



To the press  
Press release  
June 30, 2023.  
Leasing Management Consulting Co., Ltd.

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**As of the end of May 2023, announced changes in unit price and key money for rental condominiums in the 5 major wards of central Tokyo**  
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Leasing Management Consulting Co., Ltd. (hereinafter LMC, Headquarters: Minato-ku, Tokyo, President: Koichi Saito) is located on June 30, 2023 in the five major wards of central Tokyo (Chuo-ku, Minato-ku, Shibuya-ku, Shinjuku-ku, Chiyoda-ku) We will announce the transition of the unit price per tsubo and the transition of key money for rental apartments.  
\* This data was created based on our [rental market data file area version](#).



**【Summary of the five central wards of Tokyo as of the end of May 2023】**

As of the end of May 2023, the asking price per tsubo (RC/SRC condominium type completed after May 2013) in the five central Tokyo wards (Chuo-ku, Minato-ku, Shibuya-ku, Shinjuku-ku, Chiyoda-ku) is Chiyoda-ku, Chuo-ku, Minato-ku, and Shinjuku-ku declined. Key money solicited increased in Minato-ku, Shinjuku-ku, and Shibuya-ku, and dropped in Chiyoda-ku and Chuo-ku.

**【Main trends in the five central wards of Tokyo as of the end of May 2023】**

**Average unit price per tsubo compared to the previous month (Chart ①)**

The monthly average selling price per tsubo in each ward decreased by -228 yen for the first time in 6 months in Minato Ward, by -188 yen in Chiyoda Ward, by -22 yen in Chuo Ward, and by -129 yen in Shinjuku Ward. Shibuya Ward Compared to the same month of the previous year, all 5 wards have increased for 6 consecutive months, including +1,285 yen in Minato Ward.

**Average recruitment key money from the previous month (Chart ②)**

Month-to-month changes in the average solicited key money for each ward were +0.01 months (+1.4%) for Minato Ward, +0.02 months (+3.7%) for Shinjuku Ward, +0.05 months (+9.6%) for Shibuya Ward, and -0.07 months (-12.3%) for Chiyoda Ward, and Chuo Ward decreased by -0.02 months (-3.4%). Compared to the same month of the previous year, Chiyoda Ward continued to decline from the previous month, while the other four wards increased.

