

Sales & Leasing Services



**CHAPMAN
& FRAZER**
COMMERCIAL REAL ESTATE

our history

1888

F Wheeler & Co Established

1956

F Wheeler & Co was bought by Trevor Chapman and Milton Frazer, and became Chapman & Frazer Real Estate

1980s

Chapman & Frazer became Commercial specialists

2016

Daniel Mason & Chris Watson acquired C&F, merging a long standing history with the passion to forge ahead into a new day



our sales and leasing *Team*



Daniel Mason
Director



Chris Watson
Director



Peta Pettit
Sales and Leasing Consultant



Liza Boltz
Sales and Leasing Consultant





why *us?*

We do things differently, and we do things
the right way.



We genuinely care about our clients
and put their needs first



We work as a team, sharing resources
and ideas



We are proactive, we always anticipate
and take action



We always follow up, we never leave
loose ends



We focus on results, not our
commission



We work to ensure each client grows,
thrives and succeeds



We look beyond ourselves and love to
give back to local charities



We have unrivalled commercial
property expertise, second to none in
our industry

what our clients *say*



"Chapman & Frazer is a professional and dynamic property management group who are innovative, competitive and leaders in their field. They have exceeded my expectations, well done to all the team"

A Cribb



"Well you can't beat or go past Daniel Mason from Chapman Frazer Commercial Real Estate for the best marketing and selling of a commercial property in the centre of Gosford for me. Consistent updates, excellent communication to the point I felt he was a business partner rather than an agent!! Daniel is now on the lookout for myself and co investors to reinvest in another aspect of rock solid commercial real estate in the central coast region. Thanks once again Daniel for such a smooth stress free run"

A Watts



"I find your real estate very friendly and helpful to deal with. So cudos to you all. Thanks for making life easier"

C Edwards



our services



Sales Services

- Market appraisals and sales proposals
- Sale by auction, private treaty, expressions of interest or by tender
- Strata unit sales and freehold property sales
- Land, subdivision and development site sales
- Development project marketing and off the plan sales
- Sales consultation and advice
- Buyer representation services for those looking to purchase commercial property

Leasing Services

- Leasing appraisals and proposals
- Market rent review negotiations
- Sub-leasing and lease assignment
- Lease surrender negotiation
- Tenant representation services for those looking to lease commercial property
- Lease document preparation - in-house services for commercial leases up to 3 years. Note commercial leases over 3 years or retail leases are prepared by Solicitors

our fees

Sales Fees

Property Value	Commission Rate
\$0 to \$200,000*	3.50% + GST
> \$200,000 up to \$300,000	3.25% + GST
> \$300,000 up to \$500,000	3.00% + GST
> \$500,000 up to \$750,000	2.75% + GST
> \$750,000 up to \$1,000,000	2.50% + GST
> \$1,000,000 up to \$1,500,000	2.25% + GST
> \$1,500,000	2.00% + GST

*Minimum fee is \$5,000 + GST

Lease Fees

Length of Lease	Length	%
Less than 1 year	< 1 year	10% + GST
1 year or more but less than 2 years	1 year < 2 years	11% + GST
2 years or more but less than 3 years	2 years < 3 years	12% + GST
3 years or more but less than 4 years	3 years < 4years	13% + GST
4 years or more but less than 5years	4years < 5 years	14% + GST
5 years	= 5 years	15% + GST
Plus 0.5% for each year or part thereof in excess of 5 years.		

OTHER

Superfund Market Appraisals

\$350.00 (plus GST)

Lease Preparation

\$450.00 (plus GST)

Marketing

Marketing costs are quoted separately



CHAPMAN & FRAZER

COMMERCIAL REAL ESTATE

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the right way.

