

2026

MARKET

REPORT

Greater Ithaca Area & Tompkins County Real Estate

Warren Real Estate | 140 Seneca Way | Ithaca, NY 14850

Linda Santos
NYS Lic. Assoc. R.E. Broker
(c) 607-227-6062 | (o) 607-277-2660
santos@warrenhomes.com
www.santos.warrenhomes.com



Table of Contents



03	Market & Company Overview	11	Tompkins Land Overview
04	The Warren Advantage	12	2025 National Data
05-08	Tompkins County Market Overview	13-26	School District Reports
09	Lake Front Overview	27	Working with Warren
10	Tompkins Commercial & Multi-unit Overview		

Market & Company Overview

2025 ITHACA MLS TOTAL MARKET OVERVIEW (ALL PROPERTY TYPES):

Total Dollar Volume

\$788M

Average Sale Price:

\$394,489

Average Days on Market:

30

Average List to Sell Ratio:

100%

Sold Listings

990

2025 MARKET ACTIVITY

- Balanced Market Conditions
- Avg. Sale-to-list price ratio at 100% suggest homes are generally selling at asking price.
- Days on Market Slightly Longer Than Prior Years, indicating a moderately slower pace compared to more frenzied markets.
- Moderate increase in avg. sales price and total market volume but inventory remains tight, consistent with broader patterns, active listings stayed limited, which continues to constrain buyer options.

OUR COMPANY AND MISSION

Founded in 1953 in Ithaca, New York, Warren Real Estate has proudly served the real estate needs of the communities we call home for more than seven decades. Established by Ann Warren, one of the first women Realtors in Tompkins County, and carried forward by her grandson, Bryan Warren, the company continues a tradition of exceptional service grounded in integrity and community commitment. Today, Warren Real Estate stands as the region's leading locally owned real estate services provider, dedicated to supporting our clients, agents, and the communities we serve.

Committed to excellence, Warren Real Estate aims to enhance agent and client services while upholding a legacy built on trust, integrity, and proven results. 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 leverage 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 that giving back to our communities is the most meaningful and impactful investment we can make. With intention and dedication, we prioritize the well-being and growth of the communities we serve. In 2025, we were proud to support more than 50 outstanding local nonprofit organizations.

The Warren Advantage

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 locally owned real estate broker in our region.

Most Successful Agents

The average sales of Warren agents outperform the national average agent sales and of our market competitors.

Latest Technology

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

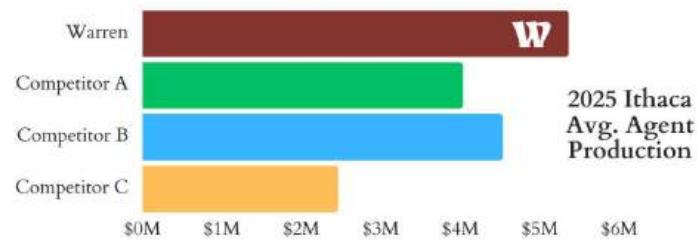
Your Market Leader

Choosing the right company makes all the difference. Our success is built on your success, and our leadership position is designed to elevate yours. Deeply committed to the health and growth of our local communities, Warren consistently leads each of our markets year after year, known for exceptional service, top-producing professionals, and outstanding results.

Warren Real Estate Track Record & History

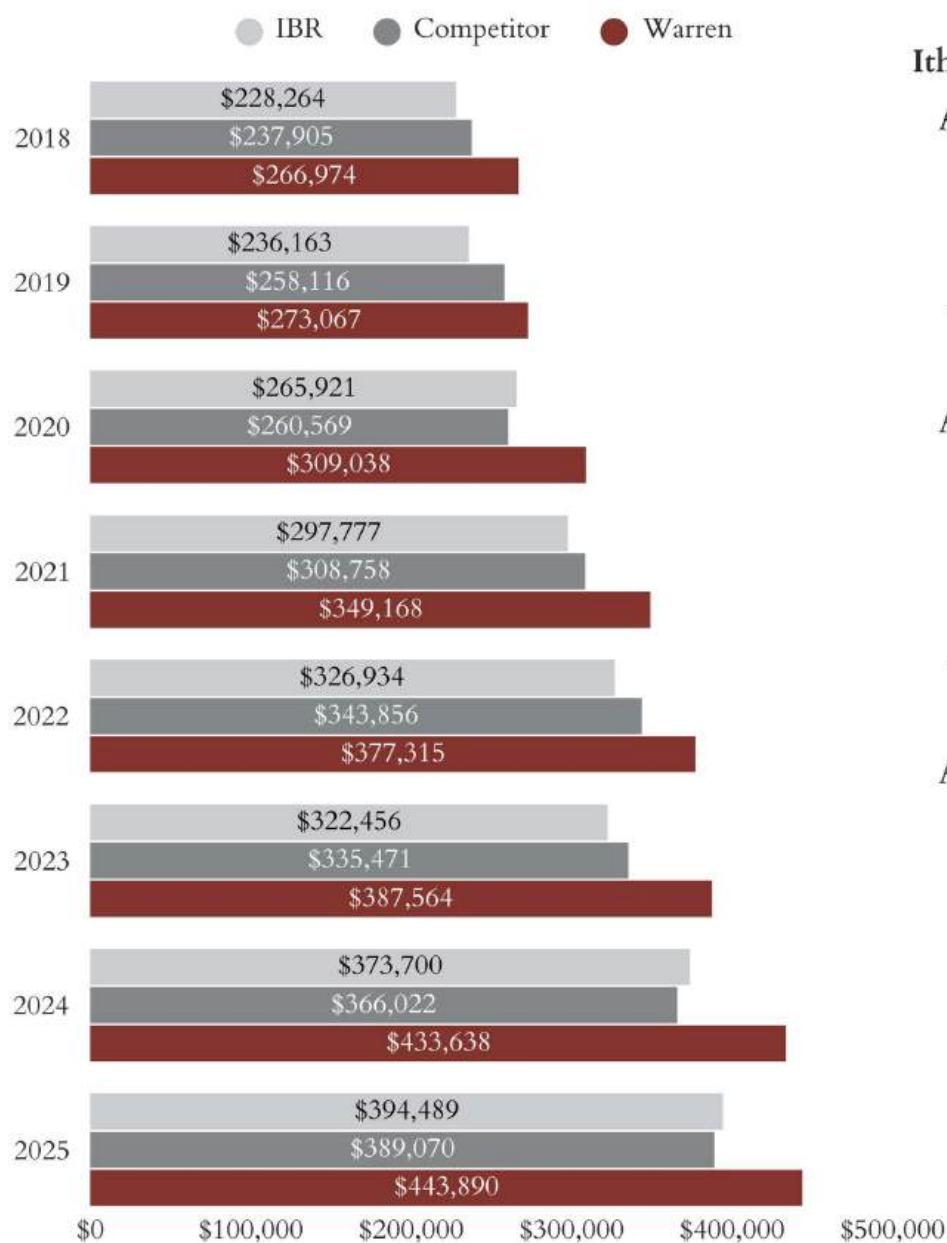
Since 1953, Warren has been a successful and highly reputable force in the NY & PA real estate industry.

- Highest Average Selling Price
- Highest Per Agent Production
- Over \$700M in Annual Volume
- 185+ Warren Agents
- 9 Real Estate Offices
- 73 Years in the Marketplace



2025 Residential Sale Price Side-by-Side Comparison

Avg. Residential Selling Price by Company



Ithaca Board of REALTORS

Average Sale Price: \$394,489

Days on Market: 30

List to Sell: 100%

Sold Listings: 989.5

Warren Real Estate

Average Sale Price: \$443,890

Days on Market: 35

List to Sell: 100%

Marketshare: 42.40%

Sold Listings: 392

Competitor A

Average Sale Price: \$389,070

Days on Market: 42

List to Sell: 100%

Marketshare: 33.80%

Sold Listings: 312.5

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

Residential: Tompkins County Data

Selling or Buying a Home? - Know Your Markets

Since 1953, putting people in their dream home has been the way of life at Warren. With 73 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 2025

