

NEWSLETTER

LOVELACE REALTY GROUP

MONTHLY MARKET BRIEF | VOLUME FIVE



MEET YOUR BROKER

Lovelace Realty Group is a Columbus-based brokerage led by **Jacqueline Lovelace**, Principal Broker.

We are committed to guiding buyers and sellers with integrity, education, and local expertise—ensuring every client can move forward with clarity and confidence.



INSIDE THIS MONTH'S NEWSLETTER

This month's newsletter provides a timely overview of the Central Ohio real estate market and highlights important insights for both buyers and sellers.

Inside, you'll find market updates, practical real estate guidance, community highlights, and information designed to help you stay informed throughout your homeownership journey. Whether you're planning a move or simply keeping an eye on the market, we're here to keep you connected and informed.





MARKET SNAPSHOT & WHAT IT MEANS

Central Ohio's housing market remained active in July, with closed sales rising 6.3% compared to last year. Inventory also increased, giving buyers more options while home prices continued to show steady growth.

With more homes available and continued buyer activity, both buyers and sellers have opportunities in today's market. Staying informed and working with an experienced real estate professional can help you make confident decisions.



GUIDANCE FOR BUYERS

Buyers are seeing more choices across Central Ohio, with inventory up nearly 10% from last July. More available homes can provide greater flexibility when comparing properties, locations, and price points.

Having financing prepared and working with a knowledgeable real estate professional can help you take advantage of the right opportunity when it arrives.



GUIDANCE FOR SELLERS

Buyer activity remains strong, with July closed sales increasing over last year. Sellers can still benefit from steady demand, but growing inventory means proper pricing, presentation, and marketing are increasingly important.

Homes that are prepared for the market and competitively positioned can continue to attract serious buyers and achieve successful results.



MARKET FACTS

BUYER

Inventory increased 9.8% year over year, reaching 6,193 homes for sale in July. New listings also increased 3.4%, providing buyers with more options throughout Central Ohio.

With more choices available, prepared buyers have greater opportunities to compare homes and make informed decisions without losing sight of their budget and priorities.

SELLER

Closed sales increased 6.3% year over year, showing continued buyer activity throughout Central Ohio. The average sales price also rose 4.6% to \$404,335.

Sellers remain well positioned, especially when their homes are properly priced and marketed. With inventory increasing, strong presentation can make an important difference in attracting buyers.



RECENT DATA

COLUMBUS, Ohio — As the summer housing season wrapped up, Central Ohio continued to show positive movement in August 2025. Closed sales increased 3% compared with August of the previous year, while the region's median sales price rose 4.8%, according to housing statistics from Columbus REALTORS® and the Columbus & Central Ohio Regional MLS.

A total of 2,819 properties closed during August, including 2,461 single-family homes and 358 condominiums. The median sales price reached \$338,000, compared with \$322,450 during the same period in 2024.

One of the most notable developments was the continued growth in available inventory. Central Ohio recorded 5,736 homes and condominiums for sale during August, representing a 25% year-over-year increase. This brought regional inventory to its highest level since 2016, providing buyers with considerably more options than they have had in recent years.

New listings also contributed to the increase in available housing. There were 3,442 new properties listed during August, up 3.9% from the previous year. Homes received an average of 99.2% of their final list price at closing, while the average time on market increased from 22 days in August 2024 to 29 days in August 2025.

Several communities throughout Central Ohio experienced notable activity. Outside Columbus City Schools, South-Western City School District recorded 182 new listings, followed by Hilliard City School District with 150 and Olentangy Local School District with 142. Newark City School District also experienced significant sales growth, with 70 closed sales representing a 56% year-over-year increase.

Mortgage rates were also showing signs of improvement heading into the fall season. HousingWire reported an average 6.25% rate for 30-year fixed mortgages as of September 15, marking a new low for 2025. Continued movement in mortgage rates could influence buyer activity and provide additional momentum for the fall housing market.

