

Name \_\_\_\_\_

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

### Open-Ended Response Answer Key

1. A real estate agent's main responsibilities include providing market expertise, assisting with property searches, negotiating on behalf of buyers, handling paperwork, and offering guidance. Their expertise is valuable because it helps buyers navigate a complex process, make informed decisions, and get the best possible deals.
2. Involving a real estate agent early in the home-buying journey helps buyers understand the process, assess their budget realistically, and establish criteria. This early involvement ensures that buyers are well-prepared and can make informed decisions from the outset.
3. Clear communication is crucial when working with a real estate agent because it ensures that both parties understand each other's needs and expectations. Effective communication can be maintained through regular updates, responsive communication channels, and setting expectations for communication frequency.
4. A real estate agent can assist buyers during property visits by pointing out aspects like structural issues, potential renovation needs, or desirable features. For example, they might notice foundation cracks that a buyer might overlook. These insights can impact a buyer's decision-making process by providing a more comprehensive view of the property.

