

## MEDIATOR PROFILE – James (Jim) Sullivan

### EDUCATION

BA University of California, Santa Barbara  
MDR (Master Dispute Resolution) University of Southern California, Gould School of Law  
Advanced Mediator Training, ADR Program, U.S. District Court, Central District of California

### PROFESSIONAL EXPERIENCE

Jim Sullivan brings to mediation nearly 40-years of experience in real estate working with buyers, sellers, landlords, tenants, real estate attorneys and real estate brokers and agents. He has extensive experience working with standardized real estate contracts, including the CAR RPA. He has worked for more than 15-years as Co-Chair of the AIR CRE Dispute Resolution Committee handling numerous disputes involving multi-million dollar transactions. He works as a mediator in the U.S. District Court, Central District of California assisting parties in resolving ADA Access disputes. He also works as an expert witness in real estate litigation.

Mediator, U.S. District Court, Central District of California  
Mediator, Negotiator, Advisor AIR CRE [www.aircre.com](http://www.aircre.com)  
Mediator, Los Angeles County Superior Courts

### AFFILIATIONS

MC3 Certified Mediator [www.mc3certified.org](http://www.mc3certified.org)  
California Real Estate Brokers License, 1984 to present, License Number: 00840945  
Southern California Mediation Association, Sustaining Member

- Speaker, SCMA Annual Conference, 2019

AIR CRE [www.aircre.com](http://www.aircre.com)

- Co-Chair Dispute Resolution Committee, 2005 to present
- Member, Contracts Committee 2008 to present
- Member Board of Directors, 1988 to present
- Past President, 1998

### STATEMENT

Mediation is the ideal way to resolve disputes in real estate transactions. It is less costly, less time consuming and less stressful than litigation. It is not adversarial. It is focused on agreement and settlement not defeating the other side. Each side is given the opportunity to fully explain its point of view, express its opinions and be heard without interruption. My role as mediator is to listen. I am not a judge or a jury. The final outcome is entirely up to the parties. My job is to assist them in reaching a mutually satisfying agreement.

**FEES:** \$450 per hour | Half Day \$2,500.00 | Full Day \$4,500.00 (half-day and full-day rates include reasonable prep time)

### SERVICE AREAS

Los Angeles, Orange, Ventura, Riverside, San Bernardino Counties  
Zoom-based virtual mediation available throughout California

### OFFICE LOCATION

Downtown Los Angeles

