



WARREN
REAL
ESTATE



2026

MARKET

REPORT

Greater Binghamton Real Estate

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Company & Market 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

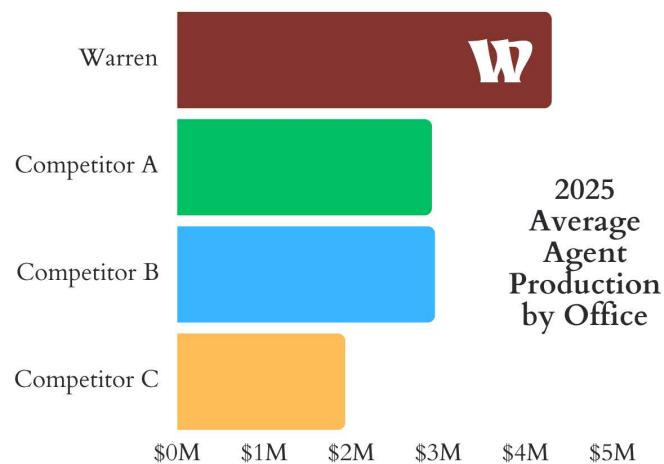
Since 1953, Warren has been a successful and highly reputable force in the NY & PA real estate industry.

- 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

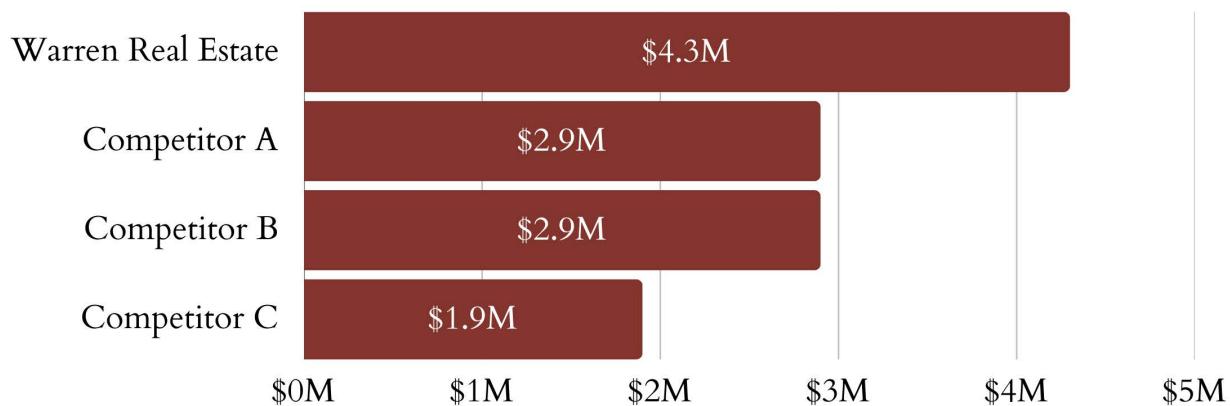


Company Snapshot :

Choosing the Right Company Makes a Difference

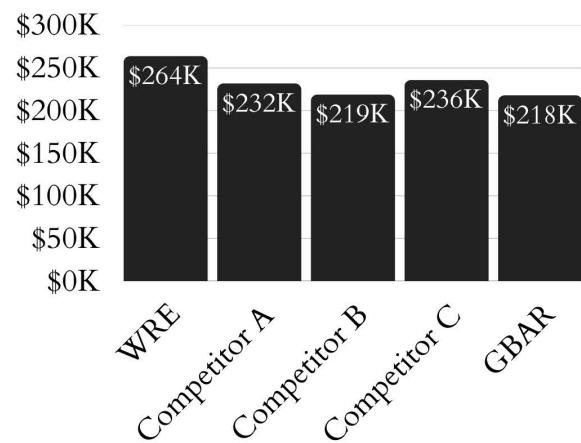
Experienced Agents

Outstanding Results. Avg. Agent Production (in Millions)



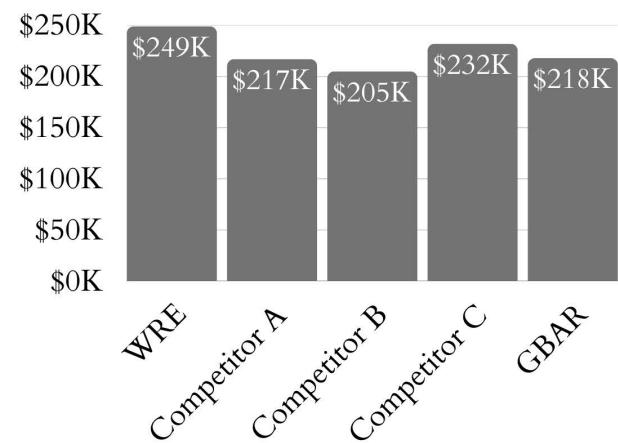
Higher Listing Prices

Avg. Residential Listing Price



Higher Sold Prices

Avg. Residential Selling Price



Residential: Greater Binghamton 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



