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HOME

IMPROVEMENT 3



- **Minor exterior upgrades that can help sell a home**

- **What to know about landscape lighting**
- **Turn your yard into a vacation-worthy oasis**



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Minor exterior upgrades that can help sell a home

The home improvement industry has been booming for years, but forecasters are projecting a deceleration in 2023 and perhaps beyond. Estimates from the Home Improvement Research Institute, which is the leading market research resource for the home and building products industry, indicate that growth in the home improvement products market is expected to decelerate from 7.2 percent in 2022 to 1.5 percent in 2023. Inflation continues to affect consumer spending, and homeowners may be looking to spend less on renovations in the year ahead. Minor upgrades that aren't as costly as larger projects can still make a big difference, especially among prospective buyers. When looking for minor upgrades that can help sell a home, homeowners can rely on Remodeling magazine's annual "Cost vs. Value Report." That report analyzes costs for an assortment of remodeling projects and determines the value of those projects at resale. Though resale value depends on a host of variables, including location, the following are some relatively minor exterior upgrades that impress buyers and provide a strong return for homeowners.

- **Garage door replacement:** Garage doors matter more than sellers may recognize, as various real estate professionals note that buyers appreciate homes with updated garage doors. That's good news for homeowners, as the "2022 Cost vs. Value Report" indicated homeowners recoup roughly 93 percent of their garage door replacement investment at resale. The average cost of such a job is right around \$4,000, making this a budget-friendly remodeling project.

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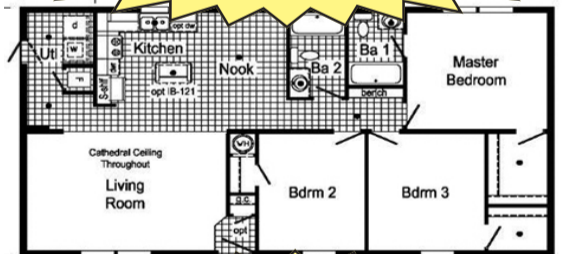
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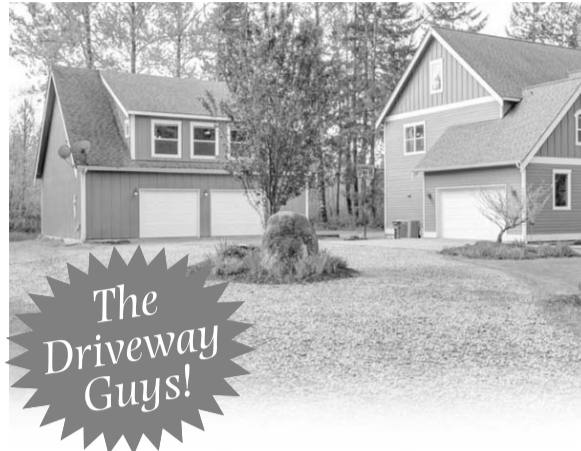


• **Window replacement:** The cost of new windows will depend on just how many windows must be replaced. But there's no denying buyers like the idea of low emissivity (low-E) windows, which can cut energy bills by a significant amount over time. The Office of Energy Efficiency & Renewable Energy estimates that heat gain and heat loss through windows is responsible for between 25 and 30 percent of residential heating and cooling energy use, so sellers who can tell buyers they have new low-E windows can emphasize those savings in home listings. The "2022 Cost vs. Value Report" indicates that homeowners recoup roughly two-thirds of their investment in new windows at resale.

• **Landscaping:** Well-maintained landscaping is another home exterior component that can make a strong first impression on buyers. A recent survey of nearly 7,000 realtors conducted by the National Association of Realtors found that upgrading a landscape recouped roughly 83 percent of homeowners' initial investment at resale. In addition, 11 percent of realtors surveyed indicated that an upgraded landscape was the decisive factor that closed the deal for the house.

