

THE REAL ESTATE Spin



 now searching for...

Vestavia/Altadena

- main level + finished basement
- up to 1.7M
- updated
- 3+ garages

Birmingham/Irondale

- 3/2
- up to \$330k
- updated

Birmingham/Irondale

- 2/2
- up to \$240k
- townhouse or small home
- updated

I HAVE BUYERS READY TO BUY!

Some of the best deals never actually hit the market, they evolve from simple conversations before a seller ever talks to an agent. Many homeowners who are open to selling don't want the hassle of listings, showings, repairs, or waiting months to close.

That's why I'm reaching out! If you hear of someone who is considering selling, whether it's a landlord tired of managing a property, someone with a vacant or inherited home, or just a situation where the house needs work, I'd appreciate the connection.

Sometimes the right opportunity starts with a casual conversation.

When you're talking to friends and family, listen for situations more than direct selling signals. Things like someone mentioning they're tired of being a landlord, dealing with problem tenants, a house that needs a lot of repairs, or a property sitting vacant are all potential opportunities.

Life changes like relocations, inherited properties, financial pressure, or someone just wanting a simpler situation are reasons to seek real estate help. If selling a property can ease a burden, that's usually where an off-market deal can start. I can make the process straightforward, move quickly, and ease those fears.

first-time home buyer?

5 mistakes to avoid

1. Skipping pre-approval

You could lose your dream home to a prepared buyer.

2. Ignoring hidden costs

Closing costs, inspections, and repairs add up fast.

3. Waiving the inspection

A \$400 inspection can save you \$40,000 in surprises.

4. Maxing out your budget

Leave room for life, not just a mortgage payment.

5. Going without an agent

You deserve someone negotiating in YOUR best interest.

why you or someone you love needs representation

You deserve an advocate who knows the market, protects your interests, and guides you through every step. A buyer's agent saves you peace of mind and also saves you thousands in negotiations, contract pitfalls, deadlines, and costly oversights. Don't navigate the biggest purchase of your life alone. Call me today!

UPCOMING EVENTS

IN SHELBY COUNTY



AUG

1

Birmingham Barons vs Chattanooga Lookouts

Minor League Baseball
6:30 PM
Regions Field
Five Points South



AUG

16

Sean of the South

Live comedy and music show
4:00 PM
Shelby County Arts Council



AUG

7

Will Wesley Country rock

5:00 PM
Waxahatchee Marina & Boat Storage
Shelby, AL



AUG

22

Cars For A Cause

Charity car show
10:00 AM
Campus No. 124
Pelham, AL



AUG

8

All Nashville Road Show

Eagle Sports Complex
3176 County Road
Calera, AL



AUG

30

Eric Essix

Live music show
5:00 PM
Shelby County Arts Council



Is Your Home Making The Grade?

Back-to-school season has a way of highlighting what's working in your home... and what's not.



Is your home an A+?



How many checks do you have? If it's only two or three, it might be time for a home that works better for your family. One thing I truly know is how important location, neighborhoods, and keeping your kids in the school zone they love can be. The good news? You don't always have to choose between staying in your preferred area and finding a home that better fits your family's needs. There are often more options than you think, and I'd love to help you explore them.

As life settles into a new rhythm, if you're realizing your home is working against you instead of for you, let's talk. Whether you're dreaming of less stress, a bigger backyard, a home office, or a shorter commute, I'm here to help you find the right solution—without giving up what matters most. Reach out when you're ready. I'd love to help!

STILL WAITING *on rates?*

Let's talk **strategy** instead.



RATES ARE
TEMPORARY



REAL ESTATE
IS LONG TERM



THE RIGHT MOVE
BEATS PERFECT
TIMING



If you've been hanging back, hoping mortgage rates will drop before you make a move, you're definitely not alone. But let's chat about this: trying to perfectly "time" rates is a bit like waiting for gas prices to hit rock bottom. It rarely works out that neatly.

Sure, rates might ease a bit, but big drops usually come with broader economic changes, which can quickly bring more competition back into the market. Right now, if you jump in, you will find you've got more negotiating power, less stress, and better chances than you would in a busy spring market.

So, the real question isn't "are rates perfect?" It's "does making the move fit your life right now?" If it does, there are smart ways to handle today's rates and still come out on top.

What do you think? Let's talk.

Let's create your plan.

YOUR GOALS. MY STRATEGY. YOUR HOME.



LET'S TALK

THE MARKET REPORT

JULY 2026 IN SHELBY COUNTY (300K - 1M)

198

AVERAGE PRICE
PER SQ FT



30

AVERAGE DAYS ON
THE MARKET



235

SOLD PROPERTIES



468K

AVERAGE HOME
SALE PRICE



Report details here - from July 2026

AS FOR ME AND MY LITTLE CORNER OF THE WORLD...

WE TOOK A MUCH NEEDED REPRIEVE TO MONTANA... OH HOW WE LOVE THAT STATE!!!



We headed out to Montana this summer for the Under the Big Sky Festival 2026, and honestly it's the kind of trip that just hits different. Headliners included Chris Stapleton, Cody Jinks, and Zach Top. What a fantastic lineup right? YES!

Picture wide-open mountains, cool air, and live music rolling through a valley that feels a million miles away from real life. It's not just a concert, it's a whole vibe with slow mornings, long sunsets, boots in the grass, and some really good music in between. If you've been craving a reset (or just an excuse to get out west), this one's worth putting on the calendar now. It happens each year Mid-July. The lineup will come out in October.

Click here for updates... [Under The Big Sky](#)

You can also....

- *Visit Glacier National Park
- *Stay in Whitefish, MT (Whitefish Lake Lodge or on Big Mountain)
- *Mountain bike, hike, shop, eat great food, see wildlife
- *Fly into Kalispell, MT or Spokane, WA (a beautiful 4 hour drive and stop in Courd A'lene)
- *Summer activities galore around Flathead Lake (south of Kalispell)

There ya go!! Your Summer 2027 trip just got planned out for you ;)

Michelle Lagle Hicks, REALTOR®

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REALTY