

Steps in the Buying Process

Step 1: Searching for Homes Using the MLS/Realcomp Portal

- Initial conversation to thoroughly evaluate the needs of the buyers
- After our initial conversation, we will set up an automated search that will be sent to you via email through our MLS "portal"
- You can communicate which homes you are interested in to me via phone, email or text, or by flagging homes within the portal
- You can also search homes on my website (www.kategladchun.com)

Step 2: Physical Showings of Preferred Properties

- Based on your automated search, your preferences, and our recommendations, we will conduct showings of appropriate properties
- We will help you analyze properties as to their fit with your needs and desires
- We track properties you've seen and keep you organized in your search

Step 3: Making an Offer

- Kate will prepare an analysis of properties to help determine a realistic price range
- Advise and negotiate all offers and counteroffers
- Negotiate home inspection results
- Provide you with information and resources to help you through the buying process

Step 4: The Closing Process

- Kate's team will keep you updated of all steps along the way with title commitment information, details on every part of the process, confirming dates, times, locations, reminders about utilities and wiring instructions, and answer any questions you have
- Attend the closing!