

THE REAL ESTATE Spin



Listing courtesy of Brit Mayes, Keller Williams

LISTING SPOTLIGHT IN EAGLE POINT

This stunning new construction home makes a great first impression, perfectly positioned on a quiet cul-de-sac lot. Featuring a 4 sides brick exterior and modern accents, the architectural design blends charm with fresh, contemporary style. Warm wood details over the windows and entry add character.

Inside, you'll find a thoughtfully designed open floor plan ideal for both everyday living and entertaining. The main level offers two bedrooms, including a spacious primary suite and additional bedroom perfect for guests or a home office.

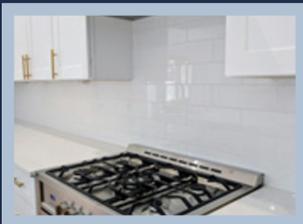
Step outside to the covered deck, an extension of your living space for year-round enjoyment. Enjoy the flat, fenced yard that's perfect for kids and pets, along with your own private pool for relaxing and entertaining all summer long.

The finished basement provides additional flexible space ideal for a media room, playroom, gym, or extra guest space.

Eagle Point is a well-established suburban neighborhood in Shelby County near Highway 280 and Highway 119. Known for its attractive single-family homes on spacious, tree-lined lots, it offers peaceful, family-friendly living with convenient access to shopping, dining, commuter routes, and strong local schools.

Home values are typically in the upper-middle range for the Birmingham area, reflecting its overall desirability and quality of life.

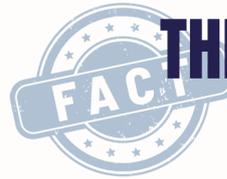
CONTACT ME NOW if you'd like more information about 6004 Eagle Point Court in Birmingham, AL 35242. Schedule a Showing today!



not all upgrades are created equal

HERE ARE THE 5 SAFE UPDATES

- ✓ Front Door - Paint It
- ✓ Replace Light Fixtures
- ✓ Update Cabinet Hardware
- ✓ Neutral Paint
- ✓ Clean Landscaping
- ✓ New Mirrors
- ✓ Modern Faucets



THE NOT SO SAFE UPDATES

- ✗ Don't add a pool!!!
- ✗ Don't remove a bedroom to create a luxury closet
- ✗ Don't OVER-improve
- ✗ Don't put in super trendy tile-trends will fade!
- ✗ Don't remove a garage to make a living space

UPCOMING EVENTS

IN SHELBY COUNTY

MARCH 8
Montevallo's Backyard Book Fest
 10 am - 4 pm



MARCH 14
Mt. Laurel Spring Festival
 10 am - 3 pm



MARCH 9
Sean of the South & Friends
 4 - 6 pm



MARCH 14
St. Patty's Bar Crawl
 7:30 pm



MARCH 14
An Evening with Taylor Hicks
 7:30 pm



ALL OF MARCH
Birmingham Bulls Hockey



Let's talk about "off-market" homes

Off-market homes are properties that are for sale but not publicly advertised on major listing platforms like the Multiple Listing Service (MLS). Instead of being marketed to the general public, they are shared privately through real estate agents, personal networks, or direct outreach to select buyers. Sellers often choose this approach for privacy, convenience, or to avoid open houses and bidding wars. Buyers may be drawn to off-market homes for reduced competition and potential negotiation advantages. Because these properties have limited exposure, pricing can be less transparent and harder to evaluate compared to traditional listings.



THE GOOD

Selling your home off market offers greater privacy, control, and convenience since you avoid public listings on platforms like Zillow and limit showings and open houses.

This approach reduces stress, keeps your move discreet, and minimizes disruptions to your daily life. It can also streamline negotiations by working directly with a smaller pool of serious buyers, potentially leading to flexible terms, faster closings, and savings on marketing, staging, or commission costs.

THE BAD

Selling your home off market limits your exposure to potential buyers, which may reduce competition and ultimately lead to a lower sale price than you might achieve through a public listing on platforms like Zillow.

With fewer eyes on the property, you miss the chance for bidding wars that can drive up value, making it harder to gauge true market demand. Relying on a single buyer or a small network reduces leverage during negotiations resulting in less favorable terms or longer time spent waiting for the right offer.

MARKET IMPACT

Off-market home sales reduce market transparency because they aren't fully reflected in public listings or activity on platforms like Zillow.

When more homes sell privately, inventory can appear lower than it actually is, potentially skewing supply metrics and influencing buyer perception of competition. This lack of visibility affects comparable sales data, making it harder for buyers, sellers, and appraisers to accurately assess property values and true market conditions.

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.

THIS JUST IN... WITH A SPECIAL

ANNOUNCEMENT

MICHELLE LAGLE HICKS

MOBILE NOTARY

STATE OF ALABAMA



WHO NEEDS A MOBILE NOTARY?

I am now commissioned in the State of Alabama as a notary public, and I can come to you!

- Medical directives
- Real estate
- Estate planning
- Deeds
- Refinance package
- POA
- Trusts
- Divorce agreements
- Contracts
- Nursing home
- Assisted living
- Hospice
- Title transfers - auto
- School forms

205-369-8815

AVAILABLE NIGHTS, HOLIDAYS, AND WEEKENDS



Is Mt. Laurel in your sights for 2026? Come visit. Let me show you around!

COME VISIT MT LAUREL, AL

It's no longer WAAAYYY out there! I used to think that. Now I am moving there. Why? Because it has all of the livability options one could possibly need. Have you explored the area lately? It is the perfect Shelby County walkable neighborhood community.

F O O D

- Jimbo's Soda Fountain shakes & sweets
- Area 41 Pizza
- La Paz Mexican Restaurant
- Shiki Sakura Japanese Cuisine
- Red Shamrock Pub
- Oak House Fine Dining
- Piggly Wiggly
- Valley Post - Hero Diner, Luca & Lucy, Little Donkey, & Rodney Scott's BBQ

S H O P S

- Bella Couture - Bridal
- Hami Boutique - Women's clothing
- Main Street Florist
- Pure Bliss Salon Spa & Boutique
- Mt. Laurel Hardware Store
- Ace Hardware
- Annabelle's Southern Boutique
- Nail Salon

OUTDOORS

- Mtn. Biking at Double Oak Park
- Hiking Trails of Dunnavant Valley
- Tons of Parks
- Playgrounds
- Spring and Fall Festivals
- Valley Post Entertainment Complex
- Sidewalks
- Golf Cart Community

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

WE ARE BUILDING A NEW HOME



If you have known me for any length of time, you know I never grow weary of anything regarding real estate... the process, the design, the relationships, the challenge, and the possibilities!

In 2024, Steve and I were blessed with the opportunity to sell our home (off-market) in Shelby County to a beautiful family. At the time, our house was not for sale, but the situation we were presented was full of promise & intrigue. Steve didn't want to move. On the other hand, I stay ready. After careful thought and a weekend of intentional prayer, we countered back with our "non-negotiables" which were accepted with open hearts. I have no doubt it will be their forever home, and that gives us joy beyond words.

I had house plans that dated back to 2020 because I had a vision even back then. Just not good timing. Lots in our area are difficult to find, even in my world of looking every day. We found a lot that fell through due to a variance that we were not granted. The clock was ticking. We found another, we interviewed builders and began the building journey. A million decisions. Sleepless nights. Designing every square inch. Learning every inspection code, reasonable or not!

Now we can see the finish line!!! If building is in your sights, please don't ever hesitate to reach out with questions. It's a conversation that never gets old for me.

Michelle Lagle Hicks
REALTOR®