Updating a home's exterior doesn't have to bust homeowners' budgets. Many affordable projects also provide a substantial return at resale.
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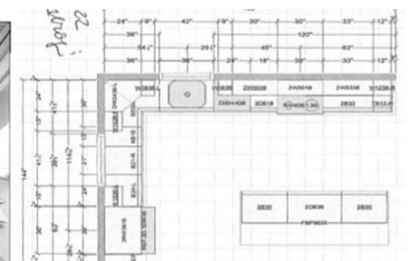
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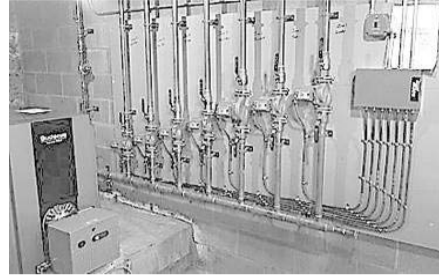
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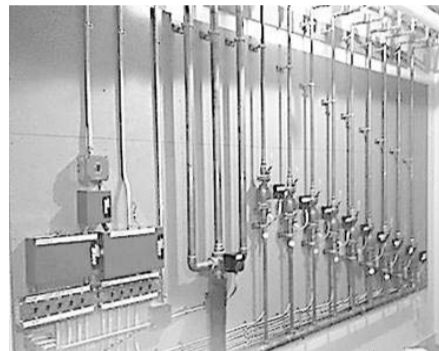


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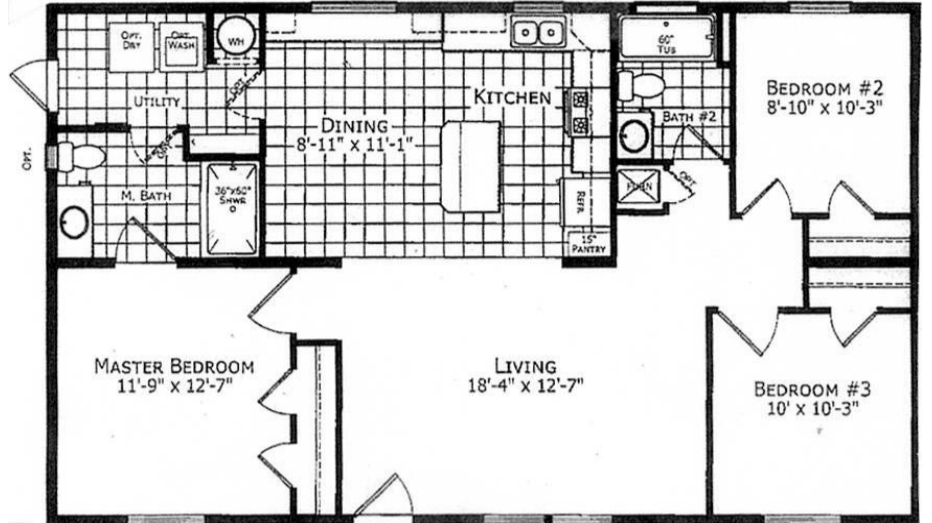
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Turn your yard into a vacation-worthy oasis

Warm weather means more time to relax outdoors. For those homeowners lucky enough to have entertaining spaces outside, spring and summer provides plenty of opportunities to enjoy fresh air under the sun or stars. Over the last few years, families have become especially familiar with what works about their yards and where there is room for improvement. Pandemic-related travel restrictions and early stay-at-home mandates resulted in plenty of time spent in backyards on staycations. Even though many such restrictions have been lifted, homeowners may have seen the benefits of having functional respites right outside their doors.

A backyard renovation can cost anywhere from \$5,000 to \$50,000. The American Society of Landscape Architects suggests homeowners budget the cost of a major landscaping project at between 5 and 10 percent of their home's value. Large or small, here are ways to make an outdoor oasis at home.

Create living privacy

Living in close proximity to neighbors may make privacy harder to come by. Wood or vinyl fences, however effective, may not provide the all-natural look many people desire. Vertical gardening, which trains easy-care vines like English ivy, Clematis or various climbing roses to grow on trellis or fencing adds greenery and privacy. Hedges and fast-growing shrubs also can be used for natural barriers.

