

//01

# LISTING GUIDE

w/ The ONE Street Company

ONE  
STREET

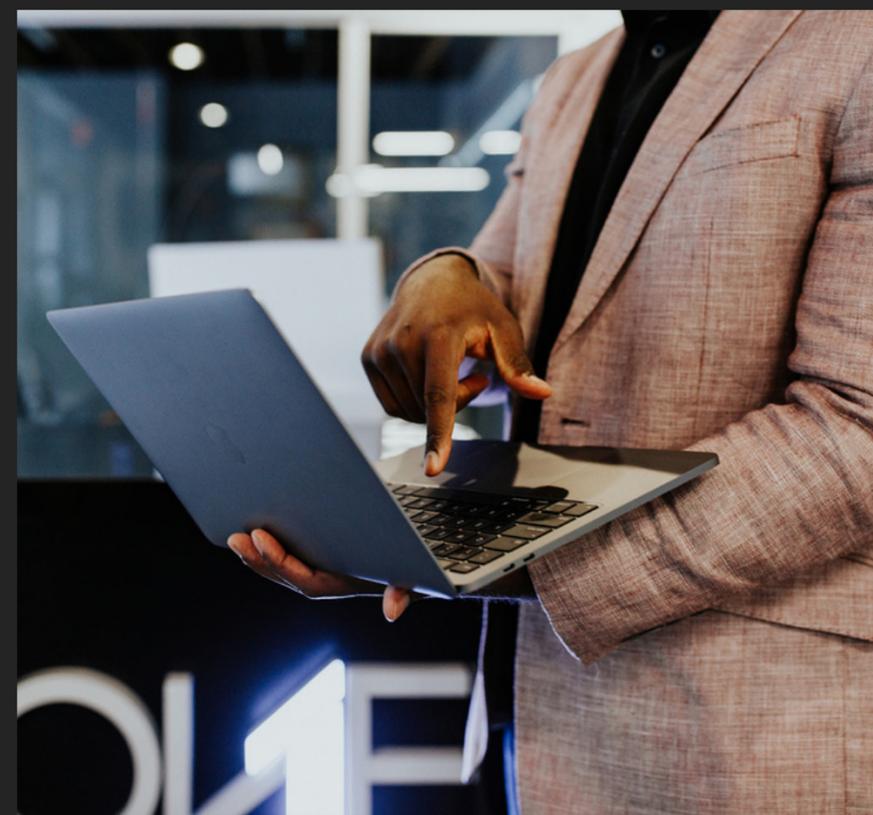


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# WHO WE ARE

passionate experts.



**ONE team.  
ONE goal.  
ONE.**

# **ABOUT US**

At **The ONE Street Company**, clients are our top priority and we take pride in helping them navigate the often stressful and confusing Metro DC real estate market. We have curated a dynamic team of the best DC, Maryland and Virginia real estate agents and have provided them with the most cutting-edge tools and resources to meet every real estate need, head on. No matter where you are on the real estate journey, we have the ability to take you from A to Z seamlessly. Simply put...we win.

ONE Street has grown from one central office in DC to the heart of Bethesda, MD and even further down the coast to Miami, FL. We're growing and we're taking you with us! Our modern office spaces have been designed to facilitate synergy amongst our agents and their clients. These brand new, state of the art offices paired with cutting edge technology and partnerships, create a collaborative environment where every agent and every client are set up to do business and get real results. We are forward thinking, we are nimble. We are real people doing real estate. This formula creates a sense of family, which transcends to ONE Street's clients. Put it all together, and we are the ultimate interactive brokerage in the DMV.

Even in a time of adversity, we crushed last year's sales records and expect to surpass it this year. The bar is raised and we are ready to push past it. LET'S GO!

# WHAT YOU GET

## // Our Secret Sauce //

We offer one of the most comprehensive, forward thinking packages out there. Have a look!

## **MEDIA PRODUCTION**

Professional Photography  
Video & 3D Tour  
Floor Plans  
Website Design  
Property Collateral (print and digital)

## **PROPERTY PROMOTION**

Growth Advertising  
Targeted Email Marketing  
Social Media Management  
High Brand Visibility

# **WHAT WE BRING**

## **DATA & ANALYTICS**

Responsive Market Analysis  
Comprehensive Data Reports  
2M Viewers on all Platforms & Growing

