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Real Estate Advisor Weekly

A bi-weekly publication of Life Style Real Estate Advisors, Inc., Nashville, TN

Curb Appeal Making Your Home Stand Out



By David Bates
Bates Nursery &
Garden Center

According to the Wall Street Journal's recent edition of Smart Money magazine, "If you spend 5 percent of the value of your home on landscaping, and do it wisely, you can get 150 percent or more of your money back."

Consider the following statistics on residential landscaping: Landscaping can add between 7 & 15 % to a home's value. *Source: The Gallup Organization*

Homes with "excellent" landscaping can expect a sale price about 6 to 7 % higher than equivalent houses with "good" landscaping, while improving landscaping from "average" to "good" can result in a 4 to 5 % increase. *Source: Clemson University*

Landscaping can bring a recovery value of 100 to 200 % at selling time. Kitchen remodeling brings 75 to 125 % recovery rate, bathroom remodeling a 20 to 120 % recovery rate, or the addition of a swimming pool a 20 to 50 % recovery rate. *Source: Money Magazine*

A mature tree can often have an appraised value of between \$ 1,000 and \$ 10,000.

Source: Council of Tree and Landscape Appraisers

In one study, 99% of real estate appraisers concluded that landscape enhances the sales appeal of real estate. *Source: Trendnomics, National Gardening Assoc.*

In one study, 83% of Realtors® believe that mature trees have a "strong or moderate impact" on the salability of homes listed for under \$ 150,000; on homes over \$ 250,000, this percentage increases to 98%.

Source: American Forests, Arbor National Mortgage.

Landscaping can reduce air conditioning costs by up to 50% percent, by shading the windows and walls of a home.

Source: American Public Power Association

A single urban tree can provide up to \$273 a year in air conditioning, pollution fighting, erosion and storm water control, and wildlife shelter benefits. Finally, nothing adds to the "curb appeal" of your home like a beautiful landscape.

Editor's Note

The beautiful spring weather got us all thinking about gardening so we asked David Bates to write about **Curb Appeal** as it relates to the garden.

Bates Nursery has been "Beautifying Nashville since 1932."

In 1932, at the height of the depression, Bessie Bates embarked on a most visionary and, at the time, seemingly dubious quest. She convinced a skeptical Byron Bates that they should mortgage their house for \$200.00 in order to buy cinder blocks, lumber and glass to build a "hot house" to grow plants in. The Fall of '32 looked grim. Byron was still convinced they would lose everything they owned. "At least we had a home once," he was heard to say. But Bessie persisted. Bessie Bates was so persistent with her love of growing plants and the love of people, that the five year mortgage was paid off after the first spring season in 1933. Her dream continues. David Bates is Bessie's grandson. Learn more about gardening at: www.batesnursery.com or visit them at Bates Nursery and Garden Center, 3810 Whites Creek Pike, Nashville.



Feature

Why I Love Nashville . . .



Dan Thomas
Meteorologist
WSMV- TV/DT
Channel 4 News

"I've lived in 7 states over the last 15 years...and of all those places, without a doubt, I prefer Nashville, TN to them all! The reasons are simple -- the people and the weather (go figure)! When I first arrived in the summer of 2006, I couldn't get over how kind everyone was. Since then, my opinion hasn't changed one bit! As for the weather, our seasons couldn't be more even. I love the snow, but in Nashville, we just get a little bit...and it doesn't stick around for long. Come springtime, this area has to be among the most beautiful in the country with all the flowering plants and trees. My wife and I hope to make this area home for many years to come!"

Read more about Dan at www.wsmv.com



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Weekly Quote

"No occupation is so delightful to me as the culture of the earth, and no culture comparable to that of the garden."

Thomas Jefferson

Don't Fight Your Site. . . Garden Wisdom for Everyday Life

Recently we were talking in the office about upcoming issues of "Real Estate Advisor," and we agreed on gardening as the theme for this one. Cathy Hardaway arranged for me to talk with David Bates at Bates Nursery. (See the previous article by David.) Then I went out to one of my favorite places in Nashville, Cheekwood Botanical Garden and interviewed Leigh Anne Lomax, the Botanical Garden and Horticulture Manager there. As it turns out between David and Leigh Anne, we have just too much good stuff to pack into one newsletter. **Stay tuned for a second installment in our next issue two weeks from now, when we share tips and secrets from Cheekwood.**

When Leigh Anne was giving me tips on creating a great garden she said, "Don't Fight Your Site." How many times in life do we fight our site? I seem to always have shaded lawns because I love trees – big old oak trees – huge magnolias. Show me a house with a big tree and that house just looks like home to me. Those trees make it hard for a sunflower to grow, but impatiens thrive in the soft filtered light. Alas, thanks to trees, I have had to give up my dream of growing a field of sunflowers in my front yard.

Recently a friend was writing out a plan to achieve one of his dreams. We started by listing what he has and the second list was what he needs. It is all about not fighting your site and playing to your strengths whether you are making a garden, staging a home to sell, or building a life. So what are the givens? What do you have? What do you need? Make a list: Garden ~ Home ~ Life

There is something primal and nurturing about the act of gardening. Rich dirt in your hands, seeds planted and the fruits of your labor; not to mention curb appeal. Each place that I have lived has demanded that I expand my mind and taste in gardens to accommodate the weather and circumstances of my yard. In California, hibiscus and bougainvillea grew with abandon. In Chicago, I had to wait until Mother's Day to plant, and in Nashville, I discovered Helleborus (Lenten Rose). They bloom in winter. The bonus is that they like my flowerbed and thrive there. You might want a few for your garden. **Bates Nursery carries them.** (See picture to the right.)

In gardens as in life, "Don't fight the site," are good words to live by. I think I will leave this desk and go to my garden, get on my knees, dig in the dirt and think about it all.

Joan Greene for all of us at Life Style Real Estate Advisors

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Helleborus

Common Name: Lenten Rose
If you can believe it, these beautiful flowers bloom in the late winter in Nashville and in the summer the flowers become green foliage. They come in many varieties.

Learn more at:
www.hellebores.org

FOOD

The Listening Room Cafe

In a city known for music and songwriters it is pretty easy to get jaded about venues that feature songwriters-in-the-round. Then along comes a special place that draws you back over and over.

The Listening Room is just such a place. The acoustics are great. On nights when the curtain is open you can see the moon come up over the shoulders of the musicians who play and sing their songs. The Listening Room draws a mix of players from the fresh face with a brand new guitar to seasoned stars that you will be surprised are singing in such an intimate setting. I saw Country Super Star Jamey Johnson singing in the round one evening. What a lovely experience! Hear Jamey at www.jameyjohnson.com

In addition to good music, The Listening Room Café serves up good food and has a full bar. Save room for pie. Their desserts are homemade. **They serve lunch!!** This is a great choice for lunch - good home cookin' right in the heart of the city.



Check out The Listening Room Café at www.listeningroomcafe.com



Hours: Mon - Fri. 11:00 AM to Midnight
Saturday 6:00 PM to Midnight
Located at: 209 10th Ave. South, Suite 200, Nashville
That's in Cummins Station - Tel: 615-259-3600

Featured Property

MLS# 1122085
\$173,000

3 Bedrooms
2 Baths
Move-in ready
Beautiful features - Call for details.



2208 Gilmore Crossing Lane



Pat Jackson
Affiliate Broker



Connie D. Jenkins
Affiliate Broker



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