

Testimonials ★★★★★

Christy M. 01/13/25

Being first time home "sellers" we were unsure of the process and what to expect. Having known Jeff for several years, we knew him to be honest and trustworthy. He patiently led us through the process every step of the way from start to finish with good advice and solid recommendations. Jeff's experience, knowledge and trustworthiness gave us great peace of mind. We highly recommend Jeff to anyone looking for an awesome realtor!

Brad R. 08/26/24

If you want a flashy, arrogant, and selfish realtor, Jeff is NOT your guy. However, if you are looking for a very knowledgeable, kind, on-time, insightful, and selfless professional, then Jeff is the realtor you want. We had an extraordinary experience with Jeff and cannot recommend him enough. Jeff was randomly selected for us through a relocation company, and we couldn't be more pleased with our luck of the draw.

Bruce W. 07/08/24

The real estate transactions provided by Jeff Hatcher were much more than we expected. Being an expert in real estate matters, every recommendation he made was for our best interest. Even though he made recommendations at every step in the process, he did not press us to go with that. He always left it up to our discretion to decide. Anyway, we agreed with his recommendations every time. When the times we were discouraged that our house would not sale, his encouragement meant the world to us. We would recommend Jeff to anyone selling or buying a house. What else can we say except we were 200% satisfied.

Mechelle M. 06/25/24

Jeff is very knowledgeable, patient, thorough, and always has the clients' best interest at heart. He communicates very well and responds to questions in a timely manner. Though it took us 9 months to find our home, he never once rushed us or made us feel any pressure to buy something that might have checked some of the boxes but just wasn't exactly what we were looking for. He just kept encouraging us to be patient. My husband and I are very thankful for Jeff. I would highly recommend him to anyone!

Jared J. 04/15/24

Jeff Hatcher is an exceptional realtor, especially for first-time homebuyers. His expertise and guidance throughout the home buying process were invaluable. Jeff took the time to understand our needs and preferences. He patiently answered all our questions and provided valuable insights. Jeff's professionalism, responsiveness, and dedication were evident from start to finish. I highly recommend Jeff Hatcher to anyone in search of a knowledgeable and trustworthy realtor,

particularly for those embarking on their first home buying journey.

Jonathan H. 10/10/23

Jeff was kind, knowledgeable, easy to work with and communicate with, and patient. Asked if I had any questions multiple times and answered questions I had honestly. Good experience working with Jeff.

Diane B. 09/11/23

Jeff helped me so much in my process of buying my condo. He is informative, reliable, competent, and friendly. Very patient over two years of looking for just the right fit. Can't say enough good things about his professionalism. Would highly recommend!

Mike M. 05/18/23

Jeff provides exceptional quality and value as an agent. Real problem solver and advocate for me during the sale of my house. Listened to my unique needs and helped me get the best total solution.

Sue J. 04/14/23

I am an agent in Connecticut and was looking for an agent for my son and his family who were moving to Huntsville. I researched a lot of agents in the area and was very impressed by what I read about Jeff. I called and spoke with him and was extremely pleased with our conversation. Jeff exceeded every expectation I had! He was very attentive to my family and gave them insight into the area. They closed on their home with no issues thanks to Jeff's knowledge and experience. If you need an agent in the Huntsville area, I highly recommend Jeff for all your real estate needs.

Luis C. 09/19/22

Jeff is a pleasure to work with. He was really patient with us as we were looking for a new place to call home, and he made sure to understand our needs. Super grateful for his knowledge, professionalism and being on top of our needs. Will use again!

Austin M. 02/17/22

I highly recommend Jeff for anyone looking to buy or sell a home! Jeff worked diligently and effectively throughout my home buying journey, always providing wise counsel and continuous communication. He advocated for my best interests throughout the entire process and always made me feel like I had someone in my corner I could rely on to back me up. Jeff's knowledge of real estate, both in general and local to north Alabama, is purpose driven and intentional. He kept me informed of area trends and market data, allowing me to make well-guided decisions. His attention to detail gave me great confidence in all documents produced throughout our process and were always executed with success.

