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# SELLING HISTORIC HOMES







## OVERVIEW

- Basic Architecture styles
- What is a Historic Home
- Challenges selling historic homes
- Historic Zoning Overlays
- Tips for counseling your clients
- Questions....

## DISCUSSION POINTS

# WHAT QUALIFIES AS A HISTORIC HOME?

## AGE AND INTEGRITY

Typically more than 50 years old and the home exemplifies a signature architectural style that captures the essence of a given time period.





# EARLY 19TH CENTURY

## FEDERAL STYLE 1800 - 1840

Rectangular or square / all brick construction/more common in Franklin/ most porches on these aren't original.



## GREEK REVIVAL 1830-1870

Rectangular or square / large full height porches with large columns and a second floor porch.





# MID TO LATE 19TH CENTURY



## GOTHIC REVIVAL 1840 - 1870

Asymmetrical style with multiple arches, gable trim, pointed or arched windows decorative entrance

## QUEEN ANNE 1880 - 1905

Often Wood siding, ornate front porch often full width.

## VICTORIAN 1890-1920'S



# EARLY 20TH CENTURY



## TUDOR REVIVAL 1890 - 1940

Multiple steep gables, round arched entrance, small porches, usually brick

## COLONIAL REVIVAL 1895 - 1930

Plan square or rectangular, full width porches, wood or brick siding, rectangular windows

## BUNGALOW 1910 - 1940

Usually Square with low hipped gable. Full width porch with large square pillars inn both interior and exteror



# MID 20TH CENTURY



## MINIMAL TRADITIONAL 1935 - 1950

Modest version of Tudor or Colonials. One story, compact with small porches

## RANCH STYLE 1935 - 1975

One-story rectangular with a horizontal emphasis & partial width patios





# Common Challenges when selling historic homes



## INSPECTION

Often things aren't to code, portions of home like electrical or plumbing may only be partially improved

## VALUATION

Factors like the level of finish and historic relevance can make pricing a challenge.

## ZONING OVERLAYS

Some Zoning Overlays restrict certain improvements or changes to home



# Inspection



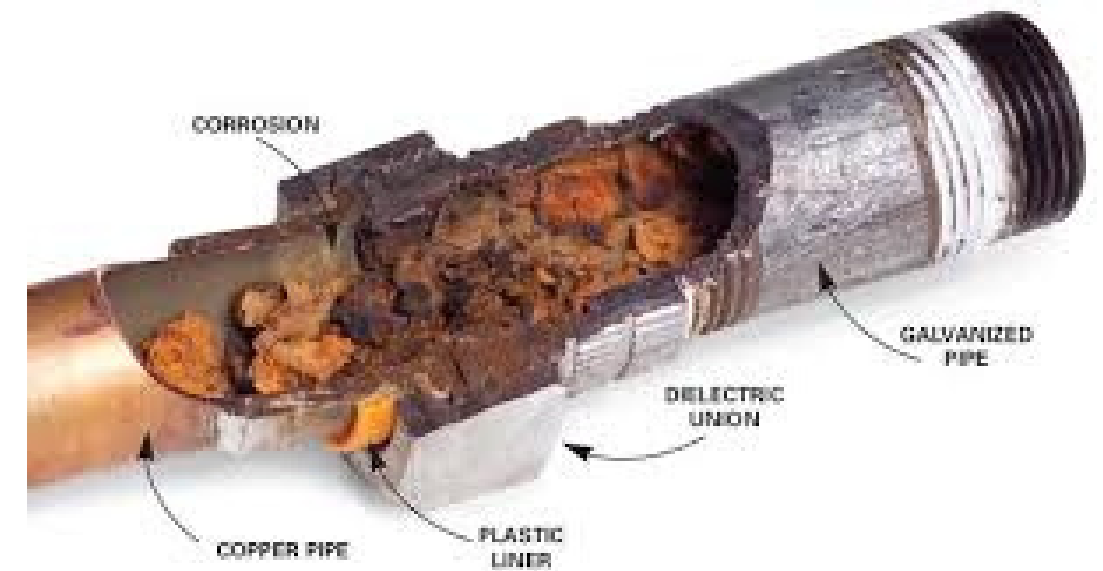
## Electrical

Knob and tube wiring / things not grounded /  
mix of old and new wiring



## Foundation

Not to code / pillars in contact with the ground /  
old termite damage / fire damage



## Plumbing

Mixture of old and new / failing sewer lines / not  
hooked up to the sewer/low water pressure



## Environmental Hazards

Lead Based Paint / Asbestos



# VALUATION AND APPRAISAL CHALLENGES

- Comp by style and not necessarily geography
- Consider the level of finish not just sqft /beds and baths
- Ask about mechanicals and how up to date things are
- Meet the appraiser
- Ask agents who specialize in the area for a price opinion

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# Historic Zoning Overlays

## NASHVILLE HISTORIC DISTRICTS

Belle Meade / Belmont -Hillsboro / Blakemore/ Bowling House District / Bradway / Cherokee Park / Downtown / Easdale/ Eastwood / Edgefield / Edgehill / Elmington Place / Germantown / Greenwood / Hillsboro-West End / Inglewood Place / Kenner Manor / Lockeland Springs / Maxwell Heights / Park and Elkins / Richland-West End/Salemtown / Second Ave / South Music Row / Tanglewood/ Waverly- Belmont / Whitland / Woodland in Waverly / Woodlawn West

## FRANKLIN HISTORIC DISTRICTS

Adams Street / Boyd Mill Avenue / Downtown Franklin/ Everbright Avenue / Franklin Rd / Hincheyville /Lewisburg Ave

# Common Restrictions

## EXTERIOR

limitations on paint color / additions / garages / pools/ fences

## COMMERCIAL ZONING IN HISTORIC DISTRICTS

home may be zoned commercial but if it's in a historic overlay historic commission will determine if it can be used for commercial

## INVESTORS SHOULD KNOW

Limitations on style/density/ height of homes. Removal of an element of a historic home (i.e. a porch) to aid in a property subdivide usually not allowed.



# HOMES ON THE HISTORIC REGISTRY

## LISTING ON REGISTER

Does not put any restrictions on what the owner may do with their property. Local historic commission dictates that.

## GRANT MONEY OR TAX CREDITS

There is money available for owners to restore or preserve a historic home.

## FRANKLIN HISTORIC DISTRICTS

<https://www.franklinton.gov/government/departments-k-z/planning-and-sustainability/historic-preservation-program>

## NASHVILLE HISTORIC DISTRICTS

<https://www.nashville.gov/Historical-Commission/Services/Preservation-Permits/Districts-and-Design-Guidelines.aspx>

## NATIONAL HISTORIC REGISTER OF HISTORIC PLACES

<https://www.nps.gov/subjects/nationalregister/index.htm>

# USEFUL LINKS

Lead Based Paint & demolition

<https://www.epa.gov/large-scale-residential-demolition/lead-based-paint-and-demolition>

Guide to Asbestos

<https://www.epa.gov/asbestos>