Baseline Survey Instrument

Figure 1: Transition from Application

Your application is complete. Would you like to answer a few more questions? It will help us improve the program for other tenants. **You will be paid with a \$15 Amazon or Starbucks gift card.** It should take about 15 minutes. And, one participant will be chosen to also receive a \$500 cash payment!

Yes, I would like to participate in the study.	
No, I would not like to participate in the study.	

Figure 2: Introduction

Here is a little information about the study and your rights as a participant.

You are being asked to participate in a research study conducted by Aviv Caspi and Charlie Rafkin, from Stanford and the Massachusetts Institute of Technology (MIT).

There are no significant risks to the study. It will benefit society by helping us understand whether legal assistance can help tenants facing eviction. The only people who will know that you are a research subject are members of the research team and NPI/The Works.

In some cases, you may be chosen to earn cash, and if you do, we will help you fill out a form to collect the payment at that time.

You were selected as a possible participant in this study because you applied for legal assistance from NPI.

Your participation in this research is completely VOLUNTARY. If you choose to participate you may subsequently withdraw from the study without penalty or consequences of any kind. Data will be stored on secure servers at MIT, and de-identified data may be published alongside the final research paper.

No information about you, or provided by you during the research will be disclosed to others without your written permission, except: if necessary to protect your rights or welfare, or if required by law. In addition, your information may be reviewed by authorized MIT representatives to ensure compliance with MIT policies and procedures.

Do you agree to participate in this study? If you have any questions, you can contact Charlie Rafkin at (312) 533-8205 or crafkin@mit.edu, or MIT at couhes@mit.edu.



Please confirm your age is 18 or older.

Yes, my age is 18 or older.

No, my age is under 18.

Figure 3: Tenant Name

Throughout the survey, you will be asked questions about your plans and preferences.

Your responses won't affect the chances of being chosen to get services from The Works. However, there are other bonuses in this survey! Your responses can affect what you win from that. So, it is always in your best interest to respond truthfully. What is your first name? What is your last name? Figure 4: Address What is your current address? Figure 5: Email What is the best email address to reach you at? We will use this email address to send you the gift card after you complete the survey.

Figure 6: Landlord Name

tŀ	What is your landlord's name? Please think of the person who owns the property and not nee property manager, eviction case manager, or other person you might have interacted with. But if you don't know your landlord's name, you can report that person instead.
	Figure 7: Landlord Role
ls	your landlord, property manager, or some other job?
	They are my landlord.
	They are my property manager .
	They are the eviction case manager at the property management company.
	They are my landlord's eviction lawyer.
	They have another job (explain):

Figure 8: Building Ownership Change

Was there a change in ownership of your apartment within the past 90 days, or did the property manager change in the past 90 days? *Please select all that apply.*

Yes, there was a change in the ownership of the property within the past 90 days.

Yes, the property manager changed within the past 90 days.

No, neither the ownership nor the property manager changed within the past 90 days.

Figure 9: Appearing in Court

Do you plan to appear in Shelby County court for a hearing related to your eviction case? We mean physically appear in court. Think about whether you would appear if you did not get selected to receive eviction counsel.

Yes, I plan to appear in court.

No, I do not plan to appear in court.

Figure 10: Attention Check

It is very important that you pay attention to this survey. Select the number two to show you are paying attention.

0 1 2 3 4 5 6 7 8 9 1

Select the number two.

Figure 11: Intention to Take Seriously

Future decisions about funding this or other programs might be affected by the results we find. Your honest answers are very important.

Will you do your best to answer the following questions as honestly as you can?

Yes, I understand my responses are important, and I am willing to respond honestly to the best of my ability.

Figure 12: Elicitation Introduction

In the following questions, you will be asked what you prefer among a few options. After you finish, there is a chance one of your choices will be implemented in real life. Thus, it is always in your best interest to give your honest answers about what you prefer.

Here is how it will work. You will be enrolled in a lottery. There is a chance of being selected. If you are selected, we will take one of the questions at random. Then, we'll do what you said you wanted us to do. If you win, only one question would be implemented.