Chart ① Average unit price per tsubo

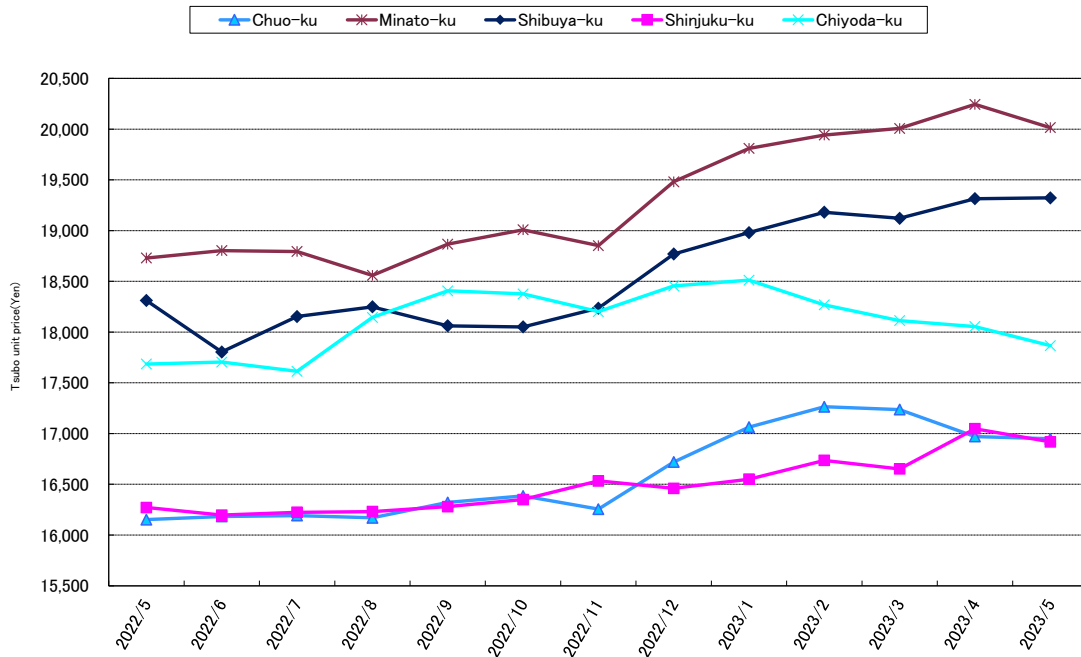
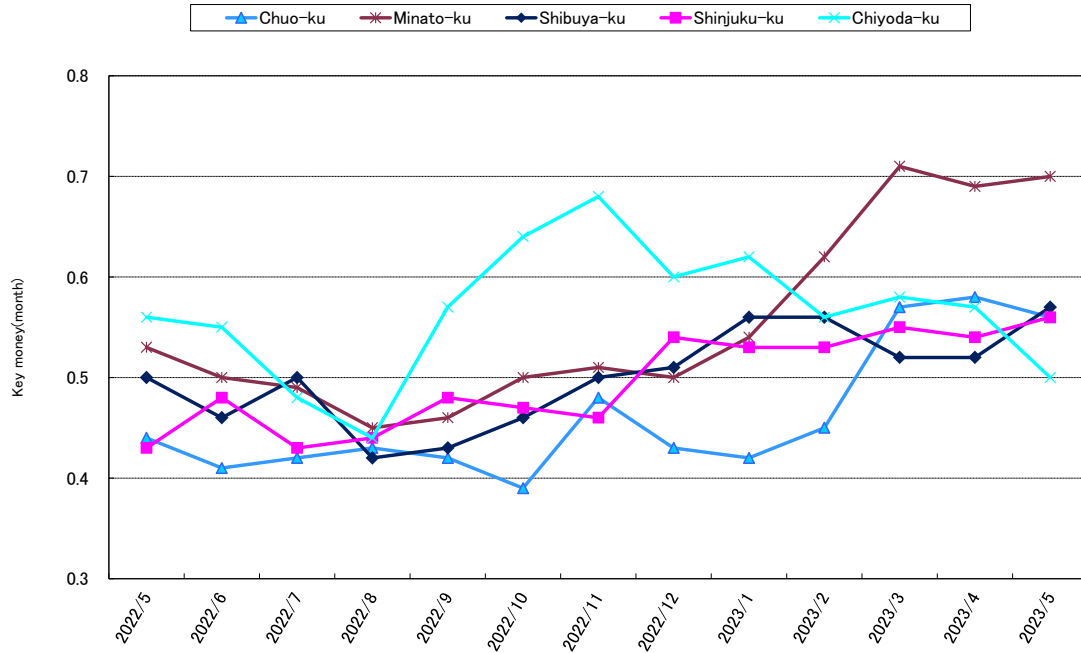