## **PROPERTY SERVICES**

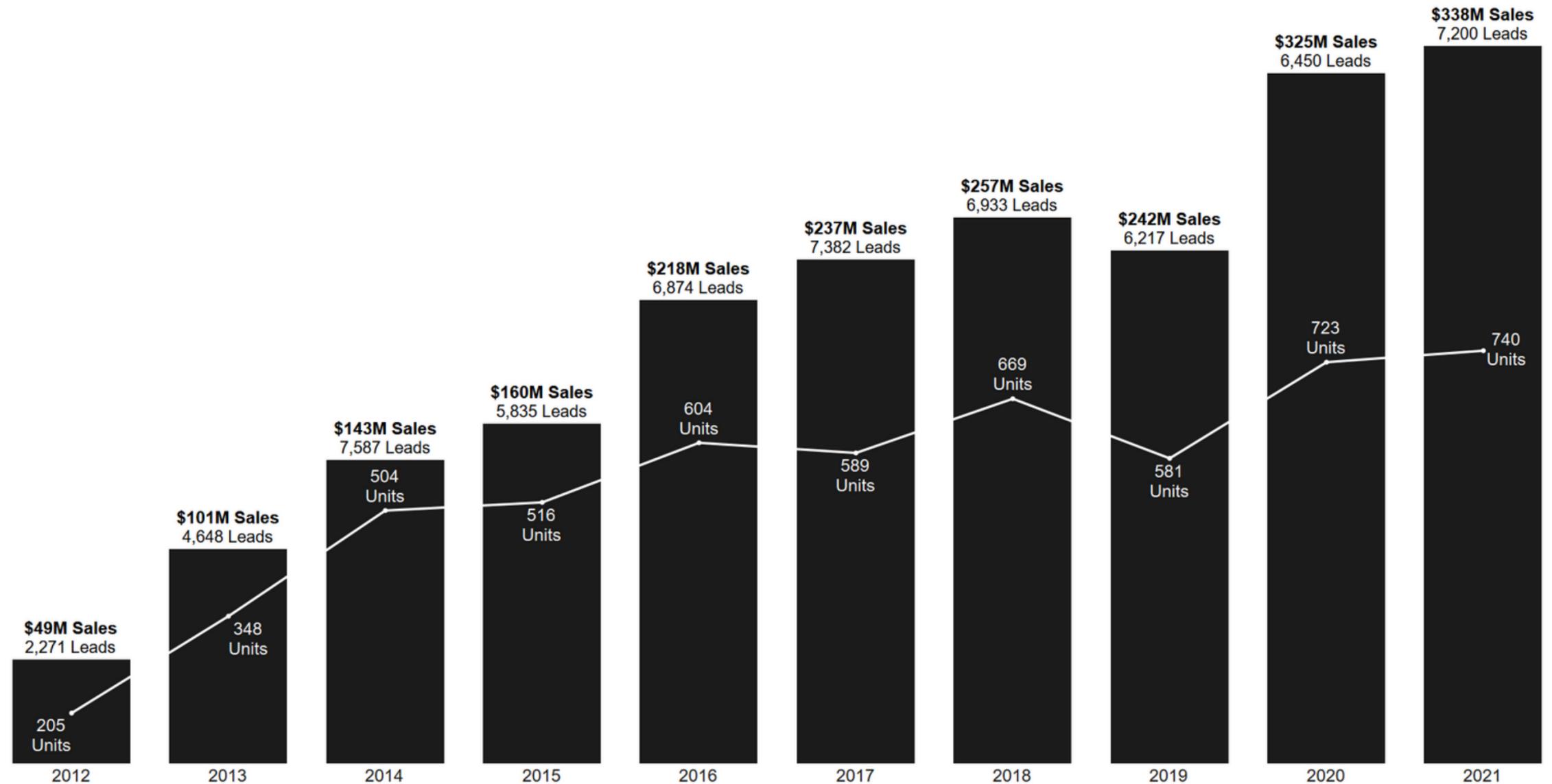
Virtual & Interior Staging  
Car Service  
Broker Previews  
Open Houses, Tours & Showings

## **STRATEGIC PARTNERSHIPS**

Trusted Partners (lenders, title  
companies, etc)  
Vetted Contractors  
Property Management+

...did we mention we are also Zillow Flex Partners!?

# ONE | STREET Flex Program



ONE Street Sales Volume

we've  
got  
zipcodes.

|                             |                           |                           |                             |                             |                           |                             |                           |                           |
|-----------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------------|-----------------------------|---------------------------|---------------------------|
| 20019<br>Avg Size: \$408K   | 20020<br>Avg Size: \$398K | 20011<br>Avg Size: \$499K | 22102<br>Avg Size: \$1,491K | 20016<br>Avg Size: \$2,014K | 20036<br>Avg Size: \$519K | 22201<br>Avg Size: \$658K   | 20748<br>Avg Size: \$287K | 20024<br>Avg Size: \$486K |
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| 20008<br>Avg Size: \$1,624K | 20003<br>Avg Size: \$710K | 22209<br>Avg Size: \$373K | 20815<br>Avg Size: \$938K   | 22207<br>Avg Size: \$1,542K | 20850<br>Avg Size: \$382K | 20007<br>Avg Size: \$3,563K | 20901<br>Avg Size: \$437K |                           |
|                             |                           | 20747<br>Avg Size: \$286K | 20782<br>Avg Size: \$539K   | 20879<br>Avg Size: \$429K   | 20783<br>Avg Size: \$258K | 20707<br>Avg Size: \$367K   | 22202<br>Avg Size: \$625K |                           |
| 20009<br>Avg Size: \$563K   | 20032<br>Avg Size: \$357K |                           |                             | 20878<br>Avg Size: \$392K   | 22042<br>Avg Size: \$626K | 21703<br>Avg Size: \$451K   |                           |                           |

**FLEX Leads from 200+ Zip Codes**  
(top 39 zip codes included in illustration)

- Our Partnership includes over 200+ Zip Codes in the DMV
- \$300M+ million of online lead inquiries monthly

# Things We Are Proud of

## ACCOLADES + MEDIA

REAL TRENDS  
WALL STREET JOURNAL

—————  
#1 Team 8 yrs in a row in units and volume

COMPANY RECORDS

—————  
Sold over \$2B in sales and over  
5,500 units in last 10 yrs

Over \$300M+ in Commercial  
Development Deals

ZILLOW | GOOGLE  
REVIEWS

—————  
Highest rated teams nationally and  
locally with 1,700+ 5 star Reviews

# THE ONE DIFFERENCE

## **BEST IN CLASS DISTRIBUTION**

### Presence on Every Platform

Seller clients of ONE Street benefit from a best-in-class online inventory distribution network to top real estate websites with placement on over 200 sites including, Zillow.com, Realtor.com, Trulia.com, RedFin.com, Homes.com, Facebook, Twitter, Instagram, etc.

## **WE KNOW OUR NUMBERS**

### Results Driven Data & Analytics

ONE Street deploys sophisticated project-based online display advertising, search engine marketing and targeted e-mail campaigns to generate and convert prospects. Our tech and data gives us the ONE Advantage.

## **BRAND POSITIONING**

### Rapport & Recognition

We come to the table with a winning combo of industry excellence and brand recognition. With our vision, best in class agents, and track record, we attract the most discerning buyers locally, nationally, and internationally.

## **WE'VE GOT PEOPLE**

### Partners & Resources

ONE Street comes with a robust web of experts, practitioners, strategists, service providers. Whether it's property management or brand development, when you work with us, you have access to our community and network.

# LISTING WITH ONE STREET

## // Our Profitable Process //

Here, we guide you through the ONE journey, what to expect, and how we position you for success.

