

# Stanford

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## DiPali Shah

Affiliate, Graduate School of Business - Executive Education

### Bio

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#### BIO

DiPali Shah is a Silicon Valley real estate broker, entrepreneur, and strategic operator with nearly three decades of experience advising founders, executives, investors, and multigenerational families on complex real estate and capital decisions. Her work focuses on luxury estates, strategic acquisitions, private negotiations, and high-value off-market transactions where discretion, trust, and long-term judgment are essential.

Over the course of her career, DiPali has represented the sale and acquisition of multimillion-dollar properties throughout Silicon Valley and the San Francisco Bay Area, including transactions exceeding \$16 million in Atherton and luxury properties ranging from \$4–10+ million across Los Altos Hills, Woodside, Palo Alto, Emerald Hills, and surrounding markets. She is known for navigating complex negotiations, relationship-driven transactions, and high-stakes decision-making environments where confidentiality and strategic insight are paramount.

Prior to real estate, DiPali worked as a market maker at the Pacific Stock Exchange and in clinical hospital environments in San Francisco and Oakland. These early experiences shaped her approach to probabilistic thinking, behavioral dynamics, and decision-making under uncertainty, perspectives that continue to inform her work across real estate, entrepreneurship, and emerging technologies.

DiPali is an alumna of the Stanford Graduate School of Business through the Stanford Executive Program (SEP) and a graduate of the University of California, Berkeley.

Her current work and research interests focus on the intersection of artificial intelligence, behavioral psychology, markets, and trust-based systems, with particular emphasis on how emerging technologies are reshaping human decision-making, capital allocation, and institutional behavior. She is developing entrepreneurial ventures and strategic initiatives related to AI infrastructure, digital trust systems, and technology-enabled platforms designed for high-stakes and relationship-driven environments.

Her broader interests include global business trends, negotiation strategy, emerging technologies, economic systems, and the psychology of human behavior. She speaks English, Gujarati, and Spanish, with proficiency in Mandarin.