

DON WAGNON
EXP REALTY

THE HOMEBUYING STARTER KIT

REAL ESTATE WITH INTEGRITY,
EXPERTISE & CARE

wagnonrealestate.com





Welcome Message:

Welcome to your next step toward homeownership.

I'm Don Wagon, and I'm genuinely honored to walk with you through this exciting season. Whether you're buying your very first home or upgrading to a space that fits your growing needs, my goal is simple: to make this process clear, confident, and—believe it or not—enjoyable.

This guide is designed to help you understand every part of the home-buying journey, from setting a smart budget to choosing the right neighborhood and making it to the closing table with confidence. You won't find fluff here—just real-world tips, practical steps, and encouragement rooted in experience.

I've built my business on relationships, not transactions. I'm here to serve, to answer your questions (big or small), and to help you find a home that fits your life—and your dreams. Let's get started.

Don Wagon
Real Estate Agent
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MEET THE AGENT



DON WAGON

Real Estate Agent- EXP Realty

Meet Don Wagon – Your Southcoast MA Realtor with a Mission

Hi, I'm Don Wagon — a proud Air Force veteran with 20 years of service, now serving Southern Massachusetts with the same dedication, integrity, and attention to detail that defined my military career.

Based in the heart of Southcoast MA, I help buyers and sellers navigate the real estate process with confidence, clarity, and a little bit of fun along the way. Whether you're a first-time buyer, seasoned investor, or looking to list your home for top dollar, I'm here to guide you every step of the way.

From New Bedford to Dartmouth, Fall River to Plymouth, I know this area inside and out — its neighborhoods, schools, price points, and the hidden gems that make each town special. With a deep love for the community and a commitment to doing right by my clients, I treat every transaction like it's my own.

When I'm not helping clients, you'll likely find me behind the wheel of my Jeep, exploring local trails, enjoying a great cup of coffee, or spending time with my church, family, and friends.

Let's make your real estate journey a successful one — and maybe have a few laughs along the way. Ready to get started?

Let's Connect!

Text or call anytime — I'd love to hear your story and help you take the next step.

7-STEP PATH TO OWNERSHIP

THE HOME BUYING JOURNEY

The home buying process can feel complex—but we’ve broken it down into nine clear steps. From financial prep and home tours to making an offer, inspections, and finally closing, you’ll know exactly what to expect. With Larana by your side, every step becomes a confident stride.

Choose a real estate agent to help you navigate the market, find properties that fit your needs, and guide you through the process. From Search to Sold.

STEP 1	PREPARE YOUR FINANCES
STEP 2	START YOUR SEARCH
STEP 3	MAKE AN OFFER
STEP 4	GET A HOME INSPECTION
STEP 5	GET A HOME APPRAISAL
STEP 6	CLOSE THE DEAL
STEP 7	MOVE IN

BUDGET SMART, BUY RIGHT

FINANCIAL FOUNDATION

Let's talk Pre-Approval—because it's where every smart home search begins.

Before we start walking through homes or scrolling listings together, there's one step we have to take first: getting pre-approved.

Why? Because pre-approval gives you clarity and confidence. It tells us exactly what price range we should be focusing on so we don't waste time falling in love with a home that just doesn't make sense financially. It also strengthens your position when you're ready to make an offer—especially in a competitive market like ours, where being prepared makes all the difference.

Think of it like this: walking into the home buying process without a pre-approval is like starting a road trip with no map and no idea how much gas is in the tank. You might eventually get where you're going, but it's going to be stressful and full of detours. Pre-approval gives us direction—it puts the power back in your hands.

I'll never pressure you to move faster than you're ready, but I will guide you with honesty. And the truth is, without a pre-approval, we can't take meaningful steps forward. Once you have it in hand, we'll move with purpose—searching only for homes that truly fit your situation and your goals.

My job is to be your guide, advocate, and steady voice throughout the process.

Let's start strong—and set you up for success from day one.

**BUYING SMART STARTS WITH PLANNING SMART
—AND I AM HERE TO WALK YOU THROUGH IT.**



IDENTIFYING MUST-HAVES VS. NICE-TO-HAVES

Sorting out your must-haves, wants, and needs helps make your home search easier and expectations clear. Sharing your priorities with your real estate agent lets them find the right property faster, saving time and possibly money. Knowing your budget and how much to save for a home purchase is key to planning smart and staying on track.



