



ANNUAL MARKET REPORT

2021

INCLUDES PANDEMIC MARKET TRENDS



*"The Best in the Business"*SM



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**GREATER ITHACA AREA
TOMPKINS COUNTY**

GREATER TOMPKINS COUNTY REAL ESTATE

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"The Best in the Business"™



WHY CHOOSE KATE?

2020 STATS

TOTAL SALES:	\$15,490,239
AVERAGE LIST PRICE	\$426,000
AVERAGE SALES PRICE	\$409,486
AVERAGE DAYS ON MARKET	35
LIST TO SELL RATIO	97.88%

Team Dynamic - First formed in 2013, The Kate Seaman Team at Warren Real Estate began not with the goal of creating a cookie-cutter, assembly-line transactions, but with the idea that a whole is greater than the sum of its parts. Working collectively, we're able to expand our services and give our clients the attention they deserve. With an on-call schedule and vacation coverage we try our best to ensure someone is always available. With a combined 28 years of real estate experience, we have the knowledge and problem-solving capabilities needed for your success!! As Realtors® we abide by a code of ethics and our team takes those responsibilities very seriously. Loyalty to our individual clients will never be compromised because our team dynamic.

Experience You Can Count On - A real estate agent for 21 years, with a lifetime of knowledge about the Ithaca area, Kate was raised growing up on Cayuga Lake and attending Ithaca Public Schools. Consistently ranked as a top producing agent within the local board of 220+ real estate professionals, Kate sets high expectations for herself and work hard for each client to make the real estate process as smooth as possible.

WARREN REAL ESTATE

68 Years Strong - Proud and honored to have served the real estate needs of so many in the community for 68 years. Expanding on a legacy started by Ann Warren in 1953, her grandson Bryan Warren currently leads the company with the same values of providing superior services to clients and having a true commitment to the staff, agents and communities we serve. Warren has grown to be the area's #1 locally owned real estate services provider.



EXPANDING OUR REACH

Despite the climate of COVID, Warren Real Estate was fortunate to grow during an unusual time in the global and local market. In 2020, Warren opened three new locations: a second branch in Binghamton, NY, an office in Corning, NY and a location in the Waverly/Sayre, PA market; bringing total locations to 8 and spanning over 14 counties. With over 150 agents and \$413M in annual sales, our Warren Agents are committed to providing the best local service with top producing agents in all of our markets.



NEW WARRENHOMES.COM

Warren Real Estate is dedicated to providing the latest technology and marketing strategies. As a result, the WarrenHomes.com site has undergone a full renovation, with more resources and information, a new aesthetic and more comprehensive maneuverability for an overall enhanced experience.

COMMUNITY PHILOSOPHY

We believe that giving back to our community is the most meaningful and important investment we can make. We are reminded of the importance and strength of our communities amid the COVID-19 pandemic. The health and growth of our community is an initiative we take very seriously. We are proud to have supported over 50 local and amazing non profit organizations in 2020.





In Person Meetings & Property Showings



Masks must be worn at all times, if clients do not have a mask, an agent will provide them with one. If a client has gloves or hand sanitizer, they are requested to bring it with them to all meetings/property showings. The NYS required health questionnaire and a COVID disclosure will be filled out and signed. Sellers are asked to open doors and turn on lights to help minimize the amount of surfaces that have to be touched. Buyers should only touch essential surfaces.



Cleanliness & Hygiene

Prospective tenants/buyers should only touch essential surfaces (e.g. handrails going up/down stairs if necessary) during their time in the property. Other areas or surfaces such as cabinets, countertops, appliances etc. should not be touched by tenants/buyers. Employees, salespeople, agents and brokers will clean and disinfect high-touch surfaces (e.g. handrails, door knobs etc.) before and after every showing. Licensees should limit driving in the same car with clients. If this cannot be avoided, face coverings must be worn by everyone in the vehicle and frequently touched areas of the vehicle should be cleaned and disinfected.

Virtual Tours



Licensees are encouraged, but not required, to conduct remote walkthroughs rather than in-person walkthroughs (e.g. recorded/live video), where possible.

MESSAGE FROM THE PRESIDENT

"We hope you and your family have been well. 2020 was a long year, but we are honored to have been able to safely provide comprehensive services to our clients. Although the real estate industry was deemed essential, our in-person services were very limited for several months.

All Warren Real Estate agents, staff and clients showed strength, resilience, innovation and compassion through a challenging year. I could not be more proud of our team. Despite the pandemic, you will see that the real estate market remained very strong. We are fortunate and grateful for your health and for your success.

We understand that although some procedures are different, we are operating full service while taking the health of you and our community very seriously. Thank you for trusting us and thank you for your business. It is our honor and privilege to serve you."

Sincerely,

Bryan Warren, Principal Broker & President

NATIONAL MARKET TRENDS

THROUGH THE PANDEMIC



BUYERS

\$339,400

Buyers who purchased after March were more likely to relocate to the suburbs and were more likely to pay more for that home – regardless of its location – paying an average of \$339,400 compared to \$270,000 for those who purchased before April.

5%

The percent of buyers who purchased after March did so without physically seeing the home in-person, compared to 3% of buyers who purchased before April.

15%

Buyers purchasing after March were more likely to purchase a multi-generational home – 15% versus 11% who purchased before April

SELLERS

\$300,000

Homes sold after March ultimately had higher selling prices – \$300,000 compared to \$270,700 for those that sold before April.

18%

Sellers who closed in April or later were more likely to sell because their home was too small – 18% compared to 13% of those before April

56%

Homeowners who sold after March sold in the suburbs, compared to 48% who sold before April.

AGENTS ADAPTED AND THRIVED

88%

of buyers reported using an agent to purchase their home - **a historical high**. More than half of buyers found their agent through a referral, or stated that they had used the agent in the past.

91%

of buyers said they would "definitely" or "probably" use the same agent in the future.

YOUR MARKET LEADER

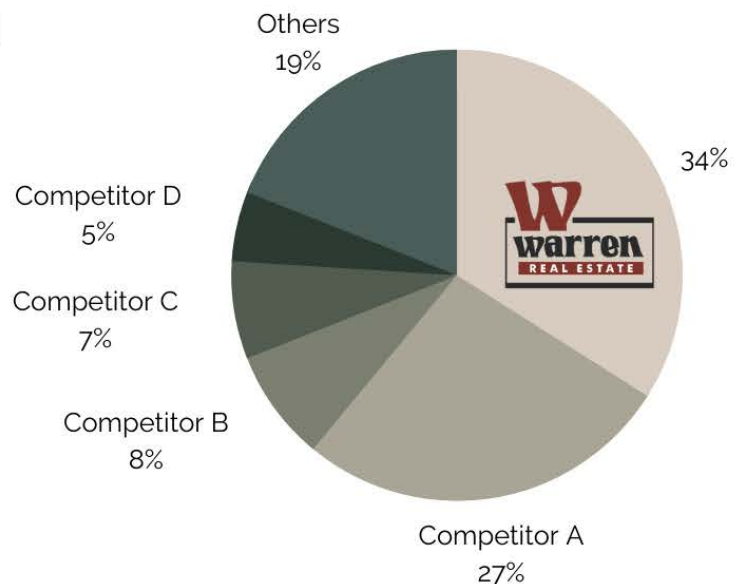
Choosing the right company makes the difference. Our success is directly connected to your success. We want our position in the market to be *your* position. Committed to the health and growth of our local community, Warren leads each of their local markets year after year. We are known for superior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

ITHACA MARKET DATA TRACK RECORD & HISTORY

Since 1953, Warren has been a successful and highly reputable force in the Finger Lakes real estate business. Our strength in Ithaca & surrounding communities is legendary. For 2020, Warren Real Estate in Ithaca had:

- **Most Sold Listings in the Market**
- **Highest Avg. Selling Price**
- **Fewest Days on Market**
- **Highest Per Agent Production**
- **\$238M Annual Sales**
- **64 Warren Agents**
- **2 Local Real Estate Offices**
- **68 Years in the Market**

2020 Ithaca Market Share



THE LOCAL CHOICE & MARKET LEADER

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

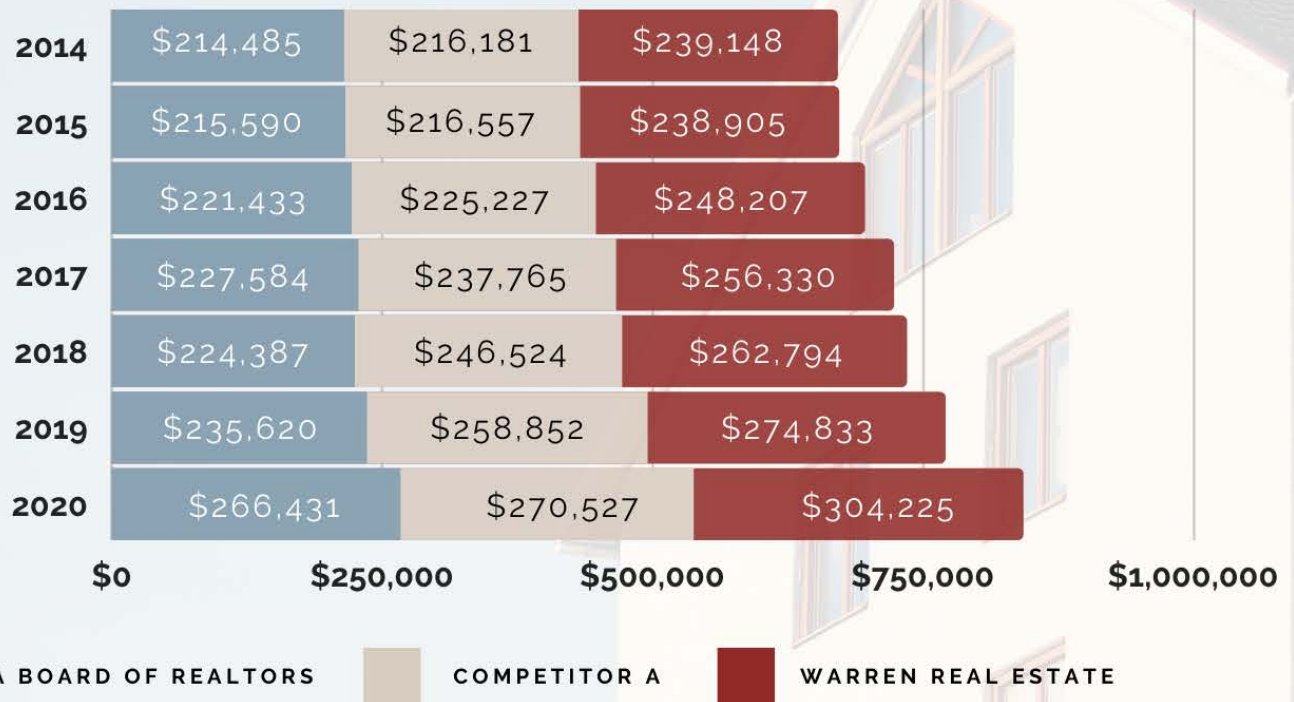
The average sales of a Warren agent outperforms the average agent sales of our largest competitor by more than double.



