

第十二课 B  
商用物业之旅  
Lesson 12 Part B  
Commercial property Journey  
未来的旅程和蓝图

The Journey and Roadmap Ahead

# 代表性的商用物业之旅

## Typical Commercial property Journey

- ▶ Start with a positive cash-flow property- with high yield- typically Warehouses at about 9% - Fairly passive Income  
从高收益的正向现金流资产开始，仓库的收益通常在 9% 左右，这是相当不错的被动收入
- ▶ Next move to a growth/ cash-flow property - such as office or retail shop- lower yield at about 7% - with some room for capital growth  
下一步转向自然增值/现金流资产（例如办公室或零售店），此类物业收益率较低，约为 7%，具有一定的资本增值空间
- ▶ Next move to a Partial Vacancy - Free Standing property- often mixed tenancy and great for flip deals  
下一步转向部分空置物业，即独立物业，此类物业通常为混合租赁，非常适合抛售
- ▶ Vacant property - freestanding office or retail shop- Great to use for Equity Growth and high returns  
空置物业多为独立办公室或零售店，非常适合用于资产净值增长和高回报
- ▶ Last type is Development or Syndication, where you buy a parcel of commercial land and  
A) You get a DA for development approval and sell to a developer OR B) You put some smaller warehouses on it and tenant and hold the property.

最后一种类型是开发或联合型物业，如果您购买了其中的一块商业用地，并且： A) 您获得开发许可并出售给开发商； B) 您将其建为一些小型仓库进行租赁并持有该物业。



# 代表性商用物业之旅和策略

Typical Commercial property Journey & Strategies

Highest  
Yields

9%

现金流，最  
高收益-9%

Warehouse  
仓库

Residential



# 代表性商用物业之旅和策略

## Typical Commercial property Journey & Strategies



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## Typical Commercial property Journey & Strategies

Cash-Flow  
Highest Yields  
9%  
现金流, 最高  
收益-9%

Growth  
Locations Metro -Suburbs  
Lower Yield 7%  
增值  
地点 城市-郊区  
较低收益-7%

Warehouse  
仓库

Office  
办公室

Shop  
商店



Cash Flow Strategy And Properties  
现金流策略和物业

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## Typical Commercial property Journey & Strategies

Cash-Flow  
Highest Yields

9%

现金流，最  
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Growth

Locations Metro -Suburbs

Lower Yield 7%

增值

地点 城市-郊区  
较低收益-7%

Partial Vacancy 部分空置

- Flip Deal 人为增值物业
- Free Standing 独立物业



Cash Flow Strategy And Properties  
现金流策略和物业

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## Typical Commercial property Journey & Strategies

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Highest  
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9%  
现金流, 最高收益-9%

Growth  
Locations Metro -Suburbs  
Lower Yield 7%  
增值  
地点-郊区麦德龙  
较低收益-7%

Partial Vacancy 部分空置  
Flip Deal 人为增值物业  
Free Standing 独立物业

Warehouse  
仓库

Office  
办公室

Shop  
商店

Mixed Tenancy  
混合租赁  
Residential 民用  
Shop 商店  
Office 办公室  
Vacant 空置

Cash Flow Strategy And Properties  
现金流策略和物业

Get a chunk of money from the Flip Deal and use it for a Vacant Property strategy, next  
从人为增值交易中获得大笔资金, 接下来将其用于空置物业的策略

