

CHRISTIE'S
INTERNATIONAL REAL ESTATE
— SOUTHERN CALIFORNIA —

CALIFORNIA'S #1 LUXURY BROKERAGE

CHRISTIE'S INTERNATIONAL REAL ESTATE SOUTHERN CALIFORNIA HAS BEEN THE LEADER IN THE LUXURY
RESIDENTIAL REAL ESTATE INDUSTRY YEAR AFTER YEAR.





Yawar Charlie’s story starts in entertainment and evolves into something even more powerful: connection.

As the grandson of Bollywood pioneer Noor Mohammed Charlie, storytelling is in his DNA. Yawar brought that instinct to Los Angeles, building a successful career in television before making a pivot that would ultimately define him—real estate.

Since 2008, Yawar has become one of Los Angeles’ most respected and recognizable agents, known for blending sharp market expertise with a deeply personal approach. Now a Director of Estates at Christie’s International Real Estate Southern California, he is part of one of the top-producing teams in the country, consistently helping drive billions in annual sales while representing hundreds of clients across the region’s most competitive markets.

His insight extends beyond transactions. Yawar is a trusted voice for national media, frequently called upon to share perspective on market trends, buyer behavior, and the realities of homeownership—offering grounded, real-world advice shaped by years of experience in the field.

But what truly sets him apart isn’t just production—it’s perspective. Yawar understands that real estate is never just about property. It’s about people, timing, and life transitions. His background in entertainment gives him a natural edge in marketing and negotiation, while his long-standing relationships within the agent community often open doors others can’t.

Beyond real estate, Yawar serves as a Commissioner for the City of West Hollywood, where his passion for architecture and community preservation continues to shape the neighborhoods he represents.

Whether working with first-time buyers or seasoned investors, Yawar brings the same philosophy to every transaction: be strategic, be thoughtful, and never lose sight of what home truly means.

Because at the end of the day, it’s not just about buying or selling—it’s about loving the place you live.



CAREER HIGHLIGHTS

YAWAR CHARLIE PRESS BOOK

- Aaron Kirman Group - Top Sales Team in California Volume 2024 (\$3.4 Billion in Sales)
- Aaron Kirman Group - Top Sales Team in California Volume 2023 (\$1.8 Billion in Sales)
- 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)

#1
IN LOS ANGELES

#1
IN CALIFORNIA

\$22B+
IN PROPERTIES SOLD

At Christie's International Real Estate | Southern California, we are proud to extend the legacy of the world-renowned Christie's auction house, representing a distinguished clientele that includes industry titans, CEOs, royalty, celebrities, and everything in between. Our commitment to excellence and unparalleled service is reflected in every transaction, whether it's a historic estate or a contemporary masterpiece.

Our remarkable track record speaks volumes. We have successfully brokered the sales of prestigious properties such as The One Bel Air, The Edie Goetz Estate, John Lautner's Garcia House, Scott Johnson's The Wall House, and Richard Landry's Brentwood Estate, amassing an impressive \$20 billion in properties sold. These accomplishments have revolutionized one of the most competitive industries in the world, earning us the distinguished title of the #1 National Luxury Brokerage* and solidifying our position as unrivaled industry leaders.

With its recent expansion into Orange County, the San Fernando Valley, Santa Barbara and Brentwood, this brokerage continues to soar to new heights. Through our unmatched industry knowledge, unparalleled network, and a steadfast commitment to excellence, Christie's International Real Estate | Southern California remains at the forefront of the industry, leaving an indelible mark on the world of luxury real estate.

*2023 Los Angeles Business Journal

NATIONAL PRESS & MARKET AUTHORITY

Yawar Charlie is a trusted real estate voice regularly called upon by national, regional, business, lifestyle, luxury, entertainment, and broadcast media for grounded insight on the housing market, buyer behavior, home value, design trends, affordability, celebrity properties, relocation, and real estate trends across the country.

- 300+ Media Placements & Syndications
- 2019–2026 Ongoing Expert Commentary
- National, Regional, Trade, Lifestyle & Broadcast Media
- Real Estate | Housing | Design | Luxury | Market Trends

COAST-TO-COAST COMMENTARY

Yawar’s real estate commentary extends beyond California. His press work has covered housing markets, buyer behavior, affordability, relocation, retirement destinations, home value, design impact, and real estate trends across the country — from California to Florida and beyond.

CORE COMMENTARY AREAS

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FEATURED & QUOTED IN



ADDITIONAL FEATURES & SYNDICATIONS:

Realtor.com, MarketWatch, Inman, Livingetc, Real Simple, The Kitchn, Bob Vila, GoBankingRates, Bankrate, TIME/NextAdvisor, SF Gate, LA Weekly, VoyageLA, KEYT News Channel 3-12, Beverly Press, Press Pass LA, Cottages & Gardens, Digs, Modern Homes and other regional, lifestyle, business and real estate media outlets.

Los Angeles Times

CNBC’S ‘LISTING IMPOSSIBLE’ DELIVERS HARD TRUTHS TO WAYWARD HOMEOWNERS

By R. Daniel Foster
January 24, 2020



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.

We chatted with Yawar Charlie from his Carthay Square duplex, shared with husband Jason Miller. Queen Latifah married the pair during the 2014 Grammy telecast, one of 33 couples who tied the knot in a ceremony soundtracked by Macklemore & Ryan Lewis and Madonna.

Forbes

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

By Tara Mastroeni
August 01, 2019



There's no denying that building a custom home is a huge investment of time and money. You're going to want to go into the building process feeling as informed as possible on what you can do to ensure you end up with your dream home. With that in mind, I asked real estate agents to share their best advice on how to make building a custom home a success. Here's what they had to say:

Don't over-customize (if you're planning to sell eventually).

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 at Compass in Los Angeles, California

LOS ANGELES
BUSINESS JOURNAL

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE 2024 – YAWAR CHARLIE

By Staff Author
August 28, 2024



Yawar Charlie is a dedicated real estate agent who not only excels in his professional endeavors but also makes significant contributions to his community. He regularly donates his time and resources to the city of West Hollywood, striving to enhance the city's livability and inclusivity. Additionally, Charlie is deeply committed to various LGBTQ+ organizations, working tirelessly to create a safer and brighter future for all.

In the last 12 months, Charlie has produced \$31,470,130. This success in the competitive real estate market is a testament to his expertise, dedication, and unwavering commitment to his clients. He specializes in luxury properties, providing exceptional service to buyers and sellers. His profound knowledge of the Los Angeles market, coupled with his strategic marketing skills, has earned him a reputation as a top-performing agent in the city. He has been ranked in the brokerage as a top performing volume agent for eight years running.



7221 BIRDVIEW AVENUE
MALIBU, CALIFORNIA



5515 DIXON TRAIL
HIDDEN HILLS, CALIFORNIA



11780 STONE CANYON ROAD
LOS ANGELES, CALIFORNIA



1924 SUNSET PLAZA DRIVE
LOS ANGELES, CALIFORNIA



510 ARKELL DRIVE
BEVERLY HILLS, CALIFORNIA



955 MICHELTORENA STREET
LOS ANGELES, CALIFORNIA



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