

### **The Skiing Chalet in the Alps – seller**

You are a manager for exclusive skiing services for private chalet owners in an exclusive Bavarian resort in the Alps, called Bayernglück. Sometimes you provide real-estate services for your residents and clients. A long-time resident wishes to sell his cottage, called Jägersruh, in Bayernglück, for health reasons – he finds it difficult to ski. His name is Franz-Josef Mass, and he is a renowned Bavarian businessman, and – some say – playboy, with lots of contacts in business and politics.

Jägersruh was built in 1995. Since then Mr Mass has added a private sauna and a state-of-the-art bar and kept the chalet in perfect condition. The chalet is located in an exclusive resort where chalets rarely come on the market – they are usually snapped up by insiders. Chalets in the area sell for between € 350,000 and € 800,000.

You would like to negotiate a good price for Herr Mass, as an old friend of yours. You could also earn yourself a commission, and you want to keep your reputation as a tough negotiator for business and skiing services in Bayernglück. Mass has said he would like a price around € 550,000, but is willing to go down to € 400,000, and no further. If he cannot get that price he would prefer to donate the chalet to the local hunting club, and he would receive tax rebates on the donation. Mr. Mass does not want to sell the chalet to anyone, he wants it to go to the right kind of buyer suitable for this exclusive location. You are meeting an agent today, who has already seen the chalet and says that his / her client is interested, but so far you do not know who that client is.

If the chalet sells for more than € 420,000 you will receive a commission. Under that you have agreed to sell the chalet for no commission as a service to Herr Mass.