

亚马逊商品评论分析报告

ASIN: DEMO-A

主 ASIN DEMO-A • 评论总数 499 • 生成于 2026-09-20

样本星级分布: 5★×100 • 4★×99 • 3★×100 • 2★×100 • 1★×100, 全部可评分

数据口径: 基于本次实收的499条评论; 样本构成: 主商品评论占85.6%, 另有72条来自3个同页 ASIN (多为同族变体或同页商品); 星级占比锚定商品页真实评分; 统计数值由系统按星级确定性计算, 非模型生成; 文字洞察由 AI 基于该样本产出。

执行摘要

83.9%

正面占比

5

高严重程度痛点

3 / 8

品类优势维度

优先执行动作

- 五点写明2500LM 为感应峰值亮度, 常亮档流明与时长如实标注
- 五点补点亮时长与三档模式说明及模式重置排查方法
- 五点写明安装前提: 仅壁挂螺丝固定、无地插、角度有限、宜朝南

整体总结

商品页整体口碑良好 (主商品 DEMO-A 约4.4星、正面约84%, 累计4万余条评分), 亮度强劲、免布线太阳能安装与性价比是公认强项; 但本次收集的499条评论中有427条来自主商品、其余72条来自同父 listing 下的3只装/4只装/1只装同族条目 (各自星级仅代表其自身页面), 且样本按痛点优先采样、偏重差评, 因此差评声量 (约三成集中在『数月内失效』与『雨后进水』) 应视为质量隐患预警而非整体口碑判断。

行动清单

- 五点描述

第 1 步

高

当天可改

五点写明2500LM 为感应峰值亮度，常亮档流明与时长如实标注

依据：有评论实测『30秒后仅约721流明，和2500差很远』，另有大量『常亮模式太暗、基本照不亮』的反馈

执行清单

实测常亮与暗光档流明写入五点

注明2500LM 为感应触发峰值

标注各档点亮时长约20~30秒

→ 消除 C5 40条『远达不到宣传流明』的落差

依据：C5实际亮度不足、达不到宣传流明 • C13亮度足、性价比高、整体好用

C5实际亮度不足、达不到宣传流明（约40条评论）： Lights work, but the brightness leaves a lot to be desired.

C13亮度足、性价比高、整体好用（约130条评论）： These lights turn pitch-black darkness into broad daylight t...
- 五点描述

第 2 步

高

当天可改

五点补点亮时长与三档模式说明及模式重置排查方法

依据：用户集中抱怨『只亮3~20秒就走开即灭』『设为感应模式几天后自动变成常亮』，属可通过文案与说明提前管理的预期落差

执行清单

写明感应后亮约20~30秒即灭

说明三档差异与切换步骤

附模式自动重置的排查指引

→ 化解 C6 48条『只亮几秒』与 C17 12条模式重置抱怨

依据：C6感应点亮只有几秒、撑不到天亮 • C17模式设置不生效、自动重置

C6感应点亮只有几秒、撑不到天亮（约48条评论）： won't stay on for even four seconds

C17模式设置不生效、自动重置（约12条评论）： every couple days both lights I got reset to off setting, wh...

• 五点描述 第 3 步 高 当天可改

五点写明安装前提：仅壁挂螺丝固定、无地插、角度有限、宜朝南

依据：多条评论反映不含地插、无法装在排水沟下方、角度不可调导致采光受限、实物偏小

执行清单

注明仅支持壁挂或螺丝固定

写明太阳能板与灯头角度限制

建议朝南无遮挡安装并标实际尺寸

→ 止住 C9 22条安装受限与『比想象小』预期落差

依据：C9太阳能板灯头角度不可调、安装受限 • C8支架螺丝等安装配件质量差

C9太阳能板灯头角度不可调、安装受限（约22条评论）：Be aware that does not come with ground stakes.

C8支架螺丝等安装配件质量差（约13条评论）：the screws immediately started to strip

• 图片/视频 第 4 步 高 当天可改

新增防水结构特写与雨后实测图，标注推荐安装在屋檐下

依据：进水导致报废的负面簇规模大且占比高，用户反复质问『说是防水，结果一场雨就进水』

执行清单

拍防水结构细节特写

补雨后正常使用实测图或短视频

图示推荐位置：有屋檐遮挡处

→ 回应 C2 70条『一场雨进水』的最大负面簇

依据：C2不防水，雨后进水短路损坏 • C12灯光频闪、无人也乱亮

C2不防水，雨后进水短路损坏（约70条评论）：Se llena de agua

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

• A+ 页面 第 5 步 高 当天可改

A+置顶保修期限、客服入口与换新流程说明

依据：评论反映保修仅3个月、客服邮箱失效、需反复举证才谈换新，质量问题升级为退款与一星

执行清单

置顶标注保修时长与起算口径

列明可用客服渠道与响应时效

写清换新流程与所需凭证

→ 挽回 C11 16条客服失联升级的一星与退款

依据：C11客服失联、保修与退货体验差 • C10到货即破损、缺件或包装差

C11客服失联、保修与退货体验差（约16条评论）：They say tgey have a support site but the email does not wor...

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

- 五点描述 第 6 步 中 当天可改

五点注明遥控为红外需正对使用，并强化灯体按键替代路径

依据：用户普遍反映遥控须贴近正对、隔窗无效，甚至有『遥控完全没用』的一星差评

执行清单

- 写明红外遥控需正前数英尺内使用
- 提示每个遥控对应灯具、建议编号
- 强调可用灯体按键操作

→ 化解 C4 33条『遥控没用』的一星差评

依据：C4遥控器需贴近且正对才有效

C4遥控器需贴近且正对才有效（约33条评论）：The remote only works about 1 to 2 feet away.

