

THE REAL ESTATE Spin

New
ListingComing
SoonPelham
Alabama**I CAN'T WAIT FOR YOU TO SEE THIS ONE!**

This inviting, well maintained, 3 bedroom, 2 bath home is a wonderful opportunity for a first-time buyer looking for space, convenience, and room to make it their own. The traditional floor plan offers comfortable living spaces and a welcoming front porch. The primary suite is on the main level, while 2 bedrooms and another full bath is on the upper level.

Step outside and you'll find the real bonus! The generous lot provides a rare combination of usable yard and privacy. Outdoor enthusiasts will enjoy a level, fully fenced backyard with plenty of room for kids, pets, gardening, or entertaining in your own private outdoor space.

Come see this well-loved home that offers mature landscaping, garage, a fantastic backyard, where flexibility makes it easy to settle in and grow. A great starting point for homeownership and a place you can make your own for years to come!

This home is expected to enter the market around October 9th and will be listed in the \$280's. Contact me for the full details.

Q: "Do you have a certain area you work?"

"I go wherever there is a need!"



SOLD

This is a great investment property. I work with investors too. Know anyone looking for a 3/2 rental?



SOLD

I've worked with these buyers for several years, looking for that Homewood house that fit their family's needs.



UNDER CONTRACT

These sellers decided it's time for NO MORE STAIRS!



SOLD

This family could not find the EXACT home in their price point. They decided to build with GREAT incentives offered by the builder.



SOLD

My client will be renting this 3/1 soon. Do you know anyone looking for a rental?

205-369-8815



UPCOMING EVENTS IN SHELBY COUNTY



OCT
3

Trailtoberfest

Cahaba River Park
2793 River Road
Helena, AL 35080
6 PM



OCT
17

Little Hammies Adventure Race

Heardmont Park
5458 Cahaba Valley Rd
Bham, AL 35242
9 AM-1 PM



OCT
4

Pumpkin Junction

Heart of Dixie Railroad Museum
1919 9th St | Calera, AL
Click the link for all dates



OCT
24

Montevallo Art Walk

746 Main St
Montevallo, AL 35115
10 AM - 5 PM



OCT
9-10

Buck Creek Festival

Helena Amphitheater
4151 Helena Road
Helena, AL 35080
10-8 PM



OCT
24

Mt. Laurel Fall Festival

Mt. Laurel 19 Mt Laurel Ave
Birmingham, AL 35242
10 AM - 3 PM



So Thankful it's finally FALL

Serious buyers are still shopping

The people house-hunting in the fall are often motivated by a specific timeline—relocation, a job change, school plans, or wanting to move before the holidays.

Less competition

Spring and summer typically bring a larger wave of listings. By fall, there may be fewer competing properties, which can help a well-priced, well-presented home stand out.

Homes can look amazing

Fall offers natural curb appeal: colorful trees, cozy interiors, fireplaces, warm lighting, and seasonal landscaping can make listing photos and showings especially inviting.

Sellers can attract focused attention

With fewer new listings hitting the market, a seller's property may receive more attention from buyers who are actively searching rather than casually browsing.

Bottom line: Fall isn't necessarily about having more real estate activity—it's often about having more focused activity, with motivated buyers, less inventory, and a naturally cozy atmosphere.



Rates are currently hovering around 7% for a 30-year fixed, with the latest national average at 7.03%.

Rates have moved around a bit lately, so if you've been thinking about buying, selling, or even just curious about what your options look like, it's worth having a conversation with your lender.

And remember... the rate you actually qualify for can vary based on your credit, loan type, down payment, & other factors.

The market is always moving, so don't hesitate to reach out if you want me to run some numbers or talk through what today's market could look like for you.

THE MARKET REPORT

SEPTEMBER 2026 IN N. SHELBY COUNTY (300K - 1M)

219

AVERAGE PRICE
PER SQ FT



42

AVERAGE DAYS ON
THE MARKET



66

SOLD PROPERTIES



570K

AVERAGE HOME
SALE PRICE



*Report details - from September 2026 based on Sq Ft homes in N Shelby County market area from the Birmingham MLS data

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

THE FULL CIRCLE OF LIFE



I've known the McWaters since I was a child. When their daughter called me, she mentioned to me that her parents really needed to get away from so many stairs (basement to 2nd level). She really had no idea how her parents were going to respond to our conversation. I was happy to go...it would be great to see them and just have a casual, easy conversation.

The McWaters had lived in their home for 31 years, but the steps were becoming difficult. They knew it was time to think about downsizing, although they were really hesitant. I simply sat down with them, listened, and showed them their options. That very same weekend (this was a Friday), they went looking, just out of curiosity, and found a one-level home they absolutely LOVED. I was SHOCKED. WE WERE ALL SHOCKED!! 31 years of habits, memories, neighbors, stuff, tools, collections, and more stuff.

Then came the hard part. We made a plan, a calculated plan. We had a lot of work to do to get their home ready, but they worked around the clock to declutter and prepare. They trusted me and did every single thing I recommended. As we got ready to sell, they started picturing a young family living there and making their own memories. One week after we put it on the market, it was under contract (to a young couple ready to start a family)!!!! The stars had aligned.

Now the McWaters get to move into a home that will make this next chapter easier, and another family gets to begin theirs in the home they loved for 31 years.

Downsizing is tough. Letting go is tougher. But waiting too long can be the toughest. Sometimes you just have to take that first step and trust that the right next chapter will find you. ❤️ Real Estate gives back in the most heartfelt ways. I am blessed. Full circle treasure.

Michelle Lagle Hicks, REALTOR®

kw | KELLER WILLIAMS
REALTY