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LANCASTER COUNTY

October 2026 | Market Report



LOOKING AHEAD

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

1 Available Inventory

Lancaster County had eight months of inventory in September, continuing to be 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 Buyers Are Demanding More From Sellers

Buyers are eager to acquire the most desirable and well positioned properties to their advantage. Current market conditions not only reinforce greater buyer flexibility but also more seller concessions. 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**

Courtesy Of

LANCASTER COUNTY

October 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:

Months of Inventory Increased to Eight Months

Looking at inventory comparatively from September 2025 to September 2026, there was an increase in available inventory from 94 to 120 active listings, an increase of 27.7%. The average price per square foot use sharply by 24.5% from $215 to $267.67 per square foot. A decrease of 1.48%, the ratio of sales price to list price dropped 97.73% to 96.25%. The average of median list prices also dropped comparatively by 1.73%% to $479.45 from $472K for this past September. 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.

Lower Days On Market

Monthly inventory continued its rise, but we also saw a 15.18% decrease in the average days on market, confirming that September was more competitive. The median sales price was down by only 1.48% over the past twelve months; however, the price per square foot rose significantly from the previous year. Last month it closed at $267.67/ft.sq. 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 Is A Must

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 continue to sell faster, still 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



Tom Thomas REALTOR®

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ALL RESIDENTIAL HOME TYPES	SEPT 2025 VS SEPT 2026	ANALYSIS
Median Sale Price	⬇ Down 1.48%	Median Sale Price dropped by 1.48% from $394.45K to $390K. 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	⬇ Down 15.1% (17 Days)	Average days on market in September 2025 was 112. In September 2026, the average DOM was 95, somewhat of an anomaly from previous months. This figure reinforces that the market is still competitive. Strategic pricing and marketing ensure your home sells for top dollar.
Sale-to-List Price Ratio	⬇ Down 1.48%	Slightly above 95%, it remains 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 24.5%	The price per square foot was at $267.67/sq. ft. in September, compared to $215 in September 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

"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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