

# LCRG NEWSLETTER

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



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## SALES SURGE AS INVENTORY TIGHTENS, STABILITY EMERGES

September's figures paint a market gaining traction. Closed sales hit 1,499 (up 11.6% from 1,343 last year as buyer activity quickens).

Median days on market eased to 90 (vs 70 in September 2024), reflecting deliberate choices amid options. Median sale price landed at \$364,000, down 2.9% YoY amid affordability tweaks. Net: fewer homes chasing more deals, fostering negotiation room as fall builds momentum.

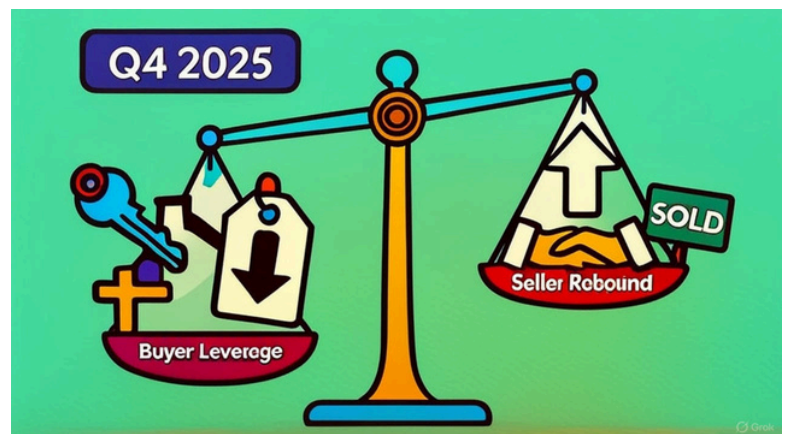
With supply dipping to 6.9 months, buyers secure edges yet sellers sense rebound signals. As rates stabilize near 6%, Q4 2025 positions Lee County for its steadiest equilibrium since the 2022 rush.

## FAITH: CAST YOUR BURDEN ON HIM

*"Cast your burden on the Lord, and he will sustain you; he will never permit the righteous to be moved."*

— Psalm 55:22

*This verse rises from David's raw cry amid betrayal's sting—a close friend's knife in the back, threats closing in like shadows. Overwhelmed, he doesn't grip tighter; he hurls his load at God's feet, trusting the One who steadies the storm. It's surrender, not escape—handing over fears, failures, and fights we can't win alone. God doesn't just catch it; He shoulders it, fueling us with unshakeable peace that outlasts the chaos. In your grind this week, whatever weighs heavy, release it to Him. You're held, not hurled—sustained by the God who never lets His own falter.*



# The Power of NO

Kevin's challenge this week is to master the art of saying no. Every yes to distractions is a no to your biggest deals—protect your focus like it's your commission check. Boundaries aren't walls; they're the foundation of explosive growth. In a market flooded with noise, the agents who thrive cut the fluff and double down on high-impact actions. Say no to low-value meetings, endless scrolling, and people-pleasing scripts that drain your edge. Winners guard their time fiercely, channeling energy into prospecting, negotiations, and closing. Commit to no today, and watch your yeses turn into unstoppable momentum. Want to work directly with Kevin?

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

## YOUR TIME AND ENERGY



# NATIONAL REAL ESTATE: AFFORDABILITY STRAINS MEET SUPPLY RELIEF

The U.S. housing market grapples with persistent affordability woes this October, even as relief glimmers. The 30-year fixed mortgage rate fell to 6.19%, its 2025 low, yet buyer hesitation lingers amid high costs—many hold out for deeper drops below 6%. Existing-home sales edged up 1.5% in September to 4.06 million SAAR, a seven-month peak and 4.1% year-over-year gain, driven by seasonal momentum. Inventory climbed to 1.55 million homes, up 14% from last year for 4.6 months of supply, finally granting buyers some breathing room after years of scarcity.

New builds surge to fill gaps. August sales rocketed 20.5% to 800,000 SAAR, the highest since early 2022, with 490,000 homes in stock—7.4 months of supply at a median \$413,500 price. Builders lean on incentives to lure traffic as resale competition heats up.

### Why it matters

Nationwide, affordability's tight grip tempers optimism despite softer rates and swelling stock. Buyers negotiate harder with more options, pressuring sellers on pace and premiums, while a chronic shortage—needing millions more units—looms large. If rates ease further with steady inflation, 2026 could see balanced activity emerge, thawing the freeze without reigniting frenzy.



# FEATURED PROPERTIES: YOUR DREAM HOME AWAITS

2920 NW 4TH PL,  
CAPE CORAL, FL  
33993



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## 4 Bed, 2 Bath Canal Retreat

Discover serene waterfront living in this modern rental nestled in Cape Coral's peaceful Mariner neighborhood, steps from canal adventures and quick drives to Pine Island Road's dining and shops. Boasting four generous bedrooms, two full baths, upgraded plank tile throughout, granite counters, and stainless steel appliances, this 1,565 sq ft home blends luxury with everyday ease. Canal views invite morning coffee on the lanai, while nearby Crystal Lake Park offers kayaking and trails. Ideal for those craving quiet escapes with urban perks just minutes away.

