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FILED

SEP 08 2023

DEPARTMENT OF REAL ESTATE
By B. Nichols (AS)

8 BEFORE THE DEPARTMENT OF REAL ESTATE
9 STATE OF CALIFORNIA

10 * * *

11 To:)
12) NO. H- 7228 SAC
13 JOHN MARTIN NAVARRO)
14) ORDER TO DESIST AND REFRAIN
15) (B&P Code Section 10086)

16 The Real Estate Commissioner (Commissioner) of the California Department of
17 Real Estate (Department) has caused an investigation to be made into the activities of JOHN
18 MARTIN NAVARRO, (NAVARRO), that fall within the meaning of Section 10131 (real estate
19 broker defined) of the California Business & Professions Code ("Code"). Based upon the
20 findings of that investigation, as set forth below, the Commissioner has determined and is of the
21 opinion that:

22 NAVARRO has violated Sections 10130 and 10131(d) of the Code by soliciting
23 borrowers or lenders and/or performing services for borrowers or lenders or note owners in
24 connection with loans secured directly or collaterally by liens on real property or on a business
25 opportunity for or in expectation of compensation, without first having obtained a real estate
26 broker license from the California Department of Real Estate.

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1 • “Navarro’s Financial Investment Solutions, has the personnel that has
2 been working with lenders, investors and individuals for over 20 years. We have sold hundreds
3 of investments while teaching our clients the Art of buy or Advantages of Real Estate Investing.”

4 • “A single investment can earn Our investor 10%-30% return in a three to
5 six month period. Each investment will have a full disclosure for the timeline and Value for you
6 to make a decision.”

7 • “My name is John M Navarro, I am the CEO of NFIS; my essential ideal
8 is to make money and form a team and teach on each investment project we start on and finish.”

9 • The contact information provided on the NFIS website is: email
10 jmsnia@gmail.com and phone number (916) 730-7039.

11 • The NFIS website also contains a link, embedded in the word "Apply",
12 which leads to another website: <https://privatemoneyexchange.com/aff-page-cs/JohnNavarro/>
13 (exchange website).

14 8. The exchange website, uses the business name “Navarro’s Financial
15 Insurance Solutions. The exchange website solicited borrowers and/or lenders for private money
16 loans. The exchange website advertises:

17 • "Wasting time with banks? Use (our) Private Money! Join millions of
18 savvy real estate investors and get funded quickly with capital provided by private lenders -
19 through Private Money Exchange and our network of borrowers and lenders."

20 • The contact information provided on the exchange website is: John
21 Navarro, 9164885626, jmsnia@gmail.com.

22 9. On or about June 20, 2022, NAVARRO, via telephone, solicited and
23 negotiated an undercover Department Special Investigator to arrange a private money loan that
24 was to be secured by real property or improvements thereon for or in expectation of
25 compensation. The Special Investigator called NAVARRO at (916) 730-7039 and posed as a
26 person seeking to acquire financing in order to purchase a house in the Sacramento area. During
27 the call NAVARRO stated that he could get the Special Investigator a line of credit for a 3

1 percent fee. When asked about the 3 percent fee, NAVARRO stated, "The 3 points does indicate
2 the fees associated with obtaining the line of credit." NAVARRO then directed the Special
3 Investigator to apply for a loan at www.apply2021.com, which directs you to the exchange
4 website.

5 10. On March 27, 2023, two Department Special Investigators interviewed
6 NAVARRO. NAVARRO provided the following:

7 • NAVARRO admitted being involved in real estate activities, for himself,
8 providing that he purchases properties. When asked to elaborate on who provides funds for the
9 transactions, NAVARRO replied, "The money comes from private lenders." NAVARRO went
10 on to explain that he purchases lists of private money lenders from the internet. NAVARRO
11 then contacts the lenders, and once the lender agrees to fund the transaction, the lender wires
12 money directly to the escrow company. The lender then puts a lien against the property as
13 security for the loan. NAVARRO admitted that he has not actually completed any transactions
14 providing it is just a "business model."

15 • NAVARRO provided the Special Investigators with a business card with a
16 phone number (916) 730-7093. NAVARRO confirmed that the phone number belonged to him.

17 • NAVARRO admitted that both the NFIS website and exchange website
18 belonged to him.

19 • Regarding the exchange website NAVARRO provided it is a "lender
20 developed website" that was set up so people can apply for private money loans. NAVARRO
21 admitted that he directs people looking to obtain private loans to the website to apply.
22 NAVARRO denied that he was acting as broker but admitted that he does receive compensation
23 in the form of a referral fee.

24 CONCLUSIONS OF LAW

25 11. Based on the findings of fact contained in paragraphs 1 through 10, above,
26 NAVARRO, among other things, solicited borrowers and/or lenders for private money loans
27 and/or performed services for borrowers or lenders or note owners in connection with loans

1 secured directly or collaterally by liens on real property for or in expectation of compensation in
2 violation of Sections 10130 and 10131(d) of the Code.

3 DESIST AND REFRAIN ORDER

4 Based on the Findings of Fact and Conclusions of Law stated herein, JOHN M.
5 NAVARRO IS HEREBY ORDERED to immediately Desist and Refrain from performing any
6 and all acts within the State of California for which a real estate broker license is required, in
7 particular, to immediately Desist and Refrain soliciting borrowers and/or lenders for private
8 money loans and/or performing services for borrowers or lenders or note owners in connection
9 with loans secured directly or collaterally by liens on real property for or in expectation of
10 compensation unless and until a real estate broker license is obtained.

11 DATED: 8.22.23

12
13 DOUGLAS R. McCAULEY
14 REAL ESTATE COMMISSIONER
15
16 

17 -NOTICE-

18 Business and Professions Code Section 10139 provides that “Any person acting
19 as a real estate broker or real estate salesperson without a license or who advertises using words
20 indicating that he or she is a real estate broker without being so licensed shall be guilty of a
21 public offense punishable by a fine not exceeding twenty thousand dollars (\$20,000), or by
22 imprisonment in the county jail for a term not to exceed six months, or by both fine and
23 imprisonment; or if a corporation, be punished by a fine not exceeding sixty thousand dollars
24 (\$60,000)....”
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26
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