Grow That Local

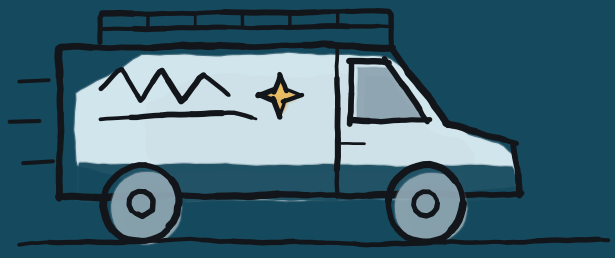
a free guide

What marketing should cost a landscaper in 2026

Real 2026 prices for every kind of landscaping marketing, what each price should buy you, and the red flags, so nobody overcharges you.

For landscaping business owners who've been quoted by agencies.

- 14 short sections in 5 parts
- 43 things you can do in the next 24 hours
- An example in every section
- Sources for every figure



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Contents

Before you start: how this guide works 3

Part 1 **Your budget and the price list** 3

1 How much a landscaper your size should spend 3

2 The whole price list on one page 4

Part 2 **Be found and trusted** 7

3 Website 7

4 Google profile management 8

5 Review requests 9

Part 3 **Stay in touch between jobs** 11

6 Social media posts 11

7 Win-back texts 12

8 Email newsletter 13

Part 4 **Out on the street** 15

9 Neighborhood postcards 15

10 Yard signs and truck wraps 16

Part 5 **Search, ads and lead sites** 17

11 SEO 17

12 Shared leads: Angi and Thumbtack 18

13 Local Services Ads 19

14 Google Ads 20

Your first 24 hours, in one list 22

Where to go next 23

What we charge 24

If you'd rather hand it off 25

Sources 26

GTL estimates 27

Before you start

If you've been quoted for "spring marketing" and couldn't tell whether the price was fair, this guide is for you. It covers 12 kinds of marketing a landscaper can buy, from the website to the trailer wrap. For each one you get the going price in 2026, what that price should buy, the red flags, and how much a landscaper usually puts into it.

Section 2 puts every price on one table, so you can check a quote in a minute. After that, each kind of marketing gets its own short section with a checklist you can do in the next 24 hours.

Two free calculators go with it at growthatlocal.com/free: one works out how many leads you need each month, the other whether Google Ads would pay for your trade.

Three rules we kept while writing it:

- Every market price links to the public page it came from, checked on November 12, 2026, and listed at the end. When there's no public number, we say so. When something is our judgment, we say "GTL estimate" and tell you why.
- Every example is made up to show the idea, including every dollar figure in an example. None of them are real businesses or results.
- Our own prices aren't in the sections or the table. They're at the end, pulled from our pricing page.



Part 1

Your budget and the price list

1 How much a landscaper your size should spend

The rule of thumb. The most quoted guideline is an SBA blog post: businesses under $5 million in revenue, with margins of 10 to 12%, should put 7 to 8% of revenue into marketing. The same post says many businesses spend 2 to 3% just to keep running, and that the budget splits between building your name (website, signs) and promoting it (ads, mail) (SBA, webarchive.library.unt.edu).

For a landscaper. A landscaper's money comes in two shapes: steady weekly upkeep and bigger one-off projects. Upkeep customers stay for seasons, so the budget goes furthest on filling the routes you already drive and keeping last year's customers (GTL estimate). Spend the most in late winter and early spring, before the rush, not during it.

Example (sample numbers). A made-up landscaper brings in $250,000 a year. At 7 to 8%, that's $17,500 to $20,000 a year, or about $1,460 to $1,670 a month on average. They spend more of it in February and March and less in July.

Do it in 24 hours

- [ ] Find last year's total revenue.
- [ ] Add up everything you spent on marketing in the last 12 months: ads, leads, printing, the website, any agency.
- [ ] Divide the second number by the first. That's your share today.
- [ ] Pick your share for next year: lower to hold steady, 7 to 8% to grow, higher to push into a new town.

2 The whole price list on one page

The idea. Here's every kind of marketing in this guide, with what it costs to do yourself and what the market charges to have it done. Each price links its source. Hold any quote you get up against this table.