Your answers to the following questions will determine what happens if you win the lottery. However, your responses will not influence your chances of winning. Whether or not you win is completely random.

Remember that it is always in your best interest to give your honest answers about what you would prefer. Your choices may actually be implemented.

Figure 13: Elicitation Comprehension

This is to confirm you understand.

Will your responses affect your chances of being offered services by NPI/The Works?

Yes, my responses will affect my chances of being offered services by NPI/The Works.

No, my responses will not affect my chances of being offered services by NPI/The Works.

Figure 14: Elicitation Comprehension: If Incorrect

That is incorrect. Your responses will NOT affect your *chances* of being offered services. Your chance of being chosen for services is completely random.

For this reason, it's in your best interest to respond honestly about what you actually prefer.

Figure 15: Elicitation Comprehension: If Correct

That is correct. Your responses will NOT affect your *chances* of being offered services. Your chance of being chosen for services is completely random.

For this reason, it's in your best interest to respond honestly about what you actually prefer.

Figure 16: Lawyer WTA Introduction

In the following questions, we will ask you whether you prefer receiving money or access to a lawyer who will represent your case in Shelby County eviction court.

This choice will only take place if you are selected to receive a lawyer. If you are selected to receive a lawyer and win the lottery, then one of the choices you are about to make between cash and a lawyer may be implemented.

Your choices will not affect your chances of being selected in the first place. They just affect what you will get if you are selected.

If you are selected, you will also earn a \$50 bonus payment.

We will ask you a series of questions about whether you want money or a lawyer. We will randomly choose one of the possible questions. Using your answers, we will determine what you want us to do.

If your choice is selected to be implemented, we will contact you to confirm. You can change your choice at that time. But, if you choose to change your choice then, you will lose the additional \$50 bonus.

Remember, it is always in your best interest to tell us what you actually prefer.

Figure 17: Endowment Confirmation

If you are selected in the lottery, how much money will you receive up front?

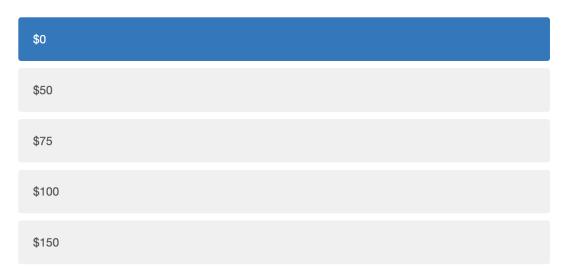


Figure 18: Endowment Confirmation: If Incorrect

That is incorrect.

You would receive \$50 upfront.

Now, imagining you have already received the \$50, we are going to ask you about whether you would want additional money or a lawyer.

Figure 19: Endowment Confirmation: If Correct

That is correct.

You would receive \$50 upfront.

Now, imagining you have already received the \$50, we are going to ask you about whether you would want additional money or a lawyer.

Figure 20: Lawyer WTA

Would you prefer to have access to a lawyer or \$500 of money? This is in addition to your bonus payment of \$50. I would prefer a lawyer I would prefer \$500 Which would you 0 0 prefer? Figure 21: Lawyer WTA: If \$500 Would you prefer to have access to a lawyer or \$400 of money? This is in addition to your bonus payment of \$50. I would prefer \$400 I would prefer a lawyer Which would you 0 0 prefer? Figure 22: Lawyer WTA: If Lawyer Would you prefer to have access to a lawyer or \$600 of money? This is in addition to your bonus payment of \$50. I would prefer a lawyer I would prefer \$600 Which would you \bigcirc \bigcirc prefer?

Figure 23: iPad WTA Introduction

In the following questions, you will be enrolled in a separate lottery for money or given a 9th generation iPad. We will ask you a series of questions about whether you want money or an iPad.

Your choices will not affect your chances of being selected in the first place. They just affect what you will get if you are selected.

If you are selected, you will also earn a \$50 bonus payment.

