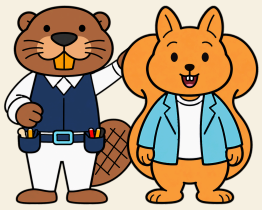
Beginner #06 Study sheet Biba Sensei's Landlord School



About 10% of the price disappears: closing costs and acquisition tax

The numbers are examples for explanation. Review the key points of the video in 3 minutes with this one sheet.

1 Purchase closing costs are 7-12% of the price

①Brokerage fee ②Stamp duty ③Registration and license tax ④Judicial scrivener fee ⑤Real estate acquisition tax ⑥Fire insurance premium ⑦Loan processing fee

The acquisition tax notice arrives after closing (it can exceed ¥1 million).
Real estate acquisition tax = fixed asset tax assessed value × 3% (for building land, half the assessed value is the tax base)

2 A ¥47 million reinforced-concrete property, adding it all up

Brokerage fee about ¥1.62 million (¥47 million × 3% + ¥60,000 + consumption tax) / Registration costs about ¥1.2-1.5 million
Settlement of fixed asset tax and city planning tax about ¥410,000 / Real estate acquisition tax about ¥1.2 million / Stamp duty, insurance, etc. about ¥70,000-150,000

Total	¥4.5-4.88 million

Prepare by closing	Tax after closing
Total − acquisition tax **¥3.3-3.68 million**	Keep it in cash **about ¥1.2 million**

Rule of thumb for cash to have ready: ¥47 million × 15% = **¥7.05 million**

3 Brokerage fee cap

Over ¥4 million: **3% + ¥60,000 + consumption tax** (charging more is illegal)
For properties of ¥8 million or less, up to ¥330,000 (tax included) from each of the seller and the buyer (July 2024 revision). **Dual agency** is easier to negotiate

4 Where you can save

Stamp duty: not charged on electronic contracts. On paper, have the other party prepare the original and take a copy yourself
Loan application agency fee (when you ask the agent to do it): zero if you go to the bank yourself. The bank's own fees are separate

Think about it

1. A ¥30 million property. If closing costs are 7-12%, how much to how much?
2. What is the brokerage fee cap on a ¥30 million property? (Including 10% consumption tax)
3. Is the acquisition tax paid before or after closing?

Answers ① ¥2.1 million to ¥3.6 million ② ¥1.056 million (¥30 million × 3% + ¥60,000 = ¥960,000, × 1.1) ③ After (keep that cash on hand)

Next video — Beginner #07: Why use a loan?

This sheet is general information. Please make your own investment decisions.