DEFINE WHAT MATTERS MOST

CREATING YOUR WISHLIST

Before we step into any home, we need to know what truly matters to you.

This isn't just about finding a house—it's about finding your home. So before we start touring properties, we'll take time to get clear on your non-negotiables. How many bedrooms do you need? What kind of layout works best for your lifestyle? Do you need a yard for the kids or the dog? Are schools, resale value, or a quiet street important to you?

But we won't stop there.

We'll also map out the life you want to live in that home. What kind of neighborhood vibe feels like home to you? How far do you want to be from work, church, or your favorite coffee shop? What does your daily routine look like—and how can your next home support that?

Getting clear on these things upfront saves time, reduces stress, and keeps us focused on the homes that actually fit—not just on paper, but in real life.

I'm here to help you be intentional with every step. Let's find a place where your life, your values, and your dreams can truly unfold.



IDENTIFY
ESSENTIALS



ALIGN WITH YOUR LIFESTYLE



PLAN FOR THE FUTURE

TECH TOOLS + LOCAL EXPERTISE

PROPERTY SEARCH

Let's search smarter—not harder.

Once we've nailed down what you're looking for, I'll get to work using the best tools available to make sure you see the right homes, not just every home. With custom MLS searches and hand-picked listings, you'll get real-time alerts for properties that actually match your needs—location, layout, lifestyle, and more.

No more endless scrolling or chasing homes that are already off the market. You'll be among the first to know when something hits the market that fits your criteria—and often, I can get you in for private previews or exclusive showings before the crowd shows up.

Whether it's weekend open houses or weekday walkthroughs, I'll make the process smooth, strategic, and focused—so you can spend less time searching and more time moving toward the one that feels like home.



FROM INTEREST TO ACTION

MAKING AN OFFER

ANALYZE THE MARKET VALUE

When it's time to make an offer, I will lead with strategy—not emotion. I'll guide you using real numbers—comparable sales, local trends, and the property's condition—to help you land on an offer that's competitive but still protects your bottom line. The goal is to catch the seller's attention without going beyond what the home is truly worth.

This way, you stay in control, avoid overpaying, and put yourself in the best possible position to win—especially in a competitive market.



STRUCTURE STRONG CONTINGENCIES

The right terms matter. I'll guide you through the key details—like inspections and contingencies—to help you write an offer that stands out without putting you at unnecessary risk. Every offer is strategic, tailored, and built to protect your best interests.

EXECUTE WITH CONFIDENCE

You focus on the home—I'll handle the details. From negotiations to deadlines and paperwork, I manage it all on your behalf. Your offer will be clean, timely, and positioned to stand out. Behind the scenes, every move is intentional—so you can move forward with confidence and peace of mind.

DUE DILIGENCE DONE RIGHT

HOME INSPECTION & APPRAISAL

BEFORE YOU FINALIZE THE PURCHASE OF ANY HOME, IT'S CRITICAL TO VERIFY BOTH ITS CONDITION AND ITS MARKET VALUE THROUGH TWO ESSENTIAL STEPS: A HOME INSPECTION AND AN APPRAISAL.

Inspections and appraisals—your safety nets in the process.

A home inspection is your opportunity to take a closer look beneath the surface. A licensed inspector will check the major systems—roof, foundation, plumbing, electrical, HVAC, and more—to uncover issues that might not be obvious during a quick tour. You'll get a detailed report, and I'll walk through it with you so we can decide together if any repairs or price adjustments need to be discussed.

Then there's the appraisal. If you're using a loan, your lender will require it to make sure the home is worth what you've agreed to pay. A certified appraiser will assess the home based on condition, size, location, and recent sales. If the value comes in lower than expected, don't worry—we'll talk through your options and decide on the best next step.

Both of these steps are there to protect you—making sure you're making a smart investment and not walking into surprise repair bills. I'll help coordinate everything and make sure you understand the results so you can move forward with confidence and peace of mind.



SIGN, SEAL, DELIVERED

CLOSING THE DEAL



No. 1 REVIEW AND SIGN CLOSING DOCUMENTS

Time to make it official.

- When it's time to close, you'll head to your attorney's office to sign the final paperwork—things like the deed, settlement statement, and loan documents. This is where everything comes together.

-They will make sure you understand exactly what you're signing and why. No surprises, no rushed decisions—just clear guidance and steady support so you feel confident from start to finish.

-This is a big moment, and I'll be right there making sure it all goes smoothly.

