

**Ithaca Board of REALTORS®
Year-to-Date Statistics Report
December 2010**

	December 2007	December 2008	December 2009	December 2010
All Residential Properties:				
Closed Sales:	67	60	59	53
Dollar Volume:	\$14,242,768	\$12,510,459	\$11,167,075	\$9,639,178
Average Selling Price:	\$212,579	\$208,508	\$189,272	\$183,097
Median Selling Price:	\$175,000	\$190,500	\$158,000	\$162,500
Average Days on Market (Listing Date to Closing Date):	155	171	159	177
Average Days on Market (Listing Date to Contract Date):	75	67	72	112
Average Selling Price to List Price:	93.89%	92.29%	93.88%	92.89%
New Listings	58	54	66	54
Average Active Listings (New and Current)	522	603	611	596
Average Listings Under Contract (New and Current)	167	79	83	81

	December 2007	December 2008	December 2009	December 2010
All Property Types:				
Closed Sales:	77	76	65	61
Residential	67	60	59	53
Land	7	12	5	8
Commercial-Industrial	3	2	0	0
Multi-Family	0	2	1	0
Dollar Volume:	\$15,053,268	\$14,011,859	\$11,699,075	\$10,190,178
Residential	\$14,242,768	\$12,510,459	\$11,167,075	\$9,639,178
Land	\$385,500	\$826,000	\$357,000	\$551,000
Commercial-Industrial	\$425,000	\$284,900	\$0	\$0
Multi-Family	\$0	\$390,500	\$175,000	\$0
Average Active Listings (New and Current)	926	934	1010	939
Average Listings Under Contract (New and Current)	235	117	119	98

Ithaca Board of REALTORS®
Year-to-Date Statistics Report
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	Dec-09	Dec-10	Percent Change	December 2009 Year -to-Date	December 2010 Year-to-date	Percent Change	2008 - 2009	2009 - 2010	Percent Change
All Residential Properties:									
Closed Sales:	59	53	-10%	822	855	4%	822	855	4%
Dollar Volume:	\$11,167,075	\$ 9,639,178	-14%	\$ 156,369,828	\$171,991,935	10%	\$ 156,369,828	\$171,991,935	10%
Average Selling Price:	\$189,272	\$183,097	-3%	\$183,841	\$199,394	8%	\$183,841	\$199,394	8%
Median Selling Price:	\$158,000	\$162,500	3%	\$161,000	\$171,200	6%	\$161,000	\$171,200	6%
Average Days on Market (Listing Date to Closing Date):	159	177	11%	150	149	-1%	150	149	-1%
Average Days on Market (Listing Date to Contract Date):	72	112	56%	71	79	12%	71	79	11%
Average Selling Price to List Price:	93.88%	92.89%	-1%	94.06%	94.00%	0%	94.06%	94.00%	0%
New Listings	66	54	-18%	1743	1780	2%	1743	1780	2%
Average Active Listings (New and Current)	611	596	-2%	754	728	-3%	754	728	-3%
Average Listings Under Contract (New and Current)	83	81	-2%	103	113	10%	103	113	10%

	Dec-09	Dec-10	Percent Change	2009 Year -to-Date	2010 Year-to-date	Percent Change	2008 - 2009	2009 - 2010	Percent Change
All Property Types:									
Closed Sales:	65	61	-6%	926	999	8%	926	999	8%
Residential	59	53	-10%	822	855	4%	822	855	4%
Land	5	8	60%	69	119	72%	69	119	72%
Commercial-Industrial	0	0	#DIV/0!	11	11	0%	11	11	0%
Multi-Family	1	0	-100%	24	14	-42%	24	14	-42%
Dollar Volume:	\$11,699,075	\$10,190,178	-13%	\$168,114,828	\$185,682,868	10%	\$168,114,828	\$185,682,868	10%
Residential	\$11,167,075	\$9,639,178	-14%	\$156,369,828	\$171,991,935	10%	\$156,369,828	\$171,991,935	10%
Land	\$357,000	\$551,000	54%	\$4,451,150	\$7,460,158	68%	\$4,451,150	\$7,460,158	68%
Commercial-Industrial	\$0	\$0	#DIV/0!	\$2,253,900	\$2,192,900	-3%	\$2,253,900	\$2,192,900	-3%
Multi-Family	\$175,000	\$0	-100%	\$5,039,950	\$4,037,875	-20%	\$5,039,950	\$4,037,875	-20%
Average Active Listings (New and Current)	1010	939	-7%	1128	1151	2%	1128	1151	2%
Average Listings Under Contract (New and Current)	119	98	-18%	131	146	11%	131	146	11%

