



The screenshot shows the Barnes International Realty website. The header includes a newsletter sign-up, the company logo, and navigation links: BUY, RENTAL, SALE, SERVICES, LIFESTYLE, THE WORLD OF BARNES, NEWS, OFFICES, and CONTACT. A breadcrumb trail indicates the current location: England > London. A search bar allows filtering by country (England), type (Buy), city/zip code, currency (€), budget, area, and number of bedrooms. Below the search bar, 8 properties in London are listed in a grid. Each listing includes a photo, location, number of bedrooms, square footage, and price range in both Euros and US Dollars.

Property Type	Location	Bedrooms	Sq. ft	Price Range (€ - \$)
Apartment	London (Westminster)	3	5328	€ 13,304,000 - \$ 14,826,000
House	London (Kensington)	6	4424	€ 12,668,000 - \$ 14,117,000
Apartment	London (Shoreditch)	2	3175	€ 6,363,000 - \$ 7,091,000
House	London (Chelsea)	4	2045	€ 4,569,000 - \$ 5,092,000
Apartment	London (Covent Garden)	3	1830	€ 3,465,000 - \$ 3,861,000
Apartment	London (Kensington)	3	1507	€ 3,152,000 - \$ 3,513,000

### **Situation:**

You're a real estate agent working for Barnes. You're getting prepared for a meeting with a potential customer.

The customers' profile:

- Mrs & Mr. Jones
- 4 children
- 2 dogs
- Budget: €13.000.000

Present the situation.

Identify the customers' needs.

List the assets of the property.

Say what property fits best with their expectations and why.