LATEST TECHNOLOGY

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

AVERAGE RESIDENTIAL SELLING PRICE BY COMPANY



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



SIDE-BY-SIDE COMPARISON 2020

HIGHEST SELLING PRICE, FEWEST DAYS ON MARKET & MOST SOLD PROPERTIES

ITHACA BOARD OF REALTORS

Average Sale Price \$266,431

Days on Market: 71

List to Sell: 97%

Total Res. Sales \$287 mil

sold listings 1,097

WARREN REAL ESTATE

Average Sale Price \$304,129

Days on Market: 60

List to Sell: 97.4%

Marketshare 34%

sold Listings 348

COMPETITOR A

Average Sale Price \$270,527

Days on Market: 71

List to Sell: 97.2%

Marketshare 27%

sold Listings 313

RESIDENTIAL:

TOMPKINS COUNTY 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 68 years experience buying, selling and marketing 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 2020



Number of Homes Sold

710



Average Days on Market

64



Average Selling Price

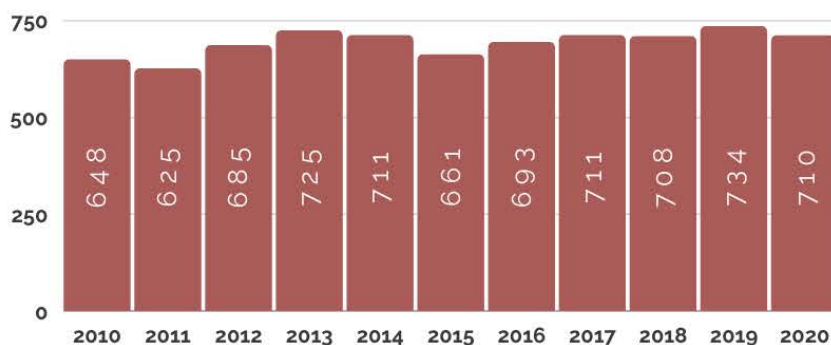
\$291,804



Average Sell to List Ratio

97.5%

HOW MANY HOMES SELL YEARLY?

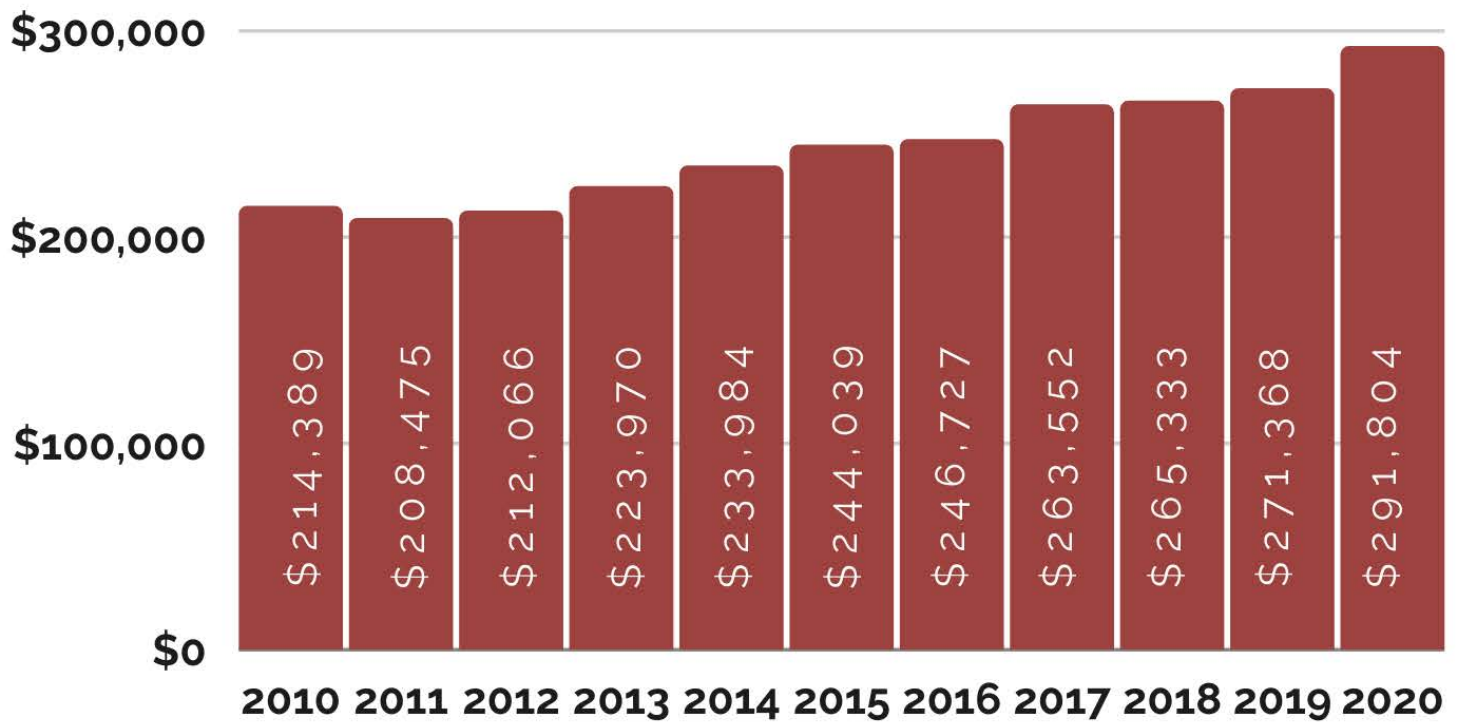


Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on Tompkins County residential sales reported to Ithaca Board of Realtors 2020. Information deemed reliable but not guaranteed.

All residential statistics in this report exclude lakefront unless specified.

RESIDENTIAL:

TOMPKINS COUNTY AVERAGE SELLING PRICE

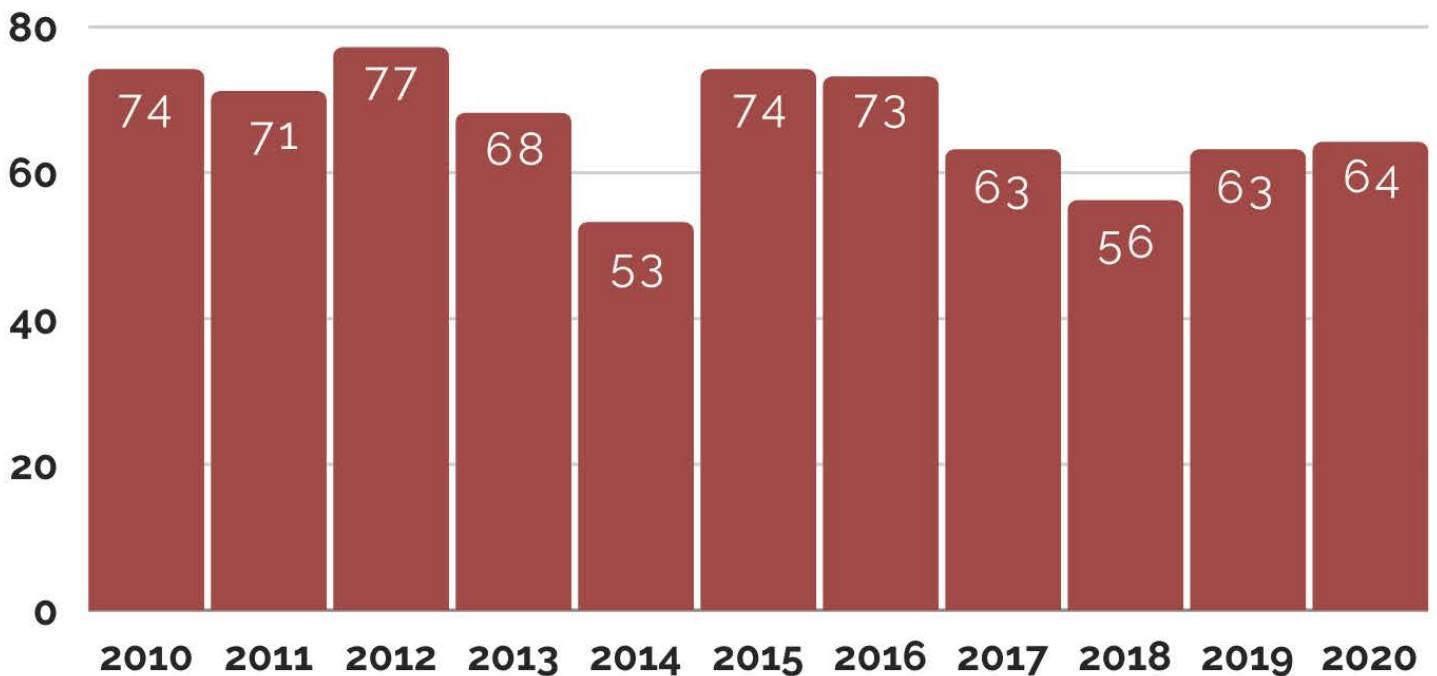


Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on Tompkins residential sales reported to Ithaca Board of Realtors 2020. Information deemed reliable but not guaranteed.



