# SECURITIES AND EXCHANGE COMMISSION 

Washington, DC 20549

## FORM 8-K

## CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): September 28, 2005

# HIGHWOODS PROPERTIES, INC. <br> (Exact name of registrant specified in its charter) 

North Carolina
(State of Formation)

0-21731
(Commission File Number)
56-1869557
(IRS Employer Identification No.)

3100 Smoketree Court
Suite 600
Raleigh, North Carolina 27604
(Address of principal executive offices, zip code)
Registrant's telephone number, including area code: (919) 872-4924

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02. Results of Operations and Financial Condition

On September 28, 2005, Highwoods Properties, Inc., the general partner of Highwoods Realty Limited Partnership, issued a press release announcing its operating results for the three months ended June 30, 2005. This press release is attached hereto as Exhibit 99.1. In addition, we posted on our web site supplemental information regarding our operating results for the three months ended June 30, 2005, a copy of which is attached hereto as Exhibit 99.2.

## Exhibit

Description
99.1 Press Release, dated September 28, 2005
99.2 Supplemental operating information of Highwoods Properties, Inc. for the three months ended June 30, 2005.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

H ighwoods P roperties, I nc .

By:/s/ Terry L. Stevens

## FOR IMMEDIATE RELEASE

Ref: 05-27

## Contact: Tabitha Zane

Sr. Director, Investor Relations
919-431-1529

# Highwoods Properties Reports Second Quarter 2005 Operational Results 

## Provides Status Update on Financial Review and Audit <br> Will Host Conference Call Today, September 28 <br> 5:00 P.M. Eastern Time

Raleigh, NC - September 28, 2005 - Highwoods Properties, Inc. (NYSE: HIW), the largest owner and operator of suburban office properties in the Southeast, today reported operational results for the second quarter of 2005. The Company also announced a continuing delay in the filing of the 2004 Form 10-K, which will include previously disclosed restated financial statements for prior periods, and Form 10-Qs for the first two quarters of 2005.

The Company will host a conference call today, September 28, at 5:00 p.m. Eastern time, to discuss these matters. The dial in number for US/Canada callers is (888) 202-5268. International callers should dial (706) 643-7509. A live listen-only Web cast can be accessed through the Company's Web site at www.highwoods.com under the "Investor Relations" section.

Ed Fritsch, President and Chief Executive Officer of Highwoods Properties, stated, "We are pleased with the continued execution of our Strategic Management Plan and our second quarter leasing activity. Office occupancy is moving in the right direction, increasing $1.2 \%$ from the first quarter of 2005 and $4.3 \%$ year over year. In addition to improving occupancy, our focus remains on upgrading the quality of our portfolio through infill development and the disposition of non-core, older assets and strengthening our balance sheet through the reduction of high coupon debt and preferred stock."

Year to date, we have sold $\$ 336$ million of non-core properties, above the high end of our $\$ 100$ million to $\$ 300$ million range for the year, and we have commenced $\$ 55$ million of new development, including our build-to-suit lease for ThyssenKrupp's North American headquarters in Memphis which was announced at the end of August. We have also paid off $\$ 250$ million of debt and preferred stock; including $\$ 120$ million of high coupon secured debt and $\$ 130$ million of $8 \%$ preferred stock."

## Second Quarter 2005 Highlights

- Second generation leasing activity in Highwoods' portfolio totaled approximately 1.6 million square feet, including 1.2 million square feet of office space. For the first six months of the year, leasing activity totaled approximately 3.4 million square feet, 2.4 million of which was office space. Customer retention for the quarter was $71 \%$.
- Occupancy in the Company's 31.9 million square foot in-service portfolio at June 30, 2005 was $84.1 \%$, up 2.3\% from June 30, 2004. Office occupancy since June 30, 2004 has increased $4.3 \%$ from $79.2 \%$ to $83.5 \%$.
- Straight-line (GAAP) rental rates for signed office leases decreased $1.0 \%$ in the second quarter from straight line rental rates under the previous leases. Cash rents for office leases signed declined $8.4 \%$, slightly better than the decline reported in the first quarter and in line with the Company's guidance.
- Office tenant improvements and leasing commissions as a percentage of term base rent were $11.8 \%$ compared to the five quarter average of $10.9 \%$. On a dollar per square foot basis, tenant improvements and leasing commissions were $\$ 9.95$, at the low end of our 2005 expectations of $\$ 10$ to $\$ 11$ per square foot, and in line with prior quarters.
- 690,000 square feet of assets were sold, generating $\$ 39.9$ million of gross proceeds, including Buildings II and IV at Highwoods Preserve in Tampa, which were vacant at the time of sale. Excluding the Preserve, the average age and occupancy of the properties sold were 27 years and $91 \%$, respectively.
- The Company's wholly owned development pipeline encompassed 1.1 million square feet, representing a total projected investment of $\$ 142$ million. At June 30, 2005, these eight projects were $74 \%$ pre-leased and were located in six of the Company's markets.


## Filing of 2004 Form 10-K and First and Second Quarter 10-Qs

The Company also announced that the review and audit of its 2004 and first and second quarter financial statements and associated restatements of prior period financial statements are ongoing.

Mr. Fritsch said, "While finalizing our work on our 2004 and first and second quarter financial statements in mid-July, we were evaluating the accounting for a second quarter takedown of development land pursuant to a staged transaction that was originally signed in 1999. The outcome of this evaluation led to a review of the Company's accounting methodologies related to prior period land cost allocations for this development as well as others."

The Company subsequently determined that adjustments to these historical land cost allocations were required. These adjustments, which are still subject to audit, in the aggregate would reduce gains from sales of land and buildings recorded from 1997 to 2004 by approximately $\$ 5.0$ million, of which approximately $\$ 0.1$ million was in 2002, $\$ 2.9$ million was in 2003 and $\$(0.6)$ million was in 2004.

Because of these unexpected prior period accounting adjustments, which were determined after the Company's July 6, 2005 press release and conference call, the Company, in consultation with its auditors, determined that additional reviews should be undertaken related to certain other past transactions and accounting practices. These include the capitalization of interest, property taxes and other fixed costs related to development projects occurring prior to 2002, as well as the application of purchase accounting under APB 16 for our portfolio acquisitions and mergers completed from 1995 to 1998.

The Company expects that the primary impact of any such adjustments will be to the recorded value of certain real estate assets acquired or developed in the past. In turn, the primary current and future period impact of such adjustments will be corresponding changes to depreciation expense and to gains or losses to the extent real estate assets impacted by such adjustments have been or will in the future be sold.

Mr. Fritsch concluded, "It is important to bear in mind that the accounting methodologies under review relate to transactions that occurred a number of years ago. Any adjustments that may be required are not expected to have a material impact to FFO going forward or have any impact on the Company's cash position."

## SEC Update

The Company noted that there has been no change in the status of the formal investigation by the Securities and Exchange Commission ("SEC"). Management continues to cooperate fully and remains confident and comfortable with the information being provided to the SEC.

## 2005 Funds from Operations Outlook

Based on its review of year-to-date operational results, the Company confirmed the FFO guidance it published on July 6 for full-year 2005 of $\$ 2.27$ to $\$ 2.33$ per share. This estimate continues to reflect management's view of current and future market conditions, including assumptions with respect to rental rates, occupancy levels, operating expenses and asset dispositions and acquisitions. It does include $\$ 0.02$ of FFO from US Airways for the remainder of the year (August through December) offset by approximately $\$ 0.02$ of higher utility costs for the year. This estimate excludes any asset gains or impairments associated with actual or potential depreciable property dispositions, as well as any one-time, non-recurring charges or credits that may occur during the year. Specifically, the estimate does not reflect the $\$ 4.2$ million reduction in FFO and net income available for common shareholders that the Company will record pursuant to EITF Topic D-42. This reduction, which will be taken in the third quarter, is related to the redemption of $\$ 130$ million of preferred stock on August 22, 2005. This outlook also assumes that any further adjustments to its historical financial statements as a result of the aforementioned review and audit will not have a material impact on the Company's expected 2005 financial results.

## Non-GAAP Information

We believe that FFO and FFO per share are beneficial to management and investors as important indicators of the performance of an equity REIT. FFO and FFO per share can facilitate comparisons of operating performance between periods and between other REITs because they exclude factors, such as depreciation, amortization and gains and losses from sales of real estate assets, which can vary among owners of identical assets in similar condition based on historical cost accounting and useful life estimates. FFO and FFO per share as disclosed by other REITs may not be comparable to our calculations of FFO and FFO per share. CAD is another useful financial performance measure of an equity REIT. CAD provides an additional basis to evaluate the ability of a REIT to incur and service debt, fund acquisitions and other capital expenditures and pay distributions. CAD does not measure whether cash flow is sufficient to fund all cash needs. FFO, FFO per share and CAD are non-GAAP financial measures and do not represent net income or cash flows from operating, investing or financing activities as defined by GAAP. They should not be considered as alternatives to net income as indicators of our operating performance or to cash flows as measures of liquidity. Furthermore, FFO per share does not depict the amount that accrues directly to the stockholders' benefit.

FFO is defined by NAREIT as net income or loss, excluding gains or losses from sales of depreciated property, plus operating property depreciation and amortization and adjustments for minority interest and unconsolidated companies on the same basis. As clarified by NAREIT in October 2003, impairment losses on depreciable real estate assets are included in FFO. Our calculation of FFO is consistent with FFO as defined by NAREIT.

## Supplemental Information

A copy of the Company's second quarter 2005 Supplemental Information that includes leasing and operational statistics is available in the "Investor Relations/Quarterly Earnings" section of the Company's Web site at www.highwoods.com. You may also obtain a copy of all Supplemental Information published by the Company by contacting Highwoods Investor Relations at 919-431-1529/ 800-256-2963 or by e-mail to HIW-IR @highwoods.com. If you would like to receive future Supplemental Information packages by e-mail, please contact the Investor Relations department as noted above or by written request to: Investor Relations Department, Highwoods Properties, Inc., 3100 Smoketree Court, Suite 600, Raleigh, NC 27604.

## Conference Call

Today, September 28, 2005 at 5:00 p.m. Eastern time, Highwoods will host a teleconference call to discuss the matters outlined in this press release. For US/Canada callers, dial (888) 202-5268 and international callers dial (706) 643-7509. A live listen-only Web cast can be accessed through the Company's Web site at www.highwoods.com under the "Investor Relations" section.