Number of Homes Sold

 **677**

Average Selling Price

 **\$439,722**

Median Selling Price

 **\$379,900**

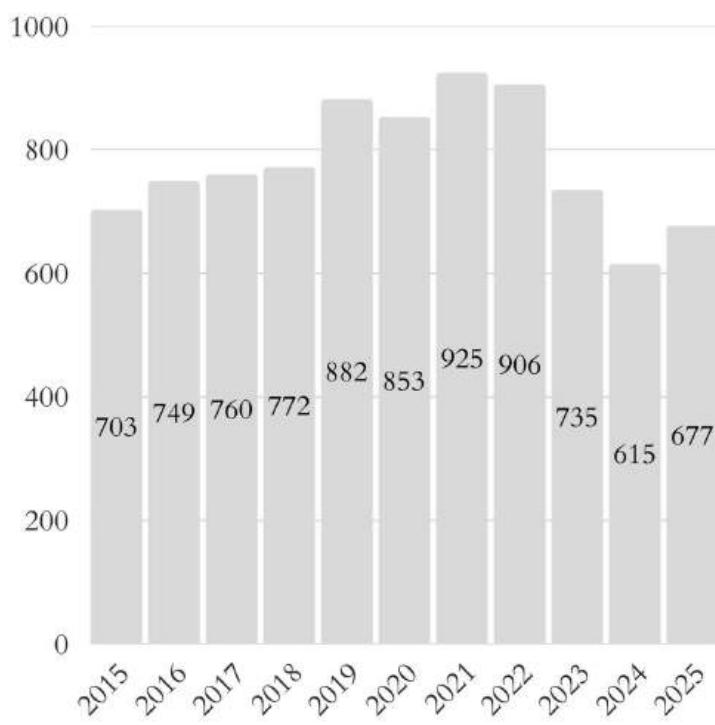
Average Days on Market

 **29**

Average List to Sell Ratio

 **100%**

How Many Homes Sell Yearly?

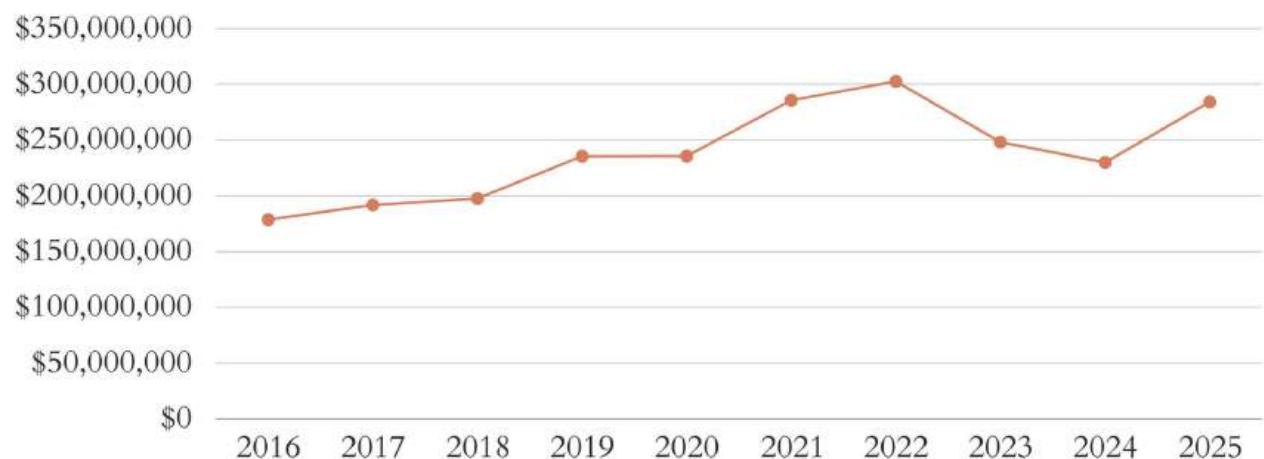


*Source of Information: NYS Alliance MLS. Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

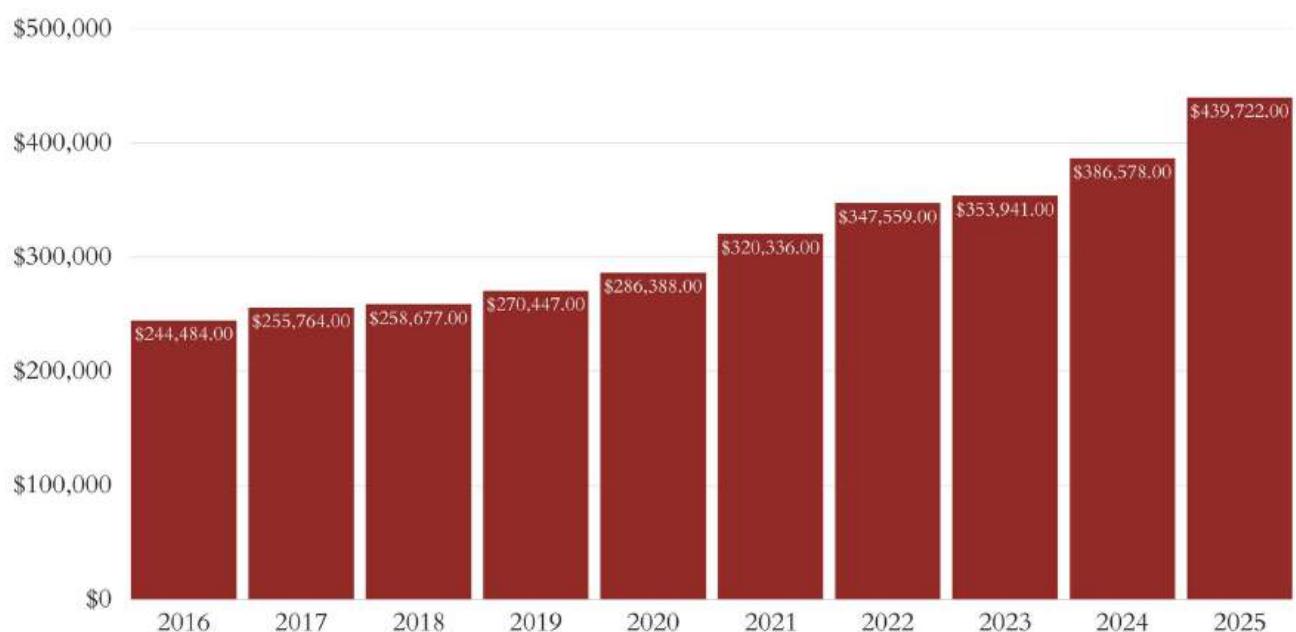
Residential: Tompkins County Data

Source of Information: NYS Alliance MLS. Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales. Information deemed reliable but not guaranteed.

Residential: 2025 Closed Sales Tompkins County



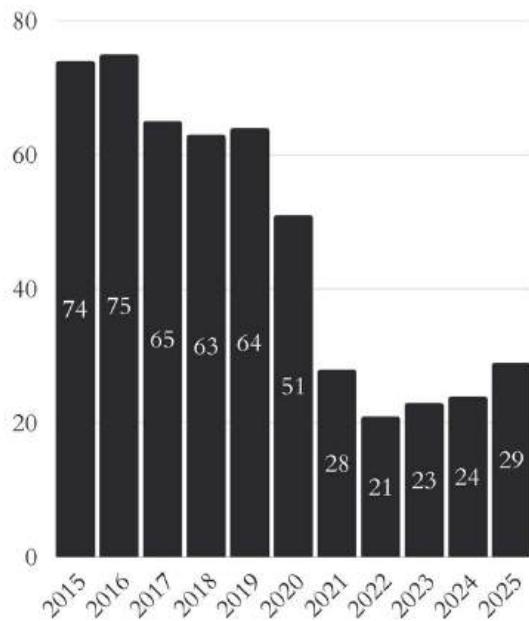
Residential: 2025 Tompkins County Avg. Selling Price



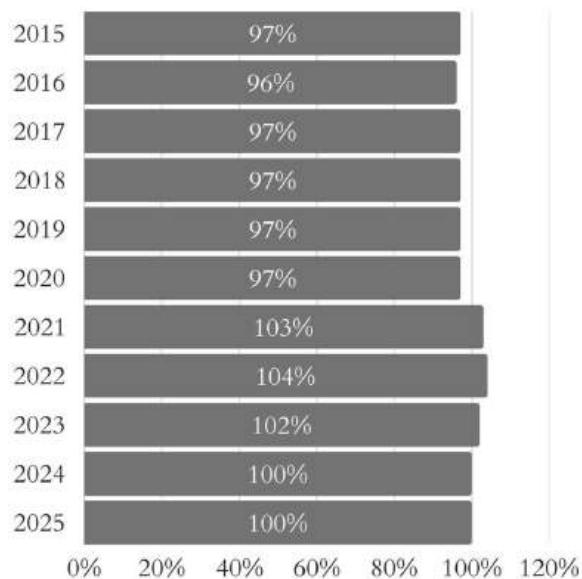
Residential: Tompkins County Data

Source of Information: NYS Alliance MLS. Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales. Information deemed reliable but not guaranteed.