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LISTING SERVICE HIGHLIGHT:

# PROPERTY WEBSITES

## DEDICATED MICROSITE

Track & Target

Seller clients of ONE Street benefit from a best-in-class online inventory distribution network to top public real estate websites with placement on over 200 sites including, Zillow.com, Realtor.com, Trulia.com, RedFin.com, Homes.com, Facebook, Twitter, Instagram, etc.

## **INITIAL CONSULT // 1-2 HOURS**

From walk through to marketing plan, we assemble and plan out everything out for your optimal and profitable experience.

## **LISTING AGREEMENT // 2-3 DAYS**

Before your home can be listed for sale, the law requires that you enter into a written and signed Listing Agreement with your ONE Street agent.

## **MARKETING // ONGOING**

ONE Street's extensive social media presence ensures your home is seen by as many potential buyers as possible. If necessary, your home will be professionally photographed and maybe even staged. Such photos can also be used to market your home on 200+ websites and applications, including the Multiple Listing Service. In addition to online marketing, a "For Sale" sign will be placed on your property to attract local buyers and your ONE agent will likely schedule and host Open Houses as needed and possibly a Brokers' Open.

## **ACTIVE LISTING // VARIES BY AREA**

During the time your home is actively for sale, your ONE Street agent will monitor which buyers agents are showing your home to potential buyers and will seek feedback from those agents. Also, your ONE Street agent understands that this can be an anxious time as things can take longer than hoped, but your ONE Street agent will work continuously to make sure that ONE Street is doing the best it can to sell your home quickly and at top dollar.

# **LISTING PROCESS**

...it gets better



## **OFFER & ACCEPTANCE // 2-3 DAYS**

When an interested buyer wants to make an offer, your ONE Agent will negotiate on your behalf with the buyer's agent. Upon receiving a written offer, your ONE Agent will review it with you so its pros and cons can be discussed. Then, your ONE Agent will help you determine whether to accept it or to make a counteroffer. Once you and the buyer have executed a Contract of Sale, you will know the dates by which various items must be completed in order to settle on the agreed upon Settlement Date.

## **INSPECTION, APPRAISAL, LOAN COMMITMENT // UP TO 4 WEEKS FROM CONTRACT**

Depending on the specific term of your Contract of Sale, the buyer may hire a licensed home inspector to inspect the home to determine what, if any, repairs are needed. It is possible that the buyer's agent will negotiate through your ONE Agent for credit payment of such repairs. Thereafter, the buyer's lender will have the home appraised.

