

Chapter 5310

The salesperson was surprised when he heard this, and couldn't help thinking to himself: "Could it be that some kind of wind brought the god of Wealth here today? All the customers are not short of money at all?"

Thinking in her heart, she said very politely: "Hello, sir, the main products here are villas and flat-floor units, and all the units are interior designs by well-known Italian designers. And all the decoration materials are also imported from Italy, all the household appliances are also imported from Germany, and the furniture is imported from France and Italy. Check in."

The middle-aged man asked again: "Can Japanese people buy it? Do you have any purchase restriction policy?"

The middle-aged man who spoke was Ito Yuhiko's loyal servant, Tanaka Koichi. He was ordered by Nanako to come to Aurous Hill ahead of schedule, just to buy a house for her first.

However, in the past few days, he has visited a lot of villa areas, and he has also seen a lot of villas for sale. The hardware of the villas is far from what Nanako wants.

For Nanako, she likes the deep houses of the ancient Japanese nobles. Although Japan has a small area and many people, the deep houses of the Japanese nobles are surprisingly large.

However, that kind of house is rare in modern China, and there are some protected palaces in Eastcliff, which are really hard to find in Aurous Hill.

Moreover, even if such a large house can be found, most of these houses are in disrepair, and some super-large villas are decorated in an exaggerated European style. This kind of resplendent decoration is simply neither fish nor fowl, all details were used to highlight one core, that is, we are rich!

Therefore, Hiroshi Tanaka looked around, but couldn't find a house that could satisfy Nanako.

However, today is already August 4th.

There is only one day left until Nanako arrives in Aurous Hill tomorrow. If she can't find a suitable house, after Nanako and Ito Yuhiko arrive, they will have to stay in a hotel.

If that is the case, Koichi Tanaka would have done nothing in the past few days when he came in advance.

Tomson is his last hope. Although he knows that Charlie lives in this community, the lady doesn't want to live too close to him, but right now there is really no other good choice.

The salesperson replied at this time: "A foreigner needs a one-year residency certificate in China to purchase, but if the company purchases, there is no such restriction."

Hiroshi Tanaka nodded and said to the salesperson: "Then show me the villa. Let's go! Ask for the largest unit size!"

The salesperson said apologetically, "I'm sorry sir, all our villas are sold out now, and the only ones left are flat-level units."

"Sold out?!" Koichi Tanaka asked angrily: "Is there any extra set? Or do you have any owners who are reselling them now?"

The salesperson explained: "It's really gone, sir, now There are still a lot of customers who want to buy our villas, but none of our owners are interested in changing hands. If you are willing to wait, you can wait a little longer. If there is any news, I can inform you as soon as possible."

Tanaka Koichi thought for a while , opened the mouth and said: "Forget it, I can't wait so long, you should introduce to me your largest one-story apartment!"

The salesperson nodded, pointed to the building, and said to Koichi Tanaka: "Sir the suite are in the King building, with a beautiful view along the river, and the largest apartment size."

Koichi Tanaka knew that his lady likes to be quiet, so he asked without hesitation, "Is there any room on the top floor?"

After hearing this, the salesperson was taken aback, thinking to herself In fact, this house has been cleared out a long time ago. It has been empty for so long and no one cares about it. Why is it suddenly so popular now?

However, when she thought that some customers had already paid the intention money just now, she could only say regretfully: "I'm sorry sir, the last top floor has already had a customer pay the intention money just now."

Tanaka Koichi said without hesitation: "Just paid the intent deposit, so I can pay the full amount now, right?"

The salesperson said helplessly, "No sir, she has the right to buy first after paying the intent deposit. If you want to buy it, it depends on whether she wants to go back on the deal in the end... .."

Hearing this, Tanaka quickly asked: "Then if she still can't make up her mind for a while, how long do I have to wait for her?"

The sales lady explained: "Under normal circumstances, there is a priority within 24 hours after paying the intention money. The purchase right, after 24 hours, if the balance payment has not been paid, then it will be deemed as a waiver."

"24 hours?" Tanaka Koichi said a little depressed: "24 hours is too long, I have to buy it today "

"This..." The sales lady was also a little embarrassed for a while, so she said, "Sir, our apartment type is not the only one left. We still have eight apartment in that building that have not been sold. It's the same, but the floors and locations are different, but as long as you go up from the sixth floor, you can see the river view, so there's not much difference;"

"If you like high-rise buildings, we also have a sub-top floor The good apartment is just below the top floor, and to tell you the truth, the price of the second top floor is more expensive than the top floor, and it is also the most expensive in our entire floor. Naturally, the insulation of the top floor is not as good as that of other floors. Therefore, it will be hotter in summer and colder in winter, and there is a risk of water leakage on the top floor, so you might as well choose another floor."

Koichi Tanaka shook his head and said: "Our lady always likes to be quiet, what she wants is a villa , it's just that I haven't seen any suitable ones these days, and your place is already sold out, so I'm more inclined to get the top floor, after all, it won't be disturbed by the noise from upstairs."

