

Jim West

CDRE, RCS-D, CPRES, SRES, CDPE

Real Estate Divorce Specialist
576 Black Hawk Dr Marysville, OH 43040
Mobile: (614) 507-5732
jimwest@jimwestteam.com
DRE#:2004010624

CURRICULUM VITAE

Jim West is a Divorce Real Estate Specialist working in the Columbus Metro Area. Licensed as a real estate agent and an active Realtor since 2004, he is an experienced neutral third party who handles divorce listings and provides up-to-date information on the housing market, including values, sales, and market comparisons. In addition to his expertise in all aspects of real estate, he's certified as a Certified Divorce Real Estate Expert (CDRE™); a Certified Real Estate Collaboration Specialist in divorce (RCS-D™); Certified Divorce Specialist (CDS™) and a Certified Probate Real Estate Specialist (CPRES™). Jim's experience in the legal area and work in Trust and Probate has afforded him the knowledge, experience, and systems to effectively handle the sale of real property in Family Law cases, including high conflict matters, cases with domestic violence, and other legal matters. Mr. West's probate real estate training has allowed him to become an expert in handling conservatorship, trust, and probate estates that provides the expertise needed in legal issues.

In addition to being a Certified Divorce Real Estate Specialist, Mr. West can provide resources to assist in all areas of real estate, including but not limited to legal documents required for family law real estate transactions such as deeds, property profiles, Real Property Value Analysis, title searches and more.

Besides receiving the Team Leader award and the Double Gold Production Award, Mr. West is a member of the \$25 Million Dollar Club and consistently in the Million Dollar Plus Club.

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EDUCATION

The Ohio State University	1983
• BS in Agricultural Business	
Tom Ferry International	2019-Present
• Elite Coaching and Training	
Real Estate Negotiation Institute	2017
• Negotiation Training	
Keller Williams Realty	2008
• Bold Training	
Real Estate Principles, Finance, Practice, Marketing, Ethics and associated continuing education courses	

PROFESSIONAL DESIGNATIONS

Ilumni Institute Master Course Graduate CDRE™	2021
• Anatomy of Divorce	
• The Landscape of Divorce Finance	
• Introduction to Divorce Court	
• The Ethics of Certified Divorce Real Estate Experts	
• Communicating as a Neutral Expert	
• How to Sell a House in Conflict	
• CDRE Fair Market Valuations	
Real Estate Collaborative Specialist – Divorce™(RCS-D)®	2020
• Current	
• Collaborative Continuing Education Council. Inc.	

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MTI Education Certified Probate Real Estate Specialist (CPRES®) 2018

- Empowered with unique training, data and marketing to help and serve attorneys, executors, administrators, trustees and conservatees to liquidate real property

NAR Seniors Real Estate Specialist™ Graduate (SRES®) 2016

- Seniors Real Estate Specialist™ or SRES® designees are REALTORS® are qualified to address the needs of home buyers and sellers age 50+

Charfin Institute Certified Distressed Property Expert (CDPE®) Graduate 2008

- Anatomy of Short Sales
- Bank Required Documents
- Qualifications and How to Document Client Hardships
- The Landscape of Short Sales
- Effect of Bankruptcy on a Short Sale
- How to Stop Foreclosure through a Short Sale
- Getting to a Short Sale Closing Table

PROFESSIONAL QUALIFICATIONS

- Certified Divorce Real Estate Expert - CDRE 2021
- Real Estate Collaboration Specialist Divorce - RCS-D 2020
- Certified Probate Real Estate Specialist - CPRES 2018
- Senior Real Estate Specialist - SRES 2016
- Certified Distressed Property Expert - CDPE 2009
- Certified Residential Specialist - CRS 2007
- Accredited Buyers Representative 2006
- Real Estate License 2004

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PROFESSIONAL HISTORY

Revolution Realty

January 2015 - Present

Broker/Agent

- Top producing Agent 6 Years Straight
- Assist sellers to reach their goals in selling their home
- Continue to work with buyers in order to stay on top of what buyers are looking for in homes
- Central Ohio Metro Area Real Estate Divorce Specialist (Only 1 in central Ohio)
- Taught over 200 hours of real estate training to office agents

Keller Williams Consultants Realty

2004 - 2015

Top Selling Solo Agent

- Top Selling Single Agent 2006 - 2015
- Taught over 500 hours of short sales training to over 100 agents
- Productivity Coach 2006 – 2009 to over 30 agents. Increased their sales volume by an average of 63% all 4 years
- Agent Leadership Council, Culture Committee Chair, and Education Chair

PROFESSIONAL AFFILIATIONS

- Ohio Association of REALTORS
- National Association of REALTORS
- Columbus Board of REALTORS
- Marysville Rotary Club

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TEACHING EXPERIENCE

- How To Sell Short Sales and Stay Out of Legal Trouble
- Getting to the Closing Table During a Short Sale
- How to Run Ads on Facebook That Actually Work
- Secrets of Question Based Selling
- Mastering the Rockefeller Habits

AWARDS

- Team Leader Award - Keller Williams Realty
- Keller Williams Double Gold Production Award
- Keller Williams Gold Production Award
- CBR \$25 Million Dollar Club *2015*
- CBR \$10 Million Dollar Club *2010*
- CBR \$1 Million Dollar Club *2008*