

THE WILL & GRACE TEAM

OHIO REAL ESTATE INSIDER

FREE MONTHLY NEWSLETTER

SEPTEMBER 2026

EXP REALTY LLC | OHIO



YOUR GUIDE TO OHIO REAL ESTATE

William C. DeShon | Broker | EXP Realty LLC

39-Year Ohio Veteran | Amazon Published Author | Wealth Educator

For nearly four decades I have guided Ohio families through every market cycle. Buying your first home, selling an estate, or investing for the future — I bring the knowledge, strategy, and integrity to get results.

Call/Text: (234) 228-3895

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OHIO MARKET SNAPSHOT — FALL 2026

\$284,500

Median Price

+4.2%

YoY Growth

31 Days

Avg on Market

1.8 Mo.

Inventory

6.41%

30-Yr Rate

94.7%

List/Sale Ratio

BUYER'S CORNER

Fall 2026 — The Smart Buyer's Market

Ohio's fall market favors prepared buyers. With 1.8 months inventory, sellers are negotiating — use that leverage.

5 TIPS FOR FALL BUYERS:

- >> Get pre-approved BEFORE looking.
- >> Budget 2-3% above asking in hot areas.
- >> Check HVAC, roof, and gutters before winter.
- >> Lock your rate early — don't wait for perfect.
- >> Sign Buyer's Agency Agreement — Ohio law requires it.

MORTGAGE RATE WATCH

30-Yr: 6.41% | 15-Yr: 5.89% | FHA: 5.97% | VA: 5.72%

On a \$284,500 home with 20% down — P&I; is ~\$1,424/mo. Find the right home now. Refinance later.

OHIO LAW UPDATE

Buyer's Agency Agreement Required Before Showings

Effective August 17, 2024, Ohio agents MUST have a signed agreement BEFORE showing property. Protects your 6 fiduciary rights. Call us — FREE explanation.

SELLER'S CORNER

List Smart This Fall — Before Winter Slowdown

September and October are Ohio's strongest selling months. List NOW before holiday slowdowns hit November.

5 TIPS FOR FALL SELLERS:

- >> Price right Day 1 — overpriced homes sit and stigmatize.
- >> Curb appeal — fresh mulch, gutters, seasonal flowers.
- >> Pre-list inspection eliminates closing surprises.
- >> Professional photography — 87% of buyers start online.
- >> Declutter — buyers must see their future home.

HOT OHIO MARKETS

Market	Median \$	DOM	Trend
Columbus Metro	\$312,000	24	Hot
Dublin/Westerville	\$421,000	19	Hot
Cleveland Suburbs	\$267,000	28	Rising
Akron	\$198,500	35	Stable
Canton/Stark Co.	\$174,000	41	Stable

ASK THE AGENT

Q: "Should I sell before I buy or buy before I sell?"

Selling first is usually safer — you know your budget. But bridge loans and contingency offers can work. Call me for YOUR personalized strategy.

DON'T CHASE YOUR DREAMS - REALIZE THEM!!!

Buying or Selling in Ohio - ONE CALL changes everything.

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FROM OUR KITCHEN TO YOURS

A Monthly Recipe - Specially Selected for the Women Who Make a House a Home

SEPTEMBER 2026

HARVEST SEASON

FAMILY RECIPE COLLECTION

"September is the month when the air turns crisp, the apples are ready, and the kitchen fills with the warmth that only autumn can bring."

- With Love, The Will & Grace Team Family

Grandma's Ohio Apple Cinnamon Skillet Cake

The Perfect Harvest Dessert for Your Family This September

Prep Time	Cook Time	Serves	Level	Season
15 minutes	35 minutes	8-10 people	Easy	Fall/Harvest



Grandma's Ohio Apple Cinnamon Skillet Cake - The perfect harvest dessert for your family this September

INGREDIENTS

FOR THE APPLE LAYER:

3 large Honeycrisp or Gala apples, peeled and thinly sliced
3 tablespoons unsalted butter
1/4 cup brown sugar (packed)
1 teaspoon ground cinnamon
1/4 teaspoon nutmeg | Pinch of salt

FOR THE CAKE BATTER:

1 1/2 cups all-purpose flour
1 cup granulated sugar
2 teaspoons baking powder
1 teaspoon cinnamon | 1/2 teaspoon salt
2 large eggs
1/2 cup whole milk
1/2 cup vegetable oil
1 teaspoon pure vanilla extract

FOR SERVING:

Powdered sugar for dusting
Vanilla ice cream or whipped cream
Caramel drizzle (highly recommended!)

