

NEWSLETTER

LOVELACE REALTY GROUP

MONTHLY MARKET BRIEF | VOLUME TWO



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 market brief provides a clear and updated look at the Central Ohio real estate landscape as we move further into the spring season.

Inside, you'll find current market insights, guidance tailored for both buyers and sellers, and a recap of recent community activity. Our goal is to keep you informed, prepared, and confident—whether you're actively making a move or simply staying up to date.





MARKET SNAPSHOT & WHAT IT MEANS

The Central Ohio market continues to show steady activity as we move through the spring season. Inventory is gradually improving, giving buyers more options, while strong demand continues to support home values across the region.

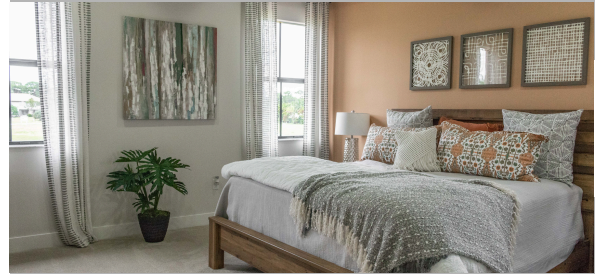
Whether you're buying or selling, understanding current conditions and having a clear strategy in place can make all the difference. Working with a knowledgeable professional ensures you can navigate opportunities with confidence.



GUIDANCE FOR BUYERS

Buyers are seeing more opportunities as inventory slowly increases, but preparation remains key. Getting pre-approved, understanding your budget, and staying flexible will position you to act quickly when the right home becomes available.

With the right guidance and a clear plan, buyers can still find strong opportunities in today's market.



GUIDANCE FOR SELLERS

Sellers continue to benefit from strong demand, but strategy is more important than ever. Proper pricing, strong presentation, and effective marketing are essential to attracting serious buyers and maximizing results.

Homes that are well-prepared and positioned correctly are still selling efficiently, even as market conditions continue to evolve.



MARKET FACTS

BUYER

Buyers are entering a market with more options than earlier this year, but competition remains for well-priced homes.

Interest rates continue to influence purchasing power, making preparation and timing critical.

Those who stay informed, act decisively, and work with experienced guidance are finding success in securing the right home.

SELLER

Sellers are still in a strong position, with consistent demand supporting home values across Central Ohio. However, buyers are becoming more selective, placing greater emphasis on condition, pricing, and overall presentation.



RECENT DATA

COLUMBUS, Ohio (May 8, 2026) — Central Ohio's housing market showed resilience in April, with home values climbing and inventory expanding even as overall sales volume moderated. April data from the Columbus & Central Ohio Regional MLS shows 2,202 closed sales, a 13.6% decrease compared to April 2025, though the year-to-date total of 7,617 closings remains within reach of last year's pace, down 4.2% through the first four months of the year.

Inventory continued to build, with 5,027 homes available for sale, a 13.4% increase over April 2025, and new listings rose 7.8% to 3,992, bringing the year-to-date total to 11,803. The months' supply of inventory edged up to 2.0, compared to 1.8 a year ago, offering buyers more options as the market moves further into 2026.

Home values remained strong. The median sales price in April reached \$346,500, an 8.3% increase year over year, while the average sales price climbed to \$396,480, up 5.9%. Homes spent an average of 39 days on market, up from 32 days in April 2025.

"April's numbers tell an interesting story. We have more homes on the market and buyers are taking a little more time to decide. That's not a bad thing; it means consumers are being thorough and intentional," said Columbus REALTORS® President Gloria Alonso Cannon.

"I understand why people see slower sales and immediately wonder if prices are about to drop," said Alonso Cannon. "The reality is that central Ohio is simply normalizing after years of unprecedented demand. As we head into summer, we expect price growth to moderate, but not reverse. This is still a very strong housing market."

Franklin County recorded 1,077 closings in April, a 15.4% decrease from the prior year, at a median sales price of \$331,688, a 10.6% increase. Delaware County held steady with 254 closings, no change year over year, and a median sales price of \$539,000, up 10.5%. I am running a few minutes late; my previous meeting is running over.

