

# 2025

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



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# TABLE OF CONTENTS

Company & Market Overview.....	Page 02
The Warren Advantage.....	Page 03
Tompkins County Market Overview.....	Page 05
Total Market Overview.....	Page 09
Lake Front Overview.....	Page 11
Tompkins Commercial/Multi-unit Overview.....	Page 13
Tompkins Land Overview.....	Page 14
2024 National Data.....	Page 15
School District Reports.....	Page 16
Working with Warren.....	Page 30

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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.



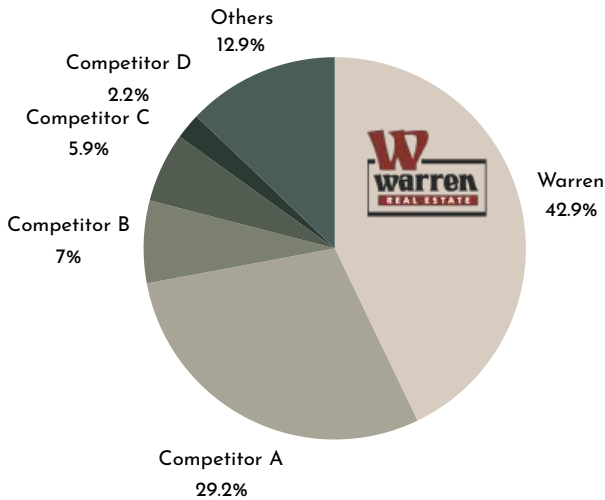
## LATEST TECHNOLOGY

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

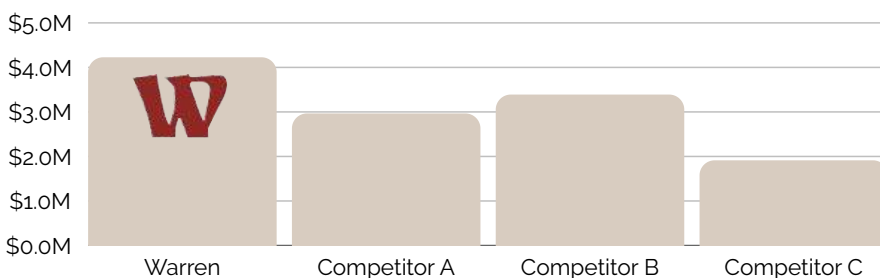


## WARREN REAL ESTATE TRACK RECORD & HISTORY

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

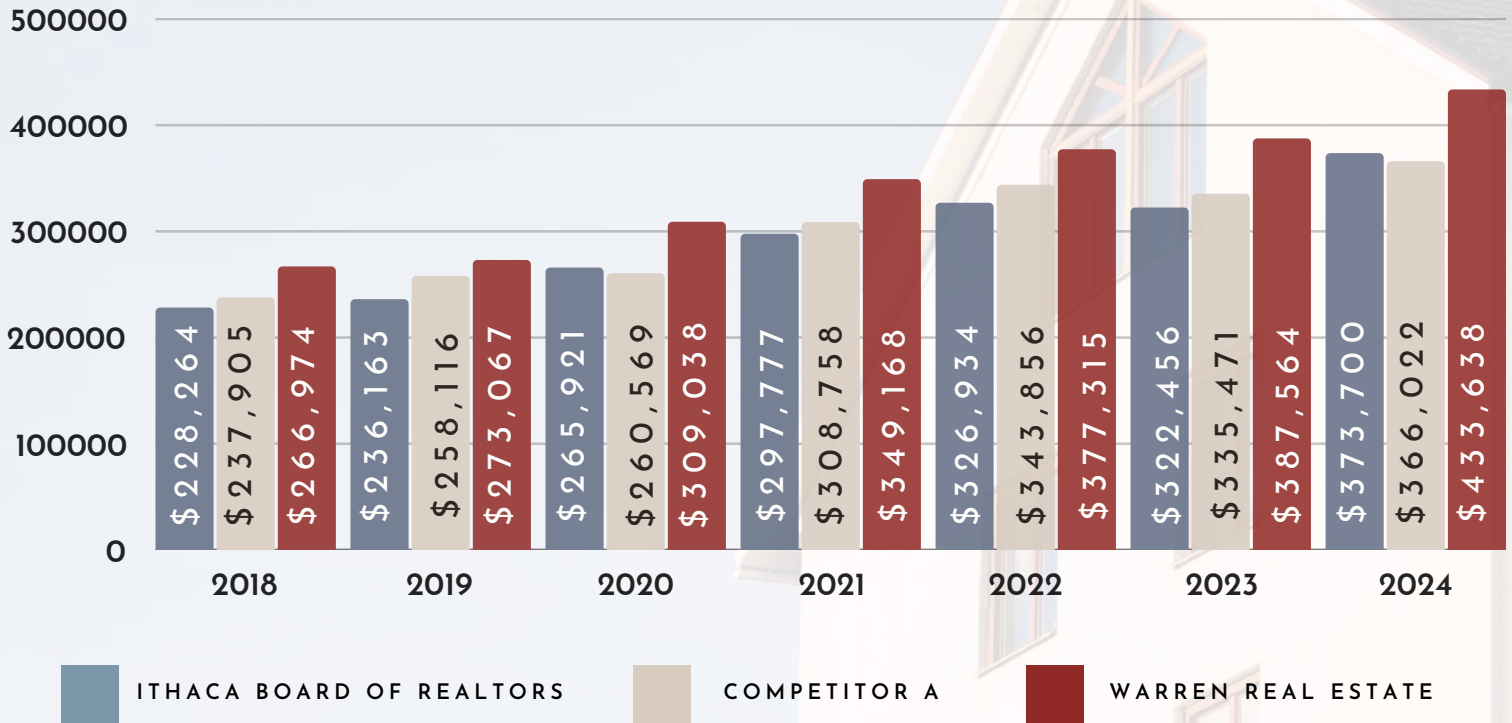
- Highest Average Selling Price
- Highest Per Agent Production
- Over \$615M in Annual Sales
- 185+ Warren Agents
- 9 Local Real Estate Offices
- 72 Years in the Marketplace

