



The screenshot shows the Barnes International Realty website interface. At the top, there is a navigation menu with options: BUY, RENTAL, SALE, SERVICES, LIFESTYLE, THE WORLD OF BARNES, NEWS, OFFICES, and CONTACT. Below the navigation is a search bar with filters for location (England), purchase type (Buy), city/zip code, currency (€), budget, area, and bedrooms. The main content area displays 8 properties in London, each with a photo, location, number of bedrooms, square footage, and price range in both Euros and Dollars.

Property Type	Location	Bedrooms	Sq. Ft.	Price Range (€)	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.