

# LCRG NEWSLETTER

WE MAY NOT BE YOUR ONLY CHOICE  
BUT WE ARE YOUR LOGICAL CHOICE



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## FAITH: STRENGTH THROUGH CHRIST

*Philippians 4:13 (NIV) reminds us:  
"I can do all this through Him who gives me  
strength."*

*This verse is a declaration of confidence — not in our own ability, but in the power of Christ working through us. When life feels overwhelming or progress seems slow, it's easy to rely on self-effort. Yet true strength comes from surrender. God equips us for every challenge we face, providing courage, clarity, and endurance beyond our limits. Whatever you're striving toward this week, remember: you don't carry it alone. Christ is your source, your strength, and your steady hand through every battle.*

## LEE COUNTY MARKET: INVENTORY SLIPS FROM SUMMER PEAK, PRICES SOFTER

September's data show a still buyer-leaning market. Active listings totaled 10,670 (down from 11,160 in August as summer stock thinned). Median days on market held at 101 (vs 106 in August), signaling slower absorption. August median sale price printed \$356,000, -6.5% YoY. Net: more time to negotiate and growing price realism as we head into Q4.

As inventory normalizes, sellers are adjusting expectations and buyers are regaining leverage. With mortgage rates hovering just above 6%, the final quarter of 2025 could mark the most balanced Lee County market in over three years.



# The Bridge Between Goals and Results

Kevin's challenge this week is to stop negotiating with yourself. Discipline isn't about feeling ready—it's about showing up especially when you don't. Motivation fades, but disciplined action builds trust in yourself. Every time you follow through, you reinforce the identity of someone who finishes what they start. The gap between where you are and where you want to be isn't knowledge—it's consistency under pressure. Winners don't wait for perfect conditions; they create them through disciplined habits repeated daily. Lock in, stay committed, and let your actions speak louder than your excuses. Want to work directly with Kevin?

Call 239.677.9450 to join his personal coaching program and start building your future with purpose.



# NATIONAL REAL ESTATE: BALANCE FIRMS AS RATES EASE

The U.S. housing market is finding its footing this fall. The 30-year fixed mortgage rate has slipped to 6.3%, its lowest point in nearly a year, offering a small but meaningful boost to buyer sentiment. Existing-home sales in August held nearly flat at 4.00 million SAAR, down just 0.2%, while active inventory rose ~21% year-over-year, reaching roughly 1.5 million homes—equivalent to 4.6 months of supply. Median prices remain steady at \$422,600, up 2% year-over-year, as sellers balance realism with resilience.

New construction continues to steady the market. Builders closed August with ~490,000 homes for sale, translating to 7.4 months of supply, and a median new-home price of \$413,500. Incentives and rate buydowns remain widespread as builders compete with growing resale options.

## Why it matters

Nationally, housing conditions are moving from correction to balance. Buyers are gaining leverage thanks to higher supply and easing rates, while sellers face longer days on market and tighter margins. If inflation keeps cooling, further mortgage relief could spark a mild rebound in sales heading into early 2026—offering cautious optimism after two years of reset.



# FEATURED PROPERTIES: YOUR DREAM HOME AWAITS



[Click to View Property](#)

**4361 - 901 LAZIO  
WAY, FORT MYERS,  
FL 33901**

### **3 Bed, 2.5 Bath Condo**

Discover unbeatable convenience in this spacious condo ideally located near the Midpoint Bridge, McGregor Blvd, Colonial Blvd, and Summerlin Rd. Featuring three comfortable bedrooms, two full baths, plus a half bath and a private one-car garage, this home offers both functionality and comfort. Whether you're commuting, shopping, or dining out, everything you need is just minutes away. Perfect for those seeking easy access to Fort Myers' best amenities in a well-connected neighborhood.

*Looking for your perfect home in Lee County, Sarasota County or Charlotte County? At Logical Choice Realty Group, we're here to make your dream a reality—whether you're renting, buying, or investing. Our personalized approach ensures we find the right fit for you. Ready to take the next step? Call Kevin at (239) 677-9450 to explore more listings and start your journey today!*

**700B BROADWAY  
AVE, LEHIGH  
ACRES**

**This brand-new 3BD/2BA** rental is ready to be your next home! Featuring a modern kitchen with stainless steel appliances and a sleek island, wood-look flooring throughout, and spacious bedrooms with luxurious bathrooms boasting marble-tiled showers, this home has it all. Perfect for families or anyone seeking a fresh start in a stylish space.



[Click to View Property](#)



# Fun Stuff: Trivia, Local Treats, and History in Lee County

## **HOME TIP: FALL MAINTENANCE CHECK**

### **One-Minute Tip:**

As temperatures finally dip, it's the perfect time to give your home a quick health check. Clean out gutters before dry leaves cause blockages, inspect weatherstripping around doors and windows, and schedule an A/C filter change to prep for cooler air. Walk your yard to trim low-hanging branches before winter winds arrive. A few minutes of maintenance this week can prevent costly repairs and keep your home running smooth through the season.



### **Local Treat of the Week: Crystal Lake Park**

**Location:** 4307 NW 36th Street, Cape Coral, FL

**Vibe:** A new lakeside oasis meets Florida recreation — water, trails, views, and outdoor fun.

**Atmosphere:** The sound of soft waves, kids splashing or kayaking, picnickers under shade trees, and folks walking to a hilltop lookout over the water. The setting feels peaceful yet full of life.

**Why it stands out:** Newly opened, Crystal Lake Park is a \$10+ million project featuring a sandy beach, shaded picnic areas, fitness stations, kid's playground, hilltop lookout, and boat, canoe, and kayak launches. [WBBH+2FOX 4 News Fort Myers WFTX+2](#) The park connects to nearby canals for boating access. [Northwest Cape Coral NA+1](#) It's part of Cape Coral's GO Bond plan to bring more green space to underserved Northwest neighborhoods. [capecoral.gov+1](http://capecoral.gov+1)



### **This Week in History: Historic Lee County**

On October 19, 1997, the Midpoint Memorial Bridge officially opened, linking Fort Myers and Cape Coral across the Caloosahatchee River. [Wikipedia](#) This bridge was decades in the making—first proposed in the 1970s but delayed by legal battles and planning debates. [Wikipedia](#)

Today, the Midpoint Bridge is a vital artery for our region, easing traffic, connecting communities, and symbolizing how Lee County continues to grow forward, uniting neighborhoods with infrastructure and vision.



# What You Missed

## Lemonade for a Cause

*Something special is brewing!* 🍋

Next week, we'll announce The Lemonade Stand for Kevin – a community fundraiser launching in both Cape Coral and Fort Myers, hosted by one of LCRG's valued partners. Every glass poured will go toward supporting Kevin's Cancer Journey, with 100% of proceeds donated directly to his [GoFundMe](#). Stay tuned for full details on how you can stop by, show your support, and make a difference – one cup at a time.



## LCRG Expands to Sarasota County

If you haven't heard, *Logical Choice Realty Group* has officially expanded into Sarasota County! 🎉 This exciting move extends our footprint beyond Lee County and opens doors in one of Florida's fastest-growing markets. We're currently looking for investors and realtors eager to grow alongside a forward-thinking team built on trust, transparency, and results. If you or someone you know fits that description, call Kevin today at 239.677.9450 to learn how to join the expansion.