Overall, the August numbers reflect a changing but active Central Ohio housing market. Buyers are benefiting from the highest inventory levels seen in years and additional time to consider their options, while sellers continue to see rising home values and positive sales activity. As the market transitions into fall, proper pricing, preparation, and an understanding of current conditions remain important for both buyers and sellers.

The Columbus & Central Ohio Regional Multiple Listing Service serves Franklin, Delaware, Fairfield, Fayette, Hocking, Licking, Madison, Marion, Morrow, Perry, Pickaway, and Union counties, along with portions of Athens, Champaign, Clark, Clinton, Knox, Logan, Muskingum, and Ross counties.



Buying or selling a home?

**LET'S WORK
TOGETHER!**

At Lovelace Realty Group, we are committed to helping buyers, sellers, and investors navigate the real estate process with confidence. Our team focuses on personalized service, local market knowledge, and clear communication to ensure every client feels supported from start to finish. Whether you are purchasing your first home, selling a property, or exploring new opportunities, we are here to help guide you every step of the way.



Jacqueline Lovelace

REAL ESTATE BROKER

As Principal Broker of Lovelace Realty Group, Jacqueline Lovelace is dedicated to helping clients navigate the real estate process with confidence and clarity. Known for her professionalism, strong communication, and commitment to personalized service, she works closely with buyers, sellers, and investors to help them achieve their goals while creating a smooth and supportive experience from beginning to end.

Contact

-  (937) 248-5181
-  jacqueline@lovelacerealtygroup.com
-  7550 Slate Ridge Blvd #106 Reynoldsburg, Ohio 43068
-  www.Lovelace RealtyGroup.com





WHAT OUR CLIENTS ARE SAYING

— G.R.

★★★★★

"I CANNOT THANK JACQUELINE LOVELACE ENOUGH FOR SELLING MY CONDO. EVEN THROUGH UNEXPECTED CHALLENGES, SHE STAYED COMMITTED UNTIL THE VERY END AND WENT FAR BEYOND WHAT I EXPECTED. IF YOU'RE READY TO BUY OR SELL, CALL JACKIE FIRST."

— T.S.

★★★★★

"JACKIE HANDLED THE SALE OF MY OHIO HOME WITH PROFESSIONALISM AND EASE. COMMUNICATION WAS OUTSTANDING, AND THE ENTIRE PROCESS WAS SMOOTH, EFFICIENT, AND SUCCESSFUL. HIGHLY RECOMMENDED."

— S.W.

★★★★★

"IF YOU WANT A REALTOR WHO IS KNOWLEDGEABLE, PROFESSIONAL, AND COMPASSIONATE, JACKIE IS THE ONE. HER EXPERTISE AND GUIDANCE MADE THE ENTIRE PROCESS SEAMLESS. I WOULD ABSOLUTELY WORK WITH HER AGAIN."

— T.W.

★★★★★

"THE SWEETEST AND MOST PATIENT REALTOR I'VE EVER MET. SHE ENCOURAGED ME EVERY STEP OF THE WAY AND MADE MY FIRST HOME-BUYING EXPERIENCE INCREDIBLE. YOU WON'T BE DISAPPOINTED."

— A.H.

★★★★★

"JACKIE HELPED ME FIND MY DREAM HOME AND SUPPORTED ME THROUGH EVERY STEP OF THE JOURNEY. I'M TRULY GRATEFUL FOR HER DEDICATION AND CARE."

**REAL EXPERIENCES FROM BUYERS AND SELLERS WE'VE HAD
THE PRIVILEGE TO SERVE.**



LET'S TALK ABOUT YOUR NEXT MOVE

Whether you're thinking about buying, selling, or simply exploring your options, having the right guidance makes all the difference. At Lovelace Realty Group, we're here to answer questions, provide clarity, and help you move forward with confidence — whenever the timing feels right for you.

Jacqueline Lovelace
Principal Broker

614-721-1550
937-248-5181

lovelacerealtygroup.com
@lovelacerealtygroup