Robert U. 12/23/21

Jeff helped us find the house we wanted in a tough market. We appreciated his availability and his

advice during the process. We would recommend him to anyone interested in buying or selling.

Rodney & Tess R. 10/01/21

Jeff was extremely helpful in assisting us in finding and purchasing a new house. He worked diligently with us as we negotiated with the seller, including following up multiple times with the seller and going by and checking himself on the status of repairs. He continued to follow up with us and ensure that all was good as we moved in. He was available to answer questions anytime we had them. Excellent realtor and an even better person.

Chelsea B. 09/16/21

We just purchased our new home with Jeff, and he was phenomenal!! Not one time did he try to sell us a house, rather he would help us find the imperfections and had our back. Buying a home is a huge task and Jeff made it as easy as he could for us!! He is the BEST!!

Brian W. 08/17/21

This guy right here is my man. Solid work ethic. Answered my questions right away; provided intuitive, strategic insights; and moved promptly on all business actions. Jeff went above and beyond to provide research and collect data. This guy. Just hire him as your agent.

Tonya B. 08/11/21

I would highly recommend Mr. Hatcher to anyone looking to purchase a new home. Mr. Hatcher is knowledgeable of the area; he is super patient as we looked at many homes. He was so willing to work with our every need and wish and we have purchased our dream home thanks to all his hard work!

Kim M. 05/17/21

We have done several real estate transactions and Jeff is top notch! He is very detail oriented and prompt. Always available. Very sharp with an excellent work ethic. You will not find a better realtor to be your advocate as a buyer!

Jeff B. 04/30/21

My wife and I are very happy with the way the selling and buying of our houses turned out. Jeff was always knowledgeable about how prices were around our house in neighborhood we were selling in. He helped with our pricing our house we were selling and was pretty much spot on. We had many visitors to open house and was signing contract to sell the next day. House was on the market a total of 4 days. Jeff knew we wanted to purchase in particular part of town and worked tirelessly to find the perfect house for us. Would and Have recommended him to anyone who is looking for a house.

Julie A. 03/17/21

Jeff has been amazing to work with as the realtor for our first home buying experience. When we

started, Jeff clearly explained the pros and cons of new construction and pre-built homes, and helped us make the best decision in regard to our timeline and budget. Since then, he has been with us every step of the way and has helped us navigate all the hiccups that can come along the way with building a home. His attention to detail and organizational skills are huge assets, and we will definitely continue to use him in the future if we sell/buy again!

Terri F. 01/27/21

Jeff went above and beyond in assisting us to find our new home while relocating from out of state. We have found the perfect home, at a great price! Would recommend Jeff's services to anyone that's wanting to purchase a home.

Kathy C. 09/03/20

The service provided by Jeff was great. Very professional, knowledgeable, and responsive. He ensured the process of buying a new home went as smooth and seamless as possible. Any questions or concerns identified were addressed in a thorough and expeditious manner. We would absolutely use Jeff as our agent again in the future and will definitely recommend him to our friends and family.

Alisa H. 08/14/20

It was a genuine pleasure to work with Jeff during the sale of my mother's home. My mother went to live in assisted living, and we had to quickly sell her house for funds to take care of her there. Jeff was available to answer questions as soon as they arose. When he didn't know the answer to a specific question, he referred me to someone who would. We had offers within days of listing and closed within one month of signing the contract. Jeff is very professional and displays great attention to detail, yet he is so warm and personable.

Chris W. 05/07/20

When my dad passed away just before Christmas, I was under a lot of pressure to handle my dad's affairs. My mom was newly diagnosed with Alzheimer's and to make everything worse I lived out of state. I knew I had to sell my parents' home but my real focus was ensuring my mom's safety and happiness. With everything that I had to do I needed to find someone who could help me sell the house and make it as painless as possible. My dad always spoke highly of his friends at Cross Pointe Church. Being from out of state and not having a lot of time to waste I decided to reach out to my dad's friends for advice. They quickly recommended Mr. Jeff Hatcher. Looking back now I am so happy that I followed their advice. My dad's passing was unexpected and despite me being on an emotional rollercoaster Mr. Hatcher was very patient with me and answered all my questions. His professionalism, knowledge and attention to detail led to a very successful selling of my parents' home. As a direct result of taking Mr. Hatcher's advice, we had multiple offers on the first day of showing. Every offer was at or well above the full asking price. Mr. Hatcher without a doubt was the best person for the job. He did not pressure me. He kept me informed at every turn and I am completely satisfied with his performance. He has my strongest recommendation and I have every