Marketing	Doing it yourself	Paying for it
Website (section 3)	Builder plan, $19 to $29 a month (Squarespace, squarespace.com)	$614 to $1,817 for a site (Thumbtack, thumbtack.com)
Google profile management (section 4)	Free, about 2 to 4 hours a month (GTL estimate)	About $100 to $400 a month: 2 to 4 hours (GTL estimate) at $50 to $100 an hour (Thumbtack, thumbtack.com)
Review requests (section 5)	Free: your review link and your phone	No public price survey. Sending 100 texts costs under $1.50 (Twilio, twilio.com)
Social media posts (section 6)	Free, about an hour a week (GTL estimate)	$399 to over $5,000 a month (Thumbtack, thumbtack.com)
Win-back texts (section 7)	Free from your phone, one at a time	No public price survey. Texting 300 people costs about $4 (Twilio, twilio.com)
Email newsletter (section 8)	Free up to 250 contacts (Mailchimp, mailchimp.com)	About $50 to $300 an email: 1 to 3 hours (GTL estimate) at $50 to $100 an hour (Thumbtack, thumbtack.com)
Neighborhood postcards (section 9)	$0.260 postage a card, plus printing (USPS, pe.usps.com)	Design $116 to $315 (Thumbtack, thumbtack.com), plus postage and printing
Yard signs and truck wraps (section 10)	$20.13 a yard sign (BuildASign, buildasign.com)	Wrap $3,200 to $5,000 for a pickup (Kelley Blue Book, kbb.com)
SEO (section 11)	Free tools and your time	$1,557 a month, the local average (Ahrefs, ahrefs.com)
Shared leads: Angi and Thumbtack (section 12)	You set a price per lead and a weekly budget (Thumbtack Help, help.thumbtack.com)	HomeAdvisor: $287.99 a year plus each lead, per the FTC in 2023 (FTC, ftc.gov)
Local Services Ads (section 13)	Pay per lead; Google doesn't publish prices (Google, support.google.com)	The same lead costs, plus any management fee
Google Ads (section 14)	Your click budget; Google sets click prices by auction (Google Ads Help, support.google.com)	A management fee on top: get it in writing (GTL estimate)

For a landscaper. The rows that usually pay first are the website, the Google profile and win-back texts to last year's customers before spring (GTL estimate).

Our own prices are in the price list at the end of this guide.

Do it in 24 hours

- [ ] Write down every marketing bill you pay today, next to its row in the table.
- [ ] Circle any bill well above the "paying for it" range, and ask that company what you get for the difference.
- [ ] Circle any row you pay nothing for. Those are the ones to look at first.

or we can do it for you

Free sample: Your first report card, this month

So you can see where your marketing money is going. The monthly report card is free.

Monthly report card: growthatlocal.com/services/report-card



Part 2

Be found and trusted

3 Website

The idea. Your website is where a Google search, a yard sign or a neighbor's tip turns into a call. You pay once to build it, then a little each month to keep it online.

The going rate. Thumbtack's cost guide puts the national average for a website developer at $1,057, with most jobs between $614 and $1,817 and hourly rates of $25 to $85 (Thumbtack, thumbtack.com). The same guide puts hosting at about $8 a month and a domain at about $15 a year.

Doing it yourself. A website builder costs its plan fee plus your evenings. Squarespace lists Basic at $19 a month and Core at $29 a month, billed yearly (Squarespace pricing, squarespace.com).

What that price should buy you.

- The domain and the hosting login in your name, not the designer's.
- A site that loads fast on a phone, with your number and a call button on the first screen.
- A page for each job you want more of, and the towns you serve.
- Real photos of your work, and your Google reviews.
- A contact form that reaches your phone, tested before launch.

Red flags.

- The designer registers your domain in their own name.
- A "free" site you lose the day you stop paying, with no copy of your words and photos.
- A long contract for a template site.
- Nobody shows you the site on a phone before it goes live.

For a landscaper. Two kinds of buyer land on your site: the homeowner who wants weekly mowing, and the one planning a patio or new beds. Give each its own door: an upkeep page that takes an address, and a project page full of before-and-after photos that load fast on a phone.

Example (sample numbers). A made-up landscaper builds their own site on a $29-a-month builder plan. It takes three weekends, and the project photos are so large the page crawls on a phone. Next winter they pay a freelancer $700 to shrink the photos and add a mowing sign-up form.

Do it in 24 hours

- [ ] Look up who your domain is registered to, and write it down.
- [ ] Ask any designer for a written quote that lists pages, who owns the domain and what happens if you leave.
- [ ] Open your site on your phone, on cell data, and time how long the photo gallery takes.

4 Google profile management

The idea. Your Google Business Profile is free. What you pay for is the upkeep: hours and services kept right, new photos and posts, every review answered, and anything a stranger or Google changes put back.

The going rate. There's no public price list for this work. Our estimate is 2 to 4 hours a month for one location (GTL estimate). At Thumbtack's national rate for social media marketing help, $50 to $100 an hour, that's about $100 to $400 a month (Thumbtack, thumbtack.com).