- 搜索关键词 第 7 步 中 当天可改

标题与后台词补 dogs/chicken coop/driveway 等高转化场景词

依据：评论中夜间遛狗、鸡舍、围栏、门廊、无电棚屋等使用场景被大量点名且多为好评

执行清单

- 标题加 for dogs/chicken coop 等场景词
- 后台词补 driveway/fence/porch security
- 加 no wiring 免布线卖点词

→ 承接 C15 22条场景好评对应的真实搜索需求

依据：C15后院遛狗与庭院安防照明好评 • C14安装简单、太阳能免布线

C15后院遛狗与庭院安防照明好评（约22条评论）：Nice lights to light the backyard to see our dog at night

C14安装简单、太阳能免布线（约45条评论）：So far it's great, very bright and well charged when I walk ...

- A+ 页面 第 8 步 中 当天可改

A+说明内置电池寿命约1~2年、延长寿命用法与换新引导

依据：用户抱怨电池封死不可更换、失效后整机报废，且先高后低的『延迟失效』是差评主要来源

执行清单

- 如实标注电池寿命1~2年
- 给首次充分充电、避免长期常亮建议
- 写明到期换新路径

→ 校准 C7 28条电池报废与 C1 132条寿命短预期

依据：C7电池不可更换、充电续航差 • C1用几个月就坏、寿命远短于预期

C7电池不可更换、充电续航差（约28条评论）：the units turned off after approximately 2 hours.

C1用几个月就坏、寿命远短于预期（约132条评论）：It's May and 4 of them are already dead

加固产线包装并配足配件，Listing 补开箱配件清单图

依据：多条评论反映收到开裂灯罩、缺少灯具/支架/螺丝、遥控与卡扣数量不匹配，且外箱完好说明是产线与包装问题

执行清单

产线补足灯具支架螺丝遥控数量

灯罩加缓冲、外箱加固

Listing 放开箱配件清单图

→ 压降 C10 15条到货破损缺件与 C8 13条配件差评

依据：C10到货即破损、缺件或包装差 • C8支架螺丝等安装配件质量差

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

C8支架螺丝等安装配件质量差（约13条评论）：the screws immediately started to strip

引擎 2 • 情感分析

情感占比



优点

- 亮度是最大卖点：感应触发时三灯头全开可照亮车道、后院大片区域，被反复形容为『瞬间把漆黑变成白昼』，夜间遛狗、照看鸡舍与庭院安防场景好评集中（提及130次）

“The 2500LM brightness is super powerful, and the three adjustable heads let you angle them to cover a wide area.”
5★ • 2026-08-06

依据：C13亮度足、性价比高、整体好用 • C15后院遛狗与庭院安防照明好评

C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

C15后院遛狗与庭院安防照明好评（约22条评论）：Nice lights to light the backyard to see our dog at night

- 安装极简、免布线：太阳能供电，卡扣+两颗螺丝约10分钟装好，适合租房、无电源的车库/围栏/棚屋场景（提及45次）

“Easy to understand and install. Took me 10 minutes at the most to hang”
5★ • 2026-09-01

依据：C14安装简单、太阳能免布线 • C13亮度足、性价比高、整体好用

C14安装简单、太阳能免布线（约45条评论）：So far it's great, very bright and well charged when I walk ...

C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

- 部分用户长期使用1~3年仍稳定工作，说明存在可靠批次，可作为品控对标目标（提及25次）

“I’ve used these lights for three years and have only had to buy another set once”
5★ · 2026-09-13

依据：C16用了一两年以上仍然可靠

C16用了一两年以上仍然可靠（约25条评论）：It is now September 2026 and it's still working as expected.

- 宠物与家庭日常场景口碑好：夜晚放狗、老人起夜、后院照明等场景被多次点名表扬（提及22次）

“These have been so amazing with helping know where our black dog is in the back yard at night”
5★ · 2026-08-18

依据：C15后院遛狗与庭院安防照明好评 · C14安装简单、太阳能免布线

C15后院遛狗与庭院安防照明好评（约22条评论）：Nice lights to light the backyard to see our dog at night

C14安装简单、太阳能免布线（约45条评论）：So far it's great, very bright and well charged when I walk ...

- 价格与配置比高：2只装带独立遥控与三档模式，售价低于同类有线方案，被多次称为『超值』（提及28次）

“The 2500LM brightness is super powerful, and the three adjustable heads let you angle them to cover a wide area.”
5★ · 2026-08-06

依据：C13亮度足、性价比高、整体好用

C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

缺点

- 寿命远短于预期：大量2只装用户反映数周至数月内一只或两只彻底失效，4个月内故障、半年报废的案例密集出现（提及132次）

“They were great when they worked. I purchased in March of 2023 and by late July they stopped working.”
1★ · 2023-09-20

依据：C1用几个月就坏、寿命远短于预期 · C12灯光频闪、无人也乱亮

C1用几个月就坏、寿命远短于预期（约132条评论）：It's May and 4 of them are already dead

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

- 不防水：雨水从外壳缝隙、灯罩与感应头渗入，出现内部积水、水雾、锈蚀后短路报废，多在首个雨季或数月后暴露（提及70次）

“Se llena de agua”
1★ · 2026-09-14

依据：C2不防水，雨后进水短路损坏 · C12灯光频闪、无人也乱亮

C2不防水，雨后进水短路损坏（约70条评论）：Se llena de agua

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

- 感应点亮时间过短：多数只有3~20秒，走开即灭，常亮档偏暗且常撑不到天亮，无法满足安防或遛狗照明（提及48次）

“Mounted the light with direct sunlight, waited 2 days and it only stayed lit about 3 seconds.”

1★ · 2026-09-04

依据：C6感应点亮只有几秒、撑不到天亮 · C17模式设置不生效、自动重置

C6感应点亮只有几秒、撑不到天亮（约48条评论）：won't stay on for even four seconds

C17模式设置不生效、自动重置（约12条评论）：every couple days both lights I got reset to off setting, wh...

- 运动感应不灵敏、探测距离近：需要走到灯正下方或3~6英尺内才触发，与宣称的广角远距离探测不符（提及46次）

“The lights are very bright but the motion has to be within 3-4 feet from the sensor (which is horrible for most uses)”

1★ · 2026-07-16

依据：C3运动传感器不灵敏、探测距离太近

C3运动传感器不灵敏、探测距离太近（约46条评论）：The lights are bright enough but you have to be almost withi...

