

# 2026 MARKET REPORT

Twin Tiers Real Estate

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

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# Company Overview

## 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 Tomkins 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

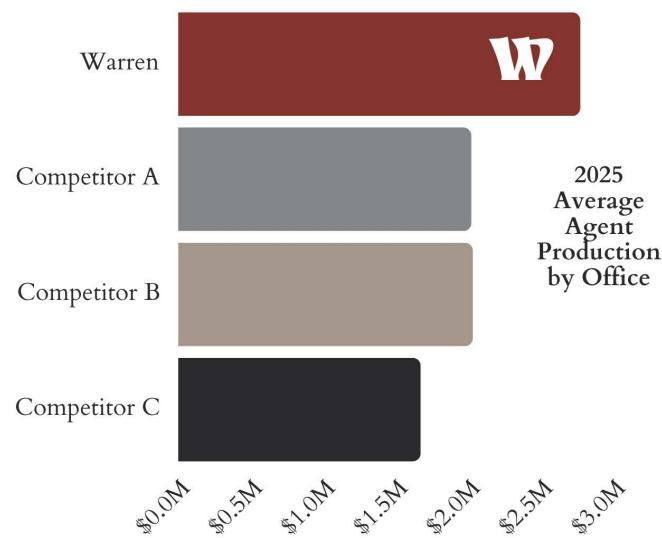
Since 1953, Warren has been a successful and highly reputable force in the NY & PA real estate industry.

- 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

● Warren      ● Competitor A

● Competitor B

● Competitor C



# Company Snapshot :

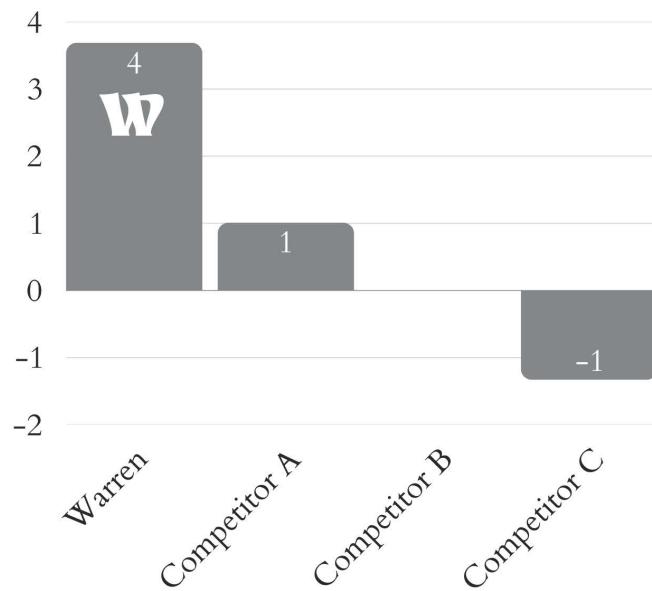
## Choosing the Right Company Makes a Difference

