

Appendix S. Broker/Salesperson Evaluation

1. How many transactions in which you participated did you encourage the parties to pre-commit to mediation any disputes arising out of the transaction? _____
2. What was your approximate rate of success in getting parties to pre-commit? _____%
3. Describe any instances in which you did not attempt to obtain pre-commitment:

4. For parties who did not pre-commit, write the percentage or number who cited the following reason(s).

_____ Did not think disputes would arise.

_____ Thought mediation would bind them to an unfavorable decision.

_____ Attorney recommended against it.

_____ Thought it would be too costly or time-consuming.

_____ Thought resolution would favor the other party or brokers.

Other:

5. Please list activities or approaches that, in your opinion, would achieve a higher percentage of participation by real estate professionals and consumers.

Optional: **Attach Business Card**