



COLDWELL BANKER
KENNON & PARKER

BUYER'S GUIDE

WHY YOU SHOULD PARTNER WITH US.

OUR MISSION FOR OUR COMMUNITY:

Our mission goes beyond just leading in sales; we aim to set the standard for service, professionalism, knowledge, and results in our community. Our agents benefit from top-tier training and coaching, backed by the support of the most experienced leadership team in our area. When clients choose a Coldwell Banker agent, they gain the support of our entire company.

COLDWELL BANKER KENNON & PARKER

For over 50 years, Coldwell Banker Kennon & Parker (CBKP) has been the foremost real estate brokerage firm in the Columbus, GA area. With four locations spanning two states, over 200 agents, and an annual sales volume exceeding \$1 billion, CBKP is renowned for its market-leading training, resources, and talent, ensuring unparalleled client satisfaction.

Coldwell Banker Kennon & Parker has been recognized as the #1 Coldwell Banker franchise office in North America and the #1 office in the state of Georgia, based on total units sold within the Coldwell Banker network in 2023.

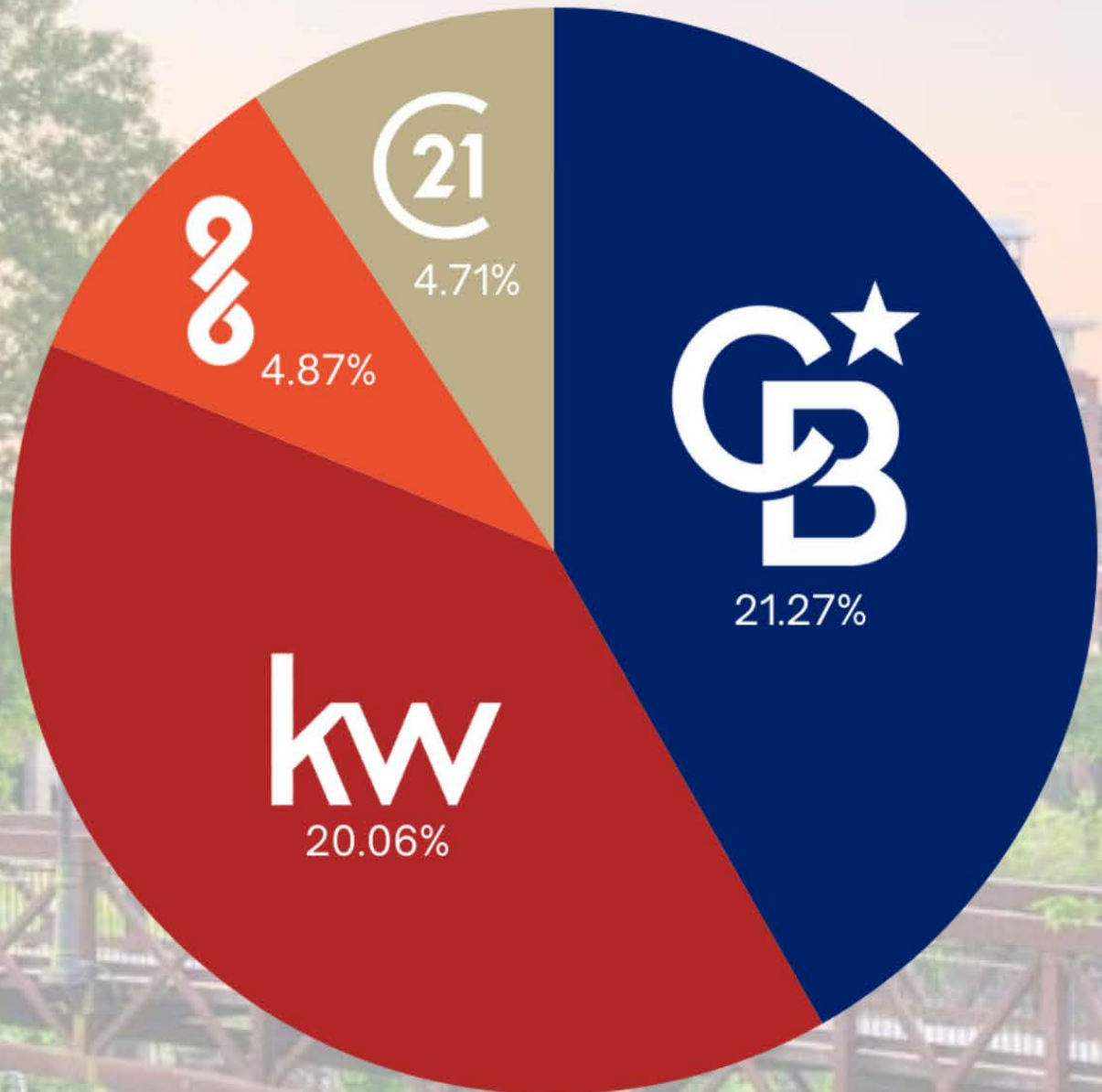
COLDWELL BANKER CORPORATE

Established in 1906 by Colbert Coldwell and Benjamin Banker, Coldwell Banker is the oldest and most esteemed residential real estate franchise system in North America. With a presence in 49 countries and territories, Coldwell Banker continues to lead the industry with innovation and excellence.

Coldwell Banker – KP's Columbus Residential Office earned the top spot for customers served out of 2,890 offices across North America for 2023. Additionally, Coldwell Banker – KP is honored as a Chairman's Circle company within the Coldwell Banker Network, recognizing the top 50 companies in North America.

COLDWELL BANKER KENNON & PARKER

MARKET SHARE



Market Share
(CBOR as of Jan 2025)

While choosing the right agent is essential, the company supporting that agent can make a significant difference in your experience. When you work with one of our agents, you gain the advantage of the area's market leader, backed by experienced leadership, innovative tools, extensive local knowledge, and a network of professionals committed to helping you achieve your real estate goals.

THE BUYING PROCESS

1 PARTNER WITH AN AGENT

By partnering with us, you'll gain valuable local market insight and access to current neighborhood inventory data. We'll keep you informed on off-market opportunities and provide market statistics to help you make confident, informed decisions.

