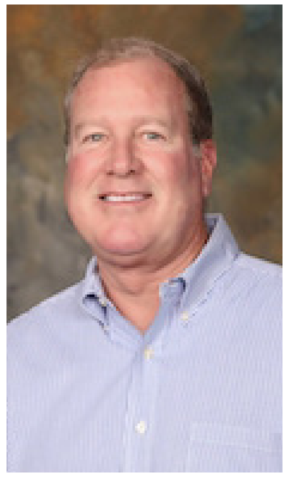

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LOOKING AHEAD

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

1 Low Supply of Available Homes

Lancaster County saw an increase in inventory in June year-over-year, 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 36% in June compared to June 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 average days on market in June was 89 days, a decrease of 25 days from June 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.

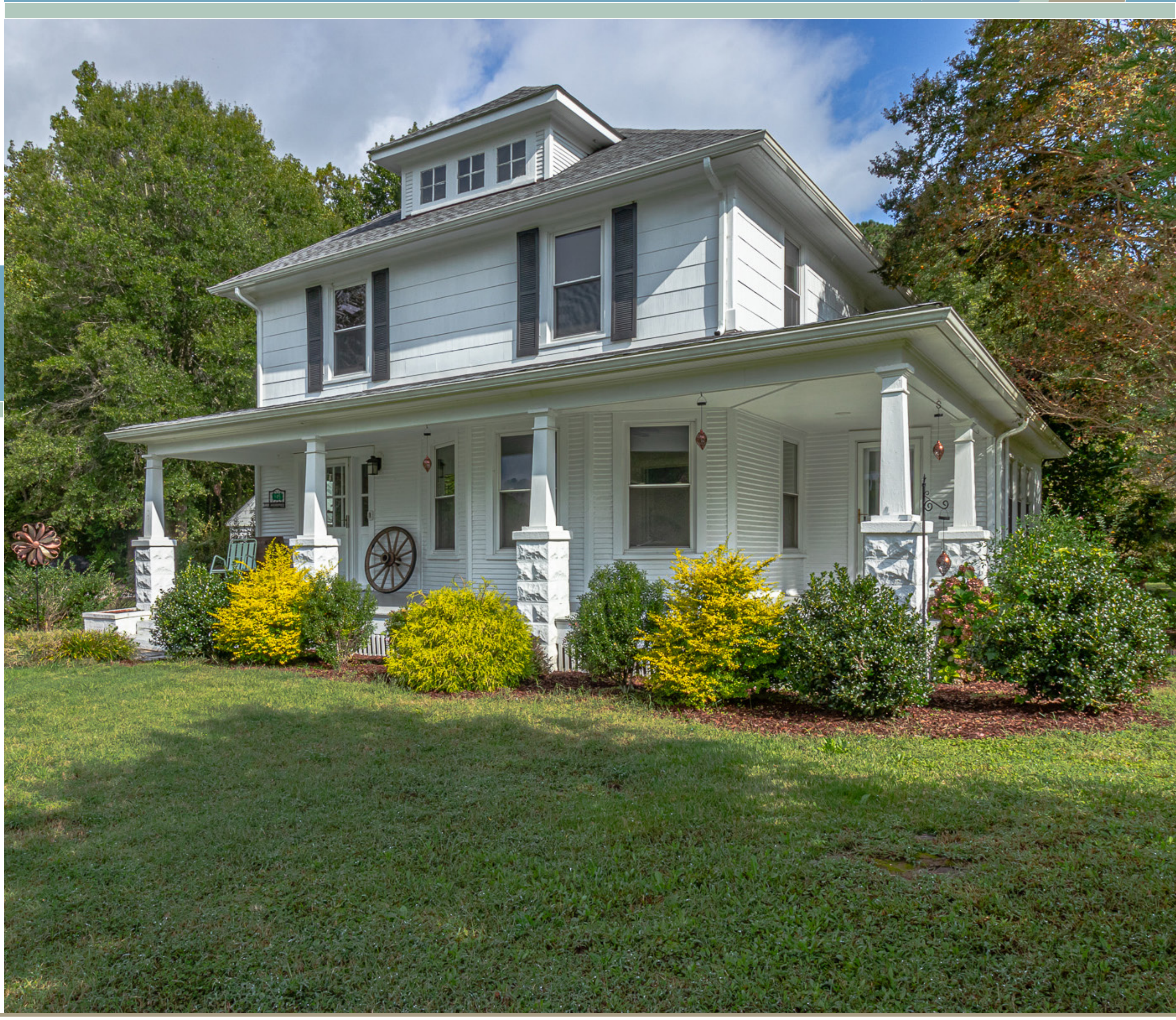
4 What to Expect When Selling Your Home

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

July 2025 | Market Report



Courtesy Of
Tom Thomas

LANCASTER COUNTY

July 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 on The Rise and Demand Is Picking Up Momentum

Looking at inventory comparatively from June 2024 to June 2025, there was a 79.63 % increase—increasing from 54 to 97 active listings. Average price per square foot was only down slightly by 2.98% from $268 to $260 per square foot. The percent of list price received only decreased by less than a point at 0.98%. Average list prices comparatively increased 27.4% from $410,667 in June 2024 to $522,998 in June 2025. 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 June 2024, we saw a 22% decrease in the average days on market, confirming that it is still a seller's market. The median sales price increased by 36.3% over the past twelve months and homes are moving off the market much quicker. 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 too 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.

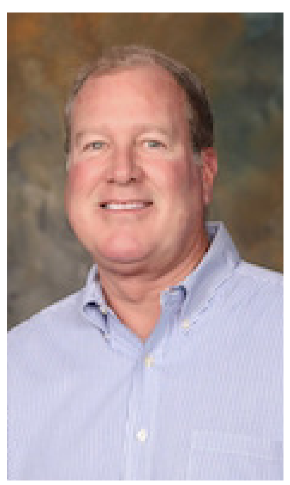
Selling a home is a big deal. Yet, you'll often hear people promise everything like top dollar, far-reaching exposure, and A-to-Z guidance...yet they're rarely around to offer support and problem solving if roadblocks pop up.

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	JUNE 2024 VS. JUNE 2025	ANALYSIS
Median Sale Price	⬆ Up 36.3%	Median Sale Price climbed by 36.3% from $330K to $449.9K. Strategically priced properties will net the highest yield for sellers. 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	⬇ Down 22% (-25 Days)	Average days on market in June 2024 was 114. In June 2025 the average DOM was 89, a decrease of approximately 22%. These figures substantiate that we are still in a sellers' market regardless of an increased months supply of inventory. Strategic pricing and marketing ensure your home sells for top dollar.
Sale-to-List Price Ratio	⬇ Down 0.98%	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	⬇ Down 2.98%	Demand continues to be strong in Lancaster, VA, and the price per square foot was at $260/sq. ft. in June, compared to $268 in June 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

"It was an absolute pleasure working with Tom! His vast knowledge of the area was invaluable and always did plenty of research on each property we looked at to make sure we were making well-informed decisions. Would definitely work with him again!"

-J. Harris

Call me today for your Strategic Marketing Consultation → **540-270-6528**