

LCRG NEWSLETTER

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

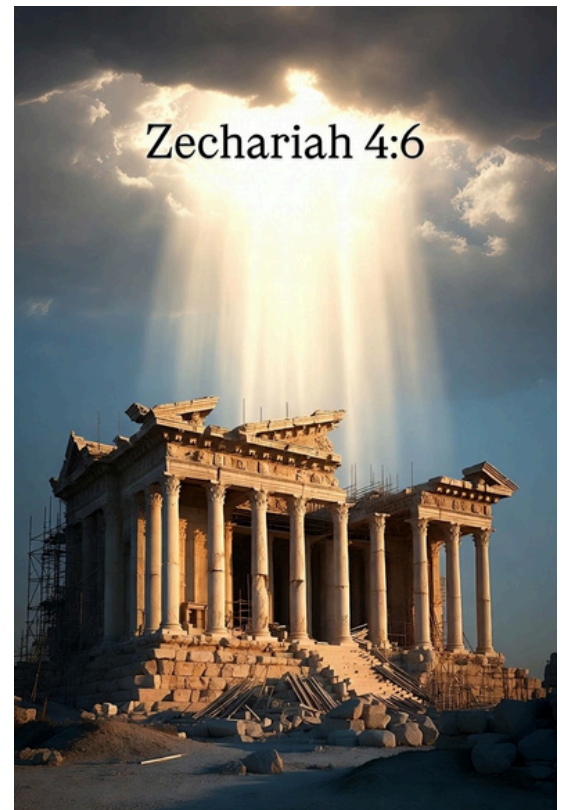
FAITH: NOT BY MIGHT, NOR BY POWER

“Then he said to me, ‘This is the word of the Lord to Zerubbabel: Not by might, nor by power, but by my Spirit, says the Lord of hosts.’” — Zechariah 4:6

This verse isn’t just ancient encouragement—it’s a modern reminder that hustle alone can’t build what heaven designs. Zerubbabel had the blueprint, the passion, and the work ethic, yet God paused the project until he understood: human effort without divine empowerment is empty motion.

How often do we do the same—grinding, forcing, pushing—when God is calling us to trust instead of strain? The Spirit doesn’t remove the work; He fuels it. He gives the strength when your own runs dry, the clarity when your plans blur, and the peace that power can’t buy.

Whatever you’re building—your business, your family, your faith—don’t do it on your own steam. Let God’s Spirit be the architect and the anchor. What’s built by His power will stand when everything else fades.



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SALES PIVOT, INVENTORY TIGHTENS & PRICE ADJUSTMENTS CONTINUE

Lee County

The housing market in Lee County is steadily shifting toward more balance. Median days on market have moved to roughly 91 days, indicating buyers are taking their time but still active. Meanwhile, typical home values hover near \$343 K, down about 10.4% year-over-year. This points to moderation in pricing from peak levels and a more measured pace of activity. Inventory is easing, which suggests supply is becoming less overwhelming for buyers.

Sarasota County

In Sarasota County, single-family home sales rose sharply—up approximately 25.9% year-over-year in September—with the median sale price around \$450 K, marking a drop of about 8.2% compared to last year. Townhomes and condos remain under even more pressure, with median prices near \$315 K, off roughly 17.1%. These shifts reflect both affordability headwinds and shifting demand dynamics on the Suncoast.

Charlotte County

Charlotte County is showing softening as well: median home values are around \$301.7 K, a decline of approximately 12.6% year-over-year, and the average time to pending is near 80 days. The broader correction is more pronounced here, creating increasing leverage for buyers but also signaling caution for sellers in timing their exits.

Why it matters

Across all three counties, we see a blend of moderating prices, lengthening market time, and shifting supply dynamics. This isn't a rapid crash—it's more of a recalibration. For buyers: increased attention to condition, financing, and negotiation will pay off. For sellers: realistic pricing, strong presentation, and timing will be key to success. Entering Q4 2025, the region is beginning to see its steadiest footing in several years—fewer wild swings, more choices, and a more strategic landscape to play in.

Audit Your Circle

Kevin's challenge this week is to take inventory of every major influence in your life. If the people, podcasts, habits—or simply the daily routines—around you aren't pulling you upward, you're not building a circle, you're living in a cage. In a rapidly shifting market like Cape Coral's, agents who win surround themselves with winners. That means ditching comfort zones, trimming low-energy relationships, and deliberately choosing connections that sharpen your ambition. Win-heavy agents don't just show up—they show up with a team of advocates, thinkers and doers who reflect the level they're reaching. Make your next move intentional: audit yesterday's influences, raise the standard, and build the circle that will catapult your deals.

