



**PATTY SULLIVAN**  
Realtor®  
Vista Sotheby's International

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**R**ealtor Patty Sullivan represents buyers and sellers in the purchase or sale of their home, primarily on the Palos Verdes Peninsula as well as San Pedro and the Beach Cities. She grew up in the business—her father was a real estate broker who owned his own company, and all of her siblings have worked in the industry. Patty has been an active licensed Realtor for more than a decade and joined Vista Sotheby's International in 2014.

### How do you empathize with your clients?

"I believe the buying and selling of a home is the single most important, exciting and challenging transaction any of us go through. For most people, a home represents their largest asset, and so great thought and consideration must be given to the purchase or sale of their property. Having experienced this process a number of times myself, I've never lost the sensitivity necessary to blend my professionalism

with my understanding of the significance of the sale or purchase of someone's home."

### How would your clients describe you?

"I hope my clients see me as a dedicated professional with a committed interest on their behalf through every part of the purchase or sale of their home. I believe that my clients also appreciate the rapport I have with fellow associates. Creating a cooperative relationship with the agent representing the other side helps all of the negotiations go more smoothly, which serves everyone's best interest."

### What are some of the ways you provide top-notch service?

"From marketing one's home to closing escrow, every detail of the transaction and ongoing negotiations is important. I work to make sure my client understands that they are my priority, and I'm always available to address their concerns and their needs. The

added advantage of marketing a property with Sotheby's cannot be understated. I am able to provide the most extraordinary marketing materials and international exposure possible for my clients and their unique property."

### FAST FACT

Patty has earned the following designations: P.V. Specialist, Accredited Buyer Representative, Senior Real Estate Specialist and Certified Negotiation Expert.

### How do you give back to your community?

"Living in the South Bay offers many opportunities for community involvement, and while I have always been active in this regard, it has been my greatest privilege to serve as a trustee to the Foundation of Providence Little Company of Mary Medical Center for more than 15 years."