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B : when is the completion date ? 请问工程何时才能完成 ? A : The completion date will be on July 1st 2001. 预计竣工日期为2001年7月1日。 B : what about the price and the bank mortgage ? 售价和银行贷款如何 ? A : Please check up the price list. The average unit price is five million Hong Kong dollars. There are eight different banks that will provide a seventy percent mortgage loan. Also, the developer will offer another ten percent mortgage to purchasers. 平均售价约港币五百万元，你可以看看价目表。有八间银行提供七成按揭贷款，而发展商亦可提供另外一成的按揭给认购者。 B : How many payment methods are there ? 有多少种付款办法 ? A : It ' s all written on the brochure price list. I believe there will be one right for you. Please hurry up because almost half of units have already gone. 售价表里已经详细列明，我相信其中一定有适合你的。现在认购已经超过五成，你要快些作出决定了。 B : Thank you. I think I have to talk to the bank representatives. Thank you for your help. 谢谢，我想我必须先向银行代表询问，谢谢你的帮忙。 A : You ' re welcome. 别客气。

Chapter 3. Office Property 第三章 办公室物业

1. Office Unit For Lease 1. 出租办公室物业

Scene : ABC Agency 场景 : ABC 代理行

A : Agent - Miss Wang 物业代理王小姐 B : Client - Mr. Ray Cohen 客户高汉先生

R : Receptionist R : Good morning, sir. May I help you ? 先生，早晨好！可否让我帮你 ? B : Yes,

my name is Ray Cohen. I have an appointment with Miss Wang at eleven. 是的，我的名字叫高汉，我约了王小姐十一时会面。

R : Mr.Cohen, Miss Wang is expecting you. Please have a seat. 高汉先生，王小姐正在等你，请坐。

A : ( Miss Wang walks to the front desk. ) Hello, Mr.Cohen, nice to meet you. 你好，高汉先生，很高兴与你见面。 ( They shake hands. Miss Wang passes a business card to Mr.Cohen. ) ( 王小姐与高汉先生握手并递名片给他。 )

Let me take you to the conference room. 请先到会议室。 ( In the conference room ) ( 会议室内 ) A : Mr.Cohen , would you like something to drink ? 高汉先生，想喝点什么？

B : No, thanks. 不用客气，谢谢。 A : Mr Cohen, after the telephone conversation with you yesterday, I believe the Gateway Tower in Tsim Sha Tsui will be one of the best choices for your company to rent. 高汉先生，昨日与你在电话中商谈后，我相信尖沙咀港威大厦应是你公司承租物业的其中一个最好选择。

B : Gateway Tower. Is it near the Harbour City ? 港威大厦，它是否邻近海港城？ A : Yes, sir. The transportation is very convenient and only a few minutes walking distance to MTR station. Also, a famous shopping mall is connected with the Harbour City.

Besides, the management fee and rent are reasonable for your company. 是的，高汉先生。那里交通非常方便，只需步行数分钟使可达地铁站，再者，它有一个著名商场连接海港城。而该大厦的管理费及租金又非常合理，最适合你公司租用。

B : I see. How much is the rent ? 我明白的，它的租金是多少？

A : The average rental is twenty-six Hong Kong dollars per square foot, Mr.Cohen. 高汉先生，每平方英尺月租港币二十六元。 B

: It sounds very interesting. Is it possible to see it right now ? 这令我很感兴趣，能否现在去看该当大厦呢？ A : Sure, Sir. May I ask which floor you prefer ? 当然可以，高汉先生。请问有哪些楼层是你较为喜欢的？ B : I prefer a higher level, preferably the twentieth floor or higher. 我喜欢较高层的，最好是二十楼或以上。 A : Yes, Mr.Cohen. I will show you the twenty-second floor and twenty-fifth floor. We can go anytime. 是的，高汉先生，我会介绍二十二楼及二十五楼给你。我们可以随时出发。 B : Good. 好。 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)