FOR SELLERS · WHAT TO CHECK NEXT

Showings but no offers

Renee & Kevin | HomeSmart Real Estate Arizona Living

Showings mean buyers are interested enough to walk through the door. No offers mean something in the price, condition, marketing, disclosures, or showing experience is holding them back. With more than 22,000 active listings across Greater Phoenix (Homes.com, July 2026), the goal is to identify the specific reason before reaching automatically for a price cut.

01 **Price — does it still line up with what is competing today?**

Buyers know your price before they arrive. If the home doesn't match it, most don't negotiate — they simply move on. Your competition is the homes active right now, not what closed ninety days ago.

02 **Condition — what are buyers reacting to in person?**

Roof age, a rough-sounding HVAC, odors, dated finishes. Buyers price these in silently, before they ever sit down to write. Targeted prep can cost far less than a price reduction.

03 **Marketing — are the photos and description setting the right expectation?**

Undersell the home and buyers arrive expecting less. Oversell it and they arrive feeling misled. Either way the emotional connection that produces an offer never forms.

04 **Disclosures — are unanswered questions creating hesitation?**

Buyers may hesitate when they are unsure about the home's history or condition. A complete Seller Property Disclosure Statement (SPDS), prepared early and made available before or during the showing process, can help answer questions sooner and reduce uncertainty.

05 **Showing experience — how much friction is in the visit?**

Access, pets, clutter, seller present. A buyer who feels like they are intruding won't linger long enough to picture living there.

WHAT WE DO NEXT

STEP 1	STEP 2	STEP 3	STEP 4	STEP 5
Collect feedback. Patterns in what agents say are the answer.	**Compare to actives.** What buyers are shopping today.	**Walk it fresh.** An unfiltered read on condition and flow.	**Audit marketing.** Photos, description, reach.	**Then decide on price.** Only once the data points there.

★★★★★ "She gave us great advice on what property improvements to make." — GREGG B., SELLER

READ THE FULL ARTICLE: Phoenix Home Getting Showings but No Offers

RENEE EPPLE
480-881-0670 · renee@reneeandkevinazliving.com
AZ License: SA686704000 · CA License: 02268863

KEVIN BOLKOVATZ
480-510-7762 · kevin@reneeandkevinazliving.com
AZ License: SA687059000