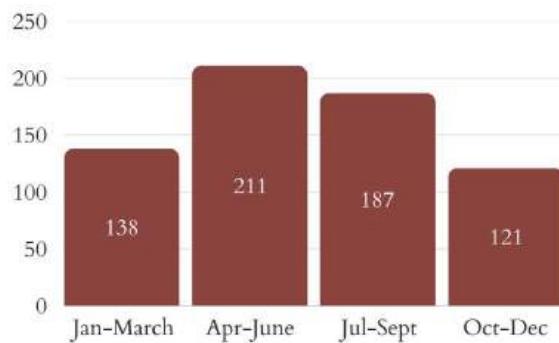
**Residential: Tompkins County Avg.
Days On Market (List to Contract)**



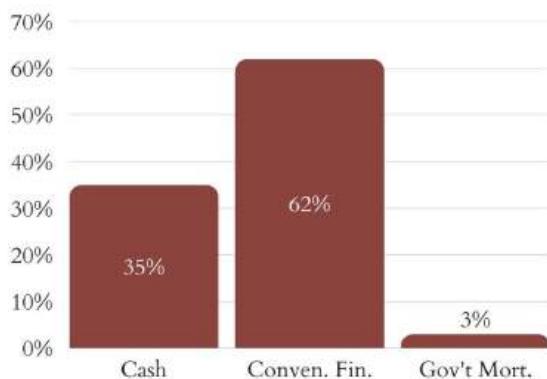
**Residential: Tompkins County
List to Sell Percentage**



**Residential: When Homes Go Under
Contract - By Quarter**

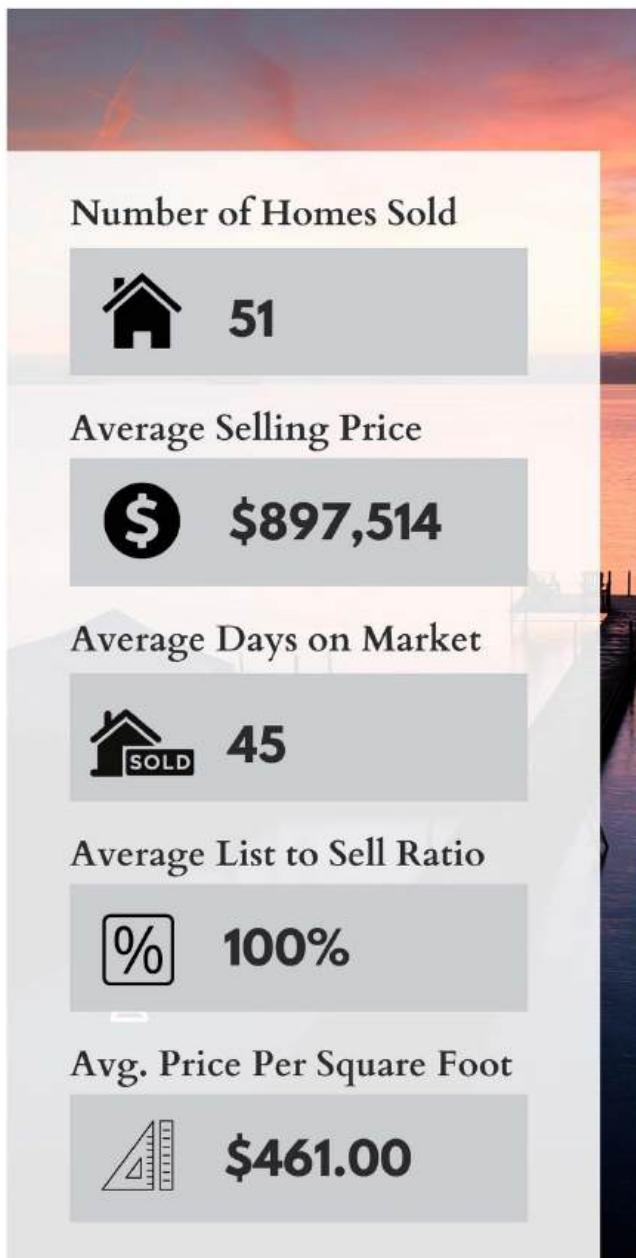


**How Buyers Fund Home Purchase -
Source of Funds (All MLS)**

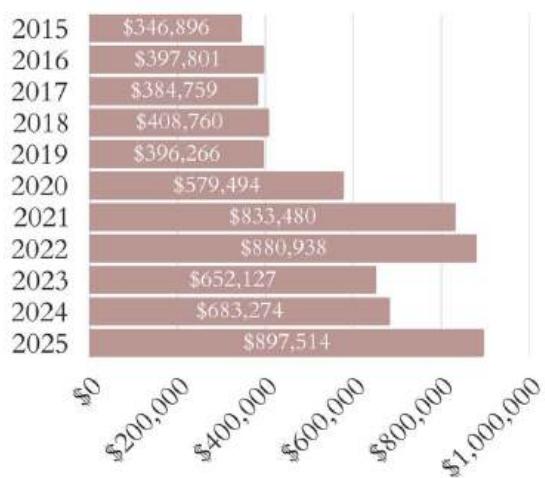


Cayuga Lakefront: All Multiple Listing Service Data

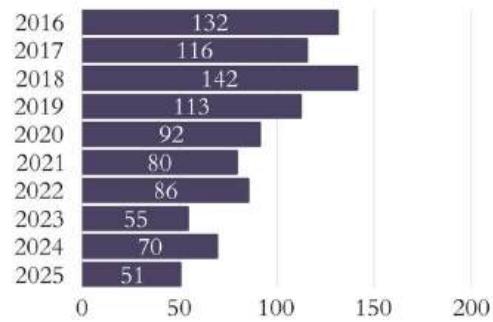
Source of Information: NYS Alliance MLS. Statistics based on lakefront sales reported to area MLSs for 2025. Information deemed reliable but not guaranteed.



Avg. Residential Sales Price: Cayuga Lakefront



How many Cayuga Lakefront homes sell annually?



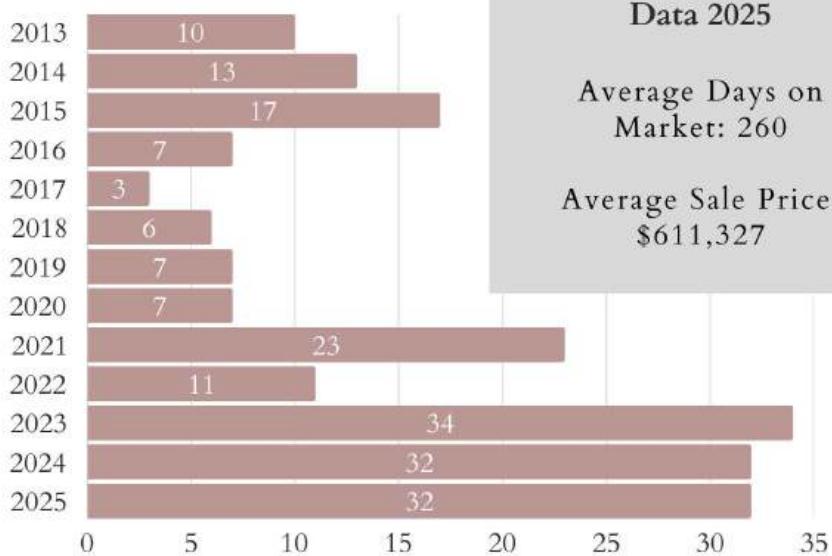
**Cayuga Lakefront Sales :
Tompkins County**

- Average Days on Market: 87
- Average List to Sell Ratio: 100%
- Number of Listings Sold: 15
- Average Selling Price: \$1,351,807
- Median Selling Price: \$1,570,000
- Highest Selling Price: \$3,000,000
- Lakefront Homes Listed/Sold: 9

Commercial & Multi-Unit Tompkins County Service Data

Source of Information: NYS Alliance MLS. Statistics based on commercial and multi-unit sales in Tompkins County sales. Information deemed reliable but not guaranteed.

How Many Commercial Properties Sell on the MLS?