2 GET PRE-APPROVED

Getting pre-approved helps you determine your budget, estimate your monthly mortgage payment, and prepare for the purchase process. A pre-approval letter also demonstrates to sellers that you're a qualified buyer.

3 FIND YOUR NEW HOME

Start by comparing homes and neighborhoods to narrow down your preferred areas. Once you've identified your favorites, you'll begin touring properties and evaluating options to find the right home for you.

4 MAKE OFFER & NEGOTIATE

We'll use market data and comparable sales to determine a competitive offer price. When multiple buyers are interested in the same property, we'll help you craft a strong offer and negotiate favorable terms to maximize your chances of success.

5 UNDER CONTRACT

Once your offer is accepted and you're under contract, we'll guide you through the remaining steps of the transaction, including inspections, the appraisal process, finalizing your financing, coordinating move-in timelines, and preparing for a smooth closing day.

6 BEFORE YOU CLOSE

Prepare for closing day by getting organized in advance. Be sure to arrange the transfer of funds, schedule your movers, set up utilities, and take care of any remaining details to ensure a smooth transition into your new home.

7 CLOSING DAY: TO BRING

To ensure a smooth closing, bring a printed confirmation of your wire transfer, a valid photo ID, Social Security numbers, your current and future home addresses, proof of homeowners insurance, a copy of your purchase contract, and your checkbook for any final expenses that may arise.

8 CLOSING DAY

Closing Day Has Arrived!

You'll sign the Closing Disclosure, promissory note, and all remaining closing documents. Once the transaction is finalized, ownership of the property will be officially transferred, the deed will be recorded, and you'll receive the keys to your new home.

LET'S FIND YOUR DREAM HOME

FINDING THE RIGHT HOME STARTS
WITH HAVING THE RIGHT TEAM



COLDWELL BANKER
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Whether you're a first-time buyer, relocating, or searching for your next home, our agents are here to provide expert guidance, local market knowledge, and personalized support every step of the way. Contact us today to connect with a trusted agent and begin your home search with confidence.

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