



June 8, 2020

To All Concerned Parties

Company Name: Open House Co., Ltd.
 Representative: Masaaki Arai, President and CEO
 Security Code: 3288, First section of TSE
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Summary of Performance for Single-Family Homes Related Business

In response to the large number of inquiries received by Open House Co., Ltd. (the "Company") regarding the impact of the outbreak of the novel coronavirus ("COVID-19") on its business, the Company hereby announces the latest business performance for its single-family homes related business, which is the core business of the Company, as follows:

The Company's business performance is showing steady progress at a level that is in line with the forecast of its operating results for the fiscal year ending September 30, 2020 announced on May 15, 2020. Regarding the impact of COVID-19, due to a decrease in the number of opportunities to meet with customers as a result of the state of emergency declaration announced in April 2020, the number of brokerage transactions for sales of single-family homes was impacted to a certain degree and experienced a decrease of 39.1% in April 2020 compared to the same month of the previous year. However, the number of brokerage transactions for sales of single-family homes improved in May 2020 with an increase of 43.0% in May 2020 compared to the same month of the previous year.

We believe that this trend is in part due to an increase in customers who are interested in single-family homes that have more rooms as a result of family members spending more time at home together and the increase in teleworking in order to prevent the spread of COVID-19. In addition, the number of new user registrations on the Company's website for its single-family homes related business has remained high, with new user registrations increasing by 32.3% in April 2020 and by 61.9% in May 2020, in each case compared to the same month of the previous year.

Year-on-year increase (decrease) in the number of brokerage transactions

FY2019				FY2020	
1Q	2Q	3Q	4Q	1Q	2Q
21.6%	30.1%	21.8%	29.1%	19.6%	17.7%

Year-on-year increase (decrease) in the number of brokerage transactions

April 2020	May 2020	Total for April and May 2020
(39.1)%	43.0%	1.4%