MLS Commercial Sales Data 2025

Average Days on Market: 260
Average Sale Price: \$611,327

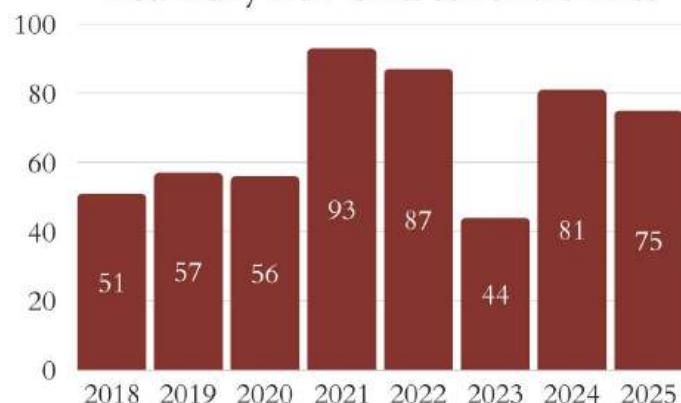
Common Commercial Practice Areas:

- 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

MLS Multi-Unit Sales 2025

Average Days on Market: 49
Average List to Sell Ratio: 96.60%
Number of Listings Sold: 75
Average Selling Price: \$418,155

How Many Multi-Units Sell on the MLS?



Land

Tompkins County Service Data

Selling or Buying Land? Know Your Market

The Finger Lakes are abundant with beautiful land. With over 73 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 2025

Number of Properties Sold



Average Selling Price



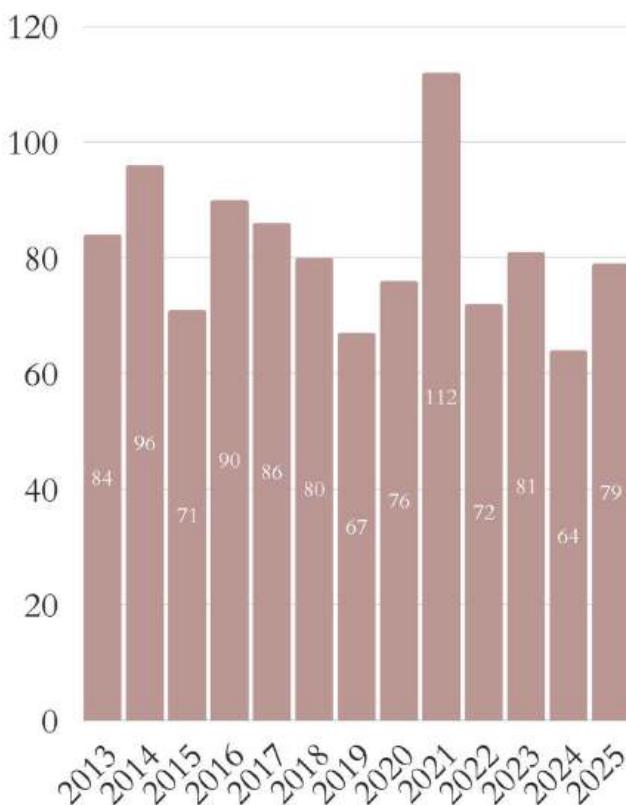
Average Days on Market



Average List to Sell Ratio



How Many Land Properties Sell Yearly?



Source of Information: NYS Alliance MLS. Statistics. Statistics based on land sales reported to area MLSs for 2025. All data excludes lakefront sales. Information deemed reliable but not guaranteed.

2025 NAR

National Data

National buyer and seller trends derived from National Association of Realtors (NAR) 2025 Home Buyer and Seller Profile, a comprehensive annual study.

BUYERS

10

The number of weeks a typical buyer viewed properties

88%

Percent of buyers utilizing real estate agent services

46%

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

SELLERS

91%

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

5%

The percent of sellers who sold their home via For Sale By Owner

99%

This year, sellers sold their property typically at 99 percent of their asking price and sold their home within four weeks.

WARREN

73

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

185+

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

\$688M

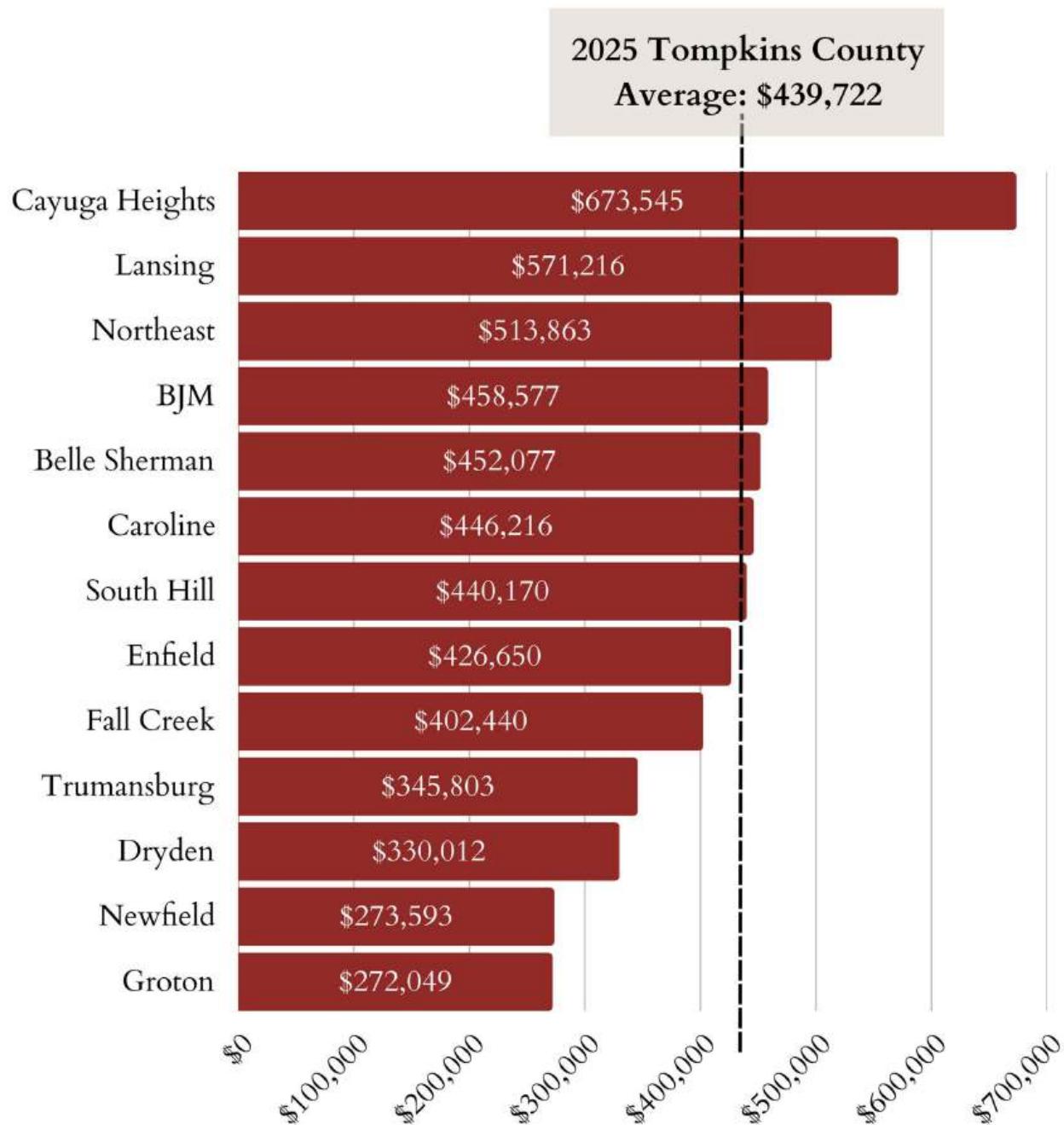
Millions of dollars in volume of sales by Warren Real Estate in 2025 covering 14 counties throughout the Finger Lakes, Northern PA, and Southern Tier

What Buyers & Sellers Can Expect From Their Warren Agent:

- Immediate Access/Response
- Honesty & Trustworthiness
- Experience & Education
- Communication & Negotiation Skills
- Professionalism
- Neighborhood & Market Knowledge
- Wide Network & Technical Skills
- Price Guidance

School District Market Report: Avg. Sales Price by School District

Source of Information: NYS Alliance MLS. Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales. Information deemed reliable but not guaranteed.



