



Good to be **HOME**

Decorate. Design. Unwind.



**FEATURED**

HOME



**1463 Congdon Lane, Virgil**

**STUNNING HOME ON 7.55 BEAUTIFUL ACRES**

This spacious home has over 6,000 square feet and has been well-maintained. Offers spacious bedrooms, 3.5 baths, 1st floor laundry & master suite, huge mudroom, large covered porch with composite decking, heated 3 car garage with a bonus room above that's great for storage, pole barn with electric & heat, beautifully landscaped yard, and much, much more!

**\$559,000. MLS# S1361768.**

**Call Jerry Hartnett, Lic. Assoc. Broker, (c) 607-423-4278,  
Hage Real Estate. For this listing and others,  
visit [www.hagerealestate.com](http://www.hagerealestate.com) or call 607-753-6766.**



# Real Estate Corner

## Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		48	57	+ 18.8%	345	367	+ 6.4%
<b>Pending Sales</b>		45	29	- 35.6%	270	291	+ 7.8%
<b>Closed Sales</b>		38	34	- 10.5%	198	271	+ 36.9%
<b>Days on Market</b>		53	31	- 41.5%	64	50	- 21.9%
<b>Median Sales Price</b>		\$148,200	\$197,500	+ 33.3%	\$123,500	\$145,000	+ 17.4%
<b>Average Sales Price</b>		\$160,853	\$215,760	+ 34.1%	\$134,574	\$173,314	+ 28.8%
<b>Pct. of List Price Received</b>		95.7%	100.7%	+ 5.2%	95.5%	98.3%	+ 2.9%
<b>Housing Affordability Index</b>		257	194	- 24.5%	308	264	- 14.3%
<b>Inventory of Homes for Sale</b>		122	107	- 12.3%	--	--	--
<b>Months Supply of Inventory</b>		4.0	3.1	- 22.5%	--	--	--

Current as of September 10, 2021. All data from the Cortland County Multiple Listing Service. Provided by the New York State Association of REALTORS®, Report © 2021 ShowingTime. | 2

## More demand, less supply bump up rental prices

**Cortland County Board of Realtors® — The Voice of Real Estate**

### AUGUST 2021 MARKET REPORT

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an

inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings were up 18.8 percent to 57. Pending Sales de-

creased 35.6 percent to 29. Inventory shrank 12.3 percent to 107 units.

Prices moved higher as the Median Sales Price was up 33.3 percent to \$197,500. Days on Market decreased 41.5 percent to 31 days. Months Supply of Inventory was down 22.5 percent to 3.1 months.

In new construction, home builders continue to struggle to meet buyer demand, as hous-

ing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to avail-

ability and cost of materials.

Current as of September 10, 2021. All data from the Cortland County Multiple Listing Service. Provided by the New York State Association of REALTORS®, Report © 2021 ShowingTime

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This home will greet you with beautiful landscaping that surrounds an elegant wrap around porch. Offers 3 bedrooms, 2 baths, updated kitchen & appliances, 1st floor laundry, large patio area, family room with gas fireplace, full walk up attic, and above ground pool and lots more!  
**\$189,000**      **MLS# S1362695**  
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# PANELING

## What materials to use in your home

If you want to install decorative paneling on a wall or ceiling in your home, here are three materials you can use.

### 1. PVC

Lightweight and easy to install, this wall covering is ideal for humid spaces, such as bathrooms, because it doesn't rot. Plus, it can be manufactured to resemble wood, stone and other materials. Keep in mind, however, that PVC can warp if exposed to heat.

### 2. Medium-density fiberboard

Simple to install, MDF panels are available in a variety of sizes and can be used as is or painted to match the space. Additionally, some models are designed to be fire resistant whereas others are made specifically for humid environments.

### 3. Solid wood

This durable, elegant material can add warmth to a space and be painted, stained or varnished to complement the decor. Choose from species like pine, teak and oak, each of which has unique characteristics. Just make sure the panels aren't warped and that any knots in the wood are solid.

For personalized advice on your home renovation project, visit local retailers.

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County & Central NY!*

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### AUGUST TOP AGENTS



Jason Jerry Mary Lee

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**Selling?** Highest & Best Price for your home!  
**Buying?** Interest rates are still at a historic low!

