

## Flow of Real Estate Transactions (in the case of an individual purchasing a home)

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Real estate transactions can be broadly divided into those conducted for self-use purposes (actual demand) and those for earning purposes (investment).

Here is the flow of real estate transactions summarized as a flowchart, assuming the case of an individual purchasing a home, as an example of actual demand.

## Flow of Real Estate Transactions (in the case of an individual purchasing a home)

### ●Property for Sale by Owner/Builder and Property for Sale by Broker●

The form of selling homes can be broadly divided into properties for sale by owner/builder and properties for sale by broker. The flow of purchase differs depending on this.

(1) Property for sale by owner/builder

A property purchased directly from the real estate company that is the seller.

(There are also cases of purchase via a real estate company entrusted by the seller to act as a sales agent.)

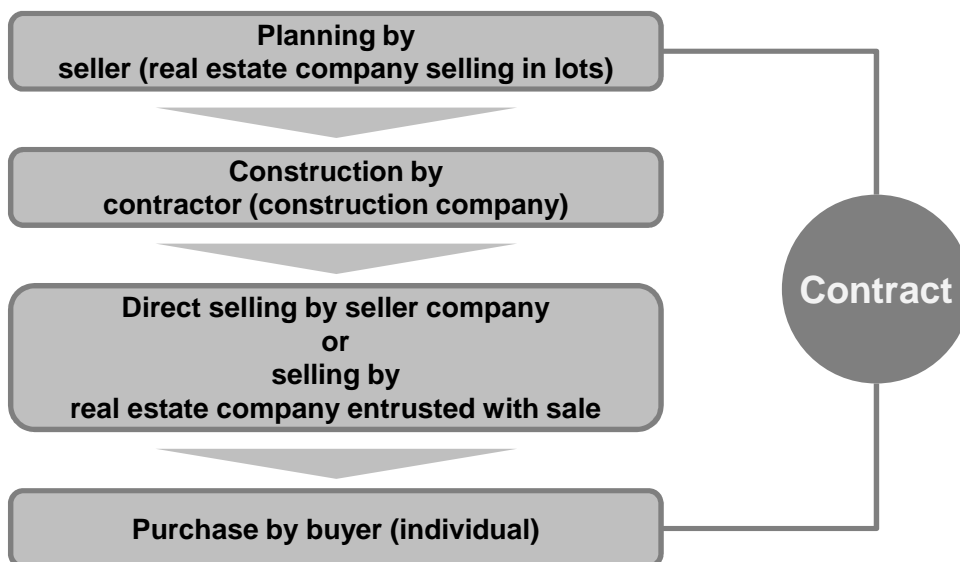
In general, newly-constructed condominiums and large groups of newly-constructed detached homes are properties for sale by owner/builder.

(2) Property for sale by broker

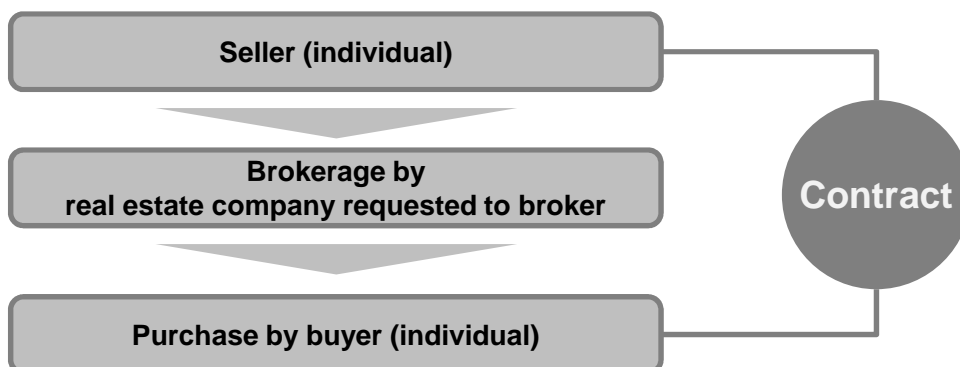
A property purchased through a real estate company acting as broker at the request of the seller.

In general, small groups of newly-constructed detached homes and existing properties are properties for sale by broker. Brokerage fees payable to the real estate company may arise in the case of properties for sale by broker.

