

The Insider's Guide:

# Becoming A Homeowner



HERITAGE HOMES  
Real Estate

## Paige Eustice

YOUR LOCAL REALTOR®



270-871-3333 cell



info@paigeeusticerealtor.com



843 Hanson St. Madisonville,  
KY 42431



# WELCOME

## Home isn't just a structure;

It's where you've woven memories, shared special moments, and found your true comfort. As you embark on the journey of finding a new home and starting a fresh chapter, the process may seem daunting.

It's natural to feel a mix of emotions, but remember, you don't have to go through it alone. I'm here to help you navigate each step with confidence.

From setting a budget, to choosing the perfect neighborhood, negotiating favorable terms and ensuring a seamless closing, this booklet will be your trusted guide.

Together, we'll make the experience smooth and enjoyable, allowing you to focus on what really matters.

Paige Eustice

# Paige Eustice

*Realtor®*

I pride myself on the relationships built since the start of my career in early 2022. From strangers to family friends, repeat clients to neighbors, I value every opportunity to assist in what is usually the biggest transaction one can make!

What sets me apart is my commitment to personalized service and attention to detail.

I believe every client deserves a tailored approach, whether you're buying your first home or seeking to sell your property for the best possible price. My goal is to make the real estate process as smooth and enjoyable as possible.



## Why Hire Me?

When you're buying or selling a property, who you have on your side makes **ALL** the difference. While I customize my marketing strategies, I standardize my approach to paperwork, so you always know what to expect next.

Choosing me as your Realtor means you're not just getting a representative - You're gaining a partner who is invested in your success.

- Multi-Million Dollar Producer
- GRI Designation
- Professional Standards Committee
- Madisonville-Hopkins County Board of Realtors



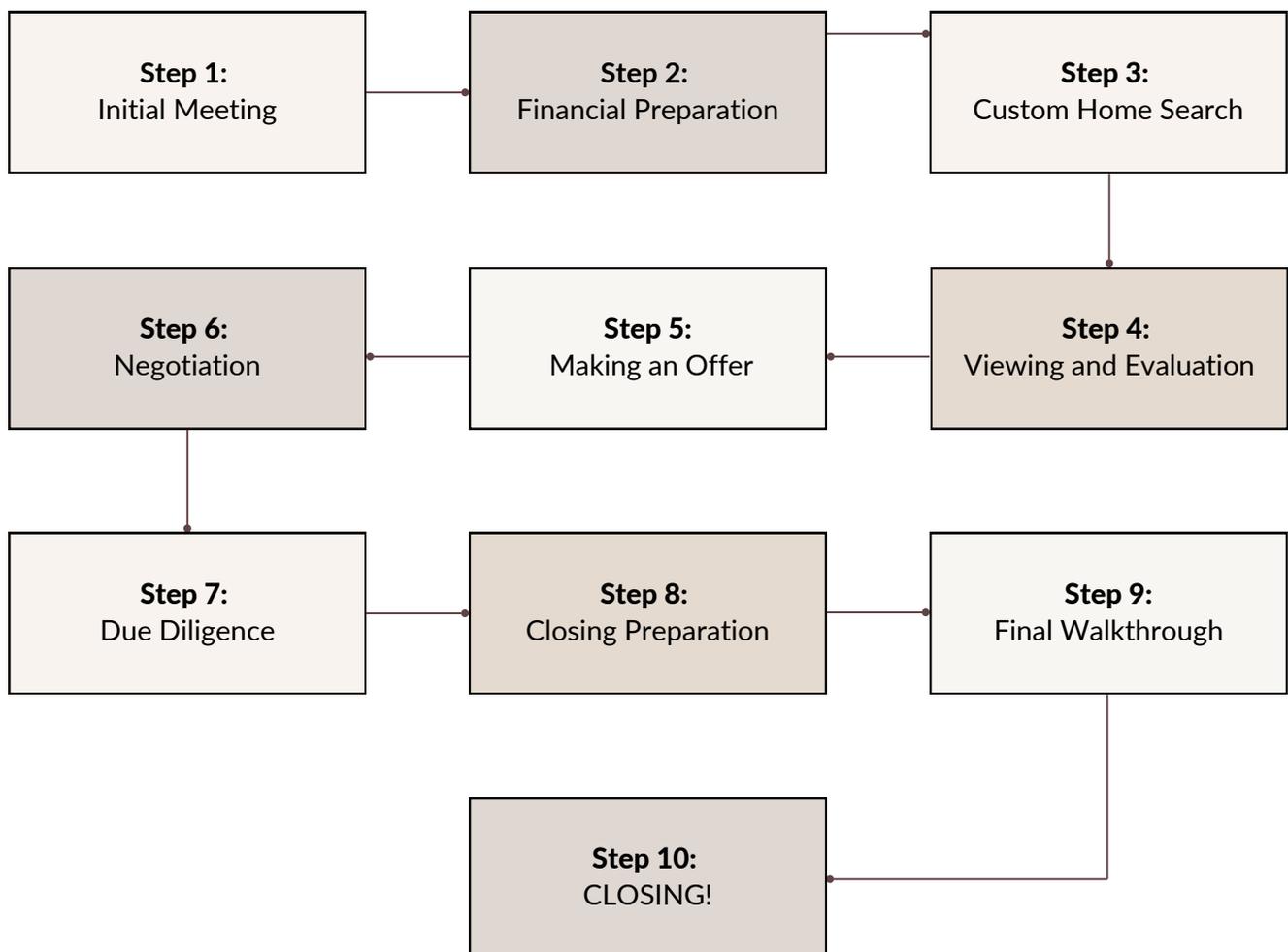
“Loved working with Paige! She did amazing in our buying and selling process of our first home. She answered our MANY questions, set backs, and even some while on vacation! We would recommend her for ALL your buying and selling needs.”

