



Company Profile

2025

A residential & commercial services
group

Lyons Team Realtors Corporate Office
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Moneta, Virginia 24121
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THE COMPANY

Lyons Team Realtors (LTR) is a proudly locally-owned real estate firm with deep ties to the New River Valley. Over the years, LTR has expanded its services to encompass numerous regions throughout the Commonwealth of Virginia. With a deep understanding of the unique challenges posed by local municipalities, the team is well-equipped to navigate the complexities involved in both buying and selling distinctive properties.



LTR has tailored marketing strategies to meet the diverse needs of its clients, ensuring that each property receives the attention it deserves. Additionally, the firm has cultivated a robust network of successful businesses and individuals, working collaboratively to achieve the most favorable outcomes for their clients. Their commitment to excellence and personalized service has made them a trusted partner in real estate across the state.

LTR offers a comprehensive range of real estate services that cater to a variety of needs, including residential, commercial, and land sales. For homebuyers and sellers, LTR provides expert guidance in navigating the complexities of the residential market, ensuring smooth transactions and personalized service. In the commercial sector, the firm specializes in helping businesses find ideal spaces that align with their operational needs, while also assisting investors in maximizing

the value of their properties. LTR is also experienced in land sales, working with buyers and developers to identify prime locations for future projects or investments. Additionally, the firm excels in property management, offering full-service management solutions that optimize rental income, maintain property conditions, and enhance tenant relations. LTR's expertise also extends to multi-use developments, where they facilitate the planning, marketing, and sale of properties designed for mixed residential, commercial, and recreational purposes. Through these diverse functions, LTR ensures that clients receive tailored support, whether they are buying, selling, or managing real estate.

OUR TEAM

Our team is trained both nationally and locally, so they understand your needs and the environment in which you do business.

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Principal broker



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Jody Lyons
Realtor



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Joey Lyons
Managing broker



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When you partner with us, you're choosing a team that prioritizes your best interests above all else. With decades of experience in helping clients buy and sell their dream homes, we bring professionalism, dedication, and a commitment to your satisfaction in every transaction.

Our mission is to create a seamless and enjoyable buying and selling experience, marked by integrity, expertise, and sophistication. We stand out in the industry because we believe that your success is our success. Our goal is to ensure that you feel supported and informed at every step of the process, ultimately walking away completely satisfied.

When we say, "We are always available," we truly mean it. Whether through face-to-face meetings, late-night phone calls, countless emails, or last-minute texts, we are dedicated to serving our clients at any time. Your needs are our priority, and we're here to support you every step of the way.

OUR AGENTS

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COMMERCIAL

Arbor Drive, Christiansburg, Virginia

MLS: 403500

One of our recent sales at 360 Arbor Drive involved a multi-building property in Christiansburg's main retail district. This site featured over 20,000 square feet of retail space and 14,500 square feet for a private daycare, all on 3.34 acres zoned B-3. After being on the market for 164 days, the property closed in August 2019 for \$3.7 million, exceeding its tax assessment value of \$2.95 million.

The transaction faced challenges due to the proximity of a redeveloping shopping center and the unique layout of multiple buildings. There was uncertainty about adjacent properties, which created opportunities for flexible pricing. The owner's desire for a timely sale facilitated aggressive negotiations with potential buyers.

The differing uses of the existing structures also posed challenges, as retail and daycare typically attract different buyers. However, the owner preferred a quicker decision-making process. Ultimately, a local group of investors, who were previous clients of Lyons Team Realtors, purchased the property, planning to maintain both uses and enhance the buildings' curb appeal.

