

房地产英语（三）PDF转换可能丢失图片或格式，建议阅读原文

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B : Does this apartment face south ? 这房子是否向南 ? A : The living room faces south and the bedrooms face north. Mrs.Chen, what do you think of this unit? It has a beautiful hill view and quiet environment.

Also, Tai Koo Shing has many amenities such as a grand shopping mall, wonderful playground, residents club, four standard tennis courts and few supermarkets. Also, it is conveniently located for public transportation like the MTR and buses.

客房向南，则睡房向北。陈太太，你觉得这个单位怎么样？这个单位面向风景，风景不错，静中带旺，而且太古城设施齐全：有大型购物商场、儿童游乐场、住客会所、四个标准网球场、超级市场等，并且邻近地铁站及有多种交通工具，非常方便。 B :

Great ! 很好 ! A : May I ask if your interest in the unit is for investment or self-use. 陈太太，你买这单位是投资还是自用呢 ?

B : The purpose is for investment because I hear from my friend that the rental return for Tai Koo Shing is not bad.我的目的是投资，因为我听说太古城的物业租金回报不错。 A : Sure.

Mrs.Chen, the rent for this unit is around thirty-five thousand Hong Kong dollars. The yield is almost ten percent. There are many Japanese and Westerners love to live here. Its only because

Mr.Johnson must go back to England that he has to sell this unit. 这是肯定的。陈太太，这单位每月租金约三万五千元，回报率约百分之十。很多日本人和西方人都喜欢在这里居住。因为

给翰逊先生必须返回英国，否则他可不愿意卖这单位的。 B : I understand. The flat is under a good condition and I dont have to redecorate it later. But, Ive got to discuss it with my husband first. Mr.wilson, how about I call you to make an appointment again? 我明白。这单位基本情况很好，我不需要重新装修，不过，我要先与我的丈夫商量。威尔逊先生，不如我再给你打电话确定另一个约会吧。 A : Sure. Mrs.Chen, anyway, I should remind you that you must be quick because I have other clients requesting to check this unit later. 没有问题。陈太太，不过，我必须提醒你要快点决定，因为还有其他客户要求看这单位的。 B : Okay. Ill call you later. 好的，我稍后再给你打电话。 A : Hi , Sir. May I help you ? 先生，你好，我可以帮你忙吗 B : Yes, please. I am looking to lease an apartment. 好的，麻烦你。我正在找一个出租住宅。 A : This is my business card. I am Chen Lu. Nice to meet you. 这是我的名片，我叫陈路。很高兴认识你。 B : Thank you. I am Sam Roberts. I am looking for an apartment of around one thousand square feet for my family. 谢谢，我是罗伯茨。我正找一个约一千平方英尺的住宅公寓给我的家人。 A : Mr.Roberts, are you familiar with this area ? 罗伯茨先生，你是否熟识这一区呢？ B : Yes, I am living in Rose Garden now, but the lease will expire in two months. The landlord is going to sell his apartment. 是的，我现在住在玫瑰花园，不过租约将在两个月后到期，业主已决定出售那住宅公寓。 A : I see. I guess you prefer remaining in the same neighbourhood. Let me check the computers property data for you first. (After a few minutes.) Sir, do you know Robinson Garden? 我明白，罗伯茨先生，我估计

你希望住在同区附近，对吗？让我先查看电脑物业资料。（约数分钟后。）先生，你可知道鲁宾逊花园？ B：No. I'm sorry to say. （Chen Lu points out the location of Robinson Garden from the map.）对不起，我不知道。（陈路将该区地图给罗伯茨先生看，并指示该大厦位置。） A：Robinson garden is only two years old. The first floor is a prestigious lobby and the entrance of a car park. The second and third floor are for car parking only. The fourth floor is the clubhouse, which includes a fitness centre and one swimming pool. Over the platform are two of thirty level residential buildings. There are four units in each floor. The unit areas are between eight hundred square feet. The mid-level has one vacant unit for lease. The gross area is one thousand three hundred square feet and the net area is almost one thousand square feet. The layout of the unit includes one huge living room, one dining room and three bedrooms. The maids room is attached to the kitchen. B：Is it furnished or non-furnished？ 单位是否备有家具？ 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