

# YOUR LAWN



## Buyers Look For Homes Where The Grass Is Greener

(NAPSA)—When selling a home, curb appeal may be king, but it's more than just the house that attracts buyers. A recent national survey found that 82 percent of Americans believe that the lawn's appearance plays an important part in the home purchase decision.

The survey also revealed that prospective home buyers' top turn-offs include yard trash, bare patches, overgrown grass, weeds and lawn ornaments, like gnomes and pink flamingos.

In addition, the survey indicated that yards with gardens and landscaping that are neatly kept, and that boast lush, green grass create the most positive first impressions. And, because potential buyers have limited time to look at a home, first impressions are often the basis for a decision to buy or pass.

"Proper lawn care techniques can prepare the lawn for selling a home," says Briggs & Stratton's Yard Doctor, Trey Rogers, Ph.D., a turfgrass expert who is a consultant to the engine manufacturer.

"Maintaining the lawn for open houses and showings is easy when



**A survey found that 82 percent of Americans think lawn appearance plays an important role in the decision to buy a house. By performing proper lawn maintenance, homeowners may increase their chances of selling.**

you follow the tips included in my prescription for a beautiful, healthy lawn," Dr. Rogers says. "One rule of thumb is never cut more than one-third of the grass blade during a mowing. By following this one-third rule, the remaining two-thirds will develop deep roots and spread out, eventually

creating a dense, healthy turf."

Dr. Rogers suggests some additional simple steps homeowners can take to keep their lawns looking their best:

- Leave grass clippings on the lawn for added nutrients.
- Look for a high-quality engine when buying a mower to ensure its starting ability.
- Water early in the day to maintain moist grass.
- Control weeds early. Apply herbicide to grassy weeds, such as crabgrass, in the spring, and to broadleaf weeds, like dandelions, in the fall.
- Avoid a fertilizer overdose—even good medicine harms when used improperly.

Whether preparing to sell their home or planning to stay, homeowners can take advice from the Yard Doctor online by logging on to [www.yarddoctor.com](http://www.yarddoctor.com). The new Web site provides tips, articles and answers to frequently asked questions, as well as the Yard Doctor's prescription for growing and maintaining a healthy lawn.