Square footage: 35,384 | Acres: 3.34 | Zoning: General Business



LAND

Graves Avenue, Blacksburg, Virginia

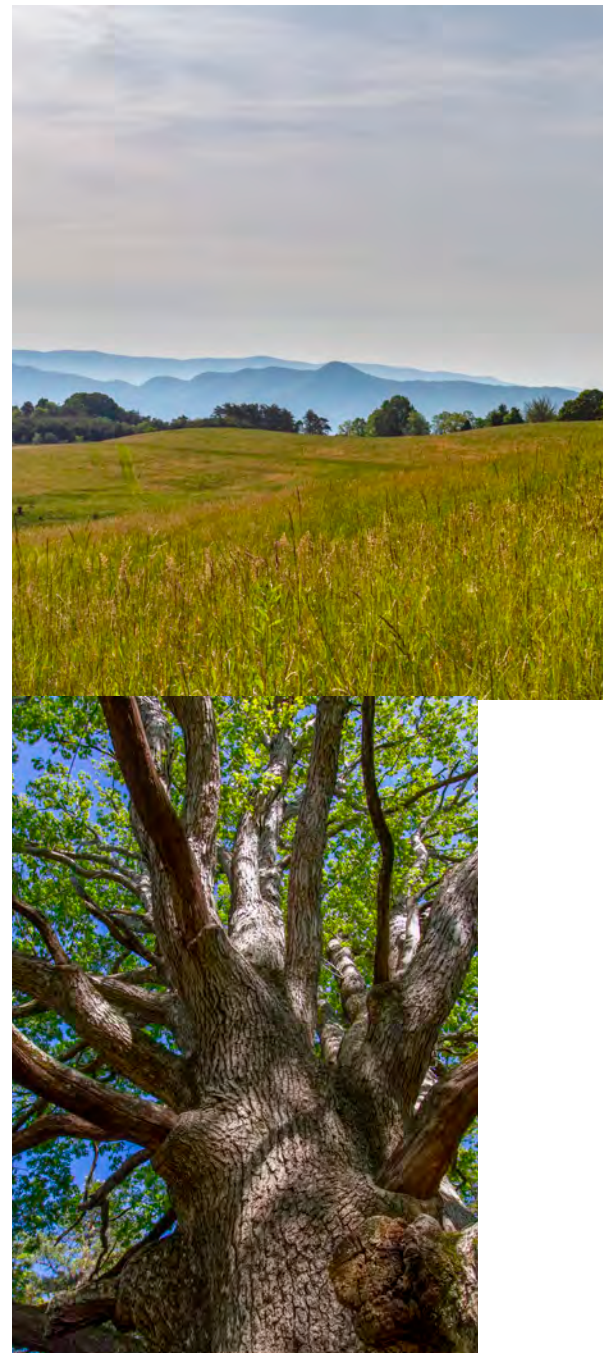
MLS: 420042

July 3, 2024: Lyons Team Realtors helped to facilitate a sale of a prime piece of real estate located at 0 Graves Avenue in Blacksburg for \$5.5 million, marking a significant opportunity in the local market. Spanning over 195 acres, this expansive parcel is perfectly situated near Main Street, offering an ideal blend of serene natural beauty and the dynamic energy of urban life.

The land is framed by majestic mountains, providing a stunning backdrop that enhances its appeal for residential development. With its unique attributes, the property invites the vision of a thoughtfully designed community, featuring both multi-family and single-family homes. This proposed neighborhood would not only offer breathtaking mountain views but also include sprawling lawns, communal spaces, and walking trails that harmonize with the landscape.

This sale represents a remarkable chance to cultivate a vibrant community that captures the essence of living in Blacksburg, seamlessly integrating tranquility with the conveniences of nearby amenities. As the new owners embark on this exciting development, the potential for creating a lively and picturesque neighborhood is limitless.

Acres: 195.91 | Zoning: Residential 2



RESIDENTIAL

Lockport Court, Moneta, Virginia

MLS: 865931

The LTR residential sales division announced the successful closing of the stunning property at 41 Lockport Court, Moneta, on February 22, 2021, for \$1,550,000. This quintessential lake-front estate, located in the prestigious Waverly Place, boasts a magnificent home set on two signature landscaped lots.