RESIDENTIAL:

TOMPKINS COUNTY AVERAGE DAYS ON MARKET (LIST TO CONTRACT)

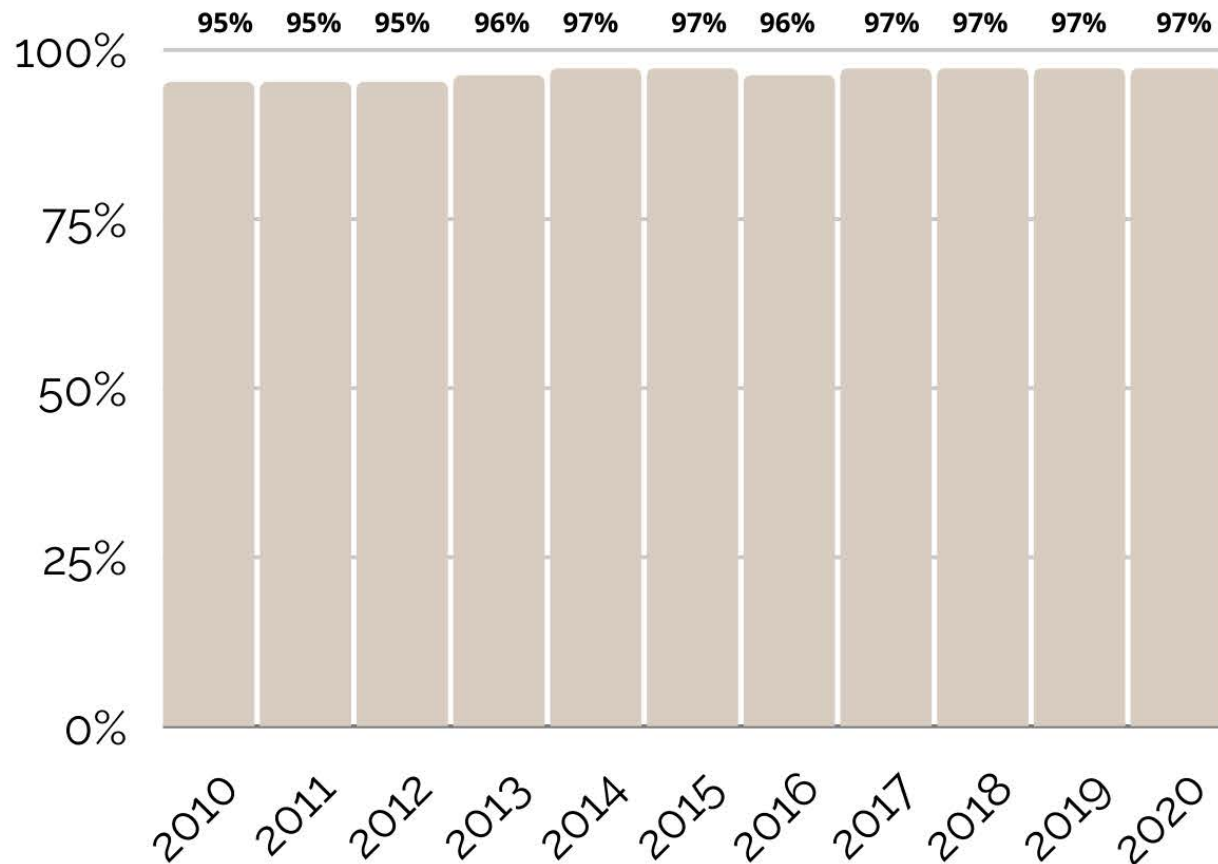


Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on Tompkins residential sales reported to Ithaca Board of Realtors 2020. Information deemed reliable but not guaranteed.



RESIDENTIAL:

TOMPKINS COUNTY AVERAGE SELL TO LIST %



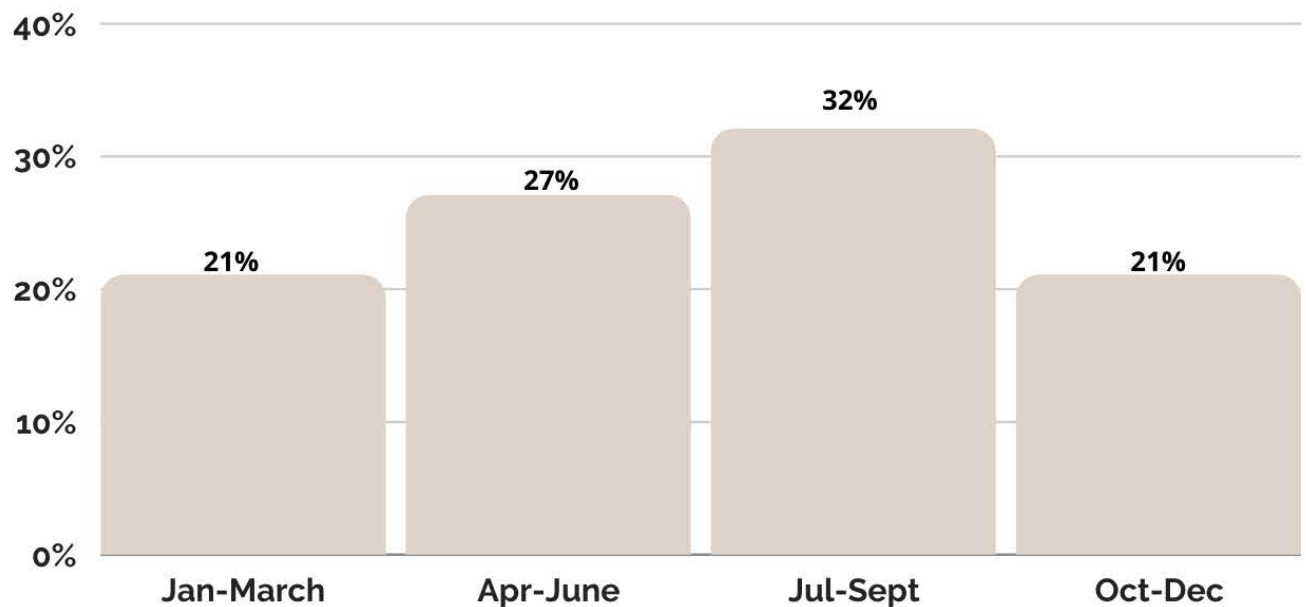
Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on Tompkins residential sales reported to Ithaca Board of Realtors 2020. Information deemed reliable but not guaranteed.



RESIDENTIAL:

WHEN HOMES GO UNDER CONTRACT - BY QUARTER

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



Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on total residential sales reported to Ithaca Board of Realtors 2020. Information deemed reliable but not guaranteed.



RESIDENTIAL SALES 2020

CORTLAND COUNTY SERVICE DATA

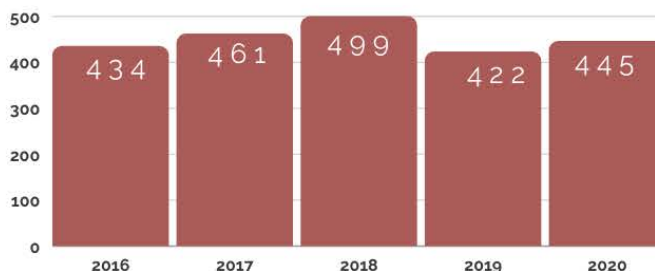
 Number of Homes Sold
445

 Average Selling Price
\$150,667

 Average Days on Market
53

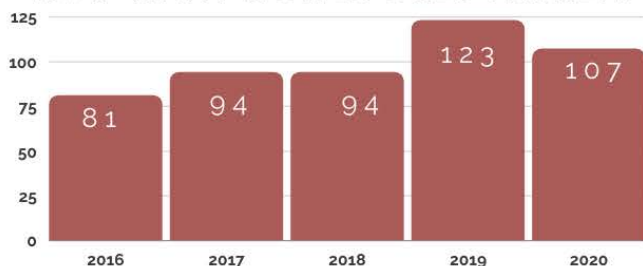
 Average List to Sell Ratio
99.3%

HOW MANY HOMES SELL YEARLY?



TIOGA COUNTY SERVICE DATA

HOW MANY HOMES SELL YEARLY?



 Number of Homes Sold
107

 Average Selling Price
\$163,332

 Average Days on Market
81

 Average List to Sell Ratio
95.9%

SCHUYLER COUNTY SERVICE DATA

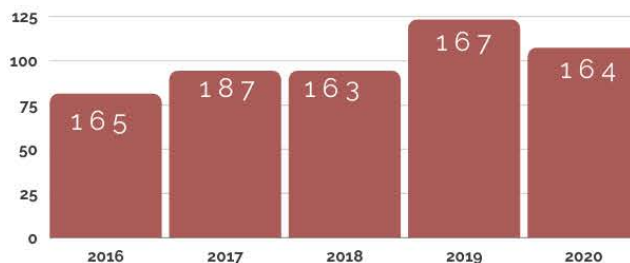
 Number of Homes Sold
164

 Average Selling Price
\$217,180

 Average Days on Market
66

 Average List to Sell Ratio
97.5%

HOW MANY HOMES SELL YEARLY?