CHLOE DUGGAR, BUYER & SELLER

# Your Simple Path to Home Ownership

## MY TRIED AND TRUE HOME BUYING METHOD

My 10-step approach makes home buying efficient and stress-free, avoiding common challenges. Here's the game plan;



## WHAT YOU NEED TO KNOW

# Agent Compensation

Inside real estate transactions there are typically two agents involved. One agent represents the seller, the other agent represents the buyer.

Typically, seller's offer a percent of the purchase price to their agent and a percentage to the buyer's agent. New NAR regulations prohibit us from offering a buyer co-broke inside the MLS, but it is still recommended that seller's offer a co-broke to a buyer's agent. *Here's why;*

### **It makes the listing more appealing.**

- Buyers face a lot of upfront costs when purchasing a home, seller's covering this cost allows buyers to afford more.

### **It creates a smoother transaction.**

- A represented buyer is a buyer that is educated with an agent working to make sure we get everyone to the closing table.

Sellers are not required to offer a buyer's agent co-broke.

This means buyers need to be prepared to pay their agent out of pocket if need be. As a buyer's agent, it is my job to seek best circumstances for your purchase, which is why we'll try to negotiate a seller paid commission structure.





# Common Challenges You Might Encounter

IF YOU'RE NOT WORKING WITH AN AGENT



## *Information Overload*

- With countless listings online, it's easy to feel overwhelmed.
- **How do you know which properties are truly worth your time?**

## *Competitive Market*

- In hot markets, desirable homes can receive multiple offers
- **How can you make your offer stand out without overpaying?**

## *Hidden Costs*

- From inspection fees to closing costs, unexpected expenses can add up quickly.
- **How do you budget effectively?**

## *Time Pressure*

- Balancing home searches with your daily life can be stressful.
- **How do you ensure you don't miss out on great opportunities while juggling your busy schedule?**

## *Complex Paperwork*

- The legal documents involved in buying a home can be confusing.
- **How do you ensure you understand what you're signing?**