DIRECTIONS

Step 1 - Preheat Your Oven

Preheat oven to 350F. Place a 10-inch cast iron skillet on the stovetop over medium heat.

Step 2 - Cook the Apple Layer

Melt butter in skillet. Add apples, brown sugar, cinnamon, nutmeg, and salt. Cook 5-7 minutes until apples caramelize beautifully. Remove from heat.

Step 3 - Make the Batter

Whisk dry ingredients together. In a separate bowl, whisk eggs, milk, oil, and vanilla. Fold wet into dry until just combined - do not overmix.

Step 4 - Assemble

Pour batter evenly over the caramelized apples in the skillet.

Step 5 - Bake to Perfection

Bake 28-35 minutes until a toothpick comes out clean and top is golden brown.

Step 6 - The Magic Flip!

Cool 5 minutes. Place a serving plate over the skillet and flip with confidence! The beautiful caramelized apple layer is now on top.

Step 7 - Serve with Love

Dust with powdered sugar. Serve warm with ice cream or whipped cream. Drizzle caramel. Watch your family fall in love.

WILLIAM'S KITCHEN TIP: "Ohio Honeycrisp apples are the absolute best for this recipe. Pick them up fresh at any Ohio farmer's market this September. Your home will smell like fall heaven for hours!"

NEXT MONTH - OCTOBER RECIPE: Slow Cooker Pumpkin Spice Soup - Rich, warming, and the whole family will love it. Subscribe free at wealthhorizonsacademy.org/pages/real-estate-newsletter

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Newsletter for informational purposes only. Statistics are estimates for September 2026. Not legal or financial advice.

OHIO FOOTBALL INSIDER

FALL 2026 SCHEDULE — BROWNS | BENGALS | OHIO STATE

FREE — SEPTEMBER 2026

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"Ohio bleeds football. Whether you bleed Orange & Brown, Black & Orange, or Scarlet & Gray — this is your complete guide to Ohio's fall 2026 season. Print it. Post it. Live it."

— William C. DeShon | Will & Grace Team | EXP Realty LLC

CLEVELAND BROWNS — 2026 NFL SEASON SCHEDULE

WK	DATE	OPPONENT	TIME (ET)	TV	NOTES
1	Sep 7	vs PITTSBURGH STEELERS	1:00 PM	CBS	Home Opener
2	Sep 14	at Dallas Cowboys	4:25 PM	FOX	
3	Sep 21	vs BALTIMORE RAVENS	1:00 PM	CBS	AFC North Rivalry
4	Sep 28	at Cincinnati Bengals	4:25 PM	CBS	OHIO RIVALRY
5	Oct 5	vs JACKSONVILLE JAGUARS	1:00 PM	CBS	
6	Oct 12	at Kansas City Chiefs	8:20 PM	NBC	SNF — Primetime
7	Oct 19	vs CINCINNATI BENGALS	1:00 PM	CBS	OHIO RIVALRY
8	Oct 26	at NY Giants	1:00 PM	FOX	
9	Nov 2	vs DALLAS COWBOYS	4:25 PM	CBS	
10	Nov 9	at Pittsburgh Steelers	1:00 PM	CBS	AFC North
11	Nov 16	vs DENVER BRONCOS	1:00 PM	CBS	
12	Nov 23	at Baltimore Ravens	1:00 PM	CBS	Rivalry Week
BYE	Nov 30	BYE WEEK	—	—	Rest up
13	Dec 7	vs MIAMI DOLPHINS	4:25 PM	CBS	
14	Dec 14	at Philadelphia Eagles	4:25 PM	FOX	
15	Dec 21	vs PITTSBURGH STEELERS	4:25 PM	CBS	AFC North — Must Win
16	Dec 28	at Cincinnati Bengals	1:00 PM	CBS	Division Finale
17	Jan 4	vs BALTIMORE RAVENS	1:00 PM	CBS	Season Finale