CAYUGA LAKEFRONT:

ALL MULTIPLE LISTING SERVICE DATA

LAKEFRONT SALES 2020



Number of Homes Sold

49

Average Days on Market

139

Average Selling Price

\$577,623

Average List to Sell Ratio

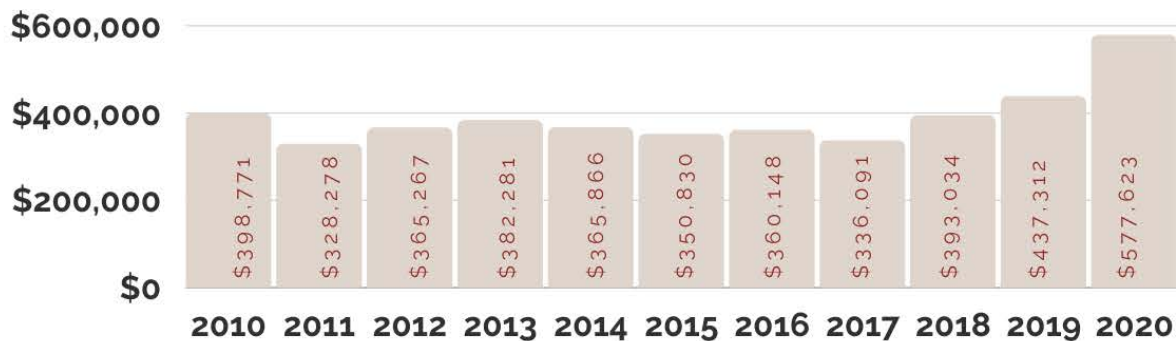
94%

Price Per Square Foot

\$307.76**Cayuga Lake**

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

AVERAGE RESIDENTIAL SALES PRICE, LAKEFRONT



CAYUGA LAKEFRONT:

TOMPKINS COUNTY DATA

CAYUGA LAKEFRONT SALES 2020



Number of Homes Sold

16

Average Days on Market

173

Average Selling Price

\$627,073

Average List to Sell Ratio

92%

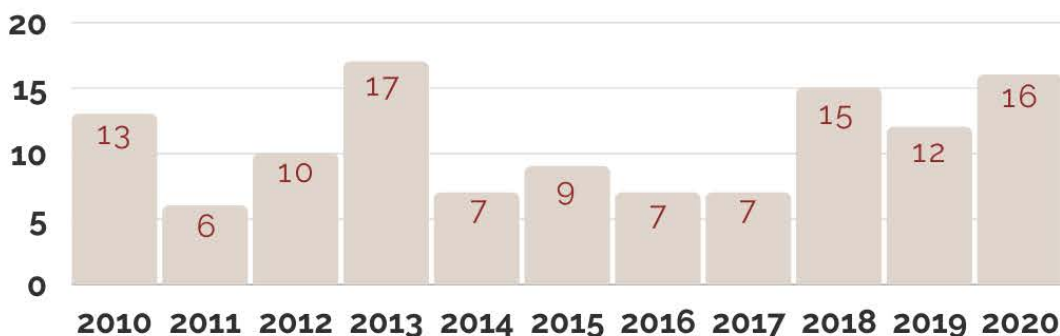
Median Selling Price

\$576,000**Cayuga Lake**

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?

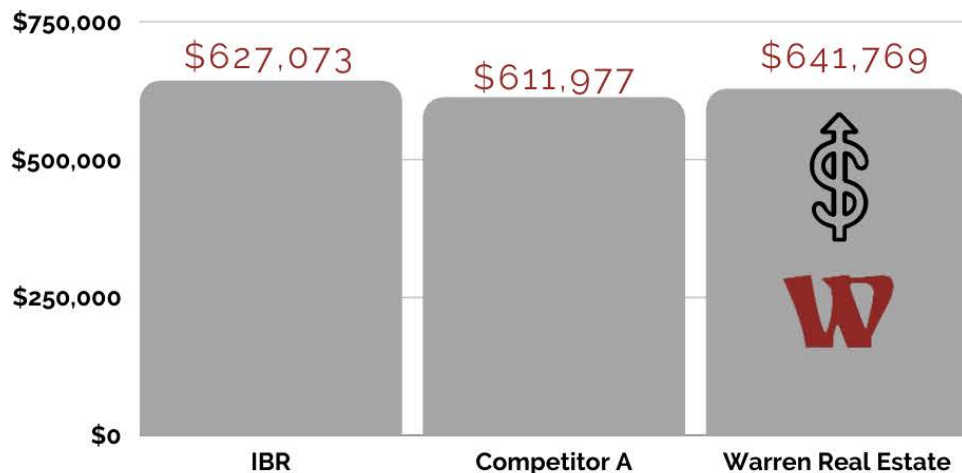


Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on Tompkins residential sales reported to Ithaca Board of Realtors 2020. Information deemed reliable but not guaranteed.

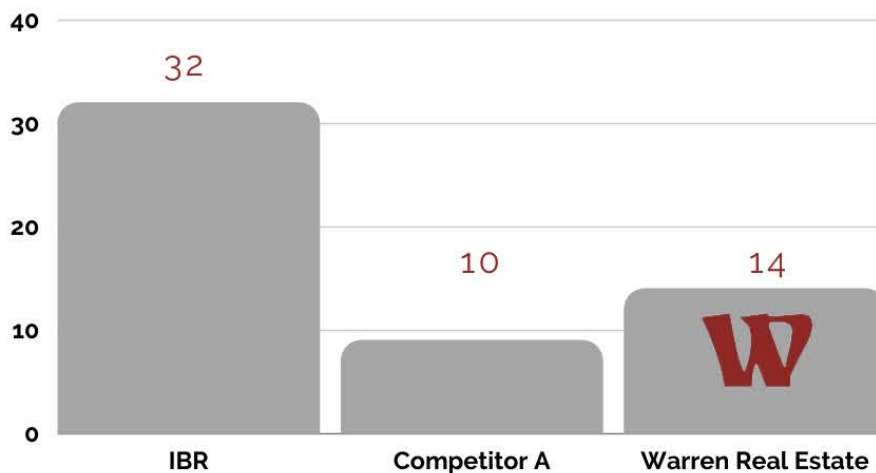
LAKEFRONT: THE WARREN ADVANTAGE

CHOOSING THE RIGHT COMPANY MAKES THE DIFFERENCE

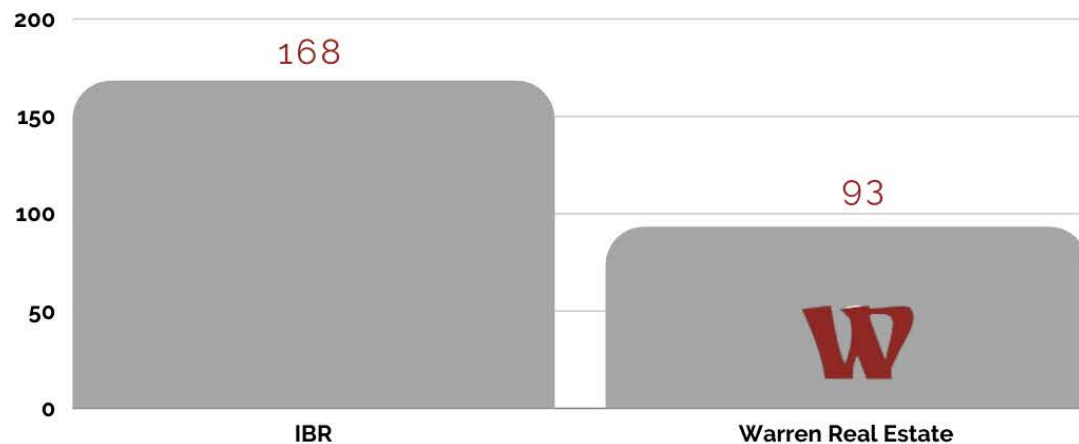
HIGHEST AVERAGE SALE PRICE



LAKEFRONT HOMES LISTED & SOLD



MEDIAN DAYS ON MARKET



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

MLS COMMERCIAL SALES 2020

Average Days on Market

81

Average List to Sell Ratio

87.9%



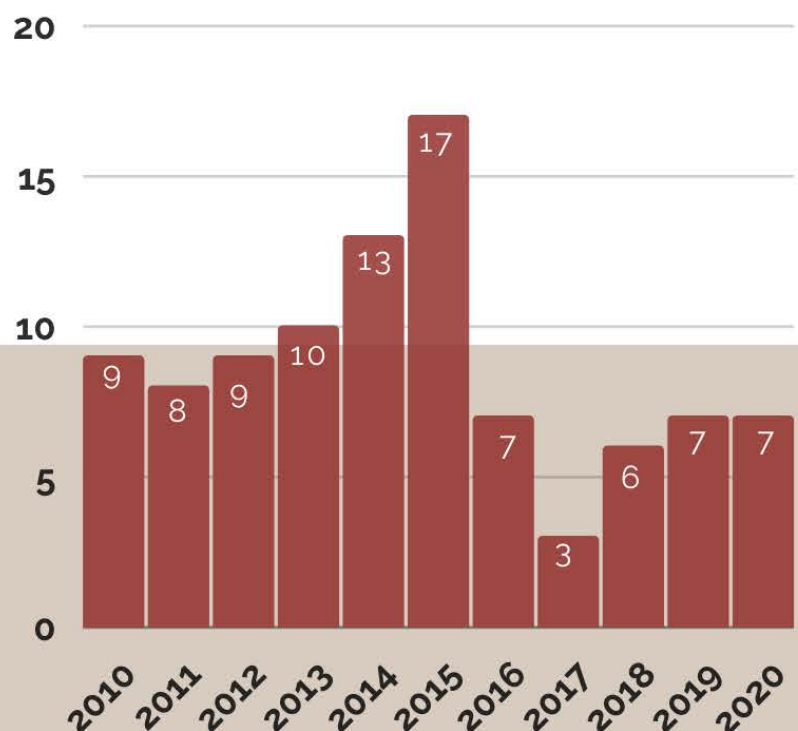
HOW MANY
COMMERCIAL
PROPERTIES SELL
ON MLS?

COMMERCIAL: TOMPKINS COUNTY

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
- Warehouse
- Wineries



LAND:

TOMPKINS COUNTY

Selling or Buying LAND? KNOW YOUR MARKET

The Finger Lakes is abundant with beautiful land. With over 68 years experience buying and selling 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 2020

Number of Properties Sold

76

Average Selling Price

\$89,996

Average Days on Market

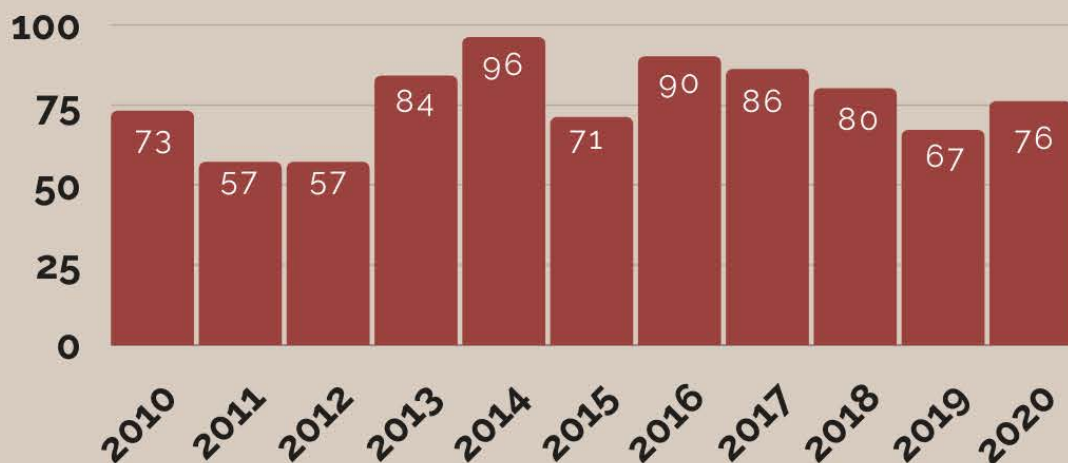
189

Average List to Sell Ratio

93%



HOW MANY LAND PROPERTIES SELL YEARLY?



