

Real Estate in Middle Tennessee

Smart **vs** Traditional Home Builds

Factory built precision or stick built which is best for you?
The answer might surprise you...

Here's the honest trade off on cost, speed, and quality — no sales pitch.

Traditional **Vs** *Smart*



What we mean by “smart”

Homes are built indoors, in a controlled facility — modular, manufactured, or a barndominium shell. Precise framing, quality materials, no rain delays, and a finished home in a fraction of the time. Many are engineered to stand up to 120+ mph winds.

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MODULAR & MANUFACTURED HOMES

Built indoors. Built to exacting standards.



BARNDOMINIUM SHELLS

Strong. Spacious. Customizable.



CONTROLLED FACILITY

Built indoors, away from weather and delays.



PRECISE FRAMING

Accuracy and consistency in every build.



QUALITY MATERIALS

Durable, reliable, long-lasting.



NO RAIN DELAYS

On-time builds, every time.



FASTER COMPLETION

A finished home in a fraction of the time.



BUILT FOR TOUGH WEATHER

Engineered to stand up to 120+ mph winds.

What we mean by “traditional”

The classic approach: your home is framed and finished right on your land, board by board, by local crews. Fully custom, familiar to every lender and appraiser, and built exactly where it stands.

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BUILT LOCALLY
Trusted local crews,
skilled and experienced.



FULLY CUSTOM
Your vision. Your style.
Your home.



**LENDER & APPRAISER
APPROVED**
Standard process.
No surprises.



BUILT ON YOUR LAND
Exactly where
you want it.



QUALITY & VALUE
Strong construction.
Lasting peace of mind.

Traditional vs Smart Build

Weighing them side by side

Stick built on site ~ Smart built in a warehouse

What's Great

Traditional

- ✓ Customable — likely can modify plans during build
- ✓ Nearly every lender and appraiser already understand process
- ✓ Strong, familiar resale in most markets
- ✓ No size limits from transport or delivery
- ✓ Built by local crews you can meet on site
- ✓ Easier to match tricky lots and unusual layouts
- ✓ Construction onsite and details can be monitored frequently

Smart

- ✓ Built indoors, so weather never stalls the schedule
- ✓ Move in sooner — often within 2-3 months
- ✓ Factory precision and consistent quality control - less waste
- ✓ Predictable pricing with fewer surprise overruns
- ✓ Engineered wind resistance, commonly 120+ mph, and ceilings up to 9 ft
- ✓ Less material waste and less on-site theft
- ✓ Often exterior 2x6 outerwall framing

Trade Offs

- ✓ Weather prone to delays
- ✓ Longer timeline from slab to keys
- ✓ Cost overruns are more common
- ✓ Quality swings with the crew you hire
- ✓ More material waste on the jobsite
- ✓ Materials sit exposed to weather and theft mid build

- ✓ Delivery require highway access
- ✓ Minimal changes can be made during production queue
- ✓ Resale perception can vary by area
- ✓ Need contractor for prep, foundation, utility hookups
- ✓ Design constrained by highway regulations
- ✓ Factory lead time subject existing orders

So, Which One Fits You?

Here are the 14 considerations, choose then add them up:

1. **Fast, predictable budget** — Done fast without surprise overruns? A smart build usually wins. (→ **Smart**)
2. **Total customization** — Change anything-for a price, anytime, and don't mind a longer road? Traditional shines. (→ **Traditional**)
3. **A deadline you can't move** — Wedding, lease ending, school year — the factory schedule is easier to plan around. (→ **Smart**)
4. **Storm-prone or exposed land** — Worried about wind? Most smart builds are engineered for 120+ mph. (→ **Smart**)
5. **A one-of-a-kind floor plan** — Odd shapes or split levels? Traditional bends to whatever you dream up. (→ **Traditional**)
6. **Selling within a few years** — For near-term resale, traditional is most familiar and accepted to the widest pool of buyers. (→ **Traditional**)
7. **Less disruption on your land** — Living on-site during the build? Smart spends far less time making a mess. (→ **Smart**)
8. **A shop-and-home combo** — Workshop or garage under one roof? Barndominiums are built for that flex. (→ **Smart**)
9. **Way out in the country** — If skilled local crews are thin, a factory build ships in ready to set. (→ **Smart**)
10. **Room to add on later** — Planning to expand? Traditional framing is easier to build onto, piece by piece. (→ **Traditional**)
11. **First time building anything** — New to all this? A smart build has fewer moving parts to juggle. (→ **Smart**)
12. **Hands on every detail** — Want to walk the site weekly and tweak as you go? Traditional gives you control. (→ **Traditional**)
13. **A steep or complicated lot** — Tricky, uneven ground? Traditional adapts to the site as the build takes shape. (→ **Traditional**)
14. **Strict HOA or design review** — In a covenant-controlled or historic-review neighborhood, traditional clears design codes more smoothly and blends right in. (→ **Traditional**)

