

Real Estate Newsletter

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## Fall Lawn Care

One of the most important decisions you will make in your lifetime is to sell your home. And getting your house ready for resale is vital to a quick and successful sale, especially when many parts of the country are experiencing a buyers market. In addition to the remodeling projects and staging that you're preparing inside the home, remember that the very first impression a prospective buyer gets is the moment they drive up. A lack-luster lawn can cost you in the end.

Having a clean and well-maintained front lawn goes a long way to creating interest. Fall is the perfect time to repair summer-damaged lawns and prepare for the winter season. Fall lawn care is also your window to a spectacular lawn come springtime, which just happens to be prime selling season.

According to a Michigan State University study, good landscaping can increase your home's value by 5 to 11 percent. By far the biggest component of your landscape is the grass. Outside Pride, an online landscaping information source, provides some easy tips to maintaining a gorgeous turf.

First of all, loosen up and let it breathe. Your lawn needs air to grow. As a rule of thumb, if you can't see the grass due to leaf coverage, then it's time to remove debris from the yard. Raking leaves and clippings will enable air and sun to reach your growing grass.

Secondly, drive out drought damage. Summer's drought leaves many lawns across the country straw-colored and dormant. To help your lawn recover, fertilize it every eight weeks with a slow-release fertilizer. A lawn that has the proper nutrients grows dense and deep. It will also green up faster.

Next, continue to feed the need. Even lawns not stricken by drought need nourishment in the fall. Fall feeding can bring dramatic improvements as the lawn recovers from summer damage. Fertilizers help "winterize" the lawn, storing vital nutrients so that underground root development can continue until the ground freezes. This readies the lawn for fuller growth next spring. Two feedings in the fall are recommended for northern lawns, while southern lawns are best-fed four to six weeks before the first frost occurs.

And lastly, always overseed. Overseeding, the spreading of grass seed directly onto soil, can improve a lawn's appearance dramatically and eliminate the need for a total lawn renovation. Pay special attention to weak spots in the yard. Early fall is the prime time to overseed because the warm soil promotes rapid seed growth. Keep in mind too that cutting a lawn too short stresses the plant, increases its need for fertilizer and water, and weakens its roots. John Stier, professor of horticulture at the University of Wisconsin recommends cutting your grass between two and a half and three inches high.

Aside from promoting a healthy lawn, it can make your lawn appear more lush to buyers. Unfortunately, the highest setting on some older lawn mowers is barely two inches, which gives you the perfect excuse to buy a new machine. They can cost anywhere from \$200 to \$500 for a walk-behind and \$1,000 to \$3,000 for a riding mower. If you follow these simple steps and don't neglect much-needed fall lawn care, you'll be amazed in the appearance of your lawn through the season. And you'll see a dramatic difference by spring.

*by Tara Darby - Head Anchor for Realty Times*

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## Set Realistic Goals

*An excerpt from*

***The Nature of Success***

*By Mac Anderson*

When I was a freshman in college I learned an unforgettable lesson. I was having a rough week when there was a lot to do and very little time to do it. I was overwhelmed. **I panicked.** That night a friend stopped by my dorm room. When I told him my problem, he said, "Mac, I'll share something with you that my grandmother told me a few years ago. She said to always remember: **'Inch by inch, life's a cinch. Yard by yard, life is hard.'**" I said, "Bob, come on. Here I am drowning in work and your lifeline is a quote from your grandmother. Come on!"

After he left, however, those twelve little words kept dancing in my head. I took out a piece of notebook paper and listed all the things I had to do in the next three days. That night I began knocking them off one by one.

Three days later I took out that paper and marked through the last thing on the list. It felt great! And then I took out another piece of paper and wrote down the words: "Inch by inch, life's a cinch. Yard by yard, life is hard." I then folded the paper and put it in my wallet. As many of you know, I've been collecting quotes ever since. You see, success doesn't come cascading like Niagara Falls; it comes one drop at a time through **short-term, realistic goals.**

Experts on motivation disagree on a lot of things, but one thing they all agree on is that your levels of motivation are directly tied to your expected probabilities of success. In other words, if you believe you can do something (the goals are realistic), you're likely to be highly motivated. If, however, you think you can't (because the goals are unrealistic) your motivation level falls greatly.

**The lesson here is to continue to dream big dreams, but realize that the short-term goals that take you to the next plateau are the real keys to success.**



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## ~ Monthly Featured Homes ~

*6698 Picha Place, Eden Prairie*



Luxurious, sophisticated detached Town Home in Birch Island Villas. Highly detailed enameled WW, cherry cabinets, arts & crafts, soft contemporary. Granite counters, nickel hardware, antique bronze light fixtures, stone fireplace surrounds, picket fence charm for curb appeal.

*4340 N Shore Drive, Orono*



Fabulous 4 bed/3 bath walk out rambler on a 1 -acre lot with woods & expansive views of Lake Minnetonka. Hardwood floors on the main floor living area, kitchen has new stainless steel appliances, cozy wood burning fireplace in the great room. Lower level family room has hardwood floors, wood-burning fireplace & walks out to the lakeside & lower level deck.

**If you or anybody you know might be interested in one of these featured homes, please give us a call at 952-945-3109.**