Doing it yourself. It costs nothing but time: about the same 2 to 4 hours a month, in short bursts from your phone.

What that price should buy you.

- You stay the owner. They're added as a manager, and only owners can add or remove people (Google Business Profile Help, support.google.com).
- Photos from real jobs, added every week or two.
- Every review answered within a few days, good or bad.
- Hours, holiday hours and services kept right.
- A short monthly note: what they changed, and what moved (calls, direction requests, website taps).

Red flags.

- They ask for your Google password, or to be made the owner.
- They stuff keywords or town names into your business name. Google's guidelines don't allow it, and it can get a profile suspended (Google Business Profile guidelines, support.google.com).
- Stock photos, or photos from someone else's jobs.
- A promise of the top spot on the map by a date.

For a landscaper. Change the photos and services with the season: spring cleanups, mowing, fall leaf removal, and snow if you plow. A profile with July photos in December looks closed. Pick the main category that matches your best-paying work.

Example (sample numbers). A made-up landscaper pays $200 a month for profile upkeep that posts the same mowing photo all year. They ask for seasonal photos and posts instead, and for the services list to change in October. Same price, a profile that looks open in every season.

Do it in 24 hours

- [ ] Open "People and access" on your profile and check you are the primary owner.
- [ ] Answer every review from the last month that has no reply.
- [ ] Write down the four seasonal services your profile should show, month by month.

5 Review requests

The idea. Getting reviews is mostly asking: at the right moment, with a link that opens straight to the review box. Your review link is free from your Google profile.

The going rate. We couldn't find an independent public price survey for review-request services, so we don't print a market number.

What it really costs to send. The texts themselves are cheap. Twilio, a texting platform, charges $0.0083 a text plus a carrier fee of $0.0035 to $0.005 (Twilio pricing, twilio.com). So 100 review requests cost under $1.50 to send. Nearly everything you pay a service for is the setup, the timing and the reminders.

What that price should buy you.

- A request sent soon after each job, with your direct review link.
- One polite reminder, not five.
- Every customer asked, not only the happy ones. Google's policy says you can't ask selectively or discourage bad reviews (Google Maps policy, support.google.com).
- A monthly count: requests sent, reviews received.

Red flags.

- A discount or gift in exchange for a review. Google's policy bans incentives (Google Maps policy, support.google.com).
- "Review gating": unhappy customers steered to a private form, happy ones to Google.
- Anyone offering to write or buy reviews. The FTC's rule against fake reviews has been in effect since October 21, 2024 (FTC, ftc.gov).
- A long software contract just to send texts.

For a landscaper. Ask when the yard looks its best: the day the patio is finished, or the first mow after a spring cleanup. Bank reviews in season, because winter brings few jobs to ask about (GTL estimate).

Example (sample numbers). A made-up landscaper has 90 weekly mowing customers and asks none of them. One evening in May they text the review link to all 90 who agreed to texts. It costs about $1.20 to send through a texting app, and they're doing it again in September.

Do it in 24 hours

- [ ] Copy your review link from your Google profile and save it in your phone.
- [ ] Text it to every customer from the last 30 days who agreed to hear from you by text. The FCC explains consent and opt-out (FCC, fcc.gov).
- [ ] Text your review link to every upkeep customer whose yard looks great this week.

or we can do it for you

Free sample: A preview of your new site

Built before you pay anything. Websites start at $1 a month, with a 7-day full refund.

Websites: growthatlocal.com/services/websites



Part 3

Stay in touch between jobs

6 Social media posts

The idea. Posts keep your name in front of neighbors between jobs. What you pay for is the photos turned into posts, every week, without you thinking about it.

The going rate. Thumbtack puts social media help at $50 to $100 an hour nationally, and monthly packages anywhere from $399 to over $5,000 (Thumbtack, thumbtack.com).

In a 2026 poll of almost 100 social media agencies and freelancers, 31% charged under $1,000 a month and 49% charged $1,000 to $2,499 (HeyOrca, heyorca.com).

Doing it yourself. Free apart from time: about an hour a week if you already take job photos (GTL estimate).

What that price should buy you.

- Posts made from your real job photos, not stock pictures.
- A set number each week, written down in the agreement.
- Your town and the job named in each post.
- Posted where your customers look: Facebook, Instagram, Nextdoor or your Google profile.
- The page stays in your name, and you can see every post.

Red flags.

- Stock photos, or posts any business in any town could use.
- Follower counts and "reach" as the only results.
- Paid ads mixed into the fee without a separate budget you can see.
- They create the page in their name.

For a landscaper. Stand in the same spot for every before-and-after, so the change is the only thing that moves. Post your route days too: "On Elm Street Tuesday, two openings left." For a landscaper, social sits high on the list because the work is so visual (GTL estimate).