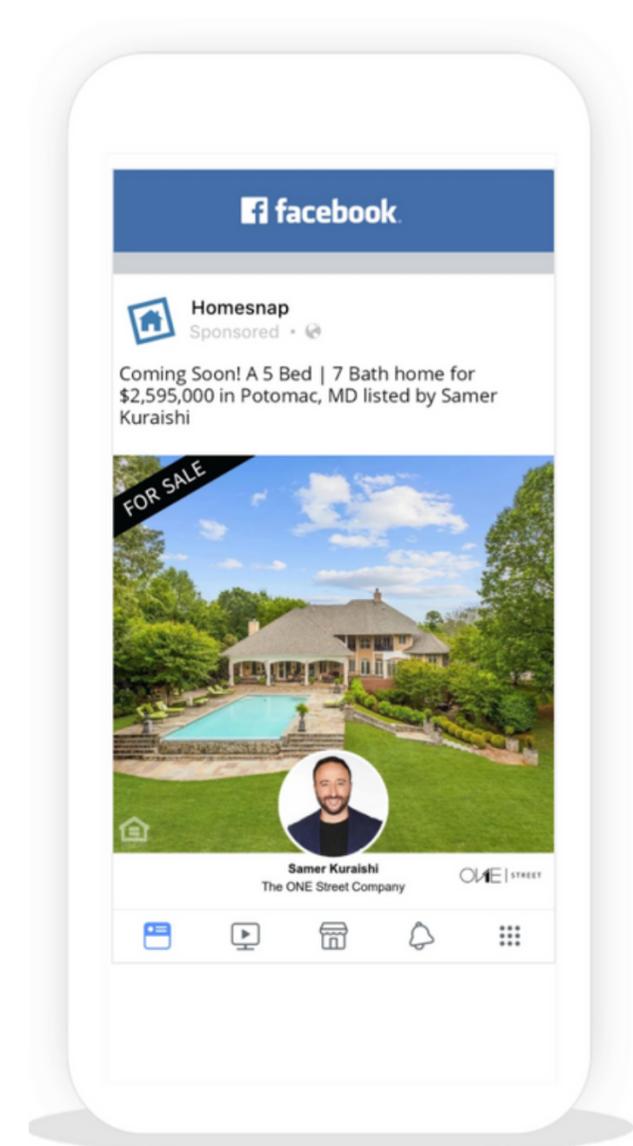
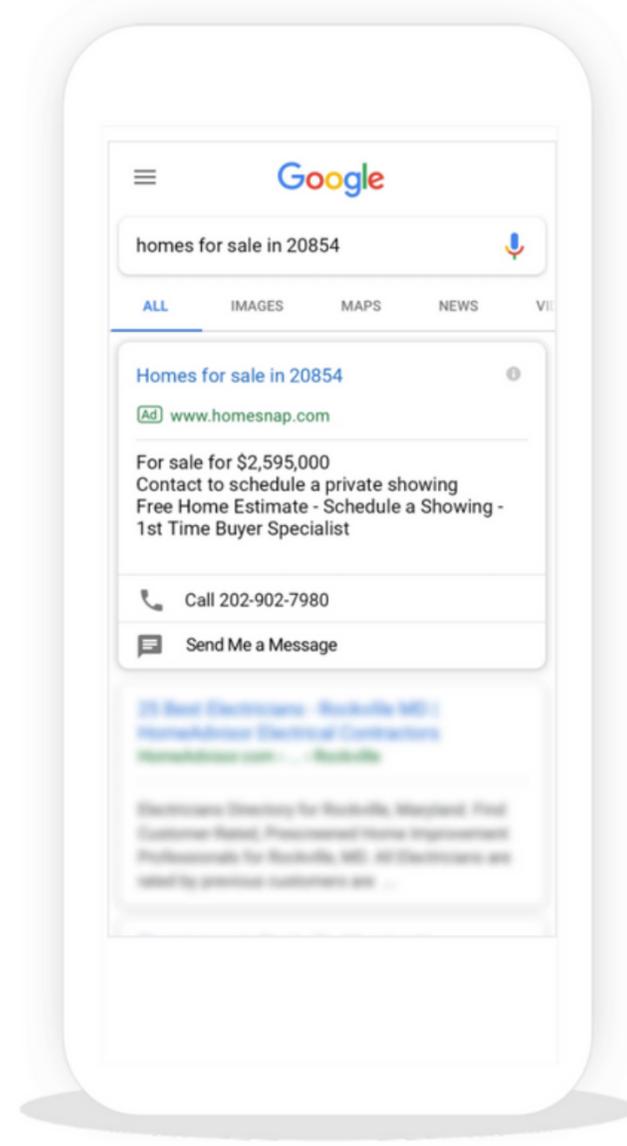
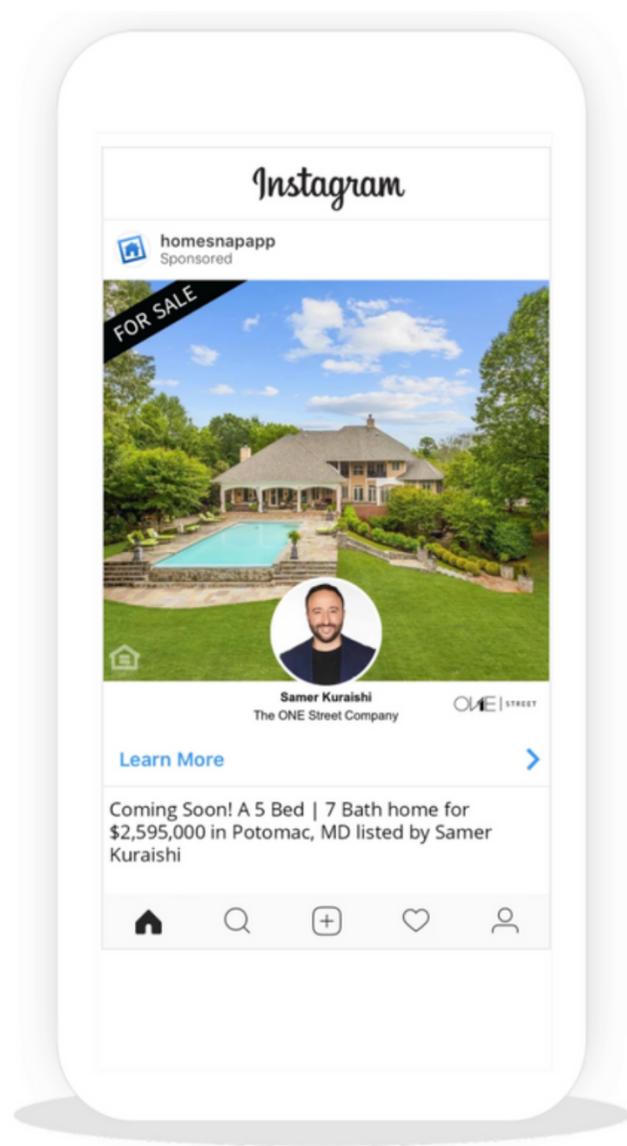
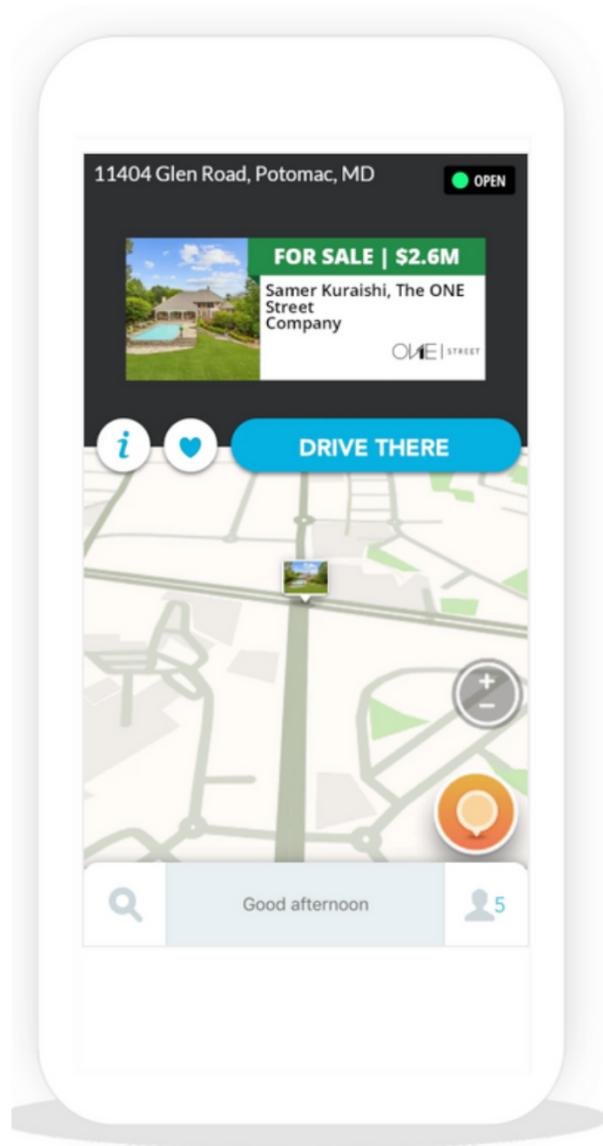
# **LISTING PROCESS**

cont'd.

If the appraised value of your home falls below the purchase price, there may be additional negotiation of the purchase price so that the buyer can properly secure a mortgage. If the appraisal meets or exceeds the agreed-upon purchase price, then the lender will likely issue a loan commitment to the buyer.

