

# 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



**Liza Boltz**

Sales and Leasing Consultant



**Robert Bose**

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 \$6,000 + GST

## Lease Fees

Length of Lease	Length	%
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 < 4 years	13% + GST
4 years or more but less than 5 years	4 years < 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

\$500.00 (plus GST)

### Marketing

Marketing costs are quoted separately



# CHAPMAN & FRAZER

COMMERCIAL REAL ESTATE

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the right way.

A large, high-contrast black and white photograph of a modern building's exterior. The building features a series of horizontal panels, some light-colored and some dark, creating a rhythmic pattern. A bright red arrow points from the bottom left towards the center of the image, partially overlapping the building's facade. The background is out of focus, showing some vertical elements that might be trees or other parts of the building.