**Ithaca Board of Realtors ®
2010 Annual Statistics Report**

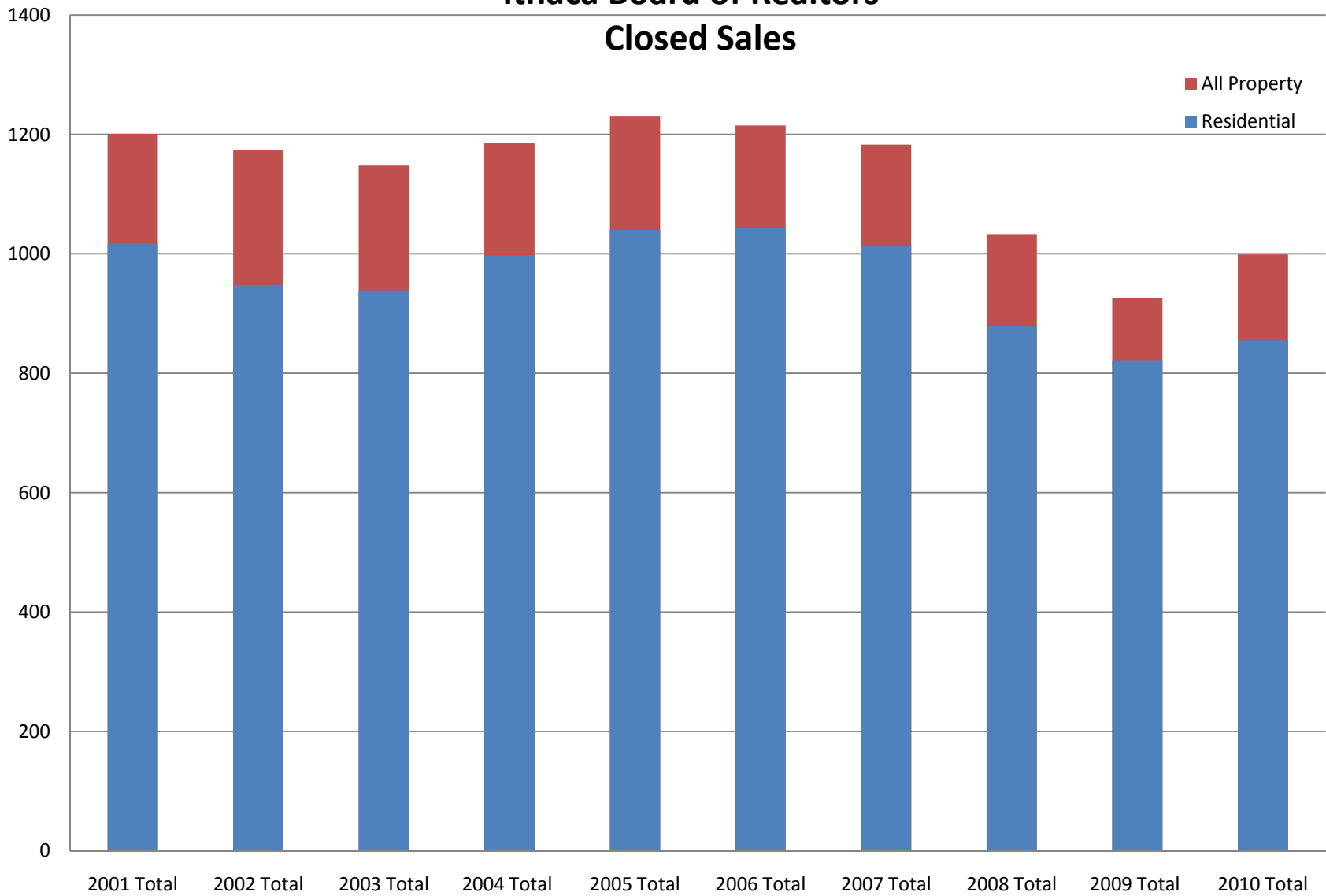
All Residential Properties:	2001 Total	2002 Total	2003 Total	2004 Total	2005 Total	2006 Total	2007 Total	2008 Total	2009 Total	2010 Total	09-10 Percent Change	01-10 Percent Change
Closed Sales:	1019	948	939	997	1040	1,044	1,012	879	822	855	4%	-16%
Dollar Volume:	\$122,522,478	\$125,430,038	\$141,772,220	\$167,291,516	\$191,387,547	\$201,846,386	\$192,200,829	\$178,689,314	\$156,369,828	\$171,991,935	10%	40%
Average Selling Price:	\$117,206	\$128,294	\$146,634	\$163,072	\$180,433	\$188,426	\$184,781	\$201,892	\$183,841	\$199,394	8%	70%
Median Selling Price:	\$96,000	\$106,050	\$124,725	\$140,000	\$150,750	\$162,250	\$177,450	\$170,750	\$161,000	\$171,250	6%	78%
Average Days on Market (Listing Date to Closing Date):	181	153	141	133	137	138	136	141	150	149	-1%	-17%
Average Days on Market (Listing Date to Contract Date):	109	81	66	62	67	68	69	71	71	79	12%	-27%
Average Selling Price to List Price:	94.35%	95.30%	95.87%	96.48%	96.13%	95.87%	95.24%	95.04%	94.06%	94.00%	0%	0%
New Listings	1478	1391	1399	1675	1824	1957	1813	1787	1743	1780	2%	20%
Average Active Listings (New and Current)	Data not available			503	575	645	658	738	754	728	-3%	
Average Listings Under Contract (New and Current)				132	153	162	172	107	103	113	10%	
All Property Types:	2001 Total	2002 Total	2003 Total	2004 Total	2005 Total	2006 Total	2007 Total	2008 Total	2009 Total	2010 Total	09-10 Percent Change	01-10 Percent Change
Closed Sales:	1201	1174	1148	1186	1231	1,215	1,183	1,033	926	999	8%	-17%
Residential	1019	948	939	997	1040	1,044	1,012	879	822	855	4%	-16%
Land	137	177	172	126	141	113	114	114	69	119	72%	-13%
Commercial-Industrial	11	6	9	17	18	15	21	12	11	11	0%	0%
Multi-Family	34	43	28	46	32	43	36	28	24	14	-42%	-59%
Dollar Volume:	\$134,425,343	\$138,442,235	\$155,129,920	\$188,823,796	\$209,105,021	\$223,696,721	\$211,917,497	\$197,403,557	\$168,114,828	\$185,682,868	10%	38%
Residential	\$122,522,478	\$125,430,038	\$141,772,220	\$167,291,516	\$191,387,547	\$201,846,386	\$192,200,829	\$178,689,314	\$156,369,828	\$171,991,935	10%	40%
Land	\$3,691,224	\$5,009,643	\$6,266,200	\$6,367,373	\$8,184,922	\$7,285,785	\$7,758,018	\$8,589,143	\$4,451,150	\$7,460,158	68%	102%
Commercial-Industrial	\$3,028,400	\$727,500	\$2,253,500	\$2,533,900	\$3,615,400	\$2,683,500	\$4,874,900	\$2,888,700	\$2,253,900	\$2,192,900	-3%	-28%
Multi-Family	\$5,183,241	\$7,275,054	\$4,838,000	\$12,631,007	\$5,917,152	\$11,881,050	\$7,083,750	\$7,236,400	\$5,039,950	\$4,037,875	-20%	-22%
Average Active Listings (New and Current)	1196	904	738	794	898	1045	1059	1145	1128	1151	2%	-4%
Average Listings Under Contract (New and Current)	Data not available			195	199	205	236	148	131	146	11%	

Source: Ithaca Board of Realtors ®

Note: The data relating to real estate sales comes from the Ithaca Board of Realtors ® Multiple Listing Services. Information deemed reliable, but not guaranteed.

Ithaca Board of Realtors®

Closed Sales

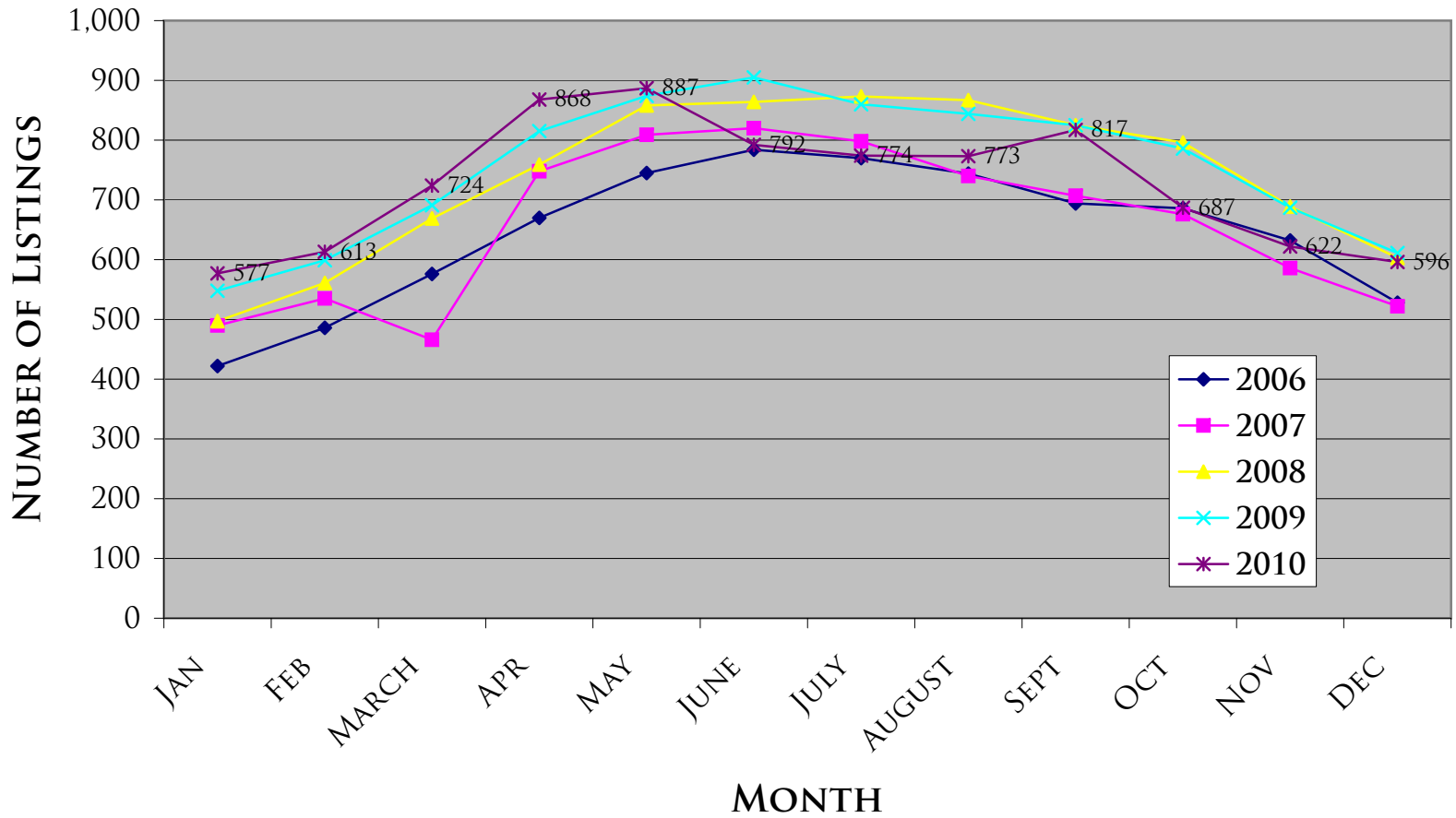




AVERAGE ACTIVE RESIDENTIAL LISTINGS PER MONTH (2006-2010)

