

Ranked #1 Real Estate Company  
in Eastern Montana!



Providing Five Star Service  
Since 1959



Buying a home, whether it's your first home or your fifth, raises a lot of questions. The professionals at Prudential Floberg REALTORS can help answer those questions and guide you through the process. They will talk about the reasoning behind your decision to more as well as your needs and wants. This will help us match your family and life-style to a neighborhood and home that are perfect for you. It's our goal to help you have a stress free real estate experience.

### *Your Needs Come First*

As Prudential Real Estate Professionals, our service pledge to you is:

- We will communicate with *you* in a timely and efficient manner
- We will plan a home search based on *your* needs.
- We will inform *you* of your choice of the various types of representation
- We will introduce *you* to properties and neighborhoods that meet your requirements.
- We will help *you* obtain the financing you may need for a home purchase.
- We will assist *you* in preparing a purchase offer on the property of your choice.
- We will represent *you* in the transaction with the seller and the seller's real estate representative
- We will work to protect *your* interests throughout the transaction
- We will help coordinate the closing of *your* transaction.

### Choosing a REALTOR

There are some very important things you should consider when choosing a real estate professional. One of the first considerations is whom the agent represents during the process.

It is important that you know the differences between a professional who represents a seller (the "traditional" role of a sales associate) a professional who represents a buyer and one who represents both. Your Prudential Floberg REALTOR will help you determine what relationship would be best suited to you.

#### **Seller's Agent**

A real estate professional becomes a Seller's Agent by entering into a listing agreement. Seller's representation may also be created when a real estate professional shows a property on the MLS and "buyer agency" has not been created. The Seller's agent can provide information to the buyer, but they must place the interests of the seller first. A buyer should not disclose anything to the Seller's Agent that they do not want the seller to know.

#### **Buyer's Agent**

A real estate professional becomes a buyer's Agent by entering into an agreement to represent the buyer. A Buyer's Agent can assist the seller, but does not represent the seller. The Buyer's Agent must place the interests of the buyer first. A seller should not tell the Buyer's Agent anything they would not want the buyer to know, because the Buyer's Agent must disclose any pertinent information to the buyer.

#### **Dual Agent**

Dual agency occurs when a real estate professional represents both the seller and the buyer. It can also occur when the Listing or Seller's agent works for the same real estate firm as the Buyer's Agent. The Dual Agent is required to treat the buyer and seller honestly and impartially.

*Helping you through the Homefinding Process...  
Our goal is that you will be  
delighted with the experience.*