We will randomly choose one of the questions. Using your answers, we will determine what you want us to do. It is always in your best interest to be truthful.

Figure 24: iPad WTA

Would you prefer to have an iPad or \$160 of money? This is in addition to your bonus payment of \$50.

	I would prefer an iPad	I would prefer \$160
Which would you prefer?	0	0

Figure 25: Hypothetical Move WTA Introduction

Imagine you needed to leave your current unit. We are going to ask you a series of questions about whether you would want money or more time in your unit before being asked to leave. You would have to pay rent during the time before you left.

These questions are hypothetical, but please consider your answer carefully. It is very important for the research that you answer to the best of your abilities.

Figure 26: Hypothetical Move WTA

Would you prefer to have 1 additional weeks before you had to leave your unit or \$300 of money?

	I would prefer 1 additional weeks	I would prefer \$300
Which would you prefer?	0	0

Figure 27: Ability to Pay Bills

Which best describes your ability to pay all of your bills in full this month? *This question will not affect whether you are chosen for assistance.*

I am able to pay all my bills.	
I can't pay some of my bills.	

Figure 28: Ability to Pay Bills: Details

Are you expecting to be able to fully pay each of the following bills this month?

	Yes, I am able to fully pay this bill	No, I am not able to fully pay this bill
Rent or mortgage	0	0
Credit card	0	0
Water, gas, or electric bill	0	0
Phone or cable bill	0	0
Car payment	0	0
Other bills	0	0

Figure 29: Landlord Relationship

How good is your relationship with your landlord?
Our relationship is very good.
Our relationship is good.
Our relationship is okay.
Our relationship is bad.
Our relationship is very bad.
Figure 30: Open Ended
Do you have any thoughts about that you want to share? These reflections will be kept private from them. If used for research purposes, they will be kept anonymous.

Figure 31: Lawyers Open Ended

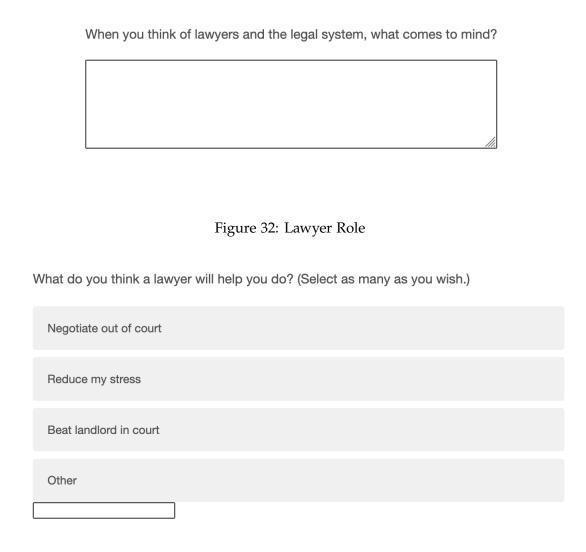


Figure 33: Experience with Lawyer

If you have had trouble with a landlord before, have you gotten a lawyer to help you? Think of any time you might have been in trouble with your landlord, not just the current situation.

Yes, I got a lawyer when I was in trouble with my landlord before.

No, I didn't get a lawyer when I was in trouble with my landlord before.

N/A, I have never been in trouble with my landlord before.

Figure 34: Others' Intentions

How well does the following statement describe you as a person?

As long as I am not convinced otherwise, I assume that people have only the best intentions.

Please use a scale from 0 to 10, where 0 means "does not describe me at all" and a 10 means "describes me perfectly". You can also use the values in-between to indicate where you fall on the scale.

Does not describe me at all 0 1 2 3 4 5 6 7 8 9 10

How well does the statement describe you?

Figure 35: Lawyer Effect Predictions Introduction

We are going to ask you some more questions about what effect you think lawyers have. We will pay you a bonus if your answers are close enough to the truth.

For these questions, think about the tenants who apply to the legal program at The Works that you just applied for, between 9/1/2022 to 9/1/2023, and who have eviction filings when they apply.

