

A Construct of the Typical Million Dollar Home

What exactly is a million dollar home? What does it look like? What does it feel like? What, for example, is a million dollar home seller offering that qualifies his/her home to be valued at the high end of the price spectrum? These are some questions you might need answered if you are contemplating a purchase of a million dollar home.

Descriptive words and terms like exquisite decor, design, upscale architecture, elegance of appointments, exclusive community, manicured grounds, and bulkhead, among other such adjectives may help in identifying a million dollar home. But it is also quite possible that this kind of picturesque language may not be at all necessary in describing homes priced at or above one million dollars, because your audience may be less interested in the home but have more interest in location.

To some, one mention of the community in which a home is located may be enough to convey the price range of any home in that particular community. An area that is described as a gated community, an estate area, an upper scale community, a lakeside or resort community will sometimes invoke and conjure up a high-priced neighborhood - depending on who you are talking to.

And by the way, let me point out here that a million dollar home, as used in this article, refers to a single family residence that is priced at one million dollars and up, but less than two million dollars; since a two million dollar home will be considered a multimillion dollar home. That having been said, there is most likely a million dollar home for every qualified million dollar home buyer. Million dollar homes are as unique as million dollar home buyers are discerning.

But if you are in the market for a home ranging in price between One Million Dollars (\$1,000,000) and Two Million Dollars (\$2,000,000), what features would you would expect to be displayed in such a residence? Would it be an estate, or manor with elaborate grounds, or perhaps a bit more modest? Think in terms of location – or neighborhood if you like – exterior construction and interior design & layout, and paint a verbal picture for your listener.

For the neighborhood you might include things like: Country Club, Gated, Golf Course, Lake, Physical Fitness Facilities, Playground, Restaurants, Sidewalks, Street Lights, Estate, etc. For the exterior, such terms as Garden Area, Irrigation System, Outdoor Fireplace, Patio, Professional Landscaping and Manicured Grounds might be pleasing both to the ears and the mind's eye, so as to provide as vivid an image to your listener, who could possibly be the real estate broker you entrust with locating your ideal home for you.

And you might complete your verbal masterpiece with adjectives like 10 ft. Cathedral Ceiling, Double Vanity, Elevator, Entrance Foyer, Hardwood Floors, Available High Speed Internet, Trey Ceilings and Walk-In Closets to convey what the interior of your dream home will look like. Keeping in mind, of course, that there are almost certain to be different requirements in a million dollar homes for different upscale buyers.

Ultimately, if you are a real estate broker who specializes in the marketing and sale of high end residential properties, you would have developed a sense of the kind of property your clients have to offer, as well as an acquired ability to evaluate it and convey such information to your customers with the confidence that can only be displayed by one who has learned to nurture those with a demand for immaculate homes intended to quench their appetite for the impeccable.

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