

# MANAGING YOUR MONEY



## Buying A Luxury Home: Things To Consider



**A POOL IS A NICE REFLECTION** on the occupants of a home. Many luxury home buyers consider a pool and a large backyard important specifications in a potential home.

(NAPSA)—What do affluent home buyers consider when looking for the luxury home of their dreams? Many want homes in which they can entertain their friends, so an open floor plan with a spacious kitchen is preferred. Some affluent buyers consider a pool and a large backyard important features in the home they'd like to buy. Other factors, such as proximity to the airport and vacation homes, might also need to be considered.

Here, from the professionals at CENTURY 21 Real Estate Corporation, the nation's leading real estate firm, are some more factors that customers should consider when buying a luxury home:

- Is there fine dining nearby?
- What types of entertainment are close by? Theatre, orchestras, boating, skiing, etc.
- Does the homeowner want a serene environment? Then seclusion and natural beauty is a consideration.
- Is a gated community preferred over a non-gated one?
- Is it in close proximity to country clubs and golf courses, as well as desired employment?
- Is distance to a vacation home a consideration? The right location could save valuable time

that would have been otherwise spent commuting.

- Will there be an au pair or live-in servant staff? If so, then consider a property that provides separate living quarters.

Although the primary reason for buying a home is almost always personal enjoyment, the acquisition of a luxury home or property also opens a door to an investment return, all the more reason to work with a real estate professional specializing in luxury homes.

Real estate firms that sell luxury homes, such as franchised members of the CENTURY 21® Fine Homes & Estates brand extension, know that expectations of affluent consumers can vary considerably from other consumers and are ready to meet those unique needs.

CENTURY 21 Real Estate Corporation offers System agents training and certification courses that teach them how to use the System's worldwide network of more than 100,000 real estate professionals to a client's advantage.\* For more information about buying and selling luxury homes, visit [www.Century21.com/luxuryhomes](http://www.Century21.com/luxuryhomes).

*\*Among national full service real estate firms, CENTURY 21 Real Estate Corporation ranks highest in overall satisfaction for first time home buyers and highest in overall satisfaction with Internet services provided to home sellers, according to J.D. Power and Associates. J.D. Power and Associates 2001 Home Buyer/Seller Satisfaction Study. Study based on responses from 3,252 home buyers and sellers. Study conducted for Cendant Corporation by J.D. Power and Associates.*