

Trend Monthly

2018

April

Mitsui Fudosan Realty Co.,Ltd.



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1. Housing market

Summary			As of	Results	Year-on-year, Month-on-month change	
Listing volume	REINS information content	Registered properties	March	28,637	Year-on-year change	10.3% ↑
		Unsold inventory	March	79,473	Year-on-year change	7.3% ↑
Contracts concluded	REINS contracts concluded	Condominiums	March	3,819	Year-on-year change	2.69% ↑
		Land/Detached Houses	March	1,854	Year-on-year change	△ 2.42% ↓
		Total (units)	March	5,673	Year-on-year change	0.96% →
	Registered transfer of titles due to purchase and sale (Nationwide)		February	45,539	Year-on-year change	△ 2.73% ↓
Price trends	REINS average contract price	Condominiums (10,000 yen)	March	3,369	Month-on-month change	0.48% →
		Detached houses (10,000 yen)	March	3,275	Month-on-month change	2.73% ↑
		Land (10,000 yen)	March	3,096	Month-on-month change	5.45% ↑
	REINS contracts concluded	Condominiums (10,000 yen/sqm)	March	52.1	Month-on-month change	1.80% ↑
	Unit price sqm	Land (10,000 yen/sqm)	March	21.1	Month-on-month change	5.86% ↑
	JREI home price indices * (December 1, 2000 = 100)(Greater Tokyo area)		January	90.4	Month-on-month change	△ 0.57% →
	Property price indices(Residential) (2010 average = 100)(Nationwide)		November	136.9	Month-on-month change	1.56% ↑
	Officially published land prices	Residential land	January, 2018	-	Year-on-year	1.00% ↑
		Commercial land	January, 2018	-	Year-on-year	3.70% ↑
New home market	New home construction starts	Nationwide (dwellings)	February	69,071	Year-on-year change	△ 2.60% ↓
	Condominiums in Greater Tokyo area	Condominiums supplied (units)	March	3,617	Year-on-year change	6.13% ↑
		Contract conclusion rate	March	74.7%	Year-on-year change	8.50pt ↑
		Inventory (units)	March	6,498	Month-on-month change	△ 0.99% →
		Unsold inventory after completion (units)	March	3,376	Month-on-month change	15.78% ↑
		Average price (10,000 yen)	March	6,220	Month-on-month change	1.50% ↑
		Average sqm unit price (10,000 yen/sqm)	March	90.7	Month-on-month change	2.02% ↑
Mortgage interest rates	Bank variable interest rate (%) (Sumitomo Mitsui Banking Corporation)		as of April 1	2.475%	Month-on-month change	0.00pt →
	Bank (10-year) fixed rate (%) (Sumitomo Mitsui Banking Corporation)		as of April 1	3.300%	Month-on-month change	0.00pt →
	JHFA standard interest rate(%) *		as of April 1	1.250%	Month-on-month change	0.00pt →
	Long-term prime rate (%)		as of April 1	1.00%	Month-on-month change	0.00pt →
	Official discount rate (%)		as of December 19, 2008	0.30%	Month-on-month change	0.00pt →

* ↓ Minus 1% or lower → Higher than minus 1% to under 1% ↑ 1% or higher
 ↓ Minus 0.01pt or lower → Higher than minus 0.01pt to under 0.01pt ↑ 0.01pt or higher

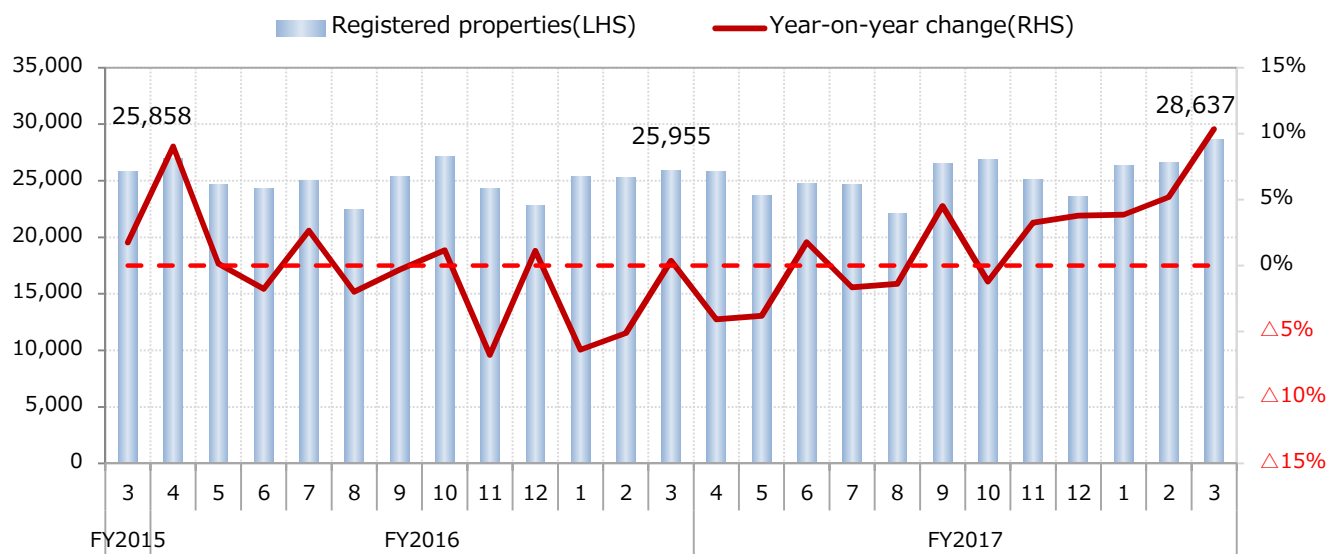
* JREI : Japan Real Estate Institute

* JHFA : Japan Housing Finance Agency

(1). Listing volume; 1. REINS registered properties

(Unit: units)

(Unit: %)



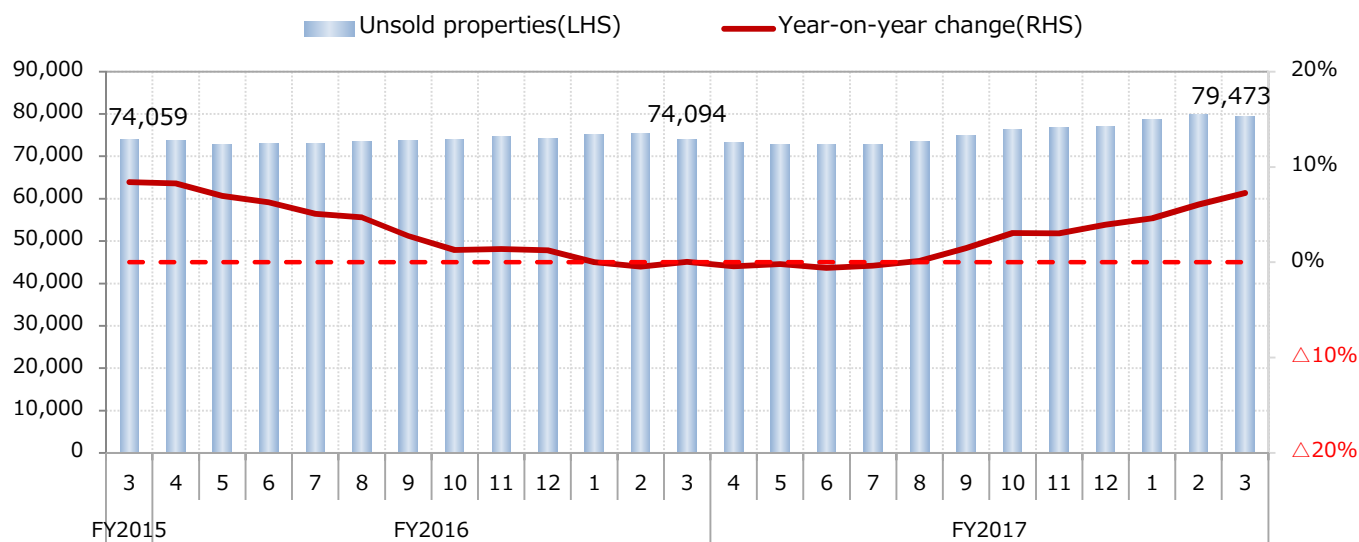
*Sales of new homes and condo.'s are excluded.