Telephone and Web cast replays will be available two hours after the completion of the call. The telephone replay will be available beginning at 8:00 p.m. Eastern time through 5:00 p.m. October 8. Dial-in numbers for the replay are (800) 642-1687 US/Canada, (706) 645-9291 international. The conference ID is 9997037.

## About the Company

Highwoods Properties, Inc., a member of the S\&P MidCap 400 Index, is a fully integrated, self-administered real estate investment trust ("REIT") that provides leasing, management, development, construction and other customer-related services for its properties and for third parties. As of June 30, 2005, the Company owned or had an interest in 490 in-service office, industrial and retail properties encompassing approximately 38.8 million square feet. Highwoods also owns 1,011 acres of development land. Highwoods is based in Raleigh, North Carolina, and its properties and development land are located in Florida, Georgia, Iowa, Kansas, Maryland, Missouri, North Carolina, South Carolina, Tennessee and Virginia. For more information about Highwoods Properties, please visit our Web site at www.highwoods.com.

Certain matters discussed in this press release, such as the effect of tenant bankruptcies on our operations, anticipated continuing compliance with debt agreements, expected leasing and financing activities and financial and operating performance and the cost and timing of expected development projects and asset dispositions, are forward-looking statements within the meaning of the federal securities laws. These statements are distinguished by use of the words "will", "expect", "intends" and words of similar meaning. Although Highwoods believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that its expectations will be achieved.

Factors that could cause actual results to differ materially from Highwoods' current expectations include, among others, the following: the financial condition of our customers could deteriorate; the final completion of audited financial statements and SOX 404 testing could necessitate additional unexpected adjustments and/or result in unexpected costs; unwaived defaults, if any, under our debt instruments could result in an acceleration of some of our outstanding debt; speculative development by others could result in excessive supply of office properties relative to customer demand; we may not be able to lease or re-lease space quickly or on as favorable terms as old leases; unexpected difficulties in obtaining additional capital to satisfy our future cash needs or unexpected increases in interest rates would increase our debt service costs; and others detailed in the Company's amended 2003 Annual Report on Form 10-K and subsequent SEC reports.


Supplemental Information
June 30, 2005

# Supplemental Information <br> Table of Contents <br> June 30, 2005 

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The information within refers to all Highwoods Properties' wholly-owned entities, except pages 24 to 26 unless noted otherwise.
Certain matters discussed in this supplemental, including estimates of net operating income, pre-leasing commitments and the cost, timing and stabilization of announced development projects, are forward- looking statements within the meaning of the federal securities laws. Although Highwoods believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that its expectations will be achieved. Factors that could cause actual results to differ materially from Highwoods' current expectations include general economic conditions, local real estate conditions, the timely development and lease-up of properties, and the other risks detailed from time to time in the Company's SEC reports.

Highwoods Properties, Inc.
Board of Directors
Thomas W. Adler
Gene H. Anderson
Kay N. Callison
Edward J. Fritsch
Ronald P. Gibson
William E. Graham Jr.
Lawrence S. Kaplan
L. Glenn Orr Jr.
O. Temple Sloan Jr., Chairman
Willard H. Smith Jr.
John L. Turner
F. William Vandiver, Jr.

## Senior Management Team

## Edward J. Fritsch

President, Chief Executive Officer and Director
Michael E. Harris
Executive Vice President and Chief Operating Officer
Terry L. Stevens
Vice President, Chief Financial Officer and Treasurer

## Gene H. Anderson

Senior Vice President and Director

## Michael F. Beale

Senior Vice President

## Robert G. Cutlip

Senior Vice President

## W. Brian Reames

Senior Vice President
Thomas S. Hill
Corporate Vice President, Leasing

## Carman J. Liuzzo

Vice President, Investments
Kevin E. Penn
Chief Information Officer and Vice President, Strategy

## Mack D. Pridgen III

Vice President, General Counsel and Secretary

## Research Coverage

## Deutsche Banc Securities

Lou Taylor - 212-469-4912

## Green Street Advisors

Jim Sullivan - 949-640-8780

## KeyBanc Capital Markets

Richard Moore - 216-443-2815

## Legg Mason

David Fick - 410-454-5018

## Morgan Stanley Dean Witter

Gregory Whyte - 212-761-6331

## Prudential Equity Group

Jim Sullivan - 212-778-2515

## Smith Barney Citigroup

Jonathan Litt - 212-816-0231
Wachovia Securities
Chris Haley - 443-263-6773
Highwoods Properties, Inc. i

## Divisional Offices

## Atlanta/Piedmont Triad

Gene H. Anderson - Regional Manager
Atlanta, GA
Gene H. Anderson, Senior Vice President
Piedmont Triad, NC
Mark W. Shumaker, Vice President

## Orlando/Tampa

Michael F. Beale - Regional Manager
Orlando, FL
Michael F. Beale, Senior Vice President
Tampa, FL
Stephen A. Meyers, Vice President

## Raleigh/Richmond

Robert G. Cutlip - Regional Manager
Raleigh, NC
Robert G. Cutlip, Senior Vice President
Richmond, VA
Paul W. Kreckman, Vice President
Memphis/Nashville/Columbia/Greenville
W. Brian Reames - Regional Manager

Nashville, TN
W. Brian Reames, Senior Vice President

Columbia, SC and Greenville, SC
W. Brian Reames, Senior Vice President

Memphis, TN
Steven Guinn, Vice President

## Kansas City

Kansas City, MO
Barrett Brady, Senior Vice President

## Corporate Headquarters

Highwoods Properties, Inc.
3100 Smoketree Court, Suite 600
Raleigh, NC 27604
919-872-4924
Stock Exchange
NYSE Trading Symbol: HIW
Investor Relations Contact
Tabitha Zane
Sr. Director, Investor Relations
Phone: 919-431-1529
Fax: 919-876-6929
E-mail: tabitha.zane@highwoods.com

## Information Request

To request a standard Investor Relations package, Annual Report or to be added to our e-mail or fax list, please contact the Investor Relations Coordinator at:

Phone: 919-431-1521
Email: HIW-IR@highwoods.com

## The Company

Highwoods Properties, Inc., a member of the S\&P MidCap 400 Index, is a fully integrated, self-administered real estate investment trust ("REIT") that provides leasing, management, development, construction and other customer-related services for its properties and for third parties. As of June 30, 2005, the Company owned or had an interest in 490 in-service office, industrial and retail properties encompassing approximately 38.8 million square feet. Highwoods also owns 1,011 acres of development land. Highwoods is based in Raleigh, North Carolina, and its properties and development land are located in Florida, Georgia, Iowa, Kansas, Maryland, Missouri, North Carolina, South Carolina, Tennessee and Virginia. For more information about Highwoods Properties, please visit our Web site at www.highwoods.com.

## Capitalization

Dollars, shares, and units in thousands

|  | 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 | 06/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Long-Term Debt (see page 2 \& 3): | \$1,558,999 | \$1,582,010 | \$1,572,169 | \$1,600,627 | \$1,603,485 |
| Eastshore Debt 1/ | 19,800 | - | - | - | - |
| Total debt per the balance sheet | 1,578,799 | 1,582,010 | 1,572,169 | 1,600,627 | 1,603,485 |
| Finance Obligations: | \$ 43,168 | \$ 63,096 | \$ 65,309 | \$ 64,754 | \$ 65,091 |
| Preferred Stock (at redemtion value): |  |  |  |  |  |
| Series A $8{ }^{5 / 8} 8$ P Perpetual Preferred Stock | \$ 104,945 | \$ 104,945 | \$ 104,945 | \$ 104,945 | \$ 104,945 |
| Series B 8\% Perpetual Preferred Stock | 172,500 $2 /$ | 172,500 | 172,500 | 172,500 | 172,500 |
| Series D 8\% Perpetual Preferred Stock | 100,000 2/ | 100,000 | 100,000 | 100,000 | 100,000 |
| Total preferred stock | \$ 377,445 | \$ 377,445 | \$ 377,445 | \$ 377,445 | \$ 377,445 |
| Shares and Units Outstanding: |  |  |  |  |  |
| Common stock outstanding | 54,037 | 54,053 | 53,813 | 53,713 | 53,716 |
| Minority interest partnership units | 5,668 | 5,828 | 6,102 | 6,128 | 6,146 |
| Total shares and units outstanding | 59,705 | 59,881 | 59,915 | 59,841 | 59,862 |
| Stock price at period end | \$ 29.76 | \$ 26.82 | \$ 27.70 | \$ 24.61 | \$ 23.50 |
| Market value of common equity | \$1,776,821 | \$1,606,008 | \$1,659,646 | \$1,472,687 | \$1,406,757 |
| Total market capitalization with debt and obligations 3/ | \$3,756,433 | \$3,628,559 | \$3,674,569 | \$3,515,513 | \$3,452,778 |

1/ This debt is the $100 \%$ obligation of an entity that Highwoods has no ownership interest in but is consolidated according to GAAP. These properties will no longer be consolidated as of 9/30/05.
2/ Redeemed all Series D and $\$ 30$ million of Series B perpetual preferred stock on $8 / 22 / 05$