- 实际亮度不及宣称：有人实测最亮档30秒后仅约721流明，远低于2500LM 标注；常亮/暗光档『几乎不照亮』（提及40次）

“they only put out about 721 Lumens after 30 seconds, that's not anywhere close to 2500 Lumens”

2★ · 2025-11-12

依据：C5实际亮度不足、达不到宣传流明

C5实际亮度不足、达不到宣传流明（约40条评论）：Lights work, but the brightness leaves a lot to be desired.

- 遥控器（红外）需贴近灯体正前方1~3英尺且无遮挡才有效，无法在屋内隔窗或穿墙控制，被批『没用』（提及33次）

“the remote only works if it's in the front of the lights not behind them and then only a couple of feet away”

1★ · 2026-08-16

依据：C4遥控器需贴近且正对才有效

C4遥控器需贴近且正对才有效（约33条评论）：The remote only works about 1 to 2 feet away.

- 电池内置不可更换，充不满、续航衰减后整机只能报废，用户明确抱怨无法自行换电芯（提及28次）

“As soon as it ran out of battery it stopped working completely.”

1★ · 2026-04-04

依据：C7电池不可更换、充电续航差

C7电池不可更换、充电续航差（约28条评论）：the units turned off after approximately 2 hours.

- 太阳能板与灯头角度不可调（或仅能小幅俯仰）、不支持侧向旋转、不含地插，导致檐下/围栏等安装位采光受限（提及22次）

“The lights and collection panels' rotation is very limited and not well designed.”

2★ · 2026-02-20

依据：C9太阳能板灯头角度不可调、安装受限

C9太阳能板灯头角度不可调、安装受限（约22条评论）：Be aware that does not come with ground stakes.

- 售后体验差：保修仅3个月、客服邮箱/电话失联、需反复举证才谈换新，退货窗口关闭后问题无人受理（提及16次）

“They say tgey have a support site but the email does not work.”

1★ · 2026-07-18

依据：C11客服失联、保修与退货体验差 · C10到货即破损、缺件或包装差

C11客服失联、保修与退货体验差（约16条评论）：They say tgey have a support site but the email does not wor...

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

- 开箱即破损或缺件：灯罩/太阳能板开裂、少一只灯、缺支架与螺丝、多给遥控少给卡扣，且外箱完好说明是产线包装问题（提及15次）

“Me faltó una lampara no vino completo el pedido”

1★ · 2026-09-06

依据：C10到货即破损、缺件或包装差

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

- 偶发频闪与莫名乱亮：故障后变成整夜闪烁的『迪斯科灯』，或空无一物时也反复点亮，影响睡眠与邻里（提及15次）

“transforming from cheap, crappy motion-lights into cheap and really decent strobe-lights!”

1★ · 2024-04-13

依据：C12灯光频闪、无人也乱亮

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

- 支架与五金件质量差：塑料卡扣易断裂、螺丝一拧就滑丝，且公司不单独供应配件（提及13次）

“the screws immediately started to strip”

1★ · 2025-10-18

依据：C8支架螺丝等安装配件质量差

C8支架螺丝等安装配件质量差（约13条评论）：the screws immediately started to strip

用户痛点

- 高 产品寿命不足：正常户外使用下数周至数月即失效，撑不过1年，安全照明用途不敢依赖（提及132次）

“They were great when they worked. I purchased in March of 2023 and by late July they stopped working.”
1★ • 2023-09-20
“It's May and 4 of them are already dead”
2★ • 2024-05-15

依据：C1用几个月就坏、寿命远短于预期 • C12灯光频闪、无人也乱亮
C1用几个月就坏、寿命远短于预期（约132条评论）： It's May and 4 of them are already dead
C12灯光频闪、无人也乱亮（约15条评论）： Turns on, with a warm body moving around, and randomly.

- 高 防水密封失效进水：雨后灯体内部积水、灯罩起雾、元件锈蚀导致短路报废，与『户外防水』宣称不符（提及70次）

“Se llena de agua”
1★ • 2026-09-14
“However, shortly after that the light started taking on water in the bulb area, producing a rust like appearance”
1★ • 2026-07-26

依据：C2不防水，雨后进水短路损坏 • C12灯光频闪、无人也乱亮
C2不防水，雨后进水短路损坏（约70条评论）： Se llena de agua
C12灯光频闪、无人也乱亮（约15条评论）： Turns on, with a warm body moving around, and randomly.

- 高 到货即破损或缺件，产线包装与质检不可靠，消费者需承担退换成本（提及15次）

“Me faltó una lámpara no vino completo el pedido”
1★ • 2026-09-06
“Both came in with major cracks in the lenses.”
1★ • 2026-03-22

依据：C10到货即破损、缺件或包装差 • C8支架螺丝等安装配件质量差
C10到货即破损、缺件或包装差（约15条评论）： Both came in with major cracks in the lenses.
C8支架螺丝等安装配件质量差（约13条评论）： the screws immediately started to strip

- 高 故障后无有效售后：保修短、客服失联，质量问题被迫升级为退款与差评（提及16次）

“They say tgey have a support site but the email does not work.”
1★ • 2026-07-18
“There is no way to contact the seller and the troubleshooting tips didn't help because the light is defective.”
1★ • 2026-03-27

依据：C11客服失联、保修与退货体验差
C11客服失联、保修与退货体验差（约16条评论）： They say tgey have a support site but the email does not wor...

- **高** 故障期出现整夜频闪与无故乱亮，影响睡眠并扰邻（提及15次）

“transforming from cheap, crappy motion-lights into cheap and really decent strobe-lights!”

1★ · 2024-04-13

“These lights lasted about one year before they began malfunctioning and brightly strobing in the middle of the night”

1★ · 2026-05-04

依据：C12灯光频闪、无人也乱亮 · C2不防水，雨后进水短路损坏

C12灯光频闪、无人也乱亮（约15条评论）： Turns on, with a warm body moving around, and randomly.

