

Aziz Khatri brings focus on communication to Oakland Association of Realtors

BY LINNEA SMITH JESSUP
SECTION EDITOR

With 21 years of real estate experience, Aziz Khatri, the recently installed president of the Oakland Association of Realtors, understands the challenges and opportunities Realtors and their colleagues in related fields. He also has been a member of several organizations over the past two decades, and is experienced in working towards group goals.

Raised in Pakistan, Khatri came to the United States in 1978 to attend UC Berkeley, where he earned a bachelor's degree in business, then completed an MBA at Golden Gate University. After working in the banking industry, he says he decided that he wanted to enlarge his focus beyond the corporate world, and his real estate license in 1989. He began to work on the residential side of real estate in Alameda. This busy man also has gained work experience in software and marketing consulting, and is now focusing on commercial real estate. He has been affiliated with Keller Williams Commercial in Oakland for four years.

Khatri was elected to the OAR board in 2008 and last year was president elect, then stepped into the presidency for 2010.

For Khatri, leadership in associations is a large part of who he is and how he chooses to be involved in communities.

He started the Oakland Merchants Leadership Forum about 17 years ago, has served as president and continues as a board member. He has also served on the board of directors of the Oakland Chamber of Commerce as well as its small business committee. Khatri is also a board member and past president of the Grand Avenue Business Association has served on the Spanish Speaking Citizens Foundation and is a past president of the Alameda CAL Alumni Club.

With 20 years in business in the area, "I always like to give back to the community where I'm involved," he said. "It gives me great satisfaction and is a family tradition. I hope to pass that along to my own children," he explained.

As OAR president, Khatri oversees an organization of approximately 1,200 members. He praised the 2010 board: "The board members have lots of experience and there are new members who will bring fresh perspective and new ideas."

He also noted that the OAR's membership renewals for 2010 exceeded the group's anticipated level, which he views as proof of a healthy and focused association.

He says his most important goal is to promote “clearer and better communication between members and the board of directors.”

He is also eager to promote more communication and interaction with other local realty associations in the region, including organizing combined events and increased cooperation.

“It’s so important to provide good customer service to our members,” he added.

He measures success by the level of customer satisfaction with the service provided - to OAR members, to clients and to the public in general, he said.

Khatri values family time with his wife, and two grown children. “I love to just relax and share meals with my family,” he smiled.

Contact Aziz Khatri at aziz@kw.com or through the association at 510-836-3000 and www.oar.org.

Linnea Smith Jessup, Special Sections Manager

925-943-8285

Bay Area News Group -- reaching 2.7 million adults every week in print and online.