Belle Sherman: Market Overview

Belle Sherman 2025

Number of Homes Sold

 **58**

Average Selling Price

 **\$452,077**

Average Days on Market

 **26**

Average List to Sell Ratio

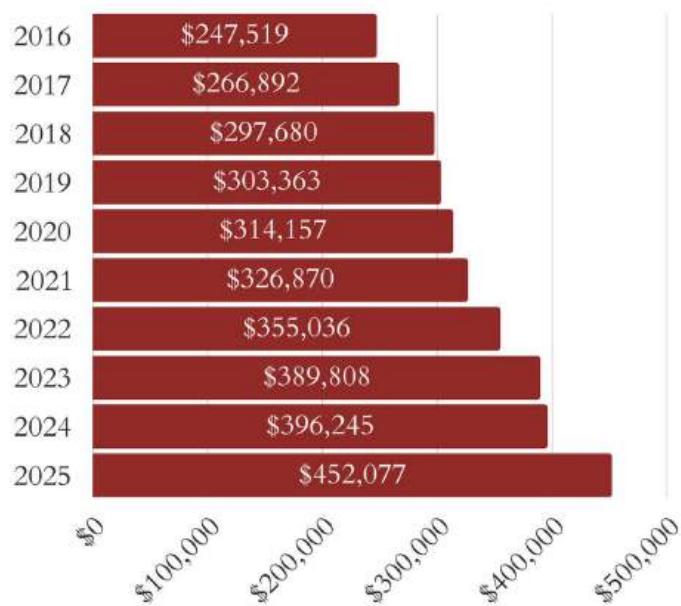
 **99.3%**

Avg. Price Per Square Foot

 **\$250**

*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Belle Sherman Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest List-to-Sell Ratio (100%), Less Days on Market (24), Most Sold (29), and Highest Avg. Selling Price (\$496K) in Belle Sherman



Beverly J Martin: Market Overview

Beverly J Martin 2025

Number of Homes Sold

 **29**

Average Selling Price

 **\$513,863**

Average Days on Market

 **14**

Average List to Sell Ratio

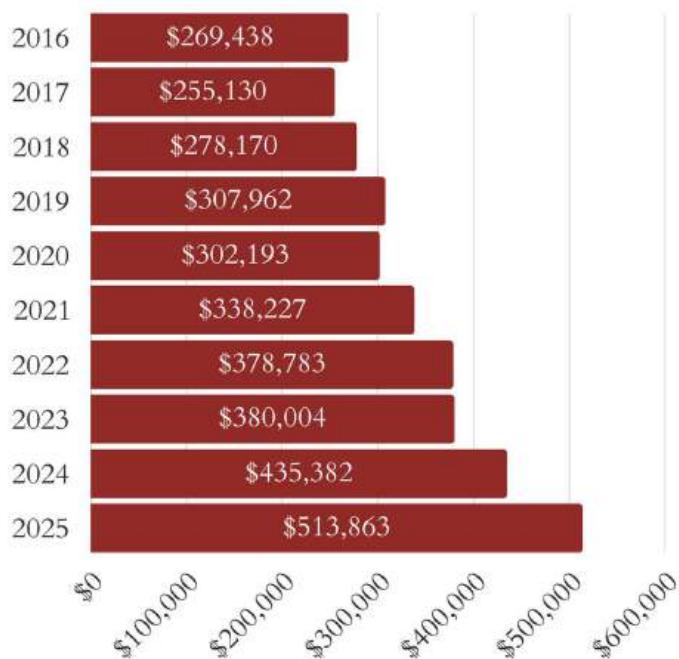
 **104.7%**

Avg. Price Per Square Foot

 **\$228**

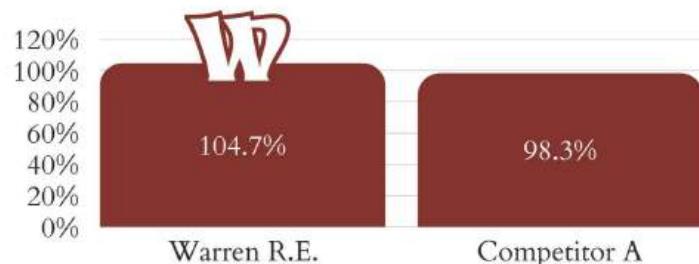
*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

BJM Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Most Sold Listings (16), Lowest Days On Market (12), & List-to-Sell Ratio (104.7%)



Caroline: Market Overview

Caroline 2025

Number of Homes Sold

 **51**

Average Selling Price

 **\$446,216**

Average Days on Market

 **32**

Average List to Sell Ratio

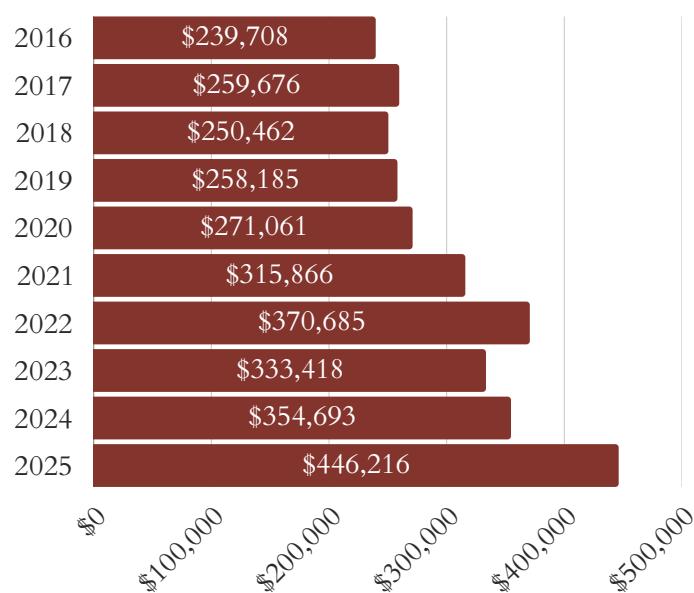
 **101.9%**

Avg. Price Per Square Foot

 **\$193**

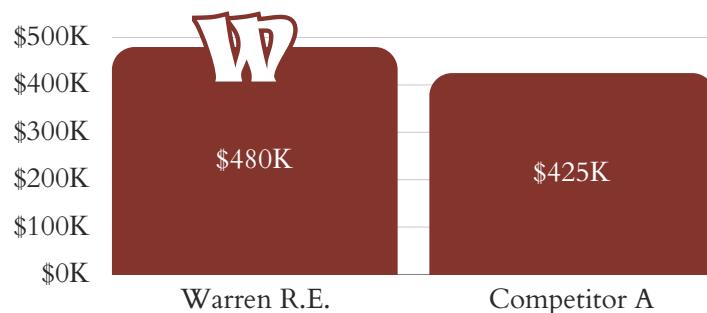
*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Caroline Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Average Sale Price (\$480K), List-to-Sell Ratio (101.9%) & Avg. Price Per Sq. Ft. (\$230) in Caroline



Cayuga Heights: Market Overview

Cayuga Heights 2025

Number of Homes Sold

 **46**

Average Selling Price

 **\$673,545**

Average Days on Market

 **36**

Average List to Sell Ratio

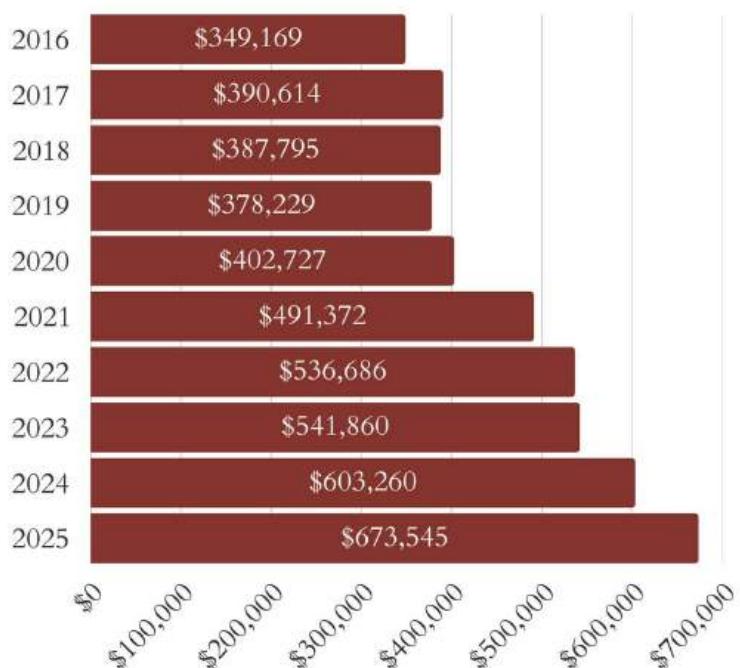
 **97.1%**

Avg. Price Per Square Foot

 **\$251**

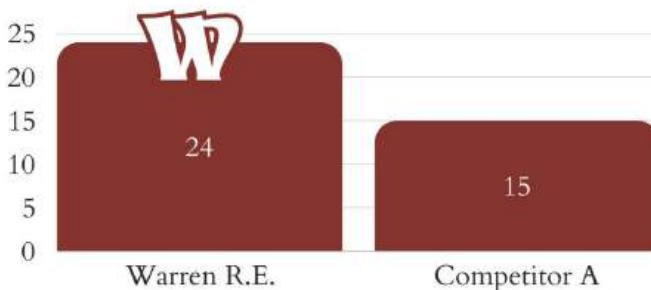
Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins
County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.