C2不防水，雨后进水短路损坏（约70条评论）： Se llena de agua

- **低** 感应点亮时长过短（3~20秒）且常亮档过暗，无法满足夜间遛狗、装卸、安防等连续照明需求（提及48次）

依据：C6感应点亮只有几秒、撑不到天亮 · C17模式设置不生效、自动重置

C6感应点亮只有几秒、撑不到天亮（约48条评论）： won't stay on for even four seconds

C17模式设置不生效、自动重置（约12条评论）： every couple days both lights I got reset to off setting, wh...

- **中** 运动感应不灵敏、探测距离与角度远低于预期，需走到灯下才触发（提及46次）

“The lights are very bright but the motion has to be within 3-4 feet from the sensor (which is horrible for most uses)”

1★ · 2026-07-16

依据：C3运动传感器不灵敏、探测距离太近

C3运动传感器不灵敏、探测距离太近（约46条评论）： The lights are bright enough but you have to be almost withi...

- **中** 亮度缩水：常亮模式暗到看不清，实测流明远低于2500LM 标注，形成落差型差评（提及40次）

“they only put out about 721 Lumens after 30 seconds, that's not anywhere close to 2500 Lumens”

2★ · 2025-11-12

依据：C5实际亮度不足、达不到宣传流明

C5实际亮度不足、达不到宣传流明（约40条评论）： Lights work, but the brightness leaves a lot to be desired.

- **中** 红外遥控必须在灯具正前方近距离使用，无法在屋内控制，模式切换形同虚设（提及33次）

“the remote only works if it's in the front of the lights not behind them and then only a couple of feet away”

1★ · 2026-08-16

依据：C4遥控器需贴近且正对才有效

C4遥控器需贴近且正对才有效（约33条评论）： The remote only works about 1 to 2 feet away.

- **中** 电池封死不可更换且充电续航差，衰减后整机报废，增加长期使用成本（提及28次）

“As soon as it ran out of battery it stopped working completely.”

1★ · 2026-04-04

依据：C7电池不可更换、充电续航差

C7电池不可更换、充电续航差（约28条评论）： the units turned off after approximately 2 hours.

- 低 太阳能板与灯头角度不可调、不含地插，檐下/围栏等真实安装位难以充分采光（提及22次）

依据：C9太阳能板灯头角度不可调、安装受限
C9太阳能板灯头角度不可调、安装受限（约22条评论）：Be aware that does not come with ground stakes.

- 中 支架、卡扣与螺丝等安装五金脆弱，安装/移位时易断易滑丝且无配件可补（提及13次）

“the screws immediately started to strip”
1★ · 2025-10-18

依据：C8支架螺丝等安装配件质量差
C8支架螺丝等安装配件质量差（约13条评论）：the screws immediately started to strip

核心诉求

- 可靠寿命：至少稳定工作1~2年，不在数月内因电池或电路失效（优先级10/10）

依据：C1用几个月就坏、寿命远短于预期 · C16用了一两年以上仍然可靠
C1用几个月就坏、寿命远短于预期（约132条评论）：It's May and 4 of them are already dead
C16用了一两年以上仍然可靠（约25条评论）：It is now September 2026 and it's still working as expected.

- 真正户外防水：外壳与灯罩密封达到可长期淋雨不进水，感应头与电池仓不进水（优先级10/10）

依据：C2不防水，雨后进水短路损坏 · C12灯光频闪、无人也乱亮
C2不防水，雨后进水短路损坏（约70条评论）：Se llena de agua
C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

- 点亮时长可控：感应后照明时间可设（≥60秒）或提供可长时间常亮模式，而非固定几秒（优先级9/10）

依据：C6感应点亮只有几秒、撑不到天亮 · C17模式设置不生效、自动重置
C6感应点亮只有几秒、撑不到天亮（约48条评论）：won't stay on for even four seconds
C17模式设置不生效、自动重置（约12条评论）：every couple days both lights I got reset to off setting, wh...

- 感应性能达标：探测距离与角度接近宣称，走动即可稳定触发（优先级8/10）

依据：C3运动传感器不灵敏、探测距离太近
C3运动传感器不灵敏、探测距离太近（约46条评论）：The lights are bright enough but you have to be almost withi...

- 亮度如实：最亮档真正达到宣称流明，常亮档也具备可用亮度，标注口径透明（优先级8/10）

依据：C5实际亮度不足、达不到宣传流明 · C13亮度足、性价比高、整体好用
C5实际亮度不足、达不到宣传流明（约40条评论）：Lights work, but the brightness leaves a lot to be desired.
C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

- 遥控可用：有效距离远、可隔窗/穿墙控制，或直接改为开关/感应即可操作（优先级7/10）

依据：C4遥控器需贴近且正对才有效
C4遥控器需贴近且正对才有效（约33条评论）：The remote only works about 1 to 2 feet away.

- 可维护的续航方案：电池可更换或可外接充电，保证整夜点亮（优先级7/10）

依据：C7电池不可更换、充电续航差 • C6感应点亮只有几秒、撑不到天亮

C7电池不可更换、充电续航差（约28条评论）：the units turned off after approximately 2 hours.

C6感应点亮只有几秒、撑不到天亮（约48条评论）：won't stay on for even four seconds

- 安装适配灵活：灯头与太阳能板角度可调、附带地插与金属五金件，适配围栏、檐下、树木等多种位置（优先级6/10）

依据：C8支架螺丝等安装配件质量差 • C9太阳能板灯头角度不可调、安装受限

C8支架螺丝等安装配件质量差（约13条评论）：the screws immediately started to strip

C9太阳能板灯头角度不可调、安装受限（约22条评论）：Be aware that does not come with ground stakes.

