

Introduction to a Real Estate Referral Business

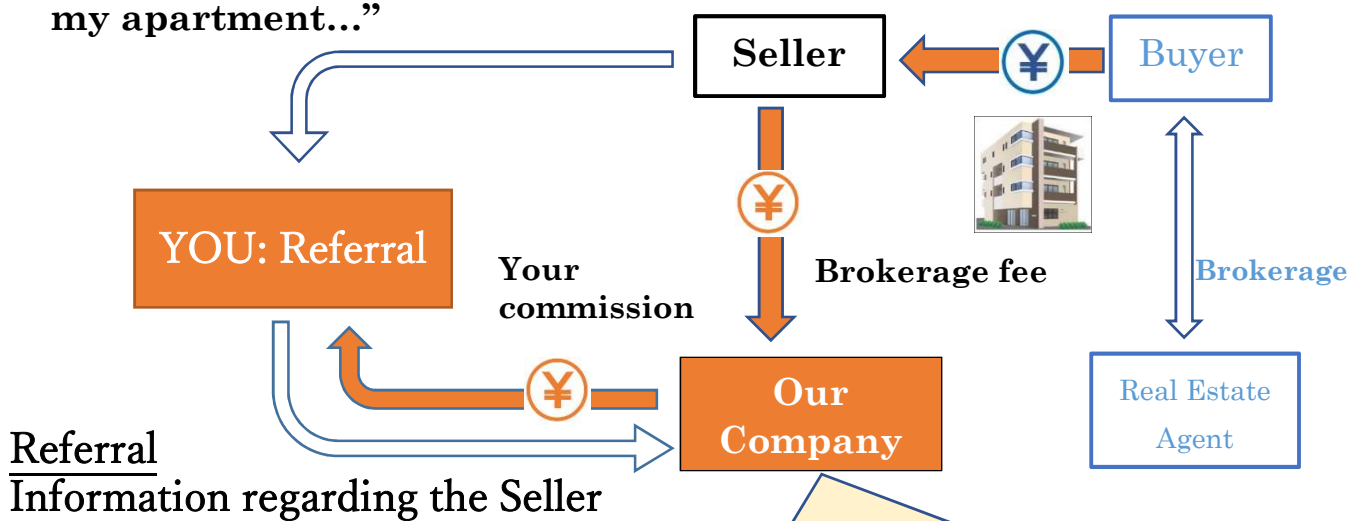
New Business Leveraging the Industrial Competitiveness Strengthening Law of Ministry of Economy, Trade and Industry (METI)

Outline of Our Referral Business

In Japan, this is a new type of business recently recognized as legal utilizing the Industrial Competitiveness Strengthening Law of METI. You just provide the information of your acquaintance, who is considering selling, buying, renting or leasing a property, to a real estate agent with consent of the acquaintance. When the business transaction has been completed, you will receive a certain amount of commission from the real estate agent. If your acquaintance wishes you to join at the first introduction meeting, you need to attend.

<Introducing a potential seller>

INFORMATION “I want to sell my apartment...”



Referral Information regarding the Seller

“I can introduce a person to an agent who wants to sell an apartment”

As we can reduce various costs such as advertisement and sales expenses by means of referral, we can pay commission.

How Much Will I Earn?

Commission when introducing a potential seller

Once the transaction is completed, we will pay you **23%** of the brokerage fee that we have received.

The commission that you receive depends on the transaction amount of the real estate.

For example, an average condominium price in Shibuya-ward is 57 square meters, 63 million yen

In case we receive 3% as a brokerage fee from seller, and when the transaction is finalized,

$$63 \text{ million yen} \times 3\% \times 23\% = 434,700 \text{ yen}$$

You will receive more than **434 thousand yen** by just introducing your acquaintance.

We will evaluate the property price even if the sellers only want to know the prices for their curiosity.

Commission when introducing a potential buyer

In case of a referral of a potential buyer, not a seller, we will pay **12%** of the brokerage fee that we receive. The reason of lower commission rate for a referral of potential buyers is because we need to bring buyers to various viewings, and in general, there is less probability that buyers finalize the business with us than sellers.

This job is suitable for a person such as:

- I am busy during weekdays, but I want a side-job to earn more!
- I am a household wife but want to earn money by myself.
- I know many people in my community and I like taking care of them!
- I am a retired sales person but can still work!
- I want to become independent in near future!

Simply introduce your acquaintances to us; colleagues, hobby mates, classmates, friends, family, relatives, mom friends, neighbors, etc., who want to sell or buy real estates (land, home, condo, apartment and flats).

Just talk with them! You can find these people around you!

紹介報酬をお支払いすることについて、他人やご家族にお伝えすることは一切ありません。

We provide an agreement to confirm the terms and conditions with you.

We will keep the agreement with you strictly confidential.

We will and you more detailed information, please apply!

