

# McEwan Fraser offers a unique buy to let proposition

By KATE FRANCIS

*'Most of our clients are looking for the security of an immediate income from rented property'*

**O**NE of the biggest problems facing any new buy-to-let investor is knowing where to start. How do you find the right properties to buy, how do you raise the finance, and how, once you own the property, do you find a tenant?

For seasoned investors there's a different problem – how to find an ongoing supply of good-quality properties where the rental yield and capital appreciation give you a good return on your investment.

This is where McEwan Fraser come in. It's a new company, set up in January this year by Ken McEwan and Scott Fraser. Between them they have 30 years' experience predominantly in the Edinburgh property market, and a combined residential and commercial portfolio worth more than £11.5 million.

In the first three months of 2004 McEwan Fraser completed transactions worth more than £12 million.

They specialise in buying and selling tenanted properties off-market, creating an immediate income stream for their clients. The properties are offered at a fixed price to clients for a percentage of the original purchase price.

A recent example was a portfolio of 14 traditional tenanted flats in a popular student area of the city, valued at £3.2 million. The portfolio was broken up and all the properties were sold within weeks to McEwan Fraser's clients at below market value. Funding came from Clydesdale Bank, which has provided the company with a "war chest" for future purchases.

Keith Mitchell, business banking manager of the Clydesdale Bank, says of Ken and Scott: "We've been extremely impressed with their knowledge of the property invest-



From the left: Ken McEwan and Scott Fraser

- \* Search and acquisition
- \* Off-plan investment
- \* Syndicated investments
- \* Buy-to-let consultancy
- \* Investment finance
- \* Development sites

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ment market and their vision for the company's future. We have already developed a strong relationship with them."

Ken and Scott developed their property holdings while they were in full-time employment in an unrelated industry, a success story which is encouraging others to venture into property investment. Their clients range from the working man keen to boost his retirement income to TV personalities, all eager to get involved in property investment without the risk of going it alone.

They're also attracting the interest of private landlords and institutional investors who want to sell tenanted properties, offering an agreement in principle normally within 24 hours.

"Most of our clients are looking for the security of an immediate income stream from property," says Ken McEwan. "We provide them with a choice of quality rented properties at a fixed price, so they don't need to get involved in the time-consuming and expensive 'offers over' scenario."

Scott Fraser adds: "Anyone can invest in property and make returns in a rising market. But it takes skill, careful research and patience to consistently make spectacular returns. As the market slows our service will become even more valuable to investors."

Gordon Hunter of solicitors Valente McCombie Hunter says: "McEwan Fraser's business concept is unique, and is popular with investors, especially in Edinburgh where the market is so buoyant.

"We have a number of clients who have derived a real financial benefit from working with them."