2,342

Average Selling Price



\$218,241

Average Days on Market



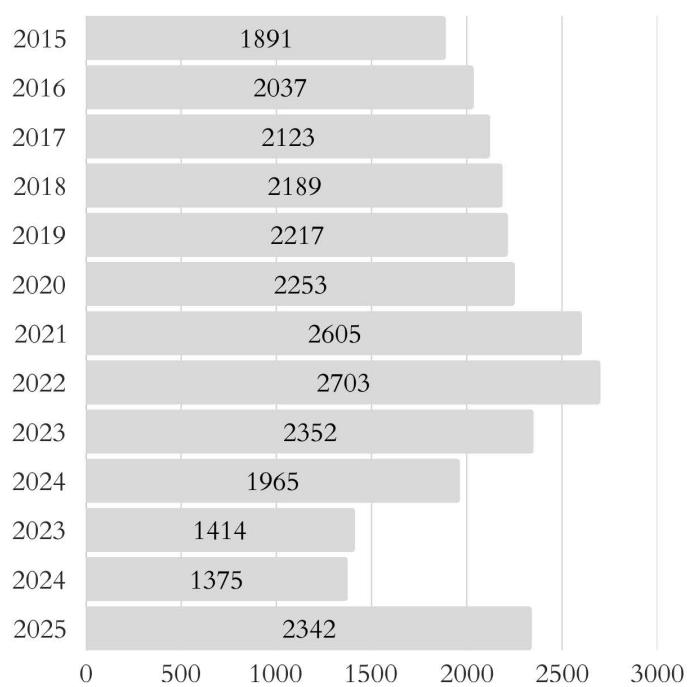
35

Average List to Sell Ratio



100%

How Many Homes Sell Yearly?

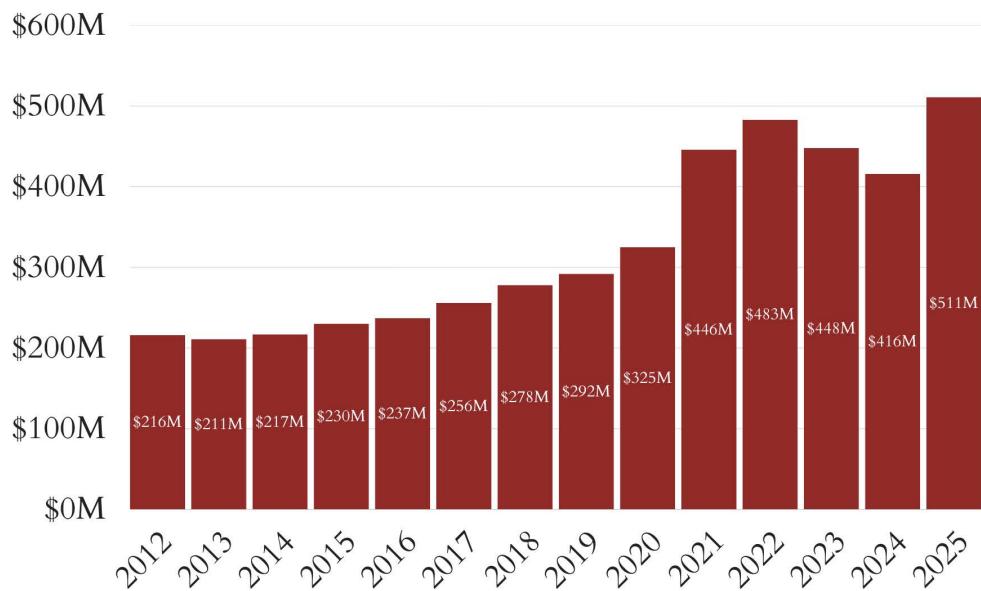


Source of Information: Greater Binghamton Board of Realtors Multiple Listing Service. Statistics based on total residential sales reported to Greater Binghamton Board of Realtors. Information deemed reliable but not guaranteed.

