

Unit 9 Scenario: A rock star has been referred through a mutual friend who recommended you as a great sales agent. Based on your state law, address the following scenario based on your research, what you have read, and learned throughout the course.

This rock star is in his early thirties, and likes to entertain. He has three children (ages 7, 5 and 4, along with two nannies, a cook, a housekeeper and chauffer living in) and has certain parameters for the house he wants to purchase. He needs to be able to move in within 30 days from acceptance of the contract. It must be in a quiet neighborhood; it must allow for privacy, have at least 8 bedrooms plus chauffer's quarters, and 7 baths. He needs a room that can be used as a small recording studio along with a pool, a four car garage (minimum) with chauffer's quarters above, and an office. One of the bedrooms should be the master suite which includes a living area, master bath and two separate very large walk in closets.

You have a property that fits his criterion as it is around 7,000 square feet and was built in 1952. This property was previously owned by a pop music icon among other famous musicians. The home is selling for \$2 million (U.S.), but does not include a security system although it has a private gate.

You have shown the property to your client, and he is interested in putting in an offer on this home.

Disclaimer: The organization and characters depicted in this exercise are fictional. Any resemblance to real organizations or individuals is purely coincidental.