CINCINNATI BENGALS — 2026 NFL SEASON SCHEDULE

WK	DATE	OPPONENT	TIME (ET)	TV	NOTES
1	Sep 7	at Los Angeles Chargers	4:25 PM	CBS	West Coast Trip
2	Sep 14	vs KANSAS CITY CHIEFS	8:20 PM	NBC	SNF — Primetime
3	Sep 21	vs PITTSBURGH STEELERS	1:00 PM	CBS	AFC North
4	Sep 28	vs CLEVELAND BROWNS	4:25 PM	CBS	OHIO RIVALRY
5	Oct 5	at Tennessee Titans	1:00 PM	CBS	
6	Oct 12	vs BALTIMORE RAVENS	1:00 PM	CBS	AFC North

7	Oct 19	at Cleveland Browns	1:00 PM	CBS	OHIO RIVALRY
8	Oct 26	vs NY JETS	1:00 PM	CBS	
BYE	Nov 2	BYE WEEK	—	—	
9	Nov 9	at Pittsburgh Steelers	1:00 PM	CBS	AFC North
10	Nov 16	vs LAS VEGAS RAIDERS	4:25 PM	CBS	
11	Nov 23	at Baltimore Ravens	4:25 PM	CBS	Rivalry
12	Nov 30	vs NEW ENGLAND PATRIOTS	1:00 PM	CBS	
13	Dec 7	at Kansas City Chiefs	8:20 PM	NBC	MNF
14	Dec 14	vs PITTSBURGH STEELERS	4:25 PM	CBS	Division
15	Dec 21	at Cleveland Browns	4:25 PM	CBS	Ohio Battle
16	Dec 28	vs BALTIMORE RAVENS	1:00 PM	CBS	Playoff Push
17	Jan 4	at Denver Broncos	4:25 PM	CBS	Season Finale

OHIO STATE BUCKEYES — 2026 BIG TEN SEASON SCHEDULE

WK	DATE	OPPONENT	TIME (ET)	TV	NOTES
1	Aug 31	vs AKRON ZIPS	7:30 PM	BTN	Home Opener — Ohio Local
2	Sep 7	vs WESTERN MICHIGAN	3:30 PM	ABC	
3	Sep 13	at No. 8 Texas	7:30 PM	ESPN	Ranked Matchup
4	Sep 20	vs MARSHALL	Noon	BTN	
5	Sep 27	at Penn State	7:30 PM	NBC	Big Ten Rivalry
6	Oct 4	vs IOWA HAWKEYES	3:30 PM	ABC	Homecoming
7	Oct 11	at Indiana Hoosiers	Noon	BTN	
8	Oct 18	vs NEBRASKA CORNHUSKERS	3:30 PM	CBS	
9	Oct 25	at Northwestern	Noon	BTN	
10	Nov 1	vs PENN STATE	7:30 PM	NBC	Big Ten Title Race
11	Nov 8	at Minnesota	3:30 PM	ABC	
12	Nov 15	vs MICHIGAN STATE	Noon	BTN	
13	Nov 22	at MICHIGAN	Noon	FOX	THE GAME — Must Watch!
B10	Dec 6	BIG TEN CHAMPIONSHIP	TBD	CBS	Lucas Oil — Indianapolis
CFP	Dec/Jan	COLLEGE FOOTBALL PLAYOFF	TBD	ESPN	National Championship Run

KEY DATES TO CIRCLE

Sep 28 — Browns vs Bengals (OHIO RIVALRY)

Oct 19 — Bengals at Browns (REMATCH)

Nov 22 — Ohio State at Michigan (THE GAME)

Oct 12 — Browns at KC Chiefs (Primetime SNF)

Sep 27 — Ohio State at Penn State (Ranked Matchup)

Dec 6 — Big Ten Championship (Lucas Oil, Indy)

WILLIAM'S TAILGATE TIP

Game Day Chili — Ohio Style

Nothing brings the family together on game day like a big pot of Ohio chili. Brown 2 lbs ground beef with onions and garlic. Add 2 cans diced tomatoes, 2 cans kidney beans, chili powder, cumin, and a secret Ohio touch — a square of dark chocolate. Simmer 2 hours. Serve over spaghetti Cincinnati-style or straight in a bowl topped with shredded cheddar. Your house will smell amazing from kickoff to the final whistle!

Next Month: Bengals Gameday Buffalo Chicken Dip!

LEGEND: [Orange highlight] = Ohio Rivalry Game [Blue highlight] = Primetime/Ranked [Pink highlight] = Must-Circle Game (THE GAME)

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Schedules subject to change. Check NFL.com and OhioStateBuckeyes.com for official updates. The Will & Grace Team | EXP Realty LLC | Licensed in Ohio | Equal Housing Opportunity