

# Welcome to Your Home Buying Journey

## A Quick Introduction (Read This First)



First—thank you for reaching out. The fact that you contacted *me* means you're already ahead of 90% of buyers and sellers who stumble through this process blind.

My job is simple:

- **Reduce risk**
- **Save you time**
- **Protect your money**
- **Create leverage so you win**

Real estate is not about houses—it's about **decisions under pressure**. This guide exists so you never feel rushed, confused, or outplayed.

This onboarding walks you through *exactly* what happens next—from Day 1 to Closing—so there are no surprises.

## The Big Picture (How This Actually Works)

Most people think the process is:

Find a house → Make an offer → Close

That mindset costs people **tens of thousands of dollars**.

The *real* process is:

1. **Position** (before you look)
2. **Leverage** (while negotiating)
3. **Protection** (during inspections & contracts)
4. **Execution** (closing without drama)

We will run this like a **project**, not a guessing game.

## Who This Guide Is For

- Buyers purchasing their **first home**
- Buyers upgrading or relocating
- Seller-buyers who need to **sell and buy strategically**

(If you're selling too, I'll layer in additional strategy—this guide still applies.)

# DAY 1: Foundation & Clarity (The Most Important Day)

## Step 1: Discovery Call (Free Value)

We start with a 15–30 minute call where I help you:

- Clarify *why* you're buying
- Define a realistic price range
- Identify non-negotiables vs flex items
- Avoid common buyer traps

### Free Value:

- Market snapshot for your target area
- Honest pricing reality (not sugar-coated)

## Step 2: Financial Positioning (Free Value)

Even if you already spoke with a lender, I help you:

- Stress-test your budget
- Understand payment vs purchase price
- Identify ways to improve terms (rate, down payment, closing costs)

### Free Value:

- Lender vetting (I introduce *proven* local lenders if needed)
- Strategy for minimizing cash out of pocket

*Strong financing = stronger negotiation power*

# DAYS 2–7: Strategy Before Showings

## Step 3: Buyer Strategy Session

Before we ever tour a home, we lock in:

- Target neighborhoods
- Ideal home profiles
- Deal-breakers
- Timeline strategy

### Free Value:

- Neighborhood pros/cons breakdown
- Resale and exit strategy analysis

## Step 4: Off-Market & Early Access Search (Free Value)

Most buyers only see what's already picked over.

I actively:

- Watch *coming-soon* listings
- Network with other agents
- Identify off-market opportunities

### **Free Value:**

- Early alerts
- Strategy to beat competing buyers

## SHOWINGS PHASE: Seeing Homes the Smart Way

### Step 5: Touring With Leverage

When we tour homes, I help you:

- Spot red flags others miss
- Understand true value vs list price
- Estimate repair and upgrade costs

### **Free Value:**

- On-the-spot condition insights
- Rough repair cost guidance

(Yes—this comes from inspection experience most agents don't have.)

## OFFER STAGE: Where Money Is Made or Lost

### Step 6: Offer Strategy Call

Before submitting an offer, we decide:

- Price strategy
- Terms that protect you
- How aggressive or conservative to be

### **Free Value:**

- Custom offer structure
- Seller psychology insights

Winning isn't always paying more—it's structuring smarter.

## Step 7: Negotiation & Contract

I handle:

- Offer submission
- Counteroffers
- Deadlines
- Pressure management

**Free Value:**

- Protection clauses
- Inspection leverage planning

## UNDER CONTRACT: Protection Phase

### Step 8: Inspections (Massive Value)

This is where most buyers get hurt.