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

NATION DATA (NAR) 2020

National buyer and seller trends derived from National Association of Realtors (NAR)
2020 Home Buyer and Seller Profile, a comprehensive annual study

BUYERS

9

The number of homes a typical buyer viewed over an 8 week period of time.

62%

The percent of home buyers who were married.

\$96,500

The average gross household income of a typical buyer.

SELLERS

89%

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

\$66,000

This year, sellers cited that their homes sold for a median of \$66k more than they purchased it for.

\$107,100

The average gross household income of a typical seller.

WARREN

68

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

150+

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

\$413

Millions of dollars in volume of sales in 2020.

WHAT BUYERS & SELLERS CAN EXPECT FROM THEIR WARREN AGENT:

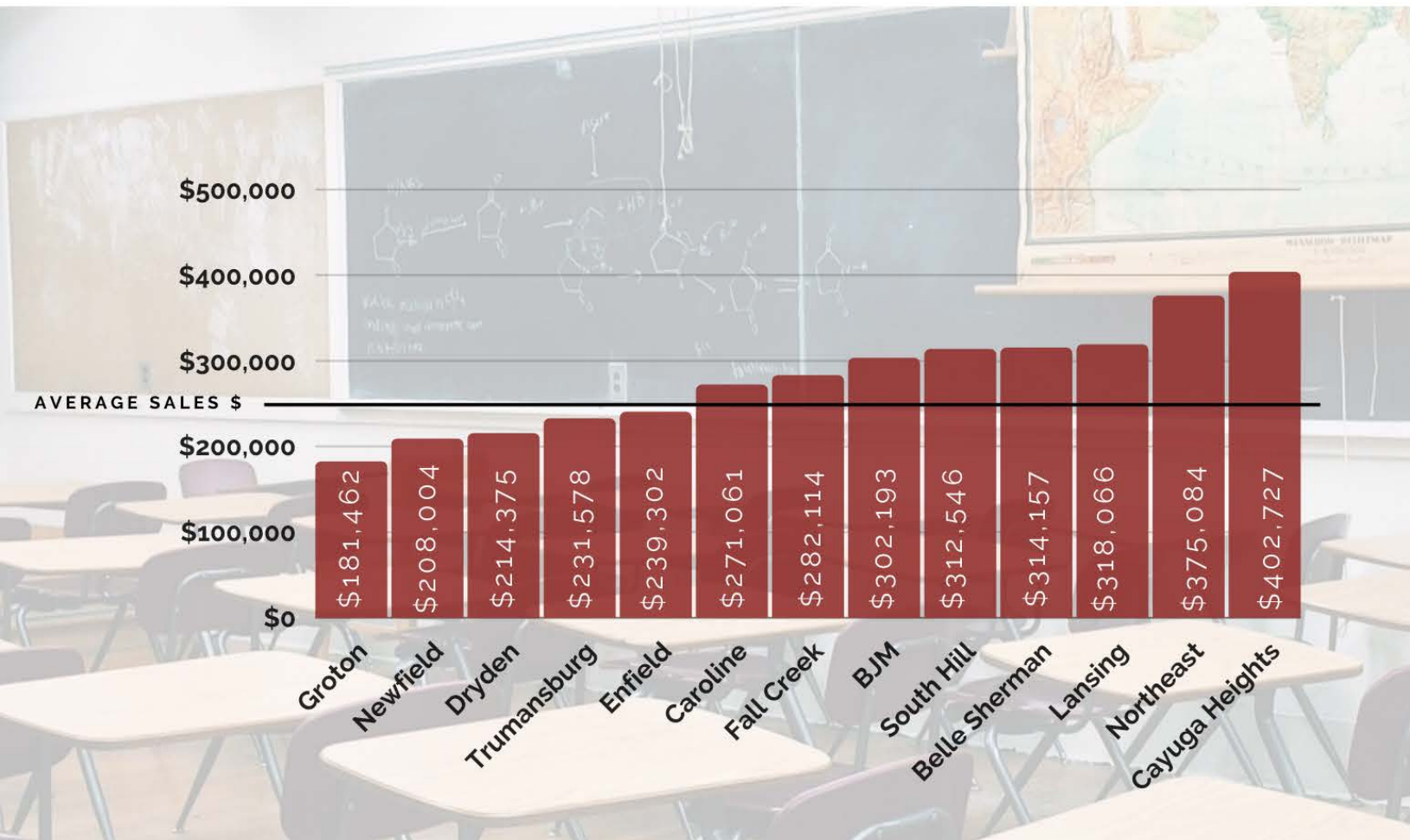
1. **Immediate Access/Response**
2. **Honesty & Trustworthiness**
3. **Experience & Education**
4. **Communication & Negotiation Skills**
5. **Professionalism**
6. **Neighborhood & Market Knowledge**
7. **Wide Network & Technical Skills**
8. **Price Guidance**



SCHOOL DISTRICT MARKET REPORT

AVERAGE SALES PRICE BY SCHOOL DISTRICT

2020 MARKET AVERAGE - \$266,431



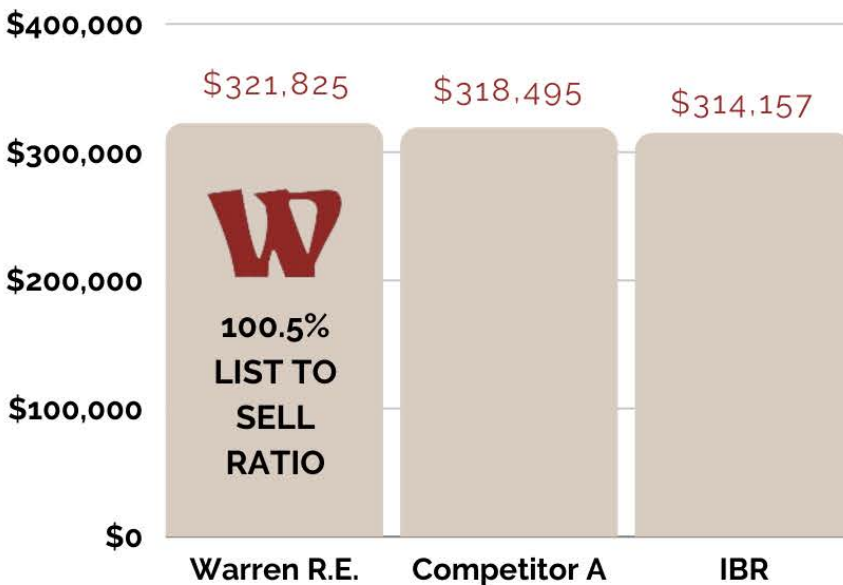
Source of Information: Ithaca Board of Realtors Multiple Listing Service. Statistics based on total residential sales reported to Ithaca Board of Realtors. Information deemed reliable but not guaranteed.



BELLE SHERMAN: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHEST
BELLE SHERMAN AVERAGE SALES



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

BELLE SHERMAN 2020

Number of Properties Sold

64

Average Selling Price

\$314,157

Average Days on Market

42

Average List to Sell Ratio

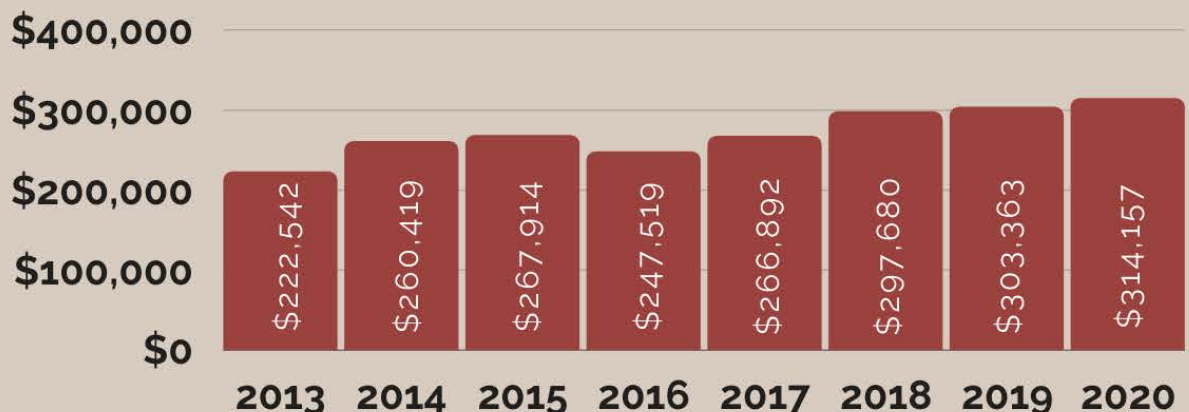
98.3%

Average Price per Sq. Ft.

\$183.70



BELLE SHERMAN TREND OF AVG. SELLING PRICE



BEVERLY J MARTIN 2020

Number of Properties Sold

42

Average Selling Price

\$302,193

Average Days on Market

35

Average List to Sell Ratio

97.7%

Average Price per Sq. Ft.

