

## House buying: video A

Marseilles. Is it possible to buy an inexpensive property here? We went to an estate agents to see an expert: Pascale Nerguisian.

Nathalie: "So we're looking for a house. What do you have to offer us?"

Pascale: "Well, I have a very nice house that I can offer you at the moment. ... It's a four room type, meaning three rooms... three bedrooms. And a main living room... on a small plot of land, in a little housing development."

Nathalie: "Are there any outbuildings?"

Pascale: "Just a garage."

Nathalie: "Is the electricity, the plumbing in working order?"

Pascale: "Actually it needs a little bit of tidying up, some overhauling let's say."

Nathalie: "OK. How many square metres is it?"

Pascale: "It is exactly one hundred and two square metres."

Nathalie: "...How much does it cost?"

Pascale: "Today its going price is three hundred and twenty nine thousand euros."

Nathalie: "Is how much?"

Pascale: "Today its going price is three hundred and twenty nine thousand euros."

Nathalie: "Can we visit it?"

Pascale: "Of course!"

Nathalie: "So this is the house?"

Pascale: "Yes this is the house in question. So it's a little house in a housing development, very very quiet, semi-detached.

Pascale: "So here we are in the living room! So the first room has two windows. French windows that open out onto the garden we saw at the entrance, then a second window looking out over the main garden. On this side you have access to a bedroom with a bathroom and WC that also opens out onto the garden, and on that side you have the kitchen. The kitchen also has French windows looking out over the entrance, well you see there is unfortunately some work to be done, in particular the tiling. The... the kitchen isn't fully fitted and needs fitted cupboards. And here you have the garage. So up the stairs to the first floor, where you have a further two bedrooms, a bathroom and a WC."

Nathalie: "There are four bedrooms?"

Pascale: "In total? No there are three! Here we are on the first floor. So as I said before, you have several rooms this side. The bathroom and WC side, and then you have the parent's bedroom there. Come and see! This is the property's biggest room."

Nathalie: "How many square metres is it?"

Pascale: "Eleven square metres."

Nathalie: "Can you remind me of the house's price?"

Pascale: "The house's price? Three hundred and twenty nine thousand euros."

Nathalie: "Do you think we could negotiate the price?"

Pascale: "We'll see. But you haven't seen the best thing.  
Take a look at its major appeal, this balcony in the parent's bedroom with an unbeatable view of Marseille!"

Nathalie: "Oh yes, it's beautiful!"

Pascale: "Not bad eh!"

Nathalie: "Very good we will have to think about it!"