

Agent:

- There is a 3rd floor available for immediate move-in which is a pool view, and lower-level residents have voiced concerns about noise above them.
- There is also a 2nd floor available that this is facing the parking lot but has not had noise complaints.
- Market is \$1,745 for a one bedroom and can do up to \$300 off
- Currently have 8 apartment communities that we are competing against

Prospect:

- Has to have a 1st floor for ASAP, open on bedrooms if other criteria are met.
- Wants a pool view, does not want to face the parking lot as they do not like headlights from the vehicles going in their apartment window
- Picky on the noise level from upstairs
- Leaving your current apt on first floor because of noise issues above and has a parking lot view
- Cannot go over \$1,300, would stretch to \$1,450 for ideal home.
- A manager at Chik Fila, makes \$4,500 gross monthly
- Very analytical has a list of apts to go and look at

Did they ask?

- What is your reason for not applying now?
- What is the reason you need a 1st floor?
- Where are you moving from and why?
- What other features or amenities are you looking for?
- Who is the apt for? If roommate, did they get their name.