How to apply

Simply fill in the following format and apply to us as a referral.

Email (info@premierpj.com) or fax (03-6447-5516)

We will send you back e-mail or fax for confirmation.

-----"New Referral Business Application Sheet"-----

To Premier Property Japan Ltd.

Referral recruitment division

Please send me more information on the Real Estate Referral Business.

Given & Family Name (As on passport):

Date of Birth(dd/mm/yyyy):

Address:

Telephone number (mobile OK):

Fax number (optional):

Email address* :

Others(Optional): such as your language skills, your strength.

* Portable mobile email address is no acceptable such as, docomo.ne.jp, ezweb.ne.jp, softbank.ne.jp.

Contact:

Premier Property Japan Ltd.

Referral Recruitment Division

3-15, Jingumae 4-chome, Shibuya-ku, Tokyo

Tokyo Central Omotesando 4th Floor 413

Business Hours: Mon-Fri, 9:30 ~ 17:30

TEL: 03-6447-5514

FAX: 03-6447-5516

Email: info@premierpj.com

<https://www.premierpj.com>

The interpretation of the law became clear on 27 December 2016.

For your information, the following is the translated document announced by the Japanese government. ※

The handling of the Residential Building Transaction Business Law related to the provision of customer information to real estate agents, etc. was clarified

Utilization of "Gray Zone Elimination System" of the Industrial Competitiveness Enhancement Act

We responded to inquiries from companies in the business field under the jurisdiction of the Ministry of Economy, Trade and Industry regarding the "Gray Zone Elimination System" based on the Industrial Competitiveness Enhancement Act.

1. Results of utilization of "Gray Zone Elimination System"

There was an inquiry as to whether or not, the act of providing information on customers considering the sale, purchase, rent and lease of real estate to real estate agents with the consent of the customer, also if customer wishes both parties be present at the first interview, and the customer receiving the fee from the real estate agent when the sales agreement is finalized, falls under the "Residential Building Transaction Business" of Article 2, Item 2 of the Residential Building Transaction Business Law

As a result of review by the related ministries and agencies, in the act referred to, the explanation of the property, the negotiation and adjustment of the transaction conditions for the establishment of the contract are carried out directly between the customer and the real estate agent, since business person is not involved at all, we responded that the act does not fall under the "Residential Building Transaction Business".

As a result, the scope of application of the Building Land and Building Transaction Business Law related to the information providing business of real estate transactions has become clearer. It is expected to lead to the creation and expansion of new services.

2. Outline of "Gray Zone Elimination System"

The "Gray Zone Elimination System" based on the Industrial Competitiveness Enhancement Law is a system that allows businesses to refer to the application of regulations on business.

Prior to conducting a new business activity by a business operator, inquire of the government about the application of regulation beforehand, after confirming to the Minister of Regulatory Affairs from the Minister of Business affairs, we will answer about the application of regulation (In the case of business, the Minister of Economy, Trade and Industry is the Minister of Economy, Trade and Industry, and the Minister of Regulatory Affairs is the Minister of Land, Infrastructure and Transport).

※ **Although we are translating the document as accurate as possible, we are not responsible for the errors in translation.**

平成 28 年 12 月 27 日

不動産業者に対する顧客情報提供等に係る 宅地建物取引業法の取扱いが明確になりました ～産業競争力強化法の「グレーゾーン解消制度」の活用～

産業競争力強化法に基づく「グレーゾーン解消制度」について、経済産業省所管の事業分野の企業からの照会に対して、回答を行いました。

1. 「グレーゾーン解消制度」の活用結果

今般、事業者より、不動産の売買や賃貸借を検討している顧客の情報を、同意を得て不動産業者に提供し、顧客が希望する場合には両者の初回面談に同席し、売買契約が成立した際には不動産業者から手数料を収受する行為が、宅地建物取引業法第 2 条第 2 号の「宅地建物取引業」に該当するか否か照会がありました。

関係省庁が検討を行った結果、照会のあった事業においては、物件の説明、契約成立に向けた取引条件の交渉・調整の行為は、顧客と不動産業者との間で直接行い、事業者は一切関与しないことから、「宅地建物取引業」には該当しない旨の回答を行いました。

これにより、不動産取引の情報提供ビジネスに関する宅地建物取引業法の適用範囲がより明確化され、新たなサービスの創出及び拡大に繋がることが期待されます。

2. 「グレーゾーン解消制度」の概要

産業競争力強化法に基づく「グレーゾーン解消制度」は、事業に対する規制の適用の有無を、事業者が照会することができる制度です。

事業者が新事業活動を行うに先立ち、あらかじめ規制の適用の有無について、政府に照会し、事業所管大臣から規制所管大臣への確認を経て、規制の適用の有無について、回答するものです（本件の場合、事業所管大臣は経済産業大臣、規制所管大臣は国土交通大臣となります）。