Property description: Upon entering, one is greeted by an inviting foyer that leads to breath-taking water and mountain views. The architectural design showcases an open floor plan with high ceilings, extensive crown molding, and seamless flow between the living room, dining area, and kitchen. The main level master suite features a private sunroom, Jacuzzi tub, and separate tiled shower, providing a serene retreat. The great room, adjacent to the formal dining room, offers panoramic views of both the lake and the pool, perfect for enjoying sunrises and sunsets. The main level is completed by a convenient laundry room.

The upper level includes two private bedrooms connected by an open-railed balcony, while the lower level is designed for entertainment and relaxation, featuring a game room, theater room, kitchenette, private bedroom suite, and a fully equipped exercise room with access to stunning lake and pool views. Outdoor living is enhanced by a slate courtyard surrounding the pool area, complete with a pool house, cabana, and private beach for easy lake access. The dock area is a boating enthusiast's dream, with two boat lifts, two electric PWC lifts, four PWC floating platforms, a cabana, seating area with a swing, and ample storage.



BUYER AGENCY

Gobbler Ridge Lane, Moneta, Virginia

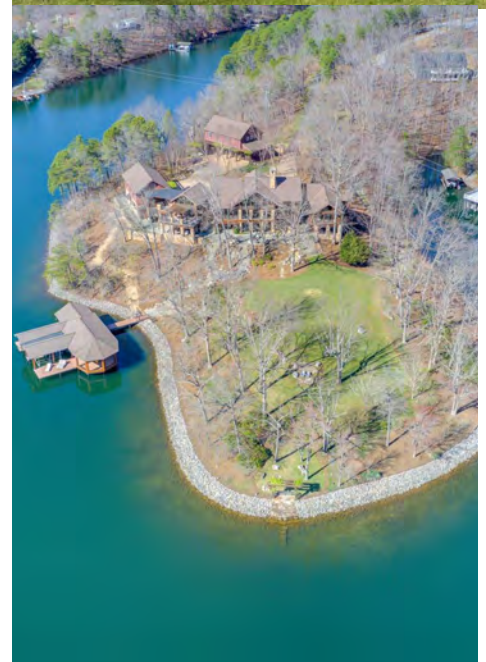
MLS: 888112

Our team was thrilled to represent our buyer in the successful purchase of the exquisite estate at 721 Gobbler Ridge Lane, Huddleston, for \$7,250,000. This luxurious property, nestled on 8.53 acres of prime Smith Mountain Lake real estate, boasts an impressive 13,250 square feet of living space, four bedrooms, and six bathrooms. With 1,200 feet of pristine waterfront, this point lot offers stunning panoramic views that are simply unmatched.

Designed for both comfort and grand entertaining, the home features three fireplaces, providing warmth and ambiance throughout the spacious living areas. The estate also includes both attached and detached garages, offering ample space for vehicle and equipment storage. Boating enthusiasts will appreciate the triple-slip dock, providing easy access to lake activities.

This breathtaking property went under contract and closed in cash within 30 days, exemplifying the seamless transaction process and commitment of our buyer to secure this one-of-a-kind lakeside retreat.