Developed By: Tammarion Lam, Warren Real Estate

Source of data relating to real estate: Ithaca Board of Realtors® Multiple Listing Service,
Information Deemed Reliable but not guaranteed



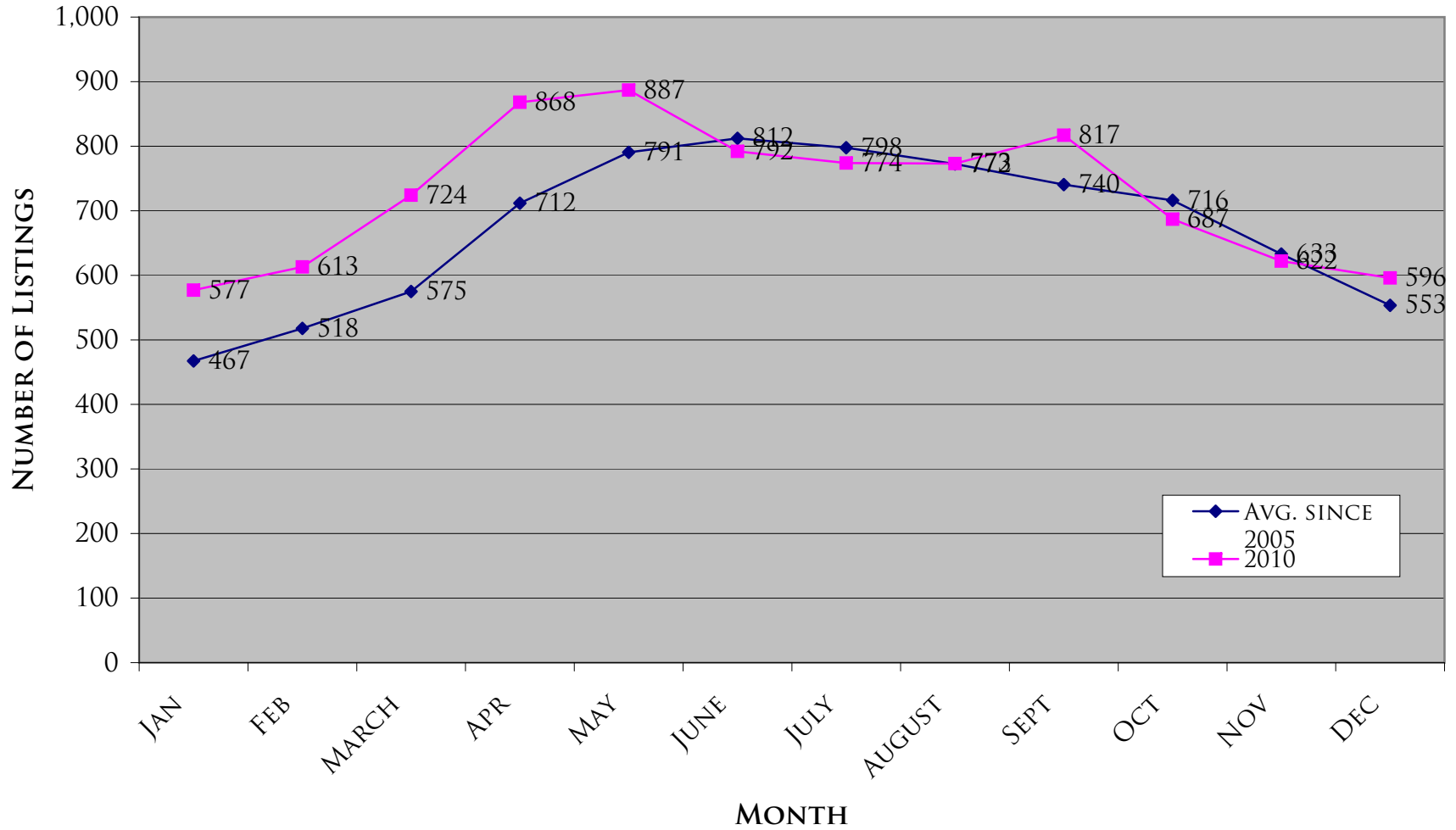


AVERAGE ACTIVE RESIDENTIAL LISTINGS PER MONTH (2005-2010)

Developed By: Tammarion Lam, Warren Real Estate

Source of information relating to real estate: Ithaca Board of Realtors® Multiple Listing Service,

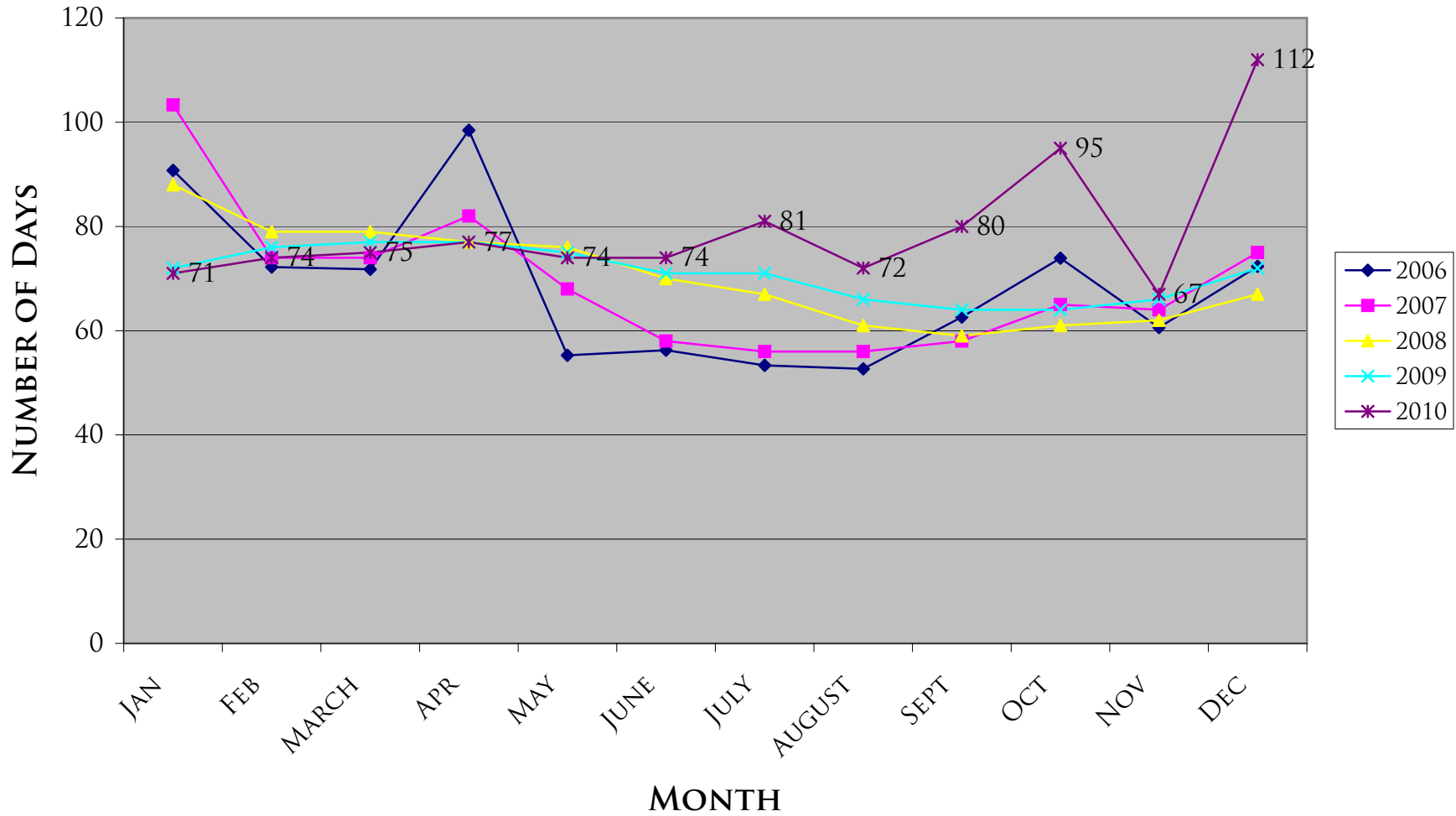
Information deemed reliable but not guaranteed





