

## 1. Outlook for Price

Ichigo conducts this questionnaire survey semiannually about the “Outlook for Logistics Market Conditions”.

The survey result of July 2018 about the outlook of real estate prices for the next six months is the percentages of “Rise” at 25.0%, “Flat” at 71.0% and “Decline” at 4.0% (Fig 1). The ratio of “Rise” has slightly decreased, and constructive prospects are declining.

The top two reasons of “Rise” cited by respondents are listed below, which are all the same reasons from the previous survey.

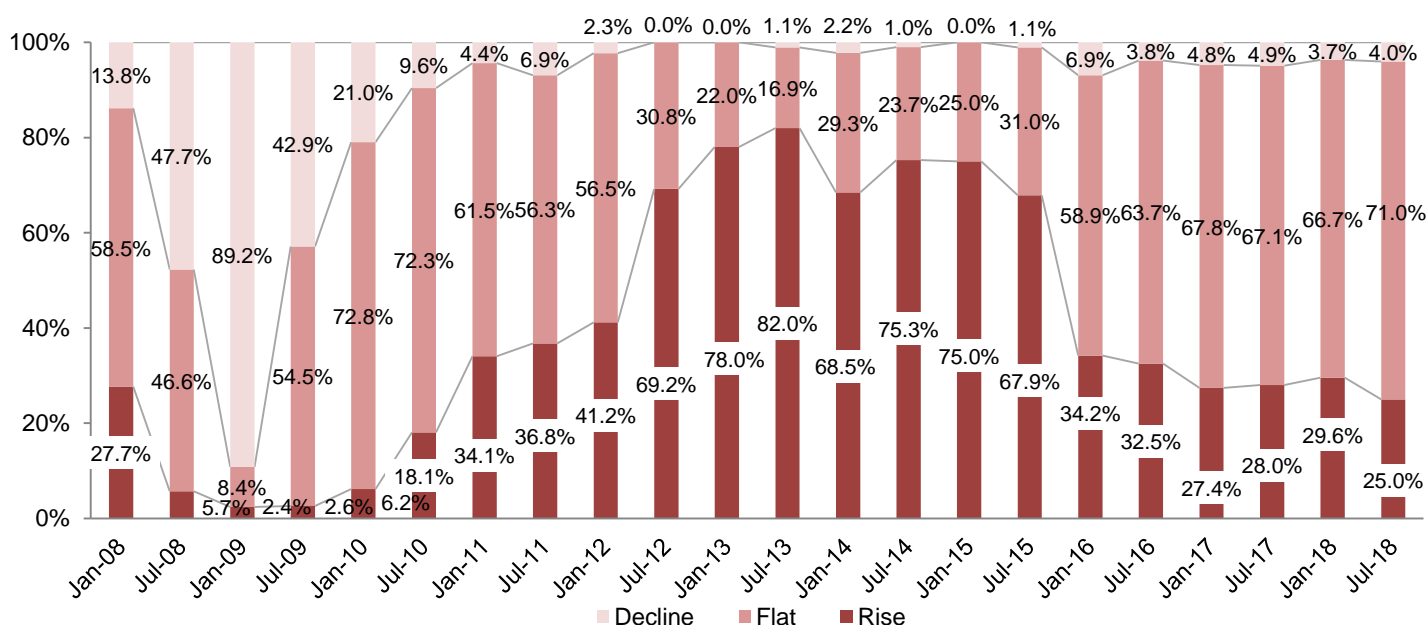
1. Due to the expansion of a variety of investors, the market is becoming more active.
2. Financing environment is in a good condition, and it is easy to raise finance.
3. The number of investors targeting logistics facilities is increasing.

The top three reasons of “Flat” are given below. The number of respondents who chose “Real estate prices are approaching a plateau.” has doubly increased from the previous survey.

1. Real estate prices are approaching a plateau.
2. A number of market players are refraining from investing due to the overheating market.
3. There is no significant change in the market outlook of rent level.

And, “This excess of supply condition have a negative effect on the industrial market.” is the top reason of “Fall”.

Figure:1 Outlook for Real Estate Prices of Logistics Facilities Six Months Later



Source: Ichigo Real Estate Service

## 2. Outlook for Rent

The survey result of July 2018 about the outlook of rent for the next six months are as follows. The percentages are “Rise” at 15.0%, “Flat” at 75.0% and “Decline” at 10.0% (Fig 2). The ratio of “Rise” is higher than “Decline”.

The top three reasons why respondents chose for “Flat” are as follows.

