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## **Kensho Investment Group acquires housing brokerage for foreigners**

Tokyo - Kensho Investment Group, the new venture of German real estate specialist Dr. Leonard Meyer zu Brickwedde, is expanding into the brokerage of rental apartments to foreigners in Japan. Kensho has acquired the corresponding brokerage business with the brand name Apts.jp from RTEK Inc. on September 23, 2022. On the same date, it has taken over from RTEK Inc. an exclusive database on demographics, the residential rental market, and real estate investment in the capital Tokyo. The acquisitions strengthen the core business of Kensho Investment Group, which sees itself as a center of excellence for cross-border real estate transactions between Japan and Germany. "In this way, we can further refine the assessments of the value development of Japanese residential properties for our investors," explains Kensho CEO Meyer zu Brickwedde.

Kensho Investment Group invests German institutional capital in residential real estate in Japan and supports Japanese investors heading to Germany and Europe. The residential brokerage to foreigners is intended to increase the company's sensitivity to rent and price trends in Japanese residential real estate. "By actively participating in the residential leasing market, we as investors gain deeper insights into current and medium-term market developments," explains the founder and CEO of Kensho.

Apts.jp has been brokering apartments in the capital Tokyo to foreigners since 2017. The listings on the website are in English. Bilingual leasing specialists assist dispatched and recruited foreigners for companies in Japan, as well as foreigners who come to Japan on their own initiatives, such as interns and students, in finding apartments, negotiating and completing contracts including post-closing tenant-landlord relationship support. The website provides comprehensive information on issues relating to daily life in Japan, explains the formal requirements for renting, and transparently calculates all costs incurred.

"The market segment of providing real estate services, such as apartment leasing to foreigners will continue to grow in scale, as Japan is attracting more and more qualified workers from other countries due to its aging society," says Ken Nagao, chief investment officer and partner of Kensho Investment Group. "Already since the border was opened to labor in March, we've registered a strong increase in demand for housing from foreigners."

Prime Minister Fumio Kishida recently announced plans to make Japan more attractive to foreign workers. With its English-language offering of rental apartments, market information and direct support, Apts.jp specifically fosters the rapid integration of urgently sought-after professionals from abroad. An extension of the brokerage service to the Osaka metropolitan region and an enlargement of the broker team are planned.

The database on demographics, residential rental market and real estate investments in all of the 23 districts of the capital Tokyo also provides the Kensho Investment Group with a unique tool for market assessment and data analytics. Here, important data is collected, in part by hand, to analyze changes in the attractiveness of individual residential areas in real time. Kensho Realty Corporation, as the broker division of Kensho Investment Group, will integrate the brokerage business for foreigners. The database will find its place under the umbrella of Kensho Investment Corporation and, in addition to the brokerage business, will support in particular the investment advisory service.

Kensho Investment Corporation Homepage: [www.ken-sho-investment.com](http://www.ken-sho-investment.com)

Apts.jp Homepage: [www.pts.jp](http://www.pts.jp)

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