RESIDENTIAL AVERAGE DAYS ON MARKET (LIST TO CONTRACT)

Developed By: Tammarion Lam, Warren Real Estate
Source of data relating to real estate: Ithaca Board of Realtors®,
Information deemed reliable but not guaranteed

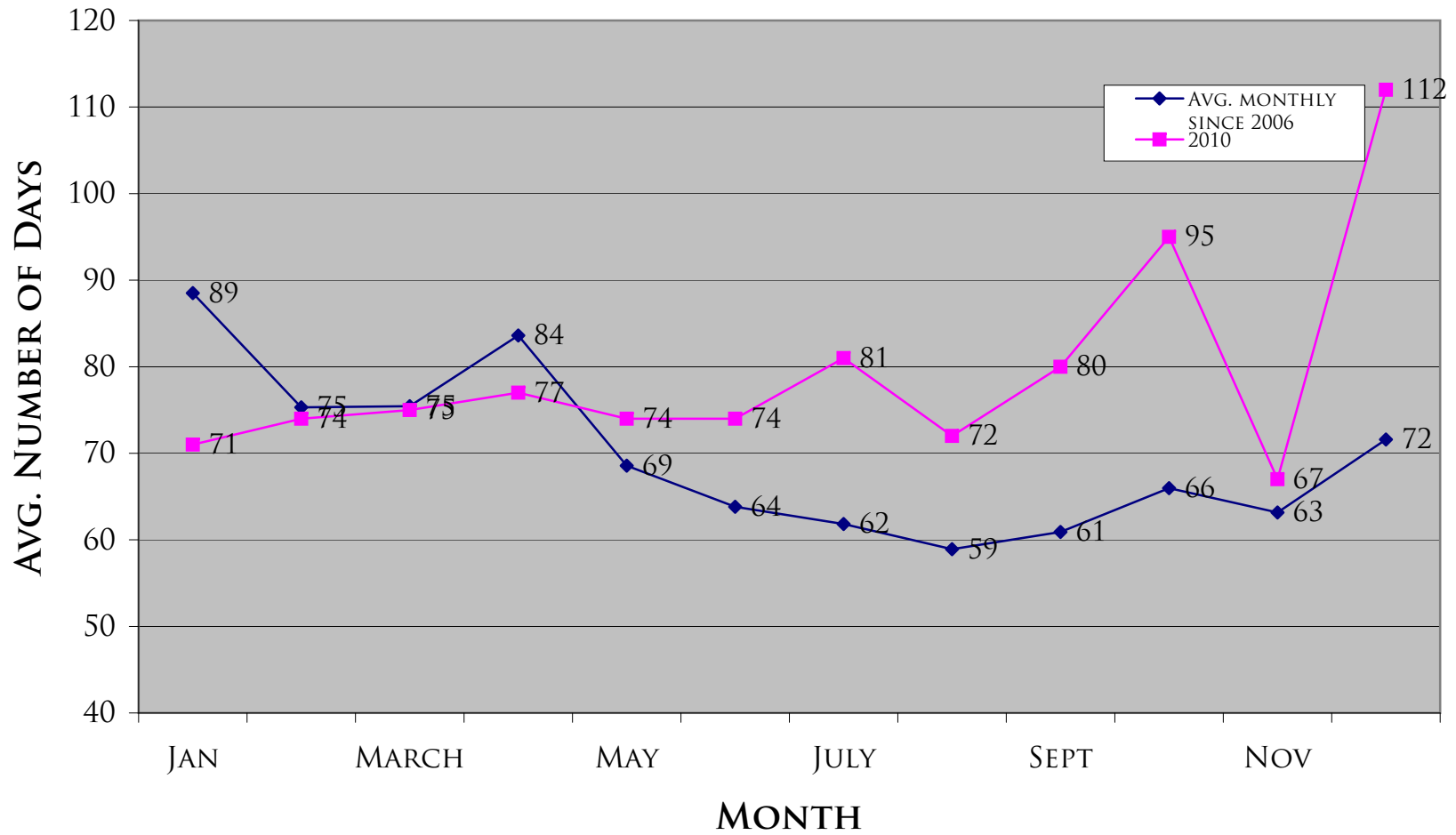




RESIDENTIAL AVG. DAYS ON MARKET (LIST TO CONTRACT)

Developed By: Tammarion Lam, Warren Real Estate

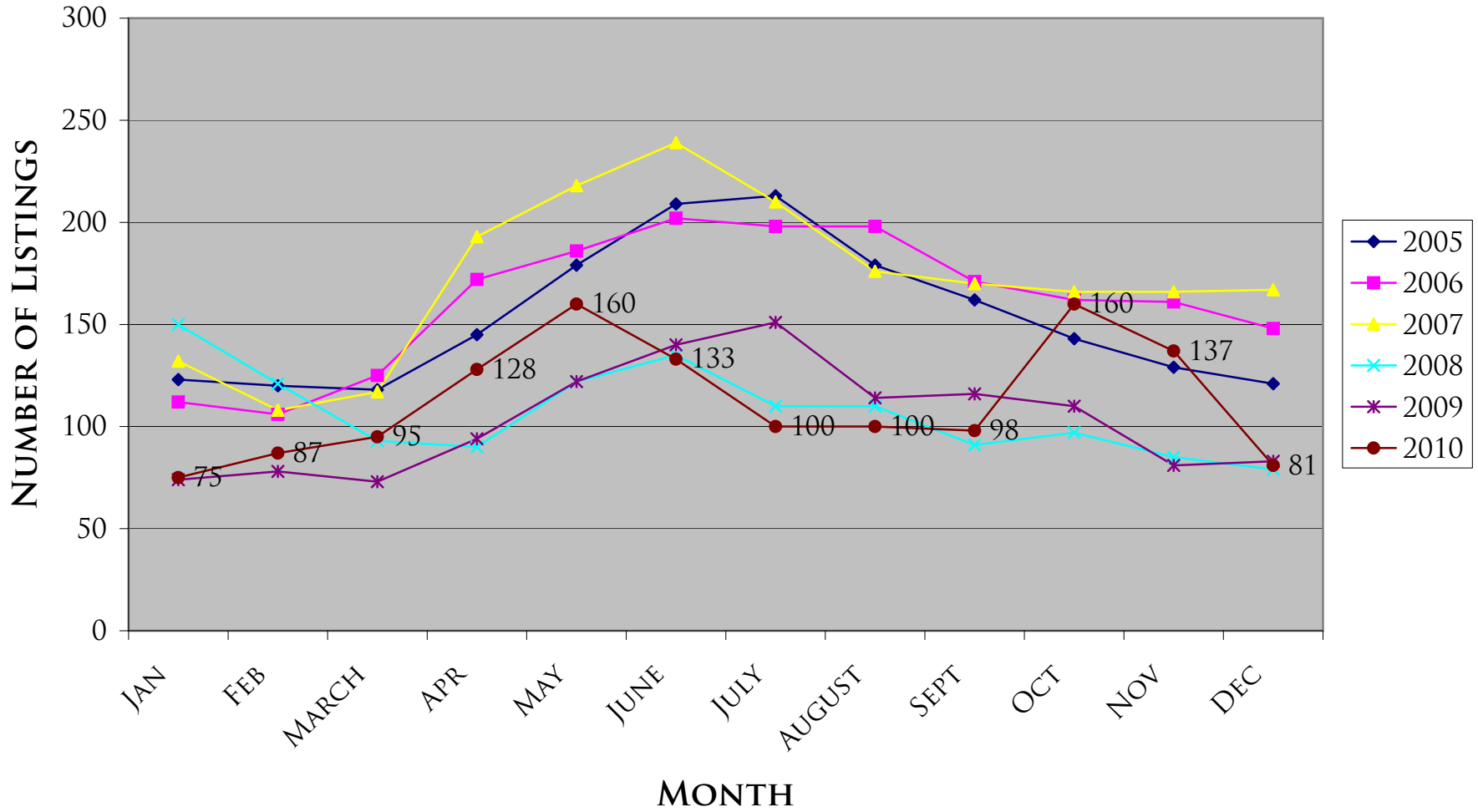
Source of data relating to real estate: Ithaca Board of Realtors® Multiple Listings Service,
Information deemed reliable but not guaranteed