*Land: Sales of land within a range of 100 to 200 sqm are counted.

(1). Listing volume; 2. REINS inventory

(Unit: units)

(Unit: %)



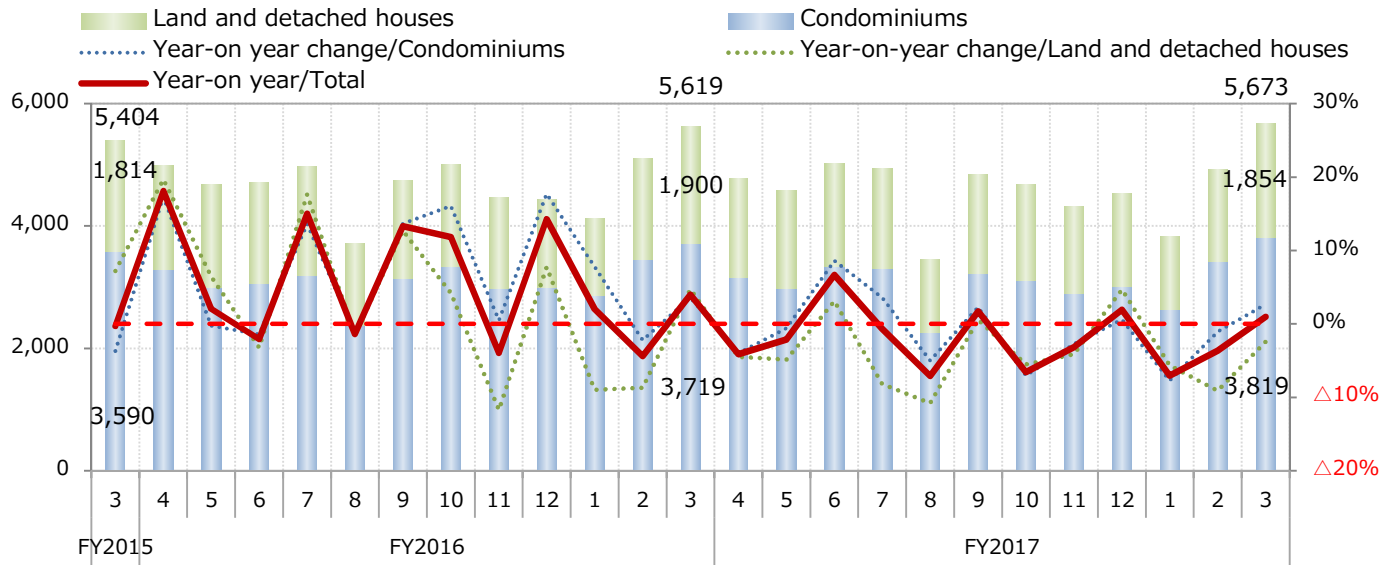
*Sales of new homes and condo.'s are excluded.

*Land: Sales of land within a range of 100 to 200 sqm are counted.

(2). Contracts concluded; 1. REINS contracts concluded

(Unit: units)

(Unit: %)



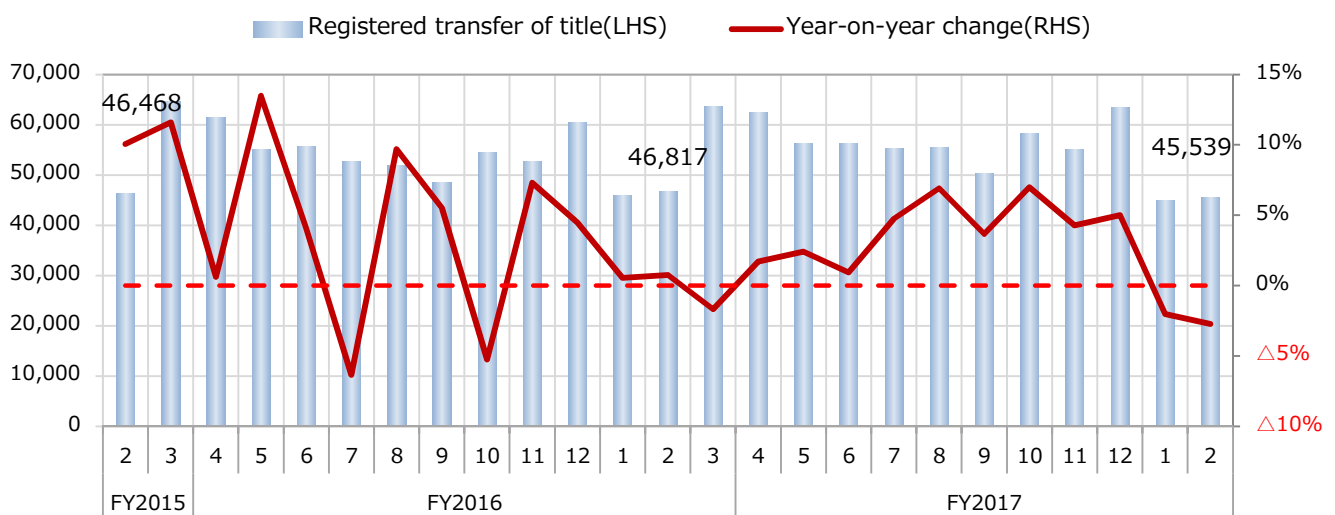
*Sales of new homes and condo.'s are excluded.

*Land: Sales of land within a range of 100 to 200 sqm are counted.

(2). Contracts concluded; 2.Registered transfer of titles due to purchase and sale (Nationwide)

(Unit: units)