Example (sample numbers). A made-up landscaper is quoted $1,500 a month for "full social." They ask for the post count: eight a month, half of them holidays. A $300-a-month offer posts three times a week from their own crew's photos. They take that one.

Do it in 24 hours

- [ ] Make a phone album called "Posts" and drop 10 recent job photos in it.
- [ ] Count how many posts you made last month on each page.
- [ ] Pick the spot you'll stand in for before-and-after photos at your next project.

7 Win-back texts

The idea. Past customers already know your work. A short text at the right time brings back jobs you'd otherwise lose to whoever knocks first.

The going rate. We couldn't find an independent public price survey for win-back text services, so we don't print a market number.

What it really costs to send. Through Twilio, a texting platform, each text costs $0.0083 plus a carrier fee of $0.0035 to $0.005 (Twilio pricing, twilio.com). Texting 300 past customers once costs about $4. What you pay a service for is the list work, the timing, the replies and the follow-up.

What that price should buy you.

- Texts only to customers who agreed to hear from you, saying who they're from, with a way to opt out.
- Timed to your trade's calendar, not sent all at once.
- Replies routed straight to your phone.
- A count of replies and booked jobs.

Red flags.

- Texting people who never gave consent. The FCC explains the consent and opt-out rules (FCC, fcc.gov).
- No way to opt out.
- Bought phone lists.
- A promise of a set number of jobs.

For a landscaper. Re-sign every customer before spring, and text last year's customers who didn't come back. Two dates matter to every customer with sprinklers: start-up and shut-down. Win-back texts are the cheapest jobs a landscaper books all year (GTL estimate).

Example (sample numbers). A made-up landscaper has 140 customers from last year who agreed to texts. A "spring spots are filling" text costs about $2 to send. Thirty-one re-sign before March, which fills two routes before the first mow.

Do it in 24 hours

- [ ] Export every past customer with a phone number into one sheet.
- [ ] Mark the ones who said yes to texts.
- [ ] Make a list of last year's customers who haven't re-signed yet.

8 Email newsletter

The idea. An email to past customers once a month or once a season keeps you the name they call next time. It's the cheapest channel on this list to run.

Doing it yourself. Mailchimp's free plan covers up to 250 contacts and 500 sends a month, and its paid plans start at $13 a month on its pricing page (an offer price for the first 12 months when we checked) (Mailchimp pricing, mailchimp.com).

Paying for the writing. Thumbtack's national rate for social media help, $50 to $100 an hour, is a fair guide for email writing too (Thumbtack, thumbtack.com). A short monthly email takes 1 to 3 hours to write and send (GTL estimate), so expect about $50 to $300 an email.

What that price should buy you.

- One useful email a month or a season, about what the season needs.
- Your list stays yours, and you can export it any day.
- An unsubscribe link and your postal address in every email, as the CAN-SPAM Act requires (FTC, ftc.gov).
- Opens, clicks and replies reported, plus any jobs that came from it.

Red flags.

- They won't give you a copy of your own list.
- They add bought email lists.
- No unsubscribe link.
- A sales blast every week.

For a landscaper. A landscaper's year of emails writes itself: spring cleanup, summer watering, fall aeration and leaves, winter snow or holiday lights. One a month in season and one in the off-season is plenty (GTL estimate).

Example (sample numbers). A made-up landscaper sends a monthly email from a free email plan to 220 customers. It takes them two hours a month, and the August aeration email books eleven jobs.

Do it in 24 hours

- [ ] Export the emails of every customer from the last two years into one sheet.
- [ ] Write down one tip your customers need this month.
- [ ] List the one service each month of the year your customers need most.

or we can do it for you

Free sample: Your first 25 customers texted

Sent to past customers who agreed to texts. Win-back texts is $100 a month, with a 7-day full refund.

Win-back texts: growthatlocal.com/services/win-back-texts



Part 4

Out on the street

9 Neighborhood postcards

The idea. A postcard lands in every mailbox on the streets you pick. It works best around the jobs you've just done, and it works over several mailings, not one.

Postage. USPS Every Door Direct Mail retail costs $0.260 a card for flats up to 3.3 ounces, on the price list effective October 4, 2026 (USPS Notice 123, pe.usps.com).

Design. Thumbtack puts the national average for hiring a graphic designer at $116 to $315 (Thumbtack, thumbtack.com). Printing varies with size and count, so get two quotes.

What that price should buy you.

- A card made for your trade, with a real photo of your work.
- Routes picked around your jobs and the homes you want.
- A phone number or link you can count calls from.
- More than one mailing, planned up front.