# 代表性商用物业之旅和策略

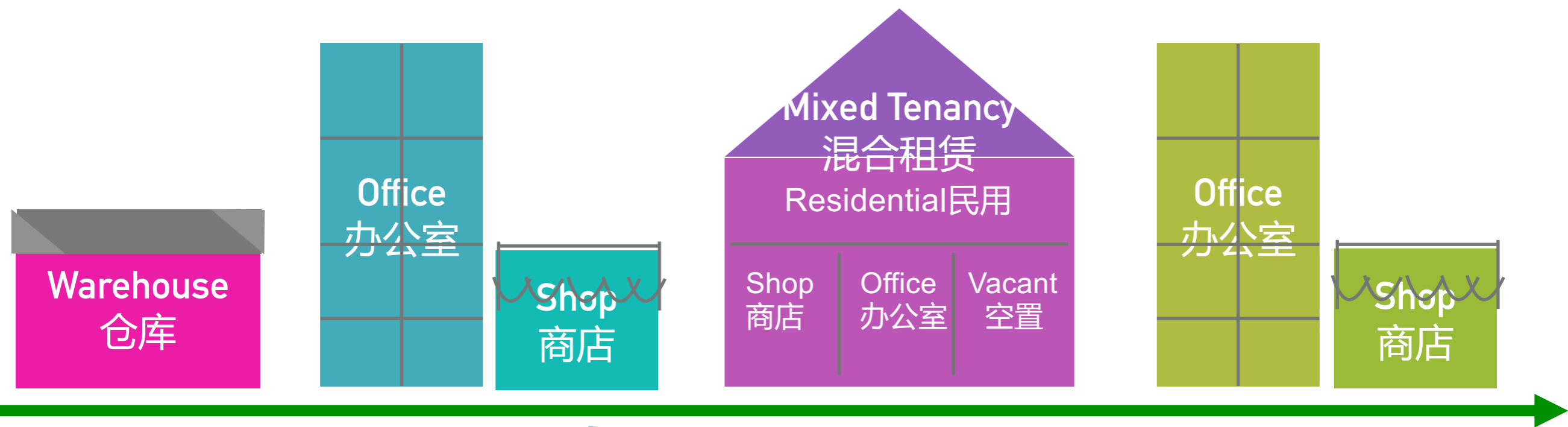
## Typical Commercial property Journey & Strategies

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9%  
现金流, 最高收益-9%

**Growth**  
Locations Metro -Suburbs  
Lower Yield 7%  
增值  
地点 - 郊区麦德龙  
较低收益-7%

**Partial Vacancy 部分空置**  
- Flip Deal 人为增值物业  
- Free Standing 独立物  
业

**Vacant to Retenant 空置重新出租**  
- Freestanding or 独立式  
- Office or 办公室  
- Shop 商店



**Cash Flow Strategy And Properties**  
现金流策略和物业

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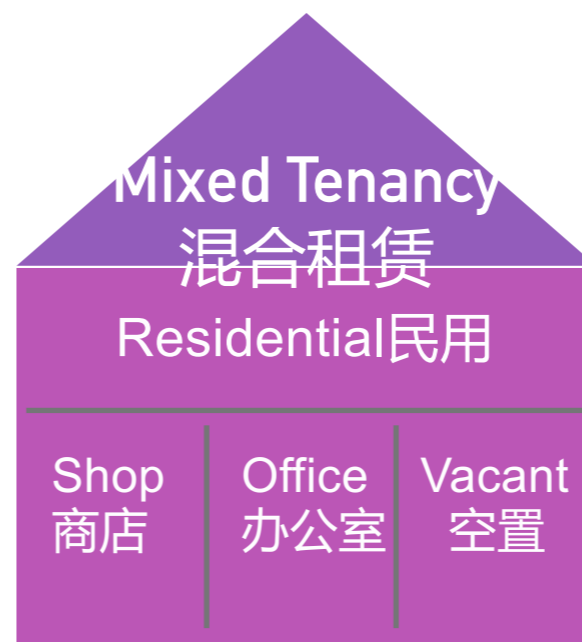
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**Equity  
Growth &  
High  
Returns**  
资产增值和  
高收益



Cash Flow Strategy And Properties  
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# 代表性商用物业之旅和策略

## Typical Commercial property Journey & Strategies

Development or Syndication  
Buy Commercial Land  
开发或联合购买商业土地

Residential

Land 土地



# 代表性商用物业之旅和策略

## Typical Commercial property Journey & Strategies

Development or Syndication  
Buy Commercial Land  
开发或联合购买商业土地

Smaller Warehouses  
are a great place to start  
小型仓库是不错的起点

Land 土地

Warehouse  
仓库

Warehouse  
仓库

Warehouse  
仓库

1. Get a DA for this land and then sell to a developer or..

获得这块土地的DA，然后将其出售给开发商

2. Add your own warehouses - Tenant and Hold the property

加盖自己的仓库，出租并持有物业