

## MEDIATOR PROFILE – Joseph L. Stine, ESQ.

### STATEMENT

I have been a mediator since the mid-1990s and **have mediated to settlement hundreds of disputes, including many CAR agreement buyer v. seller non-disclosure and deposit disputes.** In non-disclosure disputes, special attention is given to the seller's transfer disclosure statement (TDS) as supplemented by the standard seller property questionnaire (SPQ). I "reality test" party positions taken during the mediation based on my experiences in representing residential real estate buyers and sellers in litigation and pre-litigation disputes.

My mediation style is to be **prepared, persuasive, and persistent** in bringing CAR disputes to resolution during the session. This means:

- 1) Conducting a thorough review of submitted mediation briefs;
- 2) Initiating pre-mediation calls with each participating counsel;
- 3) Caucusing separately with party/party counsel to listen to their concerns;
- 4) Meeting jointly with counsel to facilitate meaningful negotiation;
- 5) Working through temporary impasses to stimulate negotiations; and
- 6) Memorializing verbal settlements to ensure dispute closure.

During initial private caucus sessions, I begin by getting to know all participants as people and then explain the informal, non-adversarial nature of mediation. The parties and counsel are invited to expand on issues raised in their briefs so that I can fully understand their concerns. We discuss previous efforts at resolution as well as the downside of allowing an arbitrator, judge, or jury to decide the dispute.

I work collaboratively with all participating counsel to bring closure to their client's dispute. If the dispute doesn't settle at the session, each counsel is contacted thereafter to offer continuing assistance. Mediator proposals are offered on request. Every effort is made to enable parties to get a deal done!

### PROFESSIONAL EXPERIENCE

San Diego County Superior Court

Temporary Judge, 1995 - 2015

Settlement Officer, 2000 - 2015

Mediation Panelist for Civil Litigation, 1995 – present

Advanced Mediation Trainings

The Straus Institute For Dispute Resolution, Pepperdine Law School

National Conflict Resolution Center (aka San Diego Mediation Center)

Presenter, Advanced Mediation for SD Superior Court mediators (2026)

Bar Association of Northern San Diego County

Alternative Dispute Resolution (ADR) Section, Founder & Member

Real Property Section, 2011-2012 Chair

Author of 13 published articles on strategic uses of mediation

ADR lecturer on real estate mediation under CAR purchase agreement

#### Private Law Practice

Associate in Houk, Hicks, Spain & Line Visalia law firm, 1981 – 1983  
Sole practitioner No. San Diego County, 1984 – 1988, 2000 - present  
Focus: residential and commercial real estate disputes

#### AFFILIATIONS

State Bar of California, 1979 – present  
Real Property Section, 2005 – present  
MCLE Program presenter on CAR residential purchase agreement, 2021

Bar Association of Northern San Diego County, 1985 – present  
Lawyer Referral Panelist, Real Property Disputes, 2001 - 2015  
Real Property Section Chair, 2011 - 2012  
Board Member, 1998 – 2000, 2013 – 2015  
President – 2016

#### EDUCATION

University of California, Santa Barbara, Bachelor of Arts, 1974  
University of San Diego, School of Law, Juris Doctorate, 1977

#### FEES:

Standard fee: \$450/hr. after \$200/hr. for first 2 hours (online sessions)  
\$525/hr. after \$200/hr. for first 2 hours (in-person in mediator's Carlsbad executive suite or at another location as agreed)

Minimum Service: 5 hrs. - 4 hrs. mediation session time  
1 hr. preparation / counsel consultation

Sessions typically commence at 9:30 a.m. continuing until resolution is reached and confirmed in writing

#### SERVICE AREAS

Statewide (online via Zoom)

San Diego, Orange, and Riverside Counties (in person)

#### OFFICE LOCATION

Carlsbad (spacious executive suite in Palomar Airport area)

**DO NOT CONTACT MEDIATOR DIRECTLY. All mediations must be filed directly with our Center and questions for mediators pre-assignment should be arranged with our Center**