LANCASTER COUNTY

May 2026 | Market Report

Courtesy Of

Tom Thomas
REALTOR®

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LOOKING AHEAD

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

1 Rising Inventory

Lancaster County saw an increase in inventory in April year-over-year. This is good news for buyers. With increasing inventory and the median sale price 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 Remains Steady

Buyers are continuing to absorb the available inventory which is most desirable and strategically priced. The median days on market in April was 146 days, an increase of 39 days from April 2025. With inventory at 5.22 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

May 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:

The Spring Market Is Fully Upon Us

The spring market is an active one. Sales volume was up 243% from April 2025 at $5.4M! There are 5.2 months of inventory, which is more than we have seen in a while. In April, there were 27 new listings, up 3.85% from last April. Sales to List Price Ratios dropped only ever so slightly from April 2025 by only 1.16% at 94.26% for all property types. Average list prices were somewhat lower than the previous year by 13% at $447K. 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.

Inventory Continues to Increase

Monthly supply of inventory continued its increase from the previous April by 6.75%. Median days on market also increased from April 2025 by 36.45% at 146 days. Median sales prices though increased comparatively by 44.06% at $523,000 for all property types. The price per square foot dropped to $233 in April 2026. 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.

Buyers Getting Picky

Continued increases in inventory gives home buyers more from which to choose, and average days on market was higher than the previous year, indicating less buyer flexibility. 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	APR 2025 VS APR 2026	ANALYSIS
Median Sale Price	⬆ Up 44.06%	Median Sale Price is up by 44.06% at $523K. 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 36.45% (+39 Days)	The median days on market in April 2025 was 107. In April 2026, the median DOM was 146. Regardless, strategic pricing and marketing ensure your home sells for top dollar.
Sale-to-List Price Ratio	⬇ Down 1.16%	At 94.26%, 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	⬆ Up at $239	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 is likely the most responsive realtor on the planet! He helped a group of us (3 couples) for several months before we bought our vacation home earlier this week. Tom was always the fastest to reply to texts/emails/calls. In addition, he was extremely knowledgeable about the area and willing to provide his assistance with pretty much every aspect of the purchase process. Tom is a rare find in the world of real estate professionals – in my experience. He's incredibly honest and did not hesitate to tell us when he thought we were making a mistake in an offer. He turned out to be exactly right! We are also very grateful to Tom for taking us on as his clients. We can highly recommend his work without reservation of any kind!!"

- M. & J. Slaughter

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