

Translating Buyer Comments at Showings

What They Say	What They Mean
The Buyer thought the house was too small	The Buyer found larger homes for the same price
They liked the house but bought a different one	They found other homes that are better values
They liked the house but bought a new home	Buyers will pay 10-15% more for a new home
They didn't like the carpet	The seller should replace the carpet due to age, color, condition
They thought the yard was too small or the street was too busy	They found other homes with larger yards and quieter streets for the same price
The home needs some work	The seller may need to make minor repairs and neutralize and/or de-clutter
They didn't like the floor plan	They didn't like the floor plan
Too much updating for the Buyer	Their taste suggests the home is not up to today's colors and trends
They want the master bedroom downstairs	They want privacy from the second bedrooms; they don't want to climb stairs
They prefer a north/south orientation	They don't want any morning or late afternoon sun exposure