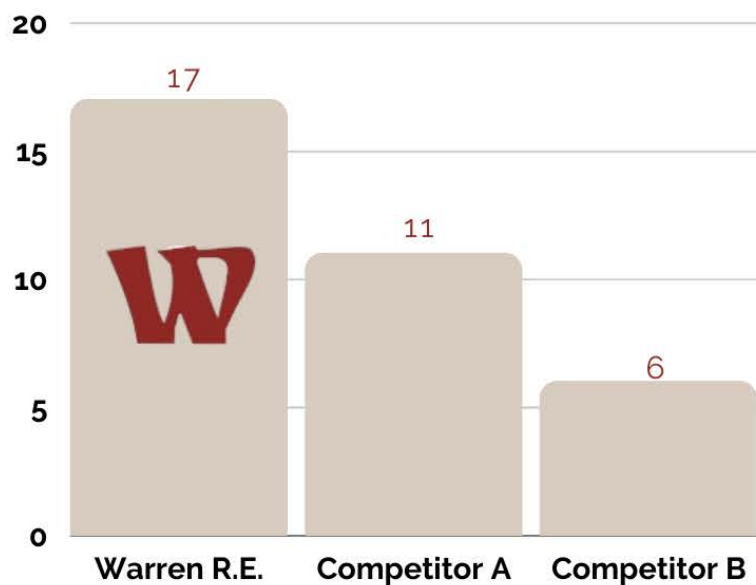
\$158.50



BEVERLY J MARTIN: MARKET OVERVIEW

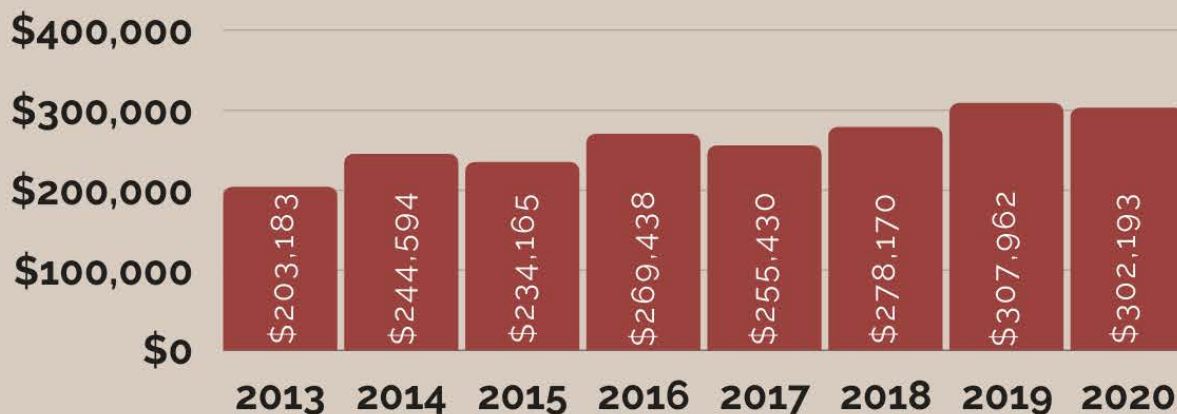
THE WARREN ADVANTAGE

MARKET LEADER WITH THE MOST SOLD
LISTINGS IN BJM



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

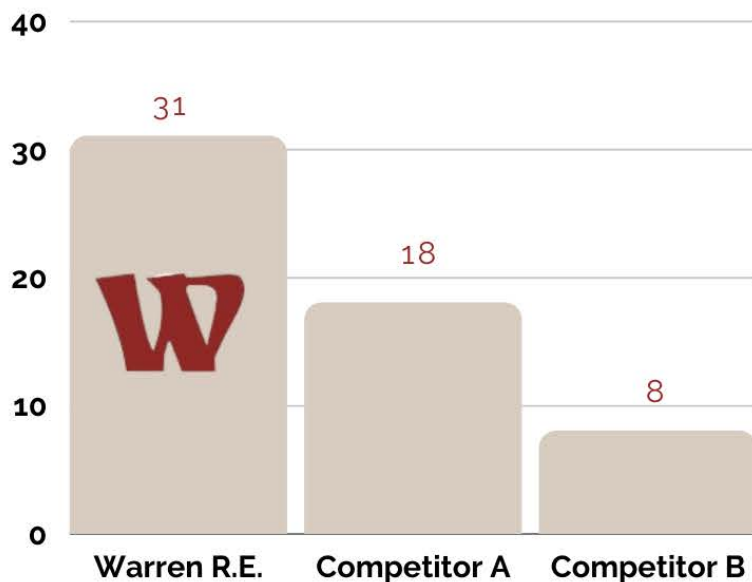
BEVERLY J MARTIN TREND OF AVG. SELLING PRICE



CAROLINE: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH THE MOST SOLD LISTINGS IN CAROLINE



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

CAROLINE 2020

Number of Properties Sold

63

Average Selling Price

\$271,061

Average Days on Market

70

Average List to Sell Ratio

97.1%

Average Price per Sq. Ft.

\$138.68



CAROLINE TREND OF AVG. SELLING PRICE



CAYUGA HEIGHTS 2020

Number of Properties Sold

63

Average Selling Price

\$402,727

Average Days on Market

53

Average List to Sell Ratio

97.5%

Average Price per Sq. Ft.

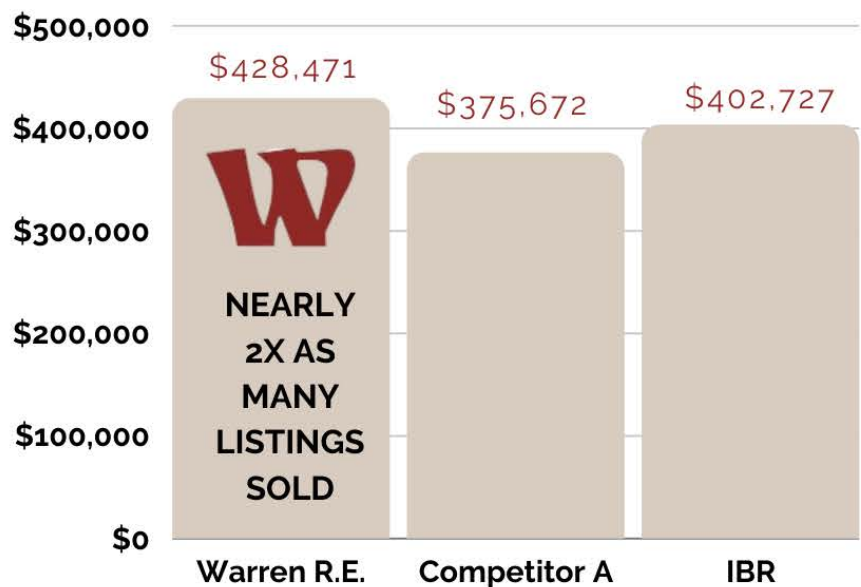
\$184.39



CAYUGA HEIGHTS: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHEST CAYUGA HEIGHTS
AVERAGE SALES & HIGHEST VOLUME



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

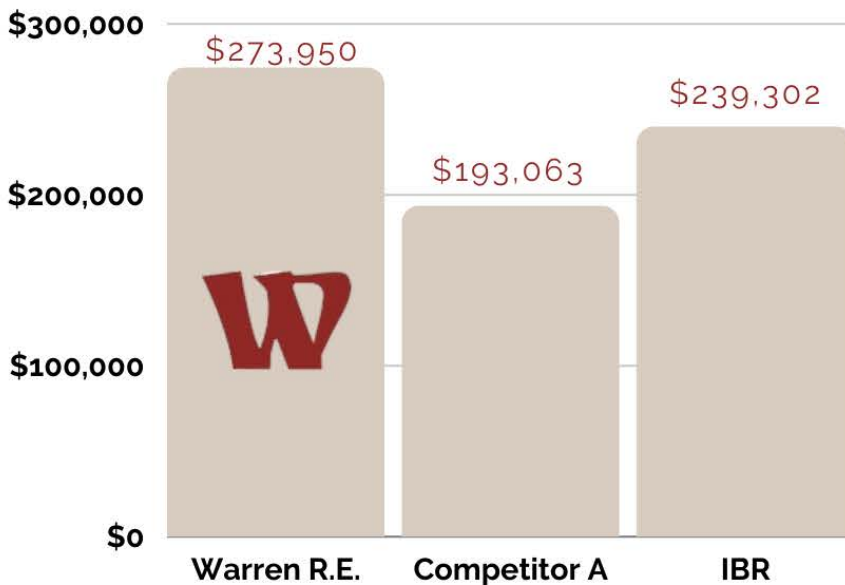
CAYUGA HEIGHTS TREND OF AVG. SELLING PRICE



ENFIELD: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHER AVERAGE SALES
PRICE OF ENFIELD LISTINGS SOLD



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

ENFIELD 2020

Number of Properties Sold

27

Average Selling Price

\$239,302

Average Days on Market

53

Average List to Sell Ratio

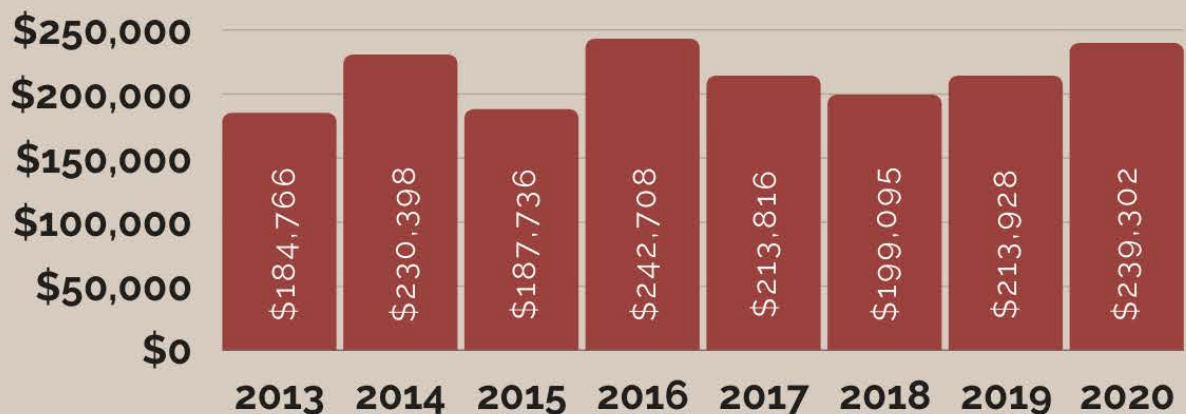
96.5%

Average Price per Sq. Ft.

