



Introduction to Property Investment in Japan

About Me

- “Married” into Japan in 2003
- Started investing here in 2011
- Setup shop in 2012
- 80% remote clients / 20% local
- Focus – affordable, high-yielding, hassle-free

The Basics

- Affordability / Diversity
- Stability / Legal Recourse
- Relatively High Cash Flow
- Non-Speculative
- Condo Units / Apartments / Commercial

Cashflow / Hedged Investments

- Starting from 2 mil JPY
- Profitable – up to 8% RELIABLE net pre-tax
- RELATIVELY hassle-free management

Challenges

- Capital growth potential - unknown
- Ageing / declining population
- Cultural / language gap

Locations (1)

- Population growth / stability
- Diverse economy
- Price / return ratio

Locations (2)

- Sapporo
- Fukuoka
- Nagoya
- Yokohama / Kawasaki / Chiba / Kobe
- Satellite cities / bedroom communities
- Prefectural capitals

Due Diligence

- Condos / Mansion Units
 - Reserve funds/renovation history
 - Monthly fees
 - Building management
- Entire structures
 - Building restrictions
 - Zoning restrictions
 - Flood / landslide zones

Pricing

- Suitable for owners-occupiers
 - Based on market / popularity trends
- Strictly investment
 - Based on yield potential
- “Polite” negotiation – up to 10% off

Uniquely Japan

- “GAIJIN KOWAI !!!”
- “Death is a part of life”
- “Paper is king”
- “Rent hikes? What rent hikes??”
- “Inspections? What inspections??”
- Financing works differently

Income Hacks / Tweaks

- Foreign tenants
- Monthly mansion
- Shared homes / Offices / *Minpaku*

Q & A

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“Japan Real Estate” FB group / Podcast