

The Skiing Chalet in the Alps - buyer

Your friend and business associate, Laura Reiche, has asked you to act as an agent to buy a skiing chalet in the Bavarian Alps for her. Reiche, a rich and famous businesswoman, moved to Munich a while ago, and now wants to buy a chalet for skiing in the Alps. She is a good skier, but has had little time for skiing over recent years, due to business. There is another reason why Reiche wants a chalet, and not just any chalet: she hopes to find a chalet in an exclusive resort that will help her meet Munich high society.

Jägersruh is an exclusive chalet in the skiing resort of Bayernglück, where chalets rarely come on the market. You have seen the chalet and you and your client like it. The chalet was built in 1995 and is still in excellent condition. Since it was built the chalet has been extended with a private sauna and a new kitchen-bar. The present owner (Mr Mass) is giving up the chalet for health reasons, no longer able to ski. Chalets of this size in this kind of Bavarian resort sell today for between € 350,000 and € 800,000.

Laura Reiche does not want to be known by name yet, because she wants this deal to be done quietly – she fears that as an outsider and a celebrity she might end up with a worse deal on price. She has fallen in love with this chalet, and given you power to negotiate for her. She is willing to spend up to € 450,000, but feels that this is a bit high. She thinks that € 350,000 would be a fairer price. You have a great interest in getting the deal for her, as you expect further business with her in future.