

# Real Estate Workshop

|                                |                                             |                                        |                                          |                                               |
|--------------------------------|---------------------------------------------|----------------------------------------|------------------------------------------|-----------------------------------------------|
| Will our bed fit in here?      | Can we see this house in 20 minutes?        | ...but I wish it was closer to...      | I want to ask for all the furniture      | This place is WAY overpriced                  |
| The HVAC is 20 years old       | I need a fenced yard                        | Where is the "potential" office space? | The roof is how old?                     | I really need an open floor plan to entertain |
| These appliances are from 1980 | Where is my big screen TV going to go?      | (FREE SPACE)                           | I cannot have a laundry in the basement. | The paint color is AWFUL                      |
| No updates. No offer.          | Not a lot of privacy with all these windows | This seems like a busy street          | That's a lot of yard to mow              | The yard is not useable                       |
| Vinyl flooring...really?       | No ceiling fans?                            | Is this the master bedroom???          | The neighbors are too close              | I was watching HGTV...                        |

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|------------------------------------------|-----------------------------------------------|------------------------------|---------------------------|---------------------------------------------|
| I cannot have a laundry in the basement. | I must have granite countertops               | The paint color is AWFUL     | The HVAC is 20 years old  | That's a lot of yard to mow                 |
| Carpet in the bathroom = mold            | Where is my big screen TV going to go?        | This place is WAY overpriced | No updates. No offer.     | Not a lot of privacy with all these windows |
| Where is the "potential" office space?   | Can we see this house in 20 minutes?          | (FREE SPACE)                 | Will our bed fit in here? | The neighbors are too close                 |
| People actually live here?               | I really need an open floor plan to entertain | I was watching HGTV...       | The yard is not useable   | You call this a walk in closet?             |
| These appliances are from 1980           | The roof is how old?                          | Vinyl flooring...really?     | I need a fenced yard      | ...but I wish it was closer to...           |

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|---------------------------------------------------------------|-------------------------------------|-----------------------------------------------|--------------------------------------|------------------------------------------|
| That's a lot of yard to mow                                   | I need a fenced yard                | The paint color is AWFUL                      | Why are the taxes so high?           | I cannot have a laundry in the basement. |
| Zillow says the home is worth \$50k less than the list price. | You call this a walk in closet?     | I really need an open floor plan to entertain | Carpet in the bathroom = mold        | This place is WAY overpriced             |
| The roof is how old?                                          | I want to ask for all the furniture | (FREE SPACE)                                  | Can we see this house in 20 minutes? | Will our bed fit in here?                |
| The HVAC is 20 years old                                      | These appliances are from 1980      | Not a lot of privacy with all these windows   | No updates. No offer.                | Is this the master bedroom???            |
| The yard is not useable                                       | Vinyl flooring...really?            | People actually live here?                    | ...but I wish it was closer to...    | I must have granite countertops          |