

## Bidding War Battles: How To Come Out Victorious

It happens. Desirable home. Desirable neighbourhood. Multiple buyers with offers. It can be a recipe for a bidding war.

So, what do you do if you have your heart set on a home that other people want too?

- **Show them the cash** – According to a report by Redfin, cash offers were 4 times more likely to win a bidding war. Of course, when considering making a cash offer don't drain your emergency fund, and weigh factors such as if there is a penalty to pay if you withdraw from a certain account.
- **Get pre-approved** – Next to cash, getting pre-approved before you shop is the next best option. This way you know what you can afford, and it ups your chances of winning a bidding war because the seller knows you are serious and can close faster.
- **Offer over asking** – In doing so, make sure you know the highest amount you are willing to offer, thinking in terms of what the monthly payment would be.
- **Limit contingencies** – Contingencies waived usually apply to inspections, appraisals, finances, and insurance. Be aware that waiving contingencies limits your ability to back out of the deal and you take a potentially serious financial risk.



Navigating a bidding war can be tricky, so you need to be prepared for one before it happens. As an experienced REALTOR®, that's where I can help. If moving is on your mind, call me today.

## The Power of Scent



Over time, you can become so accustomed to the smell of your home that you may not think twice about it. But when a potential buyer first walks into your home, one of the very first things noticeable to them is the smell. So, you want it to be a good one.

To keep potential buyers sniffing for

more use these scent tips:

### Good Smells

- Light florals
- Citrus
- Vanilla
- Natural wood (think pine, cedar)
- Natural herbs (think basil, thyme)
- Fragrant plants (think roses, eucalyptus, lavender, and rosemary – just make sure they get plenty of light)

### Bad Smells

- Strong cooking smells (fish, eggs, garlic, onion, etc.)

- Pet odours (clean all pet paraphernalia also for allergy reasons)
- Strong cleaning chemicals (bleach)
- Smoke (use an air filtration machine)
- Stale, musty smells (open windows to let the fresh air flow in)
- Too many smells (if even they are good) Focus on 1 or 2 scents

Remember, emotions are driven by senses, which play a role in the buying process. The scent of your home will trigger feelings, in your prospective buyer, so make sure it's good feelings.

## Think, Act... Live!

"Perseverance is not a long race; it is many short races one after the other." *Walter Elliot*

"Shoot for the moon. Even if you miss, you'll land among the stars." *Norman Vincent Peale*