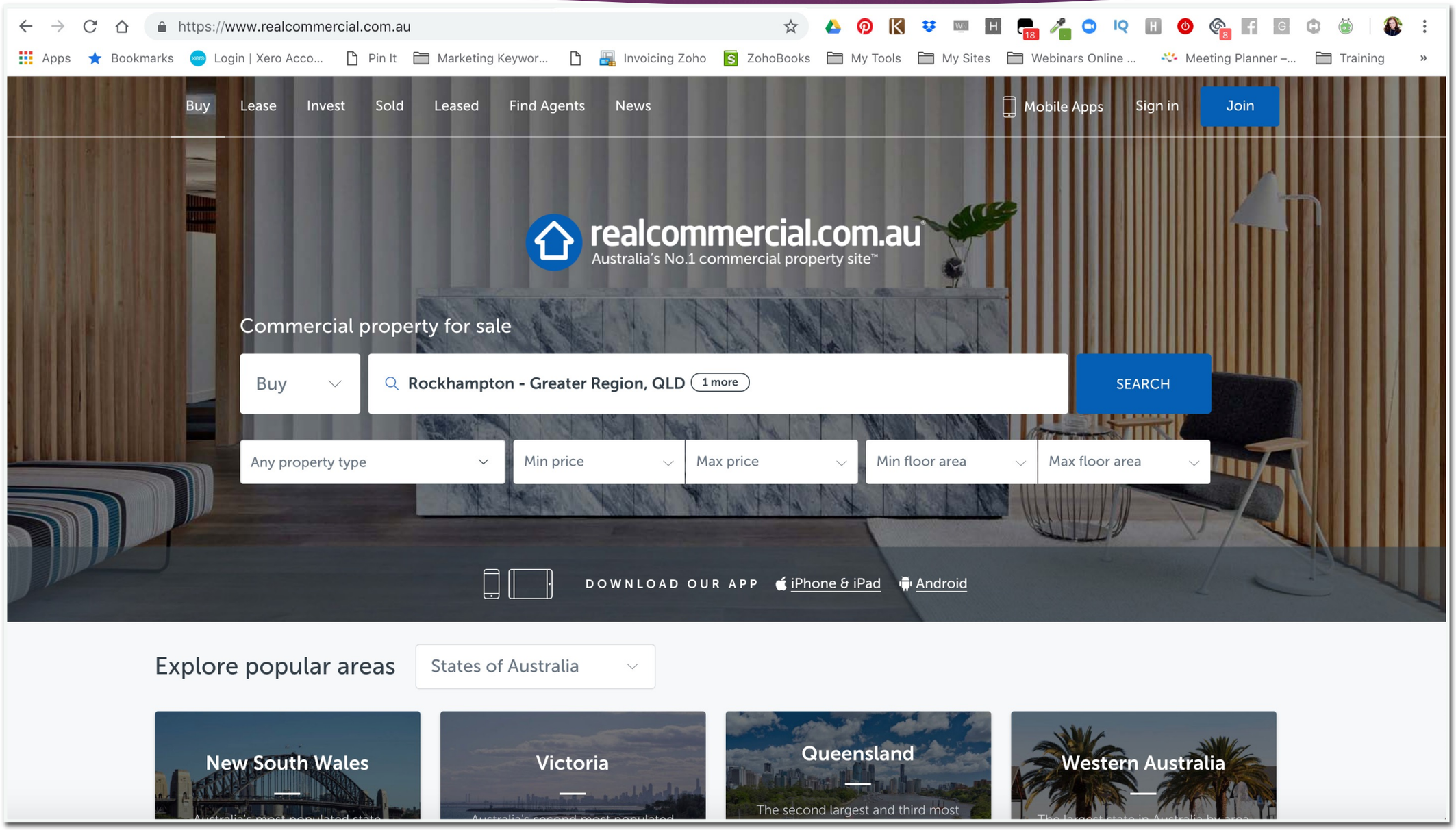
Lesson 2
Finding your Commercial property

