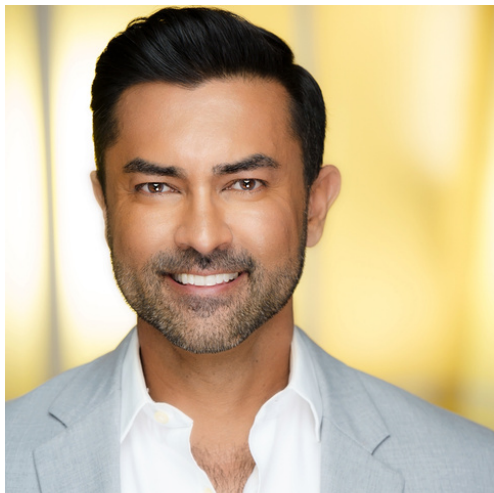


A|KG x YC

PRESS PACKAGE
PRESENTED BY YAWAR CHARLIE







YAWAR CHARLIE

Yawar Charlie is the grandson of Indian film legend, Noor Mohammed Charlie, one of the pioneers of the Bollywood film industry. Following in his family's footsteps, Yawar moved to Los Angeles to pursue a career in Television and Film. After dozens of roles in TV and Film, Yawar turned his focus to Real Estate. Yawar joined Sotheby's International Realty in 2008, eventually forming The Charlie and Sanchez Realty Group. In the spring of 2014, Yawar and his team made the exciting move to join the international real estate brokers Engel & Volkers, in their new Beverly Hills office. In 2016, Yawar was invited to join the real estate powerhouse team, Aaron Kirman Group. Having sold several hundred listings in the Greater Los Angeles area, Yawar prides himself on providing constant attention to detail, genuine care for his clients, vast market expertise, and creativity which has made him one of the top agents in Los Angeles. "I have never forgotten how exciting it was to buy my first home and how hard I had to work to achieve that goal. My motto has always been, 'love the place you live' and this is the focus, energy and dedication I carry through to each and every client transaction."

Some of Yawar's career highlights include:

- Aaron Kirman Group- Top Sales Team in California Volume 2020 (726 Million Sales)
- Aaron Kirman Group- Top Sales Team in California Volume 2019 (453 Million Sales)
- Aaron Kirman Group- Top Sales Team in California Volume 2018 (525 Million Sales) (2016)
- Aaron Kirman Group- Top Sales Team in California Volume 2017 (500 Million Sales)
- Engel & Volkers Ruby award winner for 2014, 2015 and 2016
- Voted Top 10 Realtors in Los Angeles 2009, 2010, 2011 and 2012
- NRT Agents top 100, 2009, 2010, 2011 and 2012 (this includes Sotheby's International Realty, Coldwell Banker and Century 21)
- Top 10 teams in 2012 and 2013 company-wide in transaction sides
- Top new Agent at the Sotheby's International Realty Sunset Strip Office in 2008
- Voted one of the 'Hottest' Brokers in LA by Curbed Magazine 2011 and 2012
- Yawar holds a Master's degree from the University of California, Davis and a BA in Psychology and Communications from the University of San Francisco
- Commissioner for the City of West Hollywood, Historic Preservation Committee (2013-Present)
- Series Regular, "Listing Impossible"- CNBC/NBC (2020)
- Series Regular, "The American Dream TV"- Amazon, Apple, Roku (2019-Present)
- Co-host for the real estate lifestyle show, "Marriage or Mortgage" (2016)

Yawar Charlie provides the ultimate in professional real estate services, coupled with a true personal touch. His is a part of an award-winning team that includes both buyer and listing specialists with extensive background & knowledge in resale and new home sales. If you are considering purchasing or selling residential or commercial property, contact Yawar for a confidential discussion of his team's proprietary international marketing program that consistently delivers successful sales.



AARON KIRMAN

Aaron Kirman is a visionary in luxury real estate. For more than 20 years, Kirman has been on the leading edge of luxury residential real estate, both in the U. S. and abroad. As the top agent in Los Angeles for the past decade and a top five agent nationwide, he has amassed more than \$8 billion in career sales.