- 可靠售后：明确且足够长的保修期、可用客服入口与快捷换新流程（优先级6/10）

依据：C11客服失联、保修与退货体验差 • C10到货即破损、缺件或包装差

C11客服失联、保修与退货体验差（约16条评论）：They say tgey have a support site but the email does not wor...

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

- 开箱完好：配件齐全（灯具数、支架、螺丝、遥控一一对应）、包装防撞（优先级5/10）

依据：C10到货即破损、缺件或包装差

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

引擎 4 • 深层洞察

深层洞察

- **矛盾信号** 4.4星高口碑与延迟失效并存

整体正面率约84%、均分4.4，C13亮度好评60条全为4~5星；但C1寿命短负面占比98.3%（59负0正），C12频闪86.7%、C2进水76.6%、C11售后81.3%。好评多来自刚安装的短期体验（C14、C16），失效却集中在数月后，高分掩盖了延迟型缺陷。建议把老化与防水验证前置，并在页面写明真实寿命预期。

依据：C13亮度足、性价比高、整体好用 • C1用几个月就坏、寿命远短于预期 • C12灯光频闪、无人也乱亮 • C2不防水，雨后进水短路损坏

C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

C1用几个月就坏、寿命远短于预期（约132条评论）：It's May and 4 of them are already dead

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

C2不防水，雨后进水短路损坏（约70条评论）：Se llena de agua

• **跨簇归因** 负面集中在主力2-Pack，属产品级而非变体级

各负面簇的可归属评论高度集中于 Size: 2 Pack (C1 58/60、C2 42/47、C3 28/37、C6 33/40)，且几乎全部来自自主 ASIN DEMO-A (C1 58条、C12 13条、C11 14条)；正评C13同样54条来自2 Pack。说明这是主力销量的产品级问题，不是个别批次或变体差异。建议对2 Pack做批次故障率追踪，而非仅调整变体结构。

依据：C1用几个月就坏、寿命远短于预期 • C2不防水，雨后进水短路损坏 • C6感应点亮只有几秒、撑不到天亮 • C13亮度足、性价比高、整体好用

C1用几个月就坏、寿命远短于预期 (约132条评论)：It's May and 4 of them are already dead

C2不防水，雨后进水短路损坏 (约70条评论)：Se llena de agua

C6感应点亮只有几秒、撑不到天亮 (约48条评论)：won't stay on for even four seconds

C13亮度足、性价比高、整体好用 (约130条评论)：These lights turn pitch-black darkness into broad daylight t...

• **跨簇归因** 保修期短于失效周期，质量投诉被放大成退款

C1 (负面占比98.3%) 显示失效多发生在数周到数月，而C11中消费者称只有3个月保修、联系不上卖家 (14/16来自自主 ASIN)；C10到货破损13条也来自自主 ASIN。保修窗口与失效时间线几乎重叠，本可换新解决的质量问题升级为退款与差评。建议延长保修至12个月并开放可用的售后入口。

依据：C1用几个月就坏、寿命远短于预期 • C11客服失联、保修与退货体验差 • C10到货即破损、缺件或包装差

C1用几个月就坏、寿命远短于预期 (约132条评论)：It's May and 4 of them are already dead

C11客服失联、保修与退货体验差 (约16条评论)：They say tgey have a support site but the email does not wor...

C10到货即破损、缺件或包装差 (约15条评论)：Both came in with major cracks in the lenses.

• **矛盾信号** 感应与续航类抱怨褒贬并存但在恶化

C3探测距离 (负面占比59.5%)、C5亮度 (57.6%)、C6点亮时长 (40%，仍有11条正面) 正面评论不少，易被高星掩盖；但时间趋势显示C5、C6在2026-09均被标记为恶化，C6在8月负面占比达1。感知与续航抱怨正在累积，建议优先复核感应距离、点亮时长与流明宣称是否与实物一致。

依据：C3运动传感器不灵敏、探测距离太近 • C5实际亮度不足、达不到宣传流明 • C6感应点亮只有几秒、撑不到天亮

C3运动传感器不灵敏、探测距离太近 (约46条评论)：The lights are bright enough but you have to be almost withi...

C5实际亮度不足、达不到宣传流明 (约40条评论)：Lights work, but the brightness leaves a lot to be desired.

C6感应点亮只有几秒、撑不到天亮 (约48条评论)：won't stay on for even four seconds

• **市场机会** 进水报废+电池封死+撑不到天亮是退货主因

C2 (70条，负面占比76.6%)、C6 (48条)、C7 (28条，71.4%)、C5 (40条) 四簇指向同一户外场景：雨后进水短路、点亮仅数秒、电池不可更换。这类组合缺陷无法靠文案弥补。建议下一代做到IP65以上防水、可换电池仓与可设点亮时长，并把真实流明与续航写入页面。

依据：C2不防水，雨后进水短路损坏 • C6感应点亮只有几秒、撑不到天亮 • C7电池不可更换、充电续航差 • C5实际亮度不足、达不到宣传流明

C2不防水，雨后进水短路损坏 (约70条评论)：Se llena de agua

C6感应点亮只有几秒、撑不到天亮 (约48条评论)：won't stay on for even four seconds

C7电池不可更换、充电续航差 (约28条评论)：the units turned off after approximately 2 hours.

C5实际亮度不足、达不到宣传流明 (约40条评论)：Lights work, but the brightness leaves a lot to be desired.

• **市场机会** 安装配件与角度适配是被低估的改进点

C8（13条，负面占比66.7%，无一条正评，且2026-09趋势恶化）与C9（22条，中性10条、负面仅20%）反映螺丝易滑丝、塑料卡扣易断、灯头与太阳能板角度不可调、不含地插。改造成本低却直接影响安装体验与退货率。建议换金属螺丝、加固卡扣、增加可调角度与地插配件。

依据：C8支架螺丝等安装配件质量差 • C9太阳能板灯头角度不可调、安装受限

C8支架螺丝等安装配件质量差（约13条评论）：the screws immediately started to strip

C9太阳能板灯头角度不可调、安装受限（约22条评论）：Be aware that does not come with ground stakes.

