

# LCRG NEWSLETTER

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

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FAITH: HELD BY GRACE, MOVED BY HOPE

***"The Lord is close to the brokenhearted and saves those who are crushed in spirit." — Psalm 34:18***

As we step into a new year, we do so with mixed emotions. A fresh calendar brings new beginnings, but it also carries the weight of what — and who — we leave behind. 2026 is here, and while the future stretches forward, our hearts pause to acknowledge loss, gratitude, and faith that anchors us through both.

This year begins without Kevin physically with us. His battle with cancer has ended, but his legacy of faith, leadership, and love remains deeply woven into this community. We believe prayer does not lose its power when someone passes — it transforms. We pray not only in remembrance, but in trust: trusting that God holds Kevin fully, and that His presence is nearer than ever to those who mourn.

Scripture reminds us that God draws closest in moments of heartbreak. When strength runs out, when words fall short, when grief feels heavy — He does not stand at a distance. He gathers, restores, and carries. We lift up every family walking through loss, every individual facing cancer or sickness, and every soul longing for peace in the unknown. May they be wrapped in the arms of our Savior, where pain gives way to promise.

The start of a new year does not erase sorrow, but it invites hope to walk beside it. Faith doesn't demand we understand — it asks us to trust. As we move forward into 2026, we do so believing that God is still writing the story, still healing, still redeeming, and still present in every step ahead.

What is held by His grace will never be lost. What is built on His promises will endure. And what is entrusted to Him is forever safe.









# SALES RESET, BUYER LEVERAGE HOLDS AS 2026 BEGINS

## Lee County

Lee County enters 2026 in a clear reset phase, favoring prepared buyers. Median sale prices sit near \$360K, down roughly 6.5% year-over-year, while sales activity remains surprisingly strong with over 1,300 homes sold in November. Inventory is elevated at roughly 8–9 months of supply, giving buyers ample choice and negotiating room. Homes are taking longer to sell, averaging about 80 days on market, signaling a slower, more deliberate pace. Sellers are adjusting expectations, with pricing accuracy now critical to securing a sale.

## Sarasota County

Sarasota's market continues to show resilience despite cooling from its peak. Median prices hover around \$405K, down about 6.9% year-over-year, bringing values closer to mid-2021 levels. Sales activity has improved, with November closings up roughly 14% compared to last year. Inventory sits near 6 months, placing the county close to a balanced market. Homes are spending about 73 days on market, slightly faster than a year ago, suggesting stabilization as buyers and sellers find common ground.

## Charlotte County

Charlotte County remains one of the region's most stable markets. Median home values are near \$325K, down just 1.5% year-over-year, indicating much of the correction is already behind it. Sales rose approximately 14.6% year-over-year in November, while inventory remains healthy at 7–8 months of supply. Homes average around 81 days on market, reflecting a patient but functional market where negotiation is expected and value drives decisions.

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## Why it matters

Across Lee, Sarasota, and Charlotte counties, the story is no longer boom or bust — it's normalization. Inventory has reset, pricing has corrected, and leverage has shifted toward informed buyers without signaling distress. Sellers who price realistically and prepare their homes properly are still transacting, while buyers benefit from time, choice, and negotiating power. As 2026 begins, Southwest Florida real estate is settling into one of its healthiest environments in years: fewer extremes, clearer expectations, and a market driven by strategy rather than urgency.

# NATIONAL REAL ESTATE: SOFTER RATES, THAWING INVENTORY, BUILDERS STEADY

The U.S. housing market enters 2026 with cautious momentum as affordability shows early signs of relief. Mortgage rates dipped into the low-6% range at the end of 2025, their lowest levels in over a year, helping restore buyer confidence after a prolonged slowdown. Existing-home sales improved into November, reaching just over 4.1 million on an annualized basis as more buyers tested the market. Inventory has expanded modestly to roughly 1.4 million homes available, translating to about 4.2 months of supply — still tight by historical standards, but far healthier than the extreme shortages of recent years.

Home prices remain resilient but subdued. The national median sits near \$409,000, up just over 1% year-over-year, reflecting a clear cooling from the double-digit growth of the pandemic era. Homes are taking longer to sell, with days on market stretching into the mid-30s nationally, signaling a return to negotiation and thoughtful decision-making. On the new-construction side, builders continue to play a critical role, especially in the South and Midwest, using incentives and flexible pricing to meet demand while helping stabilize overall supply.

