



For Immediate Release

Colliers advises Singapore-based family office on USD 100 million+ residential portfolio transaction in Japan

Brings scale and institutional value to family offices across Asia Pacific

SINGAPORE, 18 October 2022 – Leading diversified professional services and investment management company Colliers (NASDAQ and TSX: CIGI) announced today that it has successfully negotiated the cross-border sale of 16 brand new freehold residential properties for over USD100 million, located in the 23 wards of Tokyo, Japan. A Colliers team led by John Howald, involved Melvin Chay in Singapore, and, Yasuhiro Kano and Stephanie Yang in Japan, facilitating the transaction via a private sale.

The portfolio consists of over 400 units across a Net Lettable Area (NLA) of 11,560 sqm. Each property provides convenient public transport access with an average walking distance of approximately 5 minutes to its closest train station. The properties under construction will be completed in the next 6 to 18 months.

The portfolio was sold by Japanese developers, and a forward purchase agreement was negotiated, with construction set to be complete by early 2024. The buyer is a family office based in Singapore and this transaction marks their first real estate investment in Japan.

This transaction comes following Colliers' advisory of a Hong Kong based institutional buyer, acquiring a 20-asset residential portfolio in Tokyo, exceeding USD150m.

Multi-family has been one of Japan's most resilient property sectors over the past decade due to strong supply and demand. In addition to its resilience and defensive qualities, Japan multi-family offers attractive yield compared to assets in other markets. In Tokyo, multi-family was the best



performing asset class during the Covid-19 pandemic from a risk adjusted return perspective, outperforming Grade A office assets.

John Howald, Executive Director, Head of International Capital | Asia Pacific, commented: "This sale further enhances Colliers' track record in successfully negotiating cross-border transactions on behalf of family office and institutional buyers looking to enter into new markets. With Japan in particular, we are seeing great opportunity and are pleased to have managed the process end-to-end, from introducing seller to buyer through to securing this forward commitment transaction."

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About Colliers

Colliers (NASDAQ, TSX: CIGI) is a leading diversified professional services and investment management company. With operations in 62 countries, our 17,000 enterprising professionals work collaboratively to provide expert real estate and investment advice to clients. For more than 27 years, our experienced leadership with significant inside ownership has delivered compound annual investment returns of 20% for shareholders. With annual revenues of \$4.3 billion and \$77 billion of assets under management, Colliers maximizes the potential of property and real assets to accelerate the success of our clients, our investors, and our people. Learn more at corporate.colliers.com, Twitter @Colliers or LinkedIn.