

Name _____

The Real Deal on Real Estate Agents: Your Guide to Home Buying

Short Answer Key

1. Real estate agents play roles such as providing market expertise and assisting with property searches. They also negotiate on behalf of buyers and handle paperwork.
2. A real estate agent should be involved early in the process to help with budget assessment and criteria establishment. They are essential during the property search, initial visits, negotiation, and throughout the entire process.
3. Important questions to ask when hiring a real estate agent include inquiring about their experience, communication style, availability, fees, and references. These questions are essential to assess their qualifications and suitability.
4. A real estate agent can assist during property visits by pointing out details, answering questions, and providing insights that buyers might miss on their own. For example, they can highlight potential issues or advantages of a property.
5. A real estate agent's market expertise is significant because it helps buyers make informed decisions. They can provide insights into neighborhoods, property values, and market trends.

