

TOP AGENT MAGAZINE

JAWAID NAEEM

“The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails.” – William Arthur Ward

Jawaid Naeem has always honored this quote, acknowledging calculated risks and facing them with a positive disposition. Stepping out of the corporate sector as a Director of Operations, he adjusted his sails and ventured into real estate in 2003, earning his brokerage license and launching his own company, ARB Realty, from his home base-ment. Jawaid’s earnest work and honesty soon garnered him a reputation for professionalism within the Greater Atlanta Area and abroad.

Today, Jawaid is the CEO of three distinct businesses, a residential resale outfit, a construction and remodeling company, and a property management company overseeing more than 100 units. Together, these specialties unify under the One Big House company, geared to suit every real estate solution. Based in Alpharetta, Jawaid’s business is driven by his reputation and consistency: the first-time customer becomes the life-long customer. This cycle of repeated and referral clientele, who trust his team and their proven track record, drive the business forward. “People who work with us are happy because we’re able to help them with all their needs—from buying, selling, building, or managing a rental property,” he explains. “My successful portfolio drew the attention of other customers, and that’s how we established our property management work. Then, remodeling demands of those clients led to the start-up of our own construction and remodeling company. We’re unique compared to any other real estate company out there: we cater to every need. In construction, our slogan is *You Dream, We Build*. We provide the best real estate solutions,



so no matter what a client needs—to buy, invest, or build—we’ll provide a solution.”

Relationships are fundamental to Jawaid’s enterprise, no matter the transaction type. Considering his lengthy tenure in the business, he has worked with some of the same families over multiple transactions and generations. “The most rewarding scenario is when people come to me to buy a first-time house, then they come back for their second home at a bit higher price point,

then the same people come back to me to help them build a house,” he explains. “I’ve been in business for a long time, and now their kids are coming to us to help them buy a first home, too. Clients are looking for someone who can give trustworthy information and advice they can rely on. We focus more on helping, rather than just making a sale. We’re here to help clients achieve their target.” In addition to their interpersonal approach, Jawaid and his team have a proven track record to show for it. Last year, they closed roughly \$10-million in volume, with an impressive \$6-million of that figure resulting from off-market sales.

Beyond the office, Jawaid gives back to his professional community through leadership across multiple organizations, including through his local homeowner’s association, and as the president of his office/condo association. In his free hours, he most enjoys time spent with family and gardening.

As for the future, Jawaid intends to keep growth going strong as he continues to foster and develop his team of six agents and two administrative professionals. Now, with seventeen years of expertise and a promising future ahead, the sails are well-adjusted for Jawaid Naeem.

To learn more about Jawaid Naeem
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