## Why it matters

Nationally, the housing market is no longer driven by frenzy — it's driven by fundamentals. Slightly lower rates, modest inventory growth, and slower price appreciation are creating a more functional environment for buyers and sellers alike. Buyers benefit from improved leverage and time to negotiate, while sellers who price realistically continue to find success. As 2026 begins, the U.S. market appears positioned for a slow, steady recovery rather than sharp swings — favoring strategy, patience, and preparation over urgency.





\$300 Million

18 Beds

[VIEW PROPERTY](#)

# THE MOST EXPENSIVE HOME IN THE USA

24 Bath

Aspen, CO







# LIVING THE DIFFERENCE



Even though Kevin is no longer physically with us, his voice has not gone silent. His impact didn't end — it multiplied. The lessons he lived by, the way he showed up for people, and the standard he carried continue to guide this community forward. Kevin believed that leadership wasn't about titles or recognition — it was about influence, and influence begins the moment you step into someone else's life.

One phrase defined how Kevin lived and coached every day:

***"I want to make a difference in the lives of people I come in contact with."***

To Kevin, that wasn't a slogan — it was a responsibility.

He understood something simple, yet powerful: you don't need a stage to make a difference. You don't need the perfect moment, the perfect words, or the perfect circumstances. Every interaction is an opportunity. Every conversation matters. Sometimes the difference you make isn't loud or visible — it's a smile when someone feels unseen, a kind word on a hard day, patience when frustration would be easier, or encouragement when doubt is heavy.

Kevin believed that impact is built quietly, one person at a time.

In business, he coached people to serve before they sold. In life, he reminded us that character shows up in the smallest moments — how you treat a stranger, how you listen instead of rushing, how you choose grace when no one is watching. He knew that while we can't control outcomes, we can always control how we show up.

That belief didn't disappear with him — it lives on through every person who chooses to lead with heart.

*As you move through your days, remember this: you may never fully see the ripple effect of your actions. The smile you offer, the door you hold, the patience you extend, the encouragement you give — these moments matter more than you realize. Kevin lived knowing that people may forget what you said or what you did, but they never forget how you made them feel.*

His coaching continues through us.

Carry his motto forward. Be intentional with the people God places in your path. Make a difference — not because it's grand, but because it's right. In doing so, you don't just honor Kevin's legacy — you live it.



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

## **HOME TIP: IRRIGATION RESET FOR DRY SEASON**

With winter's lower rainfall, your irrigation system may be working harder than needed. Check timers, inspect sprinkler heads for leaks or overspray, and adjust watering schedules to avoid waste. A seasonal reset keeps your lawn healthy, saves water, and prevents costly repairs down the road.



### **Local Treat of the Week: Ada's Natural Market**

**Location:** Fort Myers, FL — 7070 College Parkway

**Vibe:** A longtime local favorite and oasis for health-minded eaters, Ada's Natural Market blends wholesome grocery offerings with a vibrant café and juice bar under one roof. From fresh organic produce to smoothies, salads, grab-and-go meals, and specialty artisan goods, this spot elevates everyday eating with quality and heart.

**Atmosphere:** Step inside and you'll find bright aisles of fresh fruits, vegetables, whole foods, and pantry staples alongside a bustling juice bar and café counter. Whether you're picking up a handcrafted smoothie, a hearty wrap, or fresh-cut produce, Ada's feels welcoming and community-focused — the perfect stop for health-conscious locals and visitors alike.

**Why it stands out:** More than just a market, it's a hub for those who care about what they put on their table. With a wide variety of organic and natural products, friendly staff, and prepared food options, Ada's brings wellness, convenience, and quality together in a walk-in experience that's uniquely Fort Myers.

**Quick Tip:** Swing by in the morning for a fresh juice or smoothie before work — their organic blends and power bowls make healthy, flavorful fuel for the day ahead.



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

In January 1898, Fort Myers became a national focal point as thousands of U.S. troops arrived to train at Camp Cuba Libre ahead of the Spanish-American War. The sudden military presence transformed the small frontier town into a bustling hub almost overnight, bringing rail expansion, infrastructure upgrades, and permanent population growth to the region.

Today, that moment is remembered as a turning point for Lee County — when national attention, transportation investment, and economic momentum helped shift the area from a quiet outpost into a community positioned for long-term growth and development.

