

## MEDIATOR PROFILE – DEB GRACEFFA, ESQ.

### PROFESSIONAL EXPERIENCE

Deb Graceffa brings to the mediation arena a combined 30+ years of experience as a real estate litigator, mediator and transactional practitioner, including extensive hands-on experience as a real estate broker, developer, HOA board member and property manager. In her practice as an attorney and real estate broker, Deb has been involved on multiple levels, and from all sides of transactions, with the purchase, sale, development, construction, leasing and management of residential and commercial real properties. Because she has had “boots on the ground” in a wide range of real estate ventures, she engenders trust from parties attempting to resolve real estate disputes as someone who has hands-on experience in real estate.

Deb’s mediation practice includes resolution of every manner of real estate dispute including:

- **Failure to Disclose in Residential and Commercial Real Estate Purchase and Sales**
- **Earnest Money Deposit Disputes**
- **Realtor/Broker Negligence/Breach of Fiduciary Duty**
- Quiet Title & Partition Disputes
- Professional Liability Claims Against Real Estate Brokers/Agents and Attorneys
- Administrative Actions by the Department/Bureau of Real Estate
- HOA Disputes
- Unlawful & Forcible Detainers – Both Landlord and Tenant
- Wrongful Evictions/Habitability/Retaliation – Both Landlord and Tenant
- Owner Move-In Disputes
- **Construction Defects Matters & Disputes Related to Coverage Issues**
- Rent Board Actions and Violations of Rent Control and Just Cause Ordinances
- Lease Disputes – Residential and Commercial
- Commercial Lease Negotiations
- **Failed Real Estate Transactions (Residential and Commercial)**
- Breach of Contract – Real Estate and General
- Probate Litigation & Elder Financial Abuse
- Litigation regarding Flipped Properties/Construction Defects
- Disputes Regarding Private Real Estate Financing
- Dissolution and Disputes Regarding Business and Real Estate Partnerships
- Strawbuyer, Co-Borrower Disputes
- **Commission Disputes**
- Permit and Code-Compliance Disputes
- Receiverships & Actions by Government Entities Against Property Owners
- Construction/Contractor Disputes
- Foreclosure Disputes
- Private Purchase and Sale Agreements – Residential and Commercial
- **Disputes Between Real Estate Brokerages and Clients Regarding Listing Agreements/Commissions**
- Easement, Boundary, Trespass, Nuisance and Neighbor Disputes
- Marvin Claims and Constructive/Beneficial Interest Claims
- Co-Ownership (Business and Real Estate) Disputes
- High Conflict Disputes Between Parties in Relationship (Family, Neighbors, Co-Workers, Business Partners, Employer/Employee, Property Co-Owners)

## EDUCATION

Law School: University of San Francisco School of Law

Mediation Certificate & Advanced Training: Steven Rosenberg Mediation

## AFFILIATIONS

California State Bar #236622

California Real Estate Broker #01399494

Alameda County Superior Court Alternative Dispute Panel Mediator

Mediator with the Congress of Neutrals for the Contra Costa County Superior Court

The Mediation Society

CEB Real Property Advisory Committee

California State Bar Approved MCLE Provider (Real Estate)

## HONORS AND AWARDS

- “Super Lawyer” – 2015, 2016, 2023; for both real estate and alternative dispute resolution
- “Top Attorney, Northern California’s Outstanding Young Lawyers” San Francisco Magazine

## REPRESENTATIVE TRAININGS / MCLES / PRESENTATIONS (PARTIAL LISTING)

- Failure to Disclose 101 – Understanding the Problems, Claims, Defenses and Resolution So You are Not Upside Down on Your Case (on-going)
- Understanding the Disclosure Obligations of Sellers and Listing Agents
- Mediating Residential Purchase Agreement Disputes (July 2022)
- Up Close with the TDS and SPQ – Understanding your Client’s Disclosure Obligations (August 2023)
- Preparing Disclosure Packets – Understanding the TDS and SPQ
- Earnest Money Disputes in Contingency Free Purchase and Sale Agreements
- The TDS, SPQ and Disclosing the Uptick in Crime (September 2023)
- Defending Residential Failure to Disclose Claims (May 2023)
- Failure To Disclose Claims in Residential Real Estate; Claims, Defenses, Damages and How to Resolve the Cases Cost Effectively in Mediation (July 2023)
- ACBA Bootcamp – Negotiation Module & Cultural Competency / Humility Module
- The Hot Real Estate Market Has a Surprising Downside for Sellers (July 2023)

**STATEMENT:** I take a practical and level-headed approach to helping parties resolve their real estate disputes, no matter what stage they are in. My decades of hands-on experience in a multitude of real estate ventures helps me to better understand the nuances and complexities of real estate disputes and how to help the parties resolve them. I have worked on all sides of disputes, and thus, have a balanced, 360-degree view of problems, how they arose and how to resolve them. I am a direct problem solver and a facilitator. However, I can be evaluative when the situation calls for it. I understand that all disputes have an emotional component to them. I acknowledge and work with the emotional component, without getting mired in it to the point of getting stuck.

**FEES:** \$575 per hour with a four-hour minimum.

**LOCATION/SERVICE AREAS:** Anywhere in the State of California via Zoom or related on-line platforms. In person mediations in Alameda, Contra Costa, Marin, Solano, San Mateo and San Francisco counties.

**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.**