**THEN EVERYONE CELEBRATES!**

# WE'RE EVERYWHERE



# DATA & ANALYTICS

// The ONE Advantage //

We have a data department that leverages data and new tech to drive strategies.

|                             |                           |                           |                             |                             |                           |                           |                           |                           |                             |
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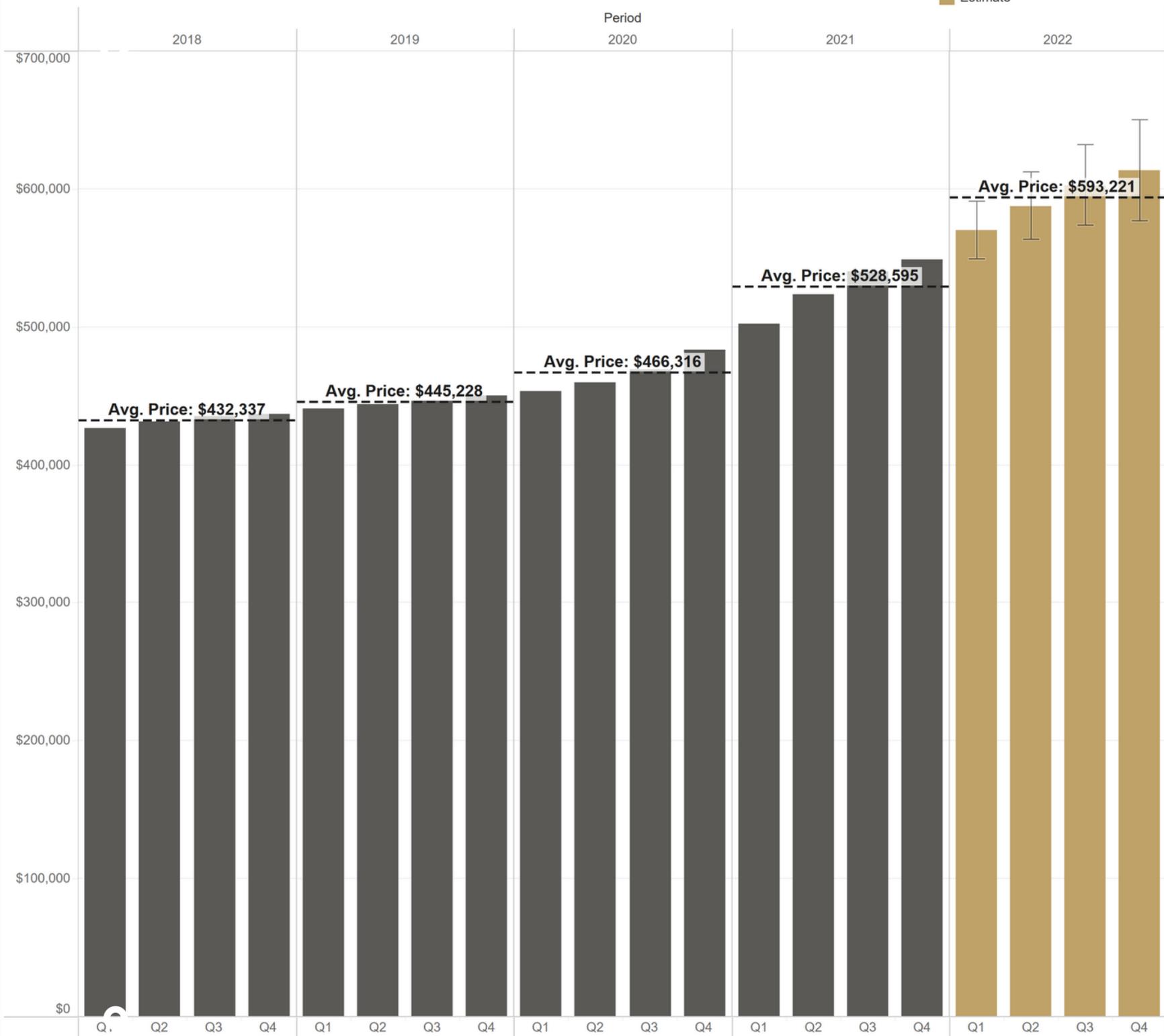
**FLEX Leads from 200+ Zip Codes**  
(top 39 zip codes included in illustration)

## Data Set 1

We OWN over 200 zip codes in the DMV which allows us to have a massive reach and visibility to NOT only market properties but also allows us to bring in our own buyers.

# Property Values Accelerating Upward: Find the ONE Sooner

QoQ Average Inventory Price in Greater Washington (Data sourced from Zillow)



ONE | STREET

The share of *home buyers who used the internet* to search for a home increased to an *all-time high of 97%*