Cayuga Heights Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Avg. Sales Price (\$715K), Most Sold Listing (24) & Highest Price per Sq. Ft. (\$253) in CH



Enfield: Market Overview

Enfield 2025

Number of Homes Sold

 **39**

Average Selling Price

 **\$426,650**

Average Days on Market

 **34**

Average List to Sell Ratio

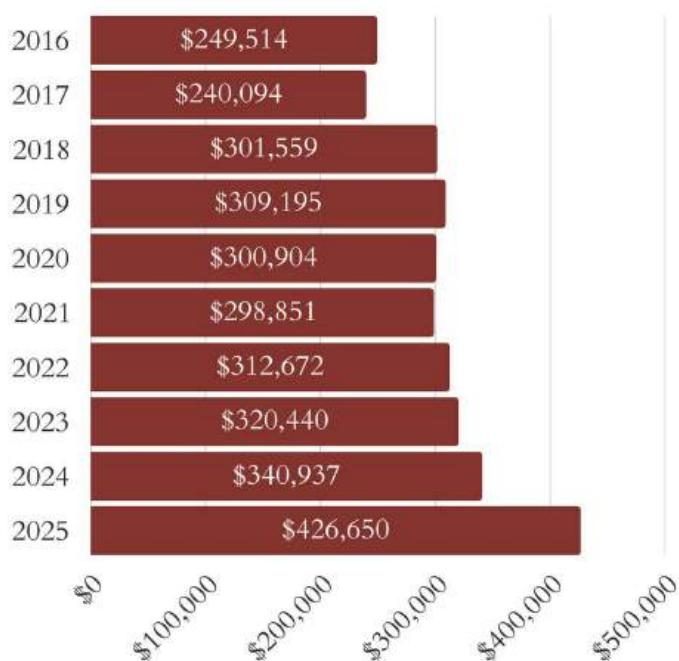
 **104.3%**

Avg. Price Per Square Foot

 **\$228**

*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Enfield Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Most Sold (23), Highest Avg. Sale Price (\$463K), Lowest Days on Market (29), & Highest List-to-Sell Ratio (104.3%) in Enfield



Fall Creek: Market Overview

Fall Creek 2025

Number of Homes Sold

 **25**

Average Selling Price

 **\$402,440**

Average Days on Market

 **22**

Average List to Sell Ratio

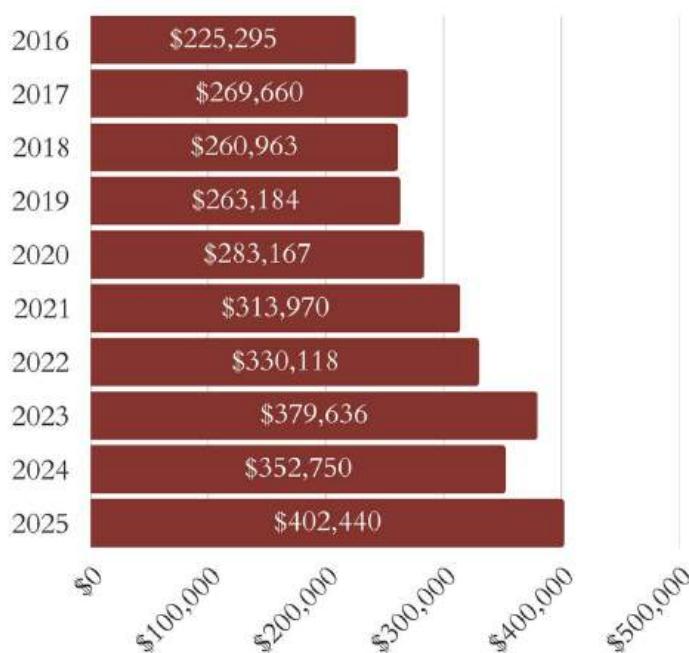
 **100%**

Avg. Price Per Square Foot

 **\$249**

*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins
County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Fall Creek Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Price Per Sq. Ft. (\$326), Avg. Selling Price (\$421K) & Less Days on Market (16) in Fall Creek



Northeast: Market Overview

Northeast 2025

Number of Homes Sold

 **36**

Average Selling Price

 **\$513,863**

Average Days on Market

 **22**

Average List to Sell Ratio

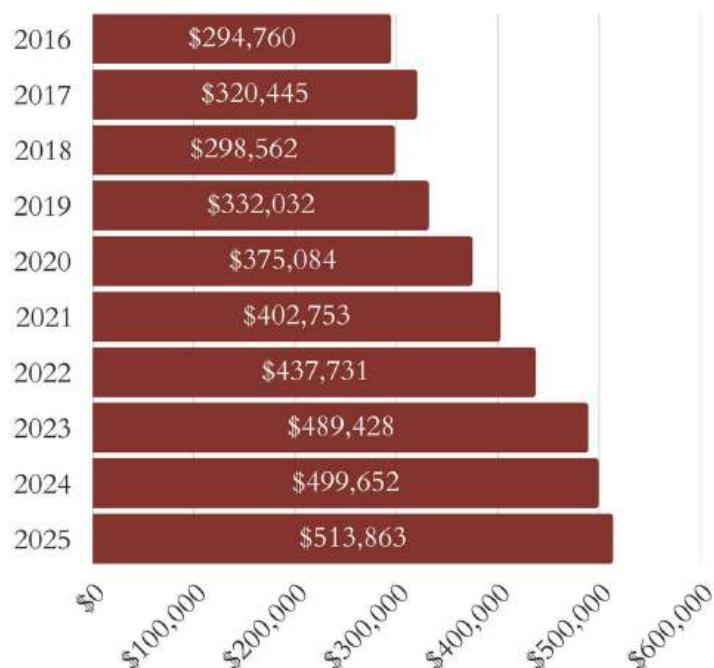
 **99.60%**

Avg. Price Per Square Foot

 **\$226**

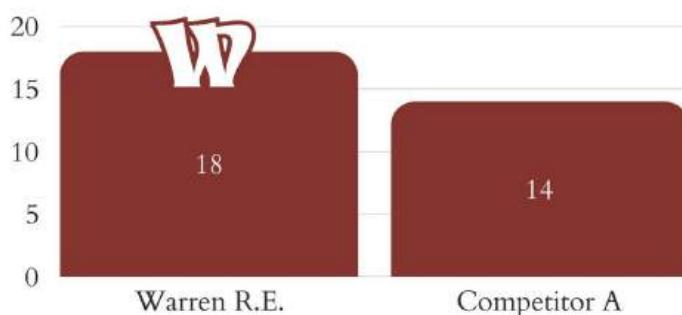
*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Northeast Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Most Sold Listings (18) in Northeast