Red flags.

- One mailing, then giving up.
- No way to count the calls it brings.
- A promise of a set number of calls.
- Every home in the county instead of your routes.

For a landscaper. Mail to fill the routes you already drive. A new customer on a street you mow every Tuesday is worth more than one across town, because there's no extra drive time (GTL estimate).

Example (sample numbers). A made-up landscaper mails 1,000 homes on the streets they already mow: about $260 in postage, plus design and printing. Four new weekly customers sign up on those routes, each one minutes from the next.

Do it in 24 hours

- [ ] Ask two printers to quote the same card size and count.
- [ ] Look up how many homes are on those routes in the USPS EDDM tool.
- [ ] Highlight the three streets where you already have the most customers.

10 Yard signs and truck wraps

The idea. Your work vehicle and your signs work every day you're on a job. You pay once, and the cost per day falls the longer they last.

Yard signs. BuildASign lists an 18 by 24 inch yard sign at $20.13 each, with stakes sold separately and lower prices on bigger orders (BuildASign, buildasign.com).

Wraps. Kelley Blue Book puts a full wrap at $3,200 to $5,000 for a pickup and $3,000 to $4,500 for a small van, and says a wrap lasts about five to seven years with good care (Kelley Blue Book, kbb.com).

What that price should buy you.

- Your name, what you do and your phone number, readable from across the street.
- A design proof on paper, or on screen at real size, before anything prints.
- Good film from a shop that shows you wraps it did three years ago.
- A sign the customer said yes to, taken down when the job ends.

Red flags.

- Ten lines of text nobody can read from a moving car.
- A QR code as the main way to reach you.
- The cheapest film, which fades and peels early.
- Signs left on lawns without the owner's okay, or against HOA rules.

For a landscaper. Your trailer is parked on the street every week, so letter it like a billboard: name, what you do, phone number. A small yard sign after a project, with the owner's okay, does the rest.

Example (sample numbers). A made-up landscaper letters the trailer for $900 and orders 20 yard signs at $18 each. The trailer sits on three streets a day, so over five years it costs about seventy cents a working day.

Do it in 24 hours

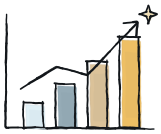
- [ ] Stand across the street from your work vehicle and check you can read the phone number.
- [ ] Count the jobs you finished last month where a sign could have gone up.
- [ ] Write the three things your trailer should say: your name, what you do, your phone number.

or we can do it for you

Free sample: Your ad, designed and shown on the card

So you can see the card before any postage. Neighborhood postcard is $400 a month, with a 7-day full refund.

Neighborhood postcard: growthatlocal.com/services/neighborhood-postcards



Part 5

Search, ads and lead sites

11 SEO

The idea. SEO is the work that helps you show up in Google's regular results and the map for the searches that bring jobs. It's slow, and it's the one most often sold with fog.

The going rate. In a poll of 439 SEO providers, Ahrefs found local SEO averaged $1,557 a month, and 23% of providers charged $500 to $1,000 a month (Ahrefs, ahrefs.com).

The same poll found freelancers averaged $1,348 a month and agencies $3,209, with an average hourly rate of $111 (Ahrefs, ahrefs.com).

What that price should buy you.

- A written list of the searches you want to win, checked every month.
- Fixes to your site and Google profile you can see.
- Your listings on other sites made to match (name, address, phone).
- A page for each main job and town, written for your customers.
- A plain report: what they did, what moved, what's next.

Red flags.

- A promise of the top spot by a date.
- Bulk links bought from other sites.
- Reports that show only "impressions" and never calls.
- They won't name the searches they're working on.
- A 12-month lock-in before you've seen a single fix.

For a landscaper. Name the searches you want, season by season: "lawn care [town]" in spring, "leaf removal" in fall, "patio installer" for projects. Local SEO pays off slower than win-back texts for most landscapers, so it often comes later in the budget (GTL estimate).

Example (sample numbers). A made-up landscaper is quoted $1,800 a month for SEO with no list of searches. Another offer at $600 a month names "lawn care," "landscaping" and "paver patio" in their two towns and shows rankings each month. They take the one they can check.

Do it in 24 hours

- [ ] Write down five searches you want to win, in the words your customers use.
- [ ] Search each one on your phone and note where you show up.
- [ ] Write down your three most profitable searches, one per season.

12 Shared leads: Angi and Thumbtack

The idea. You pay for each lead, and other businesses may get the same one. The price that matters is what each booked job costs you, not what each lead costs.

How Angi prices. Angi says each request is matched with no more than five pros, and lead fees change with the task, the homeowner's location and demand (Angi pro help, intercom.help).