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: SOFTER RATES, THAWING INVENTORY, BUILDERS STEADY

The U.S. market heads into November with a small lift in affordability as the 30-year fixed rate ticked to 6.22% for the week of November—near 2025 lows and below last year's level.

Existing-home sales in September ran at 4.06 M SAAR, with inventory at 1.55 M and 4.6 months' supply, while the median price registered \$415,200 (+2.1% YoY). Buyers have modestly more choices than a year ago, but selection remains tight in many metros.

On the new-construction side, August new-home sales jumped to 800k SAAR, with 490k homes for sale—7.4 months' supply and a \$413,500 median as builders continue to use incentives to meet demand.

Home prices remain resilient: the national index for August shows levels still near record highs, even after seasonal summer cool-downs.

Why it matters

Lower — but still elevated — rates plus slightly deeper resale inventory are easing some pressure at the margins, yet affordability remains the main governor on activity. Builders continue to supply a crucial release valve, keeping overall months' supply from tightening too quickly. If rates hover near the low-6% range and inflation trends cooperate into winter, expect a gradually more balanced 2026 setup: firmer transaction volumes, more realistic pricing, and better negotiating room for well-prepared buyers and sellers alike.



FEATURED PROPERTIES: YOUR DREAM HOME AWAITS



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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!

**9 0 0 7 M E A D O W C I R ,
L A B E L L E , F L
3 3 9 3 5**

Peaceful LaBelle Retreat

Experience country tranquility in this modern 4-bed, 2-bath haven tucked along Meadow Circle in LaBelle. Blending open-concept living with timeless finishes, the home features granite counters, stainless appliances, and matching bathrooms for a seamless, polished look. Large windows fill the space with natural light, while the split-bedroom layout offers privacy and comfort for family living. Surrounded by wide-open views and gentle breezes, this home delivers the perfect mix of rural peace and modern style—ready for cozy gatherings and quiet mornings on the porch.

**1 6 3 1 S E 2 N D S T ,
C A P E C O R A L , F L
3 3 9 9 0**

Beautiful Waterfront Pool Home in Central Cape Coral

Discover laid-back canal living in this bright 4-bedroom, 2-bath pool home tucked in the heart of Cape Coral. Sunlight fills the open layout with vaulted ceilings and serene water views from nearly every room. The upgraded kitchen showcases wood cabinetry, granite counters, and stainless appliances, while the primary suite offers private pool access, a spa-style bath, and walk-in closets. Enjoy peace of mind with impact windows, storm sliders, and recent upgrades including a 2022 roof and refreshed A/C. Step outside to a screened lanai with an electric-heated pool, lush fruit trees, and a fenced yard backing to a quiet canal—perfect for Florida evenings spent under the shade.



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

💧 **HOME TIP: GUTTER GUARD TIME**

As fall leaves make their Florida cameo, your gutters take the hit. Spend 15 minutes inspecting downspouts for buildup, and clear out any gunk before the next rain. Installing simple mesh guards now prevents clogs, overflow, and hidden foundation damage later. Pro tip: run a quick hose test afterward—steady flow means your system’s ready. A little prep today keeps your home dry, stress-free, and storm-season strong.



Local Treat of the Week: Jonas’ Vegan Kitchen

Location: Cape Coral, FL — serving all of Southwest Florida

Vibe: A modern twist on plant-powered living. Jonas’ Vegan Kitchen brings bold, globally inspired flavors right to your doorstep — think vibrant Thai curries, smoky barbecue bowls, and Mediterranean pastas, all crafted with fresh, local ingredients. It’s a perfect blend of convenience and clean eating for busy professionals and families who refuse to sacrifice taste for time.

Atmosphere: Picture chef-curated meals arriving chilled and ready to heat, colorful plates packed with flavor, and that “no-stress dinner” feeling after a long day. The kitchen’s energy is upbeat, health-driven, and community-minded — every bite reflects passion, creativity, and a touch of local pride.

Why it stands out: This Cape Coral gem is redefining meal prep with 100% plant-based dishes made fresh weekly. Each menu rotation keeps things exciting, offering everything from hearty comfort food to crisp power bowls. With flexible plans and local delivery across Southwest Florida, Jonas’ Vegan Kitchen makes clean eating easy — and genuinely enjoyable.

Quick Tip: Order by Sunday to secure your next week’s delivery. The 5-meal plan is perfect for a busy week — just heat, eat, and get back to building your empire.



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

On November 7, 1930, the newly constructed Tamiami Trail officially opened a key segment linking the Gulf Coast through Fort Myers and Lee County to Miami, transforming Southwest Florida into a true highway corridor and unlocking massive growth potential for the region.

Today, the Tamiami Trail corridor remains a vital lifeline for transportation, development, and commerce in Lee County — a physical reminder of how infrastructure investment laid the groundwork for the communities and real-estate boom we see today.