In the local spotlight, Olentangy Local School District had a strong April with 132 sales, a 15.8% increase, and a median sales price of \$581,703. Grove City Corporation saw a notable 36.5% jump in closed sales with 71 transactions, while Westerville City School District saw solid activity with 90 sales and a 16.1% rise in median price to \$449,900. Lancaster City School District reported 58 closings, an 18.4% increase, with a median sales price of \$285,000, up 9.2%.



EXCITING MOMENTS



We had the pleasure of hosting our **Home Buyer Seminar** this past April, bringing together members of the community for a morning focused on education, connection, and opportunity.

From first-time buyers to those preparing for their next move, it was an incredible experience sharing valuable insights, answering questions, and helping attendees feel more confident about their homeownership journey.

We're grateful to everyone who joined us and look forward to continuing to serve and support our community through events like this.



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.**



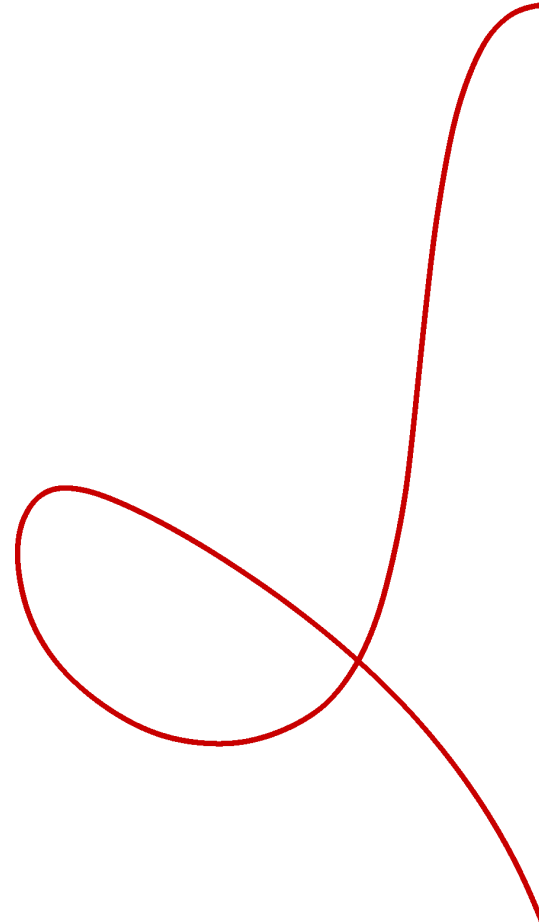
LET'S TALK ABOUT YOUR NEXT MOVE

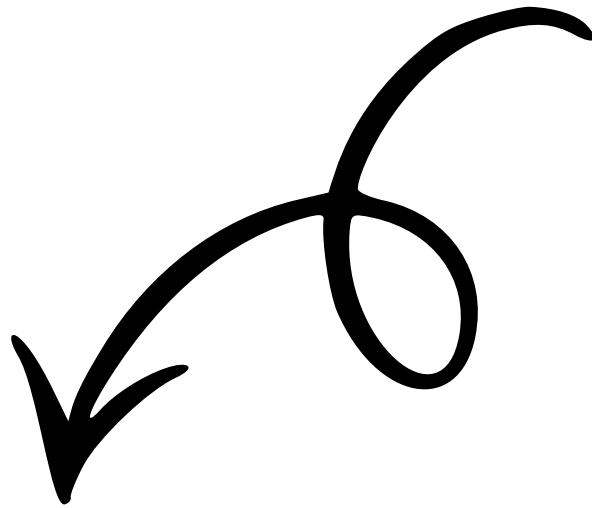
Whether you're thinking about buying, selling, or simply exploring your options, having the right guidance makes all the difference. At Lovelace Realty Group, we're here to answer questions, provide clarity, and help you move forward with confidence — whenever the timing feels right for you.

Jacqueline Lovelace
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PODCAST ALERT



HOME SWEET HOME

TUNE IN EVERY SATURDAY AT NOON

The podcast that believes home is more than real estate; it's a sanctuary, a place of peace, and where God dwells.

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