## Dollars in thousands

|  |  | 06/30/05 |  | 03/31/05 |  | 12/31/04 |  | 09/30/04 |  | 06/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balances Outstanding: |  |  |  |  |  |  |  |  |  |  |
| Secured: |  |  |  |  |  |  |  |  |  |  |
| Conventional fixed rate 1/ | \$ | 709,595 | \$ | 754,226 | \$ | 755,596 | \$ | 768,324 | \$ | 771,540 |
| Variable rate debt $2 /$ |  | 84,404 |  | 67,784 |  | 66,573 |  | 50,803 |  | 54,945 |
| Secured total | \$ | 793,999 | \$ | 822,010 | \$ | 822,169 | \$ | 819,127 |  | 826,485 |
| Unsecured: |  |  |  |  |  |  |  |  |  |  |
| Fixed rate bonds and notes | \$ | 460,000 | \$ | 460,000 | \$ | 460,000 | \$ | 460,000 | \$ | 460,000 |
| Variable rate debt |  | 120,000 |  | 120,000 |  | 120,000 |  | 120,000 |  | 120,000 |
| Credit facility |  | 185,000 |  | 180,000 |  | 170,000 |  | 201,500 |  | 197,000 |
| Unsecured total |  | 765,000 | \$ | 760,000 | \$ | 750,000 | \$ | 781,500 | \$ | 777,000 |
| Total |  | 1,558,999 |  | ,582,010 |  | ,572,169 |  | ,600,627 |  | ,603,485 |
| Average Interest Rates: |  |  |  |  |  |  |  |  |  |  |
| Secured: |  |  |  |  |  |  |  |  |  |  |
| Conventional fixed rate |  | 7.1\% |  | 7.1\% |  | 7.2\% |  | 7.2\% |  | 7.2\% |
| Variable rate debt |  | 4.9\% |  | 4.7\% |  | 4.2\% |  | 3.7\% |  | 3.1\% |
| Secured total |  | 6.8\% |  | 6.9\% |  | 6.9\% |  | 6.9\% |  | 6.9\% |
| Unsecured: |  |  |  |  |  |  |  |  |  |  |
| Fixed rate bonds |  | 7.4\% |  | 7.4\% |  | 7.4\% |  | 7.4\% |  | 7.4\% |
| Variable rate debt |  | 4.7\% |  | 3.5\% |  | 3.5\% |  | 3.0\% |  | 2.9\% |
| Credit facility |  | 4.3\% |  | 3.4\% |  | 3.4\% |  | 2.2\% |  | 2.3\% |
| Unsecured total |  | 6.2\% |  | 6.0\% |  | 5.9\% |  | 5.4\% |  | 5.4\% |
| Average |  | 6.5\% |  | 6.5\% |  | 6.4\% |  | 6.2\% |  | 6.2\% |
| Capitalized Interest: | \$ | 925 | \$ | 423 | \$ | 478 | \$ | 406 | \$ | 324 |

## Maturity Schedule:

## Year <br> 2005 4/ <br> 2006 5/ <br> 2007 <br> 2008 <br> 2009 <br> 2010 <br> 2011 <br> 2012 <br> 2013 <br> 2014

Thereafter
Total maturities

| Future Maturities of Debt |  |  |  | Total Debt 3/ |  | Average Interest Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Secured Debt 3/ |  | Unsecured Debt |  |  |  |  |
| \$ | 26,016 | \$ | 120,000 | \$ | 146,016 | 5.3\% |
|  | 50,277 |  | 295,000 |  | 345,277 | 5.3\% |
|  | 109,617 |  | - |  | 109,617 | 7.0\% |
|  | - |  | 100,000 |  | 100,000 | 7.1\% |
|  | 169,470 |  | 50,000 |  | 219,470 | 7.9\% |
|  | 136,610 |  | - |  | 136,610 | 7.8\% |
|  | - |  | - |  | - | - |
|  | 22,800 |  | - |  | 22,800 | 6.1\% |
|  | 273,883 |  | - |  | 273,883 | 5.9\% |
|  | - |  | - |  | - | - |
|  | 5,326 |  | 200,000 |  | 205,326 | 7.5\% |
| \$ | 793,999 | \$ | 765,000 |  | ,558,999 | 6.5\% |

Weighted average maturity $=4.8$ years

[^0]
## Long-Term Debt Detail

## Dollars in thousands

| Lender | Rate | Maturity <br> Date | Loan Balance 06/30/05 | Undepreciated <br> Book Value of Assets Secured |
| :---: | :---: | :---: | :---: | :---: |
| Secured Loans |  |  |  |  |
| Monumental Life Ins. Co. | 7.8\% | Nov-09 | \$ 161,587 | \$ 241,796 |
| Northwestern Mutual | 6.0\% | Mar-13 | 140,883 | 187,517 |
| Northwestern Mutual | 7.8\% | Nov-10 | 136,610 | 279,290 |
| Massachusetts Mutual Life Ins. Co. 1/ | 5.7\% | Dec-13 | 126,487 | 187,412 |
| Northwestern Mutual | 8.2\% | Feb-07 | 64,321 | 140,873 |
| GECC 2/ | 5.1\% | Jan-06 | 46,985 | 83,465 |
| PNC/Am South/Southtrust 3/ | 4.6\% | Oct-07 | 32,474 | 39,143 |
| Principal Life Ins. Co. 4/ | 8.2\% | Aug-05 | 26,016 | 72,609 |
| Metropolitan Life Ins. Co. 5/ | 6.1\% | Oct-12 | 22,800 | 39,106 |
| PFL Life Ins. Co. 6/ | 8.1\% | Jun-07 | 5,533 | 22,917 |
| Massachusetts Mutual Life Ins. Co. 1/ | 6.5\% | Dec-13 | 5,500 | - |
| Ohio National | 8.0\% | Nov-17 | 5,326 | 10,967 |
| Lutheran Brotherhood | 6.8\% | Apr-09 | 3,971 | 7,651 |
| PFL Life Ins. Co. 6/ 7/ | 5.6\% | Jun-07 | 3,611 | - |
| Assoc Retirement Trust Fund 8/ | 8.0\% | Jan-07 | 2,345 | 6,846 |
| USG Annuity | 7.7\% | Feb-06 | 2,134 | 3,817 |
| Security Life of Denver | 8.9\% | Aug-09 | 2,036 | 9,584 |
| Southland Life Ins. Co. | 8.8\% | Aug-09 | 1,876 | 6,924 |
| American United Life | 9.0\% | Jun-13 | 1,013 | 3,664 |
| Central Carolina Bank 2/ 9/ | 3.3\% | Jan-08 | 1,334 | 2,774 |
| CUNA Mutual 10/ | 8.0\% | Sep-06 | 595 | 3,195 |
| Members Life Ins. Co 10/ | 8.0\% | Sep-06 | 562 | 3,297 |
|  | 6.8\% |  | \$ 793,999 | \$ 1,352,847 |
| Unsecured Bonds |  |  |  |  |
| Bonds | 7.0\% | Dec-06 | \$ 110,000 |  |
| Bonds | 7.1\% | Feb-08 | 100,000 |  |
| Bonds | 8.1\% | Jan-09 | 50,000 |  |
| Bonds | 7.5\% | Apr-18 | 200,000 |  |
|  | 7.3\% |  | \$ 460,000 |  |
| Unsecured Loans |  |  |  |  |
| Term Loan 2/ | 4.3\% | Sep-05 | \$ 20,000 |  |
| Term Loan 3/ | 4.7\% | Nov-05 | 100,000 |  |
| Line of Credit 2/ | 4.3\% | Jul-06 | 185,000 |  |
|  | 4.4\% |  | \$ 305,000 |  |
| Total Debt | 6.5\% |  | \$1,558,999 |  |
| 1/ These two loans are secured by the same assets. |  |  |  |  |
| 2/ Paid off on 8/1/05 |  |  |  |  |
| 3/ Floating rate loan based on two m |  |  |  |  |
| 4/ Paid off on 7/15/2005 |  |  |  |  |
| 5/ Loan relates to a consolidated $20 \%$ owned joint venture property (Harborview) |  |  |  |  |
| 6/ These two loans are secured by the same as |  |  |  |  |
| 7/ Floating rate loan based on ninety day libor |  |  |  |  |
| 8/ Paid off on 9/1/05 |  |  |  |  |
| 9/ Loan relates to a consolidated $50 \%$ owned joint venture property (Vinings). 10/ Paid off on 9/15/05 |  |  |  |  |
|  |  |  |  |  |

Office Industrial \& Retail In-Service:
Office 2/
Industrial
Retail 3/
Total
Development Completed - Not Stabilized:
Office $2 /$
Industrial
Retail

## Total

Development - In Process:
Office 2/
Industrial
Retail
Total
Total:
Office 2/
Industrial
Retail 3/
Total
Same Property
Office 2/
Industrial
Retail

Total
Percent Leased/Pre-Leased:
In-Service:
Office
Industrial
Retail

## Total

Development Completed - Not Stabilized:
Office
Industrial
Retail
Total
Development - In Process:
Office
Industrial
Retail
Total

## Same Property

Office
Industrial
Retail

| 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 | 06/30/04 |
| :---: | :---: | :---: | :---: | :---: |
| 23,849,000 | 24,254,000 | 24,628,000 | 25,151,000 | 25,272,000 |
| 6,623,000 | 6,991,000 | 7,829,000 | 7,992,000 | 7,992,000 |
| 1,417,000 | 1,409,000 | 1,409,000 | 1,410,000 | 1,411,000 |
| 31,889,000 | 32,654,000 | 33,866,000 | 34,553,000 | 34,675,000 |


| $353,000$ | 353,000 | $353, \overline{000}$ | $353, \overline{000}$ | - |
| :---: | :---: | :---: | :---: | :---: |
| - | - | - | - | - |
| 353,000 | 353,000 | 353,000 | 353,000 | - |
| 710,000 | 358,000 | 358,000 | 333,000 | 222,000 |
| - | - | - | - | 350,000 |
| 9,600 | 9,600 | 9,600 | - | - |
| 719,600 | 367,600 | 367,600 | 333,000 | 572,000 |


| $\mathbf{2 4 , 5 5 9 , 0 0 0}$ | $24,612,000$ | $24,986,000$ | $25,484,000$ | $25,494,000$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{6 , 9 7 6 , 0 0 0}$ | $7,344,000$ | $8,179,000$ | $8,342,000$ | $8,342,000$ |
| $\mathbf{1 , 4 2 6 , 6 0 0}$ | $1,418,600$ | $1,418,600$ | $1,410,000$ | $1,411,000$ |
|  |  |  |  |  |
| $\mathbf{3 2 , 9 6 1 , 6 0 0}$ | $33,374,600$ | $34,583,600$ | $35,236,000$ | $35,247,000$ |
|  |  |  |  |  |


| $\mathbf{2 3 , 6 6 2 , 0 0 0}$ | $23,684,184$ | $23,684,184$ | $23,684,184$ | $23,684,184$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{6 , 6 2 3 , 0 0 0}$ | $6,623,252$ | $6,623,252$ | $6,623,252$ | $6,623,252$ |
| $\mathbf{1 , 4 1 7 , 0 0 0}$ | $1,416,639$ | $1,416,639$ | $1,416,639$ | $1,416,639$ |
|  |  |  |  |  |
| $\mathbf{3 1 , 7 0 2 , 0 0 0}$ | $31,724,075$ | $31,724,075$ | $31,724,075$ | $31,724,075$ |


| $\mathbf{8 3 . 5 \%}$ | $82.3 \%$ | $82.7 \%$ | $80.9 \%$ | $79.2 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| $\mathbf{8 3 . 8 \%}$ | $86.8 \%$ | $90.2 \%$ | $88.4 \%$ | $88.0 \%$ |
| $\mathbf{9 6 . 0 \%}$ | $95.5 \%$ | $97.3 \%$ | $94.5 \%$ | $93.4 \%$ |
|  |  | $83.8 \%$ | $85.0 \%$ | $83.2 \%$ |
| $\mathbf{8 4 . 1 \%}$ |  |  |  | $81.8 \%$ |
|  |  |  |  |  |


| $\overline{100.0 \%}$ | $\overline{100.0 \%}$ | $\overline{100.0 \%}$ | $\overline{100.0 \%}$ | - |
| :---: | :---: | :---: | :---: | :---: |
| - | - | - | - | - |
| 100.0\% | 100.0\% | 100.0\% | 100.0\% | - |
| 60.8\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| - | - | - | - | 100.0\% |
| 87.0\% | 66.0\% | 44.0\% | - | - |
| 61.1\% | 99.1\% | 98.5\% | 100.0\% | 100.0\% |



