



From a Real Estate Viewpoint...an Actual Comparison of Sprinklered vs. Non-Sprinklered Homes

The following criteria were used to compare two homes located in Cheatham County, TN. This comparison was conducted in December of 2007, and the two homes:

- were built during the same time period by the same homebuilder
- are located within a mile and half of each other
- one home is within county (non-sprinklered)
- one home is within PV city limits (sprinklered)
- similar square footage of each home

MLS and tax record information reveals the following;



Sprinklered Home	
Subdivision	Harris Farms
Sq Ft.	1350
Sales Price	\$137,300
Sprinkler Cost	\$1147.50
Closing Date	6/25/04



Non-Sprinklered Home	
Subdivision	Heatherwood
Sq Ft.	1262
Sales Price	\$138,000
Closing Date	3/3/03

Your eyes are not playing tricks on you. In this actual comparison, the home without fire sprinklers **COST MORE** than the sprinklered home. I believe what we are seeing in this example is how the economy works in the real estate market. Obviously, the homebuyer of the Heatherwood subdivision home, had no idea that their dollar could buy more in neighboring Harris Farms subdivision. Harris Farms, located within the city limits, offers curbed and guttered streets, street lights, and sidewalks in addition to fire sprinklers!

To further substantiate this investigation, it should be noted that most homeowners in the sprinklered subdivision had NO IDEA how much the fire sprinklers cost. They could however, tell you how much the upgrades of granite countertops added to the price of their home. Fire sprinklers are put in the same category as plumbing and heating/air systems in the homeowners mind. They did note that they valued the added “peace of mind” and local realtors note that education is the key to understanding the fire sprinkler systems. For safety conscious homebuyers, fire sprinklers can and do “sell” the home when compared to one without.

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