

LEAD MAGNET · BUYING

The 11-Step Tokyo Purchase Checklist

Offer to keys, in order — with the costs and documents nobody puts up front. Built from what a licensed Tokyo agent actually checks.

- 1 **Get your financing reality straight first** — Most foreign buyers assume the loan and discover the truth too late. Confirm whether you're a cash buyer, a resident-loan buyer, or chasing a foreign-friendly lender BEFORE you fall for a listing.
- 2 **Define the box** — Budget (and currency), target wards, building age, freehold vs leasehold, owner-occupy vs rent. A clear box kills 90% of wasted viewings.
- 3 **Engage a buyer-side agent who works for YOU** — Japan's structure lets one agent represent both sides. Understand that dynamic before you sign anything.
- 4 **View and shortlist** — Check the floor, the view, the management state, the neighbours, the station walk in real life — not the brochure.
- 5 **Make an offer (kaitsuke-shomei-sho)** — A purchase application. Price, timing, and conditions. Not yet binding, but it sets the terms.
- 6 **Read the Important Matters statement (juyo-jiko-setsumeisho) BEFORE contract day** — Zoning, flood/landslide risk, building violations, and the condo reserve fund. Challenge anything unclear now, not later.
- 7 **Sign the sales contract + pay the deposit (tetsukekin)** — Usually 5–10% earnest money. Walking away after this generally forfeits it.
- 8 **Finalise financing** — If using a loan, the bank's formal approval lands here. Have your documents ready in advance.
- 9 **Settlement & handover** — Pay the balance, receive the keys. A judicial scrivener (shiho-shoshi) attends to handle registration.
- 10 **Register the title (toki)** — The shiho-shoshi files the ownership transfer. This is what legally makes it yours.
- 11 **Budget the running costs nobody lists** — Property tax (kotei-shisan-zei), management fee (kanrihi), repair reserve (shuzen-tsumitate-kin), insurance, and if you rent it out, management and vacancy. The headline yield ignores all of these.

Upfront cost rule of thumb: on a purchase, budget roughly **6–8% of price** on top for taxes, brokerage (~3%+¥60k+tax), registration, scrivener and acquisition tax. Cash you need on day one — not financeable.

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