AVERAGE RESIDENTIAL LISTINGS UNDER CONTRACT (NEW AND CURRENT)

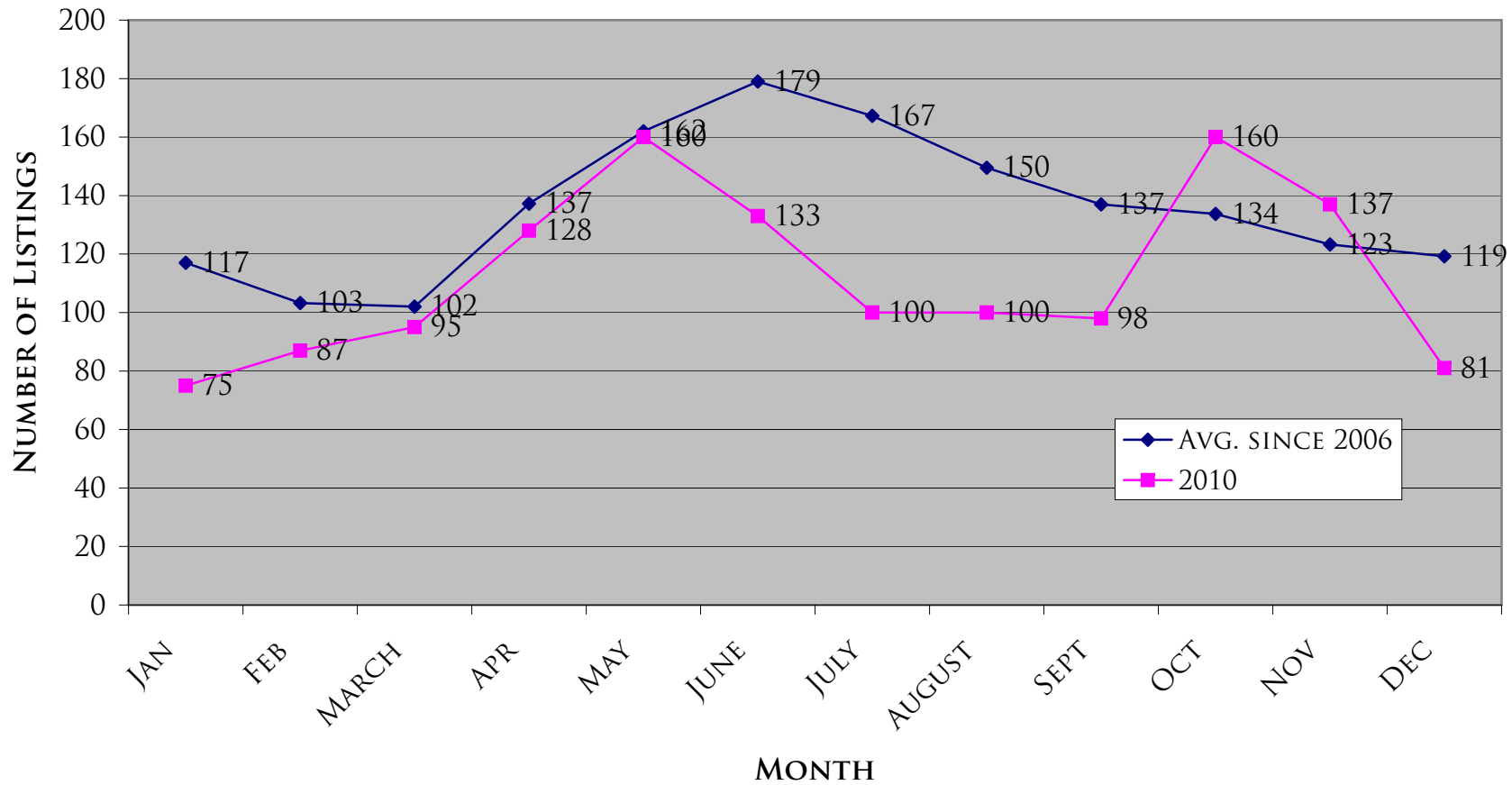
Developed By: Tammarion Lam, Warren Real Estate
Source of data relating to real estate: Ithaca Board of Realtors®,
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AVERAGE RESIDENTIAL LISTINGS UNDER CONTRACT (NEW AND CURRENT)

Developed By: Tammarion Lam, Warren Real Estate
Information relating to real estate: Ithaca Board of Realtors®,
Information deemed reliable but not guaranteed



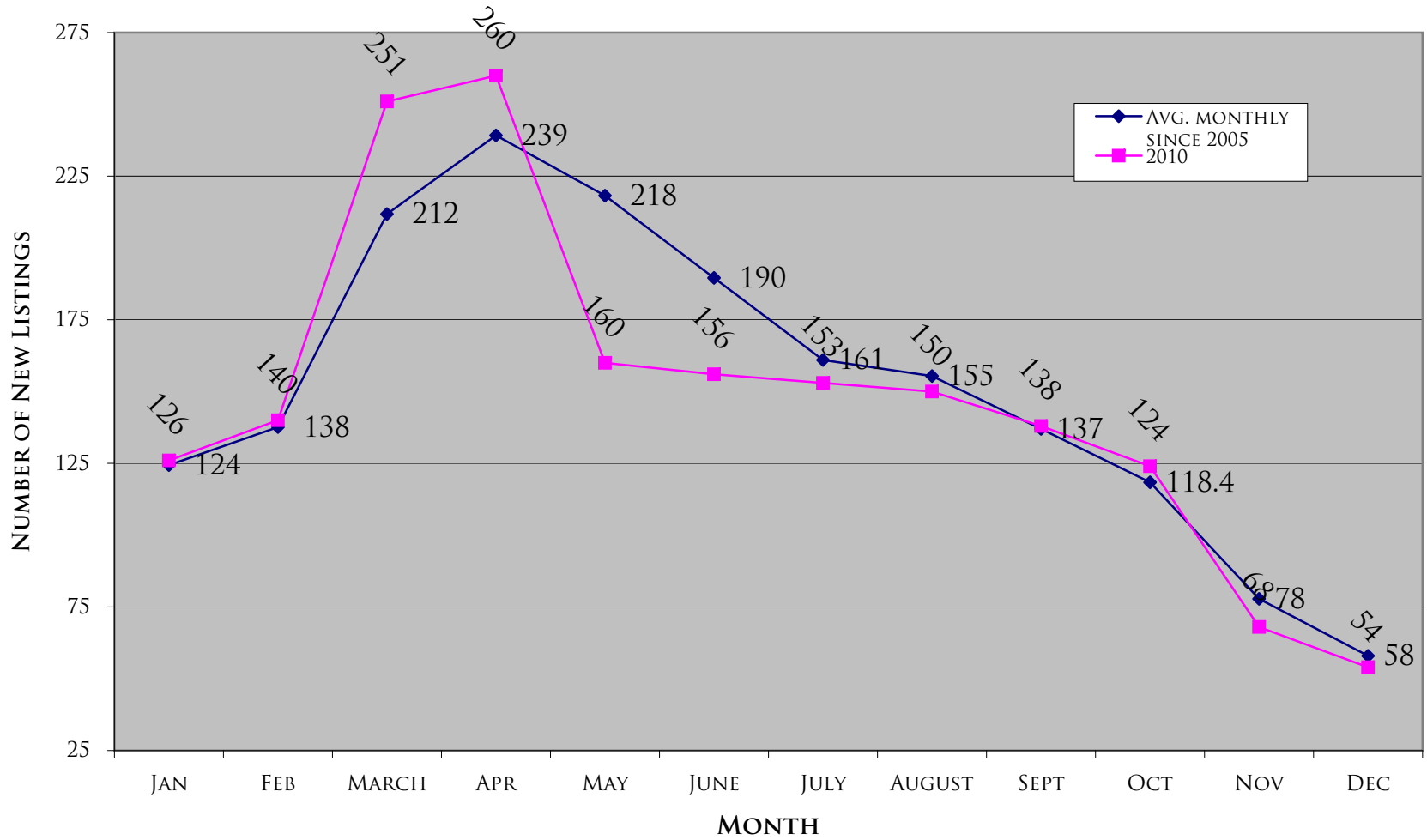


NUMBER OF NEW RESIDENTIAL LISTINGS PER MONTH (YEAR OVER YEAR)

