

Robert F. Vafaie RB-19490
Maui Property CCIM and GRI
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Statement of Purpose

To provide the very best real estate service, sales, management, marketing, supervision and expertise; covering all aspects of the business: brokerage, management, development, and consulting while emphasizing building solid, long term client relationships.

Skills and Expertise

- Certified Commercial Investment Member (CCIM) highest designation NAR issues (see: www.ccim.com/content/what-ccim)
- HI State Real-Estate Brokers License obtained in 2007, CA Brokers License 1992.
- HI State Real-Estate Salesperson License obtained in 2004, CA Salesperson License 1988.
- Millions of Dollars of Sales in Closed Transactions and over a million SF of property managed (ask for references).
- Specialized real estate skills after more than 35 years of experience include: all aspects of sales, service, and operations of real estate including: Residential, Multi-Family, Commercial, Condo, Retail, Industrial, and Land Sales with Leasing, Investment, Business Opportunity, Residential and Commercial/Property Management, Operations Supervision, Budget Implementation, Minor Land Subdivision, Development, Project Supervision, County Process/Entitlement/Permit Mediation, Consultation, Contracting, Political Advocacy, Human Resources, and the responsibilities of running a Full Service Real Estate Company and Business Organization.

Work History and Ethic

- Current: Broker and Team Motivator at Mauiproperty.com, a boutique Sales, Leasing, and Management real estate firm at Compass.com.
- Prudential Iwado Realty, Inc., March 2006 to December 2013, serving at various times as Project Manager, Property Manager, General Operations Manager Executive VP, Broker in Charge, Principal Broker and Owner of the firm specializing in Maui commercial, industrial, residential, investment, special projects (Oversight of Self Storage Operations and Project Management for Kulanaa'o a joint venture with University of Hawaii, Maui campus of a 400 bed student housing facility), supervision of management team for all commercial and industrial properties on Maui and island of Hawaii, development and implementation of budgets, CAM, and reconciliation, acquisitions, Brokerage supervision for Commercial Sales, Leasing and Residential departments, operational manager for all PIRI business concerns such as human resources, insurances, franchise responsibilities, agent retention and recruitment, training, employee policy and procedures, marketing and web design, contract review, drafting, and implementation, construction supervision, and key client maintenance.
- President, Robert Vafaie and Assoc. Inc., established 1994, a Full-Service Brokerage and Property Management Firm, utilizing Asset Preservation, Tenant Relations, and Integrity as key operating principles.
- Full Time Real Estate Broker with Keeler-Dilbeck Realtors/Commercial Group 1990-1994. Built commercial division and oversaw expansion.
- Named Commercial Salesperson the Year 1993, Keeler-Dilbeck Realtors.
- Named Commercial Division Manager at Keeler-Dilbeck Realtors in 1992, responsible for review of all Commercial Accounts, Advertising, Education, and Sales Force.
- Previous: humble slave to family business enterprise, youthful entrepreneur (ask) and 10 years with Dimensional Graphics.
- Owner/Operator of Sports Bar in Glendale, 1989-1991, owner North Shore Bakery and Deli 2014 to 2016 in Paia Maui HI.

Education

- Certified Commercial Investment Member (CCIM)
- 2011 U. of Hawaii-Maui, Building Operators Certificate (BOC) issued by the Northwest Energy Education Institute, on scholarship.
- Graduate Realtor Institute (GRI), 1991, an advanced training course sponsored by the National Association of Realtors.
- Graduated from U.C.L.A., BFA, in 1989.
- Attended Overseas Program through Boston U., studied abroad at The University of Madrid, Spain, in 1985.

Personal Accomplishments

- I am the owner of our personal residence with rental units; happily married with a beautiful wife, daughter, son, and dogs.
- Certified Scuba Diver, Surfer, Motorcycle Rider, Snow Boarder, Computer Literate, Golfer, Excellent Handy-Man from years of property management experience, traveled through Europe, Asia, Pacifica, and the Americas, well read, gourmet, Spanish speaking and if you agree, a great sense of humor.

Professional Committee and Volunteer Work

- 2018 on-going: Maalaea Village Association Board
- 2004-2006: Volunteer for Habitat for Humanity RAM and Maui County Committee Member: Naming of Streets, Parks, and Facilities.
- 1996: President - Los Angeles County Boards of Realtors (a political advocacy and private property rights organization representing over 33,000 Realtors in Los Angeles County), Board of Directors - Foothill Association of Realtors
- 1995: Board of Directors - Foothill Association of Realtors, Vice-President - Los Angeles County Boards of Realtors (LACBOR), CRE/PAC-R/PAC Committee Chair - Foothill Association of Realtors, Member Budget and Finance and Governmental Relations Committee F.A.R.

Final Words

Live, Eat, and Breath Real Estate. Build a good reputation, and a strong client relationship, and plentiful business will naturally follow. Innovate, never Imitate. Nothing is more important to Work than Honesty, Loyalty, and Dedication. Nothing is more important to Life than Family and Friends. Client List, Reference Letters, and more, just ask. Maui No Ka Oi!

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