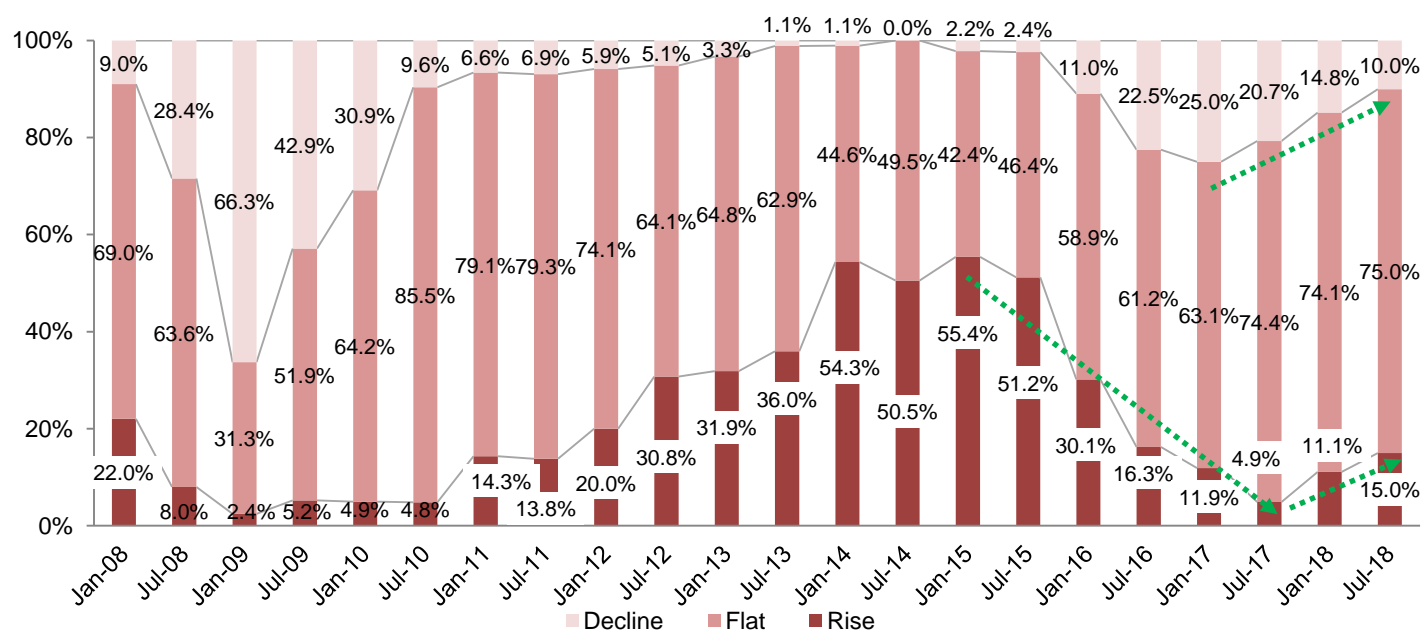
1. The increase of both completions and demands is in equal state.
2. The tenants’ and logistics companies’ rent affordability did not change.
3. The demand for the basic necessities as perishable items is strong.

The top two reasons of “Rise” are given below. An optimistic outlook is spreading.

1. The prosperity of E-commerce draws up the demands.
2. Due to the increasing development cost of land and construction, the increment is shifting towards rent.

And, “The large supply of logistics facilities raised the competitiveness for finding new tenants.” is the top reason of “Decline”.

Figure:2 Outlook for Rent of Logistics Facilities Six Months Later



Source: Ichigo Real Estate Service

## ◆ Overview of Methodology of the Questionnaire Survey

### ➤ Summary of Questionnaire

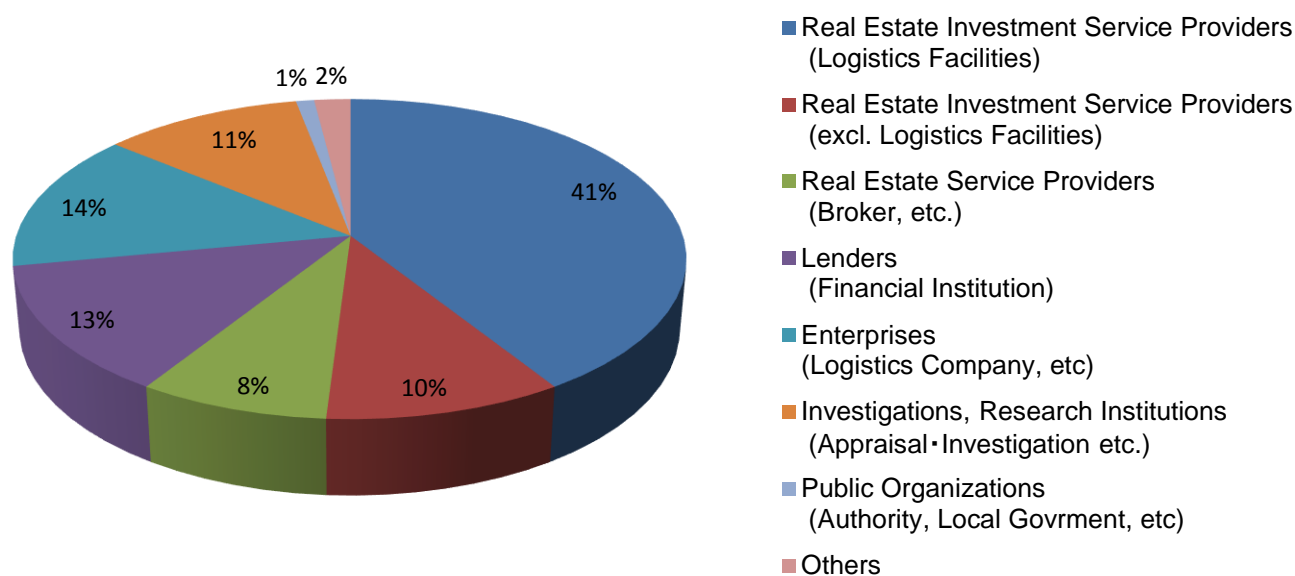
Survey Target : Practitioners and professionals associated to real estate.  
( regardless involvement with logistics ) .

Survey Method : Questionnaire sent by e-mail and answer sheets gathered through e-mail and website.

Survey Period : July 23 to July 31, 2018

Respondents : 100

### ➤ Occupation Respondents



## ◆ Contact info

For any further inquiries, please contact:

[research@ichigo-re.co.jp](mailto:research@ichigo-re.co.jp)

K.K. Ichigo Real Estate Service

<https://www.ichigo-re.co.jp>

AMT Omori Bldg.6F, 2-2-10 Omorikita, Ota-ku, Tokyo 143-0016, Japan

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