### 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

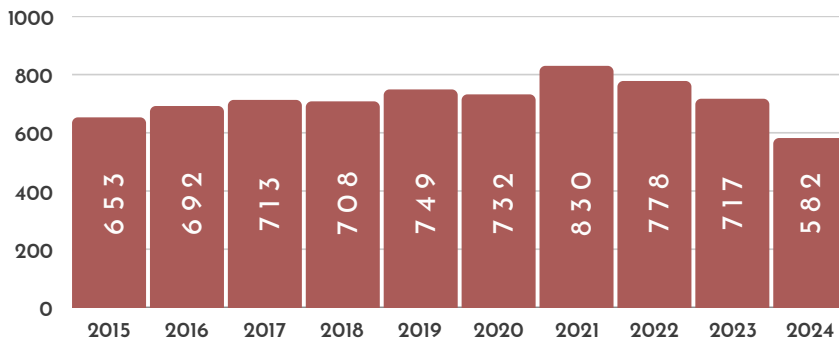
**\$380,450**



Average List to Sell Ratio

**100%**

### HOW MANY HOMES SELL YEARLY?

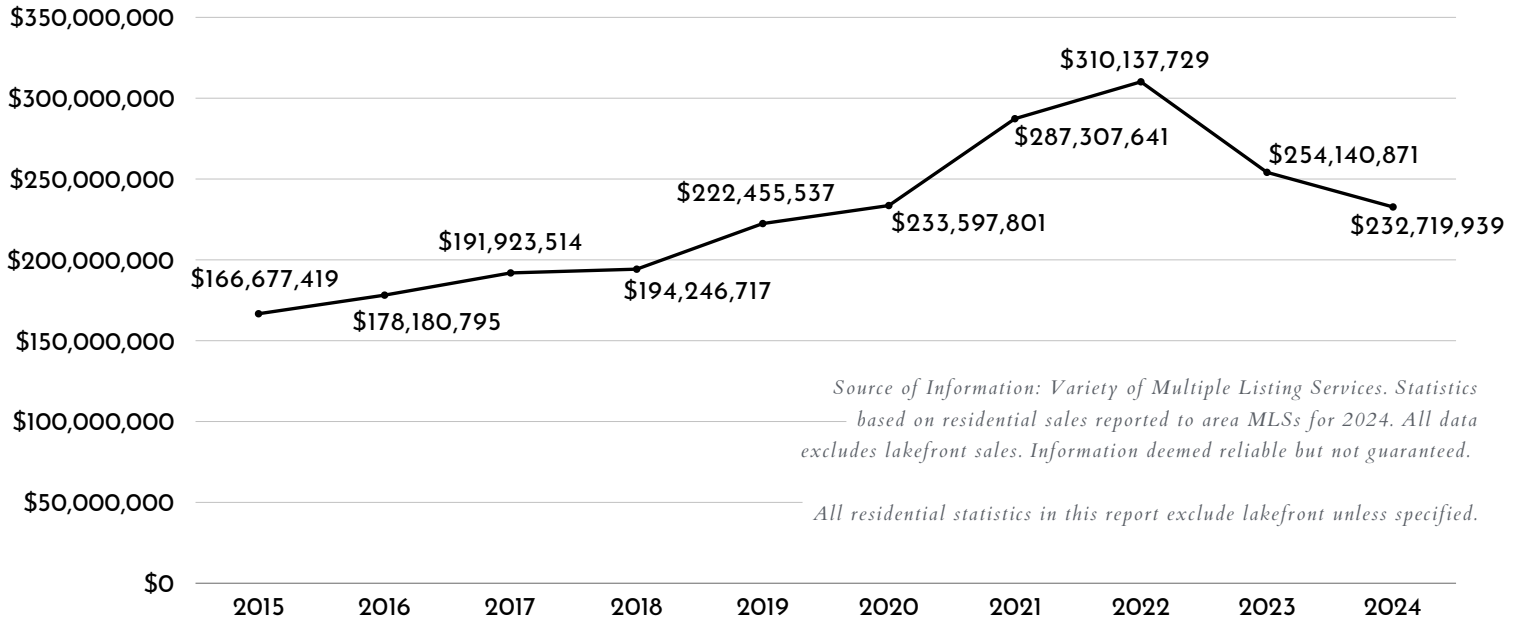


*Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.*

*All residential statistics in this report exclude lakefront unless specified.*



# RESIDENTIAL: 2024 CLOSED SALES TOMPKINS COUNTY

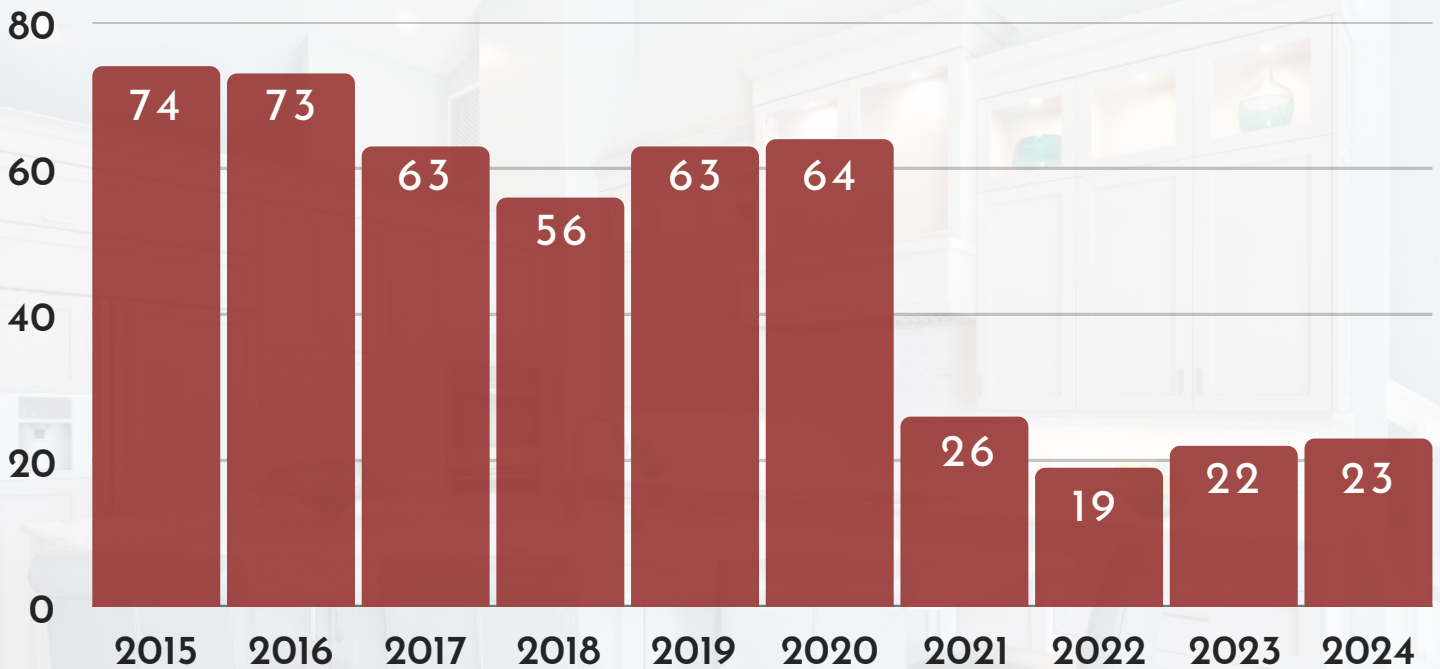


## RESIDENTIAL: TOMPKINS COUNTY AVERAGE SELLING PRICE



# RESIDENTIAL:

## TOMPKINS COUNTY AVERAGE DAYS ON MARKET (LIST TO CONTRACT)

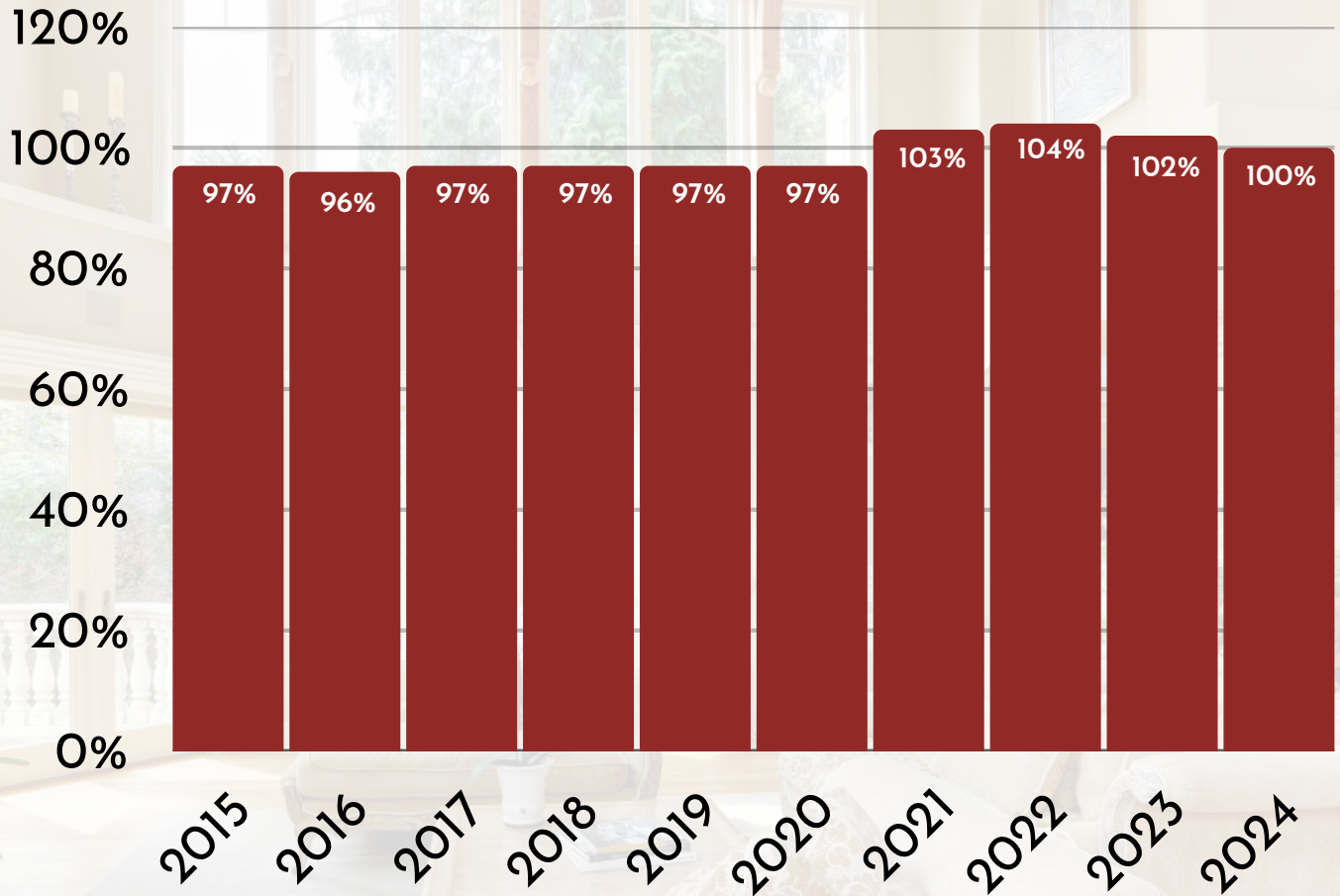


*Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.*





# RESIDENTIAL: TOMPKINS COUNTY AVERAGE LIST TO SELL %

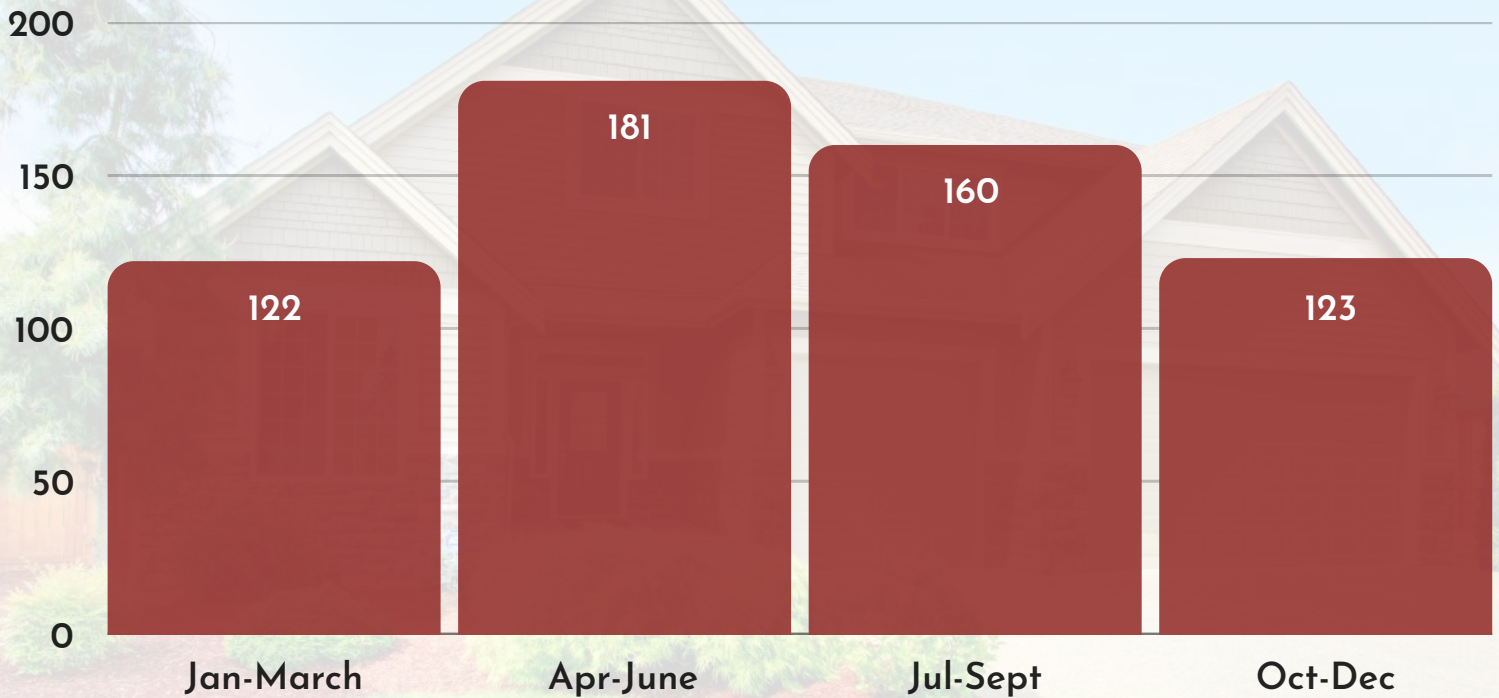


*Source of Information: Variety of Multiple Listing Services. Statistics based on residential sales reported to area MLSs for 2024. All data excludes lakefront sales. Information deemed reliable but not guaranteed.*