1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2) Substantially all of our Office properties are located in suburban markets

3/ Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties
(Continued)
As of June 30, 2005
Summary by Location, Wholly-Owned Properties Only 1/:

| Market | RentableSquare Feet | Occupancy | Percentage of Annualized Revenue 2/ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Office | Industrial | Retail | Total |
| Raleigh 3/ | 4,432,000 | 83.8\% | 15.6\% | 0.2\% | - | 15.8\% |
| Atlanta | 6,464,000 | 81.9\% | 11.4\% | 3.4\% | - | 14.8\% |
| Tampa 4/ | 3,813,000 | 77.2\% | 14.2\% | - | - | 14.2\% |
| Kansas City | 2,316,000 5/ | 91.3\% | 4.0\% | - | 9.0\% | 13.0\% |
| Nashville | 2,873,000 | 95.1\% | 12.1\% | - | - | 12.1\% |
| Piedmont Triad 6/ | 5,593,000 | 87.7\% | 6.4\% | 3.4\% | - | 9.8\% |
| Richmond | 1,841,000 | 93.2\% | 7.1\% | - | - | 7.1\% |
| Memphis | 1,216,000 | 82.3\% | 4.6\% | - | - | 4.6\% |
| Charlotte 4/ | 1,492,000 | 66.9\% | 3.6\% | - | - | 3.6\% |
| Greenville | 1,105,000 | 75.5\% | 2.6\% | 0.1\% | - | 2.7\% |
| Columbia | 426,000 | 61.7\% | 1.0\% | - | - | 1.0\% |
| Orlando | 218,000 | 96.9\% | 1.0\% | - | - | 1.0\% |
| Other | 100,000 | 56.3\% | 0.3\% | - | - | 0.3\% |
| Total | 31,889,000 | 84.1\% | 83.9\% | 7.1\% | 9.0\% | 100.0\% |

Summary by Location, Including Joint Venture Properties:
Percentage of Annualized Revenue 2/7/

| Rentable Square Feet | Occupancy | Office | Industrial | Retail | MultiFamily | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 7,299,000 | 83.1\% | 11.5\% | 3.0\% | - | - | 14.5\% |
| 4,887,000 | 85.3\% | 14.2\% | 0.1\% | - | - | 14.3\% |
| 4,018,000 | 78.3\% | 12.8\% | - | - | - | 12.8\% |
| 2,744,000 | 90.8\% | 4.6\% | - | 8.0\% | - | 12.6\% |
| 2,873,000 | 95.1\% | 10.8\% | - | - | - | 10.8\% |
| 5,957,000 | 89.0\% | 6.1\% | 3.0\% | - | - | 9.1\% |
| 2,254,000 | 94.4\% | 6.9\% | - | - | - | 6.9\% |
| 1,216,000 | 82.3\% | 4.1\% | - | - | - | 4.1\% |
| 2,245,000 | 95.4\% | 3.1\% | 0.4\% | 0.1\% | 0.4\% | 4.0\% |
| 1,902,000 | 91.4\% | 3.9\% | - | - | - | 3.9\% |
| 1,640,000 | 69.9\% | 3.3\% | - | - | - | 3.3\% |
| 1,105,000 | 75.5\% | 2.3\% | 0.1\% | - | - | 2.4\% |
| 426,000 | 61.6\% | 0.9\% | - | - | - | 0.9\% |
| 210,000 | 79.2\% | 0.4\% | - | - | - | 0.4\% |
| 38,776,000 | 85.9\% | 84.9\% | 6.6\% | 8.1\% | 0.4\% | 100.0\% |

1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
3/ Raleigh Market encompasses Raleigh, Durham, Cary, and Research Triangle metropolitan area.
4/ Includes 1,492,000 square feet of office space in Charlotte and 940,000 square feet of office space in Tampa that was sold on July 22, 2005.

5/ Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties
6/ Piedmont Triad Market encompasses Greensboro, Winston-Salem metropolitan area.
7/ Includes Highwoods' share of Joint Venture Annualized Rental Revenue, see page 24
(Continued)
As of June 30, 2005


1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
3/ Includes 1,492,000 square feet of office space in Charlotte and 940,000 square feet of office space in Tampa that was sold on July 22, 2005.

4/ Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties
Highwoods Properties, Inc.

| Market | Measurement | 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 | 06/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta | Rentable Square Feet | 6,465,000 | 6,826,000 | 6,825,000 | 6,825,000 | 6,821,000 |
|  | Occupancy | 81.9\% | 83.0\% | 83.7\% | 81.3\% | 80.7\% |
|  | Current Properties 2/ | 81.9\% | 82.3\% | 83.3\% | 80.9\% | 80.5\% |
| Charlotte 3/ | Rentable Square Feet | 1,492,000 | 1,492,000 | 1,492,000 | 1,655,000 | 1,655,000 |
|  | Occupancy | 66.9\% | 67.7\% | 72.9\% | 74.6\% | 73.9\% |
|  | Current Properties 2/ | 66.9\% | 67.7\% | 72.9\% | 75.1\% | 74.1\% |
| Columbia | Rentable Square Feet | 426,000 | 426,000 | 426,000 | 426,000 | 426,000 |
|  | Occupancy | 61.6\% | 59.9\% | 60.4\% | 57.5\% | 57.9\% |
|  | Current Properties 2/ | 61.6\% | 59.9\% | 60.4\% | 57.5\% | 57.9\% |
| Greenville | Rentable Square Feet | 1,105,000 | 1,127,000 | 1,127,000 | 1,319,000 | 1,319,000 |
|  | Occupancy | 75.5\% | 81.1\% | 80.5\% | 79.4\% | 78.8\% |
|  | Current Properties 2/ | 75.5\% | 82.7\% | 82.1\% | 80.0\% | 78.9\% |
| Kansas City 4/ | Rentable Square Feet | 2,315,000 | 2,308,000 | 2,308,000 | 2,308,000 | 2,310,000 |
|  | Occupancy | 91.4\% | 91.6\% | 94.1\% | 92.4\% | 91.4\% |
|  | Current Properties 2/ | 91.4\% | 91.3\% | 93.8\% | 92.1\% | 91.2\% |
| Memphis | Rentable Square Feet | 1,216,000 | 1,216,000 | 1,216,000 | 1,216,000 | 1,216,000 |
|  | Occupancy | 82.3\% | 80.6\% | 83.2\% | 82.1\% | 82.0\% |
|  | Current Properties 2/ | 82.3\% | 80.6\% | 83.2\% | 82.1\% | 82.0\% |
| Nashville | Rentable Square Feet | 2,873,000 | 2,870,000 | 2,870,000 | 2,870,000 | 2,870,000 |
|  | Occupancy | 95.1\% | 92.8\% | 93.3\% | 93.4\% | 91.7\% |
|  | Current Properties 2/ | 95.1\% | 92.7\% | 93.2\% | 93.3\% | 91.6\% |
| Orlando | Rentable Square Feet | 218,000 | 222,000 | 222,000 | 387,000 | 387,000 |
|  | Occupancy | 96.8\% | 97.7\% | 93.2\% | 94.4\% | 52.9\% |
|  | Current Properties 2/ | 96.8\% | 99.5\% | 94.9\% | 94.9\% | 90.1\% |
| Piedmont Triad | Rentable Square Feet | 5,593,000 | 5,722,000 | 6,652,000 | 6,652,000 | 6,652,000 |
|  | Occupancy | 88.3\% | 90.4\% | 92.5\% | 91.9\% | 91.1\% |
|  | Current Properties 2/ | 88.3\% | 90.9\% | 91.8\% | 91.1\% | 90.2\% |
| Raleigh | Rentable Square Feet | 4,432,000 | 4,432,000 | 4,597,000 | 4,739,000 | 4,808,000 |
|  | Occupancy | 83.8\% | 83.3\% | 83.8\% | 81.1\% | 79.4\% |
|  | Current Properties 2/ | 83.8\% | 83.3\% | 83.3\% | 80.2\% | 78.7\% |
| Richmond | Rentable Square Feet | 1,841,000 | 1,836,000 | 1,835,000 | 1,835,000 | 1,835,000 |
|  | Occupancy | 93.2\% | 95.1\% | 94.1\% | 92.0\% | 89.7\% |
|  | Current Properties 2/ | 93.2\% | 94.8\% | 93.7\% | 91.7\% | 89.4\% |
| Tampa 3/ | Rentable Square Feet | 3,813,000 | 4,077,000 | 4,196,000 | 4,221,000 | 4,277,000 |
|  | Occupancy | 77.2\% | 70.5\% | 71.0\% | 66.1\% | 65.9\% |
|  | Current Properties 2/ | 77.2\% | 75.4\% | 76.0\% | 70.6\% | 71.4\% |
| Total 5/ | Rentable Square Feet | 31,789,000 | 32,554,000 | 33,766,000 | 34,453,000 | 34,576,000 |
|  | Occupancy | 84.1\% | 83.8\% | 85.0\% | 83.2\% | 81.8\% |
|  | Current Properties 2/ | 84.1\% | 84.5\% | 85.3\% | 83.4\% | 82.5\% |

1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Only properties that were owned and in-service on June 30, 2005 are included for each quarter shown.
3/ Includes 1,492,000 square feet of office space in Charlotte and 940,000 square feet of office space in Tampa that was sold on July 22, 2005.