***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!***

1023 NW 23RD  
AVE, CAPE CORAL,  
FL 33993

## 4 Bed, 2 Bath New-Build Haven

Discover fresh coastal charm in this brand-new rental tucked in Cape Coral's thriving Northwest, moments from Mariner schools and Pine Island Road's eateries and shops. Showcasing four airy bedrooms, two sleek baths, an open kitchen with stainless-steel appliances, and upgraded plank tile floors across 1,565 sq ft, this gem shines with modern ease. Unwind on the paved patio overlooking a tranquil canal, perfect for sunset toasts or quiet mornings. Ideal for families chasing new horizons with everyday perks right nearby.



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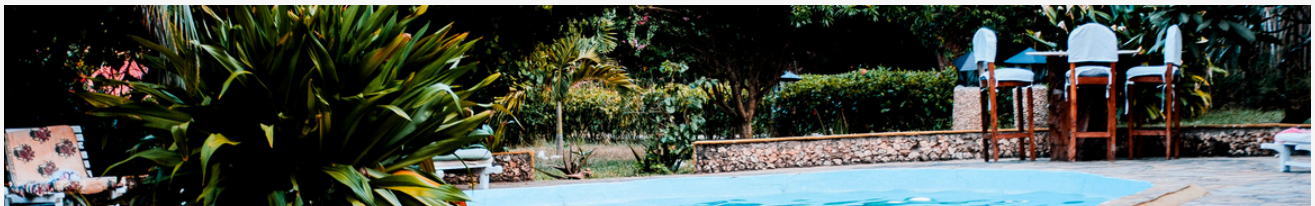
# Fun Stuff: Trivia, Local Treats, and History in Lee County

## **HOME TIP: POOL PREP FOR FALL**

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

With cooler evenings rolling in, dial back your pool game for efficiency and clarity.

Lower pump run time to 6-8 hours daily to save energy, shock the water with a seasonal dose to combat algae, and skim debris more often as leaves drop. Test pH and chlorine levels weekly, then cover up on chillier nights to retain heat. Quick tweaks now keep your oasis sparkling and ready without the summer slog—or unexpected fixes come spring.



### **Local Treat of the Week: *Wonder Gardens***

**Location:** 27180 Old 41 Road, Bonita Springs, FL

**Vibe:** A lush, retro jungle retreat fusing old-school Florida charm with vibrant wildlife—towering palms, exotic calls, and hidden boardwalks.

**Atmosphere:** Colorful flamingos strutting in aviaries, alligators basking in sun-dappled pools, visitors whispering on elevated paths amid tropical foliage, and the distant croak of tree frogs at dusk.

**Why it stands out:** This 1936-founded, 3.5-acre sanctuary—rebuilt post-hurricanes—houses over 100 species like panthers, toucans, and a massive tortoise enclosure, with a \$25 entry including guided tours and a gift shop. Trip.com+3 Reddit r/FortMyers+1 It anchors Bonita's heritage as a wildlife rescue hub, blending education with shaded trails for a nostalgic, immersive hit that's worlds away from crowded beaches.



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

On October 28, 2008, the Lee County commission voted 3–1 to approve an agreement with the Boston Red Sox to build a new spring-training facility in south Lee County. Wikipedia That stadium, named JetBlue Park at Fenway South, is located off Daniels Parkway near Southwest Florida International Airport.

Today, JetBlue Park stands as a key landmark for our region, drawing fans, boosting tourism, and highlighting how Lee County invests in sports infrastructure to connect communities and drive economic growth forward.



# What You Missed

## Lemonade for a Cause

Join us **November 15th, 11a-3p**, at Cape Coral Farmers Market (**Club Square, SE 47th Terrace & SE 10th Pl, Cape Coral, FL 33904**) for The Lemonade Stand for Kevin—hosted by an LCRG partner. Every refreshing glass supports Kevin's Cancer Journey, **with 100% of proceeds going straight to his GoFundMe**. Swing by, sip for a cause, and help make an impact—one lemonade at a time.



## Score Our Hidden Gems Guide – Enter Now!

If you haven't heard, we're firing up a giveaway to supercharge our new Facebook page! Swing by Facebook ([HERE](#)), Follow Us, and us leave any honest review (0-5 stars counts), and you're auto-entered to win our exclusive "**Lee County Hidden Gems Guide**" a digital e-book—top 10 secret spots, maps, and insider tips for epic local wins.

Drawing hits **Friday, November 8th; winner announced in next week's newsletter—stay locked in and read it!** 🙄