Developed By: Tammarion Lam, Warren Real Estate

Source of data relating to real estate: Ithaca Board of Realtors® Multiple Listing Service,

Information deemed reliable but not guaranteed



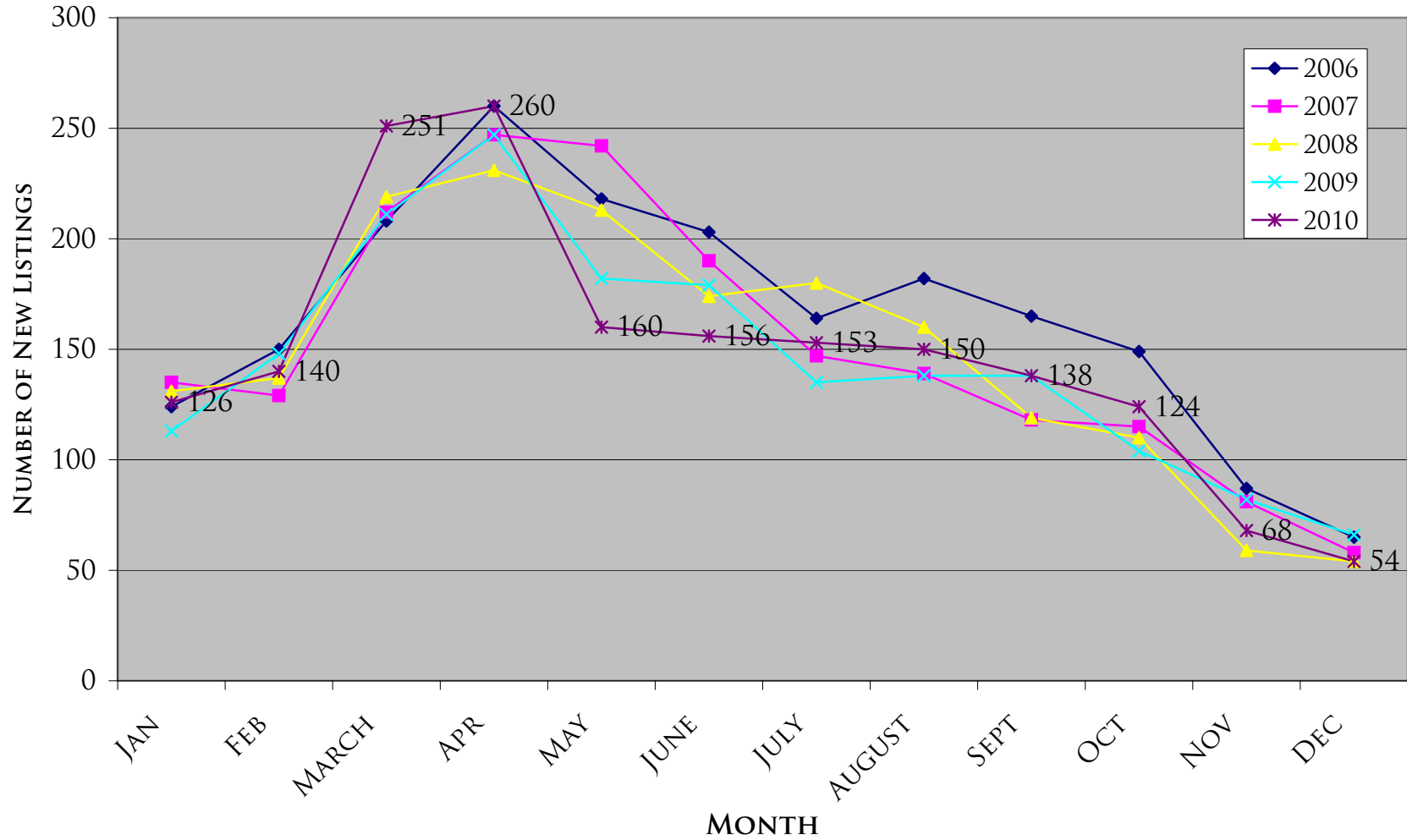


NUMBER OF NEW RESIDENTIAL LISTINGS PER MONTH (YEAR OVER YEAR)

Developed By: Tammarion Lam, Warren Real Estate

Source of data relating to real estate: Ithaca Board of Realtors® MLS,

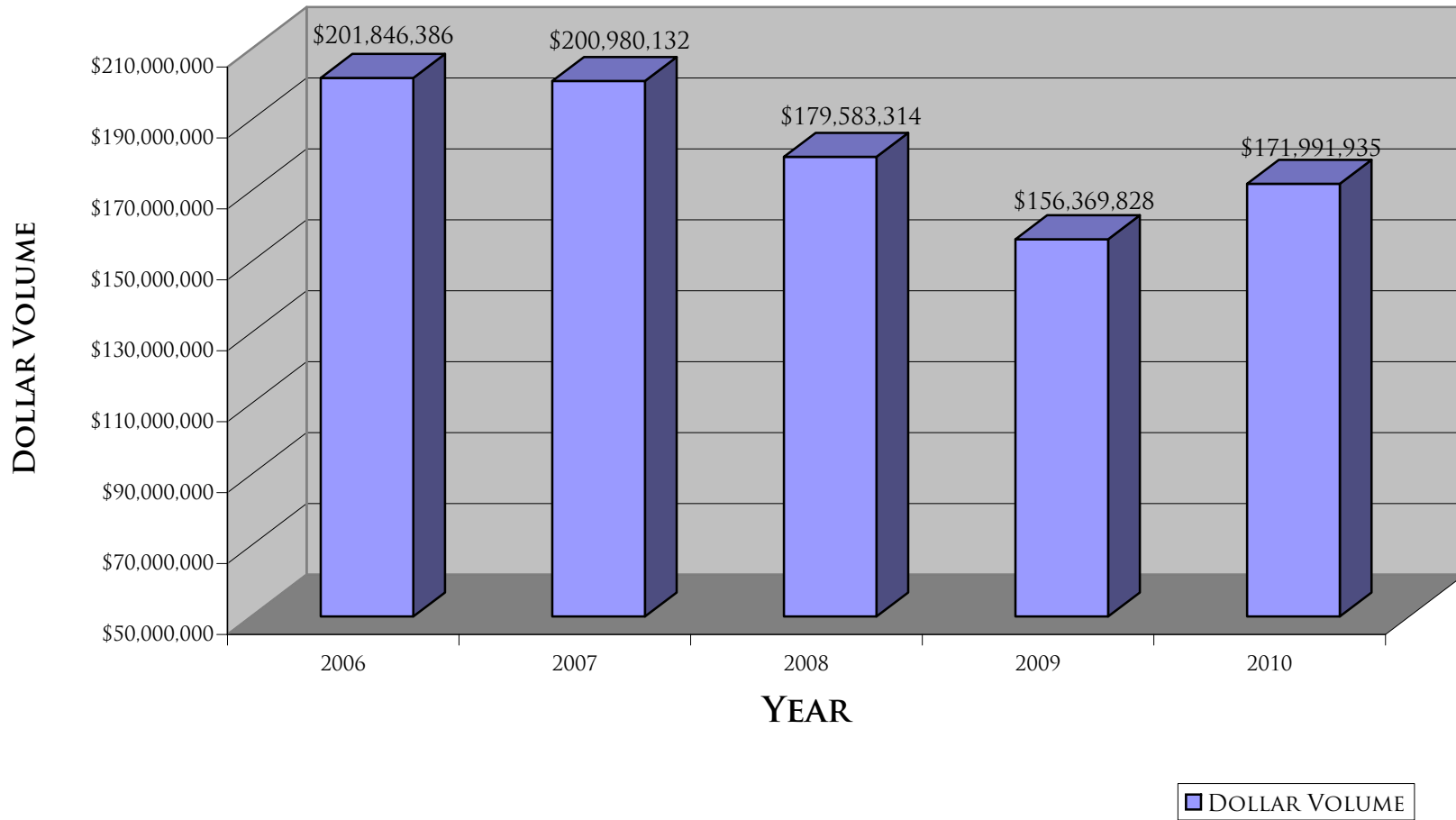
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TOTAL RESIDENTIAL DOLLAR VOLUME 2006-2010

