



## Do Trees Add Value to Your Home?

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## Let's Talk Numbers

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- Landscaping with mature trees can add an average of 10% to a property's value, but the numbers can vary depending on the home and on-going maintenance (*USDA Forest Service*)
- 98% of realtors surveyed believe mature trees have a “moderate” to “strong” impact on the salability of homes listed for sale over \$250,000 (*Arbor National Mortgage & American Mortgage*)
- According to a National Association of Realtors study, realtors rank upgraded landscaping that includes mature trees as the outdoor improvement that adds the most resale value to a home (compared to patios, decks, pools, firepits, etc.)



## Current Market Stats

Columbia and 21045

- Inventory is LOW - active listings are down 27% over September 2016
- Currently 146 active listings in 21045
- 87 homes were sold in 21045 since September 1, 2017
- Average list price in 21045 is \$317,000 for a 3 BR, 2 ½ bath home
- Average days on market = 36

# + Most Recent Home Closings in Oakland Mills (look at those trees!)





## Timing is Everything

“[E]verything doesn’t have to happen at once. Consider a five-year plan that has plantings maturing at varying rates and adds various features each year. This way you can remain within your budget - time-wise and cost-wise - while still progressing toward a complete landscape renovation.”

-Bob Vila





# How to Evaluate Your Yard's Curb Appeal



- Is your landscaping attractive enough to make a prospective buyer want to see the inside? Is it in line with comparable properties in the neighborhood?
- Has your landscaping been updated recently? Homeowners are advised to trim trees and shrubs regularly, and replant ground plants and flower beds every 5-10 years.
- Does your landscaping assist with your home's energy efficiency? Do the trees in your yard shade the house?
- Are your trees planted a safe distance from your home? Are they healthy and well maintained?
- Is your landscaping easily maintained? Does it require a lot of watering or maintenance?

-Richard L. Borges II, MAI, SRA of the Appraisal Institute



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