



LESLIE TUPPER, REALTOR®

HOME CONNECTION

SPECIAL BUYER BONUS EVENT EDITION

MAY 2010

A Note from Leslie

In the spring, I often think what a great profession I have that I can enjoy the glorious blooms with delightful fragrances as I show homes to buyers. At least until I open the front door to a house that smells of must, grease, pets, cigarettes, or nose-assaulting artificial air fresheners. Even some foods like lamb, broccoli, garlic, fish and eggs tend to hang around long after they have been cooked. Whether we like it or not, our noses can make us feel welcomed or disappointed and put off.

When I list a home I have to pay attention to interior smells and how they may impact the impression of a potential buyer. Bad odors can make even a well-kept house seem unclean to a buyer. Neutralizing unpleasant odors can be as simple as allowing the outside air inside, especially after a house has been closed up during the cold winter months. Taking out the trash more frequently can help. For tougher odors like cigarette smoke, try an ionizer.

This year, I have been fortunate to work with a homeowner that makes a pleasant impression on buyers by having freshly baked cookies in the kitchen. She triggered my thinking about the importance of enhancing the mood of buyers. When baking cookies isn't an option, perhaps putting a few cinnamon sticks into a pot of boiling water or placing vanilla drops in tiny bowls around the house may be a good substitute. Terry Molnar, executive director of The Sense of Smell Institute, says that vanilla is a universally comforting and relaxing scent.

Essential oils are considered a safe way to enhance mood. Rosemary is invigorating and stimulating and so is sweet basil which has a very refreshing, clean scent. Lavender is harmonizing, soothing, and rejuvenating which may be why it is often used to ease insomnia. Peppermint also sets a relaxing mood. Lemon citrus is energizing. In spring when fresh and clean smells are always welcoming, you may want to use fresh eucalyptus sprigs or pine oil in various locations around your home.

Giving a little thought to your home's scent appeal can improve your quality of life and extend a fragrant welcome to your guests. If your home is for sale, paying attention to the details of how your home looks and smells is a priority. Give it a sniff and some thought.



Are you feeling like you missed the boat on buyer benefits now that the tax credits have expired? Through July 31, write an offer on select Coldwell Banker Gundaker listings and receive up to a 3% credit (or \$8,000). Call for details!

NEW LISTINGS



18505 RED TAIL COURT
\$339,900



9905 KIMKER LANE
\$524,900



1578 AUTUMN LEAF DRIVE
\$144,900

[Click to View ALL LISTINGS](#)

CALENDAR

- May 26, 8 pm Hamlet: Shakespeare Festival St. Louis at Forest Park
- May 31, 9 am - 5 pm 38th Annual Gypsy Caravan at UM - St. Louis
- June 2, 7:30 pm Missouri Botanical Garden Whitaker Music Festival
- June 15, 7 pm Summer Concert at Faust Park

* Please call or visit the website to confirm open house dates as they are subject to change



LESLIE TUPPER, REALTOR®
COLDWELL BANKER GUNDAKER
285 CLARKSON ROAD
ELLISVILLE, MO 63011
636-386-HOME