# RESIDENTIAL:

## WHEN HOMES GO UNDER CONTRACT - BY QUARTER



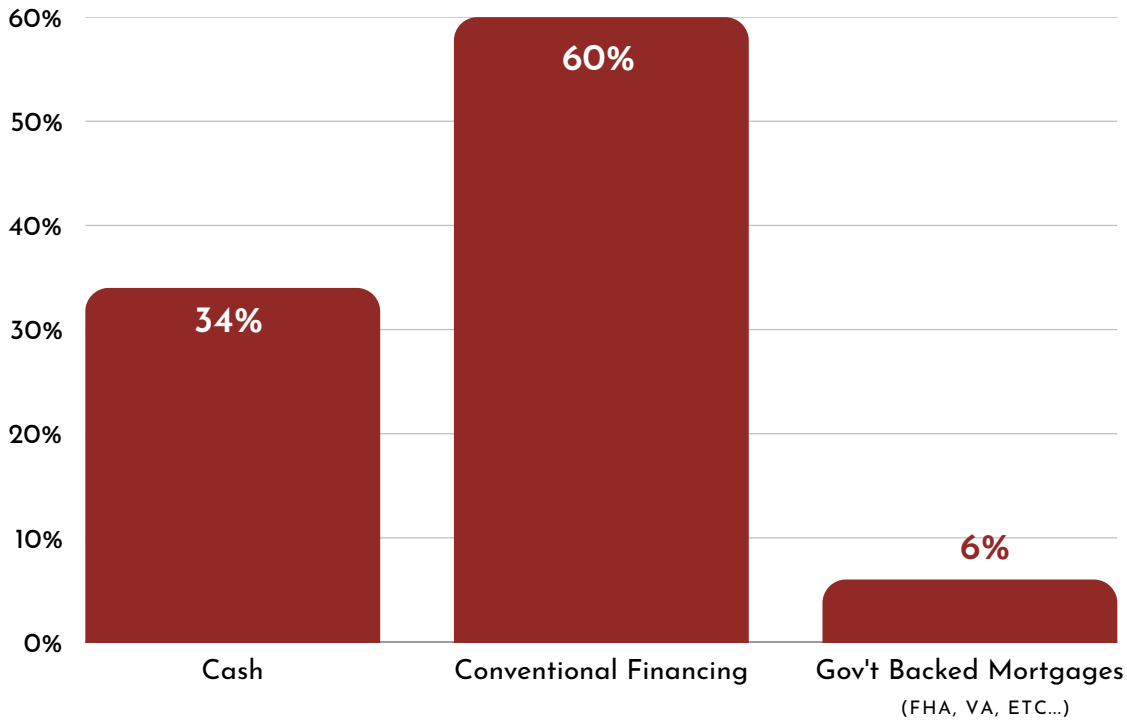
SALES ACTIVITY HAS BEEN SPREADING LATER IN THE YEAR OVER THE PAST FEW YEARS. THERE REALLY NO LONGER IS AN "OFF SEASON".

*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.*

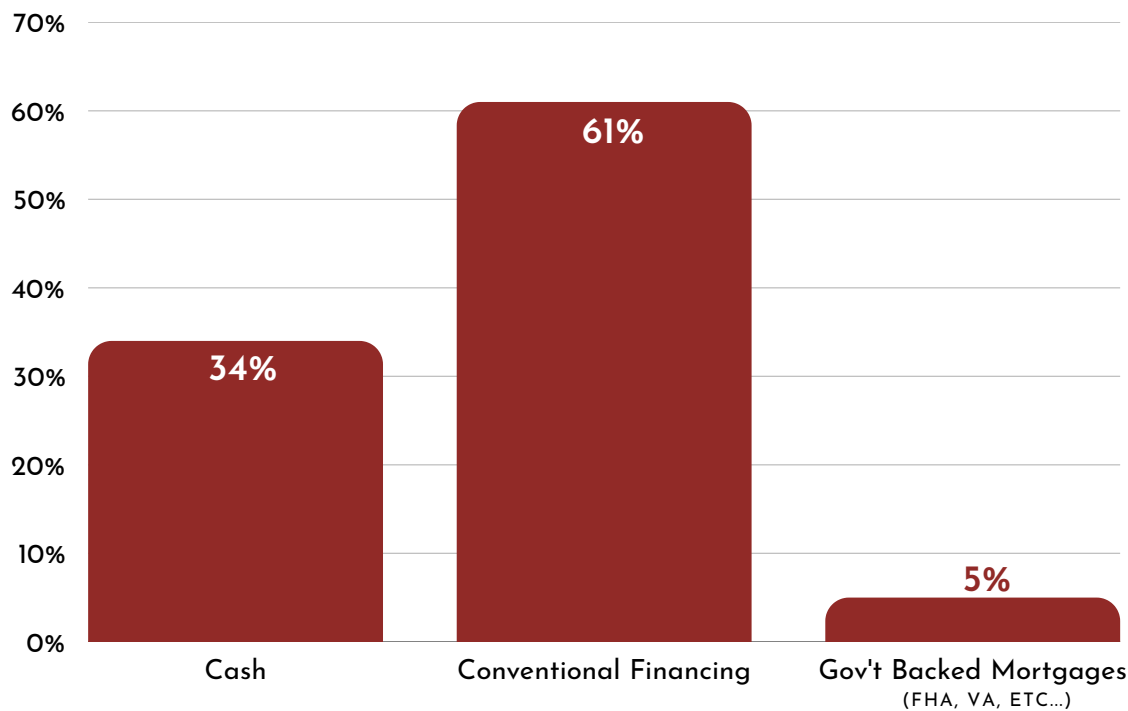


# RESIDENTIAL: HOW BUYERS FUNDED THEIR HOME PURCHASE

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

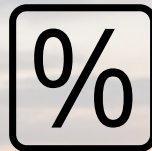
(list to contract)

**38**



Average Selling Price

**\$683,274**



Average List to Sell Ratio

**102%**

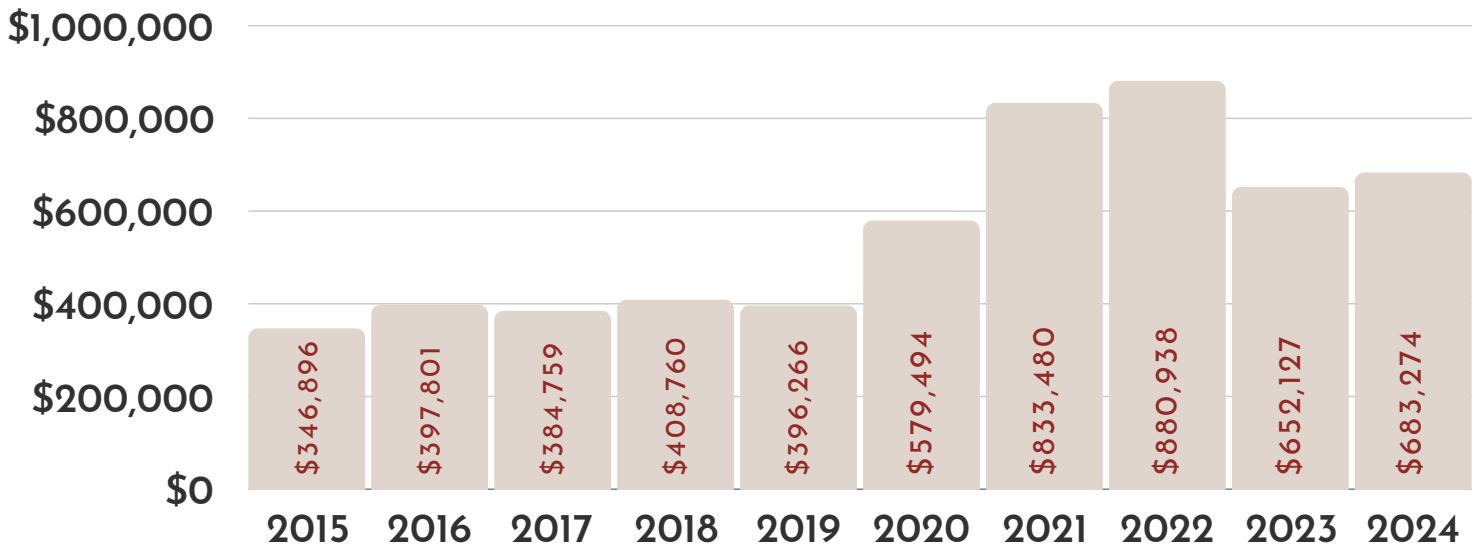


Price Per Square Foot

**\$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:

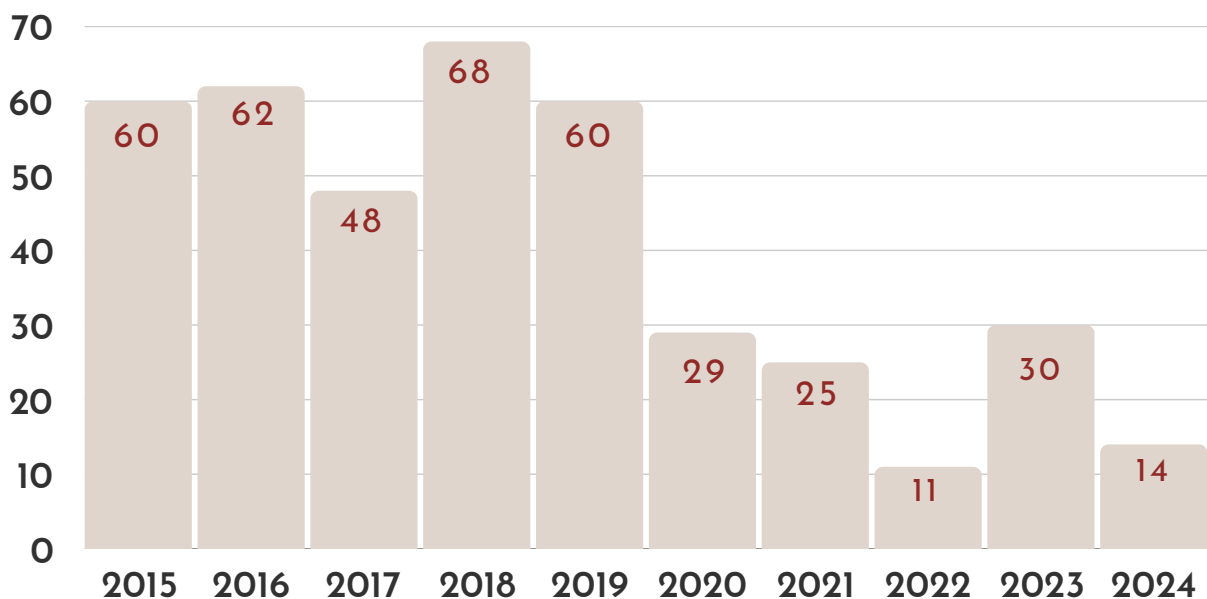
## ALL MULTIPLE LISTING SERVICE DATA



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:

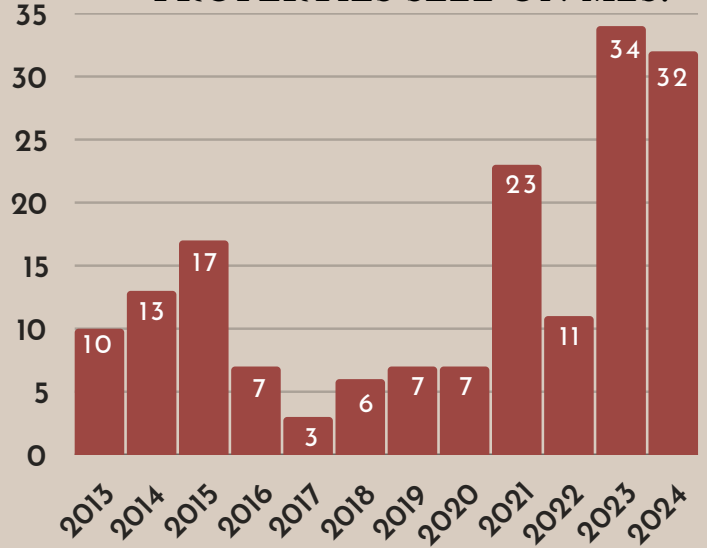
## TOMPKINS COUNTY

### 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

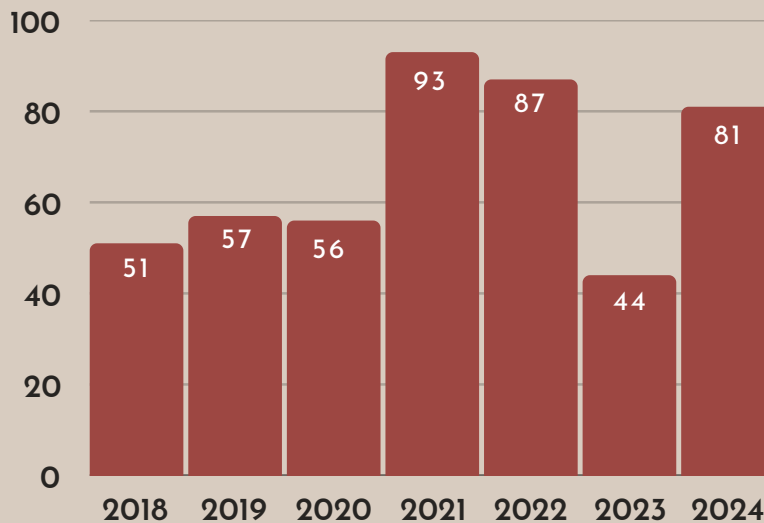
Average Days on Market  
(list to contract)  
**39**

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

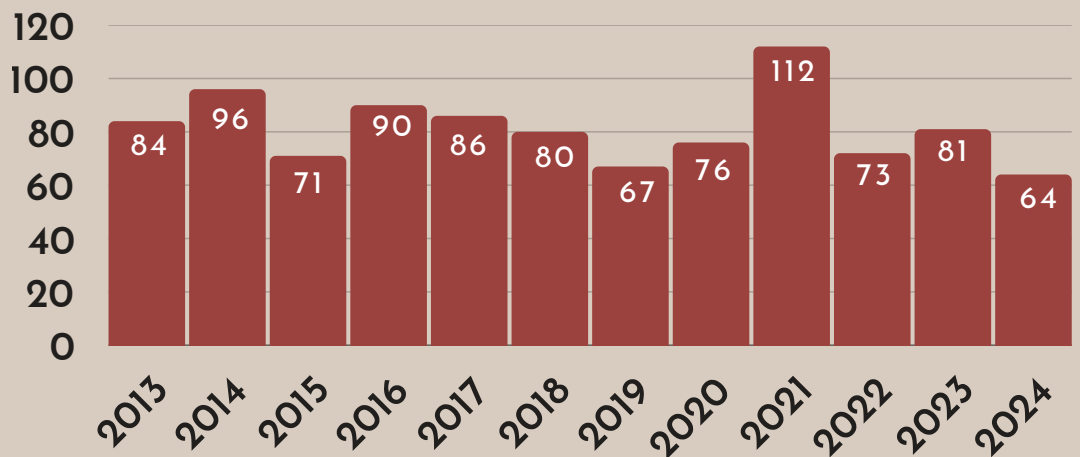
**72** (list to contract)

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:



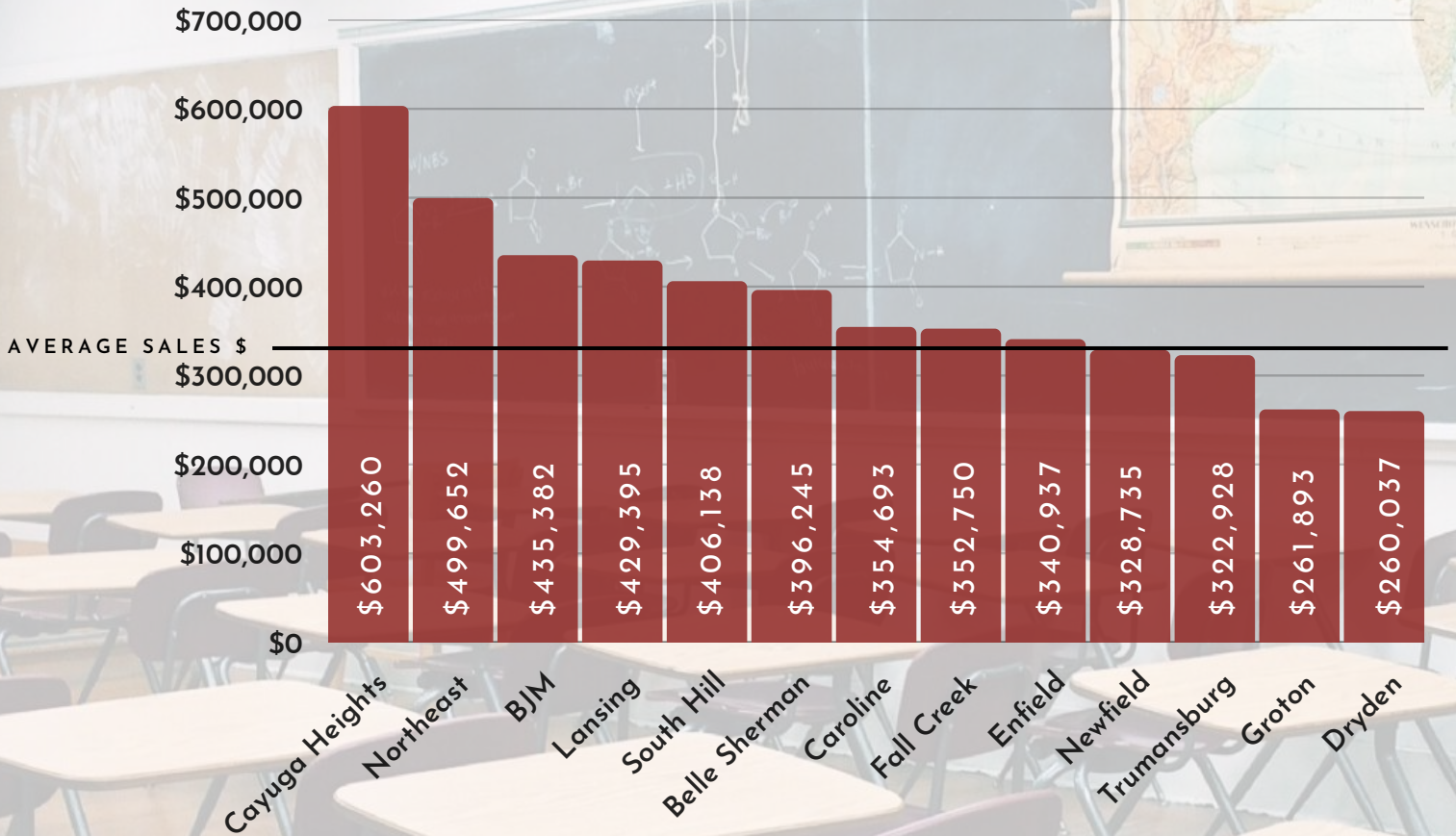
1. Immediate Access/Response
2. Honesty & Trustworthiness
3. Experience & Education
4. Communication & Negotiation Skills
5. Professionalism
6. Neighborhood & Market Knowledge
7. Wide Network & Technical Skills
8. Price Guidance



# 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.*

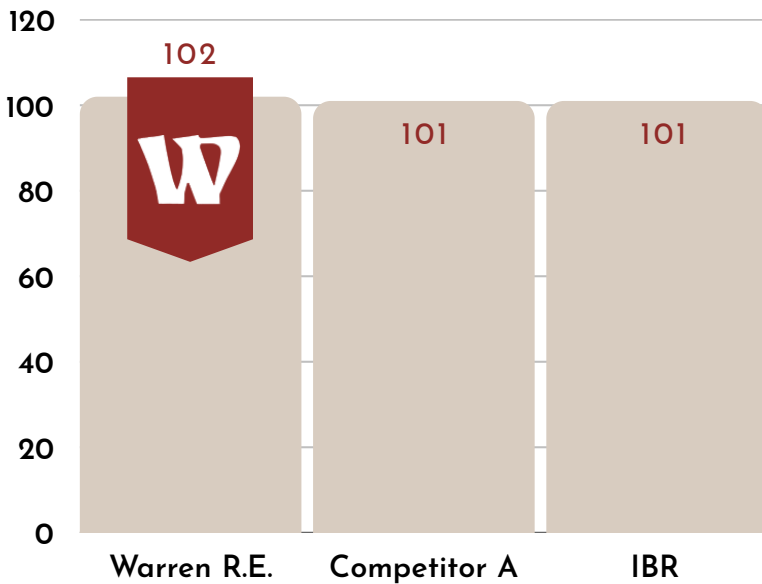




# BELLE SHERMAN: MARKET OVERVIEW

## 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

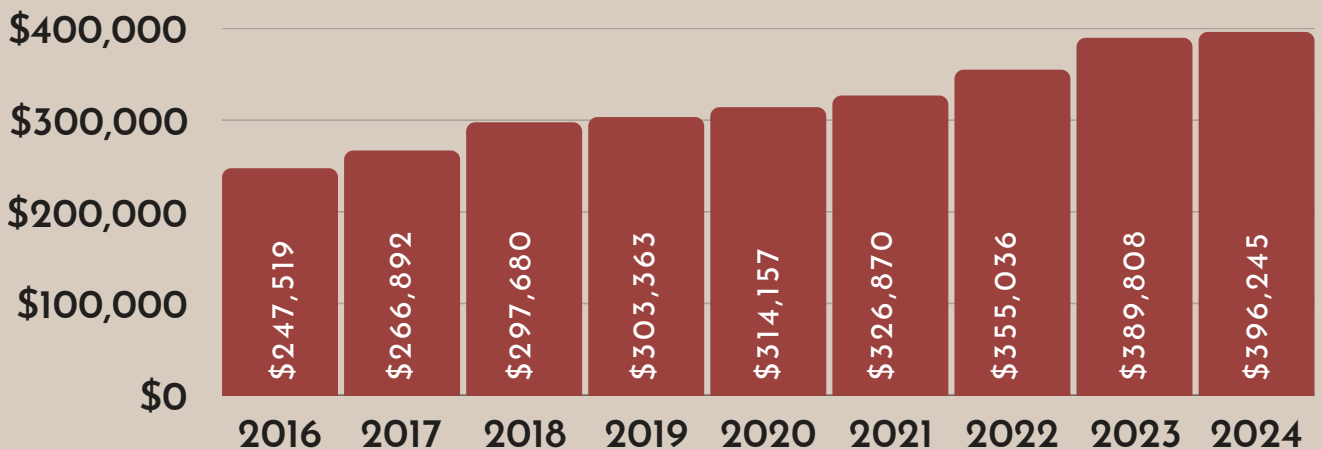
**101%**

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.