How Thumbtack prices. You set the price you'll pay per lead for each service and a weekly budget. Thumbtack says prices vary with the type and size of the job, how many pros are available and your market (Thumbtack Help, help.thumbtack.com).

The one firm number on record. Neither platform publishes a price list. The FTC said in 2023 that pros on HomeAdvisor, part of Angi, generally paid a yearly membership fee of $287.99 plus a fee for each lead. The FTC also alleged the company misled pros about lead quality, and the order required up to $7.2 million in payments (FTC, ftc.gov).

What that price should buy you.

- Leads only for the jobs and towns you chose.
- A credit when a lead is wrong, and a way to ask for it.
- Your own count: leads, replies, quotes and booked jobs.

Red flags.

- A membership that renews by itself.
- Leads outside your area or for jobs you don't do.
- Paying for months without checking which leads booked.
- Replying slowly. With up to five pros on a lead, the first good reply usually wins.

For a landscaper. A mowing lead is a small job, so a pricey lead can eat the first month's profit. Leads for projects can pay, if you reply fast and quote the same day.

Example (sample numbers). A made-up landscaper pays $25 a lead for mowing and $60 for patio projects. Mowing books one in four, so each weekly customer costs $100 to win, and stays for two seasons. Patios book one in six, $360 a job. Both pay; the mowing ones pay longer.

Do it in 24 hours

- [ ] Add up last month's lead charges and the jobs they booked.
- [ ] Divide the charges by the booked jobs to get your cost per booked job.
- [ ] Split last season's lead charges into upkeep and projects, and count jobs from each.

13 Local Services Ads

The idea. These are the ads at the very top of Google with the Google Verified badge. You pay per lead, not per click.

Who can run them. Google's page for the ads lists roofing, plumbers, HVAC, house cleaning, painters, landscapers and lawn care among the US trades that can (Google, business.google.com).

What leads cost. Google doesn't publish a price list. It says lead prices depend on your location, the job type, the kind of lead and your bidding mode, and message leads usually cost less than calls (Google Local Services Help, support.google.com).

What gets charged. Answered calls, texts, voicemails and booking requests. A missed call is charged only if it comes during your business hours and the caller stays on for more than 20 seconds. You set a weekly budget, and the month can't go past your weekly budget times the average weeks in a month (Google Local Services Help, support.google.com).

What that price should buy you.

- Your own account and badge, in your name.
- Only the job types you want switched on.
- Someone who answers every ad call in business hours.
- Bad leads reported for a credit, every week.

Red flags.

- Someone else's account running your ads.
- Job types you lose money on left switched on.
- Missed calls in business hours, each one charged.
- Nobody checking the leads against booked jobs.

For a landscaper. Landscaping and lawn care can run these ads. Switch on the job types you want and keep the ones you can't staff in peak season off.

Example (sample numbers). A made-up landscaper turns on lawn care and leaves tree work off. In April, every missed call while the crew mows costs a lead, so they forward the ad line to the office from 8 to 5.

Do it in 24 hours

- [ ] Search your main job and town and note who's in the ad row at the top.
- [ ] Set the ad account's business hours to the hours someone really answers.
- [ ] Decide which landscaping job types you'd switch on in spring and fall.

14 Google Ads

The idea. You pay Google for each click on your ad. Two costs matter: what goes to Google, and what you pay anyone to run it.

What clicks cost. Prices are set by auction, and Google doesn't publish them by trade. Its free Keyword Planner shows, for your searches and your area, a low and a high range of what advertisers paid to show at the top, about the 20th and 80th percentile of past bids (Google Ads Help, support.google.com).

To see what a click on a lawn or landscaping search costs in the US, the Southeast and 10 Southeast cities, read What a Google Ads Click Costs a Landscaper, by City.

How the budget works. Your daily budget is an average. Google can spend up to twice it on one day, but not more than 30.4 times it in a month (Google Ads Help, support.google.com).

Paying someone to run it. We couldn't find an independent public survey of management fees. Ask for the fee in writing, apart from what goes to Google (GTL estimate).

What that price should buy you.

- The ad account in your name, paid with your card.
- Only the searches you want, with a list of the ones to block.
- Calls tracked, and ads paused in hours you can't answer.
- The search terms report, shared every month.

Red flags.

- The account is in the manager's name.
- They won't show you what people searched before clicking.
- The fee is hidden inside "ad spend."
- Ads running on every loosely related search.

For a landscaper. Most landscapers find their first customers through the map and their neighbors before ads (GTL estimate). If you test ads, test them on projects, where one job is worth the clicks.