*There's no substitute for experience*

Average Agent Annual Sales

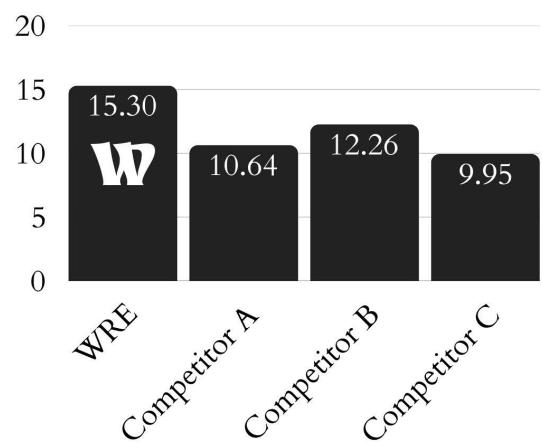


### Largest Increase in Market Share



### More Transactions

Average Agent Transaction Sides



# Residential: Twin Tiers 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



#### Average Selling Price



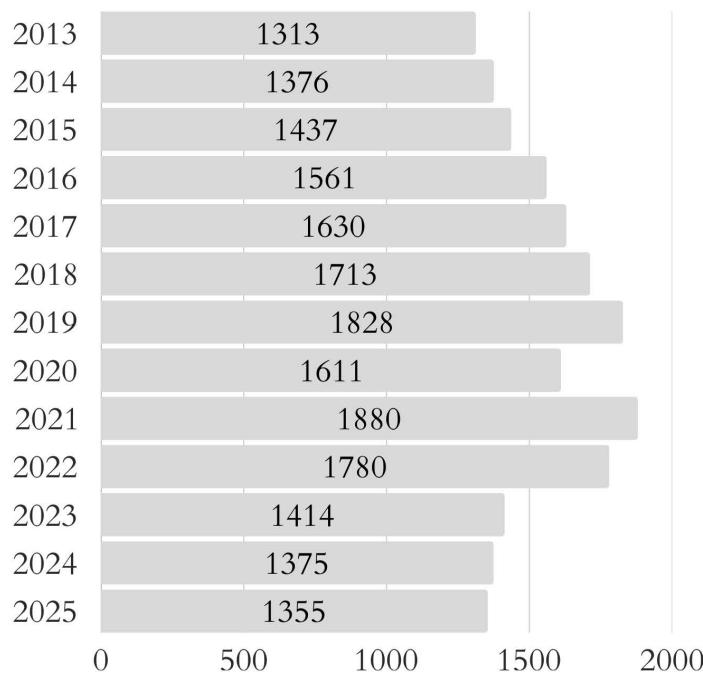
#### Average Days on Market



#### Average List to Sell Ratio



### How Many Homes Sell Yearly?

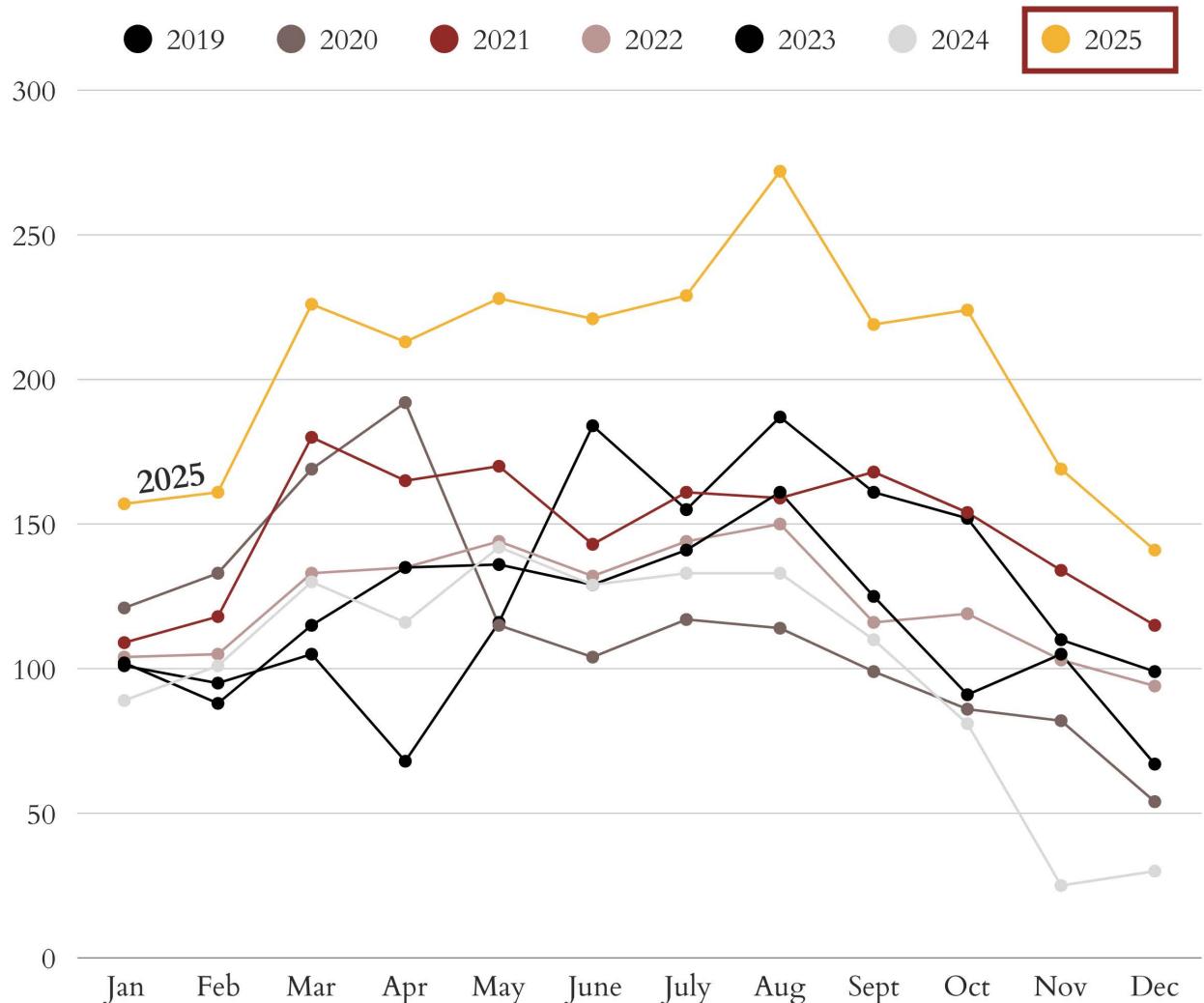


*Source of Information: Elmira Corning Board of Realtors. Multiple Listing Service. Statistics based on total residential sales reported to Elmira Corning Board of Realtors. Information deemed reliable but not guaranteed.*

