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LOOKING AHEAD

Here's what we'll be watching over the coming months:

1 Low Supply of Available Homes

Lancaster County had low inventory in May, likely due to the constant pace in activity and a competitive, sellers' market. There are no signs of it slowing down. With inventory low and the median sale price steadily increasing—up 10.6% in May compared to May 2024—sellers who work with an expert to properly position themselves on the market can generally expect to secure a nice return.

2 Buyers Are Eagerly Searching

Buyers are eager to scoop up the available inventory which is most desirable. The days on market in May was only 14 days, a slight decrease of 6 days from May 2024. With inventory as low as it is and the demand still high, it's a great time to sell. Regardless of what twists and turns the market takes, to truly maximize your return on investment, it's crucial that you strategically position your home to buyers.

3 Continued Growth In Lancaster County

As news development continues to grow, we'll continue to see property values increase. Here are just a few things to note:

- Lancaster County and The Northern Neck continue to rank as one of the most desirable locations to retire to and/or own a second home.
- Lancaster County had the #13 highest income per capita out of 95 counties in the state.
- Virginia Living magazine named this region as one of the top ten weekend and vacation destinations.

4 What to Expect When Selling Your Home

The market consistently evolves–and you deserve to sell for the highest possible price no matter what. The right marketing strategy, pricing knowledge, and negotiation power are what make the difference when you're ready to sell your home and embark on what may be one of the largest financial transactions of your lifetime.

If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → **540-270-6528**

LANCASTER COUNTY

June 2025 | Market Report

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Courtesy Of
Tom Thomas

LANCASTER COUNTY

June 2025 | Market Activity

DEAR NEIGHBOR,

As a luxury homeowner, when you enter certain seasons of life, you may consider downsizing or relocating. Perhaps the idea of spending less time burdened with upkeep and maintenance, and more time to enjoy your leisure sounds attractive.

For most of us, our homes are the largest asset we'll ever own—so you are right to want to understand this asset and the market you are in. As you consider selling, you deserve the insight and guidance from an expert in your local market. Here are the top things to know about the Lancaster County, VA real estate market right now:

Inventory Is Up, Demand is Still High

With the inherently limited number of properties and consistently high demand, Lancaster County regularly sees a boost in sale prices. The area remains competitive with sales to list price ratios declining only slightly by 0.57%. Median List Prices increased from May 2024—23%. To capitalize on your investment, you want to work with a real estate expert who understands how to strategically price and market your home so you get maximum return.

Median Sales Price Continues To Rise

Though monthly inventory is up from May 2024, as well as the median days on market, it is still a seller's market. In spite of these increases, the median sales price is up significantly by approximately $20K over the past twelve months. Subsequently, sellers will see an increase in the price per square foot. With the right strategic plan, pricing, and positioning for your property and your goals, we can attract maximum offers and sell your property for the highest possible price in the fewest days on market.

We Continue to See Homes Sell with Multiple Offers

The market is still quite active, and it's not showing many signs of slowing. We continue to see properties that are strategically priced and positioned well on the market in high demand locations and with high demand features sell faster, commanding higher sales prices, often with multiple offer situations. This is why it's so important to properly market your home to qualified buyers if you're looking to maximize your sale price.

As a homeowner, what does this mean for you?

If you're thinking about selling in the next 12 months, now is the time to start preparing for market.

Selling a home is a big deal. Yet, you'll often hear people promise everything like top dollar, far-reaching exposure, and A-to-Z guidance...yet they're rarely around to offer support and problem solving if roadblocks pop up.

Working with me, I ensure a commitment to service and excellence, clear and consistent communication, and tailored strategies to market your home so that it's shown to the best pool of buyers. The result? The strongest ROI for your property. These are the reasons that my clients have trusted me with over $20 million sold in the past year. I make what can often feel like a complicated process, seamless.

If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → 540-270-6528

We will cover your goals and my unique approach to getting you the highest possible price in the fewest days on market.

Call Today → 540-270-6528

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SINGLE-FAMILY HOME STATS	MAY 2024 VS. MAY 2025	ANALYSIS
Median Sale Price	⬆ Up 10.6%	Median sale price is now at $470K, up 10.6% from $420K in May 2024. When you price correctly from day one, you can maximize offers and ultimately sell for the highest possible price as quickly as possible.
Median Days on Market	⬆ Up 43% (+ 6 Days)	Median days on market have risen, at 14 days in May from 8 in May 2024. This is likely due to rising interest rates and a 35% increase in monthly inventory over May 2024. Regardless strategic pricing and marketing ensure your home sells for top dollar. This is still a seller's market.
Sale-to-List Price Ratio	⬇ Down 0.57%	Almost constant, correctly priced, strategically marketed homes are selling very close to list price, making it especially important to start with an expert strategy from day one to sell for the highest possible price in the fewest days on market.
Price per Square Foot	⬆ Up 4.45%	Demand continues to be strong in Lancaster, VA, and the price per square foot is now at $247/sq. ft. in May, compared to $236 in May 2024. To maximize your results, it is extremely important to have a proven strategy and expert guidance from the beginning.

Source: www.narrpr.com/markettrends

IN THEIR WORDS

Thomas Thomas was very helpful and professional throughout the entire process of selling our house. He was meticulous in all of the details and attentive to our needs from setting the right price, helping us prepare our home for sale, and ensuring that everything went as smooth as possible from start to finish.

-J. Hancock

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