Remember, an eviction "filing" is a formal notice that the landlord has started the process of an eviction. But the case still has to go through court.

If the landlord wins in court, they get a "judgment," which gives them the right to evict a tenant.

Choose your responses carefully. You always maximize your payment if you report guesses that are more accurate. You may request more details if you are curious about how the payment works.

Yes, show me the details about the payments.

No, I am ready to go on to the questions.

Figure 36: Lawyer Effect Predictions Introduction: Additional Details

You will be enrolled in a lottery with a 10% chance of winning. We are going to ask you two separate questions about how many tenants will receive eviction judgments.

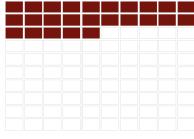
If you are chosen to win the lottery, we will choose one of the questions at random.

If your response is within 10 percentage points of the correct answer for that question, you will earn \$20 in an extra Amazon gift card. We will send that gift card to your email on file when the study concludes.

Figure 37: Unrepresented Tenants: Prediction

First, think about tenants who apply and have filings but do NOT get a lawyer. Out of 100 tenants who apply and do NOT get a lawyer, how many would lose and get an eviction judgment in court within 90 days?

To help you, there are 100 boxes below. When you type in an answer, that number of boxes will turn maroon. Each maroon box represents a tenant who applied but did not get a lawyer and then loses in court within 90 days. As you fill in more boxes, this means you think more tenants would lose and get eviction judgments.



25

tenants lose and get judgments.

Figure 38: Unrepresented Tenants: Confirmation

You just said that out of every 100 tenants who apply and have filings but do NOT get a lawyer, 25 lose and get a judgment. To confirm, this means that 25% lose and get a judgment and 75% win. Is that answer right?

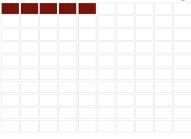
Yes, I meant that 25% of applicants would lose and get a judgment.

No, I would like to go back and revise my answer.

Figure 39: Represented Tenants: Prediction

Now, think about tenants who apply and have filings but DO get a lawyer. Out of 100 tenants who apply and DO get a lawyer, how many would lose and get an eviction judgment in court within 90 days?

To help you, there are 100 boxes below. When you type in an answer, that number of boxes will turn maroon. Each maroon box represents a tenant who applied but did get a lawyer and then loses in court within 90 days. As you fill in more boxes, this means you think more tenants would lose and get eviction judgments.



5 tenants lose and get judgments.

Figure 40: Represented Tenants: Confirmation

You just said that out of every 100 tenants who apply and have filings but DO get a lawyer, 5 lose and get a judgment. To confirm, this means that 5% lose and get a judgment and 95% win. Is that answer right?

Yes, I meant that 5% of applicants would lose and get a judgment.

No, I would like to go back and revise my answer.

Figure 41: Past Experience with Lawyers

How many times in the past have you worked closely with a lawyer, in any capacity?



Figure 42: Past Eviction

Not counting the current eviction filing, have you ever received an eviction notice in the past from a previous landlord?

Yes, I have received an eviction notice from a previous landlord.

No, I have not received an eviction notice from a previous landlord.

Figure 43: Trust Game: Introduction

You are almost done! There is just one activity left, and then you will be eligible for your \$15 gift card.

The next activity will involve a chance for you to receive an additional award.

Here's how the activity will work. There is a chance you will be chosen to win \$100.

If you are selected, you will be paired with another participant. You will be given \$100. You can choose to transfer none, some, or all of the \$100 to the other participant.

If you give some or all of the money to them, the money you give them will be **tripled**. They can then choose to send some of it back to you. The other participant only has the money that you give to them.

All the money for this game will be paid when the study concludes. If you keep money, it will be paid to you at the same time as any money that the other participant sends back to you.

Your identity will always remain completely anonymous to the other person. They will only know that you are a tenant who applied for the program.

Figure 44: Trust Game: Visualization

To help you understand the activity, we will do a simple example.

