

THE REAL ESTATE Spin



do you know?

 now searching for...

Vestavia/Altadena

- main level + finished basement
- up to 1.5m
- updated

Helena

- up to 380k
- 2 car garage
- usable back yard

Trussville

- rental
- \$2300/month
- 4 bedrooms

Oak Mountain

- 320K
- townhouse or single family
- 3 bedrooms

I HAVE BUYERS/RENTERS LOOKING

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.

What buyers are quietly prioritizing in 2026.



SMART PRIORITIES

- ✔ Energy Efficiency
- ✔ Move-In Ready Condition
- ✔ Functional Space
- ✔ Neutral Paint
- ✔ Outdoor Living
- ✔ Low Maintenance Materials





WHAT'S LOSING APPEAL


- ✗ Over the top luxury remodels
- ✗ Removing usable space
- ✗ Highly personalized design choices
- ✗ Open concept with no separation at all
- ✗ High-maintenance features buyers inherit


UPCOMING EVENTS


IN SHELBY COUNTY


MAY 2 **Calera Color Run** 

MAY 16 **MOE in Concert Helena Amphitheatre** 

MAY 9 **Siluria Sounds Concert** 

MAY 16 **Pelham Palooza in the Park** 

MAY 15 **XTERRA North America Championship** 

MAY 29 **Friday Nights at the Cove Montevallo** 

Let's talk predatory wholesalers - because they exist!

There's a growing concern in today's market that every homeowner, especially elderly and vulnerable sellers, needs to be aware of. Some unlicensed wholesalers are approaching owners with contracts they've created themselves, often written in a way that gives them control of the property's equitable interest without the seller fully understanding what they're signing. These individuals may never intend to buy the home; instead, they aim to "sell the paper" (the contract) to another buyer for a profit.

The risk? Sellers can unknowingly give up control, lock themselves into unfavorable terms, or miss out on true market value. If you or a loved one is considering selling, it's critical to review all agreements with a licensed real estate professional or attorney before signing anything. A legitimate transaction should always be transparent, clearly explained, and in your best financial interest. **SO WHO ARE THEIR PRIME TARGETS?**



WHO??

Elderly homeowners, inherited property owners, and anyone showing signs of distress/financial strain, deferred maintenance, or major life transitions like downsize, divorce, health.

These groups are perceived to more likely to accept quick, off market offers.

HOW??

Predatory wholesalers search public records (probate filings, tax delinquencies, code violations, pre-foreclosures) and pull "absentee owner" lists to identify properties that look vulnerable or undermanaged.

CONTACT??

These groups will contact you through cold calls, text blasts, handwritten-style mailers, and door knocking.

The offer is framed as a "simple solution" or "cash offer", with urgency designed to get contracts signed quickly before sellers seek advice.

Off-market homes are properties for sale that aren't publicly listed, giving sellers more privacy and buyers less competition — but with less transparency and exposure overall.



HAVE YOU CONSIDERED NEW HOMES IN

SHELBY COUNTY?



As Alabama's fastest growing county, Shelby County is still experiencing a major population surge. It's easy to see why so many buyers are choosing to build here.

Birmingham homebuilders continue to invest in Shelby County, with options that fit a wide range of lifestyles. In Chelsea, neighborhoods like The Highlands, Chelsea Park, The Falls, and Chelsea Ridge are attracting strong interest. While Hillsong at Mt. Laurel and Pelham communities like Ballantrae's Glen Iris and Kinross continue to expand with brand new home options.

Building a new home is an exciting opportunity, but it's a different process than buying an existing one. There are more decisions to make, timelines to manage, and builder incentives to understand. Having guidance along the way helps simplify the process and maximize the options & incentives.

Shelby County isn't just where I work, it's home. I grew up here, have helped clients buy and sell here for years, and I'm even building my own home here. I understand the process from both sides and would love to help guide you through it. If you're considering new construction or just starting to explore your options, **I'm here to help.**

THE MARKET REPORT

APRIL 2026 IN SHELBY COUNTY

186

AVERAGE PRICE
PER SQ FT



33

AVERAGE DAYS ON
THE MARKET



304

AVERAGE SOLD
PROPERTIES



360K

AVERAGE HOME
SALE PRICE



Report details here - from April 2026

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

A PERSONAL NOTE: WHAT WE'VE LEARNED BUILDING A HOME...THE HARD WAY



Building a home is exciting, but it can also expose gaps that most homeowners don't even know what to look for. We've recently walked through a situation that reminded me how important it is to stay informed, ask hard questions, and document everything. If you're building or renovating, here are a few things I want you to know!

Know Your Consumer Rights. You are entitled to clear, itemized accounting in a cost-plus contract at any point, not just at the end. Change orders should always be documented and signed before work is done. Verbal agreements don't protect you. You have the right to review invoices, receipts, and subcontractor costs tied to your project— not just a lump sum.

How to Stay Alert. If numbers are vague, inconsistent, or delayed, that's a signal, not a coincidence.

Don't Ignore Your Instincts. Watch for scope drift, things changing without paperwork, and missing documentation. If something feels off, pause and verify before moving forward.

How to Trust (and Verify) Professionals. Trust isn't blind, it's built on transparency, communication, and documentation. Research & get references! A solid builder will welcome questions, provide proof, and present clean records.

Bring in a Third Party Early. Attorneys, CPAs, or experienced agents can spot issues before they become expensive problems.

The Bottom Line. You don't have to be a construction expert—but you do need to be an informed consumer. The right professionals will never make you feel rushed, confused, or in the dark. If they do, that's your answer. As always, call me with any questions you may have! Let our lesson learned be your guide :)

Michelle Lagle Hicks, REALTOR®

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