No. 2 COORDINATE WITH ALL PARTIES

- I manage communication between your lender, title company, and the seller's agent.
- All payments, final inspections, and required disclosures are confirmed ahead of time.
- I troubleshoot any last-minute issues so closing stays on schedule.

No. 3 TRANSFER OWNERSHIP & GET THE KEY

- Once documents are signed and funds are transferred, the title is recorded with the county.
- This officially makes you the legal owner of the property.
- Congratulations! The keys are handed over and your new chapter begins.



MOVING CHECKLIST

7-STEP MOVING CHECKLIST

1. PLAN AND ORGANIZE EARLY

START PLANNING 6-8 WEEKS IN ADVANCE. CREATE A MOVING TIMELINE, ESTABLISH A BUDGET, AND DECLUTTER BY SORTING ITEMS TO KEEP, DONATE, SELL, OR DISCARD.

2. ARRANGE MOVING SERVICES OR DIY

RESEARCH AND BOOK A RELIABLE MOVING COMPANY OR RENT A TRUCK FOR A DIY MOVE. COMPARE QUOTES, CHECK REVIEWS, AND CONFIRM ALL DETAILS EARLY.

3. GATHER PACKING SUPPLIES

COLLECT BOXES, PACKING TAPE, BUBBLE WRAP, AND MARKERS. CONSIDER SUSTAINABLE OPTIONS LIKE REUSABLE BINS. LABEL BOXES CLEARLY BY ROOM AND CONTENTS.

4. PACK STRATEGICALLY

BEGIN WITH NON-ESSENTIAL ITEMS, LIKE SEASONAL DECOR OR EXTRA LINENS. PACK ROOM BY ROOM, SAVING DAILY ESSENTIALS FOR LAST. MAINTAIN AN INVENTORY OF VALUABLE ITEMS.

5. MANAGE UTILITIES AND ADDRESS UPDATES

SCHEDULE UTILITY SETUPS OR TRANSFERS (ELECTRICITY, WATER, GAS, INTERNET, PHONE, ETC.) FOR YOUR NEW HOME. CANCEL OR TRANSFER UTILITIES AT YOUR CURRENT PLACE. UPDATE YOUR ADDRESS WITH THE POST OFFICE, BANKS, SUBSCRIPTIONS, AND EMPLOYERS.

6. PREPARE YOUR NEW HOME

CONFIRM UTILITIES ARE ACTIVE BEFORE MOVING IN. CLEAN THE NEW SPACE OR ARRANGE PROFESSIONAL CLEANING. INSPECT FOR ANY NECESSARY REPAIRS OR UPDATES.

7. FINAL WALKTHROUGH AND UNPACKING

CHECK YOUR OLD HOME FOR FORGOTTEN ITEMS BEFORE LEAVING. IN YOUR NEW HOME, UNPACK ESSENTIALS FIRST, VERIFY ALL UTILITIES ARE FUNCTIONING, AND INSPECT FOR ANY MOVING-RELATED DAMAGE.

MAKE INFORMED DECISIONS

MARKET INSIGHT



**IS NOW THE RIGHT
TIME TO BUY?**

My monthly reports dive into price trends, inventory shifts, mortgage rate changes, and more. I help buyers make sharp, informed choices, not just guesses. Know the market, and you've got the upper hand in negotiations.

**WHAT NEIGHBORHOODS
ARE APPRECIATING?**



FAQs:

WE'VE GOT ANSWERS
COMMON QUESTIONS FROM REAL BUYERS





**HOW LONG DOES
CLOSING TAKE?**

**WHAT'S INCLUDED IN
CLOSING COSTS?**

**CAN I BUY WITH A LOW
DOWN PAYMENT?**

**WHAT IF THE APPRAISAL IS
LOWER THAN THE OFFER?**

**No stress—I've got you covered with clear,
no-nonsense explanations, honest advice,
and hands-on expertise to guide you every
step of the way.**

WE'RE READY WHEN YOU ARE

CONTACT US

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Still have questions? We're here to help you get clear, confident, and excited. Reach out anytime to schedule a free consultation or property tour.



**BUYING A HOUSE IS A BIG MOVE THAT CAN GROW IN VALUE OVER TIME,
SETTING YOU UP FOR SOLID FINANCIAL STABILITY AND A CHANCE TO BUILD
WEALTH DOWN THE ROAD.**