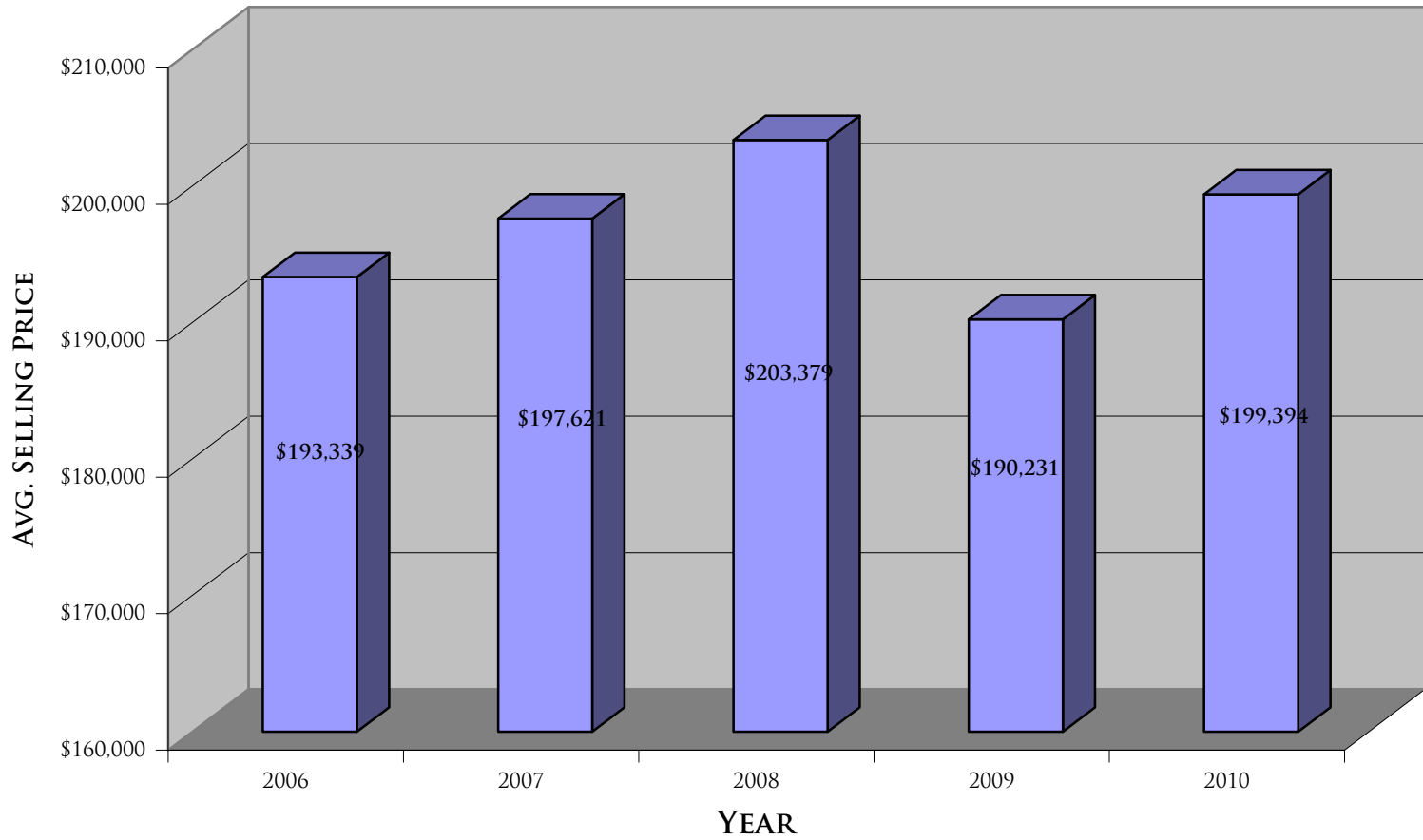
Developed By: Tammarion Lam, Warren Real Estate
Source of information: Ithaca Board of Realtors® MLS
Information deemed reliable but not guaranteed.





AVG. RESIDENTIAL SELLING PRICE 2006-2010

Developep By: Tammarion Lam, Warren Real Estate
Source of Information: Ithaca Board of Realtors® MLS
Information deemed reliable but not guaranteed.

