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KBT Realty Group - Keller Williams Introduces Guaranteed Cash Close Tool to Qualified Wilmington NC Real Estate Buyers and Sellers

KBT Realty Group agents have been Ribbon certified, introducing financial technology company Ribbon's innovative program to pre-qualified Wilmington NC area home buyers and sellers with a first-ever tool that guarantees no-contingency, cash offer, real estate transactions.

(Wilmington, North Carolina, December 20 2018) - Agents at KBT Realty Group - Keller Williams, championed by Broker/Realtors Tyson Emery, Kirk Pugh, and Becky Brown, are recently certified to offer Ribbon, a program that promises to transform the home buying experience. Ribbon is an innovative financial technology - FinTech - company. KBT Realty Group's Ribbon certification introduces the program to the Wilmington, North Carolina, real estate marketplace.

The Ribbon platform connects buyers and sellers with Ribbon Certified Realtors, like KBT Realty Group. The platform works side-by-side with a buyer's pre-approved financing to create no-contingency, all-cash offers. Ribbon launched in Charlotte, North Carolina, in early 2018, with the objective of backing buyers with cash and making them competitive in bidding wars fueled by 'ibuyers' like Zillow, Open Door, and venture capital real estate investors. Ribbon is backed partially by NFX, which was headed by Pete Flint, the founder of Trulia.

"This program bridges a buying/selling gap by providing a solution that allows home buyers to get into their new home before selling their current home, and also gives buyers a layer of advantage in that they become a cash buyer with no contingencies," say Emery. "Ribbon is already working for us in a variety of scenarios: for home buyers needing to sell, for sellers who are offering Ribbon-certified homes, and as a guarantee on both financing and closing date in scenarios where a mortgage may be delayed due to complications and documentation requests."

Emery was introduced to Ribbon through Patrick Stoy, president of MC Mortgage Group. "There really is no catch," Emery says. "I was immediately impressed when it came across my desk. That doesn't happen very often. The program truly allows both buyers and sellers to win in every aspect of the real estate deal. Everyone gets to the finish line much quicker. This program will have longevity."

Ribbon charges a small percentage of the purchase price when the mortgage comes through and the sale closes. The fee is similar to traditional mortgage insurance rates, and is often offset by the financial advantage that a cash offer gives the buyer, notes Emery.

Find more information about [KBT Realty Group Ribbon certification here](#).

About KBT Realty Group

KBT Realty Group is the top performing KELLER WILLIAMS® team in Wilmington North Carolina and is affiliated with Keller Williams Realty, Inc. - the #1 Real Estate Company in the world. With more than 20 Realtor/Brokers and a team of real estate transaction support professionals, all working toward satisfying the home buying and selling objectives of clients, KBT Realty Group (<http://www.findhomesinwilmingtonnc.com>) has more than 100 years of combined experience in the Cape Fear and southeastern North Carolina coastal area. KBT Realty Group was founded in 2013 by partners Kirkland E. Pugh, Becky Brown, and Tyson Emery. KBT Realty Group is independently owned and operated.

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