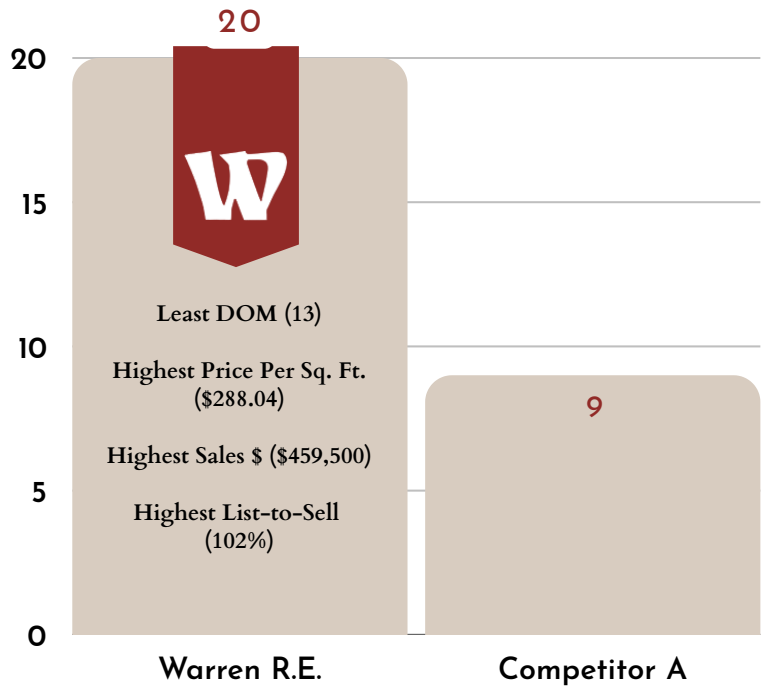
**\$227.34**



# BEVERLY J MARTIN: MARKET OVERVIEW

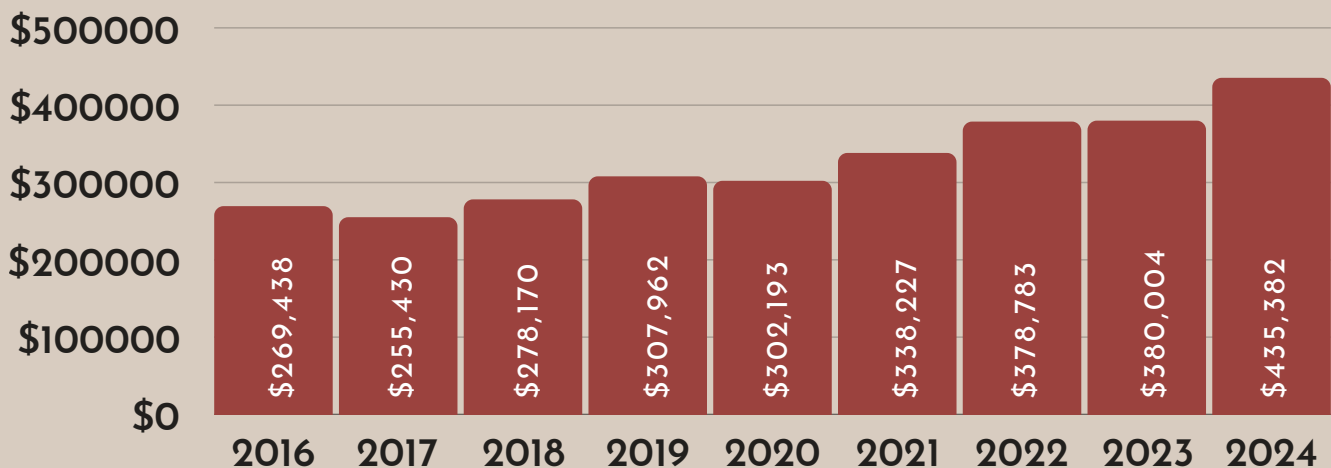
## The **Warren** Advantage

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.

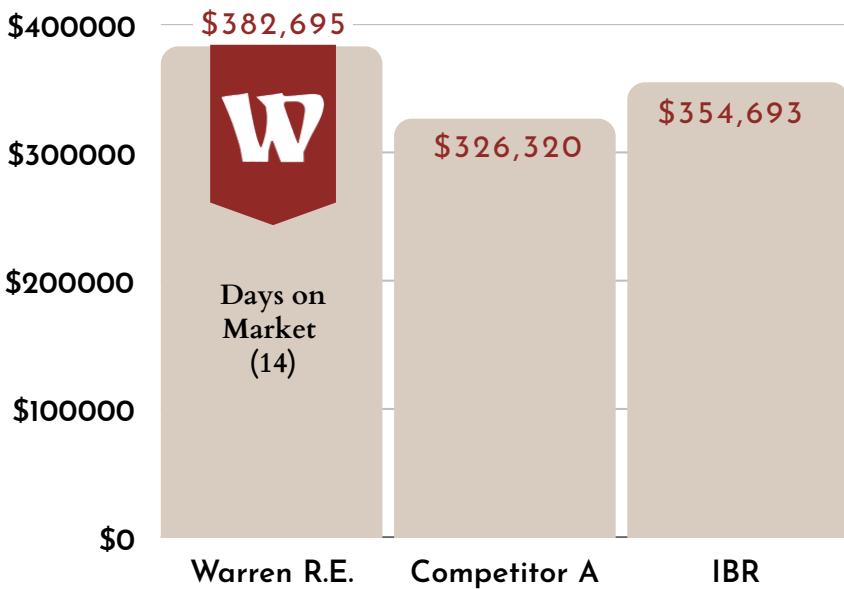
## BEVERLY J MARTIN TREND OF AVG. SELLING PRICE



# 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

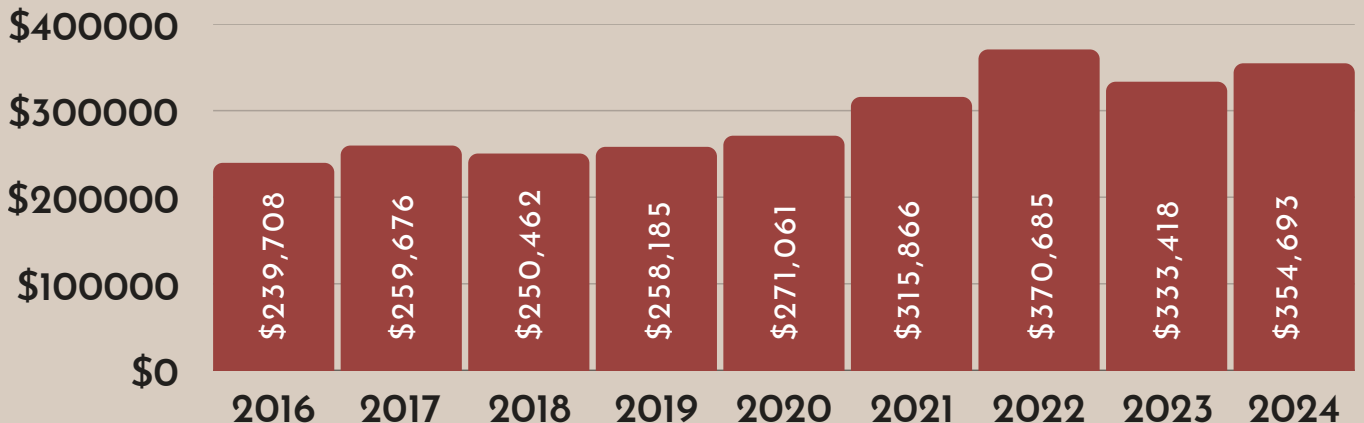
**103%**

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.

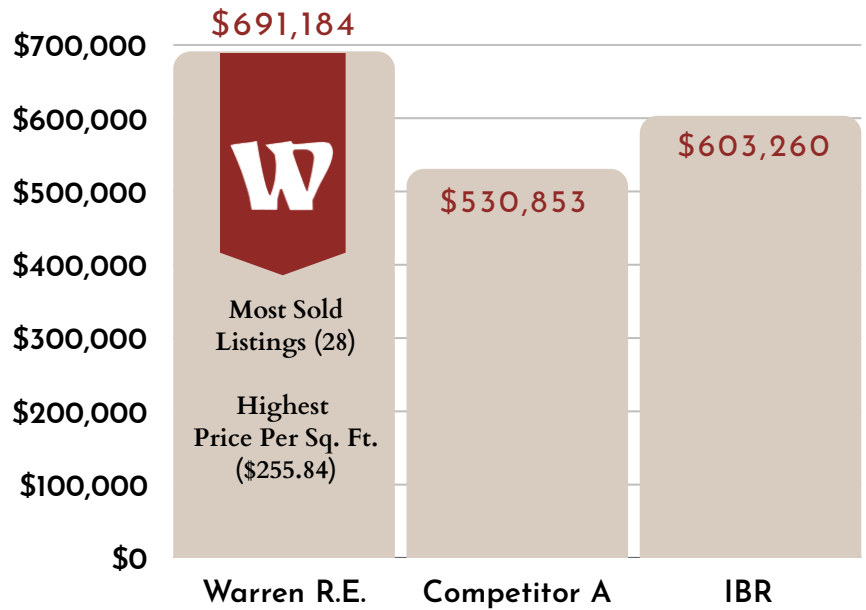
**\$242.36**



# CAYUGA HEIGHTS: MARKET OVERVIEW

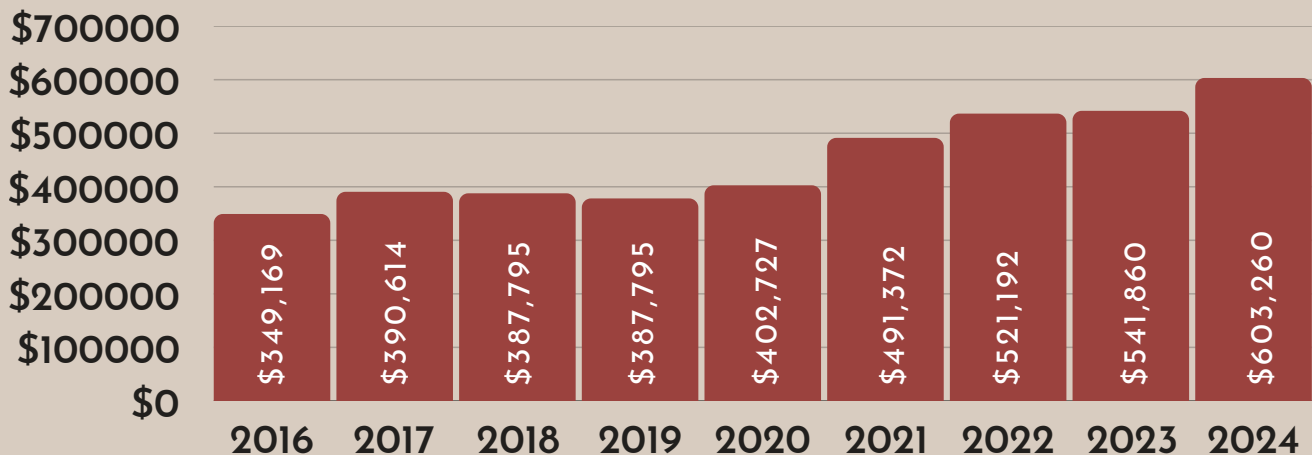
## The **Warren** Advantage

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.