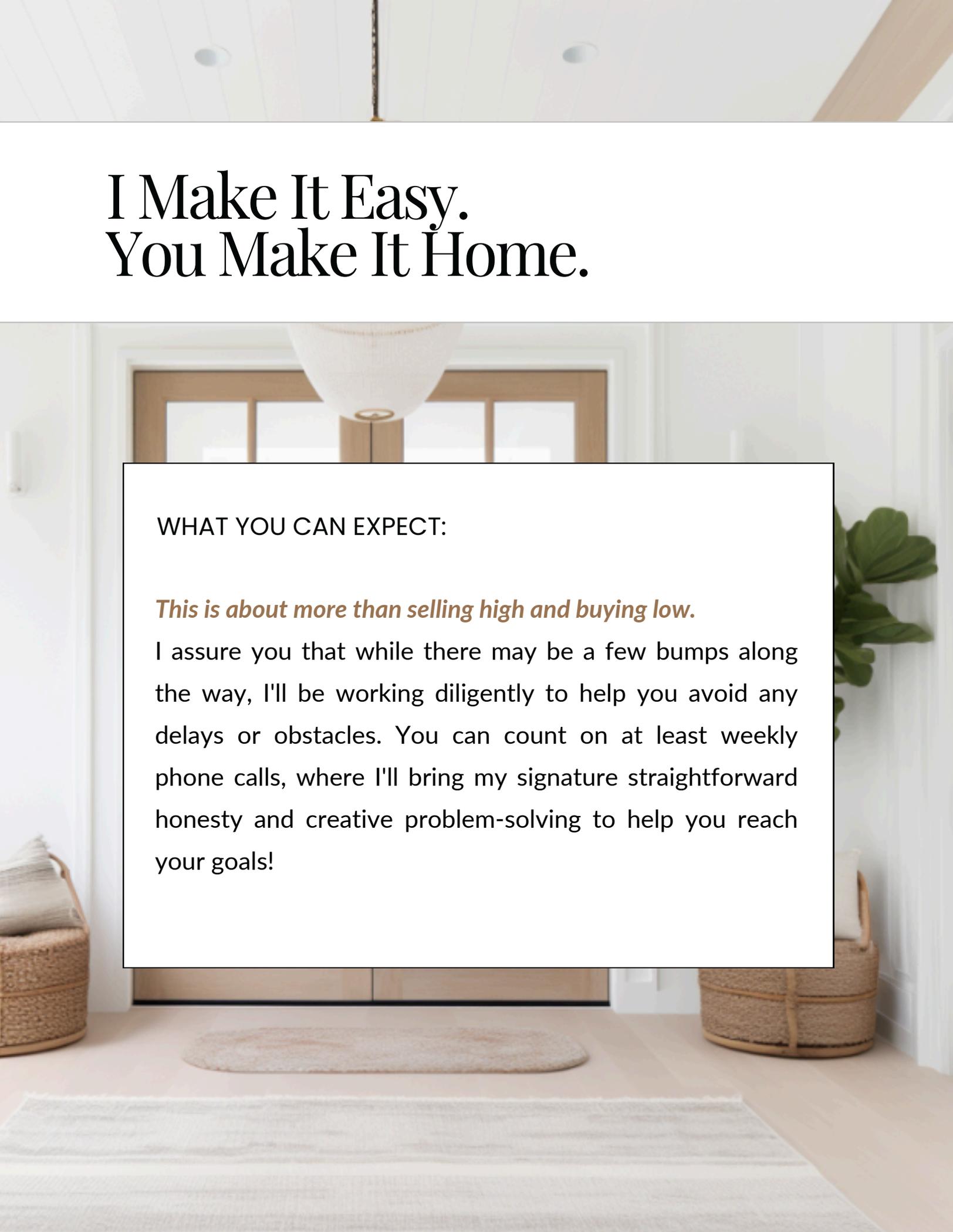
## *Negotiation Missteps*

- Without a proper strategy in place, there could be money left on the table.
- **How do you secure the best price through negotiation?**



“Paige has been a saving grace through the home buying & selling process! Every feeling of stress was relieved by a text or phone call to Paige, she was always available when needed! Her knowledge & kindness made this chaotic process a breeze! We will forever be so grateful & will 100% recommend her to everyone we know!”

KATIE DAUGHERTY, BUYER & SELLER



# I Make It Easy. You Make It Home.

WHAT YOU CAN EXPECT:

*This is about more than selling high and buying low.*

I assure you that while there may be a few bumps along the way, I'll be working diligently to help you avoid any delays or obstacles. You can count on at least weekly phone calls, where I'll bring my signature straightforward honesty and creative problem-solving to help you reach your goals!



# READY TO TAKE THE FIRST STEP?



*Scan to schedule a consult or  
save contact info directly.*

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