\$129.38



ENFIELD TREND OF AVG. SELLING PRICE



FALL CREEK 2020

Number of Properties Sold

35

Average Selling Price

\$282,114

Average Days on Market

29

Average List to Sell Ratio

100.9%

Average Price per Sq. Ft.

\$191.80



FALL CREEK: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHER AVERAGE SALES
PRICE AND HIGHER LIST-TO-SELL RATIO



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

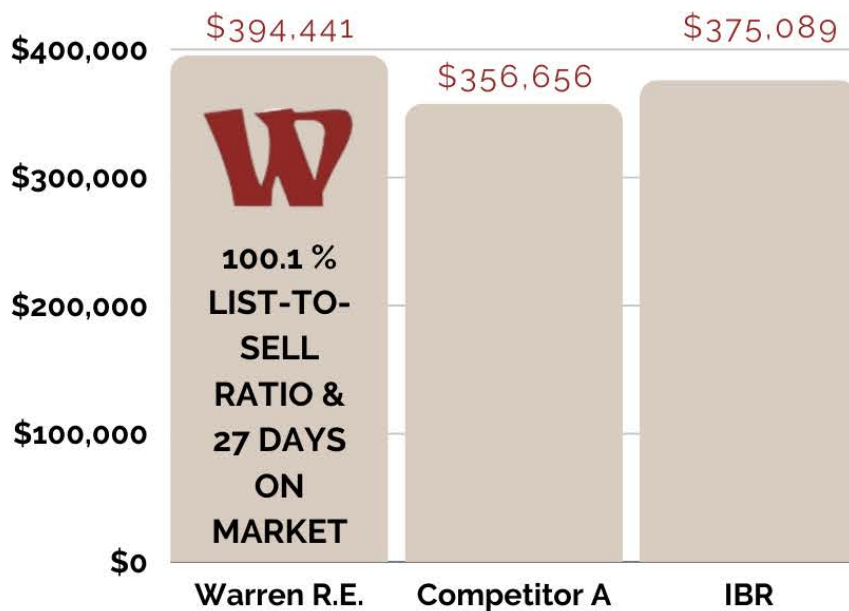
FALL CREEK TREND OF AVG. SELLING PRICE



NORTHEAST: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHEST LIST-TO-SELL RATIO
& FEWER DAYS ON MARKET



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

NORTHEAST 2020

Number of Properties Sold

34

Average Selling Price

\$375,084

Average Days on Market

111

Average List to Sell Ratio

98.5%

Average Price per Sq. Ft.

\$161.71



NORTHEAST TREND OF AVG. SELLING PRICE



SOUTH HILL 2020

Number of Properties Sold

61

Average Selling Price

\$312,546

Average Days on Market

53

Average List to Sell Ratio

98.1%

Average Price per Sq. Ft.

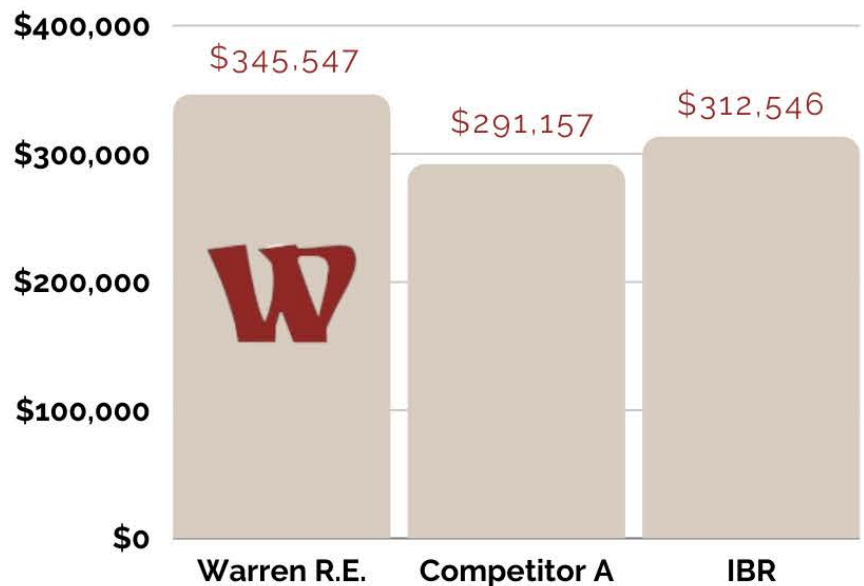
\$149



SOUTH HILL: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH 12% MORE LISTINGS &
HIGHEST LISTING SALES PRICE



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

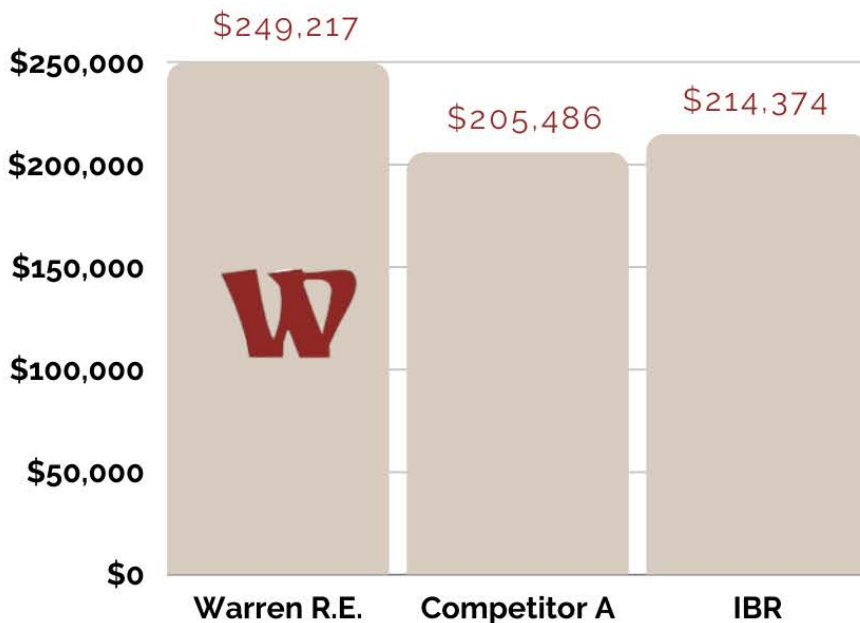
SOUTH HILL TREND OF AVG. SELLING PRICE



DRYDEN: MARKET OVERVIEW

THE **WARREN** ADVANTAGE

MARKET LEADER WITH HIGHEST AVG.
SALES PRICE



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

DRYDEN 2020

Number of Properties Sold

104

Average Selling Price

\$214,374

Average Days on Market

61

Average List to Sell Ratio

97.5%

Average Price per Sq. Ft.

\$120.59



DRYDEN TREND OF AVG. SELLING PRICE



GROTON 2020

Number of Properties Sold

33

Average Selling Price

\$181,462

Average Days on Market

80

Average List to Sell Ratio

96.2%

Average Price per Sq. Ft.

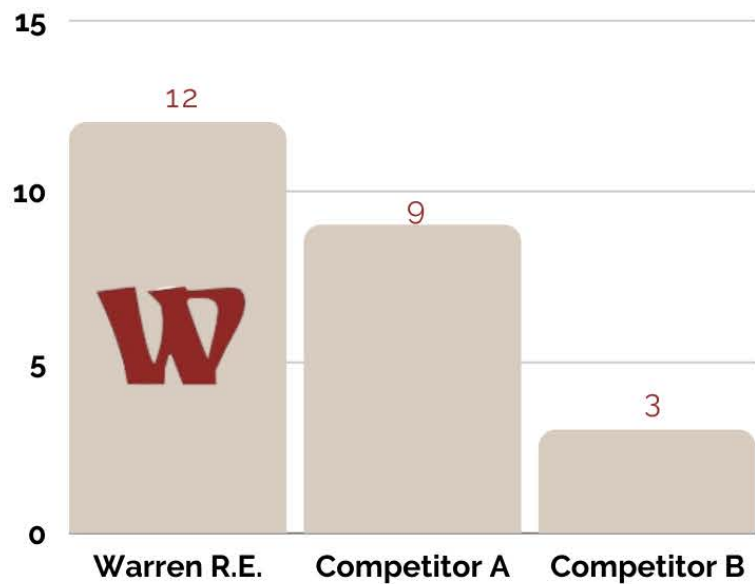
\$103.73



GROTON: MARKET OVERVIEW

THE **WARREN** ADVANTAGE

MARKET LEADER WITH MOST SOLD LISTINGS



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

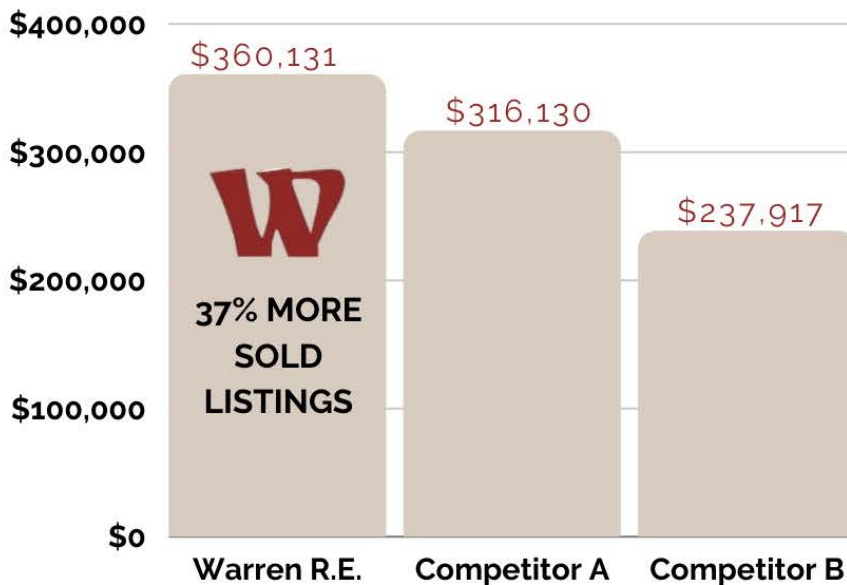
GROTON TREND OF AVG. SELLING PRICE



LANSING: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHEST AVERAGE SALE PRICE AND 37% MORE SOLD LISTINGS



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

LANSING 2020

Number of Properties Sold

87

Average Selling Price

\$318,066

Average Days on Market

71

Average List to Sell Ratio

96.8%

Average Price per Sq. Ft.

