



Niseko has provided many investors with fantastic returns in land, apartments, houses and off-plan developments. Here are a few guidelines to assist with the necessary information for an informed investment.

General Guidelines

- Is the price right? Does it match neighbouring areas, recent sales?
- Who is the vendor? What is their relationship with the real estate agent?
- What was the previous sales price [not always available]?
- Who are the neighbours? What are their plans?
- Who will manage the acquisition and fixed asset tax payments?
- How much is the real estate commission?
- How much are the solicitor fees?

Buying Land

- What are the building restrictions?
- If the land is small, what kind of property can be built on the land?
- Is the land ready to build on? Does it need clearing/groundworks?
- Are there any water issues? Spring water, water pooling, streams?
- Does the plot have fresh mains water? Is there a fee to use?
- Does the plot have sewage line? Is there a fee? Will it need a septic tank?

Buying Property

- Does the property confirm to the building standards?
- Does the property confirm to the local restrictions?
- Does it have proper approval to rent out short term?
 - Is the property residential (long term rental only)?
 - Is the property a "hotel" (short term rental OK)?
 - Does the management co. have an innkeeper's license for the property?
 - Do the details (bedrooms, number of guests, etc.) match the property?
- Is snow clearing easy? How much will it cost?
- Who will arrange maintenance for the property? How much will it cost?
- Does the property need repairs? How much will it cost?
- Are there any problems with the property? Do the fixtures/fittings work?
- What is included in the sale? Are furnishings included?

Buying Off-plan

- Who is constructing the property? What else have they built?
- Is the projected yield/capital growth realistic?
- Who will manage the property?
- How does the payment system work?
- What guarantees/insurance are in place if the construction is cancelled?
- What furnishings are included? Are there any other expenses?