Realtors.

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



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

Ithaca City Office
140 Seneca Way Suite 200
Ithaca, NY 14850
(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