#### CORTLAND



**9 FLORAL AVE.**  
3 BEDROOMS/1.5 BATH  
FRESH INTERIOR PAINT  
LARGE OPEN ROOMS  
\$139,900 MLS# S1365177  
CALL JASON

#### CORTLAND



**51 MILLER ST.**  
TWO FAMILY  
NEW ROOF & NEWER FURANCE  
ORIGINAL WOODWORK  
LIVE IN WINCOME  
\$125,000 MLS# S1363029  
CALL JAIMIE

#### CORTLANDVILLE



**1368 E. RIVER RD.**  
3 BEDROOMS  
GRANITE COUNTERTOPS  
1ST FLR. BATH W/LAUNDRY  
FRENCH DOORS TO DECK  
\$115,000 MLS# S1358953  
CALL JOHN

#### CORTLAND



**85 BARTLETT AVE.**  
INCOME OPPORTUNITY KNOCKS  
6 UNITS  
LOTS OF PARKING  
\$232,500 MLS# S1364812  
CALL JERRY

## THINKING ABOUT SELLING?

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BEST **PRICE** FOR YOUR PROPERTY IN  
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YOUR GUIDE TO PROPERTIES  
FOR SALE THROUGHOUT  
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#### GROTON



**113 LINDERMAN AVE.**  
3 BEDROOMS/1.5 BATH  
UPDATED KITCHEN  
HARDWOOD FLOORING  
WELL-MAINTAINED  
\$129,900 MLS# S1362828  
CALL JAIMIE

#### CORTLAND



**30 ARTHUR AVE.**  
3 BEDROOMS/1.5 BATH  
CONVENIENT LOCATION  
MANY UPDATES  
\$105,000 MLS# S1339637  
CALL JASON

#### WILLET



**1383 ST. RT. 41**  
3 BEDROOMS/1.5 BATH  
RECENT UPDATES  
1ST FLOOR LAUNDRY  
FRONT PORCH  
\$89,900 MLS# S1365151  
CALL JOHN

#### MCGRAW



**8 E. MAIN ST.**  
MULTI FAMILY  
LIVE IN WINCOME  
\$119,900 MLS# S1332632  
CALL JASON

#### CORTLAND



**1135 ST. RT. 222**  
GREAT OPPORTUNITY  
OFFICE W/APARTMENT  
FANTASTIC LOCATION  
\$175,900 MLS# S1324615  
CALL JERRY

#### MCGRAW



**11 E. MAIN ST.**  
3 UNITS  
IDEAL HOME WINCOME  
MANY POSSIBILITIES  
\$169,900 MLS# S1332620  
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Deanna Daley Lic. RE Slsp. 607-345-7036  
Neb Hage Principal Broker 607-423-4243

# INSIDE INFORMATION



## 3 tips for hiring an interior designer

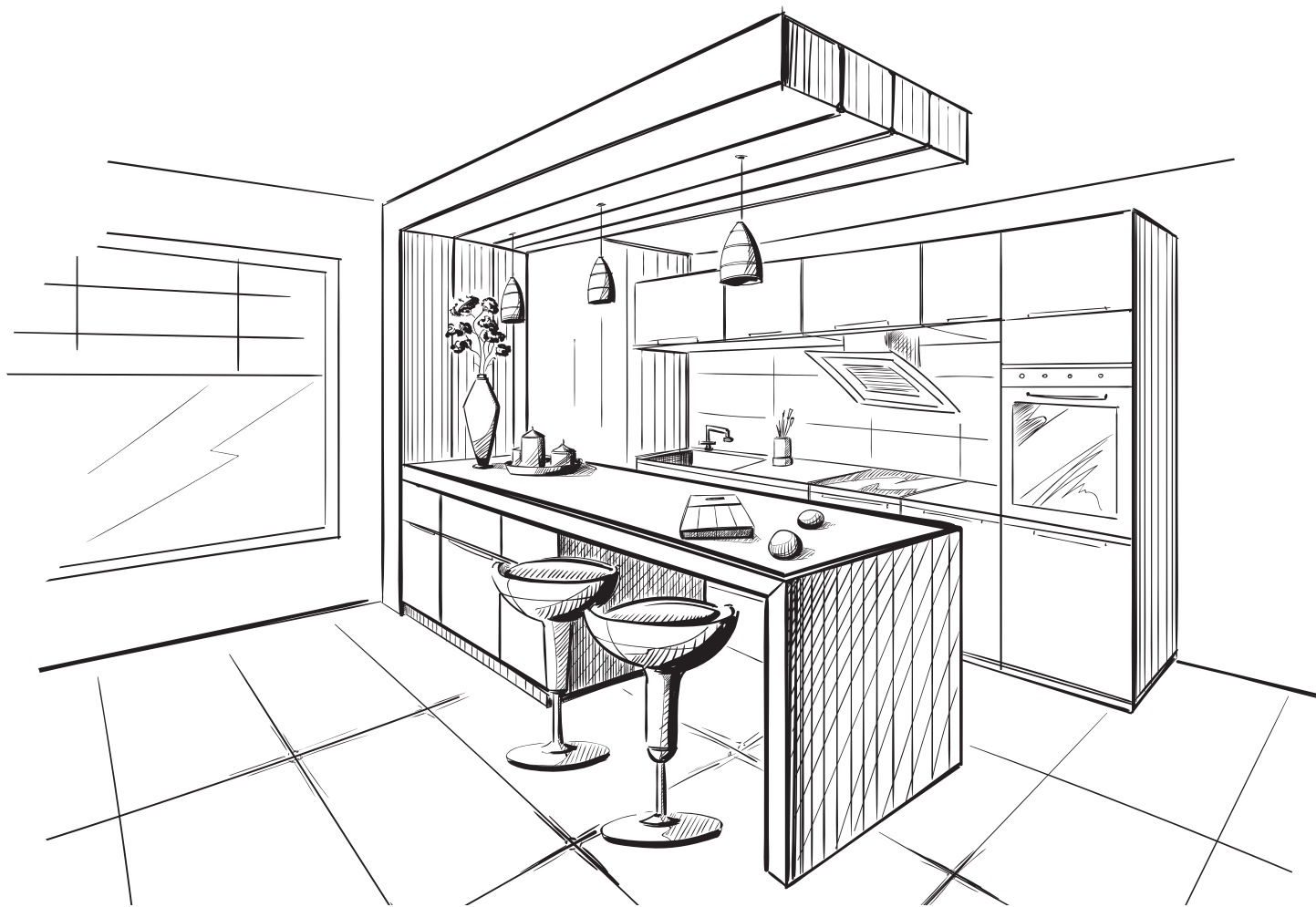
If you want to redecorate one or more rooms in your home, an interior designer can help you create a beautiful and functional space. Here's how to choose the right person for the job.

