

Little office gets big results

FRASER Real Estate personnel below are (from left) Dan Fraser, Sadie Fraser and Jim Robertson.

FRASER Real Estate in Nobby's Beach is a trim little office with a flair for doing spectacular things in a quiet, unspectacular way.

Dan and Sadie Fraser, company principals, work as a family team with no ostentation and all fanfares muted.

Business procedures are geared to the tempo of the tea service and there could be no mistaking the sincerity of the hospitality.

But judged on its turnover figures, Fraser Real Estate is still doing things very efficiently and effectively.

Since Christmas, one of the biggest recent property deals on the Coast was completed with the sale of the well-known Chair Lift entertainment and catering complex for a figure in excess of \$500,000.

Land Parcels

Two big parcels of land behind West Burleigh were sold this year for a total value in excess of \$500,000.

Jim Robertson, the only sales representative employed by the Frasers has chalked up another half a million in sales in the past eight months.

Dan, a native of Scotland and an engineer by



profession has been on the Coast for about seven years.

He says he knows of no place to equal it for business.

Even through the "squeeze," his office — trading then as Wilton's — wrote consistently sound figures.

"A big future"

Today — he is offering some especially attractive listings in homes, units, investment properties and hinterland acreages ideal for subdivisional development.

Dan says: "I am one of many who believe that the Gold Coast is assured of a tremendous future.

"Right now we could

be on the threshold of another great surge forward."

Dan likes to tell the story of a client couple, Jack and Lily Barton, who came to the Nobby's Beach shopping area one morning to buy a pound of mince and, after noticing a sign in his window, bought a shops and compartments complex for more than \$90,000.

"You've got to have faith in the place where things like that can happen," he contends.

UK tour

Dan and Sadie are going to England and Scotland in May on a tour that will mix business and pleasure.

Apart from renewing old acquaintances, they will be making contact with several industrialists who have expressed an interest in Gold Coast investment.

They expect to be placing some sizeable parcels of money in land and revenue-earning enterprises.

The office is popular with investors because with many of the more important listings the Fraser office provides detailed feasibility study particulars as a guide to clients.

In fact, the office has got to be popular with everyone who visits it because of the friendly no-strings welcome it dispenses.