# Residential: Twin Tiers Data

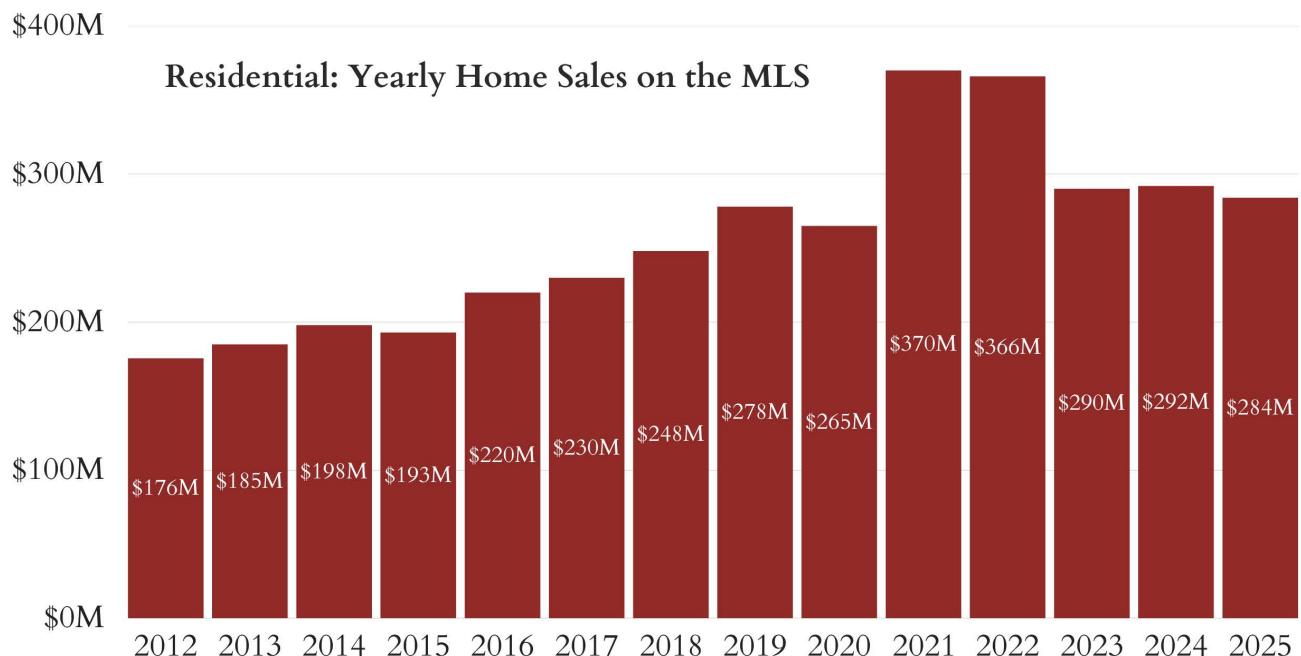
Source of information: Elmira Corning Board of Realtors Multiple Listing Service. Statistics based on total residential sales reported to Elmira Corning Board of Realtors. Information deemed reliable but not guaranteed.

## When Do Homes Go Under Contract?



# Residential: Twin Tiers Data

*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: Twin Tiers Data

*Source of Information: Elmira Corning Board of Realtors.*

## Chemung County Service Data

### Number of Homes Sold

 **706**

### Average Selling Price

 **\$187,200**

### Average Days on Market

 **42**

### Average List to Sell Ratio

 **97.07%**

## Steuben County Service Data

### Number of Homes Sold

 **435**

### Average Selling Price

 **\$221,034**

### Average Days on Market

 **52**

### Average List to Sell Ratio

 **96.90%**

# Residential: Twin Tiers Data

*Source of Information: Elmira Corning Board of Realtors.*

## Schuyler County Service Data

### Number of Homes Sold

 **84**

### Average Selling Price

 **\$242,573**

### Average Days on Market

 **52**

### Average List to Sell Ratio

 **96.80%**

## Seneca County Service Data

### Number of Homes Sold

 **3**

### Average Selling Price

 **\$827,667**

### Average Days on Market

 **49**

### Average List to Sell Ratio

 **99.90%**

# Lakefront/Lake View: All Multiple Listing Service Data

Source of Information: Elmira Corning Board of Realtors.



