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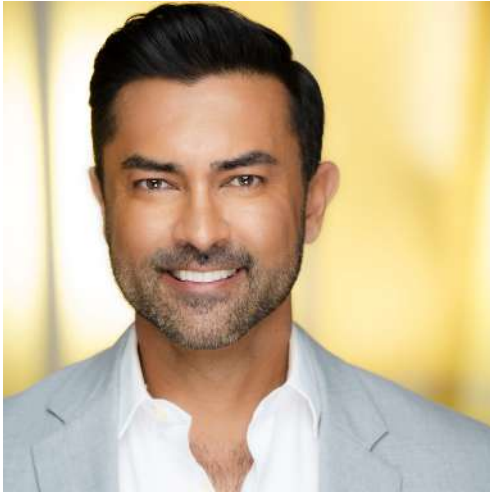
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PRESENTED BY YAWAR CHARLIE

A|KG | CHRISTIE'S
INTERNATIONAL REAL ESTATE



EXPERIENCE THE
ART OF LUXURY



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 2022 (\$1.9 Billion in Sales)
- Aaron Kirman Group - Top Sales Team in California Volume 2021 (\$1.3 Billion in Sales)
- Aaron Kirman Group- Top Sales Team in California Volume 2020 (726 Million in Sales)
- Aaron Kirman Group- Top Sales Team in California Volume 2019 (453 Million in Sales)
- Aaron Kirman Group- Top Sales Team in California Volume 2018 (525 Million in Sales) (2016)
- Aaron Kirman Group- Top Sales Team in California Volume 2017 (500 Million in 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 CEO of AKG | Christie's International Real Estate, which includes a team of over 150. With over \$1.9 billion in sales in 2022, over \$10 billion in personal career sales, and \$16 billion in team sales, Kirman represents the finest estates across the globe and is sought after by the most discerning clients, including titans of industry, celebrities, royal families, major lending institutions and foreign investors. Kirman currently represents the largest market share of luxury listings in the country with over \$2.2 billion in active luxury inventory.

Kirman's black book rolodex of billionaires, along with his vast knowledge and expertise in selling exclusive properties, have helped him to produce some of the highest prices in Beverly Hills, Bel Air, Hollywood Hills, Santa Monica, and Malibu. A prominent figure in the luxury real estate market for the past 25 years, Kirman is known for selling properties priced in the hundred millions of dollars and has received international acclaim for record-setting sales across Southern California, including recently selling The One, the Danny Thomas Estate, the Edie Goetz Estate, and a \$300 million property in the south of France. Kirman's sales of 'The One' set a record for the largest and most expensive home in America which sold at auction in March 2022 for \$126 Million. Kirman is ranked as the number one agent in Los Angeles and among the top five luxury real estate agents in the U.S. by the Wall Street Journal.

The star of TV's hit real estate show, Listing Impossible on CNBC, Kirman is regularly featured in publications like The New York Times, BBC, Forbes, CNN, The Los Angeles Times, Variety, the London Times, E! Entertainment and CBS.

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

E NEWS



RANKED BY 2022 LA COUNTY
SALES VOLUME - LABJ 'THE LIST'