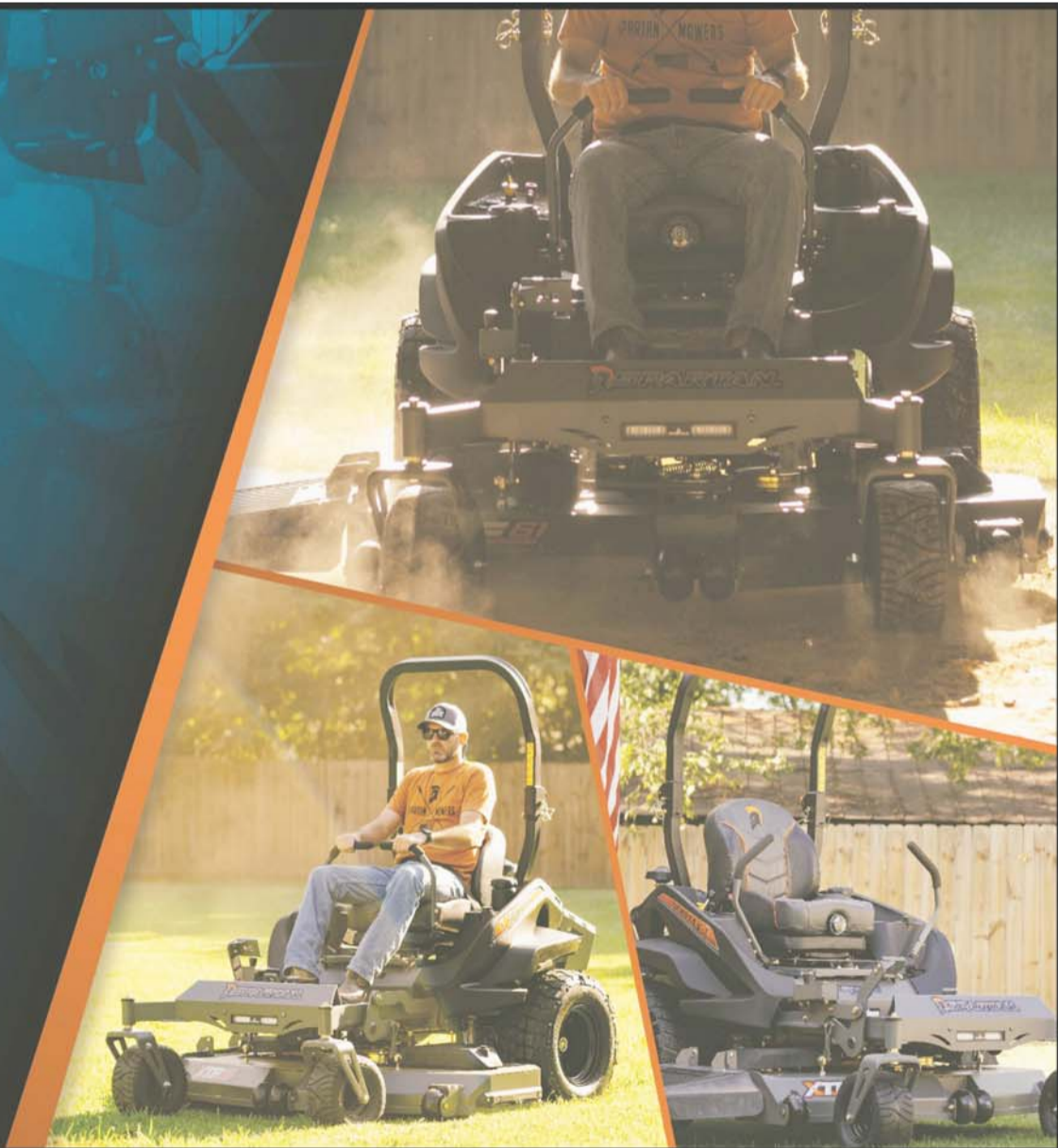
Install a pool

Pools are the ultimate spots to cool off on hot days. An elaborately shaped inground pool can blend in with the landscape and offer the ultimate hang-out zone. However, above-ground pools also serve the purpose and are more

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budget-friendly. Stock tank pools are popular among those who want minimal pool expenditure or have small spaces to work with. Stock tanks are metal vessels traditionally used as watering holes for livestock. They also can be “adult kiddie pools” when combined with some plumbing. Galvanized steel frames make them sturdy. With floats and other accessories, they can become the perfect oasis.

Provide outdoor atmosphere

Create a bespoke bistro vibe by using freestanding planters and posts along with hanging lights to make an intimate outdoor hangout spot at night. For those with permanent structures, like a deck or a gazebo, lights can be strung across the area or on railings or edging.

Extend the living space

Decks and patios can help make outdoor entertaining areas more comfortable by eliminating the need to sit on the grass or gravel. Plus, they add another “room” to the home. When paired with weatherproof patio furniture, such as sofas, loungers and tables, a private seating area can be crafted and utilized for any number of entertaining desires.