\$139.68



LANSING TREND OF AVG. SELLING PRICE



NEWFIELD 2020

Number of Properties Sold

32

Average Selling Price

\$208,004

Average Days on Market

91

Average List to Sell Ratio

98%

Average Price per Sq. Ft.

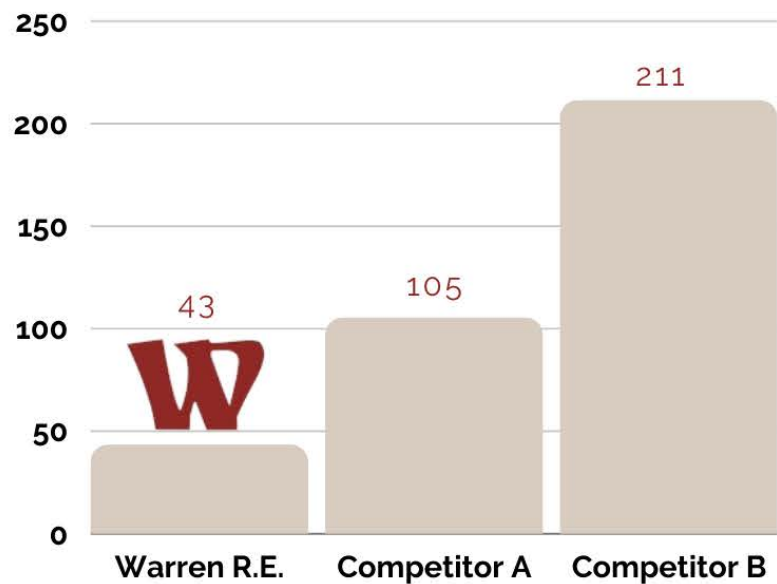
\$112.20



NEWFIELD: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHEST LIST-TO-SELL RATIO
AND FEWEST DAYS ON MARKET



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

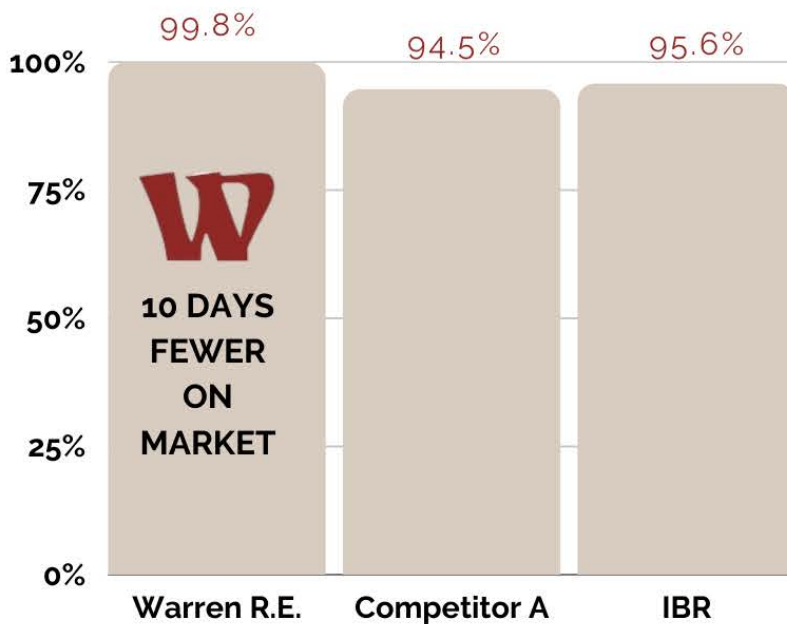
NEWFIELD TREND OF AVG. SELLING PRICE



TRUMANSBURG: MARKET OVERVIEW

THE WARREN ADVANTAGE

MARKET LEADER WITH HIGHEST AVG. SALES PRICE,
LIST-TO-SELL RATIO, AND PRICE PER SQ FT.



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

TRUMANSBURG 2020

Number of Properties Sold

70

Average Selling Price

\$231,578

Average Days on Market

59

Average List to Sell Ratio

95.6%

Average Price per Sq. Ft.

\$126.73



TRUMANSBURG TREND OF AVG. SELLING PRICE



WHY WARREN

MARKETING, SERVICES & BENEFITS

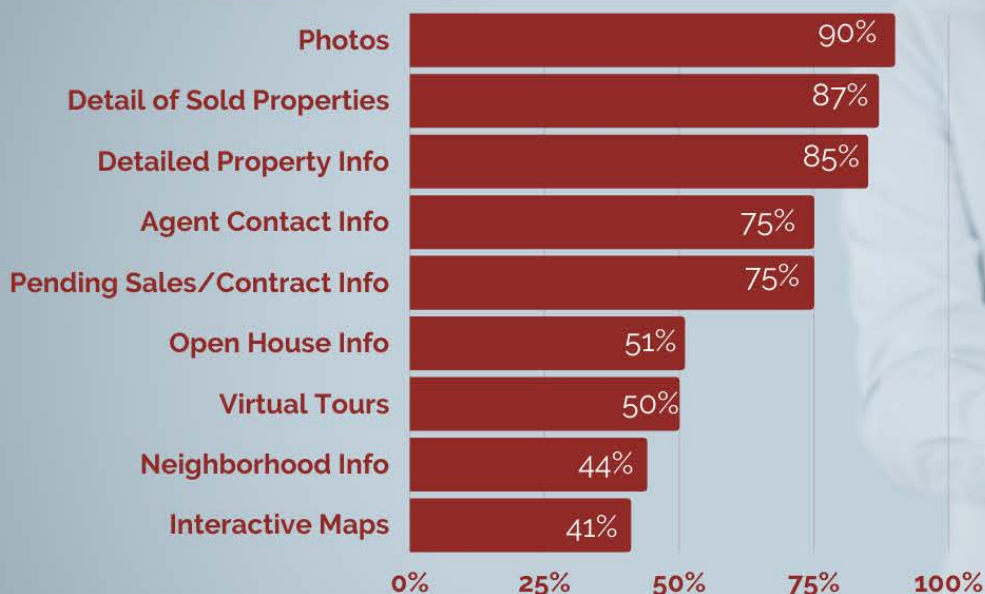


- **#1** Local, family owned Real Estate Company- established in 1953.
- **Highest** average sale price, **most** listings sold on the market.
- **Most skilled agents** in the area, highest per agent production for any large firm and more top agents than any other company.
- **Your OWN single property website** with premier syndication strategy.
- **Interoffice marketing strategies** - high networking & communication.
- **Comprehensive local market report.**
- **Offices open 6 days a week** with 5 full time managers and 9 Administrators.
- **Real Estate sign** promptly placed on property.
- **High quality** photography and brochures to maximize buyer appeal.
- **Listed on MLS**, exposing your listing to **all** the area's buyers.
- **Print advertising** in the your local newspaper.
- **Syndication** to hundreds of websites.
- **National** and **International** referral network.
- **Broker inspections** and **open houses** (sellers discretion).
- **Campaign** to potential buyers & sellers.
- **Provide feedback** if available and monitor showings.



In order to stay one step ahead, we must know consumers' needs and desires. Whether it is helping our sellers position their property online in the best possible way to reach their selling goals, or making it easier for buyers to search on our website, we always do our homework first! Let our team of experts guide you through the process.

WHAT ARE ONLINE BUYERS LOOKING FOR?



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

ITHACA ACCOLADES

TOP MEDIA MENTIONS

OCTOBER 2019: ITHACA FEATURED IN "BEST SMALL CITIES IN AMERICA TO VISIT FOR A WEEKEND" ON THRILLEST TRAVEL.

JUNE 2019: ITHACA NAMED ONE OF THE "TOP 10 AMERICAN CITIES FOR FAMILY-FRIENDLY TRAVEL" BY FORBES.COM

MARCH 2019: ITHACA NAMED TO THE "TOP 100 BEST PLACES TO LIVE" LIST BY LIVABILITY.COM.

JULY 2018: ITHACA NAME THE PRETTIEST TOWN IN NY ON ARCHITECTURAL DIGEST'S LIST OF "THE PRETTIEST TOWN IN EVERY US STATE".

APRIL 2018: ITHACA NAMED TO CARRENTALS.COM'S "FAVORITE FAMILY ROAD TRIP DESTINATIONS" LIST.

MARCH 2018: FIRELIGHT CAMPS MENTIONED IN LIST OF "10 LUXURY GLAMPING RESORTS THAT UP-THE-ANTE ON STYLE & COMFORT" BY JETSETTER.COM.

MARCH 2018: ITHACA CHOSEN AS A "2018 FEATURED DESTINATION" ON DATINGADVICE.COM. MARCH 2018: ITHACA NAMED TO THE "TOP 100 BEST PLACES TO LIVE" LIST BY LIVABILITY.COM.

FEBRUARY 2018: ITHACA NAMED TO A LIST OF THE "TOP 50 MOST UNDERRATED CITIES TO VISIT IN THE US" BY THRILLEST TRAVEL

DECEMBER 2017: FIRELIGHT CAMPS WAS CHOSEN AS THE "BEST YOGA RETREAT IN NEW YORK" BY SHAPE.COM.

2017: ITHACA WAS AWARDED THE TITLE OF ONE OF THE UNITED STATES' TOP EMERGING NATURE DESTINATIONS AT THE LUXURY TRAVEL GUIDE AWARDS.

JANUARY 2017: ITHACA BEER COMPANY'S 'FLOWER POWER IPA' WAS NAMED ONE OF THE "25 MOST IMPORTANT CRAFT BEERS EVER BREWED" BY FOOD & WINE MAGAZINE.



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