



# Erskine Real Estate Review

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## The Nose Knows

A recent article in the Certified Residential Specialist Magazine sited a poll of Canadian homebuyers who said that 53% of them said odors had a huge impact on the decision to purchase a home. Pet and cigarette odors have a stronger impact than overall cleanliness, outdated wall colors, or outdated facade and landscaping according to this study.

Here are some practical tips for getting your house "fresh".

\* Clean all areas with pet and/or smoke odors. This means not only getting your pet a new bed, but also cleaning the rug, scrubbing the walls and ceilings and cleaning or replacing the drapes. Just spraying a deodorizer does not work. Ask your fussiest friend to do a sniff test! And, plan on taking the pets with you for a drive while your home is being shown.

\* If there is a smoker in the home, do the cleaning and then have them only smoke outside until you move. It is an inconvenience but it is the number one odor concern most buyers have.

\* Musty basements and garages are another big issue in New England. Face it, you are going to give away or throw out half the stuff anyway- do it now! Also completely air out the area and then clean each item before returning it to the room. Use a dehumidifier if needed and install a sump pump if appropriate. Make sure all drains are clear and pour some diluted bleach in each drain to kill any bacteria. If you see mold, it is a good idea to have it checked out and then remove it with effective detergents so it will not regrow. Some molds have been attributed to be the cause of sick home syndrome.

\* Clean out the gutters. Clean and wash the window casements and basement window catch areas. Anywhere where dampness can accumulate, smells will develop.

\* Make sure that all the bathrooms and kitchen drains are running properly and there are no loose toilets or leaks under the sinks. A small drip can add up to a funky smell over time! It may also be a good time to upgrade to a "show set" of shower curtains, towels and other items that are a neutral color. You will feel great too- and it is an inexpensive spruce up.

\* If you have a crawl space area make sure that it is well ventilated. This may mean running a small fan in the area to move air around and/or screening an opening so no woodland creatures move in!

\* Remember that a candles perfume or other items you might enjoy may not smell as great to others. If you feel the need to use any scents- stick to neutral scents like vanilla.

\* Try not to cook fish, exotic spices, or heavy garlic items right before a showing. Use the grill outside instead of the kitchen.

The goal is to make your home attractive to the largest number of potential buyers possible. We are not criticizing- just helping to make your home sell fast for top dollar!

### SQUASH CASSEROLE

1 zucchini	1 minced onion
1 yellow squash	1 fresh tomato
1/2 c. oil	Salt and Pepper
bread crumbs	butter

Combine equal amounts of zucchini and yellow squash (cut thin). Add 1 minced onion, oil, salt and pepper with 1 chopped ripe tomato. Toss all together. Cover with crumbs and bits of butter. Cook 1 hour at 350° or microwave for 1/2 hour.

Visit us on the web at [www.erskinerealty.com](http://www.erskinerealty.com)



## What are the Hot New Home Trends?

The National Association of Home Builder's recent survey found some interesting home trends:

- \* Homes will decrease slightly in size.
- \* Formal living rooms will shrink or disappear altogether.
- \* Ceiling heights are increasing with many high-end homes going to 10 or 12 feet.
- \* The family room is the most important feature of the home and is becoming larger with lots of electronic features.
- \* The average home will have two and a half to three and a half bathrooms.
- \* Recessed lighting and bold wall colors are in style right now.
- \* Programmable thermostats, high-speed Internet wiring and other smart home features are gaining popularity.
- \* The trend towards easy care exteriors and yards is continuing. The 2 acres of lawn and gardens that need lots of maintenance is waning.
- \* 'Green' homes with high efficiency appliances, 'green' materials and super energy efficient insulation are also gaining in popularity.



## Here are some wonderful listings from Erskine Real Estate.



### Paxton

This home is a charming , 5 bedroom cape in a great neighborhood. This home has everything you could want including hardwoods, formal living & dining rooms, large kitchen, 2-car garage and in-ground pool. View a **virtual tour** of this home on the web. **\$429,900**

### Paxton

8 rooms, 4 bedrooms, 2.5 baths in one of the finest areas of Paxton. This Georgian split has over 3000 sq. ft. of living area, a 2-car garage and room for a large family or even an in-law situation. Come see it TODAY! **\$349,000**

### Worcester

This is an 8 room, 4 bedroom, 1.5 bath colonial with hardwoods, eat-in kitchen, walk-up attic and much, much more. Just needs a little paint and paper. **\$209,900**

### Worcester

This 6 room, 2 bedroom, 1 bath bungalow style home has approx. 1100 sq. ft. of living space. This home is in a private setting in the city. Come see it today. **\$199,000**

### Worcester

This is a great 3 bedroom ranch in a quiet area. There are many updates including new bath & kitchen. **\$242,500**

### Millbury

Condo Living with NO fees! 6 rooms, 3 bedrooms, 3 baths and much, much more! Call today! **\$249,000**