

The Nose Knows

Can the way your home smells have an impact on how it sells? You bet! A poll by Canadian real estate company Royal LePage shows that the odor of a home has a huge impact on buyers' decisions about whether to buy a home. According to the poll, 53 percent of buyers said strong odors such as pet and cigarette smells had a stronger impact on their impression of a home than overall tidiness and cleanliness, strong wall colors or and an outdated facade and landscaping.

Here are some tips for making sure your home has good scent:

- Don't mask smells with candles or potpourri. Buyers will wonder what odor you are trying to hide.
- Keep the exotic spices and fish to a minimum when cooking the night before a showing. Work toward achieving a "clean" smell.
- Remove animal and litter boxes from the property. Getting rid of repellent scents is the first step, but some staging experts also advise using "homey" smells to entice buyers. After all, who doesn't love the aroma of freshly baked cookies or apple pie?



Inviting Smells Sales Homes!

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Call Ron today to obtain his multi-point condition and positioning report on your home. L (334) mobile: 334.546.1410 Office 334. 356.9700 or Toll Free: 866.508.3535 or email Ron with your request for additional information on the value and positioning of your home. RonHidalgo@MindSpring.Com Or Ron@RonSellsAlabama.Com.

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