You start with \$100. Imagine you choose to give \$80 and keep \$20. Then the other participant will get \$240, since that triples the \$80. They can choose to give some of the \$240 back to you or not. In that case, you will take home \$20, as well as however much they choose to give you.

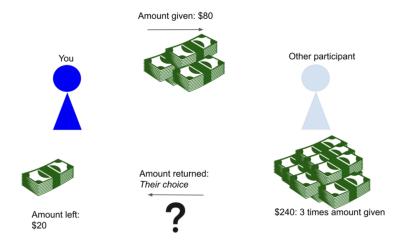


Figure 45: Trust Game: Option for Additional Example

Are you ready to move on, or do you want to see another example?

Yes, I am ready to move on.

No, I want to see another example.

Figure 46: Trust Game: Additional Example

Here's another example.

Imagine you choose to give the other participant \$100 and keep \$0. Then the other person will get \$300. They can choose to give back some of the \$300 to you or not. You will take home however much they choose to give you.

Figure 47: Trust Game: Final Example

Here's a final example.

Imagine you choose to give the other participant \$0 and keep \$100. Then the activity is over, since the other person can't choose to give you anything at that point.

Figure 48: Trust Game: Confirmation 1

Here are some questions to make sure you understand the exercise.

How much money will you be given to start?

\$0		
\$25		
\$100		
\$175		
\$250		
\$350		
\$450		

Figure 49: Trust Game: Confirmation 1 if Correct

That is **correct**. You will be given \$100 to start.

Figure 50: Trust Game: Confirmation 2

Are you required to transfer anything to the other person?

Yes, I need to transfer money.

No, I can transfer none, all, or some to the other person. The choice is up to me.

Figure 51: Trust Game: Confirmation 2 if Incorrect

That is **incorrect**. You can transfer none, all, or some to the other person. The choice is up to you.

Figure 52: Trust Game: Final Explanation

You will do this activity a few times. Each time, you will be paired with a different person and choose how much, if anything, to send them.

There is a chance your choice will be implemented. If it is, we will select one of your responses across the different people at random.

Remember, if you transfer money, that amount will be tripled. Then the other person can choose to give you all, none, or some of what they got.

They will not know your identity. How much they choose to give back is up to them.

Figure 53: Trust Game: Offer for Additional Information

Do you understand this activity? If not, please contact crafkin@mit.edu, and we will get back to you shortly.

Yes, I understand, and I am ready to move on.

No, I don't understand.

Figure 54: Trust Game: Implementation Explanation

While not everyone will be chosen for the bonus, there is a chance you will be selected. For this reason, it's very important to https://doi.org/10.1007/jhb/4752.

If you are selected, we will give the other person how much you said you wanted to give them.

Figure 55: Trust Game: Landlord

Consider doing this activity with <u>a landlord</u> whose tenant applied for the legal assistance program.

Of the \$100, how much do you want to transfer to the landlord?

The amount you give will be tripled for them, and they can give any amount of that back.

Remember, your identity will be kept totally anonymous from them. They will just be told they are doing this activity with an anonymous tenant who applied for assistance.

0 10 20 30 40 50 60 70 80 90 100

The amount you want to transfer to them

Figure 56: Trust Game: Tenant

Consider doing this activity with another tenant who applied for the legal assistance

Of the \$100, how much do you want to transfer to the tenant?

The amount you give will be tripled for them, and they can give any amount of that back.

Remember, your identity will be kept totally anonymous from them. They will just be told they are doing this activity with an anonymous tenant who applied for assistance.

0 10 20 30 40 50 60 70 80 90 100

The amount you want to transfer to them

Figure 57: Trust Game: Police Officer

Consider doing this activity with a police officer.

Of the \$100, how much do you want to transfer to the police officer?

The amount you give will be tripled for them, and they can give any amount of that back.

Remember, your identity will be kept totally anonymous from them. They will just be told they are doing this activity with an anonymous tenant who applied for assistance.