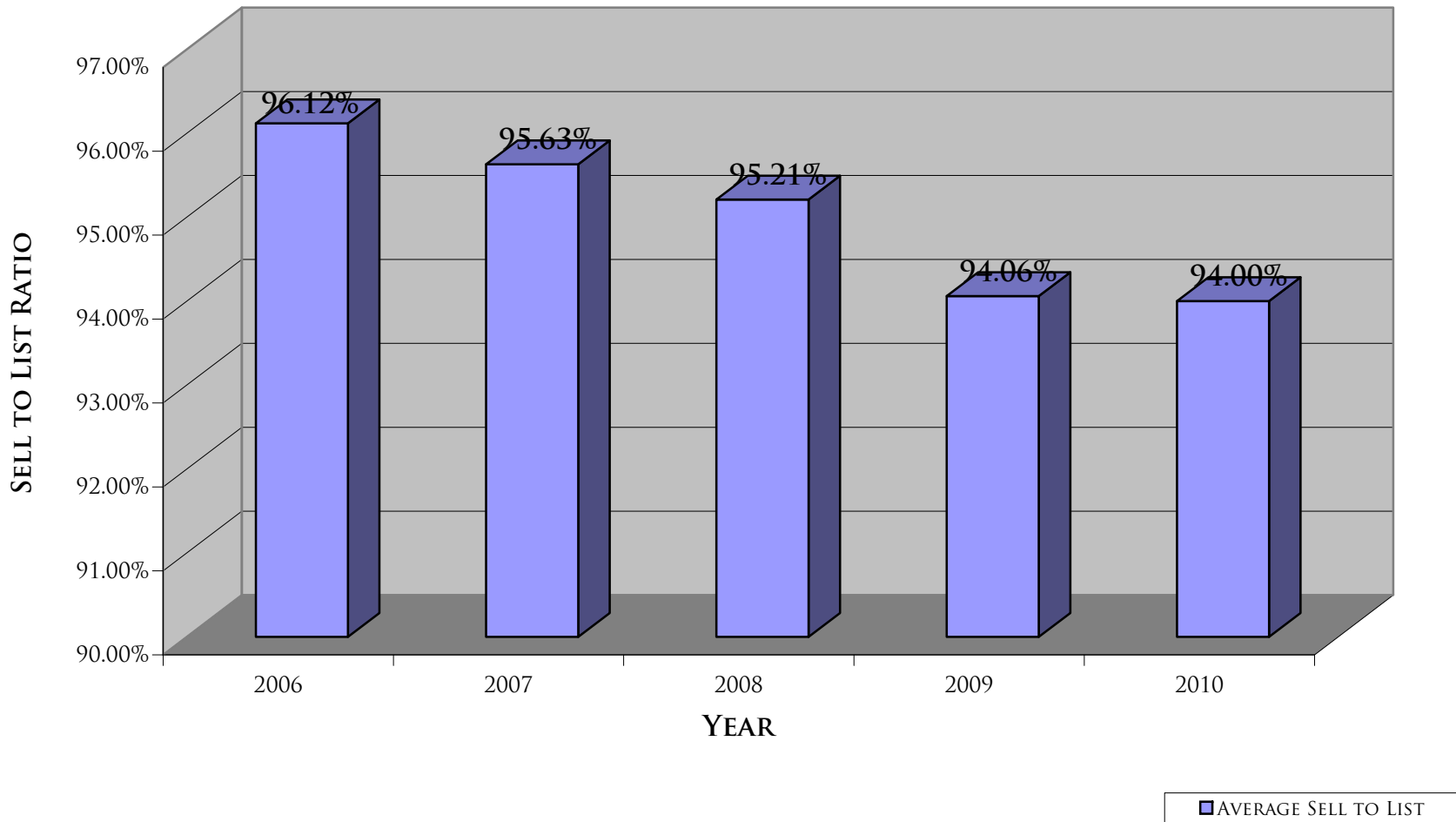


■ AVG. SELLING PRICE



AVERAGE RESIDENTIAL SELLING PRICE TO LISTING PRICE

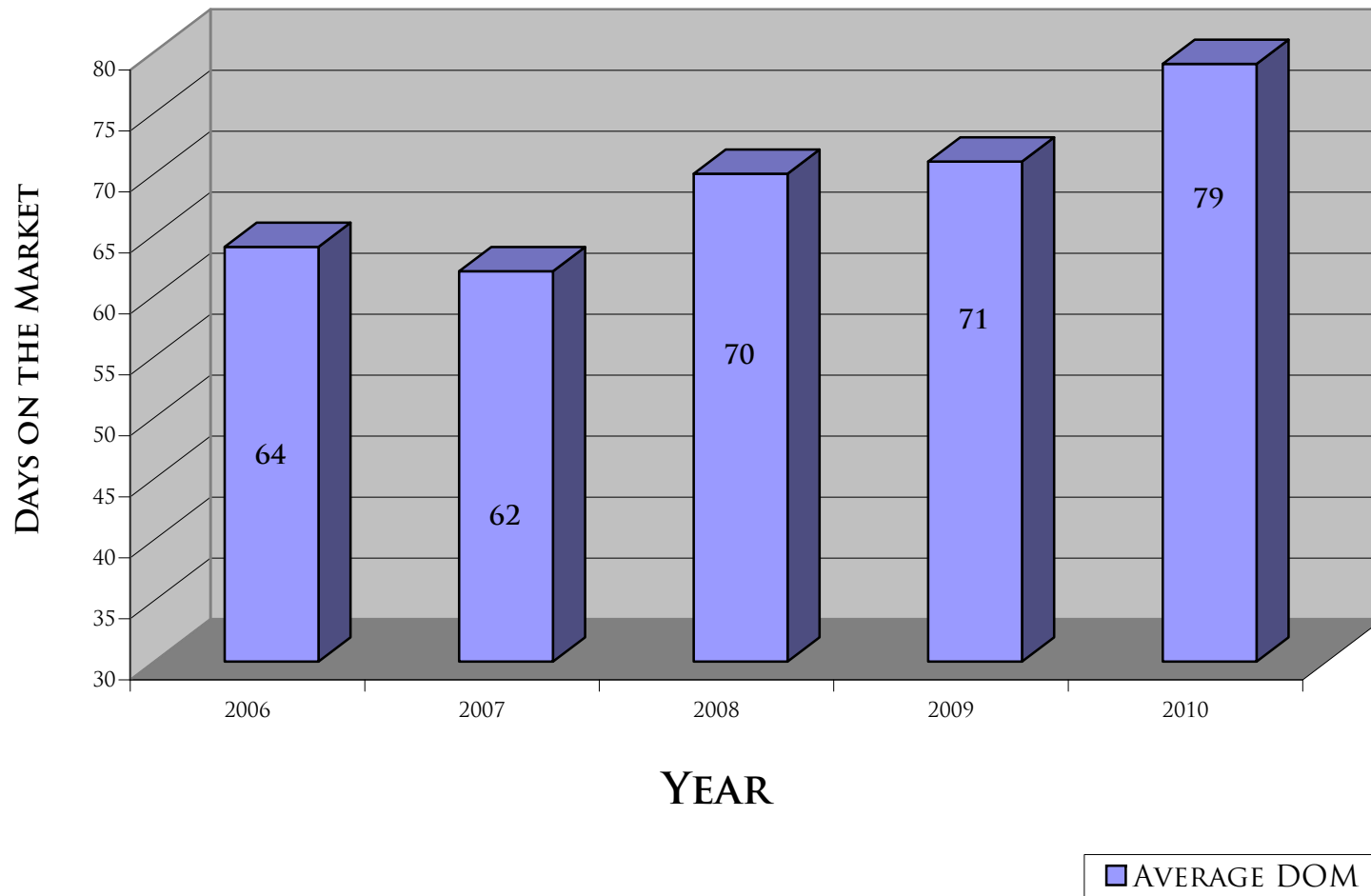
*Developed By: Tammarion Lam, Warren Real Estate
Source of Information: Ithaca Board of Realtors® MLS
Information deemed reliable but not guaranteed.*





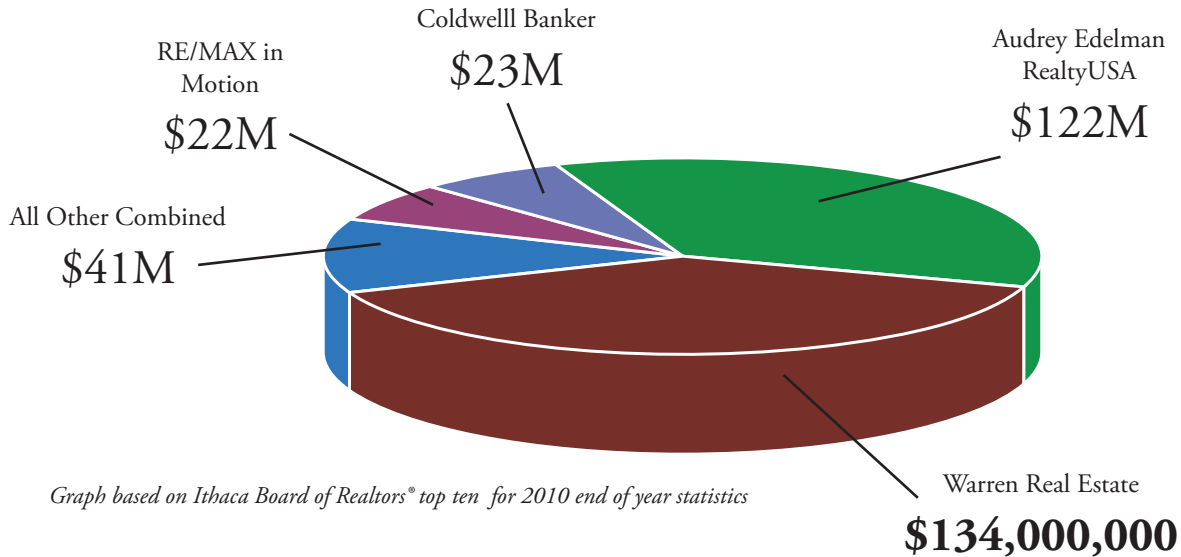
AVERAGE RESIDENTIAL DAYS ON MARKET (LIST TO CONTRACT) 2006-2010

*Developed By: Tammarion Lam, Warren Real Estate
Source of information: Ithaca Board of Realtors® MLS
Information deemed reliable but not guaranteed*



{ WHAT'S THE ONE THING NO OTHER REAL ESTATE COMPANY IN OUR AREA HAS? }

Market Share.



Graph based on Ithaca Board of Realtors® top ten for 2010 end of year statistics

WARREN REAL ESTATE LEADS TOMPKINS COUNTY IN BUYING AND SELLING HOMES. According to the Ithaca Board of Realtors®, we are the top performing real estate firm in the area for 2010. People turn to us for a reason; with everything that we do, we focus on the success of our clients and the success of our community.



THE BEST IN THE BUSINESS. SINCE 1953.

WARRENHOMES.COM | 607-257-0666

COMMUNITY CORNERS: 830 HANSHAW ROAD, ITHACA, NY 14850

THE COMMONS: 301 EAST STATE STREET, ITHACA, NY 14850

