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LOOKING AHEAD

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

1 Greater Supply of Available Homes

Lancaster County had more inventory in June, likely due to economic conditions and higher rates. With inventory up and the median sale price steadily increasing—up 10.5% in June compared to June 2025—sellers who work with an expert to properly position themselves on the market can still generally expect to secure a nice return.

2 Buyers Are Eagerly Searching

Buyers remain eager to acquire the most desirable available inventory. The days on market in June was 98 days, an increase of 9 days from June 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.

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

July 2026 | Market Report

Courtesy Of Tom Thomas REALTOR®

LANCASTER COUNTY

July 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 On The Rise; Other Indicators Remain Tight

Looking at inventory comparatively from June 2025 to June 2026, there was a 29.9 % increase in total total inventory from 97 to 126 active listings. Average price per square foot was only down slightly by 4.6% from $235 to $224 per square foot. The percent of list price received increased slightly by .50%. Average list prices comparatively decreased by 1.91%from $625,829 in June 2025 to $613,853 in June 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.

Median Sales Price Continues To Rise

With the monthly inventory up from June 2025, we also saw a 10.11% increase in the average days on market, confirming that buyers have more flexibility. The median sales price is up 10.51% over the past twelve months; however, the price per square foot has been almost constant 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 quite 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	JUNE 2025 VS JUNE 2026	ANALYSIS
Median Sale Price	⬆ Up 10.51%	Median Sale Price climbed by 10.51% from $499.9K to $552.5K. 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 10.11% (+9 Days)	Average days on market in June 2025 was 89. In June 2026 the average DOM was 98, an increase of approximately 10%. These figures substantiate that the market is still active 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 0.5%	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	⬇ Down 4.6%	The price per square foot was at $224/sq. ft. in June, compared to $235 in June 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

"We reached out to Tom Thomas initially regarding one of his listings of waterfront land. Unfortunately it was under contract after being on the market for only three days. After meeting with Tom, we knew that he was the right realtor for us. Living five hours from the area, Tom kept us engaged with properties which met our interests and communicated in a very timely manner regardless of the time of day. His knowledge of the area and of the waterways was instrumental with us finding the property we have always wanted to build our retirement home on."

- M. Johnson

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