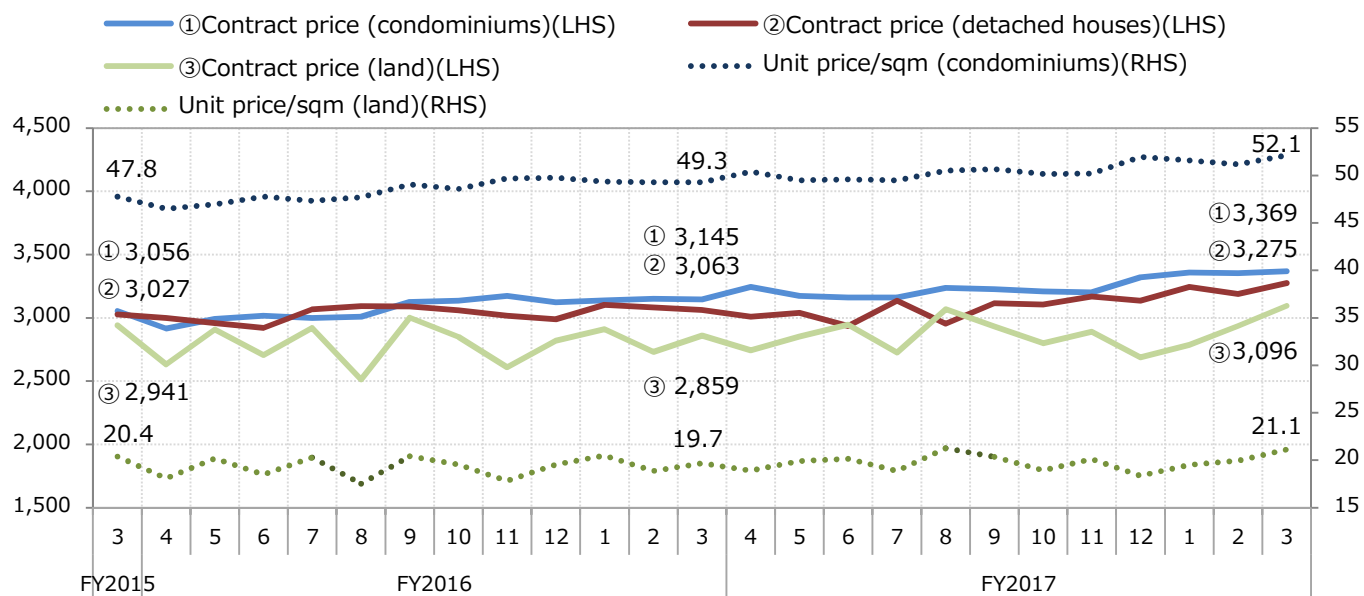
(Unit: %)



(3). Price trends; 1. REINS contract unit price, Unit price per sqm

(Unit: 10,000 yen)

(Unit: 10,000 yen/sqm)

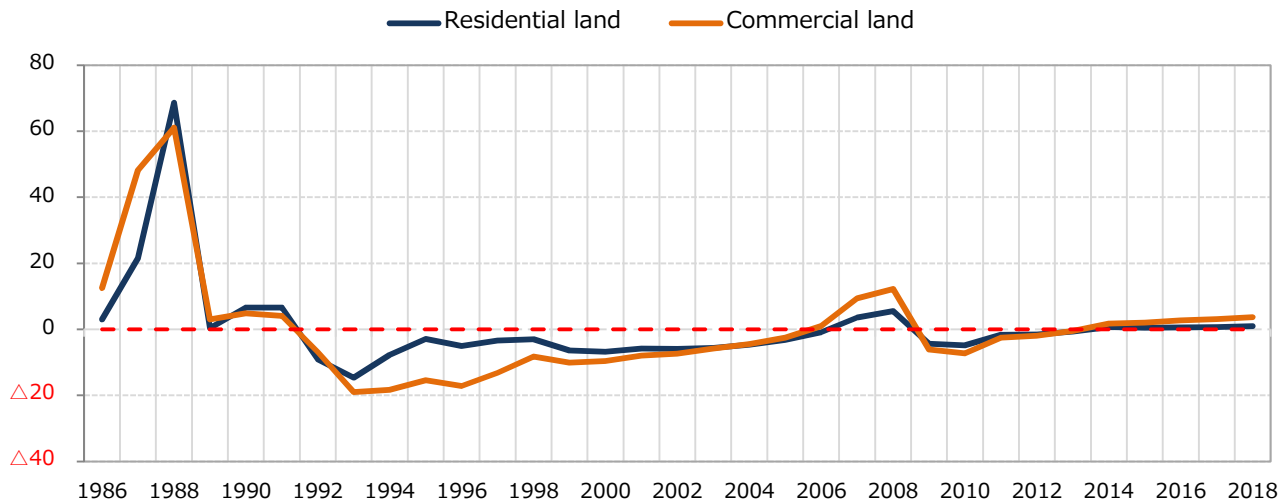


*Sales of new homes and condo.'s are excluded.

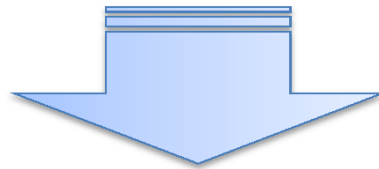
*Land: Sales of land within a range of 100 to 200 sqm are counted.

(3). Price trends; 2. Officially published land prices (Greater Tokyo area)

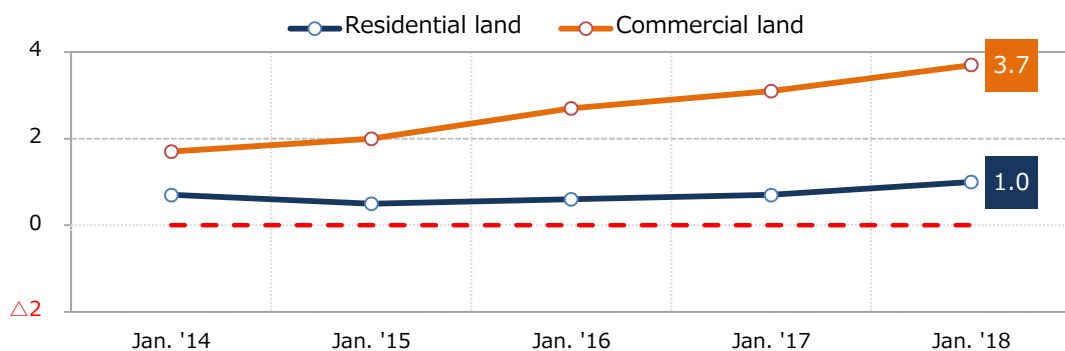
(Unit: %)



*Officially published land prices are the prices of standardized values published late March annually by the Land Appraisal Committee of the Ministry of Land, Infrastructure, Transport and Tourism in accordance with the Public Notice of Land Prices Act. The Land Appraisal Committee determines and publishes normal prices based on appraisals by real estate appraisers and others of benchmark locations selected across the nation as of January 1 each year.

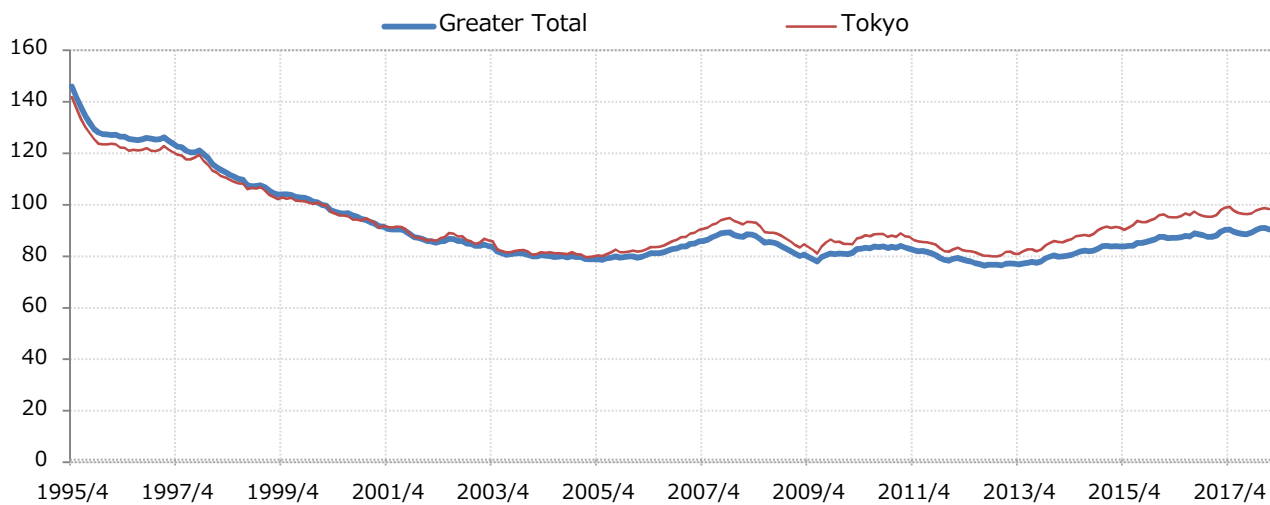


■ Changes over the last five years.

