Tom Thomas
License # 02255242732
Bay Properties powered by
Samson Properties
www.bayproperties.com
Thomas.bayproperties@gmail.com
540-270-6528

85 First Street, White Stone, VA 22578

LOOKING AHEAD

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

1 Continued Greater Supply of Available Homes

Lancaster County had more inventory in August, likely due to world events, their resulting economic conditions and higher rates. With inventory up and buyers having more flexibility, sellers who work with an expert to properly position themselves on the market can still generally expect to secure a nice return. We see this every day in the MLS hot sheets.

2 Savvy Buyers Are Engaged

Buyers remain eager to acquire the most desirable and well positioned available inventory. The average days on market in August was 132 days, an increase of 23 days from August 2025. 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

September 2026 | 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

Tom Thomas
REALTOR®

LANCASTER COUNTY

September 2026 | 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 Continues To Increase; So Do List Prices

Looking at inventory comparatively from August 2025 to August 2026, there was a 19.23 % increase in total inventory from 104 to 124 active listings. Average price per square foot was down by 11.1% from $240 to $216 per square foot. The percent of selling price received compared to list price also decreased by 5.50 %. Average list prices increased comparatively by 27.31 % from $472K in August 2025 to $600K in August 2026. 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.

Conditions Pointing To Greater Buyer Flexibility

Surprisingly from recent previous months, monthly inventory was lower than August 2025, but we also saw a 21.1% increase in the average days on market, confirming that buyers continue to have more flexibility. The median sales price is down 23.85 % over the past twelve months; however, the price per square foot also dropped from the previous year. 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.

Strategic Marketing Makes A Difference

Even with rising inventory, the market is still active. 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 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 are thinking about selling your home in the next 12 months, now is the time to start to prepare.

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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ALL RESIDENTIAL HOME TYPES	AUG 2025 VS AUG 2026	ANALYSIS
Median Sale Price	⬇ Down 23.85%	Median Sale Price dropped by 23.85% from $524K to $399K. 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	⬆ Up 21.1% (23 Days)	Average days on market in August 2025 was 109. In August 2026, the average DOM was 132, an increase of approximately 21%. These figures substantiate that the market is more balanced, favoring the buyer. Strategic pricing and marketing ensure your home sells for top dollar.
Sale-to-List Price Ratio	⬇ Down 5.05%	With homes taking somewhat longer to sell, subsequently sales to list price ratios are also changing in a similar fashion. That is why it is 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 11.1%	The price per square foot was at $216/sq. ft. in August, compared to $240 in August 2025. 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

"Most importantly, we truly appreciated the way you advocated for us and our needs. You always took the time to listen, answer our questions, address our concerns, and make sure our best interests were represented. We never felt like just another transaction. You made us feel valued, supported, and cared for throughout both experiences."

- The Smith Family

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