

# Mediation Works!

## The Winning Solution for Buyers and Sellers



**Even the best-intentioned buyers and sellers occasionally have honest disputes with each other. Mediation is an efficient and economical mechanism to resolve such disputes.**

### What is Mediation?

Mediation is a voluntary, confidential process in which disputing parties meet with a neutral third party (the mediator) for the purpose of finding their own mutually satisfying agreement.

### What Types of Conflicts Can I Mediate?

In general, just about any dispute can be mediated. The REALTOR® Association program offers mediation of any dispute between buyer and seller arising out of the Agreement of Sale.

### Why Should I Mediate?

Mediation is all about YOU. YOU control the process and the outcome. Compare this to court where the outcome is forced upon you by a judge. In addition:

- ⇒ Mediation usually takes less time and costs less money than litigation.
- ⇒ Scheduling is usually quicker than a court hearing.
- ⇒ Mediation is confidential.
- ⇒ Mediation is less confrontational than litigation giving the parties an opportunity to be heard and understood in ways that can't be managed in a court hearing.
- ⇒ A mediator provides the buffer that makes it easier for you and the other party to talk, negotiate and resolve the issues; sometimes in ways you never imagined possible.

### Do I Need a Lawyer to Mediate?

Lawyers are not required. You may bring counsel if you wish and you always have the right to have your attorney review any potential resolution before you sign whether the attorney was present for mediation or not.

### How Long Does it Take?

Typically 1.5 - 3 hours. In mediation:

- ⇒ Buyer and Seller each have an uninterrupted opportunity to share their perspective on the situation.
- ⇒ The mediator assists parties in communicating with each other effectively, understanding the other's perspective, identifying important issues, and brainstorming solutions.
- ⇒ The mediator is as a neutral party, does not take sides, make judgments or offer solutions.

**Ask your REALTOR® or contact the Suburban West REALTORS® Association by phone at 610-560-4800 or visit [www.suburbanwestrealtors.com](http://www.suburbanwestrealtors.com) for more information.**



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*Information courtesy of Suburban West REALTORS® Association  
and the National Association of REALTORS®*

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