

Ali Bavafa

When Ali Bavafa decided to launch a career in real estate, he didn't want to be a broker only in residential and/or commercial. He wanted to do both — and do it internationally as well — and he also wanted to be as sophisticated as possible in the financial elements of real estate.

Basically, he wanted to know it all — from the onset of the transaction to all the documentation, including mortgage loans and financing.

“Most realtors don't understand all the elements of a real estate transaction, particularly financing. I do,” Mr. Bavafa says. “The real estate side — residential and commercial — go hand-in-hand with financing. You can't separate them. I hate to acknowledge that most real estate brokers don't know the finance side of real estate but it's a fact that most of them simply don't have the education and experience about the financing portion of the transaction. To me, it was important to know it all and to master it thoroughly. That's what different about me and my real estate practice.”

Mr. Bavafa, a million-dollar real estate producer who focuses on luxury homes throughout California, goes on to say, “You have to be savvy, especially these days with all the sophisticated tools and resources at your disposal. That's what makes it fun. Just doing real estate and financing are a lot easier nowadays, where you're dealing not only with numbers but the rigorous guidelines. You have to be knowledgeable and educated.”

And Mr. Bavafa is highly educated. He has both a Bachelors and Masters as well as years of extended education in real estate and finance. He is California licensed real estate and mortgage loan broker in addition to having many certifications, including Broker Price Opinion Resource (BPOR), Military Relocation Professional (MRP), Property Management (PMC), Short Sale and Foreclosure Resource (SFR) and Certified International Property Specialist (CIPS).

Mr. Bavafa has been in real estate and mortgage loans now for 16 years — not only in the global real estate market and mortgage lending, but he also specializes in relocation services worldwide.

He has helped many of his clients with FHA, VA, Conventional, Jumbo loans and commercial loans. He is also adept in reversed mortgage loans, Home Equity Conversion Mortgage financing and Reverse Mortgage purchases.

When the real estate boom in Southern California was



unfolding in early 2000, he thrust himself into real estate, learning everything he could about the industry from A to Z.

By 2006, when real estate more than quadrupled in value in Southern California, Mr. Bavafa launched his real estate and finance company as CEO and President of Pega Real Estate & Mortgage Lending.

He specializes in generating multi-million real estate transactions by helping consumers with sales, purchases and leasing residential and commercial real estate properties, originated portfolio of investments in financing, loan modifications, short sale and foreclosure, restructuring mortgage loans to expand a client's investments and for those in trouble of losing their real estate properties.

Mr. Bavafa practices are with Coldwell Banker Global Luxury in Newport Beach and C2 Financial Corporation in San Diego.

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