South Hill: Market Overview

South Hill 2025

Number of Homes Sold

 **66**

Average Selling Price

 **\$440,170**

Average Days on Market

 **17**

Average List to Sell Ratio

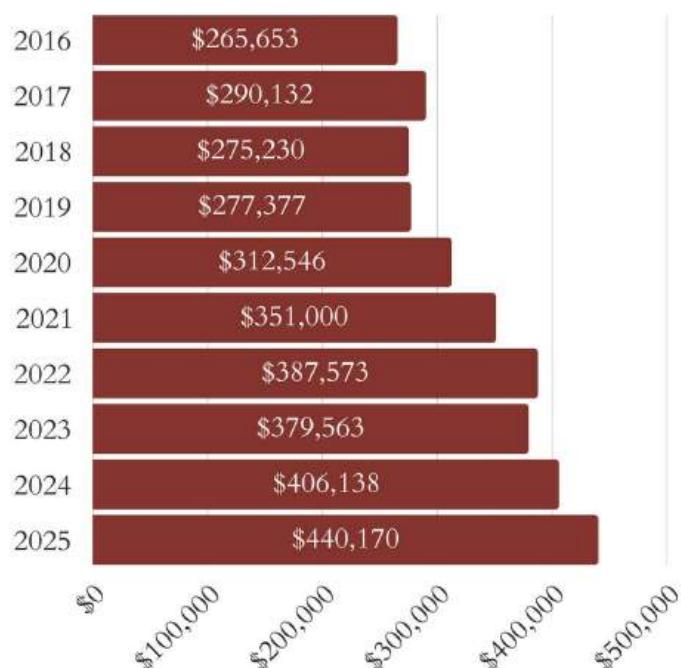
 **100%**

Avg. Price Per Square Foot

 **\$222**

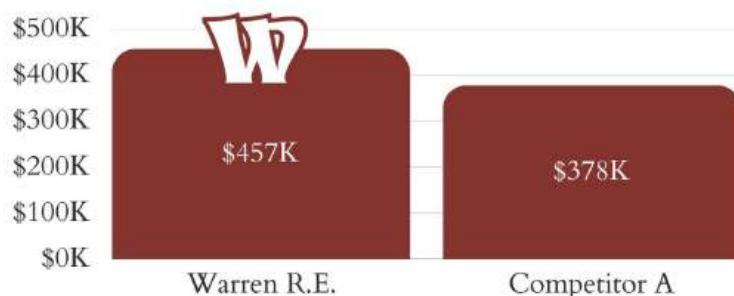
Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.

South Hill Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Avg. Sales Price (\$457K), Most Sold (27) & Lowest Days On Market (15) in South Hill



Dryden: Market Overview

Dryden 2025

Number of Homes Sold

 **66**

Average Selling Price

 **\$330,012**

Average Days on Market

 **26**

Average List to Sell Ratio

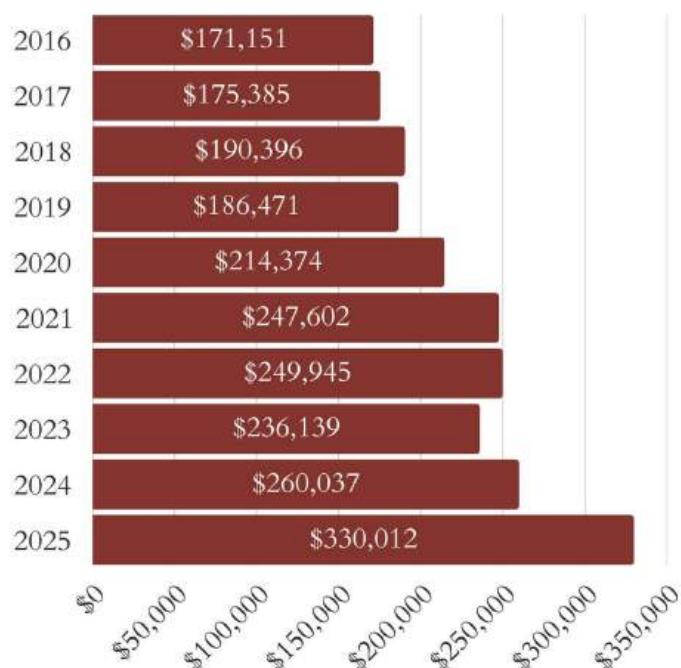
 **98%**

Avg. Price Per Square Foot

 **\$179**

*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Dryden Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Avg. Sale Price (\$372K) & Price Per Sq. Ft. (\$195) in Dryden



Groton: Market Overview

Groton 2025

Number of Homes Sold

 **20**

Average Selling Price

 **\$272,049**

Average Days on Market

 **25**

Average List to Sell Ratio

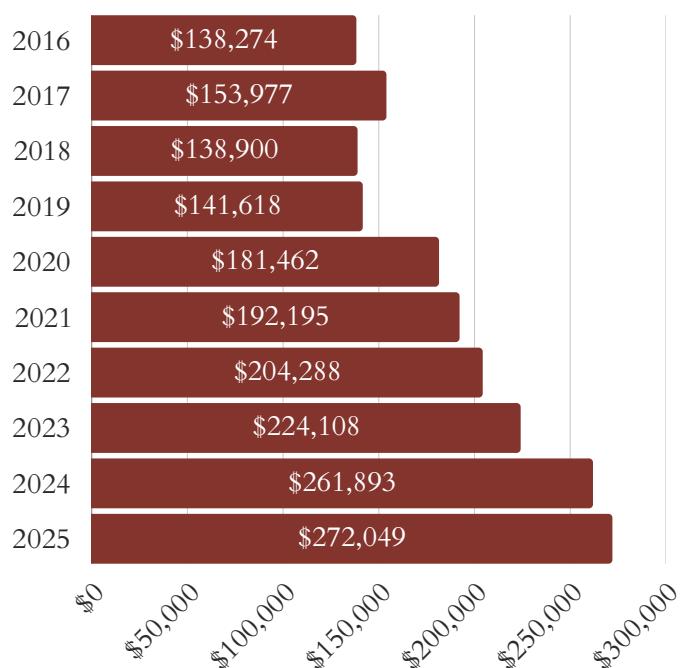
 **100%**

Avg. Price Per Square Foot

 **\$165**

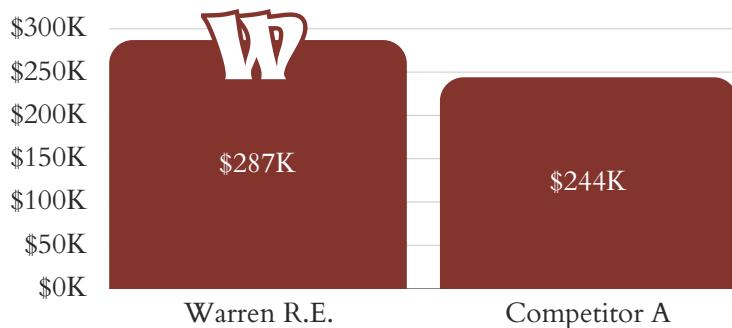
*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Groton Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Avg Selling Price (\$287K) Least Days On Market (11) & Most Sold Listings (8) in Groton



Lansing: Market Overview

Lansing 2025

Number of Homes Sold

 **88**

Average Selling Price

 **\$571,216**

Average Days on Market

 **40**

Average List to Sell Ratio

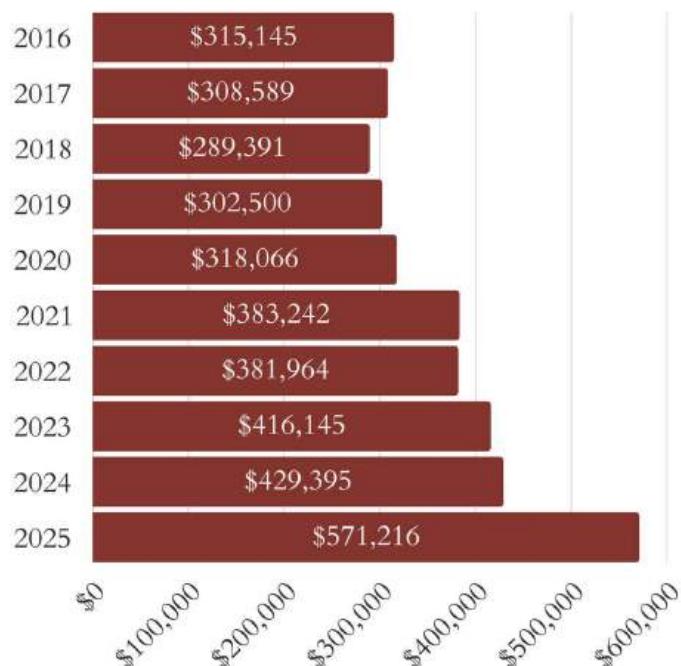
 **98%**

Avg. Price Per Square Foot

 **\$232**

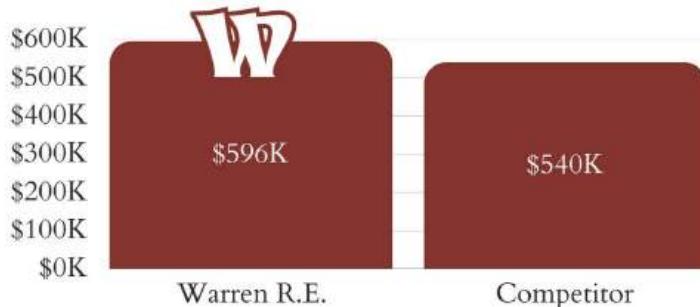
*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Lansing Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Avg. Sale Price (\$596K) & Most Sold Listings (35) in Lansing