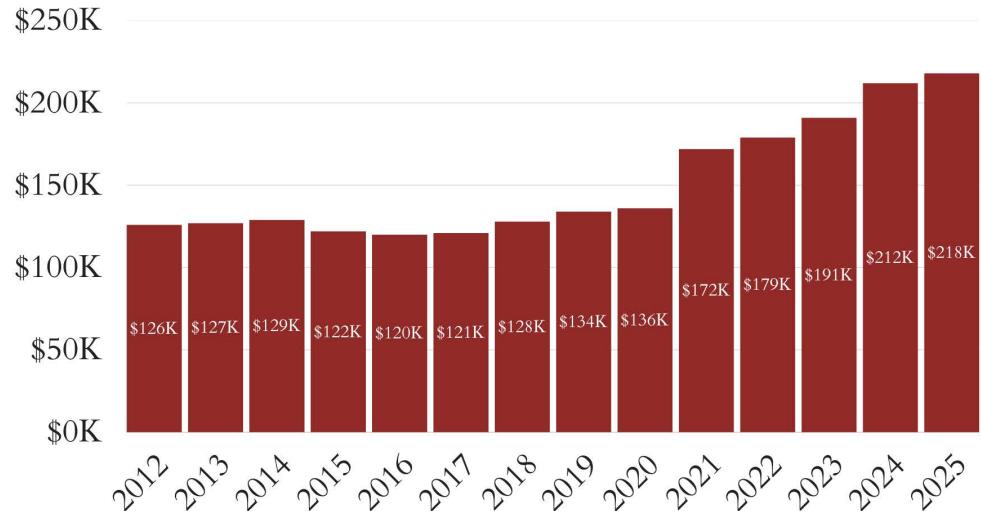
Residential: Greater Binghamton Data

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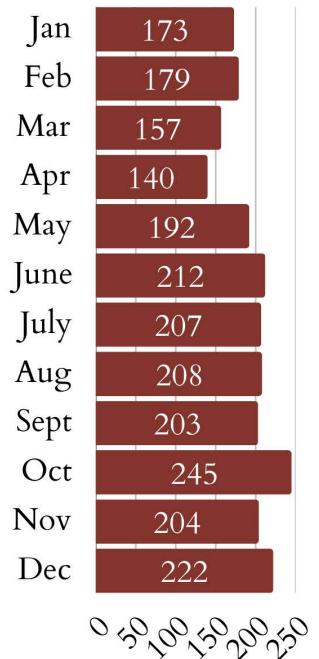
Residential: Yearly Home Sales on the MLS



Avg. Selling Price: Total Market (Total Market Area - Greater Binghamton)



2025 GBAR Accepted Contracts by Month



Land

Greater Binghamton Data

Selling or Buying Land? Know Your Market

The Greater Binghamton area is 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

 **142**

Average Selling Price

 **\$83,929**

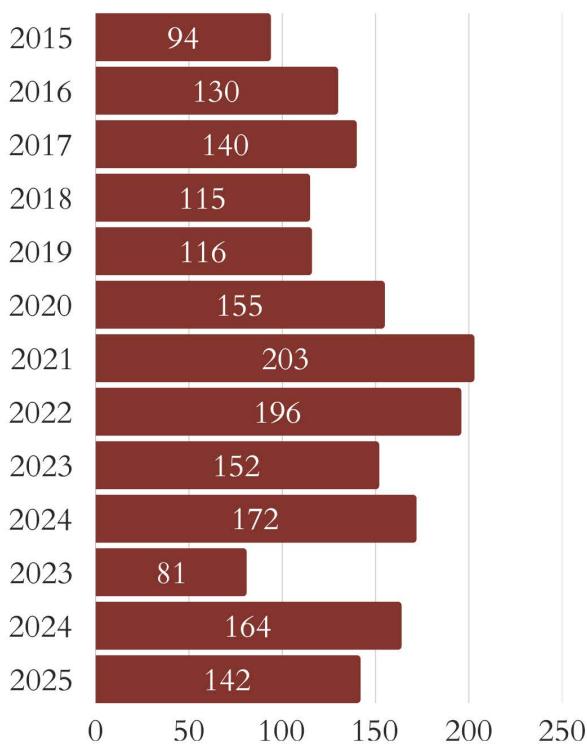
Average Days on Market

 **95**

Average List to Sell Ratio

 **88%**

How Many Land Properties Sell Yearly?



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

Commercial: Greater Binghamton Data

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

Commercial Sales 2025

Units Sold

 **81**

Average Selling Price

 **\$571,090**

Average Days on Market

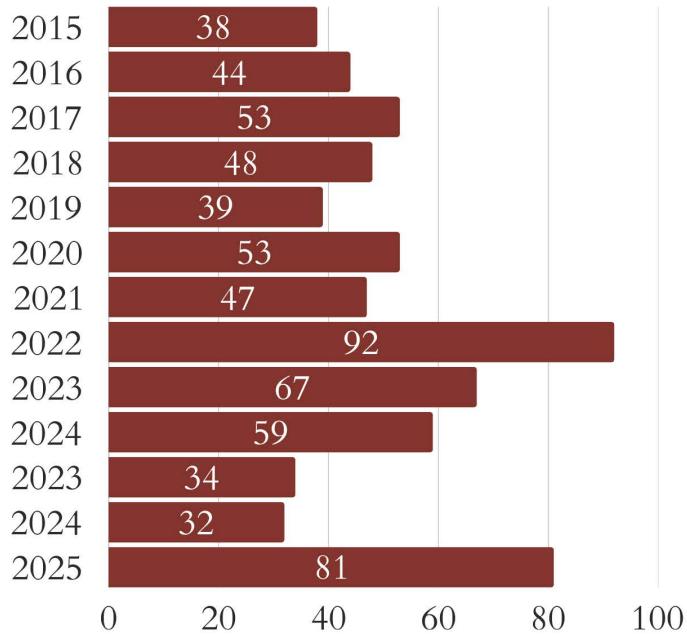
 **109**



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 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

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).



Warren Real Estate offices



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Ithaca, NY 14850
(607) 257-0666

Sayre Office
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Sayre, PA 18840
(607) 398-6416

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Binghamton, NY 13905
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Vestal Office
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Vestal, NY 13850
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Albany/Guilderland Office
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Altamont, NY
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Corning, NY 14830
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Horseheads/Elmira
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