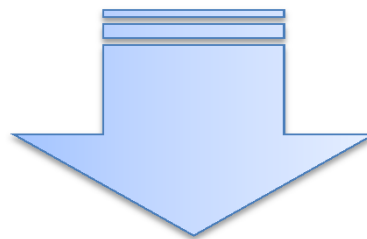


(3). Price trends; 3. JREI home price indices

(January 2000 = 100)

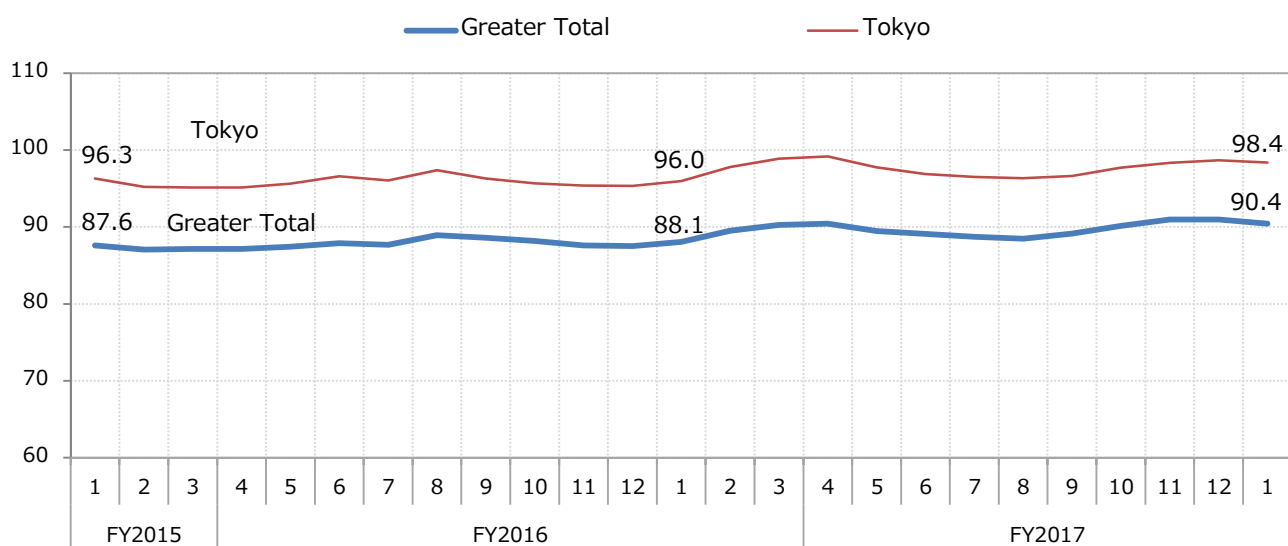


※Total : Average of Greater Tokyo area (Tokyo • Kanagawa • Chiba • Saitama)



■ Changes over the last two years.

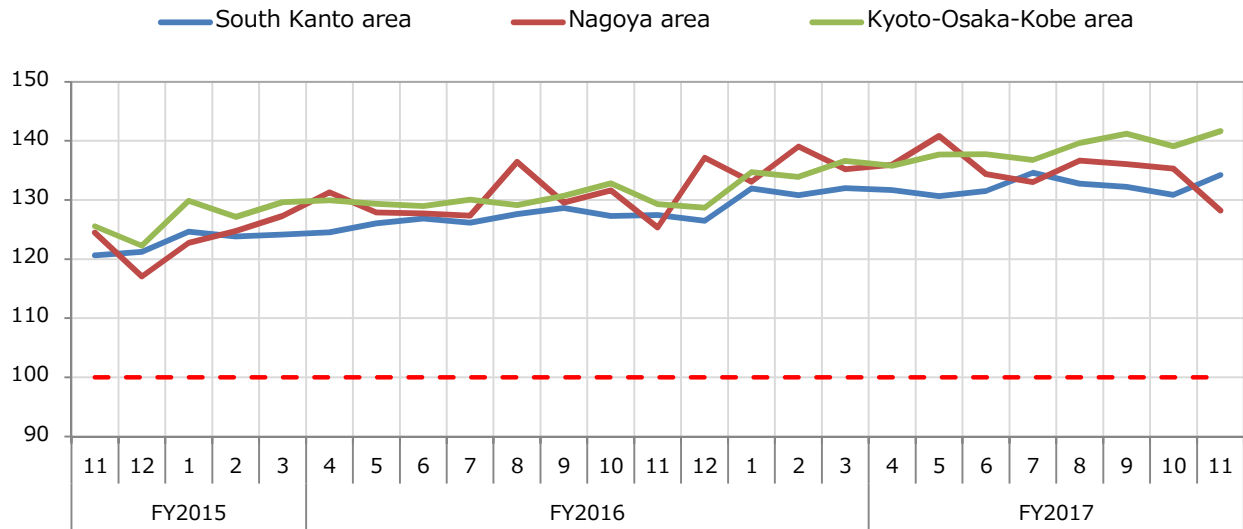
(January 2000 = 100)



※Total : Average of Greater Tokyo area (Tokyo • Kanagawa • Chiba • Saitama)

(3). Price trends; 4. Real estate price index (mansion) (South Kanto area • Nagoya • Kyoto-Osaka-Kobe area)

(2010 average = 100)



*Real estate prices indexed monthly, classified nationally, by block and by metropolitan area based on price data of almost 300,000 dwelling and condominium transactions conducted over 12 months.

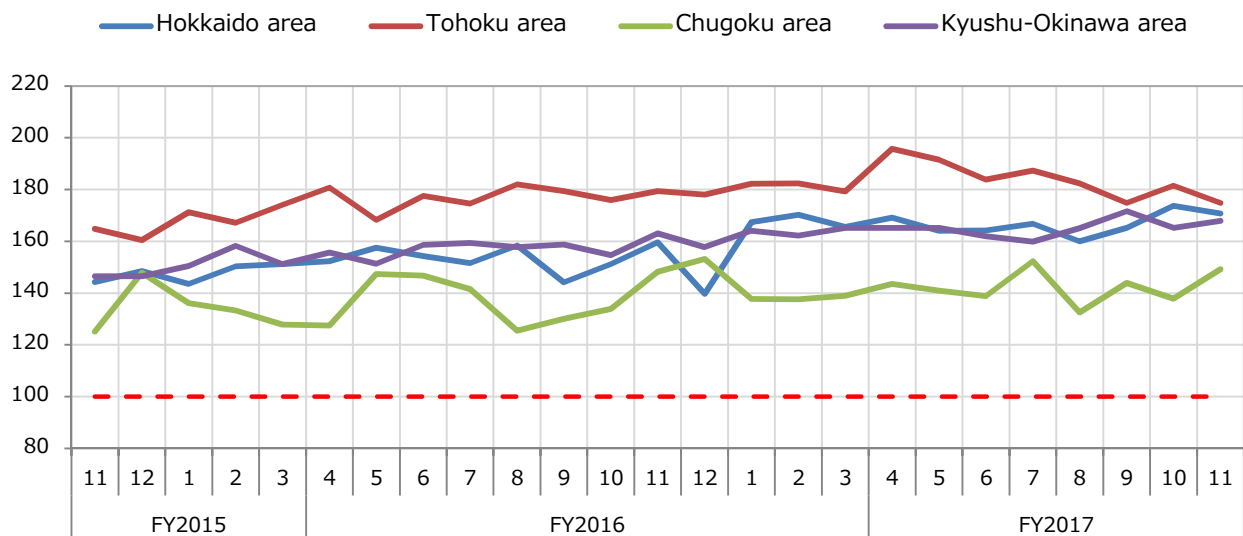
※South Kanto area : Tokyo • Kanagawa • Chiba • Saitama