Example (sample numbers). A made-up landscaper tests $15 a day on "paver patio [town]" for a month in March. That's no more than $456 for the month. Two patio jobs come from it, so they keep it running through May.

Do it in 24 hours

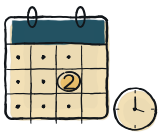
- [ ] Ask anyone who would run your ads whose name the ad account will be in.
- [ ] Write down your top budget for a 30-day test before you start.
- [ ] Check the Keyword Planner range for your best project search in your town.

or we can do it for you

Free sample: A ranking check and 10 fixes

For the searches you named. SEO is $400 a month, with a 7-day full refund.

SEO: growthatlocal.com/services/seo



Your first 24 hours, in one list

If you only do five things this week, do these:

- [ ] Work out your yearly marketing budget, and how much of it lands before spring (section 1).
- [ ] Check that your domain and Google profile are in your name (sections 3 and 4).
- [ ] Text last year's customers who haven't re-signed (section 7).
- [ ] Text your review link to every customer whose yard looks great this week (section 5).
- [ ] Highlight the streets you already mow and price a mailing to them (section 9).

Next month, hold your bills up against the table in section 2 again.



Where to go next

Every price here pairs with The Landscaper Marketing Playbook, our free 33-section guide to doing each of these well: your website, your Google profile, reviews, posts, email, search, follow-up, route density, the spring rush, the winter gap and tracking.

If you only fix one thing this month, make it the re-sign: last year's customers are the cheapest jobs you'll book.

or we can do it for you

Free sample: Your first 25 customers texted

Sent to past customers who agreed to texts. Win-back texts is $100 a month, with a 7-day full refund.

Win-back texts: growthatlocal.com/services/win-back-texts



What we charge

Our prices are listed below.



If you'd rather hand it off

Grow That Local does this work for landscapers every month. Each service starts with a free sample, so you see the work before you pay.

Best fit for this guide: Websites. Free sample: a preview of your new site. Websites start at $1 a month, with a 7-day full refund.

Websites — **from $1 a month · 7-day full refund**
A fast, good-looking site that turns visitors into calls. Free sample: a preview of your new site.

Google Business Profile — **$200 a month · 7-day full refund**
Show up in the map when neighbors search for what you do. Free sample: a profile check-up with 10+ fixes.

Review requests — **$100 a month · 7-day full refund**
More 5-star reviews, without the awkward asking. Free sample: your first 10 requests sent.

Social media posts — **$200 a month · 7-day full refund**
Fresh posts every week, made from your real job photos. Free sample: two weeks of posts, ready to go.

Email newsletter — **$50 a month · 7-day full refund**
Stay top of mind, so past customers call you first. Free sample: your first newsletter, written.

SEO — **$400 a month · 7-day full refund**
Climb Google for the searches that bring in jobs. Free sample: a ranking check and 10 fixes.

Win-back texts — **$100 a month · 7-day full refund**
Bring past customers back for their next job. Free sample: your first 25 customers texted.

Neighborhood postcard — **$400 a month · 7-day full refund**
Your ad in mailboxes across nice neighborhoods. Free sample: your ad, designed and shown on the card.

Monthly report card — **free**
See how you stack up against local competitors. Free sample: your first report card, this month.

Text us at (423) 924-2014, or start at growthatlocal.com/start.

Sources

Every market price and rule above, with where to check it (all checked 2026-11-12):