Hang a hammock

Few things evoke feelings of relaxation better than a hammock. Fitted between two trees (or two posts if trees are sparse), a hammock is an ideal place to grab a nap or read a book.

Additional oasis-inspired ideas include outdoor kitchens, letting up lanterns, cascading water features, and bird feeders to attract the sounds of nature.

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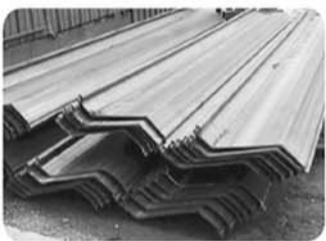
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What to know about landscape lighting

Home improvement trends come and go, and one trend that has become wildly popular in recent years is recognizable in yards every night. Landscape lighting has transformed how people see and enjoy their properties at night, making it one of the more sought-after upgrades among modern homeowners.

Curb appeal is often seen through the lens of how homes appear during daylight hours, but landscape lighting can make homes look better and more modern, and potentially safer, after the sun goes down. With such potential, landscape lighting is worth exploring for homeowners looking to upgrade their properties.

Are there different types of landscape lighting?

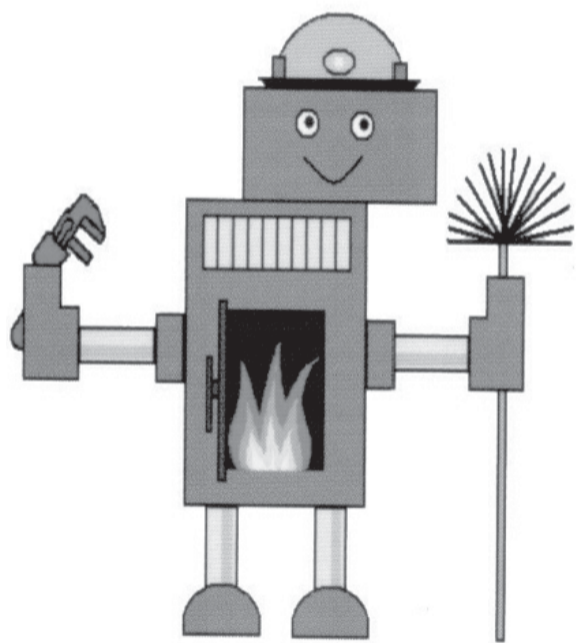
When considering landscape lighting, homeowners should know that there are various options to consider. According to the lighting experts at Lumens, spotlights project a concentrated and narrow beam of light that's usually around 45 degrees. Spotlights are often chosen to highlight specific features on a property, like a component of the landscaping. Individuals who want to cast light over wider, more general areas may consider floodlights, which Lumens notes spread light up to 120 degrees.

Inground lighting is among the more sophisticated landscape lighting options. Lumens notes that inground lighting illuminates the whole of a tree or structure, often creating a dramatic look. These circle-shaped lights also are great at illuminating walkways and driveways.

Post lights are another outdoor lighting option, and these are often used to light up long walkways and pathways so it's easier and safer to navigate dark areas at night.

Is landscape lighting a job a DIYer can handle?

Many homeowners consider a do-it-yourself approach when pondering a



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potential home renovation, and a landscape lighting project is likely to inspire such curiosity as well. The home experts at HGTV note that the feasibility of DIY in regard to a landscape lighting project depends on the type of lighting homeowners want to install and where they want to install it. Replacing an existing electrical fixture may be well within the skill of a seasoned DIYer, but installing a new fixture is a job best left to the professionals. Homeowners whose homes currently have no or very little landscape lighting are almost certainly better off working with a professional. Solar lighting that does not require any electrical work can be installed quickly and easily by anyone, but such options may not provide the look homeowners are aiming for.

How much lighting is necessary?

The amount of lighting homeowners want to install is up to them. If the home currently has little or no landscape lighting, a consultation with a professional can help to determine how much lighting to install and where to install it. When discussing landscape lighting, homeowners may want to inquire about dimmers. Dimmers can increase or decrease lighting depending on the situation. For example, homeowners may want a little extra light during a party, but less when relaxing alone outside at night. Dimmers allow homeowners to adjust as necessary. Landscape lighting is a popular home renovation trend. Homeowners considering adding landscape lighting to their property are urged to work with a skilled professional to devise and install a set-up that makes their homes more appealing at night. TF234813

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