※Nagoya : Aichi • Gifu • Mie

※Kyoto-Osaka-Kobe area : Osaka • Hyogo • Kyoto

(3). Price trends; 4. Real estate price index (mansion) (Hokkaido • Tohoku • Chugoku • Kyushu)

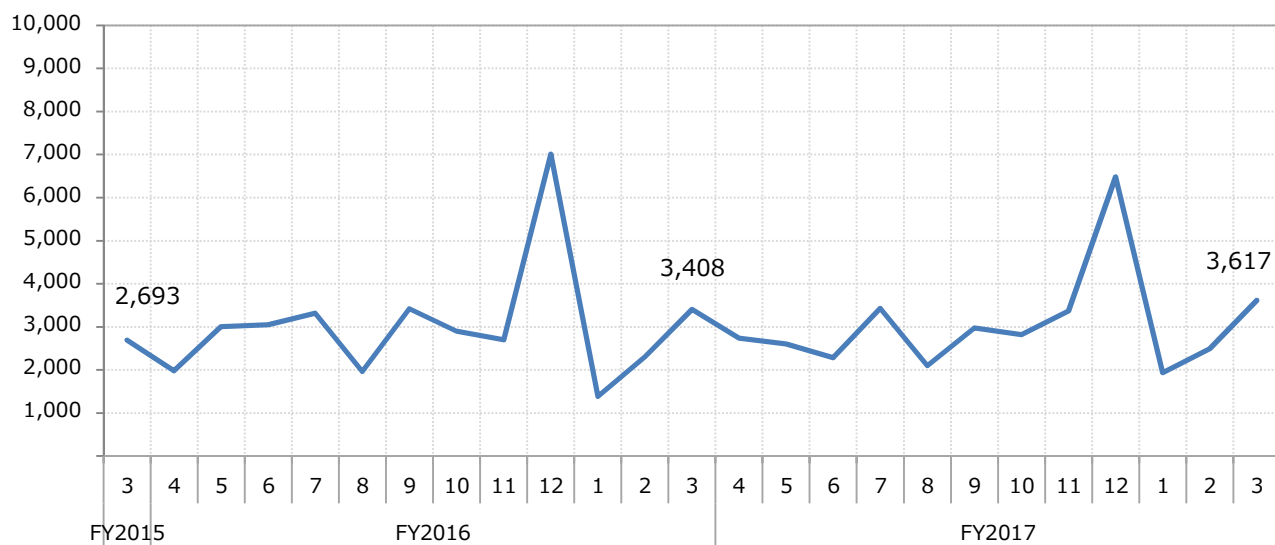
(2010 average = 100)



*Real estate prices indexed monthly, classified nationally, by block and by metropolitan area based on price data of almost 300,000 dwelling and condominium transactions conducted over 12 months.

(4). New home market; 1. Condominium sales in Greater Tokyo area

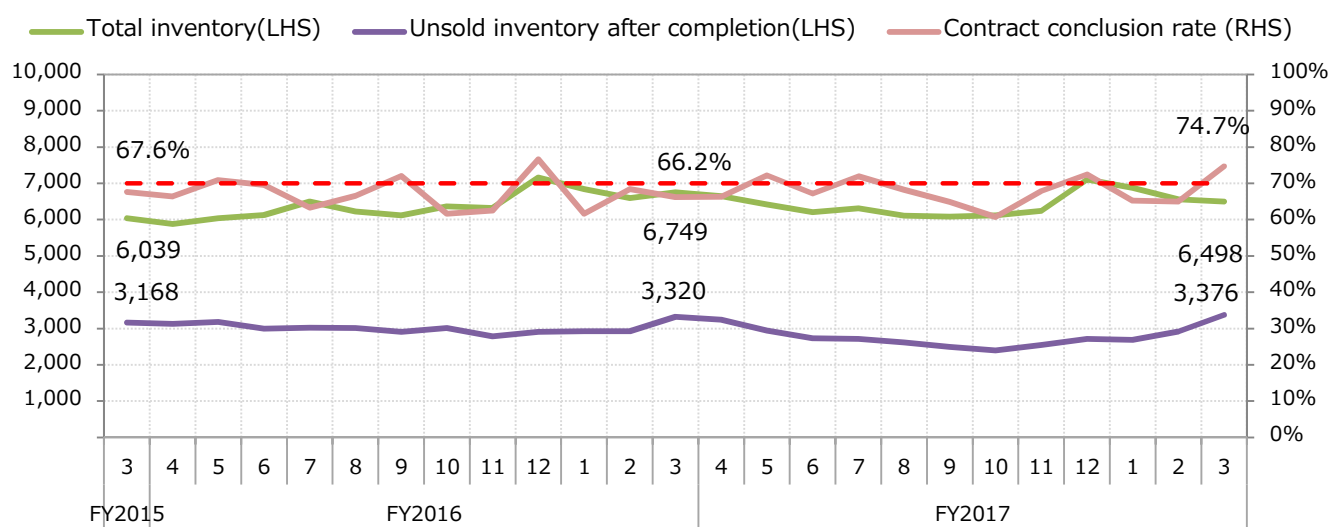
(Unit: units)



(4). New home market; 2. Contract conclusion rate and inventory of condominiums in Greater Tokyo area

(Unit: units)

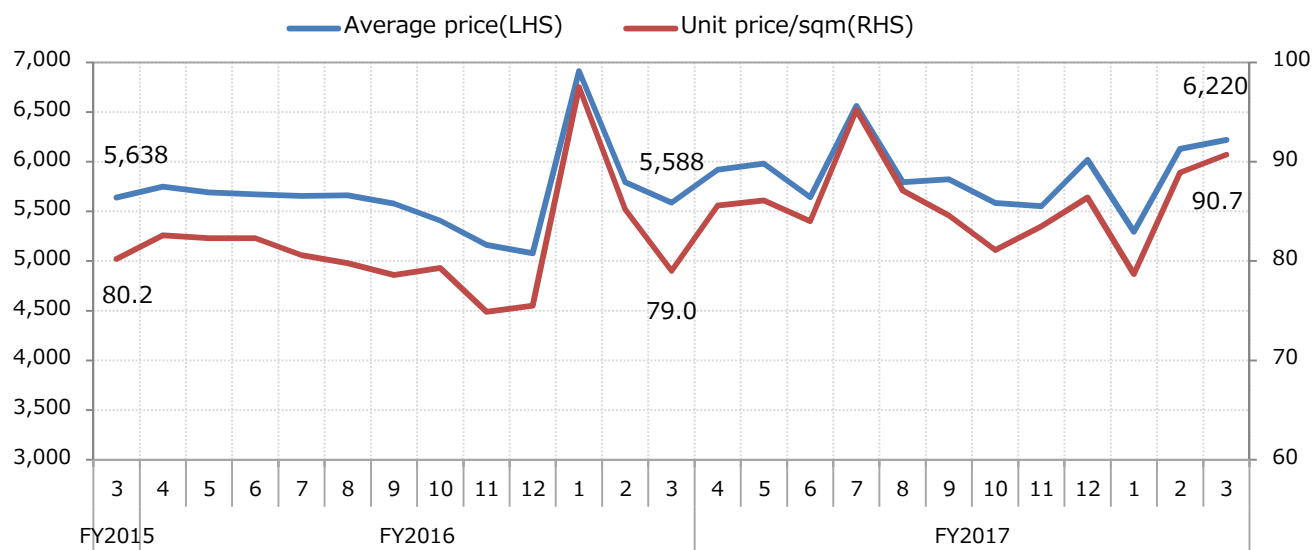
(Unit: %)