"That's it..." the sales lady After thinking for a while, she said, "How about this, sir, please wait for a while, the lady is going to see the apartment soon, if she is still not sure when she comes back, I will put pressure on the supervisor to make her shorten her deliberation time? If you can pay the full amount today, if the other party hesitates to make a decision, it is really not good. I will ask the supervisor if he can bear the cost of liquidated damages. Our liquidated damages are not high, just intention 10% of the gold, just 100,000 yuan."

Tanaka said without hesitation: "Then don't bother, sell it to me directly, I will pay the liquidated damages, and I will pay double, so that lady will be satisfied."

The sales lady was shocked, and she was even more puzzled: "These two are weird fairy customers, one will book the apartment without seeing the apartment, and the other will not see it at all. Been selling the apartment for so many years, I have never seen such a straightforward client. This time, two of them came here..."

Thinking of this, she said to Koichi Tanaka: "Mr. If the lady decides to buy the house immediately after seeing the house, we must not take the initiative to breach the contract... In that case, it will not be good for our reputation..."

"The only thing that this lady can't make a decision is at some point, we will let you take her place again, so it can be considered reasonable... If this matter gets out and people find out, most people will understand us..."

"But don't even want to give that lady ten minutes of time to look at the apartment, so I just want to kick her out. If it gets out, we will be scolded and probably punished by the competent authority, so please wait a moment, I have to wait until the lady has finished inspecting the apartment."

Tanaka saw that the other party's attitude was insistent and it was inconvenient to continue talking, so he nodded and said: "Then I will wait here."

Said this When talking, Tanaka Koichi also felt a little uncertain.

He was not sure whether the customer inside would immediately make a decision to buy after seeing the apartment?

If the other party hesitates, he still have a little chance, but if the other party wants to make up the balance without hesitation, wouldn't he be hopeless?

However, right now he has nothing to do, so he can only wait and see.

At this time, the sales lady said respectfully: "Sir, please move to the lounge and take a rest first."

As soon as she finished speaking, the door of the VIP room opened.

Jemima, who paid the intent fee and simply signed the intent agreement, walked out with Sister Xian and the sales executive.

When the sales director saw the salesperson receiving Koichi Tanaka, he said, "Please ask the concierge to prepare the vehicle. I'm going to take these two distinguished guests to Building No. 1 to see the apartment."

The salesperson nodded lightly. She nodded, looked at Koichi Tanaka, and wanted to talk to her supervisor, but when she thought that Jemima was right in front of her, she swallowed the words back.

She was just about to call the concierge department when Tanaka saw Jemima and greeted him, and said, "Hi, Miss, are you interested in buying that flat-floor apartment on the top floor?"

Jemima was a little surprised and asked Looking at the other party vigilantly, she frowned and asked, "What's the matter?"

Tanaka quickly explained: "Lady the thing is, I also want to buy the apartment you fancy, and I will tell you I am quite urgent here, if you are willing to give me this apartment, I am willing to pay you one million transfer fee!"

After Tanaka Koichi's words, not only Jemima, but also Sister Xian and the other sales executives were stunned.

The three of them went in to hand in the letter of intent and signed it, and it took only a few minutes or even less than ten minutes in total.

Unexpectedly, another person appeared at this time and wanted to buy the same apartment.

The other party's purchase intention was so strong that they were willing to pay Jemima 1 million transfer money directly!

While Sister Xian was surprised, she was also secretly afraid.

She also made the same mistake as the sales executive just now, and felt that there would be basically no changes in this matter. Even if checked the apartment and made sure everything was ok before paying, there would be no risk.

This is called empiricism.

She feels that looking at such a mansion based on her own experience, if one or two people come to see the apartment every day, it is already a high incense, and even if there are dozens of people who have seen the apartment, there will not be more than two or three of them. Motivated to buy.

Among the people who are willing to buy, the people who can really spend the money to buy this house may not even have one-tenth, so the probability is so slim that there are generally few such apartments selling each month.

It happened that Jemima appeared at this time. She was the only closing client who would appear in these months.

From the perspective of the probability model, since one has already been released, it will have to wait at least a few months for the next one to be released.

Therefore, in their opinion, it is impossible for this apartment to be sold suddenly within tens of minutes.

But she never expected that the slap in the face would come so quickly. After a few minutes, someone wanted to buy this house.

Fortunately, Jemima has a cautious personality and is unwilling to take any risks, so she took the initiative to ask for the intent payment first.

If it wasn't like this, I'm afraid that when they came back from seeing the apartment and were about to buy it, they would find out that the apartment had already been sold. By that time, it would be too late to beat their chests.

At this moment, Jemima looked at Koichi Tanaka with a frown, and said decisively: "I mean, I don't plan to sell this house, sir."

As soon as Tanaka heard this, his heart was already cold, but he was unwilling to continue asking: "Miss, have you already decided to buy this apartment? I mean, if you still have even 1% uncertainty, then you might as well give me this apartment first, and then I can hold the 1 million transfer fee, go and look at other real estate properties, maybe you can meet something you like more."

Jemima shook her head firmly: "Sorry, I've already confirmed it, and I'll come over to sign the contract later, you can take a look at other properties!"