



6 bedroom detached house for sale

Kinellan, 2 Oswald Road, Edinburgh, Midlothian

Offers Over
£2,900,000

« Back to property listings



Start slideshow

1 of 34

Enlarge

Picture No. 01



Call: **0131 291 0057**

[Request Details](#)

This property is marketed by:



Rettie & Co, Edinburgh Sales

11 Wemyss Place Edinburgh EH3 6DH

[View properties from this agent](#)

[Request Details](#)

or call: **0131 291 0057**

[Save property](#)

[Add notes](#)

[Print](#)

[Send to Friend](#)

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.