(4). New home market; 3. Average price of condominiums in Greater Tokyo area

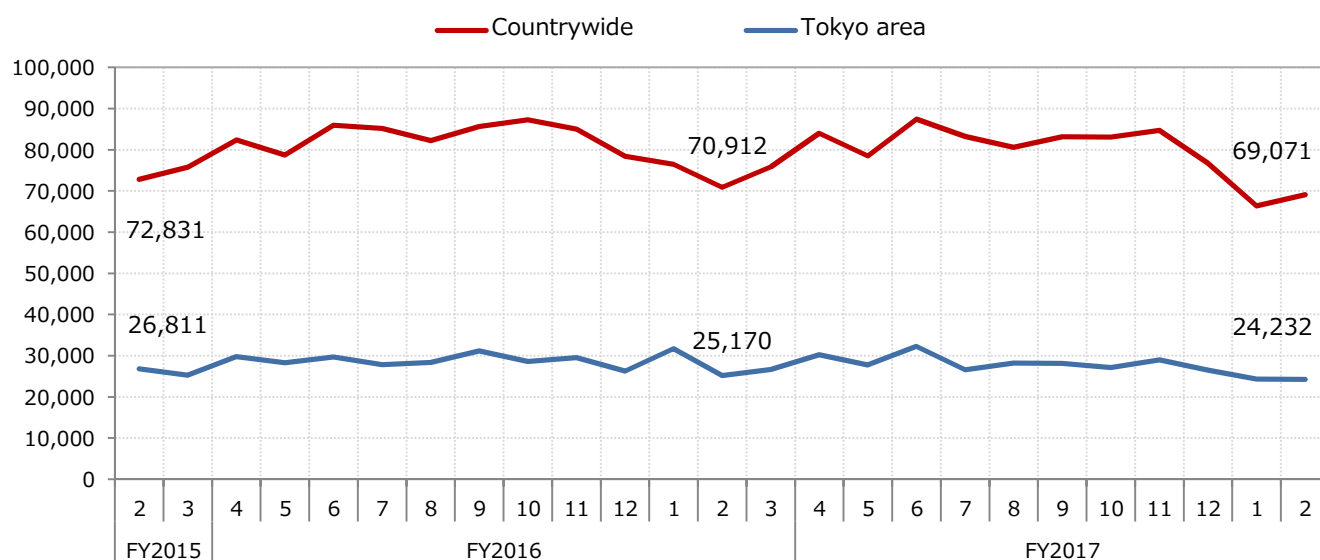
(Unit: 10,000 yen)

(Unit: 10,000 yen/sqm)



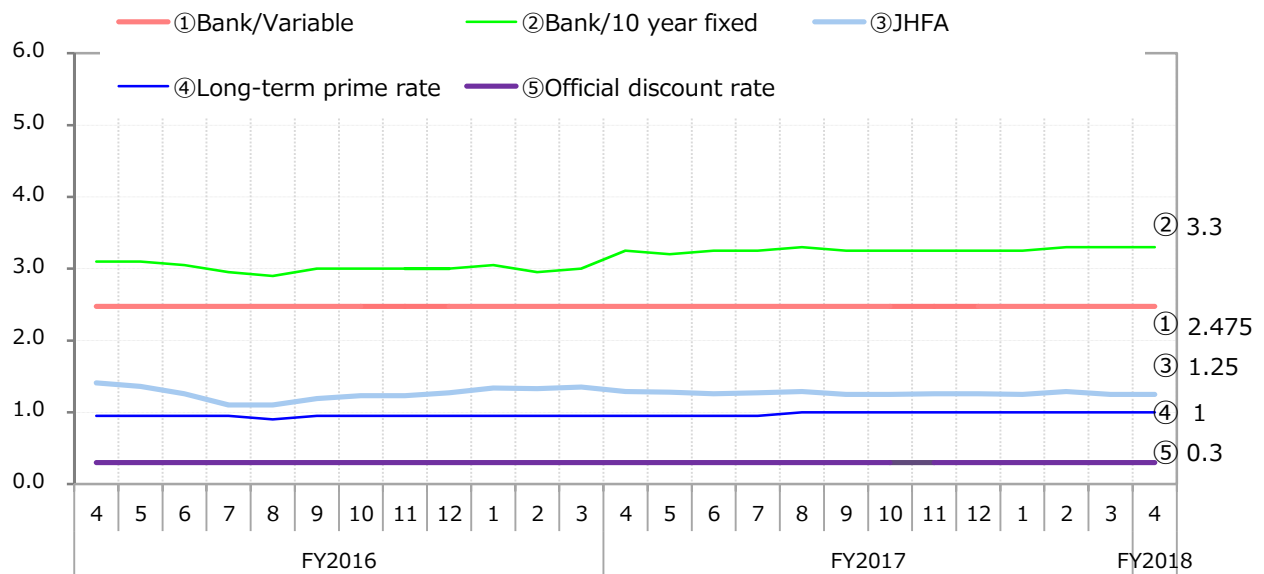
(4). New home market; 4. Transition of new housing construction work starting (Countrywide · Tokyo area)

(Unit: units)



(5). Mortgage interest rates

(Unit: %)



*Bank interest rates: Those by Sumitomo Mitsui Banking Corporation are shown here.