4 Bedrooms, 6 Bathrooms | Square footage: 13,250 | Acres: 8.53



REDEVELOPMENT

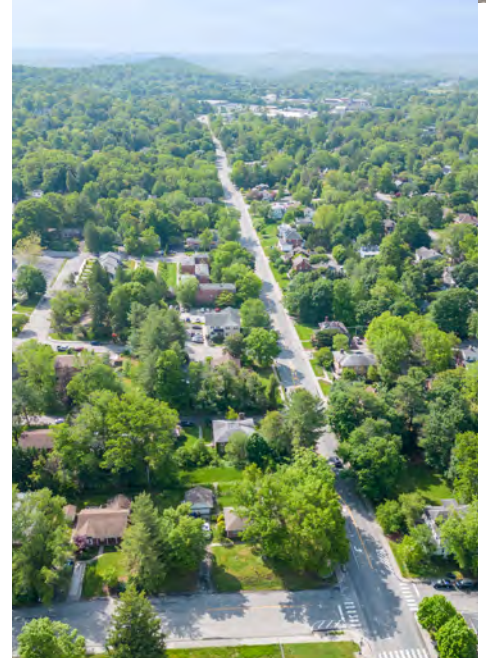
Eheart Street, Blacksburg, Virginia

Pocket listing

Located at 100 Eheart Street in Blacksburg, Virginia, this 0.57-acre lot represents a unique and lucrative investment opportunity. Currently zoned for Planned Residential (PR) development, the property offers the potential to construct up to 27 units, making it ideal for a savvy investor looking to capitalize on the growing demand for housing in this vibrant college town. The existing structure on the property is an income-generating, single-family home that provides an immediate rental opportunity while planning and development are underway.

Nestled in the Mountain View neighborhood, the property enjoys a prime location within a dynamic and rapidly expanding community. This neighborhood is a blend of families, students, and professionals, contributing to a lively and diverse atmosphere. The site's proximity to Virginia Tech makes it especially appealing, as it is just a short walk from campus, allowing easy access to the university's facilities and events. Additionally, the area boasts several parks and recreational spaces, providing a perfect balance of urban living and green surroundings.

This redevelopment project at 100 Eheart Street represents an exciting chance to invest in prime real estate in a vibrant, growing college town. Its strategic location, current income potential, and promising future development possibilities make it an exceptional opportunity for investors seeking to make a lasting impact in one of Blacksburg's most desirable neighborhoods.



PROPERTY MANAGEMENT

LTR Property Management offers comprehensive services designed to maximize the value and performance of your investment. We specialize in property marketing, tenant screening, lease management, rent collection, maintenance coordination, and financial reporting. Our team provides hands-on management, ensuring your property is well-maintained, tenants are satisfied, and your income is optimized. Whether you own single-family homes, multi-unit buildings, or commercial spaces, we handle the day-to-day operations, allowing you to enjoy a hassle-free ownership experience.



A

We know the latest laws & techniques.

C

We provide tenants the ability to auto-draft or pay online.

B

We provide you with an owner portal to view property stats.

D

We know how to pick and screen good tenants.

Why choose LTR Property Management?

DEVELOPMENT

Lyons Team Development is engaged in several projects, each at different stages of completion. Here are some examples...

Downtown Moneta: 1682 beds



Main St Blacksburg: 1800+



University City: 1500+



Lyons Team Development's involvement in the development of residential, commercial, and multi-family projects spans the entire process, from initial planning to final completion. Here's a comprehensive look at the firm's role in each phase:

1. Site Selection & Acquisition

- The firm begins by identifying suitable sites for development based on market research, zoning regulations, and community needs.
- Once a prime location is found, the firm negotiates the purchase, securing land that aligns with the intended project's vision.

2. Market Analysis & Feasibility Studies

- Detailed market analysis is conducted to assess demand, competition, and potential profitability.
- Feasibility studies determine the financial viability of the project, estimating costs, projected returns, and potential risks.

3. Project Planning & Design

- The firm collaborates with architects, engineers, and urban planners to create designs that meet regulatory requirements, community standards, and market expectations.
- This phase includes creating site plans, securing permits, and coordinating with local government for approvals.

4. Financing & Budgeting

- The firm arranges financing through a mix of equity, loans, and investor funds, ensuring the project stays financially on track.
- Detailed budgeting is established, outlining costs for land, construction, marketing, and contingencies.

5. Construction Management

- The firm oversees construction from start to finish, managing contractors, subcontractors, and vendors to ensure quality and timelines are met.

- Regular inspections and project updates keep the construction process aligned with design specifications and budgets.

6. Marketing & Sales

- For residential and multi-family projects, the firm develops marketing strategies, including staging, open houses, and digital advertising to attract buyers or tenants.
- For commercial properties, the firm targets businesses and investors, showcasing the benefits of leasing or purchasing space in the development.

