NEWSLETTER

LOVELACE REALTY GROUP

MONTHLY MARKET BRIEF | VOLUME SIX



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.





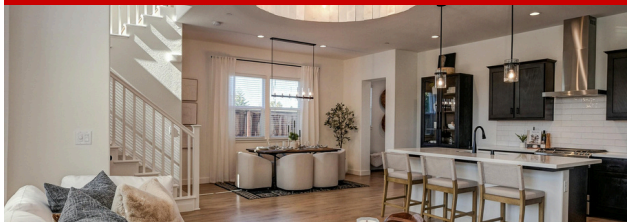
LOVELACE
REALTY GROUP



MARKET SNAPSHOT & WHAT IT MEANS

As Central Ohio transitions into the fall season, the housing market continues to offer opportunities for both buyers and sellers. Increased inventory has provided buyers with more choices, while pricing and preparation remain important factors for sellers.

Whether you're planning to purchase a home, preparing to sell, or simply following market trends, understanding current conditions can help you make confident decisions. Working with an experienced real estate professional can make all the difference.



GUIDANCE FOR BUYERS

Fall can present valuable opportunities for buyers looking to make their next move. With more homes to explore and seasonal changes in market activity, buyers may have additional flexibility when evaluating their options.

Understanding your budget, securing financing, and working with a knowledgeable real estate professional can help you navigate the process and find a home that meets your needs.



GUIDANCE FOR SELLERS

As the fall season progresses, sellers should focus on making their properties stand out. Competitive pricing, strong marketing, and thoughtful presentation remain essential when attracting serious buyers.

Homes that are well-maintained, appropriately priced, and ready for showings can continue to generate interest. A strategic approach can help sellers achieve their goals with confidence.

LOVELACE
REALTY GROUP

MARKET FACTS

BUYER

As the market moves into fall, buyers may benefit from additional housing options and opportunities to evaluate properties carefully. While affordability and mortgage rates remain important considerations, preparation can help buyers make informed decisions.

Working with a trusted real estate professional can provide valuable guidance throughout the home search, financing, and purchasing process.

SELLER

The fall housing market continues to present opportunities for homeowners considering selling. With buyers comparing available properties, accurate pricing and strong presentation can help a home stand out.

Sellers who prioritize necessary improvements, professional marketing, and a competitive listing strategy can position their properties for success while navigating changing market conditions.

LOVELACE
REALTY GROUP

RECENT DATA

As the summer selling season came to a close, Central Ohio's housing market continued to demonstrate stability, with growing inventory, steady home values, and positive year-to-date activity. According to the latest statistics from Columbus REALTORS® and the Columbus & Central Ohio Regional MLS, August 2026 recorded 2,749 closed home sales, representing a 2.5% decrease compared with August 2025. Despite this modest slowdown, overall sales activity for the year remained ahead of last year's pace.

One of the most significant developments was the continued increase in available housing. Regional inventory reached 6,124 homes, a 6.8% increase from the previous year and the highest August inventory level recorded in recent years. Months of supply also increased from 2.3 to 2.4, providing prospective buyers with more options while maintaining a market that continues to favor sellers.

Home prices remained resilient throughout August. The median sales price increased 2.2% year over year to $345,500, reflecting continued appreciation across Central Ohio. Sellers received an average of 96.9% of their original listing price, compared with 97.2% during the same period last year. This shift suggests buyers may have slightly more room to negotiate as additional properties become available.

Homes spent a median of 30 days on the market, one day longer than August 2025. Meanwhile, new listings declined 4.4% to 3,292 properties. Although monthly sales activity experienced a slight decrease, the broader housing market continued to demonstrate positive performance.
Through the first eight months of 2026, Central Ohio recorded 20,006 closed sales, an increase of 2.3% compared with the previous year. Properties entering contract reached 21,797, up 2.9%, while the year-to-date median sales price climbed 3.7% to $342,000.

By property type, single-family home sales totaled 2,394 in August, a 2.7% decrease year over year, while condominium sales declined 0.8% to 355. However, year-to-date sales remained positive for both categories, with single-family transactions increasing 2.2% and condominium sales rising 2.6%.
Central Ohio also continued to offer a notable affordability advantage compared with the national housing market. The national median existing-home sales price reached $429,100 in August, while Central Ohio's median remained $83,600 lower at $345,500. National existing-home sales declined 1.2% year over year, while housing inventory increased 5.9%.

Several local school districts demonstrated particularly strong performance. Olentangy Local School District recorded 138 closed sales, a 12.2% increase, with a median sales price of $590,000. Worthington City School District experienced a 10.8% increase in closed sales, reaching 72 transactions. Groveport Madison Local School District recorded one of the region's strongest percentage increases, with 56 closed sales representing a 55.6% year-over-year gain.
Overall, August's housing statistics highlight a Central Ohio market that continues to evolve as buyers and sellers transition into the fall season. Growing inventory is providing buyers with additional opportunities, while steady property values and positive year-to-date sales demonstrate continued market strength. For those considering buying or selling, understanding local market conditions, evaluating available opportunities, and working with an experienced real estate professional remain important steps toward achieving successful results.

LOVELACE
REALTY GROUP

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.

LOVELACE
REALTY GROUP

Contact

(937) 248-5181

jacqueline@lovelacerealtygroup.com

7550 Slate Ridge Blvd #106 Reynoldsburg, Ohio 43068

www.Lovelace realtygroup.com

LOVELACE
REALTY GROUP

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.

LOVELACE
REALTY GROUP

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