- US Small Business Administration blog, "How to Set a Marketing Budget that Fits your Business Goals" (Caron Beesley, June 4, 2012, archived by the University of North Texas): businesses under $5 million in revenue with 10 to 12% margins should put 7 to 8% of revenue into marketing; many businesses spend 2 to 3% to keep running. webarchive.library.unt.edu (section 1)
- Thumbtack, "How much will your web design cost?" (published February 2025): average $1,057, typical range $614 to $1,817, hourly $25 to $85, hosting about $8 a month, a domain about $15 a year. thumbtack.com (sections 2 and 3)
- Squarespace pricing page: Basic $19 a month and Core $29 a month, billed yearly. squarespace.com (sections 2 and 3)
- Thumbtack, "How much will your social media marketing cost?" (page first published August 2020, shown as a current cost guide): $50 to $100 an hour; monthly packages from $399 to over $5,000. thumbtack.com (sections 2, 4, 6 and 8)
- HeyOrca, "How to Price Social Media Services 2026" (poll of almost 100 agencies and freelancers, published October 20, 2026): 31% charge under $1,000 a month, 49% charge $1,000 to $2,499. heyorca.com (section 6)
- Ahrefs, "SEO Pricing: How Much Does SEO Cost?" (439 SEO providers polled, updated August 15, 2024): local SEO averages $1,557 a month; 23% charge $500 to $1,000; freelancers average $1,348 and agencies $3,209; average hourly rate $111. ahrefs.com (sections 2 and 11)
- Mailchimp pricing page: free plan up to 250 contacts and 500 sends a month; paid plans from $13 a month (an offer price for the first 12 months). mailchimp.com (sections 2 and 8)
- Twilio US SMS pricing: $0.0083 per outbound text segment, plus carrier fees of $0.0035 to $0.005 per text. twilio.com (sections 2, 5 and 7)
- Federal Communications Commission, "Stop Unwanted Robocalls and Texts" (consent and opt-out for texts): fcc.gov (sections 5 and 7)
- Federal Trade Commission, "CAN-SPAM Act: A Compliance Guide for Business" (unsubscribe link and a postal address in every marketing email): ftc.gov (section 8)
- USPS Notice 123 price list (effective October 4, 2026): Every Door Direct Mail retail, $0.260 a piece for flats up to 3.3 ounces. pe.usps.com (sections 2 and 9)
- Thumbtack, "How much does a graphic designer cost?" (updated October 28, 2026): national average $116 to $315. thumbtack.com (sections 2 and 9)
- BuildASign yard signs page: 18 by 24 inch yard sign $20.13 each, stakes sold separately, volume discounts. buildasign.com (sections 2 and 10)
- Kelley Blue Book, "How Much Does It Cost to Wrap a Car?" (October 9, 2025): full wraps from around $2,000 to $10,000 or more; pickup truck $3,200 to $5,000, small van $3,000 to $4,500, large van $3,200 to $4,500; a wrap lasts about five to seven years with good care. kbb.com (sections 2 and 10)
- Angi pro help, "Opportunities and leads frequently asked questions": each request matched with no more than five pros; fees change with task, location and demand; lead credits in some cases. intercom.help (section 12)
- Thumbtack Help, "What are leads, preset jobs, and opportunities?": you set the price you pay per lead for each service and a weekly budget; prices vary with job type and size, how many pros are available and your market. help.thumbtack.com (sections 2 and 12)

- Federal Trade Commission press release, January 2023: HomeAdvisor service providers "generally pay an annual membership fee of $287.99" plus a fee for each lead; the order requires up to $7.2 million in payments and bars misleading claims about lead quality. ftc.gov (sections 2 and 12)
- Google Ads Help, "About Keyword Planner forecasts": low and high top-of-page bid ranges, about the 20th and 80th percentile of past bids, for your location. support.google.com (sections 2 and 14)
- Google Ads Help, average daily budget: up to twice the daily budget on one day, no more than 30.4 times it in a month. support.google.com (section 14)
- Google Local Services Help, how leads are charged: per lead, prices vary by location, job type, lead type and bidding mode; weekly budget with a monthly cap. support.google.com (sections 2 and 13)
- Google Business Profile Help, owners and managers: support.google.com (section 4)
- Google Business Profile guidelines (no extra keywords in the business name): support.google.com (section 4)
- Google Maps prohibited and restricted content (bans incentives for reviews and asking only happy customers): support.google.com (section 5)
- Federal Trade Commission, questions and answers on its rule against fake reviews (in effect since October 21, 2024): ftc.gov (section 5)
- Google, Local Services Ads page (eligible US trades include Roofing, Plumber, HVAC, House cleaning, Painter, Landscaper and Lawn care): business.google.com (section 13)

GTL estimates

These are our own judgment, not measured facts:

1. Google profile upkeep takes about 2 to 4 hours a month for one location (section 4). Reasoning: weekly photos and posts, review replies and a monthly check of hours and services each take minutes, and they add up over a month.
2. Posting yourself takes about an hour a week if you already take job photos (section 6). Reasoning: three short posts from photos already on your phone take 15 to 20 minutes each.
3. A short monthly email takes 1 to 3 hours to write and send (section 8). Reasoning: one useful tip, one photo and one offer; most of the time goes into picking the photo and checking the list.
4. Ask for any ad management fee in writing, apart from what goes to Google (section 14). Reasoning: there is no independent public survey of these fees, and a fee mixed into "ad spend" is the hardest cost to check.
5. The "For a landscaper" notes on what usually pays first and where the budget goes (sections 1 to 14). Reasoning: they follow the order we see pay first for this trade: be found and trusted first (site, Google profile, reviews), then the channel that suits how landscapers win work.

want it done for you?

Every part of this guide is something we do.

Each one starts with a free sample, so you see the work before you pay. Text us at (423) 924-2014 or start at growthatlocal.com/start.

Grow *That* Local