4/ Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties
5/ Excludes a 100,000 square foot building located in South Florida

## Leasing Statistics

Office Portfolio 1/

Three Months Ended


1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Includes 68 K square feet of leases that start in 2007 or later
3/ Includes 89 K square feet of leases that start in 2007 or later
4/ Includes 111 K square feet of leases that start in 2007 or later
5/ Includes 128 K square feet of leases that start in 2006 or later
6/ Includes 100 K square feet of leases that start in 2006 or later
7/ Excludes a full allocation of internal marketing cost

Leasing Statistics
Industrial Portfolio

|  | Three Months Ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/05 1/ |  | 3/31/05 |  | 12/31/04 |  | 9/30/04 $2 /$ | 06/30/04 |  | Average |  |
| Net Effective Rents Related to Re-Leased Space: |  |  |  |  |  |  |  |  |  |  |  |
| Number of lease transactions (signed leases) |  | 30 |  | 15 |  | 36 | 34 |  | 7 |  | 24 |
| Rentable square footage leased |  | 359,342 |  | 599,048 |  | 1,216,644 | 285,706 |  | 820,933 |  | 6,335 |
| Square footage of Renewal Deals |  | 224,203 |  | 579,069 |  | 875,445 | 246,797 |  | 642,011 |  | 3,505 |
| Renewed square footage (\% of total) |  | 62.4\% |  | 96.7\% |  | 72.0\% | 86.4\% |  | 78.2\% |  | 78.2\% |
| New Leases square footage (\% of total) |  | 37.6\% |  | 3.3\% |  | 28.0\% | 13.6\% |  | 21.8\% |  | 21.8\% |
| Average per rentable square foot over the lease term: |  |  |  |  |  |  |  |  |  |  |  |
| Base rent | \$ | 5.16 | \$ | 3.39 | \$ | 3.49 | \$ 4.73 | \$ | 4.11 | \$ | 4.18 |
| Tenant improvements |  | (0.51) |  | (0.16) |  | (0.13) | (0.33) |  | (0.31) |  | (0.29) |
| Leasing commissions 3/ |  | (0.12) |  | (0.06) |  | (0.06) | (0.07) |  | (0.08) |  | (0.08) |
| Rent concessions |  | (0.16) |  | (0.01) |  | (0.03) | (0.05) |  | (0.17) |  | (0.08) |
| Effective rent |  | 4.37 |  | 3.16 |  | 3.27 | 4.28 |  | 3.55 |  | 3.73 |
| Expense stop |  | (0.31) |  | (0.08) |  | (0.09) | (0.54) |  | (0.36) |  | (0.28) |
| Equivalent effective net rent | \$ | 4.06 |  | 3.08 | \$ | 3.18 | \$ 3.74 | \$ | 3.19 | \$ | 3.45 |
| Average term in years |  | 3.7 |  | 1.3 |  | 2.0 | 2.6 |  | 3.2 |  | 2.5 |
| Capital Expenditures Related to Re-leased Space: |  |  |  |  |  |  |  |  |  |  |  |
| Total dollars committed under signed leases | \$ | 917,527 |  | 361,044 |  | 756,077 | \$307,534 |  | ,805,334 |  | ,503 |
| Rentable square feet |  | 359,342 |  | 599,048 |  | 1,216,644 | 285,706 |  | 820,933 |  | 6,335 |
| Per rentable square foot | \$ | 2.55 |  | 0.60 | \$ | 0.62 | \$ 1.08 | \$ | 2.20 | \$ | 1.26 |
| Leasing Commissions: |  |  |  |  |  |  |  |  |  |  |  |
| Total dollars committed under signed leases 3/ | \$ | 172,719 |  | 63,473 |  | 226,000 | \$ 64,714 | \$ | 207,676 |  | 6,916 |
| Rentable square feet |  | 359,342 |  | 599,048 |  | 1,216,644 | 285,706 |  | 820,933 |  | 6,335 |
| Per rentable square foot | \$ | 0.48 |  | 0.11 | \$ | 0.19 | \$ 0.23 | \$ | 0.25 | \$ | 0.22 |
| Total: |  |  |  |  |  |  |  |  |  |  |  |
| Total dollars committed under signed leases |  | 1,090,245 |  | 424,517 |  | 982,077 | \$372,247 |  | ,013,010 |  | 6,419 |
| Rentable square feet |  | 359,342 |  | 599,048 |  | 1,216,644 | 285,706 |  | 820,933 |  | 6,335 |
| Per rentable square foot | \$ | 3.03 |  | 0.71 | \$ | 0.81 | \$ 1.30 | \$ | 2.45 | \$ | 1.49 |

[^1]|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/05 1/ | 3/31/05 | 12/31/04 | 9/30/04 | 6/30/04 2/ | Average |
| Net Effective Rents Related to Re-Leased Space: |  |  |  |  |  |  |
| Number of lease transactions (signed leases) | 10 | 4 | 23 | 18 | 13 | 14 |
| Rentable square footage leased | 39,723 | 10,993 | 106,629 | 34,300 | 38,548 | 46,039 |
| Square footage of Renewal Deals | 36,118 | 1,750 | 78,579 | 15,530 | 17,482 | 29,892 |
| Renewed square footage (\% of total) | 90.9\% | 15.9\% | 73.7\% | 45.3\% | 45.4\% | 64.9\% |
| New Leases square footage (\% of total) | 9.1\% | 84.1\% | 26.3\% | 54.7\% | 54.6\% | 35.1\% |
| Average per rentable square foot over the lease term: |  |  |  |  |  |  |
| Base rent | \$ 21.49 | \$ 26.09 | \$ 17.03 | \$ 26.45 | \$ 22.98 | \$ 22.81 |
| Tenant improvements | (1.64) | (2.65) | (1.73) | (1.84) | (2.04) | (1.98) |
| Leasing commissions 3/ | (0.40) | (0.88) | (0.26) | (0.56) | (0.32) | (0.48) |
| Rent concessions | 0.00 | 0.00 | 0.00 | (0.04) | 0.00 | (0.01) |
| Effective rent | 19.45 | 22.56 | 15.04 | 24.01 | 20.62 | 20.34 |
| Expense stop | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Equivalent effective net rent | \$ 19.45 | \$ 22.56 | \$ 15.04 | \$ 24.01 | \$ 20.62 | \$ 20.34 |
| Average term in years | 8.7 | 9.3 | 8.3 | 5.7 | 8.0 | 8.0 |
| Capital Expenditures Related to Re-leased Space: Tenant Improvements: |  |  |  |  |  |  |
| Total dollars committed under signed leases | \$695,152 | \$308,098 | \$2,137,327 | \$403,309 | \$800,125 | \$868,802 |
| Rentable square feet | 39,723 | 10,993 | 106,629 | 34,300 | 38,548 | 46,039 |
| Per rentable square foot | \$ 17.50 | \$ 28.03 | \$ 20.04 | \$ 11.76 | \$ 20.76 | \$ 18.87 |
| Leasing Commissions: |  |  |  |  |  |  |
| Total dollars committed under signed leases 3/ | \$ 43,041 | \$ 3,778 | \$ 220,528 | \$ 86,458 | \$ 34,423 | \$ 77,646 |
| Rentable square feet | 39,723 | 10,993 | 106,629 | 34,300 | 38,548 | 46,039 |
| Per rentable square foot | \$ 1.08 | \$ 0.34 | \$ 2.07 | \$ 2.52 | \$ 0.89 | \$ 1.69 |
| Total: |  |  |  |  |  |  |
| Total dollars committed under signed leases | \$738,193 | \$311,876 | \$2,357,855 | \$489,767 | \$834,548 | \$946,448 |
| Rentable square feet | 39,723 | 10,993 | 106,629 | 34,300 | 38,548 | 46,039 |
| Per rentable square foot | \$ 18.58 | \$ 28.37 | \$ 22.11 | \$ 14.28 | \$ 21.65 | \$ 20.56 |

[^2]
## Leasing Statistics by Market

For the Three Months ended June 30, 2005

## Office Portfolio 1/

Market
Richmond
Raleigh
Tampa
Nashville
Atlanta
Charlotte
Memphis
Piedmont Triad
Kansas City
Greenville

| Rentable Square Feet <br> Leased | Average <br> Term | GAAP <br> Rental Rate | $\begin{gathered} \text { TI's } \\ \text { Per SF } \end{gathered}$ | $\begin{gathered} \text { Lease } \\ \text { Commissions } \\ \text { Per SF 2/ } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 194,067 | 1.7 | \$16.01 | \$ 2.58 | \$ | 0.94 |
| 192,978 | 4.7 | 14.90 | 7.18 |  | 2.43 |
| 182,938 | 5.1 | 19.95 | 15.90 |  | 3.22 |
| 176,501 | 5.4 | 19.53 | 6.01 |  | 2.79 |
| 162,640 | 3.4 | 14.93 | 5.79 |  | 1.45 |
| 62,836 | 3.5 | 15.58 | 8.51 |  | 0.88 |
| 57,596 | 5.8 | 18.37 | 16.97 |  | 2.82 |
| 52,783 | 3.6 | 16.64 | 2.66 |  | 0.30 |
| 30,695 | 3.5 | 19.67 | 1.57 |  | 3.22 |
| 28,418 | 4.3 | 14.85 | 9.05 |  | 3.62 |
| 6,823 | 6.2 | 16.41 | 12.47 |  | 0.00 |
| 6,108 | 2.7 | 12.16 | 3.69 |  | 2.01 |
| 1,130 | 2.0 | 9.74 | 4.50 |  | 1.54 |
| 1,155,513 | 4.1 | \$17.00 | \$ 7.68 | \$ | 2.28 |

## Industrial Portfolio

## Market

Atlanta
Piedmont Triad

| Rentable Square Feet <br> Leased | Average <br> Term | GAAP <br> Rental Rate | $\begin{gathered} \text { TI's } \\ \text { Per SF } \end{gathered}$ | $\begin{gathered} \text { Lease } \\ \text { Commissions } \\ \text { Per SF 2/ } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 233,811 | 3.3 | \$ 4.74 | \$ 2.30 | \$ | 0.36 |
| 98,873 | 4.5 | 4.93 | 2.89 |  | 0.54 |
| 24,640 | 4.1 | 7.49 | 3.84 |  | 0.70 |
| 2,018 | 1.0 | 8.25 | 0.00 |  | 0.00 |
| 359,342 | 3.7 | \$ 5.00 | \$ 2.55 | \$ | 0.48 |

## Retail Portfolio

$\frac{\text { Market }}{\text { Kansas City }}$

| Rentable Square Feet <br> Leased | Average Term | GAAP <br> Rental Rate | $\begin{gathered} \text { TI's } \\ \text { Per SF } \end{gathered}$ | Lease Commissions <br> Per SF |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 39,723 | 8.7 | \$21.49 | \$17.50 | \$ | 1.08 |
| 39,723 | 8.7 | \$21.49 | \$17.50 | \$ | 1.08 |

1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Total lease commisions per square foot excludes all internal charges from Leasing Departments, which are not allocated to individual leases.

