

Rent Increase/ Decrease Team Support

In Japan, the lease structure and contract renewals are unique and sometimes non-Japanese tenants and landlords have difficulties in managing those legal issues. With this service, qualified professional for the rental value renewal: appraiser and lawyer specialized in rent negotiation cases, work together and efficiently deliver their professional services in reasonable budget, in order for our clients to realize the desired rent renewal which enables them to improve the business cash flow.

- Who are the clients?

Both owners and tenants who have doubts in the as-is rental values could be our clients. Those who are unhappy with the as-is rent, want to take an action toward the lease termination, want to succeed in future rent negotiation, or want to have a realistic but reasonably low professional fee quote, this support helps you .

- What kind of service can the clients expect?

Full rental value valuation convincing enough in the rent arbitration procedure, upon the thorough discussions on strategies between the appraiser and the lawyer, the lawyer execute the legal process to realize the settlement agreements.

- Our rent can be renewed in a way we wish?

With simple desk top assessment, the valuer can tell you the possibility of rent reduction/ increase so that you can estimate the cost and time necessary for the actual rent review.

- What about the fee?

Depending on the case, but in the past with the amount almost similar to one year rental gap between as-is rent and the newly agreed rent after the arbitration, our clients have realized the revised rent

Track record: For an office of 35sqm, located in Shinjuku,Tokyo, 20 % of rent reduction was agreed, (2016). The total professional fee for this case was 800,000 JPY, equivalent to the rental value gap for one year. This case brought the tenant the positive cashflow from the year 2.

Professionals

Kota Hatooka Lawyer (Tokyo Lawyers association, Act Partners)

Keio University Law School, Lawyer registration (2007), an active supporter of management innovation institutions, Fellow of Family Business Advisory Association –FBAA–(2017), the editor of “The ground lease case solutions” , involved in more than 100 cases, while supporting small-middle size business owners in terms of real estate management.



Yuko Tomizuka Valuer MAI ,MRICS, MBA, Bocconi Business School, Bachelor in Law Gakushuin Univ. Managing Director of Abrils Co.,Ltd. RICS Asia CPPG Board, in total 26 years of appraisal experience over JREI, Bear Sterns, Eurohype, West LB group, over 1000 appraisal cases, 5000 properties reviewed, FBAA Fellow, Universal Mind Integration– UMI–Counselor for business owners.



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