

A GUIDE TO SHOWING FEEDBACK

NOT EVERY AGENT WILL PROVIDE FEEDBACK AFTER SHOWING YOUR HOME.

Our team will call, email, and text message the showing agent. If we do not hear back from them, we have to assume that there is no interest in the home for that client.

WHAT THE AGENT SAYS	WHAT THE AGENT MEANS
"The buyer thought the house was too small"	<ul style="list-style-type: none">• It was too small - the flow of the house didn't work for them• One 800 sq ft condo can feel dramatically different from another one, depending on the floor plan, the light, and the ceilings• Furniture placement could be a concern
"They liked the house but bought another"	<ul style="list-style-type: none">• The buyer found other houses that were better values
"They liked the house but bought a new build"	<ul style="list-style-type: none">• Buyers often have access to a higher mortgage amount VS the cash to do a renovation.• New homes allow for more customization• Too much work to make an older home feel like their home• This property didn't create an emotional attachment for the buyers
"They didn't like the carpet"	<ul style="list-style-type: none">• A greater proportion of buyers prefer non- carpet flooring.• For some, carpet increases allergies and many people prefer to not have it in their homes• Your living preferences may not match what buyers are looking for. Buyers want to see what is currently trending!
"They thought the yard was too small, the street was too busy..."	<ul style="list-style-type: none">• Price needs to be adjusted for property features that appeal to a smaller market share
"The home needs some work"	<ul style="list-style-type: none">• Seller may need to make minor repairs and neutralize paint colors as it's more desirable to have this work completed before buying• Many buyers do not have access to funds to complete upgrades.

The lesson here is that price objects can come disguised in different phrases. It's helpful to listen to feedback and make adjustments swiftly. **Your ultimate goal is to be the very best house in your price range!**

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