So, which one wins: **Traditional** _____ or **Smart** _____

One Honest Note

About That “Manufactured” Stigma

Manufactured Homes (What They Aren’t Anymore)

Forget everything you think you know about “manufactured” homes. They’re not the single-wide or double-wide of the past, and today’s options deliver far more than most buyers expect.

Introducing: SMart Modern Modular Homes (Factory-Built, High-Performance Construction)

Many modular builds meet or beat traditional stick-built standards:

- **Durable, modern construction** — Efficient, maximum build
- **Exterior 2x6 framing** — high-quality wood
- **Spray-foam sealed** — lower energy bills, year-round comfort
- **Factory-optimized to code** — precision construction assembly
- **Tall ceilings & open spans** — choice of flexible floor plans
- **120–150+ mph wind ratings** — backed by real warranties

Barndominiums (Steel-Built, Open-Concept Living)

Barndominiums take the same high-performance approach and add wide-open layouts, massive spans, and steel durability. They’re built for strength, efficiency, and long-term value — not the “barn” stereotype people imagine.

Financing & Appraisals

Financing and appraisals can still lean traditional in some areas, but there are plenty of specialized lenders and appraisers who understand these smart modular, steel-frame, and barndominium builds. Working with people who know these products keeps the process smooth and avoids unnecessary delays or surprises.

Bottom Line

We know both traditional homes and modern smart-build systems inside and out — construction, lending, appraisals, resale, all of it. If you want a team that understands the terrain and protects your time, budget, and long-term value, you’re in the right place

Not sure which way to build?

Tell us your desired location to live, whether you need land or already have it, and your timeline. We're the professionals here to help you make sense of the entire process—including zoning, permits, site work, utilities, financing, costs, and timelines.

Whether you're interested in the Smart or Traditional approach—or both—we'll provide the real numbers, explain the trade-offs, and connect you with trusted builders and lenders.

Put our costs aside for now. First, you need the facts. We'll help you understand your options, the numbers, and the best path forward. When you're ready to move ahead, we'll take care of the rest together.



Let's do Business



SoundCheck Real Estate Advisors

Land to Living Room · Homes to Build-to-Suit

SoundCheck Realty Group is a Middle Tennessee team built around land and everything that grows from it. From the details of this guide: Smart vs Traditional homes; we also handle the full journey — raw land, lots, and farms; existing homes and nearly everything residential; new development and build-to-suit; luxury homes; and modular, manufactured homes and barndominiums, backed by genuine relationships with the builders and crews who do the work.

Relocating from out of state? That's a specialty of ours, handled start to finish.

Also, we do the homework many agents skip — what the land can actually support, real comps, and honest numbers — so you can buy, sell, or build with confidence and no surprises. Leverage our experience, choose SoundCheck as your advisory team delivering the insight and guidance that puts you ahead and helps you move forward with confidence.



Gary Rabideau

Principal Broker · Advisor

Principal Broker at Crye-Leike Mt. Juliet & Goodlettsville. 25 yrs in Real Estate. Cornell-trained in soils and crops, with a rare command of Tennessee land, master gardener. Specializing in residential homes, multi-family, farms, homes, and investment properties.

CRS · GRI · ABR

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[Gary's Web Page](#)



Connor Mayne

Agent - Social Strategist

A social media marketer who knows how to get a property seen by the right buyers, Connor pairs that skill with his work as a Broker Affiliate and deep knowledge of Middle TN neighborhoods and schools. He gives you the truth, not a pitch. Straight talk closes deals.

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Chester A. Hood

Broker · Analyst & Advisor

34 yrs real estate — 5 in Middle TN, 30 in CA. 18 appraising (nearly 3,000) + 10 lending: combining a rare command of value, financing & negotiation skills. Not just an agent — a trusted advisor helping families & businesses build a better life through property.

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