0 10 20 30 40 50 60 70 80 90 100

The amount you want to transfer to them

Figure 58: Trust Game: TWI Lawyer

Consider doing this activity with <u>a lawyer at The Works</u>, which is the organization that runs the legal assistance program you just applied for.

Of the \$100, how much do you want to transfer to the lawyer at The Works?

The amount you give will be tripled for them, and they can give any amount of that back.

This lawyer will **NOT** be the lawyer who represents your case. They are just another lawyer working for tenants at The Works.

Remember, your identity will be kept totally anonymous from them. They will just be told they are doing this activity with an anonymous tenant who applied for assistance.

How much you give will have no effect on your chance of receiving assistance.

0 10 20 30 40 50 60 70 80 90 100

The amount you want to transfer to them

Figure 59: Trust Game: Doctor

Consider doing this activity with a doctor.

Of the \$100, how much do you want to transfer to the doctor?

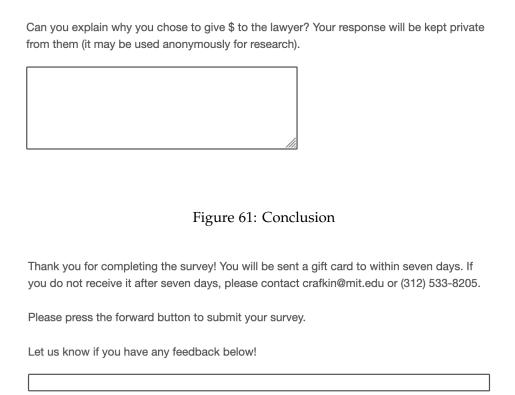
The amount you give will be tripled for them, and they can give any amount of that back.

Remember, your identity will be kept totally anonymous from them. They will just be told they are doing this activity with an anonymous tenant who applied for assistance.

0 10 20 30 40 50 60 70 80 90 100

The amount you want to transfer to them

Figure 60: Trust Game: Explanation



Endline Survey Instrument

Figure 1: Surveyor Introductory Screen

For each time that you attempt to contact the participant, please fill in the following questions about the participant
Participant phone number Enter 999999999 for tests
Participant UID (e.g., 4-XXXXX)
Participant first name
Tattopart mot name
Participant last name
Date that the participant was contacted (MM/DD/YYYY)
Address listed in the participant's application.
Participant email
Your name
Celine Rone
Chasity Deal
Jenna Richardson
Other

Figure 2: Surveyor Phone Pick-up Tracker

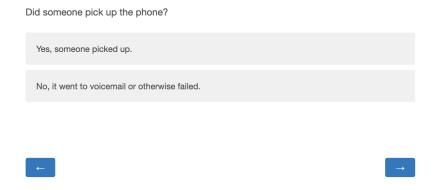


Figure 3: Formal Eviction

The next questions will be about your eviction notice from . If you got multiple notices from this address, think of the notice that came right before you applied for the free legal counsel from The Works.

Were you **formally** evicted after the eviction case **concluded**, meaning you received a court judgment that you must leave your apartment or house?

I am not sure if I was formally evicted.

No, I was not formally evicted after the eviction case concluded.

Yes, I was formally evicted after the eviction case concluded.

 \rightarrow

Figure 4: Informal Eviction

Were you informally evicted after the eviction case concluded?

An informal eviction would mean that you left the unit because the landlord told you that you had to leave. But you did not receive a court eviction judgment.

I am not sure if I was informally evicted.	
No, I was not informally evicted after the eviction case concluded.	
Yes, I was informally evicted after the eviction case concluded.	
←	\rightarrow

Figure 5: Elective Move

Did you have the option to stay in your apartment or house but instead decide to leave?

