

## Quarterly Information

	Quarter	Vacancy Rate (Office)	Condominiums Units Sold		Custom Home Units Contracted		Shinchiku Sokkurisan (Remodeling) Units Contracted	
				YoY		YoY		YoY
<b>Mar 2012</b>	1st	8.2%	890	-35.2%	435	3.1%	2,011	-5.7%
	2nd	8.1%	972	-22.2%	580	8.8%	1,776	-9.6%
	3rd	8.0%	980	-12.2%	422	12.5%	1,636	-8.2%
	4th	7.8%	1,192	19.0%	531	4.1%	1,805	14.0%
	Year-end	<b>7.8%</b>	<b>4,034</b>	<b>-14.9%</b>	<b>1,968</b>	<b>7.0%</b>	<b>7,228</b>	<b>-3.1%</b>
<b>Mar 2013</b>	1st	7.7%	1,023	14.9%	511	17.5%	1,964	-2.3%
	2nd	7.7%	1,394	43.4%	641	10.5%	1,809	1.9%
	3rd	7.5%	1,096	11.8%	601	42.4%	1,845	12.8%
	4th	7.1%	1,638	37.4%	636	19.8%	2,033	12.6%
	Year-end	<b>7.1%</b>	<b>5,151</b>	<b>27.7%</b>	<b>2,389</b>	<b>21.4%</b>	<b>7,651</b>	<b>5.9%</b>
<b>Mar 2014</b>	1st	6.8%	1,422	39.0%	593	16.0%	2,369	20.6%
	2nd	6.6%	1,683	20.7%	793	23.7%	2,691	48.8%
	3rd	6.3%	1,086	-0.9%	432	-28.1%	1,289	-30.1%
	4th	5.9%	1,443	-11.9%	612	-3.8%	1,274	-37.3%
	Year-end	<b>5.9%</b>	<b>5,634</b>	<b>9.4%</b>	<b>2,430</b>	<b>1.7%</b>	<b>7,623</b>	<b>-0.4%</b>
<b>Mar 2015</b>	1st	5.7%	1,351	-5.0%	488	-17.7%	1,659	-30.0%
	2nd	5.4%	1,175	-30.2%	600	-24.3%	2,023	-24.8%
	3rd	5.2%	1,184	9.0%	548	26.9%	1,829	41.9%
	4th	4.9%	1,494	3.5%	819	33.8%	1,799	41.2%
	Year-end	<b>4.9%</b>	<b>5,204</b>	<b>-7.6%</b>	<b>2,455</b>	<b>1.0%</b>	<b>7,310</b>	<b>-4.1%</b>
<b>Mar 2016</b>	1st	4.8%	1,438	6.4%	666	36.5%	2,393	44.2%
	2nd	4.8%	1,401	19.2%	743	23.8%	2,152	6.4%
	3rd	4.7%	1,248	5.4%	669	22.1%	2,036	11.3%
	4th	4.7%	1,437	-3.8%	804	-1.8%	1,873	4.1%
	Year-end	<b>4.7%</b>	<b>5,524</b>	<b>6.1%</b>	<b>2,882</b>	<b>17.4%</b>	<b>8,454</b>	<b>15.6%</b>
<b>Mar 2017</b>	1st	4.6%	1,533	6.6%	614	-7.8%	2,472	3.3%
	2nd	4.4%	1,708	21.9%	736	-0.9%	2,089	-2.9%
	3rd	4.4%	1,552	24.4%	570	-14.8%	2,180	7.1%
	4th	4.5%	1,674	16.5%	841	4.6%	2,029	8.3%
	Year-end	<b>4.5%</b>	<b>6,467</b>	<b>17.1%</b>	<b>2,761</b>	<b>-4.2%</b>	<b>8,770</b>	<b>3.7%</b>
<b>Mar 2018</b>	1st	4.7%	1,762	14.9%	702	14.3%	2,454	-0.7%
	2nd	4.6%	2,463	44.2%	791	7.5%	2,379	13.9%