



MEDIATION WORKS!

The Winning Solution for Buyers and Sellers

Even the best-intentioned buyers and sellers occasionally have genuine disputes. Mediation is an efficient, economic mechanism to resolve such disagreements.

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.

Ask your REALTOR® or contact Tri-County at 610-560-4800 or visit tcsr.realtor for more information.

Why Should I Use Mediation?

Mediation is all about **YOU**.

YOU control the process and the outcome. Compare this to a court where the results are forced upon you by a judge.

In addition:

- Mediation usually takes less time and costs less than litigation.
- Scheduling is typically faster than a court hearing.
- Mediation is confidential
- Mediation reduces confrontation and allows parties to be heard and understood. A court hearing does not provide this.
- 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 for Mediation?

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 Mediation Take?

Typically 1.5- 3 hours

In mediation:

- Buyers and Sellers 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 issues, and brainstorming solutions.
- The mediator is a neutral party, does not take sides, make judgments or offer solutions.



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