### 1. Do your research

Referrals from friends and relatives can kick-start your search, but make sure you look for someone who specializes in your preferred design style and has the right credentials. Online directories offered by professional associations can be a great resource.

### 2. Ask lots of questions

In addition to consulting the person's portfolio, discuss the specifics of your project with each candi-



date to find out if it aligns with their expertise. Over the phone or by email, inquire about their pricing, how they work and what services they offer.

### 3. Schedule a meeting

Once you've narrowed down your list of candidates to two or three people, ask to set up a meeting so you can get to know their personality. Among other things, you should look for someone who listens to your needs and asks about your lifestyle.

Whether you need help choosing new furniture or adding the final touches after a major renovation, taking the time to find an interior designer who understands your style is a must.

<p><b>HOMER VILLAGE</b> NEW LISTING</p> <p>Fully accessible and functional handicapped home nestled on a nice corner lot! S1366318</p> <p><b>\$225,000</b> Nicki Wynn</p>	<p><b>OXFORD</b> NEW LISTING</p> <p>Spectacular country cottage at Lake Gerry with features that are perfect for entertaining! S1332014</p> <p><b>\$64,000</b> Ashley Warfield</p>	<p>TOP PRODUCER FOR AUGUST</p> <p><b>Pamela Cullip</b> Salesperson 261-0439</p>	<p><b>YAMAN REAL ESTATE</b> "The Premier Name in Real Estate" <b>(607) 753-9644</b> For a complete list of homes for sale, visit: <a href="http://www.yaman.com">www.yaman.com</a></p>	<p>AGENT OF THE MONTH FOR AUGUST</p> <p><b>Tim Alger</b> Assoc. Broker 423-6174</p>	<p><b>MARATHON</b> NEW LISTING</p> <p>3BR/1.5BA Ranch style home with well-lit living space and many possibilities for the lower level S1365814</p> <p><b>\$159,900</b> Tracy Koenig</p>	<p><b>HOMER</b> NEW LISTING</p> <p>Great split level on 4 acres of beautiful land and views. 4BR/2.5BA, root cellar behind and more! S1366026</p> <p><b>\$239,000</b> Pam Williams</p>						
<p><b>MORAVIA</b> NEW LISTING</p> <p>1819 2-story home with lots of character and rooms for entertaining! S1363352</p> <p><b>\$125,000</b> Pam Williams</p>	<p><b>CORTLAND</b> NEW LISTING</p> <p>Well-maintained 2-family home on the east end of town with lots of charm and character S1363613</p> <p><b>\$149,000</b> Pam Williams</p>	<table border="0"> <tr> <td> <b>Jamie Yaman</b> Principal Broker 423-1369</td> <td> <b>Susan Briggs</b> Assoc. Broker 745-3355</td> <td> <b>Amy Cobb</b> Assoc. Broker 423-6766</td> <td> <b>Steve Cinquanti</b> Assoc. Broker/ Commercial Sales 423-7800</td> <td> <b>Nikki Davi</b> Salesperson 423-1507</td> <td> <b>Ingrid