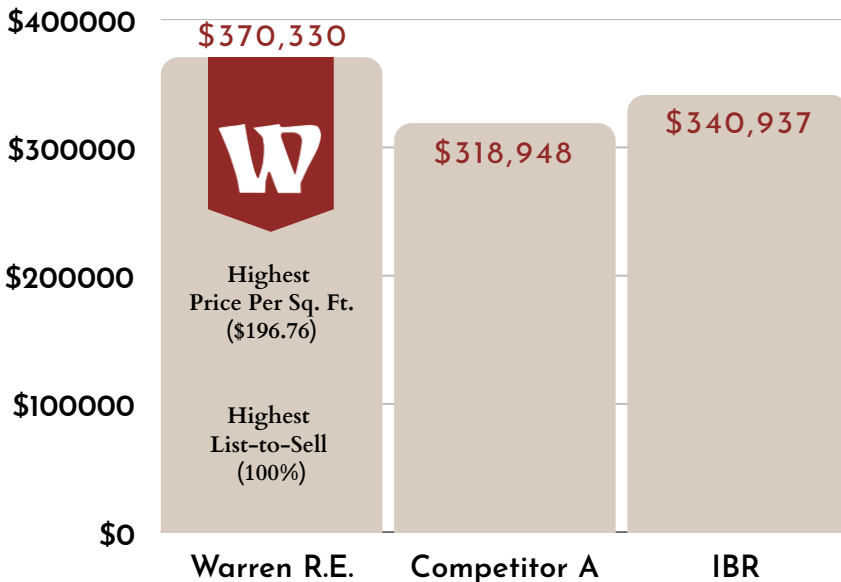
## CAYUGA HEIGHTS TREND OF AVG. SELLING PRICE



# 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

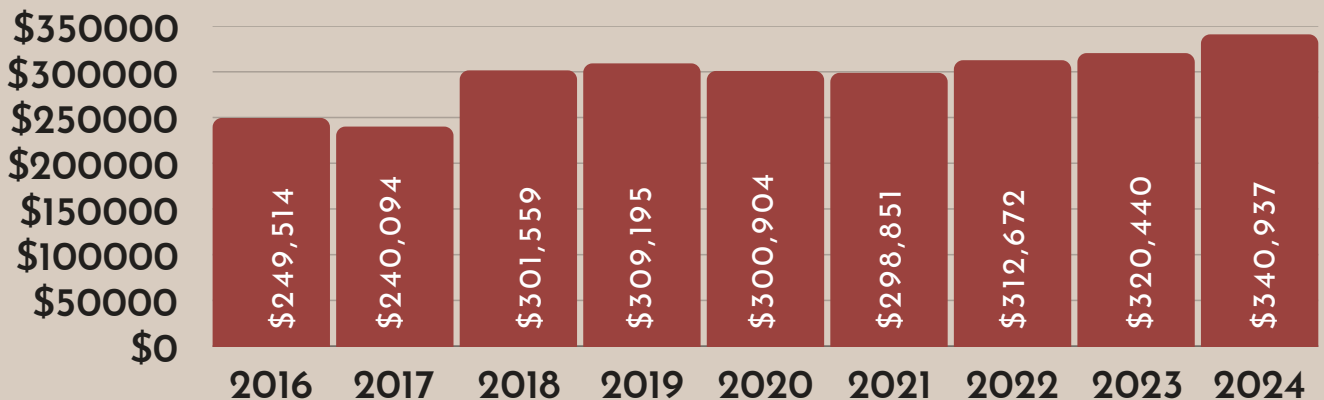
**99%**

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%**

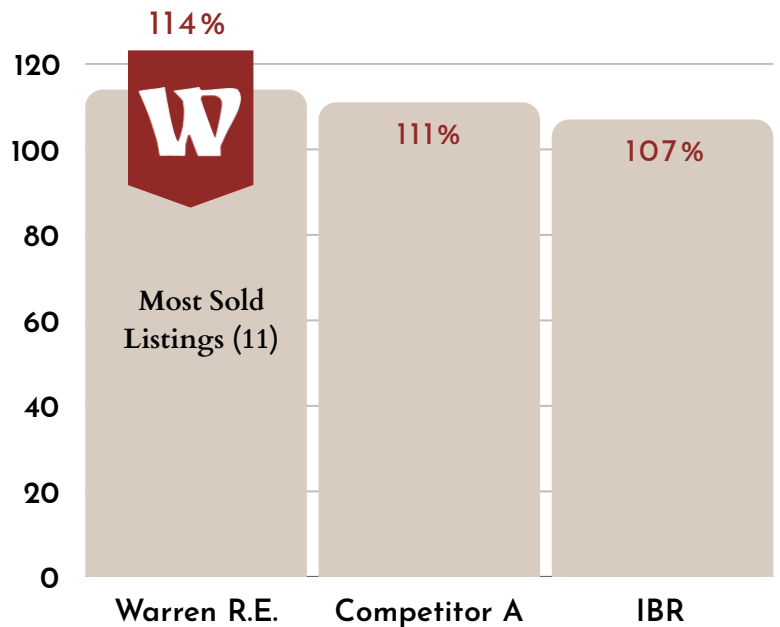
Average Price per Sq. Ft.  
**\$223.76**



# FALL CREEK: MARKET OVERVIEW

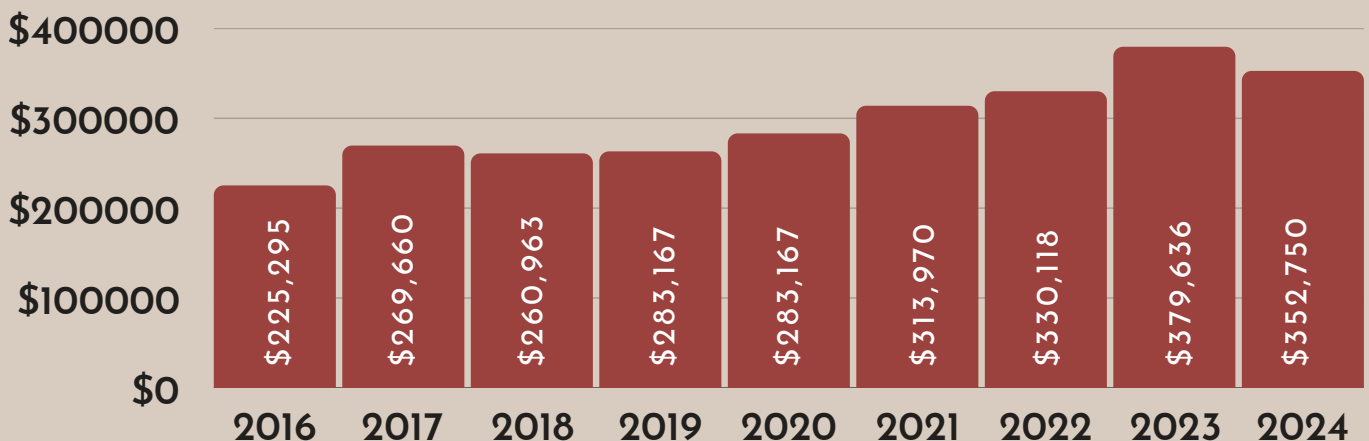
## The **Warren** Advantage

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

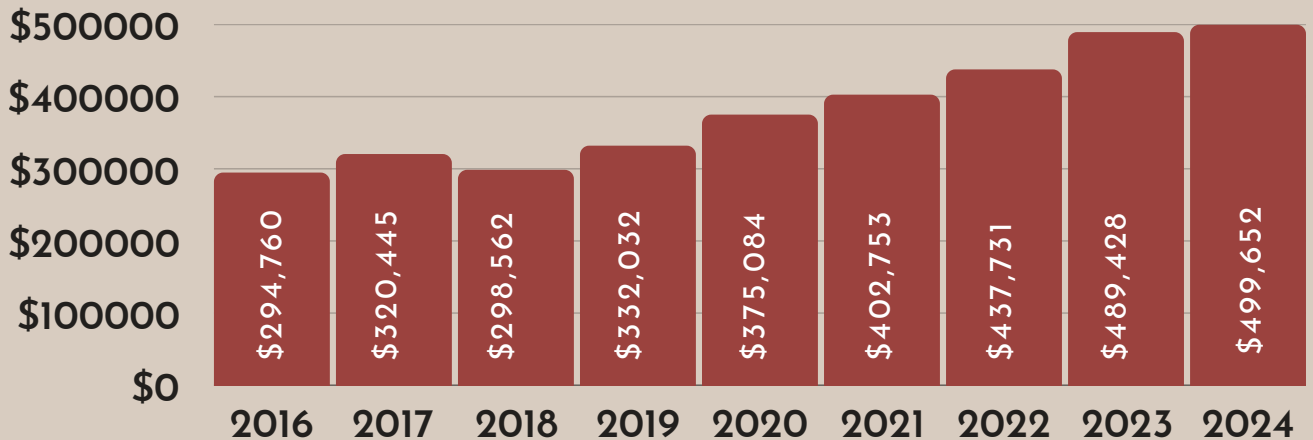
**105%**

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.