## Rental Rate Comparisons by Market

For the Three Months ended June 30, 2005
Office Portfolio 1/

| Market | Rentable Square Feet <br> Leased | Current Rent | Previous Rent | Percentage <br> Change Rent |
| :---: | :---: | :---: | :---: | :---: |
| Richmond | 194,067 | \$16.01 | \$15.62 | 2.5\% |
| Raleigh | 192,978 | 14.90 | 17.24 | -13.6\% |
| Tampa | 182,938 | 19.95 | 17.89 | 11.5\% |
| Nashville | 176,501 | 19.53 | 19.36 | 0.9\% |
| Atlanta | 162,640 | 14.93 | 15.17 | -1.6\% |
| Charlotte | 62,836 | 15.58 | 15.76 | -1.1\% |
| Memphis | 57,596 | 18.37 | 19.20 | -4.3\% |
| Piedmont Triad | 52,783 | 16.64 | 16.31 | 2.0\% |
| Kansas City | 30,695 | 19.67 | 19.06 | 3.2\% |
| Greenville | 28,418 | 14.85 | 18.17 | -18.3\% |
| Orlando | 6,823 | 16.41 | 12.58 | 30.5\% |
| Columbia | 6,108 | 12.16 | 18.53 | -34.4\% |
| Other | 1,130 | 9.74 | 14.03 | -30.6\% |
| GAAP Rent Growth | 1,155,513 | \$17.00 | \$17.17 | -1.0\% |
| Cash Rent Growth | 1,155,513 | \$16.67 | \$18.23 | -8.4\% |

## Industrial Portfolio

| Market | Rentable Square Feet | Current | Previous |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Rent | Rent | Change <br> Rent |
| Atlanta | 233,811 | \$ 4.74 | \$ 5.03 | -5.7\% |
| Piedmont Triad | 98,873 | 4.93 | 4.28 | 15.3\% |
| Research Triangle | 24,640 | 7.49 | 6.88 | 8.9\% |
| Kansas City | 2,018 | 8.25 | 8.25 | 0.0\% |
| GAAP Rent Growth | 359,342 | \$ 5.00 | \$ 4.98 | 0.5\% |
| Cash Rent Growth | 359,342 | \$ 5.29 | \$ 5.52 | -4.2\% |

## Retail Portfolio

|  | Rentable Square Feet | Current | Previous |  |
| :---: | :---: | :---: | :---: | :---: |
| Market |  | Rent | Rent | Change <br> Rent |
| Kansas City | 39,723 | \$21.49 | \$22.97 | -6.5\% |
| GAAP Rent Growth | 39,723 | \$21.49 | \$22.97 | -6.5\% |
| Cash Rent Growth | 39,723 | \$20.78 | \$23.38 | -11.1\% |

1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under
FAS 66

## Lease Expirations

June 30, 2005
Dollars in thousands

| Year | Rentable Square Feet Expiring | Percent of Rentable Square Feet | Annualized Revenue 1/ | Average <br> Rental <br> Rate | Percent of Annualized Revenue 1/ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Office: 2/ |  |  |  |  |  |
| 2005 3/ | 1,486,249 | 7.5\% | \$ 26,785 | \$18.02 | 7.6\% |
| 2006 | 3,276,840 | 16.4\% | 60,708 | 18.53 | 17.2\% |
| 2007 | 1,980,269 | 9.9\% | 35,355 | 17.85 | 10.1\% |
| 2008 | 3,284,593 | 16.5\% | 54,449 | 16.58 | 15.5\% |
| 2009 | 2,757,324 | 13.9\% | 49,948 | 18.11 | 14.2\% |
| 2010 | 2,570,736 | 12.9\% | 45,147 | 17.56 | 12.9\% |
| 2011 | 1,549,647 | 7.8\% | 28,836 | 18.61 | 8.2\% |
| 2012 | 892,307 | 4.5\% | 17,326 | 19.42 | 4.9\% |
| 2013 | 471,902 | 2.4\% | 8,381 | 17.76 | 2.4\% |
| 2014 | 419,428 | 2.1\% | 8,288 | 19.76 | 2.4\% |
| 2015 and thereafter | 1,218,780 | 6.1\% | 16,044 | 13.16 | 4.6\% |
|  | 19,908,075 | 100.0\% | \$351,267 | \$17.64 | 100.0\% |
| Industrial: |  |  |  |  |  |
| 2005 4/ | 1,005,827 | 17.3\% | \$ 4,225 | \$ 4.20 | 14.5\% |
| 2006 | 976,885 | 16.8\% | 4,962 | 5.08 | 17.0\% |
| 2007 | 1,076,728 | 18.4\% | 6,232 | 5.79 | 21.4\% |
| 2008 | 716,031 | 12.3\% | 3,321 | 4.64 | 11.4\% |
| 2009 | 643,486 | 11.1\% | 3,868 | 6.01 | 13.3\% |
| 2010 | 263,118 | 4.5\% | 1,527 | 5.80 | 5.2\% |
| 2011 | 155,862 | 2.7\% | 762 | 4.89 | 2.6\% |
| 2012 | 198,536 | 3.4\% | 780 | 3.93 | 2.7\% |
| 2013 | 102,384 | 1.8\% | 626 | 6.11 | 2.1\% |
| 2014 | 206,731 | 3.6\% | 817 | 3.95 | 2.8\% |
| 2015 and thereafter | 469,730 | 8.1\% | 2,045 | 4.35 | 7.0\% |
|  | 5,815,318 | 100.0\% | \$ 29,165 | \$ 5.02 | 100.0\% |

1/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
2/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
3/ Includes 254,000 square feet of leases that are on a month to month basis or $0.8 \%$ of total annualized revenue
4/ Includes 180,000 square feet of leases that are on a month to month basis or $0.2 \%$ of total annualized revenue
Note: 2005 and beyond expirations that have been renewed are reflected above based on the renewal expiration date.

## Lease Expirations

June 30, 2005
(Continued)
Dollars in thousands
$\frac{\text { Year }}{\text { Retail: }}$
$20052 /$
2006
2007
2008
2009
2010
2011
2012
2013
2014
2015 and thereafter

| Rentable Square Feet Expiring | Percent of Rentable Square Feet | Annualized Revenue 1/ | Average <br> Rental Rate | Percent of Annualized Revenue 1/ |
| :---: | :---: | :---: | :---: | :---: |
| 23,225 | 1.7\% | \$ 1,007 | \$43.36 | 2.7\% |
| 118,046 | 8.7\% | 2,938 | 24.89 | 7.8\% |
| 82,574 | 6.1\% | 2,398 | 29.04 | 6.3\% |
| 129,441 | 9.5\% | 3,685 | 28.47 | 9.7\% |
| 175,222 | 12.8\% | 4,538 | 25.90 | 12.0\% |
| 97,175 | 7.1\% | 3,367 | 34.65 | 8.9\% |
| 56,468 | 4.1\% | 1,838 | 32.55 | 4.9\% |
| 141,451 | 10.4\% | 4,104 | 29.01 | 10.8\% |
| 108,866 | 8.0\% | 2,804 | 25.76 | 7.4\% |
| 80,159 | 5.9\% | 1,453 | 18.13 | 3.8\% |
| 349,612 | 25.7\% | 9,736 | 27.85 | 25.7\% |
| 1,362,239 | 100.0\% | \$ 37,868 | \$27.80 | 100.0\% |

Total:
2005 3/4/
2006
2007
2008
2009
2010
2011
2012
2013
2014
2015 and thereafter

|  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| $2,515,301$ | $9.3 \%$ | $\$ 32,017$ | $\$ 12.73$ | $7.7 \%$ |
| $4,371,771$ | $16.2 \%$ | 68,608 | 15.69 | $16.3 \%$ |
| $3,139,571$ | $11.6 \%$ | 43,985 | 14.01 | $10.5 \%$ |
| $4,130,065$ | $15.3 \%$ | 61,455 | 14.88 | $14.7 \%$ |
| $3,576,032$ | $13.2 \%$ | 58,354 | 16.32 | $14.0 \%$ |
| $2,931,029$ | $10.8 \%$ | 50,041 | 17.07 | $12.0 \%$ |
| $1,761,977$ | $6.5 \%$ | 31,436 | 17.84 | $7.5 \%$ |
| $1,232,294$ | $4.5 \%$ | 22,210 | 18.02 | $5.3 \%$ |
| 683,152 | $2.5 \%$ | 11,811 | 17.29 | $2.8 \%$ |
| 706,318 | $2.6 \%$ | 10,558 | 14.95 | $2.5 \%$ |
| $2,038,122$ | $7.5 \%$ | 27,825 | 13.65 | $6.7 \%$ |
| $\mathbf{2 7 , 0 8 5 , 6 3 2}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{\$ 4 1 8 , 3 0 0}$ | $\mathbf{\$ 1 5 . 4 4}$ | $\mathbf{1 0 0 . 0 \%}$ |