Newfield: Market Overview

Newfield 2025

Number of Homes Sold

 **44**

Average Selling Price

 **\$273,593**

Average Days on Market

 **37**

Average List to Sell Ratio

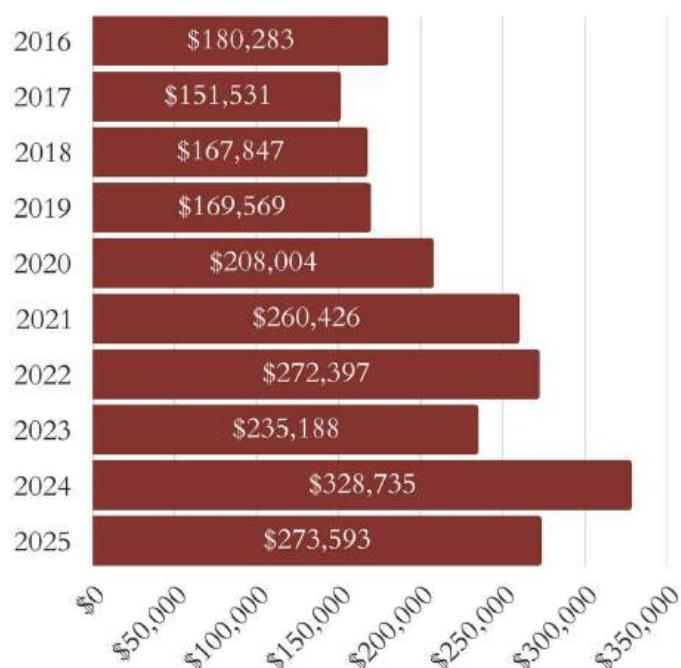
 **96.4%**

Avg. Price Per Square Foot

 **\$171**

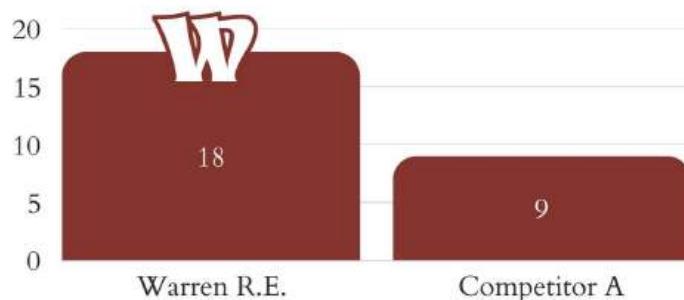
*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Newfield Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Most Sold Listings (18),
Highest List-to-Sell Ratio (97.2%) & Highest
Avg. Price Per Sq. Ft. (\$195) in Newfield



Trumansburg: Market Overview

Trumansburg 2025

Number of Homes Sold

 **62**

Average Selling Price

 **\$330,012**

Average Days on Market

 **21**

Average List to Sell Ratio

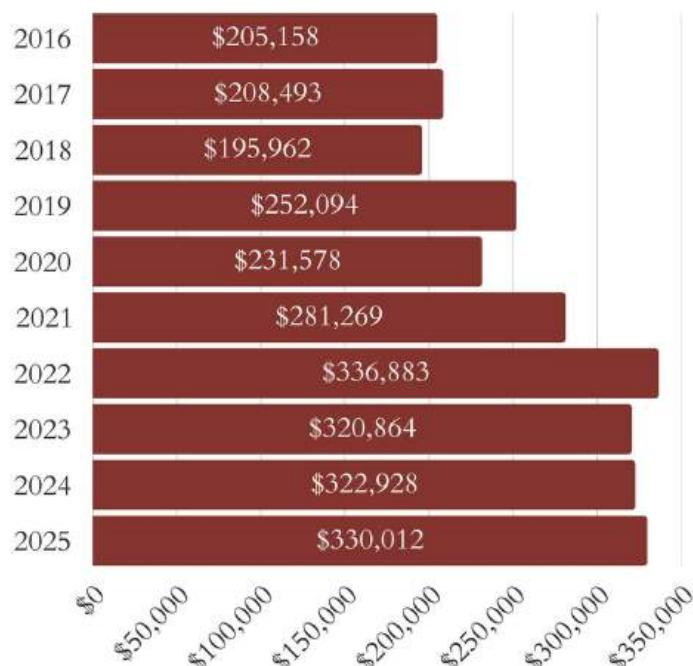
 **100%**

Avg. Price Per Square Foot

 **\$193**

*Source of Information: NYS Alliance MLS.
Statistics based on residential sales in Tompkins County (single family, condo, townhome) sales.
Information deemed reliable but not guaranteed.*

Trumansburg Trend of Avg. Selling Price



The Warren Advantage

Market Leader with the Highest Avg. Selling Price (375K), List-to-Sell Ratio (102.2%) & Price Per Sq. Ft. (\$206) in Trumansburg



THROUGHOUT LOCAL HISTORY



1953 Ann Warren became one of the first woman Realtors® in Ithaca, New York. She started Warren Real Estate in her home at 301 Wyckoff Ave.

1962 Warren Real Estate expanded the business and purchased an old farmhouse on Triphammer Road. At the time, Triphammer Road was farm country, the 'middle of nowhere.' Ann could see that things were going to develop in that direction and established one of the first commercial businesses in that area.

1967 Jim Warren, Ann's son, enters the family business.

1970s Market remains steady.

1980 Ann was diagnosed with cancer and passes. The recession came and the business came to a standstill.

1982 Jim Warren made a commitment to bring the business back around. He reinvested his personal savings and acquired Stage Realty, a mid-sized Ithaca realty company, increasing the number of Warren agents.

1983 The risk to expand paid off as the market began to improve. Warren Real Estate was back on the upswing.

1985 Warren Real Estate purchased Peggy Cornwall's dress shop, 830 Hanshaw Road, and prepares for growth.

1990s The market began to take off. Warren Real Estate slowly builds up to 17 Realtors®.

1998 Bryan Warren, Jim's son, joins the family business just as the market begins to improve, and brings a new vision of building on the family legacy.

1999 Addition is built on to existing office.

Early 2000s Expansion continues & Warren outgrows its existing offices.

2003 Annual sales top \$75 million.

2006 Annual sales top \$126 million.

2006 Warren Real Estate builds a new state-of-the-art two-story building at 830 Hanshaw Road. Office expands to over 65 agents. Warren becomes the largest locally owned independent real estate firm in Tompkins County.

2007 The Tompkins County Chamber of Commerce named Warren Real Estate of Ithaca the David R. Strong Memorial Small Business of the Year.

2007 Warren Real Estate adds a new 3500 sq. foot location in downtown Ithaca, at 301 E. State Street.

2009 Warren Real Estate moves forward stronger than ever despite the national economic climate.

2012 Warren Real Estate concludes the year as #1 for dollar volume sold in our market.

2013 Warren Real Estate takes a major stake in downtown Ithaca by developing a prime site in the heart of the city, expanding their downtown office, and adding 38 housing units in a state-of-the-art 6-story building.

2013 Warren Real Estate opens a branch office in Vestal, NY, expanding its reach to the Southern Tier.

2014 Warren Real Estate finishes 2013 as #1 in the marketplace again with a sales volume of \$200 million.

2018 Warren Real Estate opens a branch office in Horseheads (2015) and Watkins Glen (2018) expanded their reach into Central NY. Concludes 2018 as #1 in the marketplace.

2020 Warren Real Estate continues to expand despite the global pandemic. Grateful to be able to continue to provide services safely, Warren opens two new offices: a branch in Binghamton, NY, and a branch in Corning, NY.

2021 Looking at climate change and our environmental impact, Warren Real Estate partners with Renovus Solar in the development and installation of a solar power farm, which will be used to service Warren offices and the community.

2022 Annual sales volume exceeds \$600 million

2024 Warren Real Estate opens branch offices in Albany, NY & Sayre, PA

2025 Warren Real Estate celebrates its 72nd anniversary. Still family owned and operated, Warren is one of the largest locally owned real estate companies with 9 offices and over 170 Real Estate Agents throughout the Central, Southern New York and PA region.

Warren Real Estate offices



inquiry@warrenhomes.com



www.warrenhomes.com



Ithaca City Office
140 Seneca Way Suite 200
Ithaca, NY 14850
(607) 277-2660

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

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

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

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

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

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

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

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