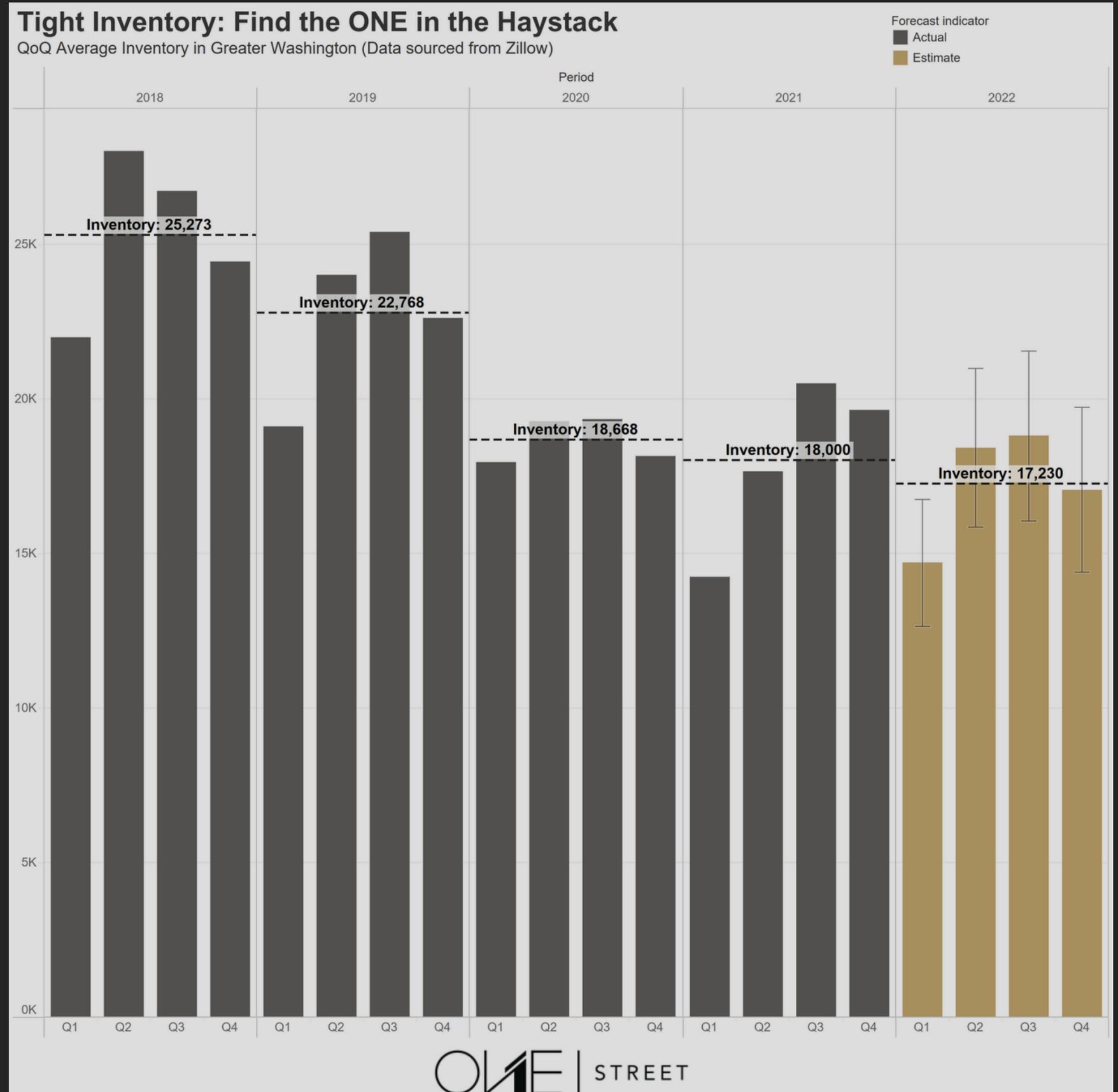
## TIME IS MONEY

With LOW inventory being a thing, we have learned to navigate the market with quickness as the longer it takes to find a home the more expensive the next one will be.

Buyers typically looked at a median of 9 homes and viewed 5 of these homes online only.

## LEVERAGE WHO YOU KNOW

Relationships are KEY to success in this market, being able to have data metrics allows ONE Agents to attack properties faster than the rest, which in turn allows YOU to WIN FASTER.



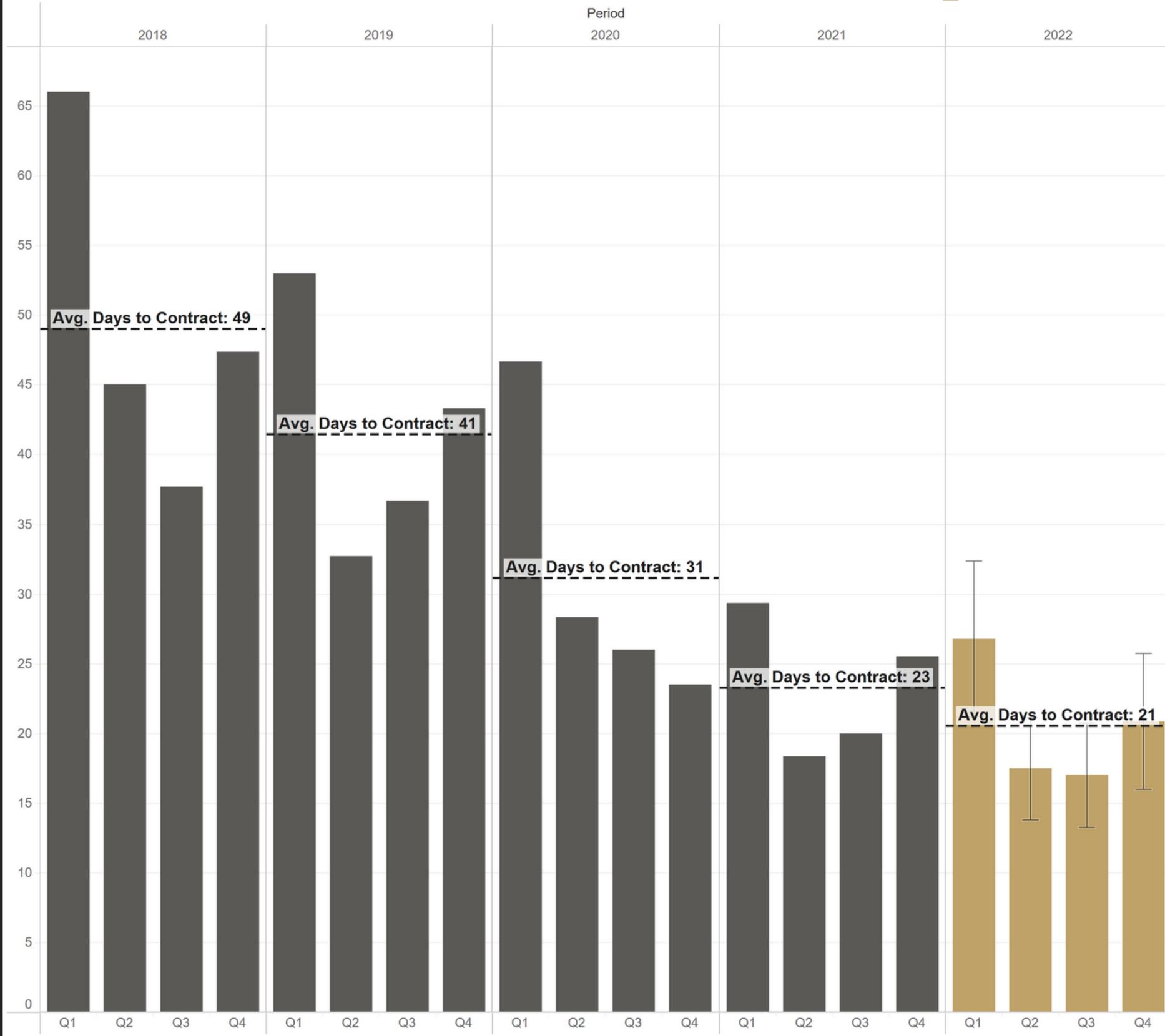
# Homes Sell Faster than Ever Before: Partner with ONE

QoQ Average Days from Listing to Contract in Greater Washington (Data sourced from Zillow)

Forecast indicator

Actual

Estimate



73% of buyers interviewed only one real estate agent during their home search.

