

**business**  
for sale



Date: **25th June 2026**

Business Reference: **38018**

About the Business:

## **Established Landscaping & Garden Maintenance Business with Recurring Income**

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Well-established residential landscaping and garden maintenance business with loyal weekly and monthly clients, offering stable recurring income and growth potential.

# Established Landscaping & Garden Maintenance Business with Recurring Income



Sector: **Services**

Asking Price:

**R 760,000**

Monthly Profit:

**R 33,560**

Asset Value:

**R 228,000**

Stock Value:

**R 0**

Yearly Net Profit :

**R 302,036**



# Business Report

## Fully describe the business's activities?

This well-established garden and landscaping business offers personalised landscape design, garden makeovers, clean-ups, and ongoing garden maintenance to a loyal residential client base.

The business is owner-managed and operates on a structured weekly and monthly service schedule, providing consistent recurring income and predictable workflow. In addition to maintenance services, the owner undertakes bespoke landscaping projects tailored to each client's specific needs and vision.

Built on passion, creativity, and strong client relationships, the business has developed a solid reputation through quality workmanship, reliability, and word-of-mouth referrals. The current owner remains hands-on in the day-to-day operations, ensuring high service standards and personalised attention.

This opportunity would suit an individual or couple seeking a flexible, lifestyle-focused business within the growing residential garden services sector, offering steady income, meaningful client engagement, and potential for gradual expansion if desired.

## How does the business operate on a daily basis?

The business operates on a structured weekly and monthly maintenance schedule, servicing a portfolio of regular residential clients. Each day is planned in advance, with the team attending to scheduled gardens according to a pre-determined route and timetable.

Daily operations typically include general garden maintenance such as lawn care, pruning, planting, clean-ups, and seasonal upkeep. On designated days, time is allocated to landscaping projects and garden makeover work, depending on client requirements.

In addition to routine maintenance, the business provides seasonal garden treatments, including lawn feeding, fertilizer and compost applications, as well as the supply and planting of winter and summer annual flowers. Spring represents the busiest period of the year, with high demand for seasonal feeding and garden rejuvenation services, which generate a significant portion of annual revenue.

Another consistent revenue stream comes from garden consultation services. These involve monthly visits where the owner meets with clients or their gardeners to provide guidance on plant care, pruning schedules, dividing plants, feeding roses and potted plants, and general garden management to ensure gardens remain healthy and well maintained throughout the year.

Overall, the business operates in a structured yet flexible manner, combining recurring maintenance services with seasonal treatments, landscaping projects, and advisory services.

## How involved is the Owner in running the business?

100% involved

## Strengths?

- Established and loyal residential client base
- Recurring weekly and monthly maintenance income providing predictable cash flow
- Strong owner involvement ensuring quality control and client retention
- Reputation built on personalised service and word-of-mouth referrals
- Low overhead structure compared to larger landscaping firms
- Combination of recurring maintenance and higher-margin project-based work
- Flexible business model suitable for lifestyle or growth-focused buyers

## Weaknesses?

- Business is currently owner-dependent, particularly for client relationships and landscaping design
- Limited digital presence (no website; primarily social media-based marketing)
- Revenue may fluctuate seasonally due to project-based work
- Growth constrained by current team capacity and owner availability
- Systems and processes may require formalisation for scale

## Opportunities?

- Develop a professional website and structured digital marketing strategy
- Expand into commercial landscaping or sectional title complexes
- Increase team capacity to scale maintenance routes and project volume
- Introduce irrigation services, garden lighting, or complementary outdoor services
- Implement route optimisation and scheduling software for efficiency
- Offer annual maintenance contracts with fixed pricing structures

## Threats?

- Weather variability (drought, excessive rainfall) affecting garden demand
- Entry of low-cost informal competitors
- Economic downturn affecting discretionary spending on landscaping projects
- Loss of key staff impacting service delivery
- Fuel and input cost increases affecting margins

## What is the reason for the sale?

The seller is relocating to Cape Town