1/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
2/ Includes 14,000 square feet of leases that are on a month to month basis or $0.1 \%$ of total annualized revenue
3/ Includes 448,000 square feet of leases that are on a month to month basis or $1.1 \%$ of total annualized revenue
4/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66

Note: 2005 and beyond expirations that have been renewed are reflected above based on the renewal expiration date.
Highwoods Properties, Inc.
Page 14
6/30/05


1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Includes 254,000 square feet of leases that are on a month to month basis or $0.8 \%$ of total annualized revenue

|  |  |  | Three Months Ended |  |  |  |  |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 9/30/05/1 |  | 12/31/05 |  | 03/31/06 |  | 06/30/06 |  |  |  |
| Atlanta | RSF |  | 147,828 |  | 235,019 |  | 63,322 |  | 34,091 |  | 480,260 |  |
|  | \% of Total Industrial RSF |  |  | 2.5\% |  | 4.0\% |  | 1.1\% |  | 0.6\% |  | 8.3\% |
|  | Annualized Revenue | 2/ | \$ | 569 | \$ | 1,368 | \$ | 445 | \$ | 237 | \$ | 2,619 |
|  | \% of Total Industrial Annl Rev |  |  | 2.0\% |  | 4.7\% |  | 1.5\% |  | 0.8\% |  | 9.0\% |
| Charlotte | RSF |  |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
|  | \% of Total Industrial RSF |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
|  | Annualized Revenue | 2/ | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
|  | \% of Total Industrial Annl Rev |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
| Greenville | RSF |  |  | 0 |  | 0 |  | 16,081 |  | 0 |  | 16,081 |
|  | \% of Total Industrial RSF |  |  | 0.0\% |  | 0.0\% |  | 0.3\% |  | 0.0\% |  | 0.3\% |
|  | Annualized Revenue | 2/ | \$ | - | \$ | - | \$ | 206 | \$ | - | \$ | 206 |
|  | \% of Total Industrial Annl Rev |  |  | 0.0\% |  | 0.0\% |  | 0.7\% |  | 0.0\% |  | 0.7\% |
| Kansas City | RSF |  |  | 0 |  | 0 |  | 2,018 |  | 0 |  | 2,018 |
|  | \% of Total Industrial RSF |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
|  | Annualized Revenue | 2/ | \$ | - | \$ | - | \$ | 17 | \$ | - | \$ | 17 |
|  | \% of Total Industrial Annl Rev |  |  | 0.0\% |  | 0.0\% |  | 0.1\% |  | 0.0\% |  | 0.1\% |
| Piedmont Triad | RSF |  | 580,515 |  | 26,966 |  | 135,857 |  | 225,924 |  | 969,262 |  |
|  | \% of Total Industrial RSF |  |  | 10.0\% |  | 0.5\% |  | 2.3\% |  | 3.9\% |  | 16.7\% |
|  | Annualized Revenue | 2/ | \$ | 1,966 | \$ | 184 | \$ | 673 | \$ | 686 | \$ | $\begin{aligned} & 3,509 \\ & 12.0 \% \end{aligned}$ |
|  | \% of Total Industrial Annl Rev |  |  | 6.7\% |  | 0.6\% |  | 2.3\% |  | 2.4\% |  |  |
| Raleigh | RSF |  |  | 15,499 |  | 0 |  | 9,548 |  | 0 |  | 25,047 |
|  | \% of Total Industrial RSF |  |  | 0.3\% |  | 0.0\% |  | 0.2\% |  | 0.0\% |  | 0.4\% |
|  | Annualized Revenue | 2/ | \$ | 139 | \$ | - | \$ | 94 | \$ | - | \$ | 233 |
|  | \% of Total Industrial Annl Rev |  |  | 0.5\% |  | 0.0\% |  | 0.3\% |  | 0.0\% |  | 0.8\% |
| Total | RSF |  |  | 43,842 |  | 261,985 |  | 226,826 |  | ,015 |  | 492,668 |
|  | \% of Total Industrial RSF |  |  | 12.8\% |  | 4.5\% |  | 3.9\% |  | 4.5\% |  | 25.7\% |
|  | Annualized Revenue | 2/ | \$ | 2,674 | \$ | 1,552 | \$ | 1,435 | \$ | 923 | \$ | 6,584 |
|  | \% of Total Industrial Annl Rev |  |  | 9.2\% |  | 5.3\% |  | 4.9\% |  | 3.2\% |  | 22.6\% |

1/ Includes 180,000 square feet of leases that are on a month to month basis or $0.2 \%$ of total annualized revenue 2/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.


[^3]
## Dollars in thousands

|  |  | $20051 /$ |  |  | 2006 |  | 2007 |  | 2008 |  | Thereafter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta | RSF |  |  | 382,847 |  | 271,373 |  | 614,623 |  | 299,278 |  | 1,157,284 |
|  | \% of Total Industrial RSF |  |  | 6.6\% |  | 4.7\% |  | 10.6\% |  | 5.1\% |  | 19.9\% |
|  | Annualized Revenue | 2/ | \$ | 1,936 | \$ | 1,770 | \$ | 3,261 | \$ | 1,441 | \$ | 5,677 |
|  | \% of Total Industrial Annl Rev |  |  | 6.6\% |  | 6.1\% |  | 11.2\% |  | 4.9\% |  | 19.5\% |
| Charlotte | RSF |  |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
|  | \% of Total Industrial RSF |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
|  | Annualized Revenue | 2/ | \$ | - | \$ | - | \$ | - | \$ | - | \$ | \$ - |
|  | \% of Total Industrial Annl Rev |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
| Greenville | RSF |  |  | 0 |  | 16,081 |  | 0 |  | 5,350 |  | 8,470 |
|  | \% of Total Industrial RSF |  |  | 0.0\% |  | 0.3\% |  | 0.0\% |  | 0.1\% |  | 0.1\% |
|  | Annualized Revenue | 2/ | \$ | - | \$ | 206 | \$ | - | \$ | 59 | \$ | 91 |
|  | \% of Total Industrial Annl Rev |  |  | 0.0\% |  | 0.7\% |  | 0.0\% |  | 0.2\% |  | 0.3\% |
| Kansas City | RSF |  |  | 0 |  | 2,018 |  | 0 |  | 0 |  | 1,756 |
|  | \% of Total Industrial RSF |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
|  | Annualized Revenue | 2/ | \$ | - | \$ | 17 | \$ | - | \$ | - | \$ | 19 |
|  | \% of Total Industrial Annl Rev |  |  | 0.0\% |  | 0.1\% |  | 0.0\% |  | 0.0\% |  | 0.1\% |
| Piedmont Triad | RSF |  |  | 607,481 |  | 677,865 |  | 458,555 |  | 396,215 |  | 846,447 |
|  | \% of Total Industrial RSF |  |  | 10.4\% |  | 11.7\% |  | 7.9\% |  | 6.8\% |  | 14.6\% |
|  | Annualized Revenue | 2/ | \$ | 2,150 | \$ | 2,876 | \$ | 2,934 | \$ | 1,657 | \$ | 4,408 |
|  | \% of Total Industrial Annl Rev |  |  | 7.4\% |  | 9.9\% |  | 10.1\% |  | 5.7\% |  | 15.1\% |
| Raleigh | RSF |  |  | 15,499 |  | 9,548 |  | 3,550 |  | 15,188 |  | 25,890 |
|  | \% of Total Industrial RSF |  |  | 0.3\% |  | 0.2\% |  | 0.1\% |  | 0.3\% |  | 0.4\% |
|  | Annualized Revenue | 2/ | \$ | 139 | \$ | 94 | \$ | 37 | \$ | 163 | \$ | 230 |
|  | \% of Total Industrial Annl Rev |  |  | 0.5\% |  | 0.3\% |  | 0.1\% |  | 0.6\% |  | 0.8\% |
| Total | RSF |  |  | 005,827 |  | 976,885 |  | ,076,728 |  | 76,031 |  | 2,039,847 |
|  | \% of Total Industrial RSF |  |  | 17.3\% |  | 16.8\% |  | 18.5\% |  | 12.3\% |  | 35.1\% |
|  | Annualized Revenue | 2/ | \$ | 4,225 | \$ | 4,963 | \$ | 6,232 | \$ | 3,320 | \$ | - 10,425 |
|  | \% of Total Industrial Annl Rev |  |  | 14.5\% |  | 17.0\% |  | 21.4\% |  | 11.4\% |  | 35.7\% |

1/ Includes 180,000 square feet of leases that are on a month to month basis or $0.2 \%$ of total annualized revenue 2/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

June 30, 2005

## Dollars in thousands

## Top 20 Customers

|  |  | Annualized <br> Revenue 2/ | Percent of Annualized Revenue 2/ | Average Remaining Lease Term in Years |
| :---: | :---: | :---: | :---: | :---: |
| Customer | RSF |  |  |  |
| Federal Government | 869,733 | \$ 17,190 | 4.11\% | 6.3 |
| AT\&T 3/ | 537,529 | 10,187 | 2.44\% | 3.6 |
| Price Waterhouse Coopers | 297,795 | 7,528 | 1.80\% | 4.8 |
| State Of Georgia | 361,687 | 6,687 | 1.60\% | 3.6 |
| T-Mobile USA | 205,394 | 4,926 | 1.18\% | 3.9 |
| IBM | 188,763 | 3,978 | 0.95\% | 0.9 |
| Northern Telecom | 246,000 | 3,651 | 0.87\% | 2.7 |
| Volvo | 270,525 | 3,595 | 0.86\% | 4.1 |
| US Airways | 295,046 | 3,410 | 0.82\% | 2.5 |
| Lockton Companies | 132,718 | 3,339 | 0.80\% | 9.7 |
| BB\&T | 229,459 | 3,273 | 0.78\% | 6.7 |
| CHS Professional Services | 170,524 | 3,045 | 0.73\% | 1.6 |
| Ford Motor Company | 125,989 | 2,783 | 0.67\% | 4.6 |
| Hartford Insurance | 118,807 | 2,600 | 0.62\% | 1.4 |
| MCI | 127,268 | 2,585 | 0.62\% | 0.9 |
| Bank of America | 96,349 | 2,447 | 0.58\% | 4.7 |
| Metropolitan Life Insurance | 118,017 | 2,250 | 0.54\% | 6.0 |
| Icon Clinical Research | 99,163 | 2,114 | 0.51\% | 6.9 |
| The Martin Agency | 118,518 | 2,018 | 0.48\% | 11.8 |
| CIGNA Healthcare of NC | 180,000 | 1,999 | 0.48\% | 1.1 |
|  | 4,789,284 | \$ 89,605 | 21.44\% | 4.5 |