## WHY US

Having the right TEAM behind you will allow you to move your asset quicker which in turn allows you to make the next move more seamlessly.

# PROOF IS IN THE PUDDING

// Featured Wins We're Proud Of //

It's ONE thing to SAY we do a good job, it's another to SHOW you.

WANNA SKIP TO OUR [GOOGLE REVIEWS](#) OR [ZILLOW REVIEWS](#)?



# 2200 R ST NW WASHINGTON, DC 20008

## KALORAMA HEIGHTS

6 Bedrooms, 6 Full Baths, 1 Half Bath

### PRICE

\$3,025,000



# 2003 KALORAMA RD NW WASHINGTON, DC 20009

## KALORAMA

6 Bedrooms, 5 Full Baths, 1 Half Bath

## PRICE

\$2,300,000



# 1774 WILLARD ST NW WASHINGTON, DC 20009

**DUPONT**

5 Bedrooms, 5 Full Baths, 1 Half Bath

**PRICE**

\$1,617,500



# 1540 T ST NW WASHINGTON, DC 20009

**OLD CITY**

5 Bedrooms, 4 Full Baths, 1 Half Bath

**PRICE**

\$1,360,000

# 4301 MILITARY RD NW #701 WASHINGTON, DC 20015

## 360 // VIRTUAL LISTINGS

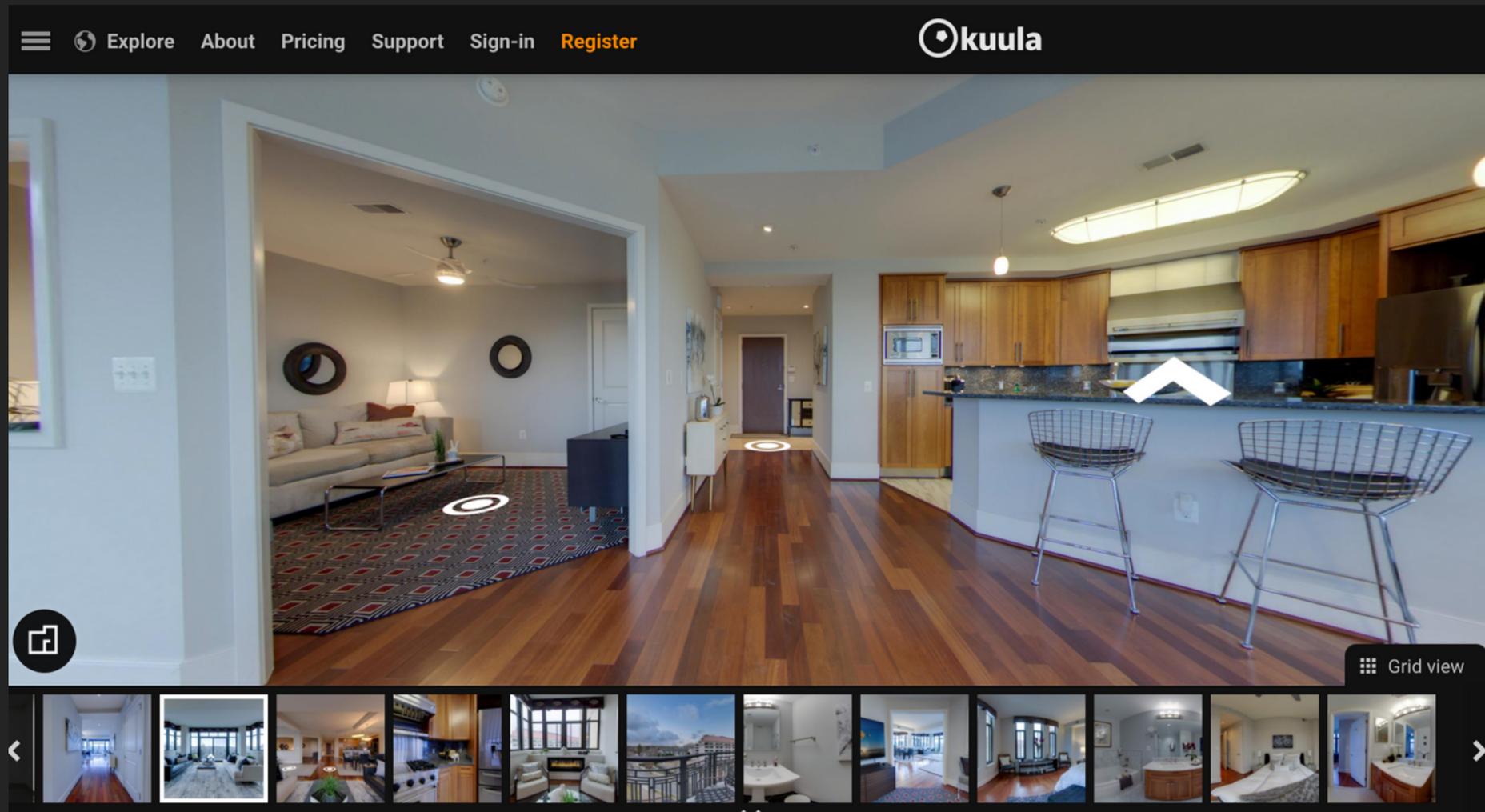
Have a look at our [Virtual Tour Resources](#)

### PRICE

\$1,595,000

### THE CHALLENGE // SOLUTION

Covid was a REAL concern but we didn't waste any time. We quickly pivoted to investing in all virtual tech solutions in order to respond (and succeed ) in the hyper-fast real estate market.