confidence that he will represent you very, very well. Sincerely, Chris Walton Retired US Navy Chief Petty Officer (HMC SW/AW/FMF) and Master Mason.

Paul H. 05/01/20

Jeff is a man of great character who is always pleasant and accommodating. He shows you what you want to see, not pushing other properties you might not want. He's very accessible and communicates very well. Totally happy with his work!

Bill H. 12/22/19

Jeff is passionate and dedicated about meeting the needs of his clients. Jeff worked hard for me and provided sound wisdom and advice to help guide me along the best course of action to prepare my mom's home for the market. He is flexible and always available as his schedule allows. He followed through on his promises and kept every commitment. Jeff walked a very ethical line when during the sale of mom's home, he was acting as a dual agent. As law requires, he played an impartial role allowing the negotiation decisions to be between the buyer and myself. Jeff was quick to schedule open house events and his MLS listing was accurate and not in the least misleading. All documents were provided in a timely manner and were professionally prepared and accurate. I highly recommend Jeff Hatcher to anyone in need of a real estate agent.

Jodi M. 05/14/19

We were looking for a new state! We started in Tenn., and accidentally clicked on Alabama. Really loved what we were seeing. Texted Zillow for a realtor and Jeff called us back. We were willing to bid on a house, site unseen. After having many talks back and forth with Jeff it was decided we needed to be there. I was sending Jeff tons of listing and he was totally on it that day! When we arrived, he had our "Home Tour" mapped out. He was so thorough in gathering all the needed info we only looked for one day and bid the next. As hard as we were looking in each home, so was he. He really stuck to what we wanted in a "Forever Home". We are so glad to have had him on our side during this process. It totally made a difference! If anyone ever asks me for a realtor, HANDS DOWN I am calling Jeff. For us having sold our home in Ohio and having to rush to find something in Alabama in just four days! Jeff truly came thru and then some! Wouldn't change anything about this experience! Thanks for ALL of it Jeff!

Lisa J. 03/04/19

Working with Jeff was an enjoyable, positive experience throughout the entire home search/purchase process. He was readily available when we wanted to visit a home and always came prepared with information about the history and details of each house. If we had a question, we could rely on Jeff to get an answer to us quickly. He guided us through each step of the contract and closing process and communicated with us frequently and effectively. I would definitely use Jeff again in the future.

Roy G. 02/11/19

I served over 20 years on active duty and have moved countless times and owned/purchased more homes than I care to admit. Jeff is without a doubt the best real estate agent I've had the pleasure of working with over the years. His knowledge, professionalism and integrity are second to none!

Susan G. 02/08/19

My wife and I are relocating from Tennessee to Alabama. We've bought and sold several homes over the years and our experiences with the real estate industry have left our views tainted at best. Enter Jeff Hatcher. We have had the incredibly good fortune of working with Jeff. He truly sets the bar for what an agent should be. His communication, follow through, follow up, attention to detail, willingness to fight for our best interest is refreshing. Our home has since closed and he is still looking out for us. I can't say enough good things about our experience with him. Prior to Jeff helping us buy our home, we had never crossed paths. Our transaction was very involved and anything but easy. He was the steady hand and voice of reason - always! My wife and I wish everyone out there looking to buy a home has the good fortune of connecting with a realtor like Jeff but ultimately with Jeff himself. All the best Mr. Hatcher!!!!

Jack C. 11/15/18

Jeff has been outstanding. My wife and I are busy professionals and Jeff just tees up information so it's easy for us to read and react to. He is one of the most professional and personable realtors we have ever worked with.