Kirman's extensive client base features luxury lifestyle seekers including heads of industry, celebrities, royalty, major lending institutions, and foreign investors. Kirman crafted his career by representing the most prominent architectural and luxury estate communities around the globe, as well as the most exclusive residences owned by some of the world's richest and most famous people.

Named one of the Most Influential People in Los Angeles, Kirman has received international acclaim for record-setting sales across the region. Over a notable real estate career, Kirman has sold the infamous Danny Thomas Estate, the Edie Goetz Estate and Lions Gate Estate, as well as countless others. Kirman's vast knowledge and expertise in selling exclusive properties has helped him to produce some of the highest prices in Beverly Hills, Bel Air, Hollywood Hills, Santa Monica, and Malibu. Kirman also holds the record for highest price per square foot in Hollywood set at \$4,722 where he represented the buyer and seller on Case Study 21.

Kirman currently represents the largest market share of luxury listings in the country with over \$2.2 Billion in active luxury inventory, and with over \$700 Million in sales for 2020. Kirman kicked off 2021 by co-listing "The One," America's most expensive luxury property with 100,000 sq ft perched atop Bel-Air's most exclusive neighborhood for \$350,000,000. His company, Aaron Kirman Group, is located in the heart of Beverly Hills, with a team of over 100 agents and a staff of 10. Kirman also serves as President of the International Estates Division at Compass Realty. Compass Realty is the third largest real estate company in the nation and Kirman holds the number 1 agent position in their network of 18,000 agents.

FEATURED PRESS COVERAGE

THE WALL STREET JOURNAL.



THE
Hollywood
REPORTER



HAUTE RESIDENCE

CNBC

Forbes

INSIDER

Robb Report



People

Los Angeles Times

METROWEEKLY

realtor.com®

THE **REAL** DEAL
LOS ANGELES REAL ESTATE NEWS

inman FORTUNE

VARIETY

ENEWS



A|KG

#1

LUXURY TEAM
IN LOS ANGELES

TOTAL SALES VOLUME IN 2018 - WSJ

\$726,627,632

TOTAL SALES VOLUME
IN 2020

Los Angeles Times



CNBC'S 'LISTING IMPOSSIBLE' DELIVERS HARD TRUTHS TO WAYWARD HOMEOWNERS

When attending red-carpet affairs such as award shows and premieres, celebrity realty agents are likely to don Jimmy Choo heels or a Tom Ford tux. You'll spot Yawar Charlie, however, in a traditional Pakistani kurta.

"I always try to wear South Asian clothes — to represent a part of the world we don't get to see much in a positive light," said the Karachi, Pakistan, native. But making such a bold fashion statement can be too risky when selling pricey homes — a dictum that Charlie and his fellow agents with Compass' Aaron Kirman Group advise their clients on CNBC's "Listing Impossible," which premiered Jan. 15.

On the show, Kirman and crew deliver tough love — along with some staggering staging budgets — to owners of hot-mess mansions that won't bust out of listings. Those jumbo acrylic animal statues that make a Laguna Niguel home resemble the set for "Wild Kingdom"? They've gotta go — along with millions off the asking price.

To sell such untamed listings, Charlie uses "active listening" skills drawn from his former acting career — his grandfather was India's famed Noor Mohammed Charlie, a pioneer of the Bollywood film industry. The elder star played comic hero roles, and as a fan and mimic of Charlie Chaplin, he took "Charlie" as his surname and copied Chaplin's trademark toothbrush 'stache.

ARBITERS

YAWAR CHARLIE

**ESTATES DIRECTOR, AARON
KIRMAN PARTNERS - COMPASS**

As the grandson of Indian film legend Noor Mohammed Charlie, a.k.a., "India's Charlie Chaplin" -- a moniker that provides the latter half of his memorable name -- Yawar Charlie's path to silver screen success was practically guaranteed. That is, until the purchase of his first home ignited a new passion for real estate. Within a year of earning his license, Yawar was a top agent. Today, he's risen to Estates Director with the prestigious team at Aaron Kirman Partners, with a strong emphasis on an international finance collective introducing international buyers to the L.A. market.

WHAT MAKES YOU STAND OUT AMONG L.A.'S REALTORS?

