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LOOKING AHEAD

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

1 Inventory Continues To Increase From Last Year

Inventory in Lancaster County saw an increase in inventory from a year ago at this time. This is better news for buyers. With increasing inventory and the median sales price also increasing, sellers who work with an expert to position themselves properly on the market can generally expect to secure a nice return.

2 The Buyers Pool Is Steady

Buyers continue to absorb the available inventory which is most desirable and strategically priced. The average days on market is 112, a decrease of 19 days from this time YTD in 2025. With inventory at 7.21 months, it remains a good time to sell. Buyers have more hope of purchasing a property with higher inventory and lower rates from the previous year at this time. 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

March 2026 | Market Report

Courtesy Of

Tom Thomas
REALTOR®

LANCASTER COUNTY

March 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:

Spring Has Arrived...

And so has the spring market! Year to date, closed sales volume was up 24% from 2025 at $12M. Months of inventory is higher than last year at this time at 7.21, a 78% increase. There are 48 new listings YTD, up 55% from a year ago. We really have not seen much a slow down in 2026. Sales to List Price Ratios have remained almost constant from 97.73% to 97.04%. Average list prices remained significantly higher than the previous year by 51% at $646K. To capitalize on your investment, you want to work with a real estate expert who understands how to price and market your home strategically so you get maximum return.

Good News For Buyers

Months supply of inventory has continued to increase YTD by 78.47%!. It is still competitive though as Average Days on Market declined by 15% at 112 days. Median sales prices though have increased comparatively by .71% at $528,000 for all property types. The price per square foot remains in the lower-mid $200K. 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.

More Inventory + More Buyers + Fewer DOM = Strong Competition

With average days on market still lower than the previous year, buyers still have to act quickly as demand remains strong. As a seller, you want your property to stand out from the others. Properties that are strategically priced and positioned well on the market in high demand locations and with high demand features continue to 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.

Call Today → 540-270-6528

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SINGLE-FAMILY HOME STATS	2025-2026 YTD	ANALYSIS
Median Sale Price	⬆ Up 71%	Median Sale Price is up by 71% at $528K. 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 14.5% (-19 Days)	The average days on market YTD in 2025 was 131. Currently the average DOM is 112, indicating an active but still competitive market. Strategic pricing and marketing ensure your home sells for top dollar.
Sale-to-List Price Ratio	⬇ Down .69%	At 97.04%, correctly priced and strategically marketed homes continue to sell 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	Low-mid $200's	With property values continuing to increase from the previous year, 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/markettrends

IN THEIR WORDS

"Tom Thomas was very attentive and patient with my search for and purchase of my waterfront property. Initially I thought that this would be out of my reach, but Tom's persistence eventually led to me to my dream property with a beach! I would recommend Tom Thomas to anyone looking to purchase or sell a property."

-J. Massaro

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