**Table S1.** Variables and formulas

|  |  |
| --- | --- |
| ***VARIALBLES*** | ***FORMULARS*** |
| Average payoff of buyer |  |
| Average payoff of seller |  |
| Joint payoff |  |
| Average round |  |
| Fairness |  |

Note: N is the negotiation amount, *i* the period, the round of a successful negotiation and  the transaction price.