引擎 5 • 风险雷达

风险雷达

• **质量** 过早损坏/寿命短 **高** 平稳

依据：C1用几个月就坏、寿命远短于预期 • C12灯光频闪、无人也乱亮

C1用几个月就坏、寿命远短于预期（约132条评论）：It's May and 4 of them are already dead

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

• **口碑** 退款/投诉高频 **中** 平稳

依据：C11客服失联、保修与退货体验差 • C10到货即破损、缺件或包装差

C11客服失联、保修与退货体验差（约16条评论）：They say tgey have a support site but the email does not wor...

C10到货即破损、缺件或包装差（约15条评论）：Both came in with major cracks in the lenses.

• **口碑** 客服失联/售后缺失 **低** 平稳

依据：C11客服失联、保修与退货体验差

C11客服失联、保修与退货体验差（约16条评论）：They say tgey have a support site but the email does not wor...

• **安全** 过热/冒烟/起火 **中** 平稳

依据：C2不防水，雨后进水短路损坏 • C12灯光频闪、无人也乱亮

C2不防水，雨后进水短路损坏（约70条评论）：Se llena de agua

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

引擎 6 • 品类定位

单品报告无竞品样本：以下判定以同类产品的一般市场预期为基准，证据均来自本品评论。

品类定位判定

• 亮度与照明覆盖（对标同类30~40美元太阳能感应灯一般水平）：

优势

主商品评论中亮度好评簇规模最大且几乎全为4~5星，用户称三灯头可覆盖车道与后院大片区域，明显优于同价位的普通花园太阳能灯；但需注意最亮仅在感应档

依据：C13亮度足、性价比高、整体好用 • C15后院遛狗与庭院安防照明好评

C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

C15后院遛狗与庭院安防照明好评（约22条评论）：Nice lights to light the backyard to see our dog at night

• 安装便利性与免布线：

优势

大量评论称10分钟内即可壁挂完成，无需布线、无需电源，租房与无电棚屋场景可即装即用，属同类产品中的优势项

依据：C14安装简单、太阳能免布线 • C13亮度足、性价比高、整体好用

C14安装简单、太阳能免布线（约45条评论）：So far it's great, very bright and well charged when I walk ...

C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

• 户外防水与耐候性（对标同类宣称 IP65的产品）：

劣势

进水相关负面簇占比高，雨后灯罩积水、感应头起雾、元件锈蚀后报废的案例覆盖多个批次与地区，明显低于同类防水型户外灯的普遍表现

依据：C2不防水，雨后进水短路损坏 • C12灯光频闪、无人也乱亮

C2不防水，雨后进水短路损坏（约70条评论）：Se llena de agua

C12灯光频闪、无人也乱亮（约15条评论）：Turns on, with a warm body moving around, and randomly.

• 使用寿命与可靠性（对标用户对同价位产品『至少撑一两年』的普遍预期）：

劣势

寿命短簇的负面占比接近98%，数周至数月失效、半年报废的报告密集，且有用户对比旧款与其它品牌太阳能灯指出其寿命更短

依据：C1用几个月就坏、寿命远短于预期 • C11客服失联、保修与退货体验差

C1用几个月就坏、寿命远短于预期（约132条评论）：It's May and 4 of them are already dead

C11客服失联、保修与退货体验差（约16条评论）：They say tgey have a support site but the email does not wor...

• 运动感应灵敏度与探测距离：

持平

同一簇内既有正面（触发灵敏、可捕捉20~25英尺外动静）也有负面（须走到3~6英尺内才亮），表现离散而非整体落后，属个体与安装位置差异较大的维度

依据：C3运动传感器不灵敏、探测距离太近 • C9太阳能板灯头角度不可调、安装受限

C3运动传感器不灵敏、探测距离太近（约46条评论）：The lights are bright enough but you have to be almost withi...

C9太阳能板灯头角度不可调、安装受限（约22条评论）：Be aware that does not come with ground stakes.

遥控器控制体验（同类多采用可穿墙的射频遥控）：

劣势

用户普遍反映遥控为红外、须正对灯体且距离仅1~3英尺，屋内隔窗无法操作；有用户明确建议改选射频遥控的同类产品

依据：C4遥控器需贴近且正对才有效

C4遥控器需贴近且正对才有效（约33条评论）：The remote only works about 1 to 2 feet away.

续航与电池可维护性：

劣势

常亮档多数只能维持数小时、整夜点亮失败，且电池封死不可更换，衰减后只能整机丢弃，弱于可换电池的同类方案

依据：C7电池不可更换、充电续航差 • C6感应点亮只有几秒、撑不到天亮

C7电池不可更换、充电续航差（约28条评论）：the units turned off after approximately 2 hours.

C6感应点亮只有几秒、撑不到天亮（约48条评论）：won't stay on for even four seconds

性价比：

优势

2只装附带独立遥控、三档模式与三灯头，价格低于同类有线或品牌方案，被多次评价为「绝对划算」「超值」；对价格敏感型买家仍具吸引力

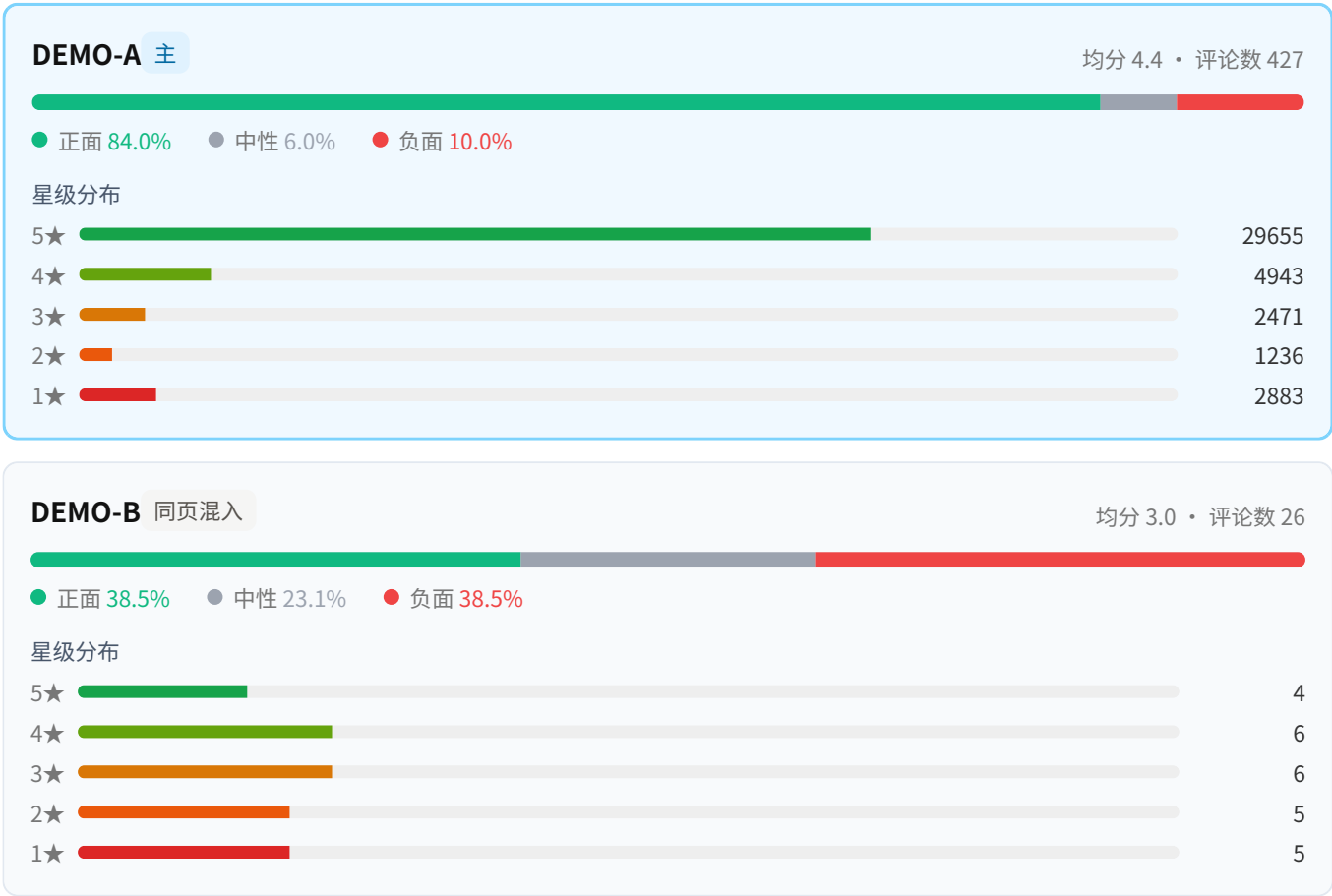
依据：C13亮度足、性价比高、整体好用 • C14安装简单、太阳能免布线

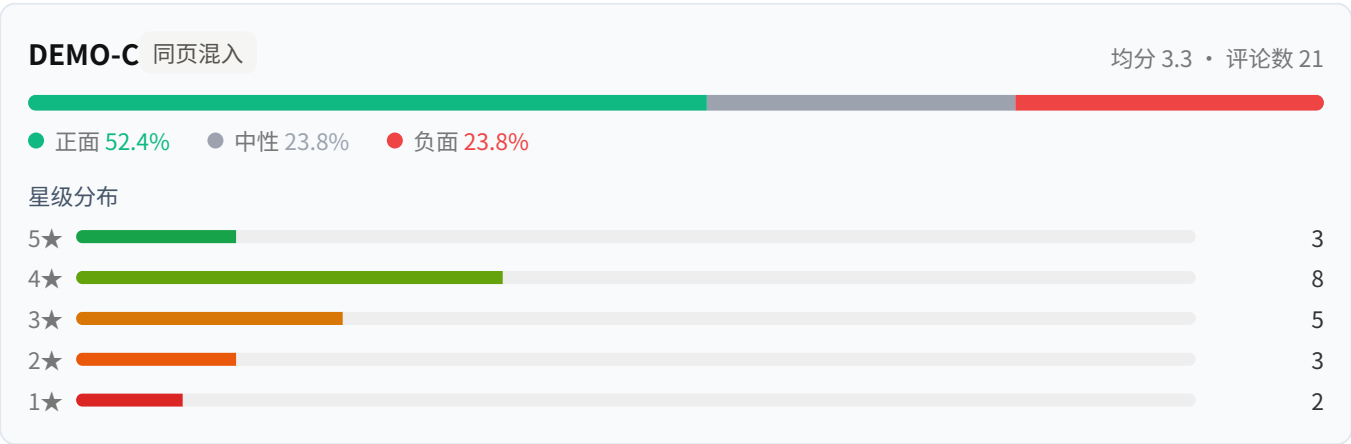
C13亮度足、性价比高、整体好用（约130条评论）：These lights turn pitch-black darkness into broad daylight t...

C14安装简单、太阳能免布线（约45条评论）：So far it's great, very bright and well charged when I walk ...

ASIN 对比

以下数值由系统按星级确定性统计（正面 = 4~5 星，中性 = 3 星，负面 = 1~2 星），非模型生成。





DEMO-D 同页混入

均分 3.0 · 评论数 25

正面 40.0%

中性 20.0%

负面 40.0%

星级分布

5★

6

4★

4

3★

5

2★

4

1★

6

附录 · 评论主题聚类

以下主题由 AI 对本次分析的同一评论样本聚类得出，主题名与规模为模型归纳估计（评论数非精确计数）；摘录逐字取自评论原文，星级与日期为被引评论真实值。正文各要点后的「依据」编号对应本页各簇。

C1 用几个月就坏、寿命远短于预期

负面 约132条评论

“They were great when they worked. I purchased in March of 2023 and by late July they stopped working.”

