



**Daiwa House®**  
Group  
Press Release

3 March, 2016

Naotake Ohno, President and COO,  
Daiwa House Industry Co., Ltd.  
3-3-5 Umeda, Kita-ku, Osaka

■ **Fourth U.S. joint real-estate project with Lincoln Property**

**Project Overview Finalized for Cooper Street  
Rental Housing Development near Boston, Massachusetts, U.S.A.**

Daiwa House Industry Co., Ltd. (Head office: Osaka; President: Naotake Ohno) is pleased to announce that a project outline has been finalized for Cooper Street, a rental housing development project in Waltham, a suburb of Boston, Massachusetts, U.S.A., where we launched the project by acquiring land on January 28, 2016.

Cooper Street, which is being managed through our local subsidiary Daiwa House Texas Inc., is the fourth joint project with major U.S. real estate company Lincoln Property Company (hereinafter “Lincoln Property”). The other three projects are the Berkeley (Fort Worth, Texas), Water’s Edge (Farmers Branch, Texas) and North Clark (Chicago, Illinois).

Through our local subsidiary, Daiwa House is purchasing and developing rental real estate with a goal of increasing our managed properties from the current 1,713 units\* to 5,000 units during fiscal 2016 and achieving sales of 50 billion yen in the U.S.A. by fiscal 2018.

Combined with current business development initiatives in Asia and Australia, Daiwa House will aim for the rapid achievement of 500 billion yen in overseas net sales and the continuance of expansion of operations.

\*1. Total units for completed projects and projects with finalized plans, excluding Cooper Street.



**Exterior**

## Key Data

1. **Total units: 264. Rental housing project to feature various resident amenities**
2. **Development is in a Boston suburb close to finance, businesses, and universities**
3. **Targeting middle-to high-income earners among the Generation Y segment**

### 1. Total units: 264. Rental housing project to feature various resident amenities

Cooper Street will be rental housing comprised of four to five-story wood construction apartments offering a total of 264 units.

In order to appeal to a broad range of customers, Cooper Street will offer a diverse lineup of 16 different floor plans ranging from 65.03 square meters to 109.25 square meters for studio\*<sup>2</sup>, two-bedroom and three-bedroom units.

Resident amenities will include a residents-only entertainment lounge\*<sup>3</sup>, café space, swimming pool, fitness center among others. The development will also feature a secure parking structure for all units.

\*2. Studio = One-bedroom apartment.

\*3. Casual space for residents featuring a fireplace, sofas and more.



Layout plan



Living/dining image



Entertainment lounge image

### 2. Development is in a Boston suburb close to finance, businesses, and universities

#### (1) Growing area home to numerous businesses and universities

Cooper Street will be located approximately 20 minutes by car or approximately 23 minutes by train from central Boston, the capital city of the State of Massachusetts and one of the world's premier financial cities.

And between Cooper Street and central Boston are more than 100 universities and research institutions, including Harvard University, MIT and Boston University. The area is a gathering spot for many researchers, faculty and students.

Also, Waltham is home to the Hobbs Brook Office Park, a large-scale office park where occupants include companies such as IBM and Microsoft. With a healthy market for corporate offices used by biotechnology and IT firms, the area also offers stable employment.

## (2) Fusion of nature and convenient facilities

Cooper Street sits adjacent to the Charles River and the riverside walking path allows you to feel close to nature.

Waltham Downtown (Moody Street), which offers numerous commercial facilities and restaurants, is located just a three-minute walk away, creating an environment that provides both natural surroundings and lifestyle conveniences.



Charles River

## 3. Targeting middle- to high-income earners among the Generation Y segment

The target customer for this project is mainly in the Generation Y<sup>\*4</sup> segment, from whom stable rental demand is expected, with a focus on research professionals and employees of major companies with high household incomes residing in the Boston suburbs.

<sup>\*4</sup> The generation born between 1975 and 1989. In the United States, Generation Y numbers around 75 million people. Over the next 15 years, the people of Generation Y and their offspring (Generation Z) are expected to be the main drivers of demand for rental housing.

## 4. Rental Housing in Waltham, Massachusetts

The city of Waltham, Massachusetts is part of the Greater Metropolitan Area of Boston (population: approx. 4.5 million people), which is 10<sup>th</sup> largest in the U.S..

Waltham originally developed as an industrial city and was home to the headquarters of America's oldest watch manufacturer, the Waltham Watch Company.

Today, the city mainly is home to research and higher education institutions. In addition to the significant employment opportunities within the city that are created by Brandeis University and Bentley University, English shoe manufacturer Clarks relocated their U.S. headquarters to Waltham in what is part of a growing trend of corporate emergence in the city. This combined with the convenience the city provides for commuting to other cities is helping drive population growth in Waltham.

### ■Project Background

Beginning in 1976, Daiwa House established four U.S. subsidiaries mainly in California and Texas, and supplied approximately 10,000 houses through housing development projects during the nine-year period through to 1984.

In April 2011, we established Daiwa House California (presently Daiwa House Texas) in San Jose, California. In August 2011, we purchased a rental housing property (42 units) in Redwood City, California which we sold in 2016.

In March 2014, we entered into a business partnership with Lincoln Property, America's No. 2 real estate company in terms of total rental housing units managed. Applying the real estate development and rental housing project knowhow we cultivated in Japan, we started work on the Berkeley in May of

2014. This first project was a rental housing development in Fort Worth, Texas (716 total units). In November 2014, work started on Water's Edge (582 total units), a rental housing development in the suburbs of Dallas, Texas.

In July 2015, we began construction of a 31-story high-rise rental housing building with a height of about 100 meters and a total of 373 units in Chicago, Illinois.

And now we are set to start work on our most recent project, Cooper Street (264 total units), as we aim for continued business expansion in the United States.

#### ■ About Lincoln Property

Lincoln Property Company is a major U.S. real estate company established in 1965 and headquartered in Dallas, Texas. The company aims to build high quality residential communities. It has operations in over 200 cities in the United States and in Europe.

Thus far, Lincoln Property has developed over 182,000 rental housing units and currently manages over 163,000 rental housing properties, making it the No. 2 real estate management company in the U.S.

#### ■ Project Outline

Project name: Cooper Street

Location: 20 Cooper Street, Waltham, Middlesex County, MA 02453 United States

Total number of units: 264 (5 above-ground stories)

Total site area: 17,492 square meters (5,291 tsubo)

Total floor area: 26,587 square meters (8,042 tsubo)

Construction: Five-story wood construction

Unit floor area: 65.03 m<sup>2</sup> to 109.25 m<sup>2</sup>

Floor plan: 4 studio units, 174 one-bedroom units, 86 two-bedroom units

Monthly rental price: Approximately 230,000 yen to 320,000 yen

(converted at US\$1 = 115 yen)

Planned construction start: February 2016

Scheduled date of completion: December 2017

Available: September 2017 (Rentals to start from completed units)

#### ■ Profile of Daiwa House local subsidiary

Name: Daiwa House Texas Inc.

Address: 222 W Las Colinas Blvd, Suite 1540 East, Irving, TX 75039

Investor: Daiwa House USA, Inc.

\*A wholly owned subsidiary of Daiwa House Industry Co., Ltd.

Capital: \$118,162,000

Employees: eight (four on assignment from Daiwa House Industry)

Inquiries
-----------

PR Planning Dept., PR Group: 06-6342-1381
---

Tokyo PR Group: 03-5214-2112
------------------------------