



# WILL YOU BE ABLE TO LIVE ON £79.60 PER WEEK?

By KATE FRANCIS

*'By investing in property it can help provide future financial security'*

The full basic state pension is a mere £79.60 per week which is only 16% of the national average wage. Also with the poor performance of the Stock Market in the last few years, it is no wonder more and more people are turning their attention to having one or two rented properties to supplement their pensions or to provide additional income later in life.

The problem most people face is where to find the right properties, how to raise the finance, how best to set up and run a small portfolio of flats – this is where Edinburgh based McEwan Fraser comes in.

McEwan Fraser specialise in helping clients build profitable property portfolios in Edinburgh and the Lothians and can provide courses for clients on how to professionally manage their portfolios or can offer clients a choice of letting agents who have an excellent proven track record.

McEwan Fraser was set up 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 six months of 2004 McEwan Fraser and syndicates set up by them completed transactions in the region of £15 million.

McEwan Fraser also specialise in buying and selling tenanted properties off-market, creating an immediate income stream for their clients. The properties are all carefully chosen and are offered at a fixed price to clients for a percentage of the original purchase price. Clients therefore don't need to get involved in the time consuming and expensive offers over scenario which exists in the Scottish marketplace.

A recent example was a portfolio of traditional tenanted flats in a popular area of Edinburgh, valued at over £3 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 the Clydesdale Bank, which has



Stuart McAlpine and David Lewington, McEwan Fraser's new property consultants covering Edinburgh, West Lothian and the Borders

- \* Search & Acquisition
- \* Syndicate Investments
- \* Off-Plan Investments
- \* Buy to Let Consultancy & Portfolio Management
- \* Investment Finance
- \* Developing Funding & Equity Stake Partnerships
- \* Investors Selling Agents
- \* Buy to Let Furniture Packages

Knowledge • Investment • Reward



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

McEwan Fraser's clientele range from the working man keen to boost his retirement income to TV personalities, all eager to get involved in the stable Scottish property investment market 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, by offering an agreement in principle to buy normally within 24 hours. This is good news for their client base who are offered a choice of individual properties in these portfolios.

McEwan Fraser can currently offer clients a choice of over 60 fixed price investment properties all in good rental areas none of which are new builds. McEwan Fraser believe there is no other company in Scotland that can offer clients this level of choice of fixed price 'off market' properties all at market valuation or below. Clients get the opportunity to view properties before committing to purchase.

Scott Fraser states: '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, we are already seeing signs of the amateur investors having difficulty in selling their properties and finding tenants.'

Gordon Hunter of leading Edinburgh 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.'