



MEDIATION & REAL ESTATE

NEW DIMENSIONS & PERSPECTIVES

**MAKING IT HAPPEN IN GREECE –
THE “OPEMED PROJECT”**

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Alternative Dispute Resolution

A modern, effective option

- Consensual, compromising, amicable, extra-judicial management of human conflicts
- Worldwide legal institution - highly esteemed & recognized
- ADR methods:
 - Mediation – Judicial Mediation/Conciliation – Arbitration
& other out-of-court mechanisms (varying across the globe)
- Wide range of advantages:
 - ✓ Reliable, viable and mutually beneficial agreement
 - ✓ Timely and effective resolution
 - ✓ Avoid litigation-related time- & cost burdens



Mediation, Society and Economy

A «virtuous circle» is born

Attractive assets of mediation

Confidential - Time-saving - Reliable

Mediation → A “tool” for development

- ❖ Cultivating a new mindset of negotiation & consent
- ❖ Improving business environment
- ❖ Boosting competitiveness and extroversion
- ❖ Strengthening productivity
- ❖ Lifting weight from the judicial system



Mediation over the World

New dimensions and prospects

Challenges for the growth and development of Mediation

- Educating new generations
- Internet and new technologies
- Dispute systems design
- Mediation and environment
- Exploring new fields of specialization



Real Estate & Mediation

A wide range of eventual disputes

- Lenders and borrowers
- Buyers and sellers
- Co-owners of property
- Real estate agents/brokers and their clients
- Property owners and contractors
- Contractors and subcontractors
- Landlords and tenants
- Neighbours



Real Estate & the Environment

Looking to the future

- Addressing critical environmental issues
- Balancing priorities – Measuring public interest
- Conflict Management
 - Public Works
 - Infrastructure
 - Anti-pollution policies
 - Alternative Energy Resources
 - Town planning
 - Building Regulations



Mediation as a matter of policy

A necessary reform

- **Mediation & ADR** = Part of modern policy-making
 - ✓ Satisfying social needs for an amicable and reliable way to settle disputes
 - ✓ Bypassing bureaucratic and time-consuming judicial procedures
 - ✓ Helping create a viable social, financial and natural environment

Ends: Social peace – Economic development – Sustainable economy

Means: Strengthening mediation legislative framework

Encouraging practical use

Training all involved stakeholders



Mediation in Greece

Making it happen - A modern Marathon

- ❖ 2010: Mediation becomes a “national” case
- ❖ 2012: Judicial mediation
- ❖ Current state-of-play
 - ❖ 6 training centres
 - ❖ 1.600 accredited mediators
 - ❖ Slowly increasing number of mediations
- ❖ 2016 : **Practical Use** is the new priority
- ❖ Indispensable precondition: Horizontal **Promotion of Mediation** within Society & Economy



ΥΠΑΡΧΕΙ ΚΑΙ ΑΛΛΟΣ ΤΡΟΠΟΣ
ΝΑ ΛΥΣΟΥΜΕ ΤΙΣ ΔΙΑΦΟΡΕΣ ΜΑΣ

The OPEMED Project

Why and what for?

- **The Need**

Promotion and cultivation of a **new consensual social culture**

- **The Aim**

Active and effective **promotion of Mediation and ADR**

- **The Way**

Horizontal and vertical **awareness campaign**



OPEMED - ADR Promotion Organisation

Identity & strategic advantages

- Partnership among the most significant social, economic and scientific institutions country-wide
- A broader, institutional, strategic alliance is created
- Strong message for the promotion of mediation in Greece:
«Society and Economy embrace Mediation»



Engineers and Mediation

The crucial role of the Technical Chamber of Greece (TEE)

- **TEE: OPEMED founding member**
- Active involvement in the effort to make Mediation an attractive option
 - **Working Group**
 - Experienced mediators/trainers
 - Communication & marketing experts
 - Producing ideas
 - Shaping proposals



TEE promotes ADR

Active approach - practical solutions

▶ Case study

Mediation-receptive disputes:

- ❖ Engineers' fees
- ❖ Contractors' fees
- ❖ Contract timetables
- ❖ Cases following technical expert studies

Training engineers: creating a new speciality of mediators

Co-mediation: mixture of experience & technical expertise

- Next step: **TEE ADR Centre**

(Mediation-Arbitration-Technical Expertise) -under planning-



OPEMED & TEE

Inspiration & Vision

- Direct and well-targeted

promotion of ADR methods and ideas

within the engineers' community in Greece

- Entrepreneurship, Society, Economy and Science

join their forces for a **deep change of mindset**

of resolving real estate disputes in Greece.

Roadmap – Actions – Results





Thank You!

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