



# IN Real Estate

by The Daily Herald

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## Tip of the month

### The "For Sale" Sign

It seems fairly obvious that when you put your house up for sale that your agent will put a "for sale" sign in the front yard. The sign will identify the agent's company, the agent, and have a phone number so prospective buyers can call and get information. Signs are great at generating phone calls, even if very few actually purchase the home they call about. However, you might be one of the lucky ones. For that reason, you should determine what happens when someone calls the number on the sign. Does a live person answer the phone or does the call go to a voicemail or recorder?

You want someone to answer the phone while the caller is "hot." When buyers call the number on the sign, the call should go to a live person who can answer questions immediately. A potential buyer may be on the street outside your home, placing the call using a cell phone.

Also, take a look at the sign and see if it seems more interested in generating calls from buyers, or if it seems more oriented toward advertising your agent's listing services to your neighbours.



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**Referral of disputes to the mediator**



Whenever people are involved there is the potential for conflicts. Sometimes disputes can only be resolved in court, but that is not always the case. Mediation is a form of dispute resolution which offers a more practical and less costly alternative. Attorney Michele Meyer of Meyer Law & Mediation has written a series of interesting columns on the subject:

*Mediation is a young profession that is in full development. In Curaçao this development still reflects itself insufficiently and mediation is still a relatively unexplored area. Fortunately, there is increasing attention given to the phenomenon of "mediation". The group of people who are part-time mediators is increasing, so the support also increases. Conflicted parties are becoming more aware of mediation as a form of conflict resolution and also in the court more parties than ever before are told about the existence of mediation.*

The Code of Civil Law Procedure provides the possibility since 2005 for judges, under arrest of the case, to present their dispute to a conflict mediator. The rationale behind this provision is that the judge can determine fast enough when a purely legal decision will not solve the actual dispute. Referral to a mediator can be useful in such cases. In particular mediation can be effective when the parties eventually want to invest in restoring confidence. Mediation helps the de-escalation and de-jurisdiction of the dispute while the parties jointly seek solutions for the future. A big advantage is that mediation is an effective way of settlement of disputes, together with the fact that mediation is much less costly and that the outcome provides a fast solution, unlike protracted litigation.

In the year 2011, referral to a mediator by the court was still not often used in Curaçao. There is much more synergy needed! Referral or providing the information to parties about alternative ways of dispute resolution would ultimately contribute to reducing the pressure on the judiciary power. Awareness of the existence of multiple possibilities instead of the road to the judge should get more shape and

that should not be done only by mediators.

In the Netherlands and in the United States much work was put into promoting Alternative Dispute Resolution (ADR), the umbrella under which Mediation falls. In the last decade of the last millennium the Netherlands was where Curaçao is now in terms of familiarity with mediation. Mediation in the Netherlands is now an established concept that holds its ground in addition to jurisdiction. Curaçao and the surrounding countries should take an example.

Referral to the mediator can be even wider than only coming from the law. It is useful and required that also doctors, medical specialists and other trusted parties indicate the existence of mediation. As an example, I mention the company doctor or HR consultant who refers parties in a labour dispute to a mediator. Involvement of a mediator offers in the example mentioned the possibility (and the big advantage) to the HRM advisor to remain outside the conflict field and focus on the actual work.

Referral to a mediator is applicable in commercial cases, administrative cases, and distribution cases such as inheritances, business (partnership) dissolutions, rent disputes, disputes between neighbours and disputes within legal entities. In family cases such as divorces and cases where children are involved, parties often end up in emotional barriers. The intervention of a mediator as a neutral person can offer an excellent solution. The mediator will try together with the parties to reach a solution which is objective and under which all parties can put their signature with a feeling of satisfaction.

Mr. Michele N. Meyer is director of Law & Mediation BV, based in Curaçao. Besides lawyer, she is also Register mediator at the Dutch Mediation Institute. She specializes in personal and family law, labour law, contract law and debt collection cases. Meyer Law & Mediation B.V. advises, litigates and mediates in conflicts.

