



Confidential Information for Jordan

Seller's Representative – 18 Willow Crescent

Do not share this information with Alex unless instructed at the end of the exercise.

You are Jordan. Your 88-year-old aunt, Margaret Ellison, owns the property at 18 Willow Crescent. She purchased the home in 1967 with her late husband and has lived there for nearly six decades. The house is deeply tied to your family history. You spent holidays there as a child, celebrated birthdays in the backyard, and learned to ride a bike on Willow Crescent. Your aunt has no children, and you are her closest living relative.

Margaret's Health Crisis and Financial Requirements

Margaret's health has declined significantly over the past year. She has early-stage Parkinson's disease and mobility challenges. After a recent fall on the staircase, her physician strongly recommended that she move into a senior living residence that offers assisted support and medical monitoring. She has reluctantly agreed.

However, there is a financial reality that complicates matters.

The senior residence she wishes to enter requires:

- A non-refundable entrance deposit of **\$210,000**
- Monthly fees of approximately **\$3,800**
- Proof of sufficient liquidity before admission

Critical Financial Need

Margaret's savings are modest. The sale of the house must fund her transition. After legal fees, moving expenses, and potential tax implications, she realistically needs to net **at least \$240,000** from the sale to comfortably secure her housing and avoid long-term financial anxiety.

This is significantly higher than what some buyers might consider reasonable given the repair costs.

The Condition of the Property

You know the house needs major repairs. A structural engineer recently indicated that:

Foundation Issues

Foundation settling may cost between \$40,000 and \$60,000 to address.

Roof Replacement

The roof must be replaced within one year.

Electrical System

The electrical system is outdated and potentially unsafe.

Basement Moisture

Basement moisture suggests long-term drainage issues.

Your aunt cannot afford to make these repairs before selling. The house must be sold "as is."

You are aware that buyers will factor these costs into their offers.

The Neighborhood and Preservation Concerns

Several years ago, your aunt founded the Maple Heights Preservation Association to prevent commercial development west of Harbour Avenue. She led community efforts to block two prior commercial rezoning proposals. She is respected locally as a defender of neighborhood heritage.

Recently, however, troubling information has emerged.

You have learned (through informal conversation) that:

- Lot 22 has been sold under confidential terms.
- The buyer's identity has not been disclosed.
- There are rumors that the former warehouse east of Harbour Avenue is being converted into corporate offices.
- The city has quietly approved additional parking variance allowances in the area.

You strongly suspect that a company may be assembling properties west of Harbour Avenue for parking or commercial expansion.

If commercial development moves in:

- The residential character of Willow Crescent will permanently change.
- Property values may fluctuate unpredictably.
- Your aunt's legacy as a preservation advocate could be undermined.

Your Emotional Conflict

You would personally love to purchase the house to keep it in the family. However:

- You have significant student loans.
- You recently refinanced your own home.
- You are supporting a child in university.
- You cannot secure financing for this purchase.

You feel guilty that you cannot preserve the home yourself.

You are also aware that if the house is sold to a developer who demolishes it, the neighborhood may blame your aunt.

Your Aunt's Non-Negotiable Conditions

Margaret has been clear about certain contractual terms:

1	2	3	4
<p>Exterior Preservation Clause (Non-Negotiable)</p> <p>She insists that the original cedar siding must never be replaced with vinyl, aluminum, or synthetic alternatives. She wants the architectural integrity preserved.</p>	<p>Down Payment (Non-Negotiable)</p> <p>She demands a minimum earnest money deposit of 15% of the purchase price, though she would prefer 20%. She fears a buyer might walk away after tying up the property.</p>	<p>Kitchen Tile Removal (Non-Negotiable)</p> <p>A handcrafted Italian ceramic tile mural installed by her late husband is embedded in the kitchen wall. She intends to remove and retain it before possession.</p>	<p>Possession Date (Flexible)</p> <p>She prefers possession to occur three months after signing to allow time for sorting belongings and transitioning into assisted living. However, she may adjust slightly if necessary.</p>

Your Aunt tells you that if you cannot secure agreement on items 1, 2, and 3, there will be no deal.

Your Private Knowledge and Concerns

You do not know who Alex represents.

You do know:

- If a commercial buyer is involved, they may demolish the house.
- If the property is torn down, Margaret will be devastated.
- If word spreads that she sold to a developer, her community reputation may suffer.

At the same time:

- You cannot allow sentimental attachment to jeopardize her financial security.
- She must move soon.
- Medical recommendations suggest relocation within 4–6 months.

You are under time pressure.

Your Ideal Outcome

Your goals, in order of priority, are:

01

Secure at least \$240,000 net

To protect your aunt's financial future.

02

Preserve the historical character

Of the home and neighborhood.

03

Ensure a serious buyer

Through a substantial deposit.

04

Avoid selling to commercial entity

Intending demolition.

05

Maintain your family's reputation

In the community.

You suspect there may be more value in this property than is immediately visible. You also suspect the buyer may know something you do not.

Prepare carefully. The future of your aunt's financial security and the character of Willow Crescent may depend on how you negotiate.