



# HOW YOU AND YOUR CLIENT WIN WITH ON-YOUR-LOT (OYL)





# MEETING AGENDA

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Introduction to Classic Homes

What is OYL

Benefits



# CLASSIC HOMES

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- 2000+ homes built in NOVA in 40 years
- Arlington, Fairfax, Loudoun, Prince William Counties
- 20-30 homes per year
- semi-custom
- 18 full time employees
- wide portfolio of homes
  - houses for narrow lots to estate lots
  - 4,000sf - 15,000sf
  - traditional, farmhouse, contemporary, French country



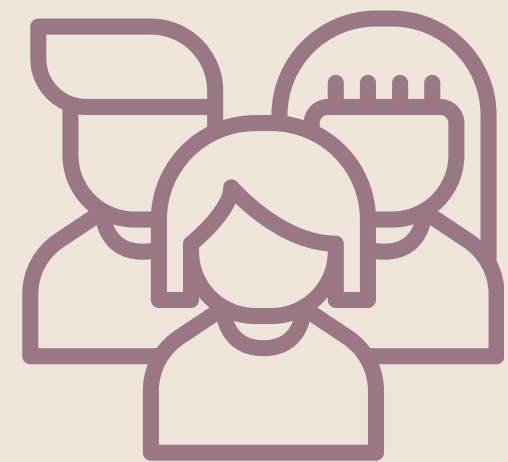
# WHAT IS OYL?

- customer owns the land
- tear down & rebuild or raw land
- public or private utilities
- construction loan or cash





# BENEFITS



| CUSTOMERS  | REALTORS   |
|--|--|
| <ul style="list-style-type: none"><li>flexible location: can build anywhere</li><li>may already own their lot: <i>New home, same address</i></li><li>a home built for them, not the average customer</li><li>good option for investors</li></ul> | <ul style="list-style-type: none"><li>paid well: earn 3% commission</li><li>paid fast: soon after construction starts</li><li>offers clients another option</li><li>minimal involvement required</li></ul> |



















# THANK YOU!

TOUR OUR MODEL HOME AND LEARN MORE



[buildwithclassic.com](http://buildwithclassic.com)