as of April 1, 2018

*Rate as of 1st of each month

2. Office building and new construction markets

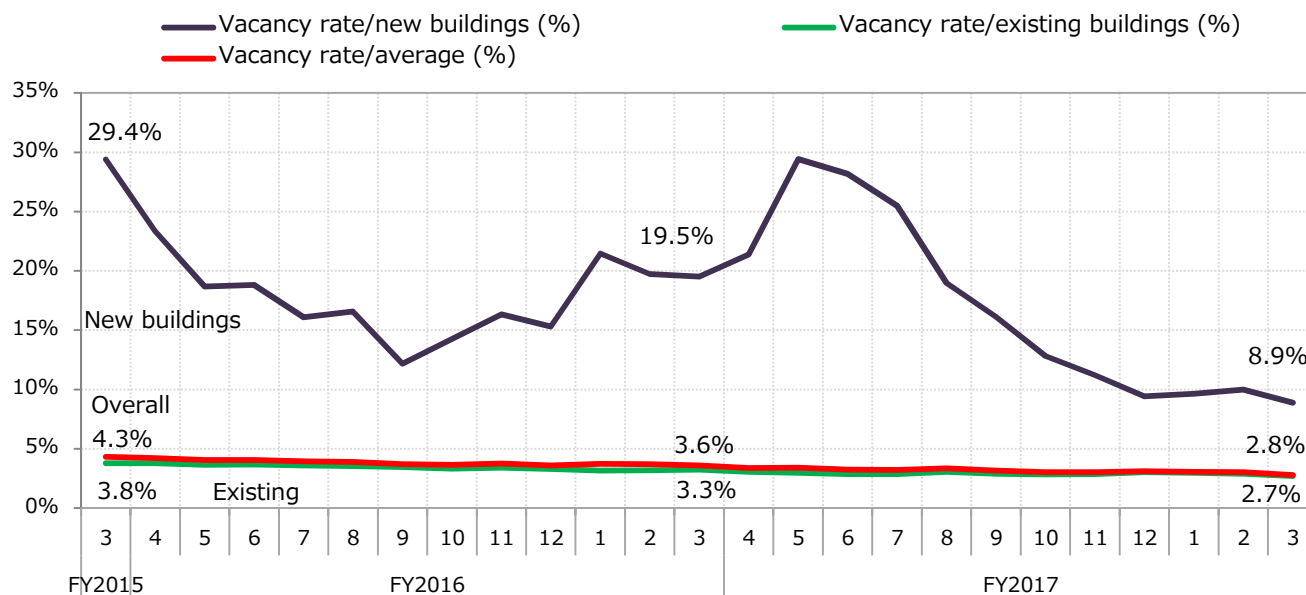
■ Office building, new construction markets

Summary			Month, year	Results	Year-on-year, Month-on-month change	
Leasing	Vacancy rate in central 5 wards of Tokyo	New buildings (%)	March	8.9%	Month-on-month change	△ 1.10pt ↓
		Existing buildings (%)	March	2.7%	Month-on-month change	△ 0.21pt ↓
		Overall average (%)	March	2.8%	Month-on-month change	△ 0.23pt ↓
	Average rent	New buildings (yen/3.31sqm)	March	27,413	Year-on-year change	△ 3.33% ↓
		Existing buildings (yen/3.31sqm)	March	19,473	Year-on-year change	5.25% ↑
		Overall average (yen/3.31sqm)	March	19,699	Year-on-year change	5.17% ↑
Construction	Value of construction orders received (million yen)		February	1,247,860	Year-on-year change	19.21% ↑
	Construction Materials Price Index (FY2010 = 100)		March	108.8	Month-on-month change	0.37% →
	Construction Cost Deflator(FY2011 = 100)		January	106.7	Month-on-month change	△ 2.56% ↓
Investment	TSE REIT Index		March	1,689	Month-on-month change	△ 0.72% →

*
 ↓ Minus 1% or lower → Higher than minus 1% to under 1% ↑ 1% or higher
 ↓ Minus 0.01pt or lower → Higher than minus 0.01pt to under 0.01pt ↑ 0.01pt or higher

(1). Office leasing; 1. Vacancy rate in central 5 wards of Tokyo

(Unit: %)

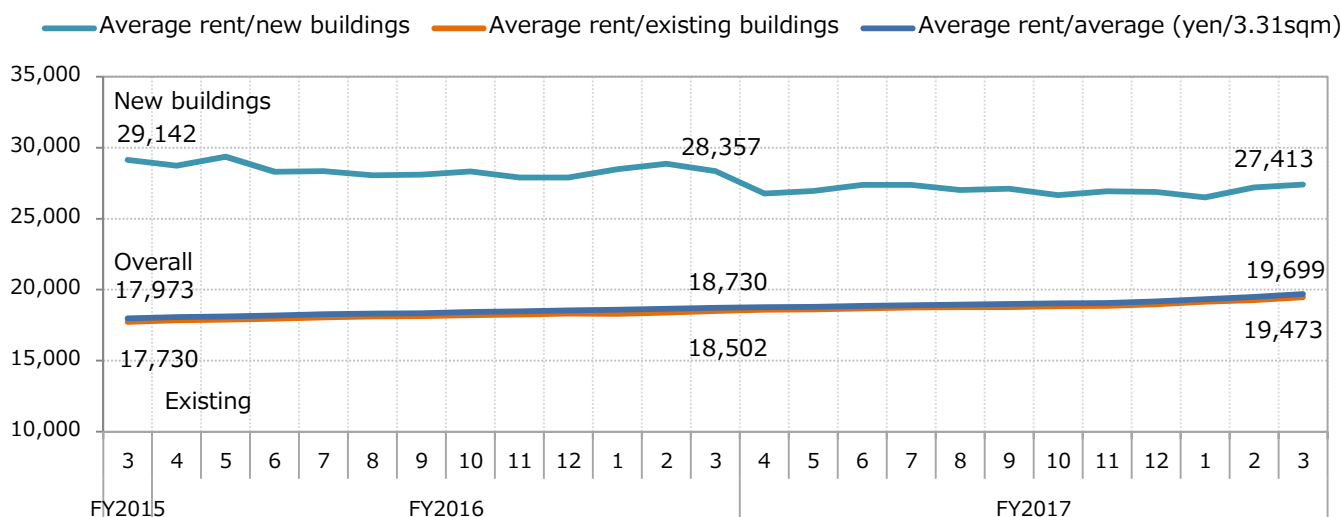


*Survey subject: Large rental office buildings with standard floor space exceeding 331sqm in Tokyo business district (Chiyoda ward, Chuo ward, Minato ward, Shinjuku ward, and Shibuya ward)

*New buildings: Buildings completed less than one year ago.

(1). Office leasing; 2.Rents in central 5 wards of Tokyo

(Unit: yen/3.31sqm per month)



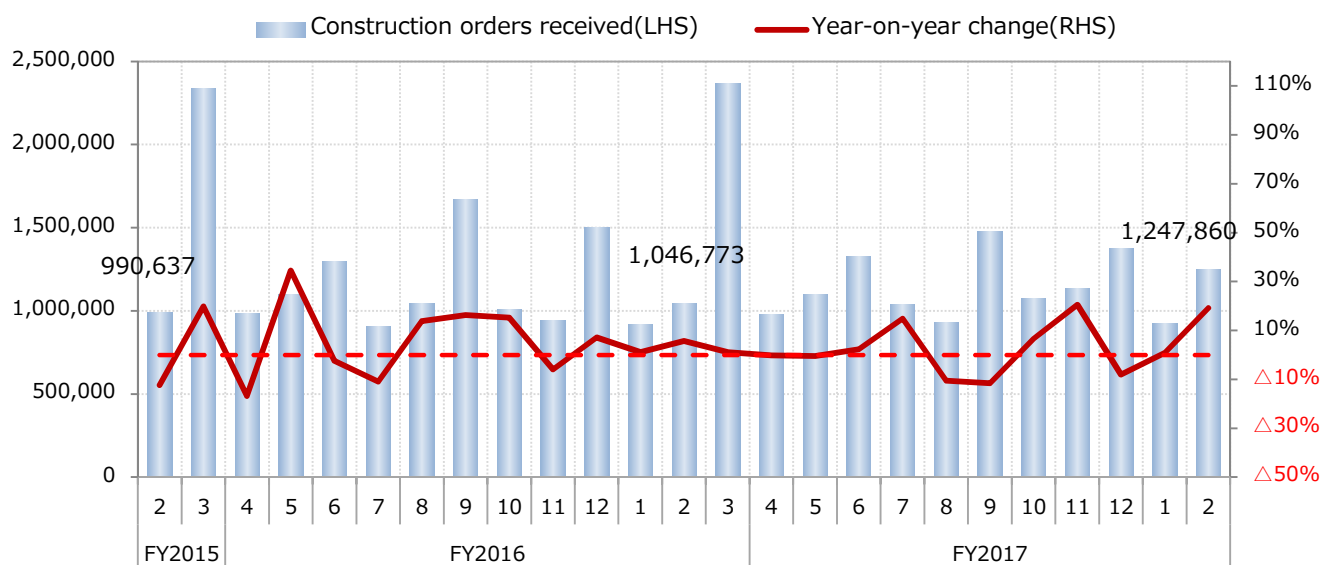
*Survey subject: Same as above.