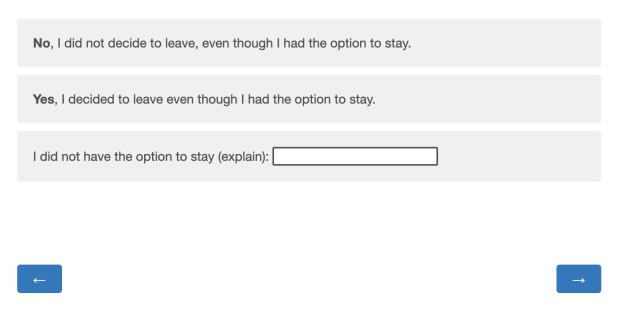


Figure 6: Repairs

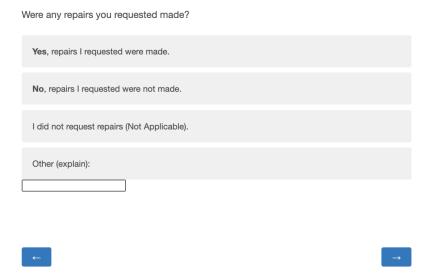


Figure 7: Lawyer

Did you have a lawyer for your eviction case? Include any lawyer you got, either from The Works/Neighborhood Preservation, Inc. or elsewhere.

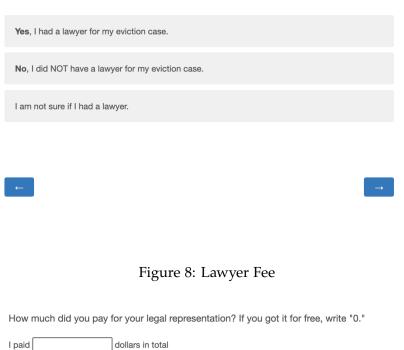


Figure 9: Overdue Rent

Figure 11: Bargaining Free Text

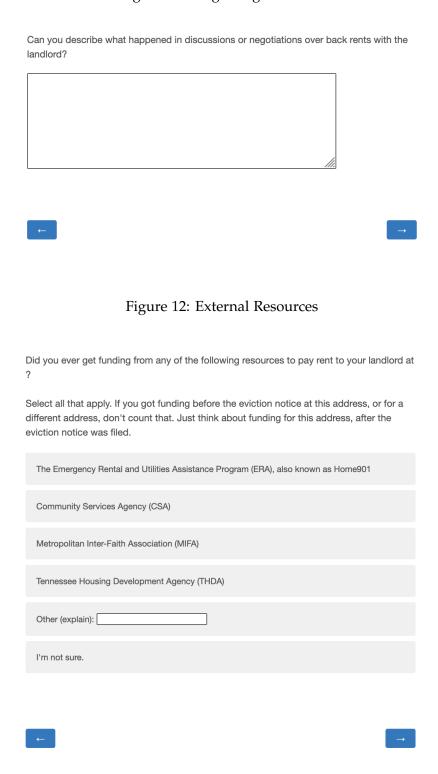


Figure 13: ERAP Follow-up

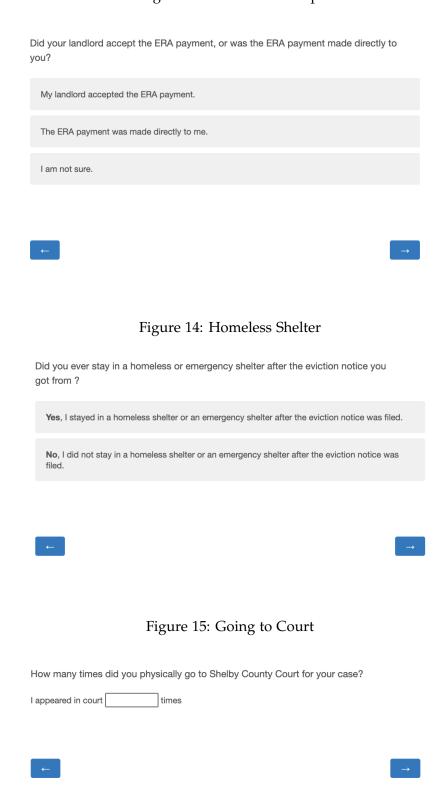


Figure 16: Relationship with Landlord

The next few questions will be about your relationship with your landlord who gave you the eviction filing from . Think about the landlord who owned the property and filed the eviction, not the property manager or administrator.