寻找属于您的商用物业
搜索并评估不同的物业

Searching and Evaluating Different Properties

UNIKORN COMMERCIAL PROPERTY

Where to search
去哪里搜索？



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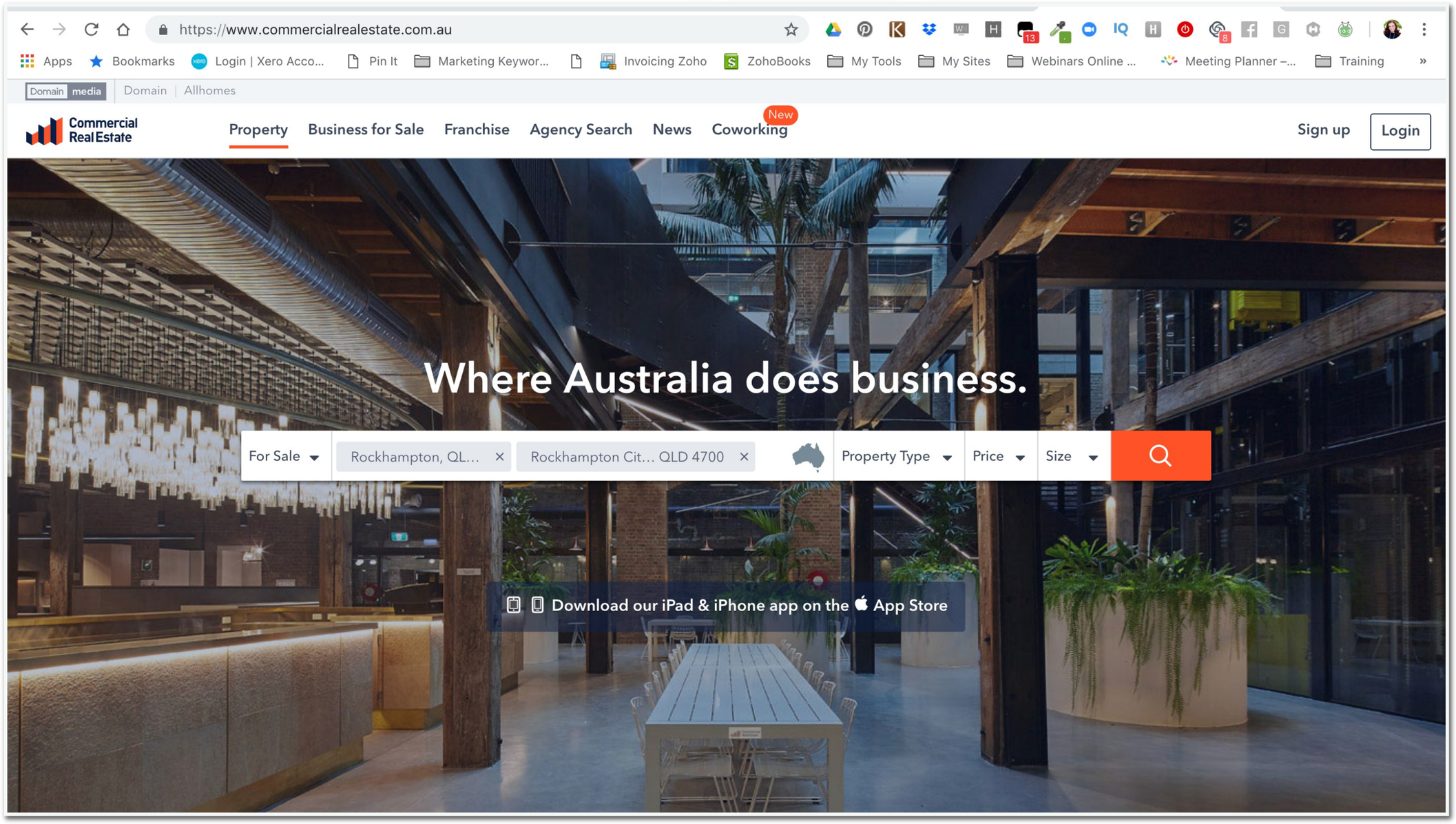

Which state- city- region?
哪个州？哪个城市？哪个地区？

- Think about where you're comfortable getting started

  想想你从哪里更容易开始

- Be open to looking outside of your own location and State, to find higher yield properties

  愿意在您原来的地区和州之外寻找收益更高的物业

- We'll cover regional v's city in a separate lesson

  我们将在后面的课程中有一节专门介绍城市与郊区的对比

- Additional due diligence will be necessary in regional places that have had an economic turndown - eg. Especially if mining or coal electrical plants, have been shut down.

  在经济衰退的地区需要额外的尽职调查 – 特别是如果采矿或煤电厂已经倒闭的话。

What to look for
寻找什么样的物业

- Is it Vacant?

  是空置的吗？
- Vacant will most likely have GST in addition to the sale price

  除了销售价格外，空置物业很可能还有消费税（GST）
- Vacant will allow you to buy property cheaper than they would be if tenanted. But you need to factor in and be prepared to wait 6 to 12 months to tenant the property (after incentives and possible upgrades)

  您可以更便宜的价格购买空置物业。 但是您需要考虑一些因素并准备等待 6 到 12 个月才能出租此类物业（在采取鼓励措施和一些可能的改善措施后）
- Be aware of your financing availability for a vacant property.

  请注意您能够对空置物业投入的资金。

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What to look for
寻找什么样的物业

- Is it Tenanted?

  是可以出租的吗？

- Tenanted properties are mostly sold as a going concern - meaning that GST is not added to the sale price

  可出租物业大多以盈利企业的方式出售 – 这意味着消费税（GST）不计入售价

- Tenanted properties with longer leases, or leases with several options such as 3 x 3 will often be favoured by banks to give you a loan, because they see that as income security against your loan.

  银行通常乐于为具有较长租约的可出租物业或是租约可以多次续租（例如 3 x 3）的物业提供贷款，因为他们会将此类物业视为您贷款的收入保障。

What to request from the agents
从中介获得取哪些信息？

- Read through the descriptions 仔细阅读说明
- Look at the photos 查看照片
- See if it's of interest and request the following information:
  看看是否感兴趣，并要求了解以下信息：
  - Information Memorandum (IM) - (If they have one)
    信息备忘录（IM）（如有）
  - A copy of the Lease
    租约副本
  - A copy of the Contract (if they have one ready to go)
    合同副本（如果中介有现成的合同）
- Larger Agencies- Colliers International and Burgess Rawson
  规模较大的商业地产中介公司 – 高力国际和伯吉斯罗森