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5. Visiting the Flat for Lease 视察出租住宅 Scene：Robinson Garden 场景：鲁宾逊花园

A：Agent- Chen Lu 物业代理陈路 B：Client- Mr.Roberts 客户罗伯茨先生

A：Good evening, Mr.Roberts. How are you？罗伯茨先生，

晚安，今天好吗？ B：Fine, thanks. My wife is not

able to come and I have a dinner party to go at eight, so I think I can

only check one apartment tonight. 很好，谢谢。我太太今晚没有

空，而我八时要参加一个晚宴，所以我想今晚只能看一个公

寓单位。 A：No problem. I ' ll change appointments for the

other flats later on. Mr.Roberts, would you please sign an inspection

record for me? May I have your identity number for reference? 没有

问题，我稍后会再安排其他单位给你看。罗伯茨先生，请你

签一份看楼记录书，可否告诉我你的身份证号码作为记录参

考。 B：Sure. （ After a few minutes, Chen Lu and Mr. Roberts are

at the entrance of Robinson Garden with the security guard in the

lobby. ）可以。（约数分钟后，陈路和罗伯茨先生到达鲁宾

逊花园大厦入口处，保安警卫人员正在大厦大堂值班。 ） A

：（ To the security guard ） Hello, I ' m Chen Lu from ABC

Company. Here is my business card. （ Chen Lu signs the visitor list.

Then Chen and Mr.Roberts take the elevator to 18/F, Chen has the

key and he opens it. ） （ 对保安警卫人员 ） 你好，我是ABC公

司的陈路，这是我的名片。（陈路在访客名单上签名，然后

与罗伯茨先生说） A

: Here it is, Mr.Roberts. On the left is the kitchen. At the back of the living room are the three bedrooms. The largest one is the master bedroom. You see the kitchen has basic appliances including a cooking stove, refrigerator, dryer and washing machine. Also, you

'll notice the living room is large. The landlord will also provide furniture if you need it. 罗伯茨先生，这里就是了。左面是厨房，大厅后面是三个睡房，最大的是主人套房。你看，厨房内有基本家庭电器，包括煮食炉、冰箱、干衣机和洗衣机。同时，客厅相当宽敞，如果你需要家具，业主可为你安排。 B

: How about the bedroom? 睡房是怎样的? A: Let me show you. This is the master bedroom with an adjoining bathroom. The view is delightful. The other two bedrooms are for children. 我带你去看。这是主人套房连浴室，景观非常好的，另外两个睡房是给小孩的。 C: It looks great to me. Would I have my wife and

kids check it out tomorrow? Also, do you know if there is any discount for the rent? 我挺满意这里，我可否与太太和小孩明天再来看看? 还有，这单位的租金能低一点吗? A: I'm

afraid not, Sir. The average rent in this area is around forty five thousand Hong Kong dollars per month. Since the landlord is in a hurry to lease the apartment, so he has already lowered the rent. 先生，恐怕不能，这区的单位平均月约港币四万五千元。业主因为急于出租，所以已将调低了。 C: I see. How much

deposit should I pay? 我明白，请问我需要支付多少按金。 A

: Two months deposit and one month's rent payable in advance.

两个月租金作按金及一个月预付租金。 C: How about the

management? 管理费多少呢? A: I have to check these out

with the landlord. 我向业主查询后尽快回复你。 C : Sure. I ' ll let my family decide after they have looked at the apartment tomorrow. Thank you so much. 好的 , 我的家人明天看过单位之后便可决定。非常感谢。 A : Don ' t mention it. See you tomorrow. Bye-bye. 别客气 , 明天再见。 C : Bye-bye. 再见。 C : It looks great to me. Would I have my wife and kids check it out tomorrow? Also, do you know if there is any discount for the rent ? 我挺满意这里 , 我可否与太太和小孩明天再来看看 ? 还有 , 这单位的租金能低一点吗 ? A : I ' m afraid not, Sir. The average rent in this area is around forty five thousand Hong Kong dollars per month. Since the landlord is in a hurry to lease the apartment, so he has already lowered the rent. 先生 , 恐怕不能 , 这区的单位平均月约港币四万五千元。业主因为急于出租 , 所以已将调低了。 C : I see. How much deposit should I pay ? 我明白 , 请问我需要支付多少按金。 A : Two months deposit and one month ' s rent payable in advance. 两个月租金作按金及一个月预付租金。 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