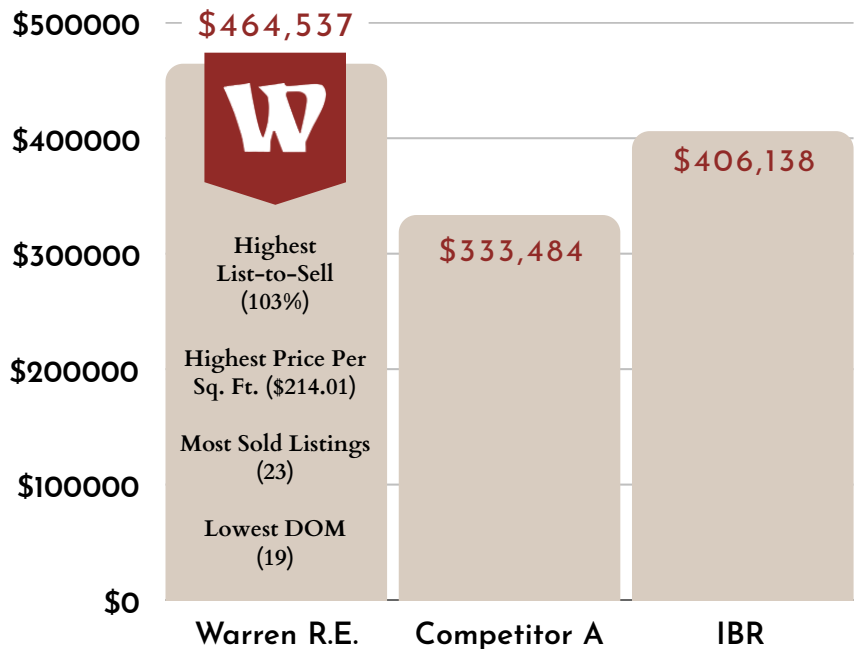
**\$211.86**



# SOUTH HILL: MARKET OVERVIEW

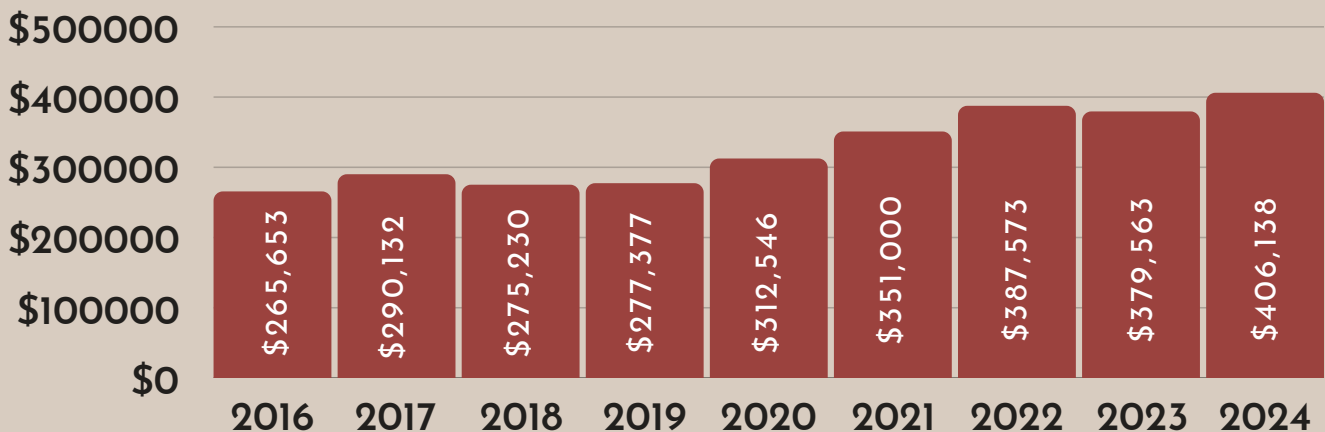
## The **Warren** Advantage

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.

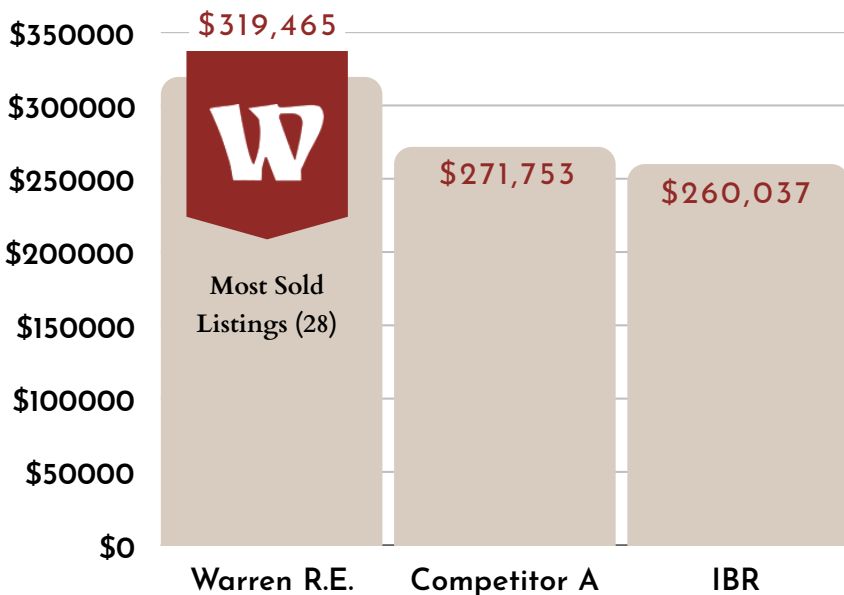
## SOUTH HILL TREND OF AVG. SELLING PRICE



# 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**

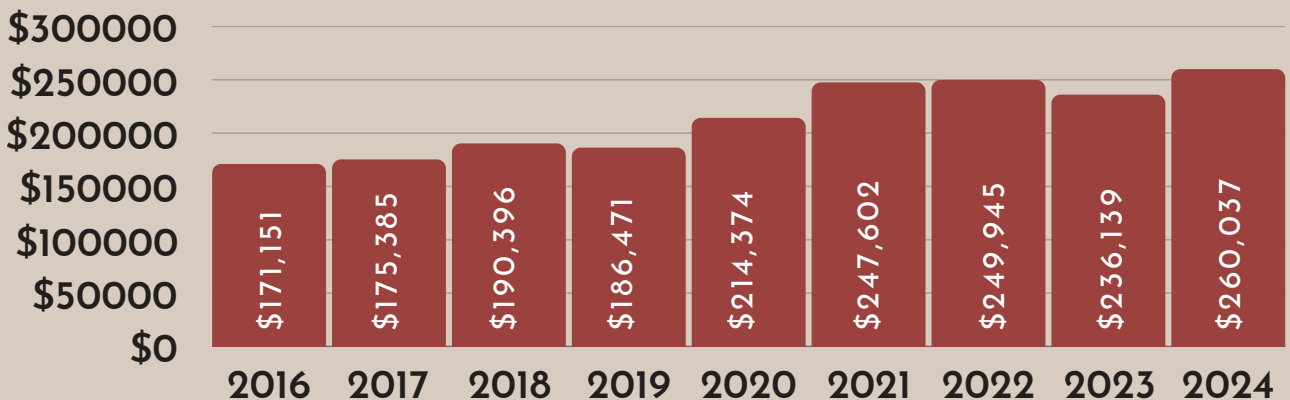
Average Days on Market  
**23** (list to contract)

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.

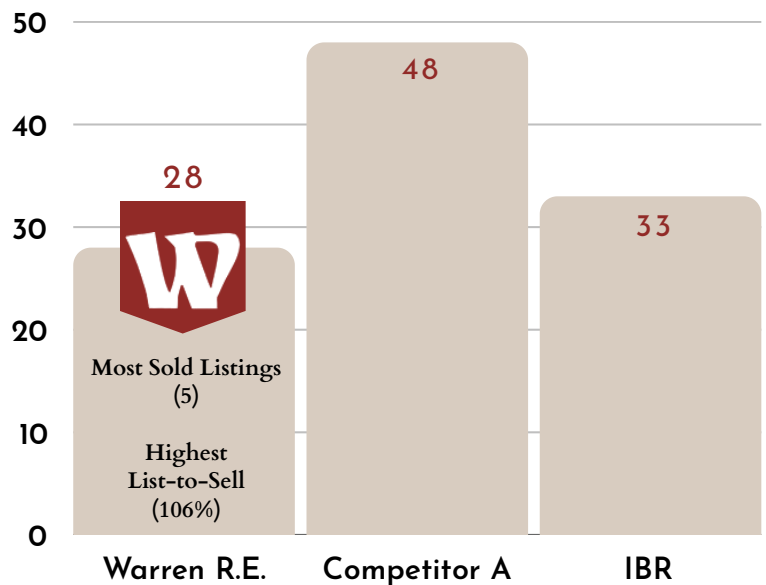
**\$156.99**



# GROTON: MARKET OVERVIEW

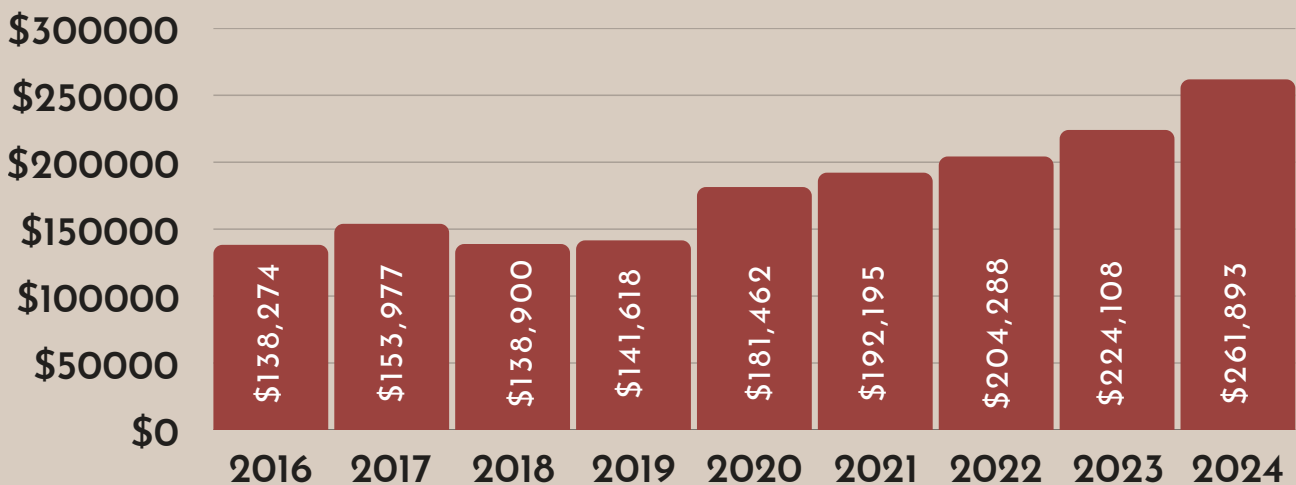
## The **Warren** Advantage

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.

