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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 a decrease in inventory in September 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 less than six months of inventory and the median sale price decreasing—down 29% in September compared to September 2024—sellers who work with an expert to position themselves properly on the market can generally expect to secure a nice return.

2 Buyers Are Eagerly Searching

Buyers continue to scoop up the available inventory which is most desirable. The average days on market in September was 105 days, a decrease of 41 days from September 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.

LANCASTER COUNTY

October 2025 | Market Report



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



540-270-6528



Courtesy Of



LANCASTER COUNTY

October 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:

Still A Competitive Market

We generally see an increase in market activity after the Labor Day weekend and into the fall. Strategically priced and positioned properties with desirable features in desirable locations will sell more quickly at higher prices. Sales to List Price Ratios this past September was up from September 2024 by 1.36% at 97.57% for all property types. Median list prices last month were at \$485,000. 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 Decreased

Monthly supply of inventory also decreased comparatively from September 2024 by 3.49%, currently sitting at 5.53 months; however, Available Inventory has increased by 49.21% from 63 in 09/24 to 94 in 09/25. The average days on market decreased since last year by 28.08% at 105 days. Median sales prices also decreased comparatively by 28.62% at \$389,000 for all property types. The price per square foot increased, however, from \$205 in 2024 to \$230 in September 2025. 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.

Well Positioned And Strategically Priced Homes Move

An increase in inventory gives home buyers more to choose from. As a seller, you want your property to stand out from the others. 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. This is why it's so important to market your home properly 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.

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SINGLE-FAMILY HOME STATS	SEPT 2024 VS. SEPT 2025	ANALYSIS
Median Sale Price	↓ Down 29%	Median Sale Price is down by 29% at \$389K. 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 28% (-41 Days)	Average days on market in September 2024 was 146. In September 2025 the average DOM was 105, a decrease of approximately 28%. This is still 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	↑ Up 1.36%	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 10%	Demand continues to be strong in Lancaster, VA, and the price per square foot was at \$230/sq. ft. in September, compared to \$205 in September 2024. To maximize your results, it is extremely important to have a proven strategy and expert guidance from

Source: www.narrpr.com/markettrends

IN THEIR WORDS

"Tom Thomas is a knowledgeable, professional, honest, flexible, and personable realtor. He listened to our list of needs, and he delivered. He worked hard to find a place that met our requirements, then helped make the process of acquiring it easy and pleasant. He helped us keep our eye on the prize - the big picture and finally being able to have the perfect home."

-A. Sangiray

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