David B. 09/09/18

We were very pleased with Jeff's help finding and purchasing our home. We were in a tight spot as we were selling a home and needed another as we had to vacate our home by closing. With his help we were able to acquire a short rent on our new home while all the funds changed hands. Thanks a lot Jeff!!!

Patricia B. 09/09/18

Jeff was a pleasure to deal with. He performed all the task we asked of him. Our purchase of a home went very well with his help and advice. We are very pleased!

Dianna S. 09/08/18

Jeff was so great to work with when helping my son find his first home. Always very knowledgeable of the houses we were going to look at. Jeff was very patient and helped Jesse find the perfect house for him. I would recommend Jeff to anyone with real estate needs.

Kerry M. 09/08/18

Jeff is a caring professional who comes alongside to help make your real estate dreams come true. He patiently listened to our situation, took time to answer our questions and provided great insight. Jeff gently guided us through the process with an obvious focus on our satisfaction. We could not

have accomplished our goal without his assistance. Thank you, Jeff!

Bryan & Kerry M. 09/07/18

Jeff Hatcher has provided us excellent service throughout our home purchase. In a world where customer service seems almost extinct, it is a breath of fresh air to find someone who is willing to spend time, actively listen and then offer relevant and practical information. When we first contacted Jeff, we explained that we were interested in learning more about a house in our neighborhood that was facing a foreclosure auction. Jeff told us that he would investigate the process and get back with us and he did! Jeff thoroughly researched and shared the information to prepare us for the auction. He put us in contact with a fellow realtor with extensive foreclosure auction experience and he recommended we do a title search beforehand to avoid the 'unknowns.' After a successful auction experience, Jeff has passed along home inspection references and continues to be actively engaged as we now own the home and need to properly establish priorities in repairing and updating the house. Jeff is a service-minded professional. If you need a realtor, I strongly recommend you consider him. It may be the best and most important step you make in the entire process.

Alan P. 08/22/18

Jeff is a man of integrity. He is an agent to be trusted. His knowledge of the Huntsville area, and understanding of the current market, have been of great benefit, in my search for a home. He is quick to make me aware of new listings. He follows up on all my ideas and is patient with my every whim. His desire is that I find, not just a house, but the right house.

Phillip & Kailean B. 08/19/18

Jeff did an excellent job staying on top of all the newest postings and made sure to contact us right away with any updates. His honesty was what initially led us to choosing him as our agent after meeting him at an open house and we never regretted that decision.

Kelsea C. 06/22/18

This was our first time buying a home, and Jeff has gone above and beyond for us! The whole process was smooth, and stress free. Jeff answered all our questions, met with us any time we asked, helped negotiate any terms we suggested with our seller, and has been on top of everything each step of the way! I highly recommend him to anyone! Thank you for helping us Jeff!

Kerry & Stacey L. 06/21/18

We ran into some problems buying a home and Jeff handled the situation very well. He took excellent care of us and communicated every detail. He went beyond the call of duty to make sure we were happy and satisfied with our purchase. He's a man of integrity and I highly recommend him.

Ed W. 06/20/18

Jeff got more done for us in selling our houses in the first three days than was done for us at all by

anyone else. He is very knowledgeable in the steps to take to promote the listings. He's a level-headed problem solver and patiently answer our calls and questions. He's dependable and does what he says he'll do in a timely manner. We could not be more pleased with everything he's done and is doing to sell our second house.

Karen J. 09/27/17

I met Jeff at Open House and was immediately impressed with his honesty answering my concerns so much so that I asked him to be my realtor. He is always professional, explains step by step what to expect, never gets tired of answering the same question from me, and very quick to respond when I call or text. He really shows a lot of care and concern to make sure you are getting what you want and remembering the little details about what you have said you want or like in a house. Closing a deal on a house can be overwhelming and I was so thankful that he was so attentive to making sure I understood each step I was supposed to take by calling or emailing to remind me or check that I had done what I needed to be ready. He's a good Christian family man and that caring watchful father role was comforting to me through this process. I recommend him to anyone who needs and wants someone who goes the extra mile and puts you first.



KENDALL JAMES
REALTY