*New buildings: Same as above.

(2). Construction; 1. Value of construction orders received

(Unit: million yen)

(Unit: %)

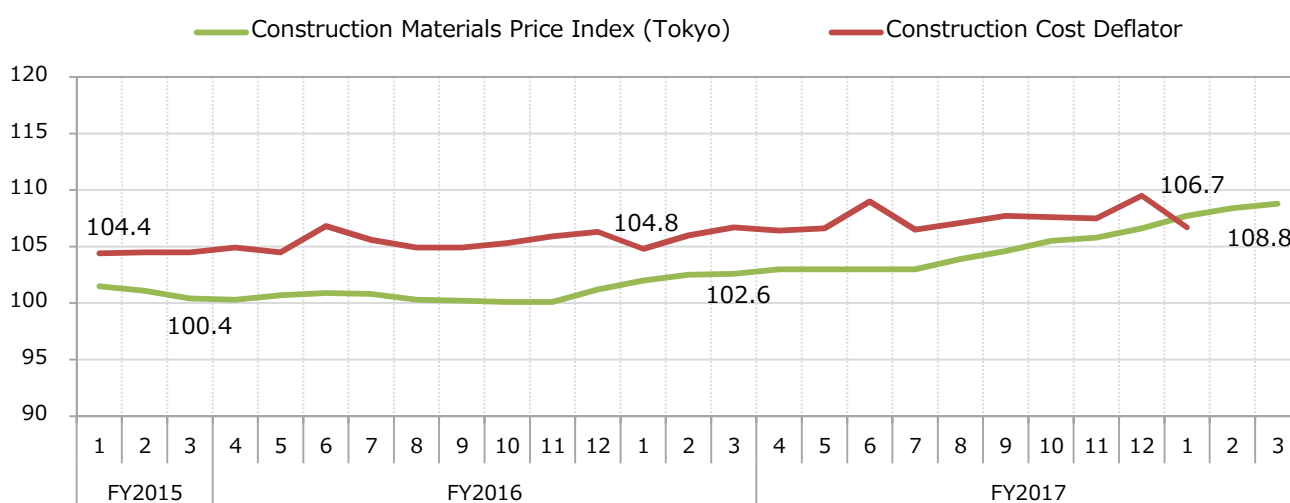


*Value of construction orders received: Total value of orders received by Japan's 50 largest construction companies. Both private sector construction and public works projects by national and local governments are included.

(2). Construction; 2. Construction Materials Price Index, Construction Cost Deflator

(Construction Materials Price Index: FY2010 average = 100)

(Construction Cost Deflator: FY2011 average = 100)

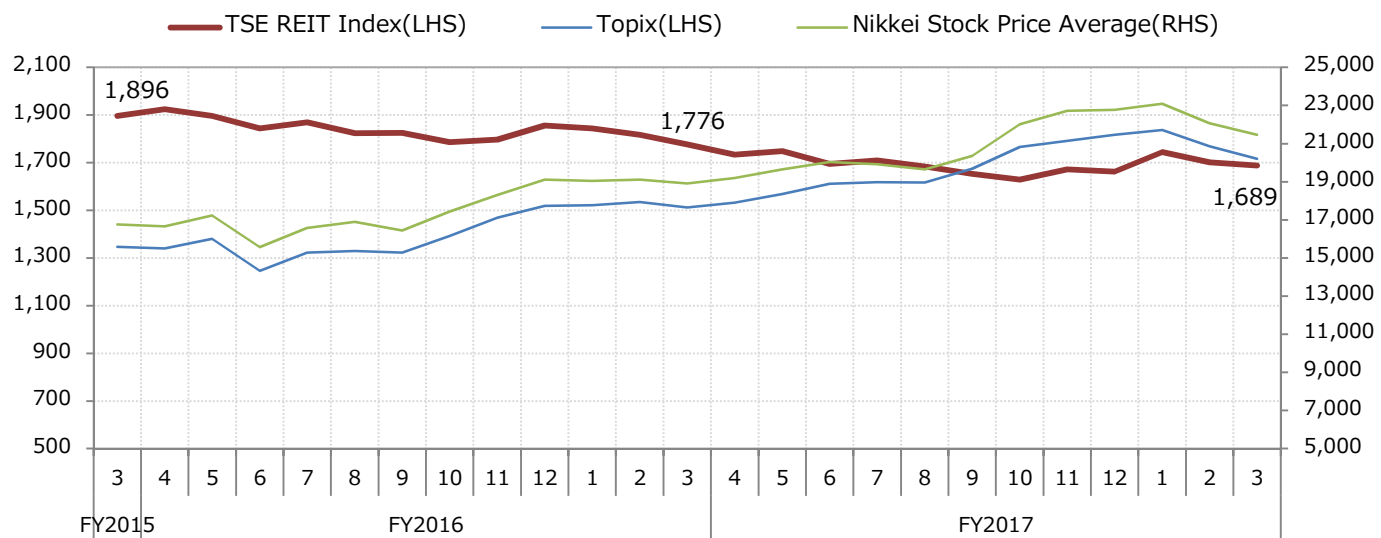


*Construction Cost Deflator: An index prepared by the Ministry of Land, Infrastructure, Transport and Tourism to convert nominal construction cost into real construction cost. This is also used as a construction cost index.

(3). Investment; 1. TSE REIT Index (reference data: Topix, Nikkei Stock Price Average)

(TSE REIT Index: End of March 2003 = 1,000; Topix: Jan. 4, 1968 = 100)

(Nikkei Stock Price Average values: yen)



List of sources

REINS registered properties, Stocks, Contracts concluded, Average contract price	: "Market Watch" by Real Estate Information Network for East Japan
Registered transfer of titles due to purchase and sale	: Registration Statistics by Ministry of Justice
Officially published land prices	: Official Posting of Land Prices by Ministry of Land, Infrastructure, Transport and Tourism
Property Price Index (Residential)	: Property Price Index by Ministry of Land, Infrastructure, Transport and Tourism
JREI Home Price Index	: JREI Home Price Index by Japan Real Estate Institute
Mortgage interest rates	: Various financial institutions. Sumitomo Mitsui Banking Corporation for Bank interest rates
Condominium sales, Price, Contracts conclusion rate, Stocks	: Trends in Development of Condominiums and Homes for Sale by Real Estate Economic Institute Co., Ltd.
New home construction starts of dwellings	: Statistics on Construction Undertaken by Ministry of Land, Infrastructure, Transport and Tourism
Office vacancy rates/rents	: Office Market Report by Miki Shoji Co., Ltd.
Value of construction orders received	: Current Survey of Orders Received for Construction (Top 50 Contractors) by Ministry of Land, Infrastructure, Transport and Tourism
Construction Materials Price Index	: Construction Materials Price Index by Economic Research Association
Construction Cost Deflator	: Construction Cost Deflator by Ministry of Land, Infrastructure, Transport and Tourism
TSE REIT Index	: Tokyo Stock Exchange, Inc.