



Hayfer Group
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Gimme Three Steps



Did you know that when a home goes on the market, it has to sell 3 times before getting to the closing table? Most home sales anyway. There are exceptions - like those who pay cash and don't want any inspection or appraisal contingencies, but that is rare.

So, the first, is the sale price. Having both the buyer and the seller agreeing to the sale price in the offer that comes in. Without both parties agreeing on the same price, step 1 won't happen and there is no deal.

Then the 2nd step happens: the home inspection. If the inspection is squeaky clean, no need to negotiate anything (that hardly ever happens) - but, if there are items the buyer wants the seller to address, then that gets discussed and, depending on what the seller will or will not do, that can make or break the deal.

The final step is the appraisal. Lenders will loan money to a buyer based on appraisal price or sale price, whichever is the lower of the two. So, if the appraisal comes in lower than the offer, the lender won't approve the loan, and the buyer and seller need to come to a mutually beneficial solution to keep the sale from going bust.

This is why it's so important to first off, price the home correctly, then have The Hayfer Group (your expert Realtors) fight for you in the inspection process so you can make the most out of the home sale, or, if you're the buyer, save the most money in your purchase. That's the magic of it all, just how hard we will fight for you!

Fun Stuff & About Us:

We are proud to be Homes for Heroes Realtors!

Click on the pictures below for more info.



This is our latest [Tik Tok Video](#) - we do one every Tuesday and post it on our Hayfer Group FB page and Instagram.

*Watch our LIVE show that we do on our [Hayfer Group](#) Facebook page every Thursday Night @ 8. We answer Real Estate questions and other fun stuff.

If you want to see our past episodes of **Ask Bill & Kate Thursday Nights @ 8** you can! It's on our website - <https://hayfergroup.com/ask-bill-and-kate-episodes/>

Ask Bill & Kate Thursday Nights @ 8 Hayfer Group Facebook Live



Destination of the Week:

Coldwater, Michigan

[Atlanta Journal Constitution](#)

[Peachtree City Peachtree City Calendar](#)

[Fayetteville Calendar](#)

[Newnan Calendar](#)

Check them out for your reference or
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[LIVE WEBCAM HERE***](#)

See what's happening LIVE in Coldwater,
Michigan

Song of the Week:

Lynyrd Skynyrd - Gimme Three Steps

Lynyrd Skynyrd - Gimme Three Steps (Live At Knet

Lynyrd Skynyrd



Watch on

While we primarily serve the Southwest Metro Atlanta area, our affiliation with Southern Classic Realtors gives us a reach that extends across Georgia and throughout the United States and beyond.



- We are the hardest working REALTORS in Fayette & Coweta Counties.
- We are the BEST choice for your Real Estate Needs! Find out why [here](#).

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Market Insights for: Jan 15, 2025



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Hayfer Group

*Don't wait! Call Bill & Kate.
We'll help with your Real Estate.
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