



6 bedroom detached house for sale

Kinellan, 2 Oswald Road, Edinburgh, Midlothian

Offers Over

£2,900,000

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This property is marketed by:



Rettie & Co, Edinburgh Sales

11 Wemyss Place Edinburgh EH3 6DH

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Edinburgh city centre 2.5 miles, Edinburgh Airport 11 miles, Glasgow Airport 57 miles

Situation:

You're a real-estate agent. You're getting prepared for a meeting with your potential customers. The customers' profile:

- Jennie and John Williams;
- Now living too far from the city centre;
- 3 children + an au-pair girl;
- Budget: 3.000.000 £.

- Present the situation.
- Identify your customers' needs.
- Prepare your arguments to satisfy their needs using the assets of the house.
- Imagine the customers need a loan. Focus on the financial aspect.