Would you describe your relationship with this landlord as very good, good, okay, bad, or very bad?

Our relationship is you bad.

Our relationship is very bad.

Our relationship is bad.

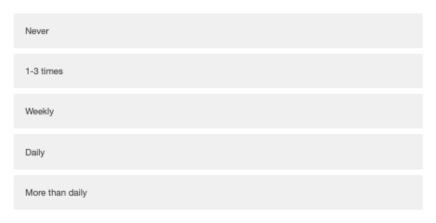
Our relationship is okay.

Our relationship is good.

Our relationship is very good.

Which of the following best describes how many times you directly interacted with your landlord since the eviction notice was filed? Think about the landlord who owned the property and filed the eviction, not the property manager or administrator.

If you left the unit, this should be the number of interactions before you left.



-

Figure 17: Moved

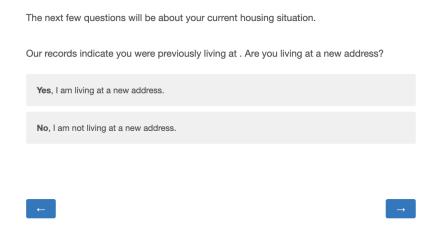


Figure 18: New Living Arrangement

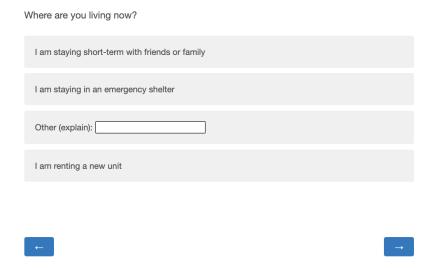


Figure 19: Moved Timing

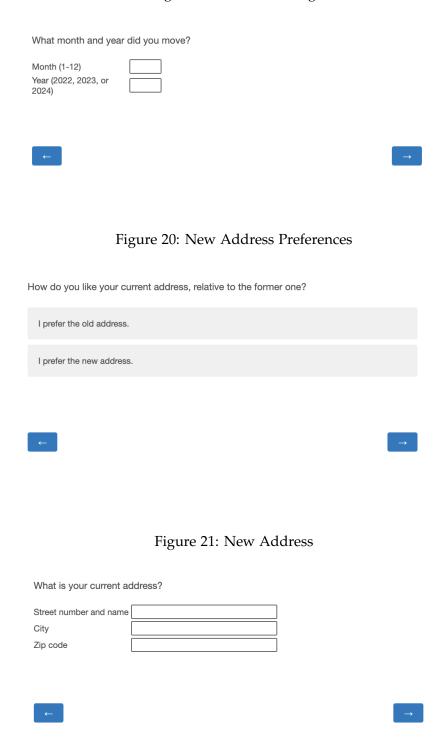


Figure 22: New Address Unit

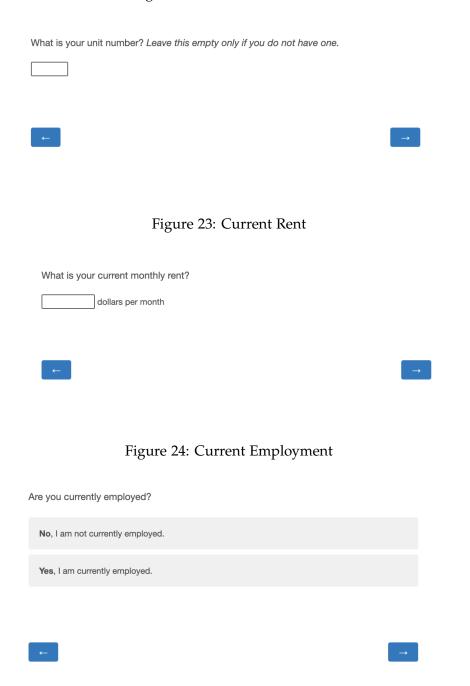


Figure 25: Current Income