Dunham</b> Salesperson 591-9216</td> <td> <b>Jeff Guida</b> Assoc. Broker 315-727-9917</td> </tr> </table>		<b>Jamie Yaman</b> Principal Broker 423-1369	<b>Susan Briggs</b> Assoc. Broker 745-3355	<b>Amy Cobb</b> Assoc. Broker 423-6766	<b>Steve Cinquanti</b> Assoc. Broker/ Commercial Sales 423-7800	<b>Nikki Davi</b> Salesperson 423-1507	<b>Ingrid Dunham</b> Salesperson 591-9216	<b>Jeff Guida</b> Assoc. Broker 315-727-9917	<p><b>CORTLAND</b> NEW LISTING</p> <p>Conveniently located 3BR/1.5BA city home in a great neighborhood S1364214</p> <p><b>\$85,000</b> Becca Quinlan</p>	<p><b>VIRGIL</b> PRICE REDUCED</p> <p>A tri-level condo that is facing the Greal Peak with recent updates throughout S1350055</p> <p><b>\$89,900</b> Susan Briggs</p>
<b>Jamie Yaman</b> Principal Broker 423-1369	<b>Susan Briggs</b> Assoc. Broker 745-3355	<b>Amy Cobb</b> Assoc. Broker 423-6766	<b>Steve Cinquanti</b> Assoc. Broker/ Commercial Sales 423-7800	<b>Nikki Davi</b> Salesperson 423-1507	<b>Ingrid Dunham</b> Salesperson 591-9216	<b>Jeff Guida</b> Assoc. Broker 315-727-9917						
<p><b>CORTLAND</b> NEW LISTING</p> <p>Wonderful 3BR/1.5BA colonial on the westside of Cortland with bonus sun room and chicken coop! S1364823</p> <p><b>\$159,000</b> Sue Sherman-Broyles</p>	<p><b>ONONDAGA</b> NEW LISTING</p> <p>Charming ranch on a convenient location with lots of upgrades S1365517</p> <p><b>\$130,000</b> Colleen Nash</p>	<table border="0"> <tr> <td> <b>Terry Howell</b> Assoc. Broker 423-2385</td> <td> <b>Tracy Koenig</b> Salesperson 423-9745</td> <td> <b>Sandy Luinlan</b> Assoc. Broker 745-5181</td> <td> <b>Connie Mack</b> Assoc. Broker 745-8802</td> <td> <b>Ashlynn McCarty</b> Salesperson 591-3469</td> <td> <b>Linda Muirhead</b> Salesperson 423-4256</td> <td> <b>Karina Murphy</b> Salesperson 379-9815</td> </tr> </table>		<b>Terry Howell</b> Assoc. Broker 423-2385	<b>Tracy Koenig</b> Salesperson 423-9745	<b>Sandy Luinlan</b> Assoc. Broker 745-5181	<b>Connie Mack</b> Assoc. Broker 745-8802	<b>Ashlynn McCarty</b> Salesperson 591-3469	<b>Linda Muirhead</b> Salesperson 423-4256	<b>Karina Murphy</b> Salesperson 379-9815	<p><b>CINCINNATUS</b></p> <p>Nice ranch style and fully insulated metal home on a 2-acre perfect for hunting, with bonus barn! S1333852</p> <p><b>\$49,900</b> Terry Howell</p>	<p><b>FREETOWN</b></p> <p>290+ acres parcel with a lovely home, cabin, 3 barns, and cleared, tillable and wooded land! S1353391</p> <p><b>\$699,900</b> Susan Briggs</p>
<b>Terry Howell</b> Assoc. Broker 423-2385	<b>Tracy Koenig</b> Salesperson 423-9745	<b>Sandy Luinlan</b> Assoc. Broker 745-5181	<b>Connie Mack</b> Assoc. Broker 745-8802	<b>Ashlynn McCarty</b> Salesperson 591-3469	<b>Linda Muirhead</b> Salesperson 423-4256	<b>Karina Murphy</b> Salesperson 379-9815						