# 810 O ST NW #308 WASHINGTON, DC 20001



## 3D // VR TOURS

Have a look at our [3D Tour Resources](#)

## PRICE

\$949,900

## THE CHALLENGE // SOLUTION

By bringing a space to life and putting the viewer in the driver's seat, it offers an additional digital experience that is interactive and helps convey 'touch and feel.' This positions the seller for success and gives the buyer a sense of exploration.



# 5 STAR REVIEWS

## WE ARE REAL PEOPLE DOING REAL ESTATE

"Without hesitation the best realtor in the biz. Did more than needed to help us find the right place and helped get us the best price."

## ONE TEAM. ONE GOAL. ONE.

"Very very good knowledge about the market. Amazing with process expertise. Very patient with us, always available and great network to support us after the sale"

## WANT TO SEE MORE?

Be sure to check out [our Zillow Page](#)  
Or check out our [Google Reviews](#)



### BEST OF ZILLOW

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### TOP AGENT



## 2020 TEAM-OWNED BROKERAGES BY TRANSACTION SIDES

| Rank | Team Name                | Company                | City       | State | Transactions |
|------|--------------------------|------------------------|------------|-------|--------------|
| 1    | The Samer Kuraishi Group | The ONE Street Company | Washington | DC    | 581.00       |
| 2    | Fulcrum Properties Group | Keller Williams Realty | Washington | DC    | 388.32       |
| 3    | Saydam Properties        | Keller Williams Realty | Washington | DC    | 168.45       |
| 4    | MG Residential           | Keller Williams Realty | Washington | DC    | 137.75       |

## 2020 TEAM-OWNED BROKERAGES BY VOLUME

| Rank | Team Name                | Company                | City       | State | Volume           |
|------|--------------------------|------------------------|------------|-------|------------------|
| 1    | The Samer Kuraishi Group | The ONE Street Company | Washington | DC    | \$241,527,953.00 |
| 2    | Fulcrum Properties Group | Keller Williams Realty | Washington | DC    | \$220,959,968.00 |
| 3    | Saydam Properties        | Keller Williams Realty | Washington | DC    | \$83,443,478.64  |
| 4    | MG Residential           | Keller Williams Realty | Washington | DC    | \$71,302,356.00  |

# RANKINGS

Top 250 Real Estate Teams by TRANSACTION VOLUME

| NAME                             | COMPANY                                       | 2020 SALES VOLUME |
|----------------------------------|---|-------------------|
| 15. Jeff Cook Real Estate        | Jeff Cook Real Estate<br>North Charleston, SC | \$360,447,071     |
| 16. Kris Lindahl Real Estate     | Kris Lindahl Real Estate<br>Blaine, MN        | \$342,237,930     |
| 17. The Reynolds Team Network    | Keller Williams Realty<br>Chantilly, VA       | \$324,725,717     |
| 18. Tamra Wade Team              | RE/MAX Tru<br>Buford, GA                      | \$324,723,613     |
| 19. The Wemert Group             | Wemert Group Realty<br>Orlando, FL            | \$279,274,062     |
| 20. Mark Dimas Team              | Mark Dimas Properties<br>Cypress, TX          | \$272,231,420     |
| 21. The Heyl Group               | Keller Williams Realty<br>Austin, TX          | \$257,957,285     |
| 22. The Every Door Team          | Every Door Real Estate<br>Seattle, WA         | \$254,643,596     |
| 22. The Mike Brown Group         | The Mike Brown Group<br>Meridian, ID          | \$247,093,970     |
| 24. Matt Curtis Real Estate Team | Matt Curtis Real Estate, Inc<br>Madison, AL   | \$243,057,667     |
| 25. The Samer Kuraishi Group     | The ONE Street Company<br>Washington, DC      | \$241,527,953     |



Lead of The Samer Kuraishi Group of The ONE Street Company

### Samer Kuraishi

Zillow Premier Agent

★★★★★ 1339 Reviews

320 sales in the last 12 months

BEST OF ZILLOW

### Our Members



Leslie Shafer

5.0 ★

109 reviews



Matthew Dubbaneh

5.0 ★

92 reviews



Hovick Suleymanian

5.0 ★

70 reviews



Edward Vasquez

5.0 ★

55 reviews



Areej Kuraishi

5.0 ★

45 reviews



Aiden Berri

5.0 ★

33 reviews

# IMAGE IS EVERYTHING

// You're Going to Want This //

This is how we can position you your featured property for success. It is for you, by you.



**8 RUSSELL AVENUE #311  
GAITHERSBURG, MD 20877**

**GAITHERSBURG**

2 Bedrooms, 2 Full Bathrooms, 1 Den

**PRICE**

To Be Determined Upon Visit

**PROPERTY SIZE AND  
CONDITION**

1,440 Square Feet (estimated), Very Good Condition

# 5101 Connecticut Ave NW #7 Washington, DC 20008

## WASHINGTON

2 Bedrooms, 2 Full Bathrooms

## PRICE

\$1,095,000

## PROPERTY SIZE

1,343 Square Feet (estimated)



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**REACH  
OUT**

**ONE | STREET**

**WEBSITE**

[www.onestreet.one](http://www.onestreet.one)

**CONTACT**

O: 202.847.5573

IG: @onestreetco

FB: @theonestreetcompany

**COMPANY EMAIL**

[info@onestreet.one](mailto:info@onestreet.one)

ONE  
Advantage

Listing  
Guide 2022

# DC Office



1725 I ST NW #125 WASHINGTON, DC 20006

# Bethesda Office

ONE  
Advantage

Listing  
Guide 2022



5021 WILSON LN BETHESDA, MD 20814

ONE  
Advantage

Listing  
Guide 2022

# Let's Go!

## Have more Questions?

Is there anything we didn't cover?  
We are only a text // call // email //  
DM // PM away.

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