## Lakefront/Lake View Residential Sales 2025

### Number of Homes Sold

**84**

### Average Selling Price

**\$782,350**

### Average Days on Market

**43**

### Average List to Sell Ratio

**101.20%**

**All Lakes in  
MLS Service Area**

# Land

## Twin Tiers 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

 **118**

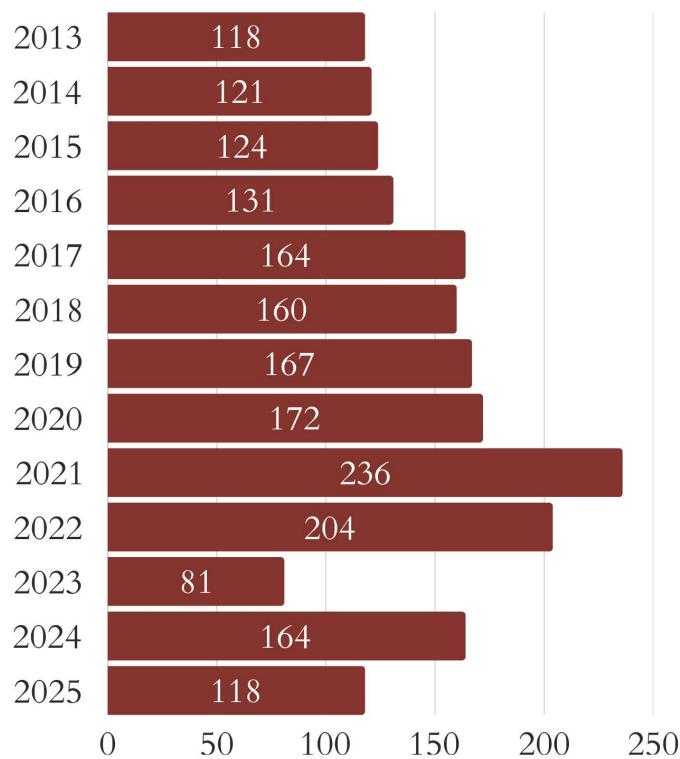
#### Average Selling Price

 **\$93,165**

#### Average List to Sell Ratio

 **91.20%**

### How Many Land Properties Sell Yearly?



*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.*

# Commercial: Twin Tiers Service Data

*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.*

## Commercial Sales 2025

### Units Sold

 **51**

### Average Selling Price

 **\$203,566**

### Average Days on Market

 **169**

### Average List to Sell Ratio

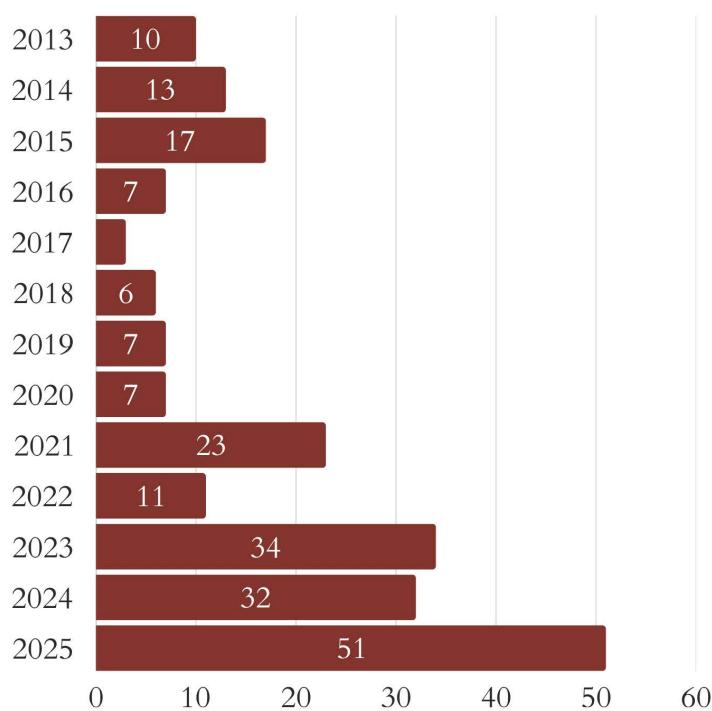
 **92.80%**



### 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

### How Many Commercial Properties Sell on the MLS?



## 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 2024 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

# 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](mailto:inquiry@warrenhomes.com)



[www.warrenhomes.com](http://www.warrenhomes.com)



**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

