

Landscaping Tips to Sell Your House

BY AMY FEDELE



Do you know how your house looks outside can help sell it for more money and more quickly?

When it comes to making a memorable first impression, exteriors play a starring role. After all, it is the first thing potential buyers will see when they arrive! A well-designed landscape can increase curb appeal and create an ambiance to welcomes potential buyers has a 5.5-12.7% price advantage over a home with none. Here are ten tips to help you sell a house faster (and potentially for more money).

Curb Appeal is Key

First impressions matter. Ensure the lawn is mowed, bushes are trimmed, and pathways are safe and clear. Draw eyes to the entryway by flanking the porch with containers of flowers. By focusing on curb appeal, you'll set the stage for open house tours leaving a lasting impression on potential buyers.

Add Fresh Mulch and Low-Maintenance Flowers

Adding a layer of fresh black mulch to flower beds and around trees can instantly transform a landscape. A 2-3" layer of mulch makes a garden feel new, fresh and welcoming.

Plant annual flowers or in-season perennial plants to add a pop of color and make it feel more inviting. But

make sure to keep it simple so potential buyers will not worry about upkeep. Simple, clean and tidy is what you're aiming for. Not sure what to plant or how to make it look great? Check out our [Design Your 4-Season Garden course](#) (Use code STAGING) to learn how to create a beautiful layout!

Define Outdoor Spaces

Potential buyers highly value the prospect of living outdoors. Designing separate outdoor zones like a seating nook, dining area or a cozy fire pit corner will stimulate offers. Staging outdoor areas helps prospects envision what life will be like in beautiful relaxing spaces. Done right, properties large or small can truly become a canvas for imagining future memories with loved ones.

Maintain a Healthy Lawn

A lush and green lawn speaks volumes about the upkeep of your property. Maintain grass by mowing, fertilizing, watering and tending to weeds. Consider reseeding if necessary.

Artificial grass might be a low maintenance option but steer clear. One estimate found that sellers could be looking at a 5% reduction in the sale value if the yard has artificial grass.

A real, thriving lawn not only enhances the surrounding landscaping, it sends a clear message of being well cared for, inside and out.

Safe & Well-Designed Walkways

A clear path to the entrance enhances the overall appeal. It's best to have an entry walk that can accommodate two people walking side by side, which would be about 4' wide. But it's not always feasible to install new walkways when selling. At the very least, ensure existing walkways are clean, open, and safe. A pressure-washer can work wonders!

Trim Trees and Shrubs

Overgrown trees and shrubs can make property look neglected and high maintenance. So, a simple task to make your home ready to sell is to prune existing trees and shrubs. Tidy, clipped hedges signify that the property is well cared for and easy to maintain; making it easier to see the home and letting more natural light through the windows. Mature trees clean the air and add character and charm as well as increase your property value by 10-15% compared to other homes. So, think twice before you opt to cut them down! Investing a little effort into tree and shrub maintenance can improve views both outside and inside.

Incorporate Outdoor Lighting

Strategically placed outdoor lighting highlights the garden's best features. If there isn't a budget to install wired lighting, there are many solar lighting options on the market that won't break the bank! My favorites are solar paths and spotlights. By adding some outdoor lighting, you can extend the viewing time for potential buyers into the evenings.

Include a Small Water Feature

A small water feature can add a soothing ambiance to your landscape. The sound of water will welcome potential buyers to their future home. It also drowns out any unwanted noise from traffic or rowdy neighbors. When selecting a water feature, keep it small and portable. By having a calming water feature

in the front or backyard, you can help potential buyers focus on envisioning themselves enjoying the mental break instead of focusing on any outside noises you can't control.

Create a Privacy Screen

If the property lacks privacy, consider creating a privacy screen. Create privacy with a trellis, lattice panels or even something as simple as crisp, clean curtains. Planting tall shrubs or trees can also create beautiful and private outdoor spaces that also deaden noises. When choosing a "living" screen, I always recommend evergreen shrubs. Evergreens maintain their green foliage throughout the year. An added bonus is most evergreens require minimal maintenance compared to deciduous plants that lose their leaves. This is a selling point, as buyers often prefer landscapes that won't require a lot of upkeep.

Bottom line: having a private outdoor space adds to the bottom line. Privacy screening is a simple, inexpensive upgrade that can help the overall sale.

Wrapping Up

As you can see, landscaping can play a significant role in the sale of any house as well as increasing property value!

The biggest takeaway is that people really value outdoor living and beautiful curb appeal. They want their outdoor space to reflect their pride in their home. So, it makes dollars and sense to design a beautiful, well-maintained landscape they can enjoy. If you're unsure about any specific landscaping decisions, consulting with a professional landscape designer or enrolling in an online course, like the [Design Your 4-Season Garden course](#), is a great investment to ensure your efforts are effective and appeal to a wide range of buyers. When done correctly, landscaping costs are recouped from the sale!

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*Amy has been a garden designer since 2014 and graphic designer since 2005. She helps garden lovers design their own beautiful landscapes that are colorful in all four seasons and suit every lifestyle. Amy's work has been featured in publications like *The Spruce*, *Family Handyman*, *Buzzfeed*, *Country Living Magazine* and more.*

