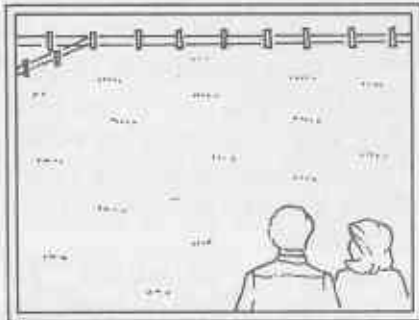


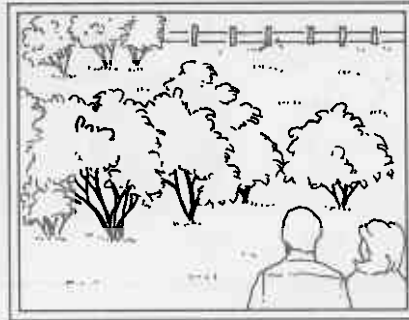
ECONOMIC BENEFITS OF VEGETATION

SOCIAL BENEFITS OF TREES ON FARMS

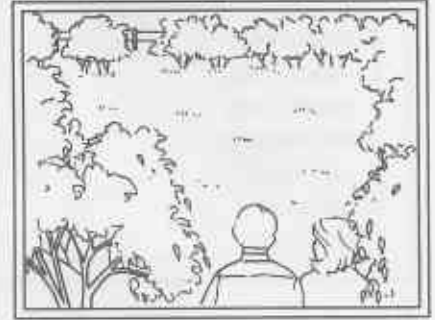
by Brian Moulton



You can see the other boundary.



With trees in the foreground, the other boundary will appear further away.



Framing can make the picture look a lot better.

Trees on farmland increase its resale value! This talk, given at the Capel LCDC 'Revegetation Field Day' in March 1997, is of interest to all landholders.

BENEFIT - the dictionary meaning is 'advantage'. The advantage of having trees on your farm - be it pockets of trees, timber trees or shelter belts - is huge, both in value and in capital growth.

Firstly, they will make your land more valuable. There is no doubt about this. If your land becomes more valuable then your capital growth is better, your lifestyle is better and you are happy within yourself with your achievement.

After all, we like to think that our properties are desirable and increasing in value. Plant trees and you will achieve this. In all my dealings with land, I have found that if you spend say, \$10,000, on planting trees I can guarantee that your initial investment will multiply 3-5 times. Not a bad return, is it?

The increase in value can be attributed to different areas.

1 Aesthetic

More and more these days the aesthetic value of a property outweighs the production value. Higher and higher prices are being

achieved because of the purchasers' perceived beauty of a property.

I can assure you that when a purchaser is trying to decide on two similar properties, the one with aesthetic value will win over every time. As every decade goes by, new younger generations are purchasing land and the respect and appreciation for trees is becoming stronger and a much larger issue. Often my clients will walk up to a tree and touch, feel or hug it. This is called 'the wow factor' in the real estate industry. When a purchaser starts saying 'wow' in body language, it's a real give-away - the salesman thinks 'I've got 'em!'

2 Commercial trees

Obviously there is value-adding to your property with commercial plantings of trees.

3 Shade and shelter

Properties with good stands of trees planted for shade and shelter also make the land more valuable. In the Busselton and Margaret River areas properties with soil types suitable for horticulture and viticulture with shelter belts are much sought after. This would also follow for dairying and other types of farming.

What purchasers like

- ▷ Not being able to see the opposite boundary of a property, makes it appear bigger.
- ▷ As with a picture, framing can enhance the effect.
- ▷ In future, plantings with a greater variety and mix of species - different heights, colours and textures - will have more appeal to the buyer.
- ▷ Properties with more hardwoods will be sought-after. Think how long the future is when you plant a tree. Farms that are held securely by families should be planting some hardwood species for their future generations' use on the farm.
- ▷ Trees create a feeling of privacy, value, well-being and security.

So, plant the shelter belts, fill up the non-productive areas on your farms and you will definitely increase the value of your property. This applies to all sizes, shapes, locations and soil types on ANY property. NO DOUBTS!!!!

Brian Moulton is Director of Hooker Realty in Busselton.