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This spacious 4 bedroom/4 bath condo offers spectacular views of the ocean and lagoon. Large terrace with dining area with bbq covered exterior lounge area and a pool. A must see. Contact Marja at 580 6653 or Marja@remaxislandproperties.com



**ALMOND GROVE VILLA US\$ 950,000**

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Pre-Construction 3 bedroom, 2 bath homes with two living rooms, kitchen, covered terrace, sundeck (optional), swimming pool (optional), fantastic views of Anguilla in the distance. Limited availability. Call today to secure your home. Call Sherrylle at 520-8544/553-5710 or email office@coldwellbanker-sm.info



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**ECL N.V.**  
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Cote D'Azur residence one bedroom loft apartment with views over the lagoon. Features Terra Cotta polished tiles, renovated kitchen and bathrooms. Ideal for a second home or as an investment. Low Maintenance Fees!  
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**FOR SALE POINTE BLANCHE** US\$ 740,000  
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 Ocean front 3 bed – 2 bath house with separate studio and swimming pool, need fixing up.  
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**FOR SALE POINTE BLANCHE** US\$ 650,000  
**ECL N.V.**  
 Ocean front flat land  
 Size: 2,230 M2  
 Size: 185 Sq.Meters  
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**FORT HILL VILLA** US\$ 995,000  
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 This 3 bedroom house on two levels with two separate studios is stunningly appointed and has panoramic views of Great Bay. Just minutes to beach, shopping and gourmet dining. Contact Marja at 580-6653 or Marja@remaxislandproperties.com



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**GUANA BAY** US\$ 1,300,000  
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**GUANA BAY VILLA** US\$ 770,000  
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 This secluded 3 bedroom/ 2.5 bath was recently built on an over 6000 m2 lot and offers stunning ocean views. Building plans in place to extend the home to make it into your true dream home. Contact Marja at 580-6653 or Marja@remaxislandproperties.com




**LITTLE BAY** US\$ 685,000  
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 2 Level 4 bed – 2 bath house exclusive and private garden (with fruit trees) 180° Ocean view  
 Property size: 2,450 M2  
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**MARIGOT/HAMEAU DU PONT** US\$ 495,000  
**ECL N.V.**  
 Commercial property on the main road with 2 houses on the property: 1 x 3 bed – 1 bath and 1 x 2 bed – 1 bath  
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**MARY'S FANCY** US\$ 480,000  
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**OYSTERPOND** US\$ 175,000  
**ECL N.V.**  
 Gentle sloop property with view of Oysterbay marina  
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**PELICAN** US\$ 1,100,000  
**ECL N.V.**  
 3 bed – 3 bath villa with a large studio – 1 1/2 bath – pool – big laundry – generator – new roof – new tiles  
 Property size: 1,000 M2  
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**PELICAN CONDO** US\$ 389,000  
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**POINT BLANCHE** US\$ 225,000  
**ECL N.V.**

2 bed - 2 bath apartment ground floor ocean view  
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**PLANTAIN GROVE VILLA** US\$ 540,000  
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This charming Cole Bay villa comprises of three bedrooms, two bathrooms and a loft, lovely balcony with amazing lagoon and sea view. Also, two independent studio apartments, making this villa a great investment... Contact Jackie at 567-1038 or Jackie@remaxislandproperties.com



**RESTAURANT BUSINESS** US\$ 195,000  
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Lunch Room License (N.V.) Including inventory.  
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**SAUNDERS** US\$ 425,000  
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3 Bed - 3 bath house possibility to build on top  
Property size: 1,044 M2  
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**ST. JOHN'S ESTATE** US\$ 675,000  
**ECL N.V.**

5 bed, 4 bath house, huge yard space, swimming pool, security, air-conditioned rooms, generator.  
Property size: 752 M2.  
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**ST. JOHN'S TOWNHOUSE** US\$ 240,000  
**CORNER STONE**

2 bedroom 2.5 bathroom condo in gated community.  
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**SIMPSON BAY BEACH CONDO** US\$ 379,000  
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