## By Industry

\(\left.$$
\begin{array}{lr} & \begin{array}{c}\text { Percent of } \\
\text { Annualized }\end{array}
$$ <br>

Revenue 2/\end{array}\right]\)| Category | $20.6 \%$ |
| :--- | :--- |
| Professional, Scientific, and Technical Services | $10.2 \%$ |
| Insurance | $8.7 \%$ |
| Manufacturing | $8.7 \%$ |
| Finance/Banking | $7.6 \%$ |
| Retail Trade | $7.5 \%$ |
| Telecommunication | $6.5 \%$ |
| Government/Public Administration | $6.1 \%$ |
| Health Care and Social Assistance | $5.5 \%$ |
| Wholesale Trade | $3.5 \%$ |
| Transportation and Warehousing | $3.2 \%$ |
| Real Estate Rental and Leasing | $3.1 \%$ |
| Administrative and Support Services | $2.8 \%$ |
| Accommodation and Food Services | $2.5 \%$ |
| Other Services (except Public Administration) | $2.1 \%$ |
| Information | $1.4 \%$ |
| Educational Services |  |

1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
2/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
3/ AT\&T and SBC have received final approval on their plans to merge. SBC currently leases 5K square feet with $\$ 114 \mathrm{~K}$ in associated annualized revenue.

## Acquisition Activity

Dollars in thousands

|  |  | Market | Type | $\begin{gathered} \text { Date } \\ \text { Acquired } \end{gathered}$ | Square <br> Footage | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name |  |  |  |  |  | Cost |
| First quarter 2005: |  |  |  |  |  |  |
| None |  |  |  |  |  |  |
| Second quarter 2005: |  |  |  |  |  |  |
| None |  |  |  |  |  |  |
| Highwoods Properties, Inc. | Page 20 |  |  |  |  | 6/30/05 |

## Disposition Activity

Dollars in thousands

| Name | Market | Type 1/ | Date Sold | Square Footage | Occupancy | Gross Sales <br> Price |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First quarter 2005: |  |  |  |  |  |  |
| Northside | Tampa | O | 02/24/05 | 85,700 | 93.5\% | \$ 9,000 |
| 531 Northridge Warehouse 531 Northridge Office | Piedmont Triad | I | 02/28/05 | 598,100 | 100.0\% |  |
|  | Piedmont Triad | O | 02/28/05 | 91,800 | 100.0\% |  |
|  |  |  |  | 689,900 | 100.0\% | 18,656 |
| 3928 Westpoint Boulevard | Piedmont Triad | I | 02/28/05 | 240,000 | 100.0\% | 6,225 |
| 4300 Six Forks Road | Raleigh | O | 03/31/05 | 163,300 | 98.0\% | 27,318 |
| First quarter totals |  |  |  | 1,178,900 | 99.3\% | 61,199 |
| Second quarter 2005: |  |  |  |  |  |  |
| 2599 Empire Drive | Piedmont Triad | I | 04/15/05 | 89,600 | 100.0\% | 2,150 |
| Highwoods Preserve II | Tampa | O | 06/30/05 | 32,600 | 0.0\% |  |
| Highwoods Preserve IV | Tampa | O | 06/30/05 | 207,100 | 0.0\% |  |
|  |  |  |  | 239,700 | 0.0\% | 24,500 |
| Kennestone Corporate Center | Atlanta | O | 06/30/05 | 82,600 | 73.3\% |  |
| Chattahoochee Avenue | Atlanta | I | 06/30/05 | 62,100 | 90.1\% |  |
| LaVista Business Park | Atlanta | I | 06/30/05 | 216,300 | 94.5\% |  |
|  |  |  |  | 361,000 | 88.8\% | 13,250 |
| Second quarter totals |  |  |  | 690,300 | 59.4\% | 39,900 |
| Six month totals |  |  |  | 1,869,200 | 84.5\% | \$101,099 |

## Depreciable Assets Contributed to Joint Ventures



First quarter 2005:
None
Second quarter 2005:
None
1/ The letters " $O$ " and " $I$ " represent Office and Industrial, respectively.
Highwoods Properties, Inc.

## Development Activity

Dollars in thousands

|  |  |  |  | Anticipated |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Property | Market | Type 1/ | Rentable Square Feet | Total Investment | Investment $\stackrel{@}{06 / 30 / 05}$ | PreLeasing | Estimated Completion Date | Estimated Stabilization Date |
| In - Process |  |  |  |  |  |  |  |  |
| Office: |  |  |  |  |  |  |  |  |
| Center for Disease Control | Atlanta | O | 109,000 | \$ 21,375 | \$ 13,519 | 100\% | 4Q05 | 4Q05 |
| Cool Springs III | Nashville | O | 153,000 | 20,050 | 2,425 | 0\% | 2Q06 | 4Q07 |
| Glenlake Four | Raleigh | O | 158,000 | 26,889 | 2,408 | 46\% | 3Q06 | 1Q08 |
| Saxon | Richmond | O | 112,000 | 16,176 | 14,291 | 100\% | 3Q05 | 3Q05 |
| 3330 Healy Road 2/ | Piedmont Triad | O | 40,000 | 3,600 | 2,998 | 0\% | 4Q06 | 2Q07 |
| FBI 3/ | Tampa | O | 138,000 | 31,090 | 20,839 | 100\% | 4Q05 | 4Q05 |
| Total or Weighted Average |  |  | 710,000 | \$119,180 | \$ 56,480 | 61\% |  |  |
| Retail 4/: |  |  |  |  |  |  |  |  |
| Griffith Road/Boutique Shops | Piedmont Triad | R | 9,600 | \$ 2,634 | \$ 2,304 | 87\% | 2Q05 | 2Q06 |
| Total or Weighted Average |  |  | 9,600 | \$ 2,634 | \$ 2,304 | 87\% |  |  |
| Total or Weighted Average 5/ |  |  | 719,600 | \$121,814 | \$ 58,784 | 61\% |  |  |
| Completed Not Stabilized 6/: |  |  |  |  |  |  |  |  |
| National Archives Record Administration | Atlanta | I | 353,000 | \$ 20,387 | \$ 18,304 | 100\% | 3Q04 | 4Q05 |
| Total or Weighted Average |  |  | 353,000 | \$ 20,387 | \$ 18,304 | 100\% |  |  |
| Grand Total or Weighed Average |  |  | 1,072,600 | \$142,201 | \$ 77,088 | 74\% |  |  |

1/ The letters " $O$ ", " $I$ ", and " $R$ " represent Office, Industrial, and Retail, respectively.
2/ Redevelopment property
3/ An approved 25,000 square feet expansion at an additional anticipated cost of $\$ 4.5$ million is included.
4/ Excludes a vacant building in Kansas City acquired in the first quarter for $\$ 4.1$ million for potential future retail development or sale to a retail user.
5/ These "In-process" developments, together with $\$ 460,000$ of other development costs, are included on the Consolidated Balance Sheet as "Developments-in-process."
6/ Completed Not Stabilized properties are recorded in the Consolidated Balance Sheet in the Land and Building accounts, not Development-in-process.

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## Development Land

June, 2005
Dollars in thousands

|  | Usable | $\begin{gathered} \text { Total } \\ \text { Estimated } \\ \text { Market Value } \end{gathered}$ |
| :---: | :---: | :---: |
| Market | Acres |  |
| On Balance Sheet: |  |  |
| Research Triangle | 316 | \$ 69,523 |
| Atlanta | 226 | 39,767 |
| Piedmont Triad | 114 | 23,150 |
| Kansas City 1/ | 46 | 17,816 |
| Baltimore | 44 | 13,166 |
| Richmond | 61 | 14,296 |
| Charlotte 2/ | 67 | 12,106 |
| Nashville | 39 | 12,486 |
| Orlando | 25 | 12,470 |
| Tampa 3/ | 29 | 14,026 |
| Memphis | 21 | 5,100 |
| Greenville | 12 | 1,800 |
| Jacksonville | 9 | 1,885 |
| Columbia | 2 | 276 |
|  | 1,011 | \$ 237,867 |
| Deferred or optioned: |  |  |
| Atlanta | 13 | \$ 3,810 |
|  | 13 | \$ 3,810 |
| Total 4/ | 1,023 | \$ 241,677 |

1/ Includes 27 acres of residential land
2) Includes 28 acres that was sold on July 22, 2005

3/ Includes 2 acres that was sold on July 22, 2005
4/ Developable square footage on core land holdings is approximately 6.3 million of office space and 1.8 million of industrial space
Highwoods Properties, Inc.

## Joint Ventures Portfolio Summary

As of June 30, 2005

## Summary by Location:

| Market | Rentable Square Feet 1/ | Occupancy 2/ | Percentage of Annualized Revenue - Highwoods' Share Only 3/ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Office | Industrial | Retail | Multi-Family | Total |
| Des Moines | 2,245,000 | 95.4\% | 27.9\% | 3.9\% | 1.0\% | 3.3\% | 36.1\% |
| Orlando | 1,684,000 | 90.6\% | 27.1\% | - | - | - | 27.1\% |
| Atlanta | 835,000 | 92.6\% | 12.1\% | - | - | - | 12.1\% |
| Kansas City | 428,000 | 88.1\% | 8.7\% | - | - | - | 8.7\% |
| Richmond | 413,000 | 100.0\% | 5.1\% | - | - | - | 5.1\% |
| Piedmont Triad | 364,000 | 100.0\% | 3.9\% | - | - | - | 3.9\% |
| Raleigh | 455,000 | 99.6\% | 3.7\% | - | - | - | 3.7\% |
| Tampa | 205,000 | 99.1\% | 2.0\% | - | - | - | 2.0\% |
| Charlotte | 148,000 | 100.0\% | 0.8\% | - | - | - | 0.8\% |
| