



Realtor Robin Jones

Robin Talks Real Estate

Aromatherapy to Sell Your Home

Have you ever walked into what you thought was the perfect house, taken a deep breath, and...wanted to run right back out the door? When you live in a house, you tend to get used to the smell of it and might not always notice the odor of wet dog or spoiled milk or any of the other things that could be offensive to buyers.

Creating pleasant scents throughout your home is definitely one of the most affordable techniques in home selling and often one of the most forgotten. If you've won your first battle and actually gotten buyers in the door, establishing an atmosphere that makes them want to stay is the next step.

While not everyone shares the same preferences when it comes to fragrances, there is a science to the scents that people are more likely to respond to, especially when you're creating that home sweet home experience.

Baking aromas, citrus scents, and fresh clean smells are all appealing in living areas, entryways, and kitchens, try vanillas, chocolate, coffee, or apples and cinnamon. Go for citrus in bathrooms and, in basements or utility rooms, try a freshly cleaned laundry scent. Don't worry about overdoing it. A house is a big area and requires a lot of fragrance to fill it up. It's not like being stuck in an elevator with someone wearing too much cologne.

Remember, when selling your home, especially in a tough market, no detail is too small and the deals are in the details!

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