I help you:

- Choose the *right* inspectors
- Understand what actually matters
- Avoid emotional overreactions

**Free Value:**

- Repair priority guidance
- Negotiation strategy based on findings

### Step 9: Repair Negotiations

We turn inspection findings into leverage:

- Price reductions
- Seller-paid repairs
- Closing cost credits

**Free Value:**

- Real-world repair valuation
- Risk assessment (walk vs renegotiate)

# FINAL STRETCH: Execution & Closing

## Step 10: Appraisal & Loan Monitoring

I stay ahead of:

- Appraisal issues
- Lender delays
- Last-minute surprises

### **Free Value:**

- Appraisal challenge strategy (if needed)
- Closing timeline management

## Step 11: Final Walkthrough

Before closing, we verify:

- Repairs completed
- Property condition unchanged
- No new issues

### **Free Value:**

- Walkthrough checklist
- Last-minute leverage if needed

# CLOSING DAY

## Step 12: Keys, Ownership & Beyond

You close with:

- Confidence
- No surprises
- A long-term resource—not just an agent

### **Free Value After Closing:**

- Vendor list (contractors, trades, services)
- Homestead & tax guidance
- Equity and refinance strategy (when relevant)

# For Seller-Buyers (Extra Value Layer)

If you're selling and buying:

- Timeline coordination
- Equity deployment strategy
- Contingency planning

## Free Value:

- Net proceeds breakdown
- Risk-reduction plan

# Final Thought

This process works when:

- You stay informed
- We communicate clearly
- Decisions are made strategically—not emotionally

My role is to **protect you, guide you, and help you win.**

When you're ready, we start with **Day 1.**

— Devin Childers

# 60-Second Timeline Explainer

Here's how the home-buying process actually works. Day one is about positioning—getting your numbers, strategy, and leverage right before you ever tour a home. Weeks one through three are where we identify opportunities and negotiate smart. Once under contract, inspections are where deals are protected—not panicked over. The final stretch is execution: appraisal, walkthrough, and closing with no surprises. My job is to manage risk, protect your money, and guide you to the finish line.

# One-Page Visual Timeline (At a Glance)

## Phase 1: Position (Day 1–7)

- Discovery & financial clarity
- Strategy locked before showings

## Phase 2: Leverage (Week 1–3)

- Smart showings
- Offer strategy & negotiation

## Phase 3: Protection (Under Contract)

- Inspections
- Repair negotiations

## Phase 4: Execution (Final 10–14 Days)

- Appraisal & loan clearance
- Final walkthrough → closing

# Who Does What (So Nothing Slips)

## Your Responsibilities

- Communicate goals honestly
- Provide documents promptly
- Make decisions within agreed timelines

## My Responsibilities

- Strategy & pricing guidance
- Negotiation & contract protection
- Timeline, vendors, and pressure management

# What Can Delay a Closing (And How We Prevent It)

**Financing Delays** → Pre-verified lenders, early document collection

**Appraisal Issues** → Pricing strategy + challenge preparation

**Inspection Surprises** → Risk-based repair analysis (not emotion)

**Seller Non-Performance** → Deadlines enforced, leverage applied



## Agent Profile | Devin Childers

Multi-Million Dollar Producer - **8 Years Straight**

Realtor - **8 Years**

Master Home Inspector - **10 Years**

Real Estate Investor - **9 Years**

Team Lead - **2 Years**

### **Real Estate Strategist | Risk Manager | Client Advocate**

Devin Childers is a North Georgia real estate professional who approaches buying and selling homes as a **strategic process—not a sales transaction**.

With experience across residential, land, investment, and high-value properties, Devin specializes in helping clients **reduce risk, protect capital, and make confident decisions** in fast-moving and competitive markets.

What sets Devin apart is his **systems-driven approach**. Every client is onboarded with a clear roadmap, defined timelines, and proactive communication—so there are no surprises, no confusion, and no unnecessary stress.

In addition to real estate sales, Devin brings a strong background in **property evaluation and inspection-level analysis**, allowing him to identify red flags, assess true value, and negotiate from a position of leverage. This gives his clients an advantage most buyers and sellers never realize they need until it's too late.

Devin believes great representation isn't about hype—it's about:

- Preparation before pressure
- Strategy before emotion
- Protection before profit

Clients working with Devin can expect:

- Clear expectations from Day 1
- Honest pricing and market guidance
- Strong negotiation and contract protection
- A calm, professional presence through closing

Whether helping a first-time buyer, a growing family, or a seller coordinating their next move, Devin's role is simple: **guide the process, manage the risk, and help clients win without regret**.