



Hayfer Group
678-628-KATE



Everything Happens in 3's, Right?



Everything Happens in 3's, Right? Life seems to have a funny and not so funny way of that being so true. When it comes to selling real estate, same thing. When a home goes on the market, and offers start coming in, once the sale price is agreed upon with a buyer, that is the first step into the selling process.

Then comes inspection, the 2nd step. Now, yes, there are instances where say an investor is buying a home to totally redo and won't get an inspection. But, in most sales, a buyer is going to have the home inspected, and, if anything comes from the inspection that needs to be addressed, there will be a negotiation on who is going to cover what repairs.

The third one, is whatever happens with the appraisal if the appraisal comes up short. If, the agreed sale price is higher than what the appraised value comes back as, then there has to be some negotiation into if the buyer can cover the remaining cost, or if the seller is going to accept the appraised value. If the seller doesn't accept and the buyer won't or cannot make up the

difference, then the sale is bust. This is why pricing a home correctly right off the bat is crucial in making the sale go through all the way to the end.

Have you had your home on the market before and the appraisal came back lower than the agreed upon sale price? What resulted from that?

Fun Stuff & About Us:

We are proud to be Homes for Heroes Realtors!

Click on the pictures below for more info.



Check out 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:

Clearwater, Florida

[Atlanta Journal Constitution](#)

[Peachtree City](#) [Peachtree City Calendar](#)

[Fayetteville Calendar](#)

[Newnan Calendar](#)

Check them out for your reference or
[Like](#) us on Facebook.



[LIVE WEBCAM HERE***](#)

See what's happening LIVE at the rooftop
at The Edge Hotel in Clearwater, Florida

Song of the Week:

Three's Company Theme Song

Three's Company Opening Theme TV Series

Andrey "MazAndrey" Mamas



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](#).

Come visit us

Market Insights for: Mar 26, 2025



[Peachtree City Market Insights](#)

[Peachtree City Active Listings](#)

[Newnan Market Insights](#)

[Newnan Active Listings](#)



[Senoia Market Insights](#)

[Senoia Active Listings](#)

[Fayetteville Market Insights](#)

[Fayetteville Active Listings](#)



[Sharpsburg Market Insights](#)

[Sharpsburg Active Listings](#)

[Tyrone Market Insights](#)

[Tyrone Active Listings](#)



[Brooks Market Insights](#)

[Brooks Active Listings](#)

[Palmetto & Chatt Hills Mkt Insights](#)

[Palmetto & Chatt. Hills Listings](#)



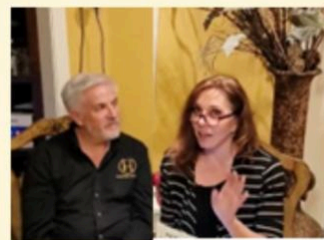
Thank you for your time today.
We hope you enjoy our weekly newsletters.

Check out our reviews [here](#)

Connect with us on Facebook, Instagram and now YouTube
below.

Hayfer Group

*Don't wait! Call Bill & Kate.
We'll help with your Real Estate.
678-628-KATE*



Southern Classic Realtors®

678-635-8877

southernclassicrealtors.com

A catalog of our past weekly newsletters can be found on our Facebook feed.