\$1.9 BILLION

SOLD IN 2022

\$16 BILLION

IN PROPERTIES
SOLD

\$500 BILLION

IN VOLUME SALES IN
5 YEARS

900

OFFICES
WORLDWIDE

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



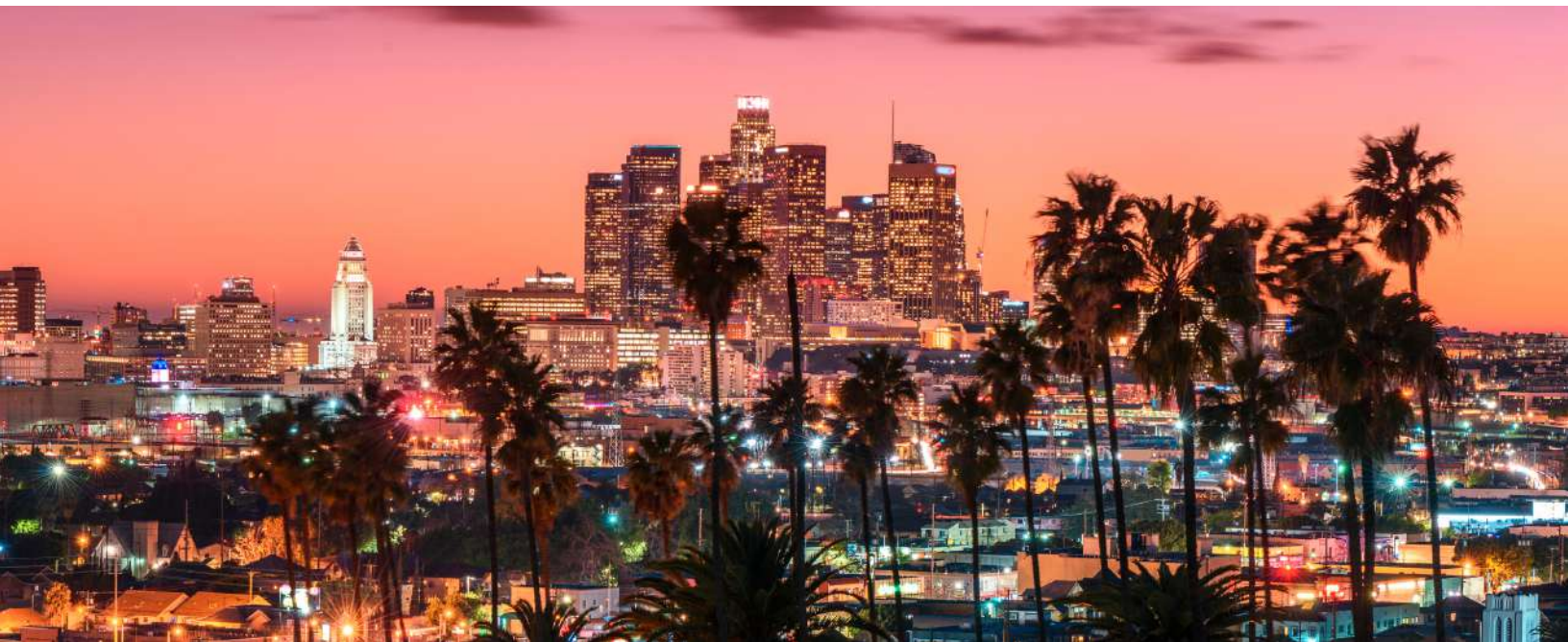
REPORT: LOS ANGELES HAS BECOME THE NATION'S LEAST AFFORDABLE HOUSING MARKET

STUDIO CITY (CBSLA) — Los Angeles has become the least affordable housing market — beating out New York City and even San Francisco — according to HousingWire.com. “I’m not surprised,” Yawar Charlie, director of the Estates Division at AKG, Compass Beverly Hills, said. “Areas that were affordable, now have been transformed. And if you look at the landscape of Los Angeles — think about all the things we have going on in the next 10 years — we’ve got a new football stadium, a new soccer stadium that was just built, lots of infrastructure changes happening downtown, and, oh, this little thing called the Olympics.”

According to HousingWire, an index that combined median income and median home prices made L.A. the worst in the country, and a number of younger residents said they were concerned they will never be able to afford a house. “A lot of people, because of it, have turned to like moving out of state or just out of the area,” Paulina, a 25-year-old resident, said. “But if you look in Burbank-Glendale area or wherever, I know that’s an area I would love to be in because I grew up in that area, but that’s something that right now doesn’t look like a possibility anytime soon.”

Charlie said first-time home buyers need a strong strategy, one that sometimes does not mean being the highest bidder. “There’s a lot of things you can do to make sure that your clients get in the door,” he said. “A lot of that is letters — connecting the buyer and the seller — give it a personal face, because when there’s that connection, it’s not just business. Real estate and homes are an emotional experience.”

Some cities in Orange County also made the list of least affordable, though San Francisco kept its second place ranking.





YAWAR CHARLIE TALKS REAL ESTATE, ACTING WITH MILLIONACRES

What do you enjoy most about being a Realtor? Your greatest satisfaction?

My greatest satisfaction in being a real estate agent is and always has been creating abundance and doing the right thing for my client. At the end of the day that's my goal, and when you look at that as your end goal, everything else falls in place. It's not about me; it's about creating a beautiful, special situation for my clients each and every time.

How does what you do in your market and what you've learned translate to the average Realtor working in a typical market in, say, the Midwest somewhere?

What's interesting is that I've had real estate agents all around the country who have watched Listing Impossible and sent me an email saying they go through the same struggles with their clients. At the end of the day, basic human tendencies when it comes to real estate, when it comes to challenges of the heart, are universal. Buying and selling a home is a very personal, intimate experience which transcends geography.

How do you see the future of your market in, say, the next year or two?

The real estate market in Los Angeles is on fire. We're seeing a lot of people buy and hold real estate; a lot of everyday people are finding they can create enormous amounts of wealth by flipping homes or buying income properties. These people are looking at real estate as a long-term game for them to get to a certain level in life that they want. That's the direction I see real estate going. As we move more toward a digital environment, marketing properties all over the world has become a lot easier. I've been getting inquiries from all over the world from people looking for properties in Los Angeles. That's something that might not have happened 10 or 15 years ago.

Realtors I've worked with over the years have told me that the showing is the easiest part. The selling or buying and getting a contract follows. Then getting it to close is the toughest part. Does that resonate with you?

I like to say the real estate process is like telling your family that you're pregnant. You always want to wait till after the first trimester to tell everybody that you're expecting. In real estate, it's the same thing. You could find the house, make the offer, open escrow, start your inspections, but still, you don't want to tell anybody about it because it's not 100%. Only until you have removed all contingencies and it's looking like the property is going to close can you start to celebrate, but again, until the baby is born -- until escrow closes -- you don't want to pop the champagne, because there could always be complications in the end.

What can you tell us about your personal life that people might not know?

I'm very fortunate to have a very diverse background. I come from a long line of famous actors from South Asia, but I was lucky enough to be raised in the United States. I was also fortunate enough to be a working actor, I was blessed enough to get into the real estate profession and have a successful career for over 13 years, and I was able to marry the person of my dreams on the Grammy Awards in front of 150 million people. I think that's a unique experience! If people want to know about my personal life, my work philosophy, or meet my beautiful dogs, I really encourage them to follow me on Instagram @yawarcharlie.

past properties

1106 HILLCREST
BEVERLY HILLS, CA
\$7,000,000
SOLD



5515 DIXON TRAIL
LOS ANGELES, CA
\$13,750,000
SOLD



1780 STONE CANYON RD
LOS ANGELES
\$3,950,000
SOLD



9406 LLOYDCREST DR
BEVERLY HILLS, CA
\$2,550,000
SOLD



9072 SHOREHAM DR
LOS ANGELES, CA
\$2,949,000
SOLD



1940 BEL AIR ROAD
LOS ANGELES, CA
\$20,875,000
SOLD



1527 RISING GLEN ROAD
LOS ANGELES, CA
\$8,100,000
SOLD



803 N LINDEN DRIVE
BEVERLY HILLS, CA
\$23,300,000
SOLD





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