I work with a lot of international buyers, particularly South Asians. Because I speak the language and I understand the culture, I'm able to represent them well. I'm very diligent and I want to make sure we're getting the right deal. I spend my clients' money like it's my own. And I always say 'we' in each transaction.

WHAT GETS YOU UP IN THE MORNING?

In real estate, no day is like any other. I started the hashtag [#yawarsadventuresinrealestate](#) a few years ago as a nod to this. In essence it is the daily variety show of emotions, architecture, locations, and situations that I really love and connect with.

WHAT'S ON THE HORIZON?

I'm putting together a team of investors - a full-service international finance collective - reaching out to developing and emerging markets like never before.

9378 Wilshire Blvd, Suite 200, Beverly Hills,
CA 90212, 323.547.8900, yawarcharlie.com





AD

ARCHITECTURAL DIGEST

"L.A.'S FIRST \$1 BILLION RESIDENTIAL LISTING HITS THE MARKET"

The most expensive property ever listed in Los Angeles doesn't include a house. Instead, the 157-acre, sprawling swath of land accessed by a winding road just a hop-skip from Rodeo Drive comes with a near endless supply of bragging rights. Located on the highest peak in Beverly Hills, The Mountain, as it's been christened, offers a developer's dream of lots of flat land with 360-degree ocean-to-skyscraper views. It even sports L.A.'s most famous zip code, 90210. But when it comes to standing out from the competition, nothing can compare with its price tag: \$1 billion.

"This truly is the crown jewel of Beverly Hills," says listing agent Aaron Kirman of Pacific Union Real Estate of the property, previously owned by Shams Pahlavi (sister of the Shah of Iran) and later by media mogul Merv Griffin. "The views are outrageous; the infrastructure is already here. This is a once-in-a-lifetime property."



NAMED #10 TEAM IN NATION | \$528 MILLION IN SALES FOR 2018

Yawar Charlie - “When you are authentically yourself, that energy draws other people who are like you towards you and that makes your job, life, and general well-being a better place to be”

If I could inspire a movement, that movement would be titled “be yourself.” I live in Los Angeles, and there’s always a temptation to try to be like someone else, pretend to be like someone you’re not, show off in a way you can’t afford. When you are authentically yourself that energy draws other people who are like you towards you and that makes your job, life, and general well-being a better place to be.

I had the pleasure to interview Yawar Charlie. Yawar is the grandson of Indian film legend, Noor Mohammed Charlie, one of the pioneers of the Bollywood film industry. Following in his family’s footsteps, Yawar moved to Los Angeles to pursue a career in Television and Film. After dozens of roles in TV and Film, Yawar turned his focus to Real Estate. Yawar joined Sotheby’s International Realty in 2008, eventually forming The Charlie and Sanchez Realty Group with his business partner Karen Sanchez. In the spring of 2014, they made the exciting move to join the international real estate brokers Engel & Volkers, in their new Beverly Hills office. In 2016, Yawar and Karen were invited to join the real estate powerhouse team, Aaron Kirman Partners. Having sold several hundred listings in the Greater Los Angeles area, Yawar prides himself on providing constant attention to detail, genuine care for his clients, vast market expertise, and creativity which has made him one of the top agents in Los Angeles. “I have never forgotten how exciting it was to buy my first home and how hard I had to work to achieve that goal. My motto has always been, ‘love the place you live’ and this is the focus, energy, and dedication I carry through to each and every client transaction.” Yawar can be seen on “Listing Impossible” on CNBC in the summer of 2019.

Forbes

'REAL ESTATE AGENTS ANSWER: WHAT ADVICE WOULD YOU GIVE SOMEONE LOOKING TO BUILD A CUSTOM HOME?

The biggest piece of advice I could give someone who is considering building a custom home is to make sure that you don't over-customize the home. When you go to resell it, features that are very specific to your family's needs may not appeal to the general public.

Now, if this is your forever home, feel free to go wild and customize at will! If it's not, you might want to make some decisions in terms of design and floor plan that are more classic and timeless, rather than specific. Always remember, your dream home, may not always be someone else's dream when it comes to resale.

- Yawar Charlie, a partner with The Aaron Kirman Group





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