Chart ② Average recruitment key money transition in the 5 central wards of Tokyo

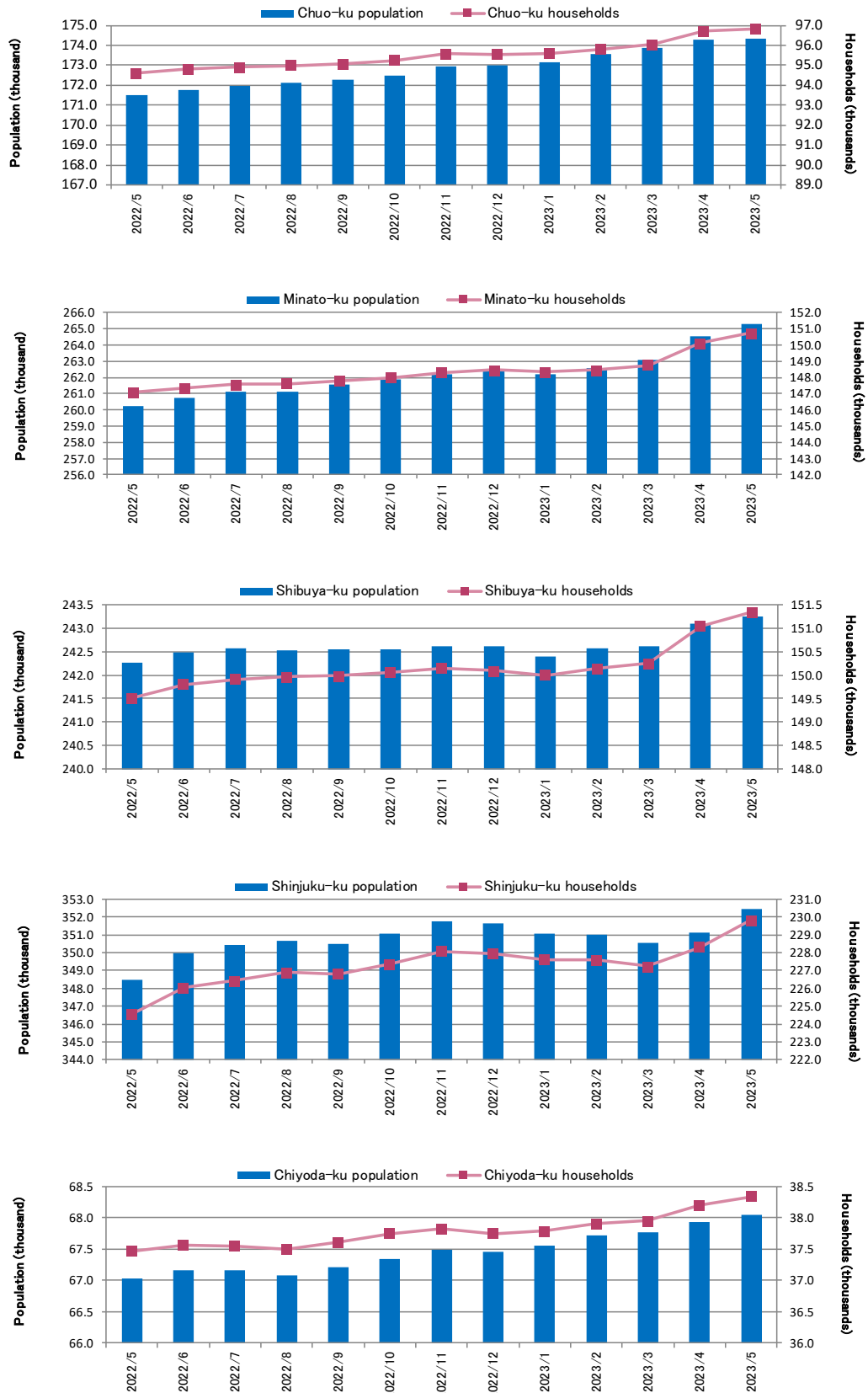


\* LMC research

Conditions: Within 10 years of construction RC / SRC condominium type

The value is the arithmetic mean value of the number of months of key money offered in the area

Chart ③ Population and Number of Households in 5 Wards of Central Tokyo



\* Estimated population as of the 1st of each month.

Source) Tokyo Metropolitan Government Website

### Population / number of households (Chart ③)

As of May 1, both the population and the number of households in the five central wards continued to increase from the previous month.

Chuo-Ward	population:174,311 (+39)	households:96,830 (+126)
Minato-Ward	population:265,289 (+726)	households:150,732 (+639)
Shibuya-Ward	population:243,239 (+139)	households:151,339 (+295)
Shinjuku-Ward	population:352,452 (+1,333)	households:229,832 (+1,539)
Chiyoda-Ward	population:68,041 (+107)	households:38,340 (+139)

\* Estimated population as of 1st of each month, in parentheses, m/m

\* If you want to publish this release in an article, please let us know.

### About rental market data file – Strong support for more precise leasing strategy planning –

From data that broadly overlooks the real estate market such as "population trends", "economic trends", and "construction starts", to data focused on target properties such as "rent trends in the neighborhood of properties" and "operating trends of competing properties", the "Rental Market Data File" provides real estate-related data in a format that is easier to see and understand.

In particular, through our own media "Easy Sheet Listing" (visit to a total of 990,000 companies from May 2007 \* as of March 31, 2023), we will strengthen the accuracy of information by collecting and using live information (real recruitment information, deal information) from intermediaries, and strongly support the planning and review of more precise leasing strategies and tactics than ever before in the "Rental Market Data File".

☆ Price: 1 area: from 30,000 yen (excluding tax)

☆ Delivery time: About 10 days / For example, we will deliver the data as of the end of the month around the 10th of the following month.

#### 【LMC Business Overview】

LMC provides marketing support services specializing in rental condominiums.

By using direct marketing methods, response data by telemarketing (acquisition, accumulation, aggregation, and analysis) we provide support. On the other hand, customer maintenance activities (CRM) for tenants of rental condominiums we are also focusing on providing a variety of solutions with the goal of maintaining the occupancy rate of properties.

#### 【Company Profile】

Company name: Leasing Management Consulting Co., Ltd.

Location: 2F, Daiwa Nishi-Shimbashi Building, 3-2-1 Nishi-Shimbashi, Minato-ku, Tokyo 105-0003

Representative: Koichi Saito, President

Capital: 200,000,000 yen

Employees: 53 (as of May 2023)

URL : <https://lmc-c.co.jp>

—Inquiries regarding this matter—

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