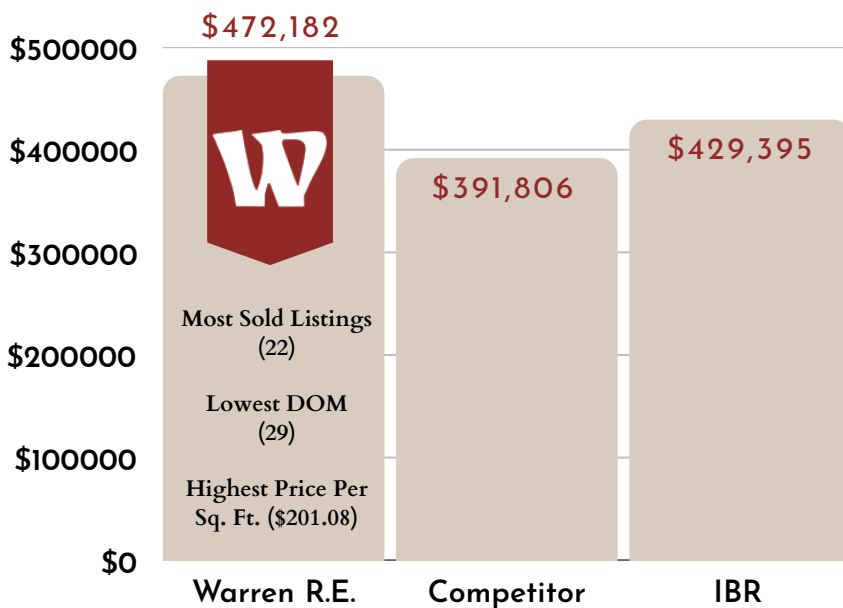
## GROTON TREND OF AVG. SELLING PRICE



# 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**

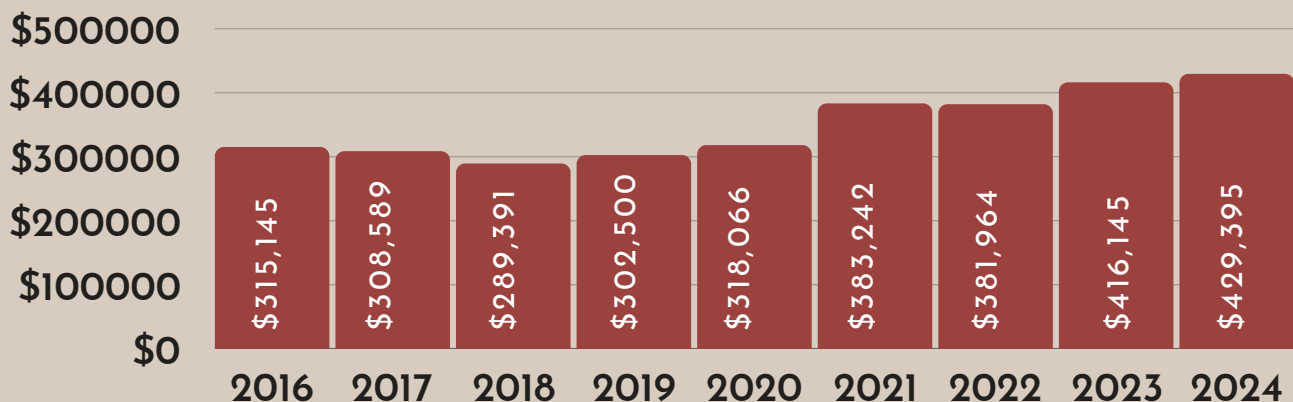
Average Days on Market  
**32** (list to contract)

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.

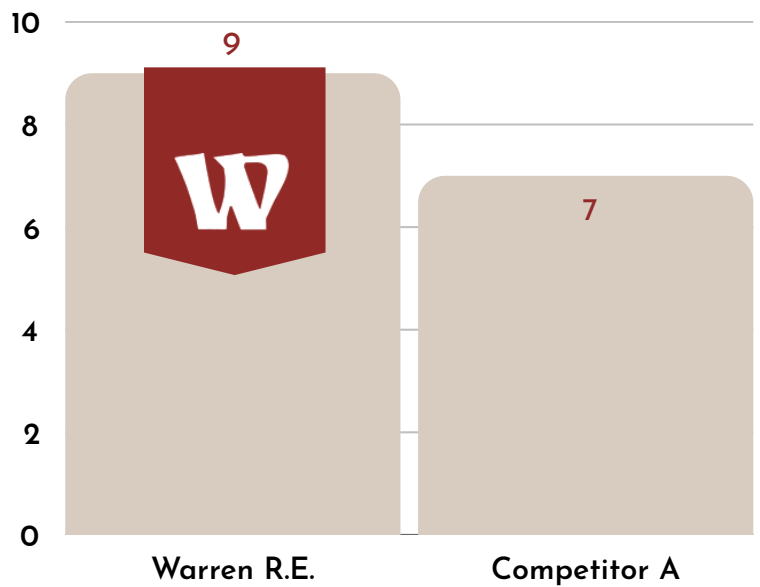
**\$173.40**



# NEWFIELD: MARKET OVERVIEW

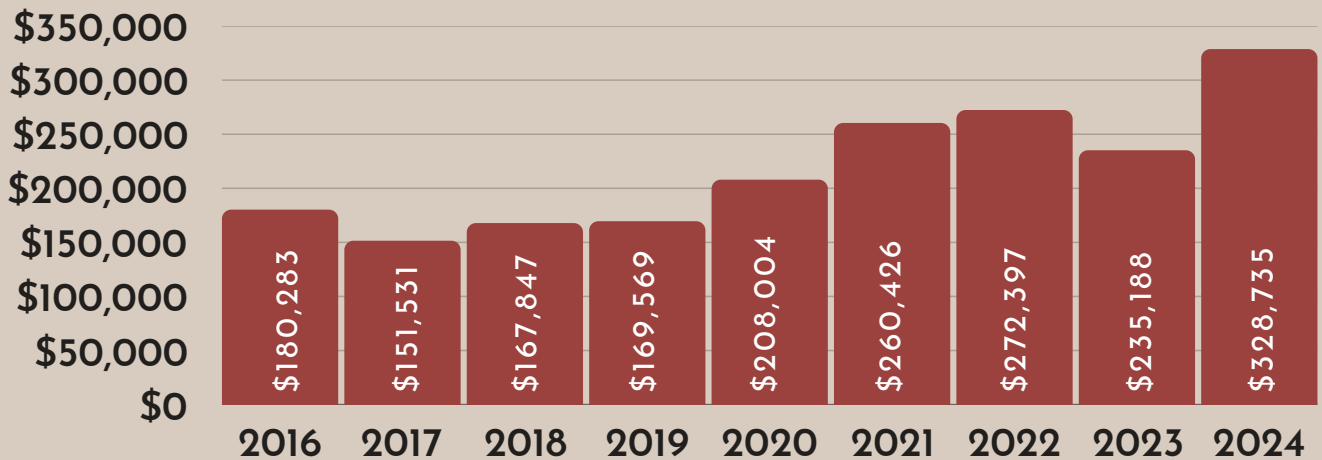
## The **Warren** Advantage

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.

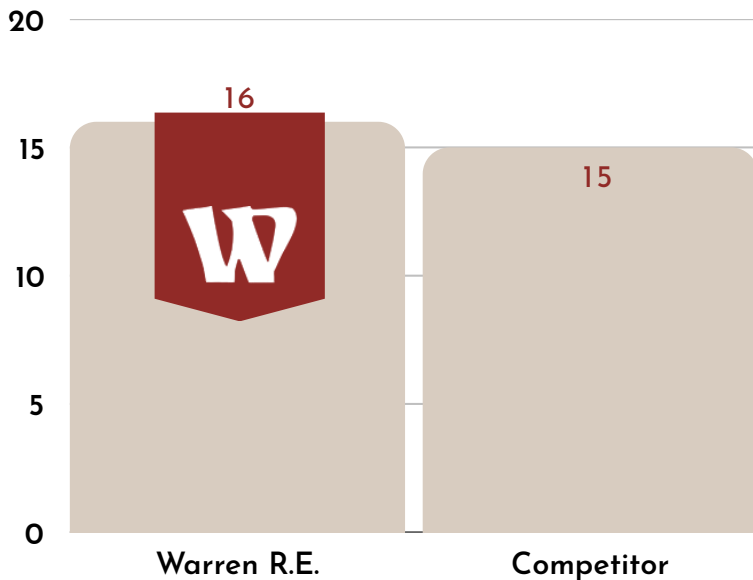
### NEWFIELD TREND OF AVG. SELLING PRICE



# 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**

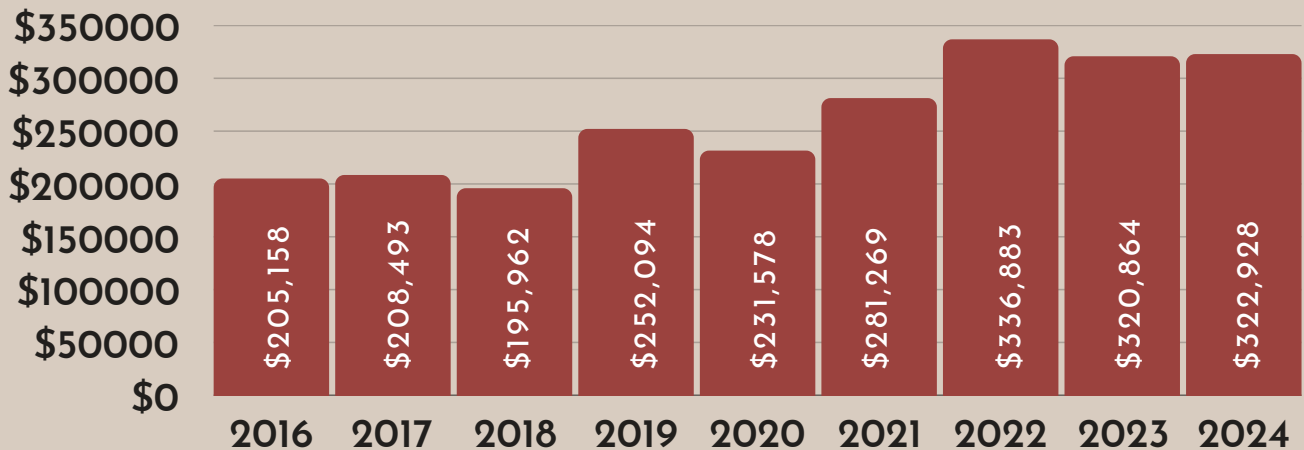
Average Days on Market  
**29** (list to contract)

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](http://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

**Binghamton 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



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