

Buyer-Seller Dispute Resolution Services



PRESENTED BY THE DENVER METRO ASSOCIATION OF REALTORS®

Why Use Mediation?

- Low cost
- Little delay
- Win-win outcome
- Collaborative
- Maximum range of solutions
- Improves relationships

Key Features

- Parties voluntarily agree to mediate
- Parties may leave the mediation process at any time
- Parties have complete control over the outcome
- Mediation is a confidential process

NEUTRAL/IMPARTIAL MEDIATOR

- Understands real estate issues
- Remains neutral and impartial
- Discloses conflicts of interest
- Facilitates and assists with negotiations
- Enhances the parties' abilities to understand their own and each other's needs

Mediation Conference

- 1. Mediator's opening statement/questions.**
- 2. Parties' initial statements/questions.**
- 3. Identification of issues.**
- 4. Create agenda.**
- 5. Discussion.**
- 6. Private meeting.** Mediator may meet privately with the parties to clarify needs and explore options for resolution and proposals.

"Mediation lets participants accept responsibility for the outcome of their disputes, as opposed to relinquishing that authority to a third party."

– C. Hilea Walker

Process Overview

- 10 days prior to the session, parties are notified of the mediation process and logistical issues.
- Parties agree to mediate.
- Mediator is selected by agreement of the parties
- Arrangements are made via email or telephone.
 - Date and time typically scheduled within 30 days

"Mediation is user-friendly. It takes a potential conflict and turns it around."

– Larry Apple

7. Building an agreement.

8. Conclusion. Agreement is reached/signed before leaving mediation, or all agree that no further progress can be made, in which case parties are free to pursue arbitration or litigation.

LEARN MORE

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