



To the press
Press release
October 31, 2023.
Leasing Management Consulting Co., Ltd.

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As of the end of September 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 October 31, 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 September 2023】

As of the end of September 2023, the per tsubo unit price for condominiums (RC/SRC condominium types completed after September 2013) in the five central wards of Tokyo (Chuo-ku, Minato-ku, Shibuya-ku, Shinjuku-ku, Chiyoda-ku) rose in Minato, Shinjuku and Shibuya wards, and fell in Chiyoda and Chuo wards. In addition, recruitment key money increased in Minato, Shinjuku, and Shibuya wards, remained unchanged in Chiyoda ward, and decreased in Chuo ward.

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

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

The month-on-month comparison of the average asking tsubo unit price in each ward was 447 yen in Minato Ward to 20,959 yen, and 160 yen in Shibuya Ward to 20,079 yen, each setting new highs since the start of data collection. In Shinjuku Ward, there was also an increase of 46 yen, The price fell by 53 yen in Chiyoda Ward and by 132 yen in Chuo Ward. Compared to the same month last year, the price increased by 2,092 yen in Minato Ward, as well as in Chuo Ward, Shinjuku Ward, and Shibuya Ward, and in Chiyoda Ward for the first time in 20 months. It has fallen.

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

The monthly average recruitment key money in each ward increased by +0.02 months (+3.1%) in Minato Ward, +0.05 months (+10.4%) in Shinjuku Ward, and +0.01 months (+1.7%) in Shibuya Ward, flat in Chiyoda Ward, and - in Chuo Ward. It was a decline of 0.03 months (-5.1%). Compared to the same month last year, it was flat in Chiyoda Ward and increased in the other four wards.

Chart ① Average unit price per tsubo

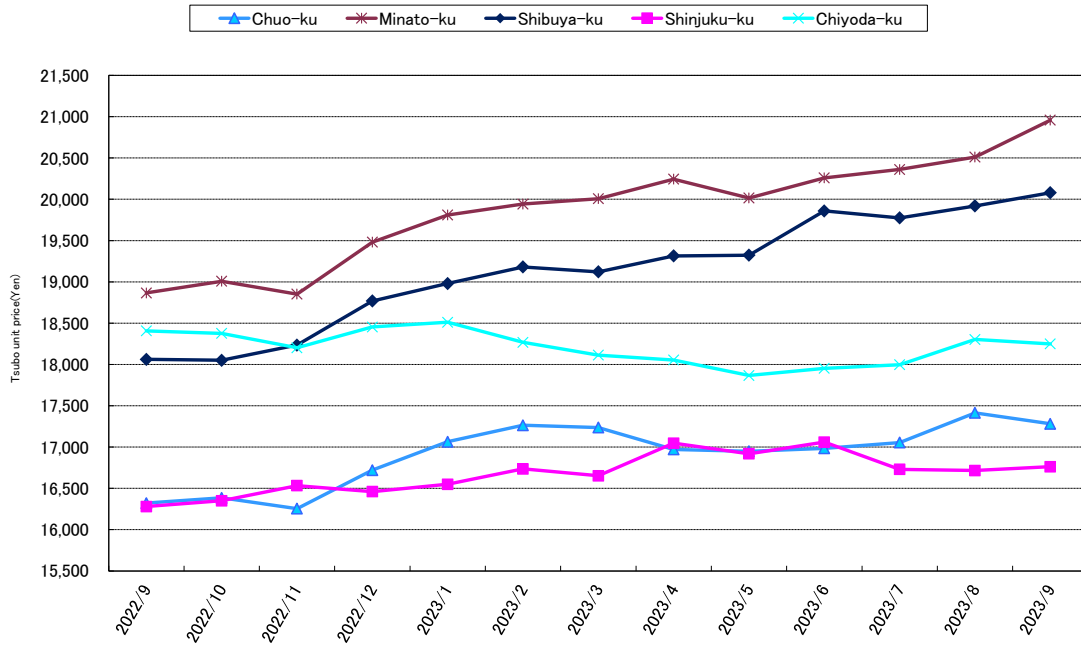
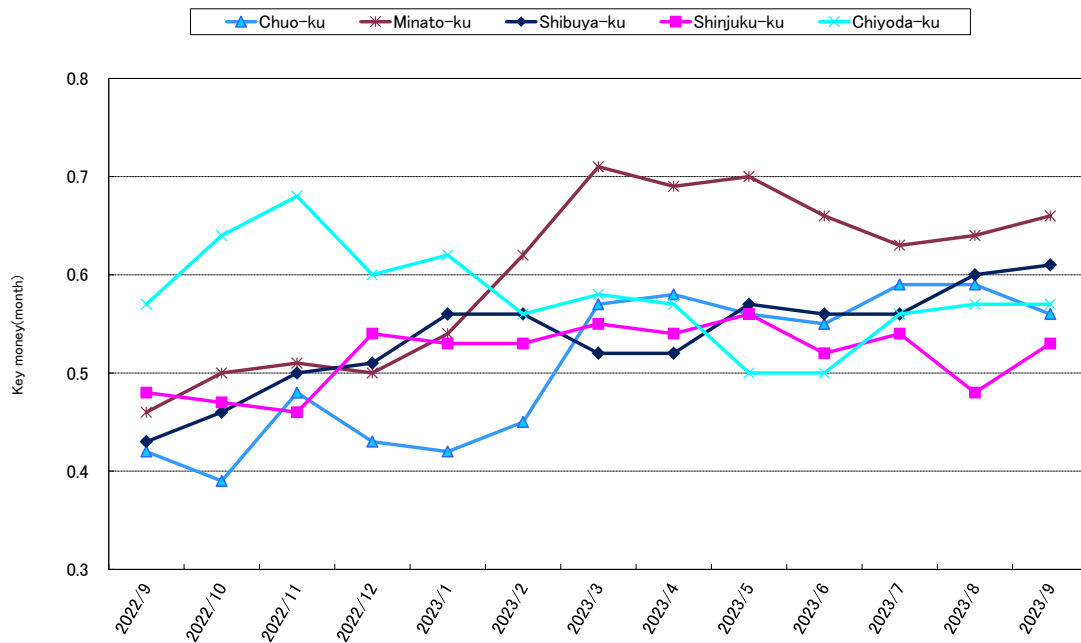


Chart ② Average recruitment key money transition in the 5 central wards of Tokyo



* 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 September 1st, the population of the five central wards of Tokyo increased in Chuo-ku, Minato-ku, Shibuya-ku, and Chiyoda-ku, decreased in Shinjuku-ku, and the number of households increased in Chuo-ku, Shibuya-ku, and Chiyoda-ku, Minato-ku and Shinjuku Ward.

Chuo-Ward	population:174,719 (+108)	households:97,016 (+7)
Minato-Ward	population:266,347 (+114)	households:151,182 (-24)
Shibuya-Ward	population:243,560 (+50)	households:151,759 (+72)
Shinjuku-Ward	population:352,790 (-626)	households:230,275 (-588)
Chiyoda-Ward	population:68,295 (+88)	households:38,432 (+11)

* 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: 55 (as of September 2023)

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

—Inquiries regarding this matter—

Leasing Management Consulting Co., Ltd.

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