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## LOOKING AHEAD

### 1 Increased Supply of Available Homes

Lancaster County saw an increase in inventory in October year-over-year, likely due to interest rates resulting in fewer active buyers. With more inventory and the median sale price decreasing—down 19% in October compared to October 2024—sellers who work with an expert to position themselves properly on the market can generally expect to secure a nice return.

### 2 It Is Still Competitive

The average days on market in October was 89 days, an increase of nine days from October 2024. It is still 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



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# LANCASTER COUNTY

November 2025 | Market Report



Courtesy Of



# LANCASTER COUNTY

November 2025 | Market

## 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:

### Active Market Conditions Continue

October is generally considered one's favorite fall month. Strategically priced and positioned properties with updated features in desirable locations continue to move more quickly. Sales to List Price Ratios this past October were down somewhat from October 2024 by 2.0% at 95% for all property types. Median list prices for October were at \$570,000. That's a 6.1% increase from last year. 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 Decrease Continued

Monthly supply of inventory increased sharply from October 2024 by 58%, currently at 8.3 months. The average days on market also increased since last year by 11% at 89 days. Median sales prices decreased comparatively by 19% at \$427,000 for all property types. The price per square foot continued to increase, from \$327 in 2024 to \$338 in October 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 from which to choose. 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	OCT 2024 VS. OCT 2025	ANALYSIS
Median Sale Price	⬇️ Down 19%	Median Sale Price is down by 19% at \$427K. 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 11% (+9 Days)	Average days on market in October 2024 was 80. In September 2025 the average DOM was 89, an increase of approximately 11%. 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	⬇️ Down 2%	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 3.4%	Demand continues to be strong in Lancaster, VA, and the price per square foot was at \$338/sq. ft. in October, compared to \$327 in October 2024. To maximize your results, it is extremely important to have a proven strategy and expert guidance from day one to sell for the highest possible price in the fewest days on market.

Source: [www.narrpr.com/marketrends](http://www.narrpr.com/marketrends)

## IN THEIR WORDS

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"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

**Call me today for your Strategic Marketing Consultation →**

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