

# Landscaping your property before sale?

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## Top 8 tips on where to spend your money.

- ✓ A well-maintained lawn
- ✓ Fresh mulch
- ✓ Landscaped pathway
- ✓ Shrubs and trees
- ✓ Tidy garden
- ✓ Adding some splashes of colour
- ✓ Automated irrigation system
- ✓ Plant for resale

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## **Landscaping your property before sale.**

First impressions count when selling a property. With prices for properties skyrocketing, there can be a temptation to leave the landscaping and not worry about it. However there are some great low-cost but high-value improvements you can do to property. By taking care of a few of these tasks and investing in a few proven areas, you can maximise the selling potential of your property. The Husqvarna Global Garden report in 2011 showed that a well-maintained garden will increase the value of your property by up to 16%. The average payback on plants and materials was 3.1 times the money invested. Not only did it add value to the property, it shortened selling time by up to several weeks.



### **1. A well-maintained lawn**

A well maintained lawn is a major plus point when selling your home. The return on investment is high, relative to the outlay and work. Studies have shown that an average outlay of \$270 annually will return around \$1200 value, a return on investment of over 350%.

A well maintained lawn can add .2% value to every percentage of the property it covers. This means that if you have a lawn that covers 50% of your property, it can improve the value of your property by around 10%. The key part about having a nice lawn is that it is important to realise that it doesn't improve overnight. If selling, start a few months before listing to give it chance to develop into a premium lawn. Edge your lawn to give it a well-defined border, fertilise and keep on top of any pests and diseases

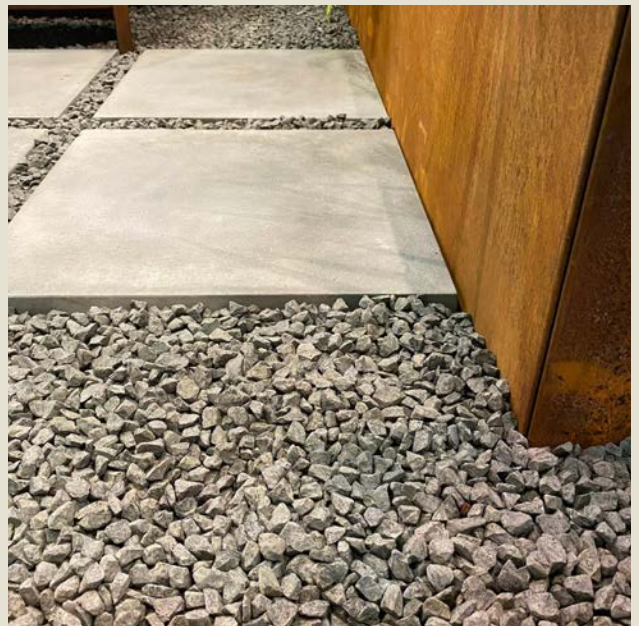
## 2. Fresh mulch

Apart from the benefits of mulch around your plants, it looks crisp in the garden and conveys an easy care message to any prospective buyer. Fresh mulch will recoup around 125% on your outlay. It helps reduce moisture loss in the soil, inhibits weeds, keeps the soil warm and prevents erosion. Coloured barks such as Black Beauty can add a bold statement to the garden and surrounds, highlighting the plants making them stand out.



## 3. Landscaped pathway

The path or driveway in to your place is the first place a prospective buyer is likely to step foot on your property. To create a good impression, maintain and look after the front path and driveway. Repair any cracks and wash down to get remove any debris, moss or algae. Try planting a hedge alongside it to provide some structure and an inviting entrance on to the property.



# Pondering over pebbles?

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## 4. Shrubs and trees

Trees are one of the few things that over time increase in value and will enhance your property. A study by the University of Washington showed that the presence of trees in a neighbourhood added up to 15% on to house values in the neighbourhood. Shrubs add colour and texture to your garden, providing shelter and hedging. Remember to keep your trees and shrubs well pruned and tidy, however, don't leave it to the last minute and cut too hard as they will look bare.

Large specimen trees can be expensive but give presence on your property. A cost effective way is to buy trees that are around 2.5 metres tall and in 35-45 litre tree bags. They are large enough to have some size and presence, but small enough to transport and plant easily. An important thing to remember is planting the right tree. Pick a tree that is appropriate for the size of your section, a small section will suffer for having a tree that outgrows the size of it.



## 5. Tidy garden

Having a tidy garden is important for making a good impression. Have a cleanup and remove weeds and rubbish. Finish any half-started jobs and tidy away any tools that may be lying around. When selling your property, potential buyers can be put off if the property is looking messy or untidy as it gives an impression of not caring. Look after your fencing and repair any damage. Give it a new coat of fence stain or paint to lift the surrounds of your property.

## **6. Add some splashes of colour through the property.**

Try some hanging baskets with bright flowering plants. Annuals are cheaper than perennials and there are flowers available for any season of the year. A few pots of specimen plants will add some colour and style to your property. They'll dress up your porch and other entryways where buyers are sure to see them. Best of all you can take them when you leave.



  
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## **7. Automated irrigation system**

In an increasing busy world, watering a property can be a chore too far for owners. Add an automated watering system to your property to make it an easy care property and take the hassle out of watering. Prices and capabilities vary but even a manual system will increase the value of your property by taking out some of the inconvenience of watering.

## 8. Plant for resale.

When adding plants into your garden and planning to sell, add plants that are easy care and not unusual or rare plants. Buyers often look to see what they can add as a personal touch and may not share your passion for a niche type of planting style. The local garden centre is a good place to get some advice on plants that suit your area and budget.



# Mulling over Mulch?

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