1★ · 2023-09-20

“It's May and 4 of them are already dead”

2★ · 2024-05-15

“The set Stopped working after 3 months. Very disappointed.”

1★ · 2026-08-29

C2 不防水，雨后进水短路损坏

负面 约70条评论

“Se llena de agua”

1★ · 2026-09-14

“However, shortly after that the light started taking on water in the bulb area, producing a rust like appearance”

1★ · 2026-07-26

“Outdoor lights? No! Not at all. See water intrusion in pictures. Not recommended at all.”

1★ · 2026-09-02

C3 运动传感器不灵敏、探测距离太近

负面 约46条评论

“The lights are very bright but the motion has to be within 3-4 feet from the sensor (which is horrible for most uses)”

1★ · 2026-07-16

“The lights are bright enough but you have to be almost within 6 foot of it for it to come on.”

1★ · 2026-08-08

“Motion detection didn’ t work. Turns on for three seconds when using the remote. Doesn’ t respond to motion at all.”

1★ · 2026-07-07

C4 遥控器需贴近且正对才有效

负面 约33条评论

“the remote only works if it’ s in the front of the lights not behind them and then only a couple of feet away”

1★ · 2026-08-16

“you have to have the remote within a foot or less for it to work.”

2★ · 2026-06-26

“The remote only works about 1 to 2 feet away.”

3★ · 2026-06-11

C5 实际亮度不足、达不到宣传流明

负面 约40条评论

“they only put out about 721 Lumens after 30 seconds, that's not anywhere close to 2500 Lumens”

2★ · 2025-11-12

“These aren’ t bright at all - yes I have them in the blaring sun charging all day and it’ s very dim at night”

2★ · 2026-03-24

“Lights work, but the brightness leaves a lot to be desired.”

2★ · 2026-06-28

C6 感应点亮只有几秒、撑不到天亮

负面 约48条评论

“Mounted the light with direct sunlight, waited 2 days and it only stayed lit about 3 seconds.”

1★ · 2026-09-04

“Running time on a fully charged battery won’ t last through the night.”

1★ · 2026-09-10

“won't stay on for even four seconds”

1★ · 2026-05-15

C7 电池不可更换、充电续航差

负面 约28条评论

“As soon as it ran out of battery it stopped working completely.”

1★ · 2026-04-04

“The batteries must be garbage and there is no way to open/replace them.”

2★ · 2025-05-18

“the units turned off after approximately 2 hours.”

2★ · 2023-12-07

C8 支架螺丝等安装配件质量差

负面 约13条评论

“the screws immediately started to strip”

1★ · 2025-10-18

“the plastic mounts that these clip into are rather fragile and break very easily”

2★ · 2026-09-15

“The bracket to secure light to the structure cracked and broke during installation.”

1★ · 2026-06-01

C9 太阳能板灯头角度不可调、安装受限

负面 约22条评论

“The lights and collection panels' rotation is very limited and not well designed.”

2★ · 2026-02-20

“The heads no longer swivel, they move only back and forth, similar to a door hinge.”

3★ · 2024-07-28

“Be aware that does not come with ground stakes.”

3★ · 2026-07-10

C10 到货即破损、缺件或包装差

负面 约15条评论

“Me falta una lampara no vino completo el pedido”

1★ · 2026-09-06

“Both came in with major cracks in the lenses.”

1★ · 2026-03-22

“the people who pack the product are very careless, I have already received two damaged orders”

1★ · 2026-06-05

C11 客服失联、保修与退货体验差

负面 约16条评论

“They say tgey have a support site but the email does not work.”

1★ · 2026-07-18

“There is no way to contact the seller and the troubleshooting tips didn't help because the light is defective.”

1★ · 2026-03-27

“I then contacted the seller and they say they only come with a 3 month warranty.”

1★ · 2024-05-02

C12 灯光频闪、无人也乱亮

负面 约15条评论

“transforming from cheap, crappy motion-lights into cheap and really decent strobe-lights!”

1★ · 2024-04-13

“These lights lasted about one year before they began malfunctioning and brightly strobing in the middle of the night”

1★ · 2026-05-04

“Turns on, with a warm body moving around, and randomly.”

1★ · 2026-09-13

C13 亮度足、性价比高、整体好用

正面 约130条评论

- “The 2500LM brightness is super powerful, and the three adjustable heads let you angle them to cover a wide area.”
5★ · 2026-08-06
“These lights turn pitch-black darkness into broad daylight the second motion is detected”
5★ · 2026-08-04
“these work great, very easy to install. I've had them up for about a month and they work flawless.”
5★ · 2026-08-30

C14 安装简单、太阳能免布线

正面 约45条评论

- “Easy to understand and install. Took me 10 minutes at the most to hang”
5★ · 2026-09-01
“Easy to put up and the light is bright almost blinding bright lol.”
5★ · 2026-07-12
“So far it's great, very bright and well charged when I walk by.”
4★ · 2024-06-08

C15 后院遛狗与庭院安防照明好评

正面 约22条评论

- “These have been so amazing with helping know where our black dog is in the back yard at night”
5★ · 2026-08-18
“Nice lights to light the backyard to see our dog at night”
5★ · 2026-08-26
“bought as a dog night light for when she goes outside, she's old and had trouble with the steps”
5★ · 2026-09-16

C16 用了一两年以上仍然可靠

正面 约25条评论

- “I've used these lights for three years and have only had to buy another set once”
5★ · 2026-09-13
“It is now September 2026 and it's still working as expected.”
5★ · 2026-09-03
“I've had the first set for about two years and they still shine bright.”
5★ · 2026-07-19

C17 模式设置不生效、自动重置

负面 约12条评论

- “You set it for off till it detects motion and two or three days later it switches to always on.”
3★ · 2026-03-10
“every couple days both lights I got reset to off setting, which I don't want”
2★ · 2024-05-31
“there really is no difference in the 3 modes it has except the brightness of the light”
1★ · 2026-05-26