#### ◆Property for Sale by Owner/Builder (in the case the seller is a real estate company)

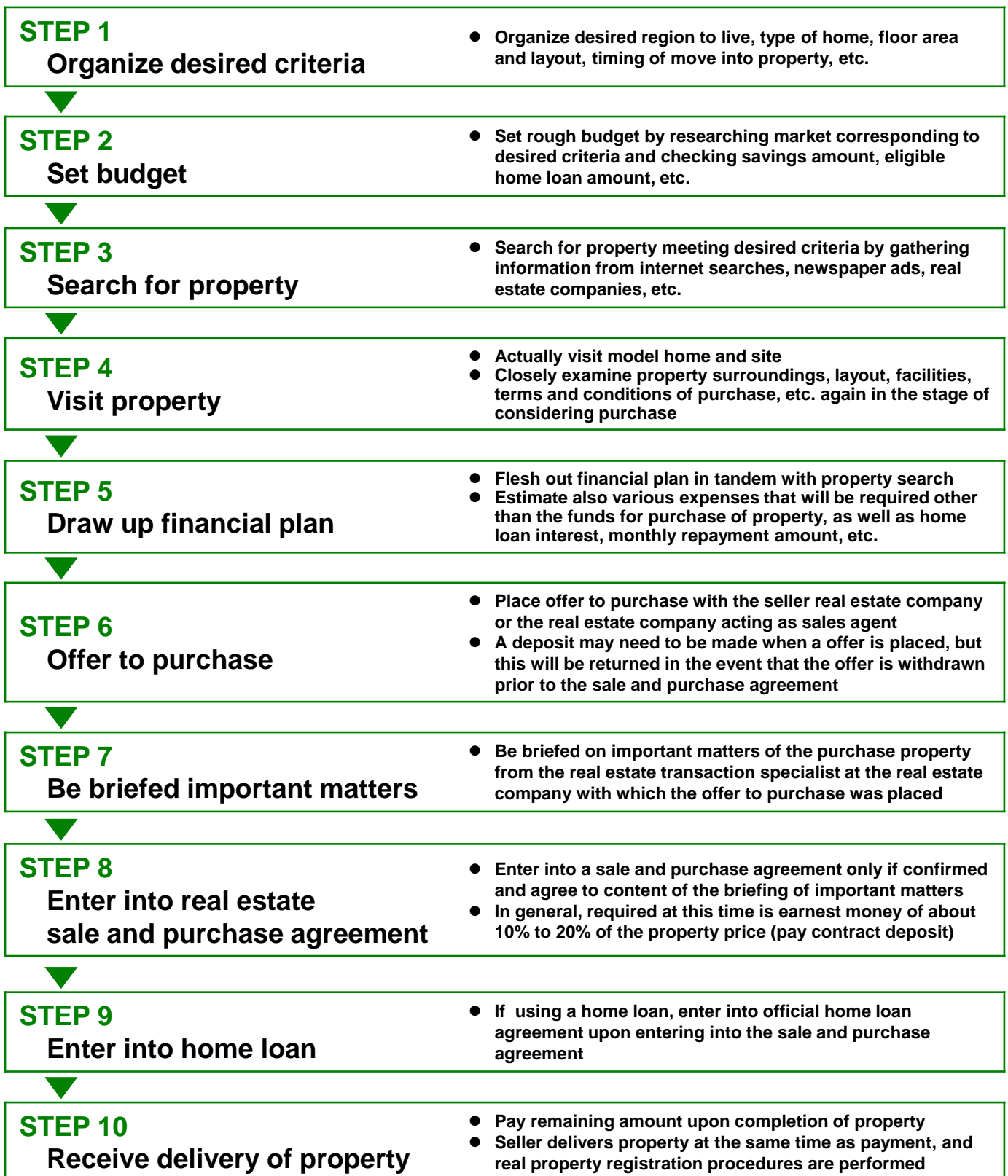


#### ◆Property for Sale by Broker (in the case the seller is an individual)



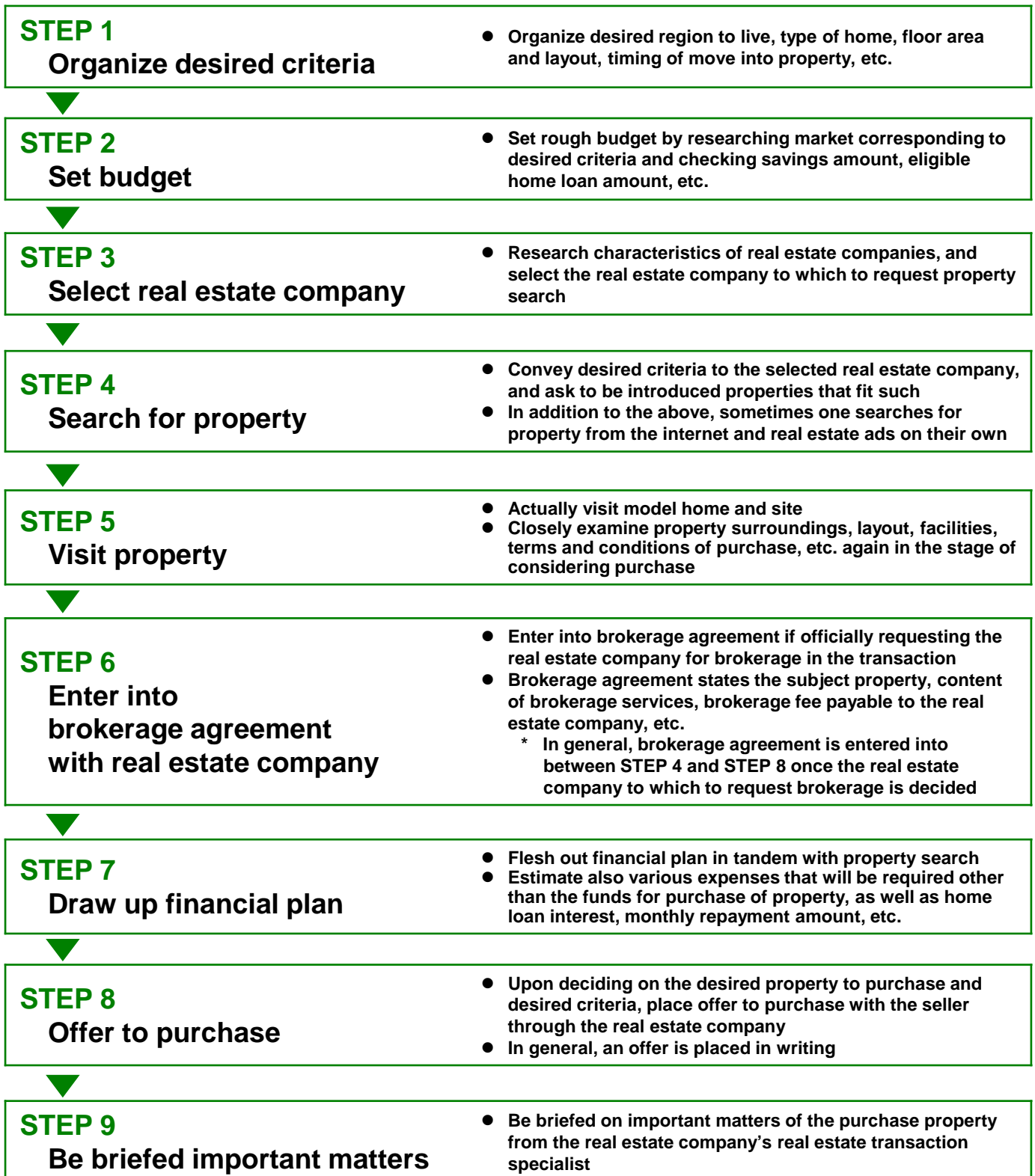
## Flow of Real Estate Transactions (in the case of an individual purchasing a home)

### ● General Flow (in the case of an individual purchasing property for sale by owner/builder) ●



## Flow of Real Estate Transactions (in the case of an individual purchasing a home)

### ●General Flow (in the case of an individual purchasing property for sale by broker)●



## Flow of Real Estate Transactions (in the case of an individual purchasing a home)

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### ●General Flow (in the case of an individual purchasing property for sale by broker)●

#### **STEP 10**

#### **Enter into real estate sale and purchase agreement**

- Enter into a sale and purchase agreement only if confirmed and agree to content of the briefing of important matters
- In general, required at this time is earnest money of about 10% to 20% of the property price (pay contract deposit)



#### **STEP 11**

#### **Enter into home loan**

- If using a home loan, enter into official home loan agreement upon entering into the sale and purchase agreement



#### **STEP 12**

#### **Receive delivery of property**

- Pay remaining amount upon completion of property
- Seller delivers property at the same time as payment, and real property registration procedures are performed