7. Leasing & Property Management

- The firm may handle leasing agreements for multi-family or commercial spaces, negotiating terms and managing tenant relationships.
- Property management services are often provided post-completion, ensuring the project operates smoothly, maintaining value for investors and a positive experience for tenants.

8. Project Closeout & Handover

- Final inspections and quality checks are conducted to ensure the project meets all specifications and safety standards.
- The firm manages the transition, handing over completed units to buyers, tenants, or property management teams.

9. Post-Development Support

- The firm may offer ongoing support, such as managing warranties, addressing maintenance issues, or assisting with future resale opportunities.

Through each stage, **Lyons Team Development** leverages its expertise to ensure projects are completed efficiently, on time, and within budget, delivering high-quality properties that meet market needs and drive community growth.

REPRESENTATION

Real estate agent representation refers to the role an agent plays when helping clients buy or sell property. Agents can represent the buyer, the seller, or both (known as dual agency). A buyer's agent helps find properties, negotiate offers, and guides buyers through the purchase process. A seller's agent markets the property, negotiates with buyers, and works to get the best price for the seller. Representation defines the agent's duties, responsibilities, and loyalty to their client.

01

SELLERS REPRESENTATIVE

Selling a property on your own can be overwhelming with tasks like advertising, showings, negotiations, and paperwork. Let us make it easier for you with our expertise in marketing properties. We'll start with a market analysis to price your property right, offer staging and landscaping tips, and advertise through local and online channels to attract buyers.

02

BUYERS REPRESENTATIVE

As your Buyer's Representative, we simplify property hunting by helping with financing, guiding you through neighborhoods, setting your budget, and identifying must-have features. We'll find and show you properties that fit your needs, saving you time. When you find one you like, we'll analyze similar properties to craft a strong offer and negotiate the best terms for you.

PARTNERSHIPS

Lyons Team Realtors has partnered with, represented, and maintained relationships with several regional, national, and international brands and companies in various capacities.

- ❖ American Land Holdings
- ❖ Brightwater Farms
- ❖ Centra Health
- ❖ Diamondback Development
- ❖ Dominoes
- ❖ Downtown Moneta
- ❖ Frontier Development
- ❖ Hardee's
- ❖ Harmony Towncenter
- ❖ International Church of the Foursquare Gospel
- ❖ JP Morgan Chase
- ❖ Kennedy Shores
- ❖ Lakeside Farms
- ❖ Landmark Development
- ❖ Lawrence Transfer
- ❖ Montgomery County (Virginia) Public Schools
- ❖ Roanoke Gas
- ❖ Roanoke Valley Resource Authority
- ❖ Royal Farms
- ❖ Sheetz
- ❖ Spectrum Development
- ❖ Spring Creek Development
- ❖ Stanley Law Firm
- ❖ Starbucks
- ❖ Tractor Supply
- ❖ Virginia Tech Foundation
- ❖ Waffle House

SERVICES SUMMARY

- ✦ **Selling residential**
 - ✦ **Buying residential**
 - ✦ **Property management – leasing commercial & residential**
 - ✦ **Commercial sales**
 - ✦ **Land & farm sales**
 - ✦ **Specializing in new developments**
 - ✦ **Foreclosures/Short sales**
 - ✦ **Member of ICSC (International Council of Shopping Centers)**
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|--|---|
| ❖ Inclusion on four (4) local MLS systems (Roanoke, New River Valley, Lynchburg, Bright Services) | ❖ More than 50 other sites and search engines via ListHub |
| ❖ Signage on property | ❖ loopnet.com (Commercial & speciality property website) |
| ❖ Company website: www.ltr.realtor | ❖ Brochures and/or prospectus |
| ❖ Web exposure: | ❖ Professional interior & aerial photography |
| ✦ yahoo.com | ❖ Visual tours |
| ✦ zillow.com | ❖ Local agent service |
| ✦ trulia.com | |
| ✦ realtor.com | |



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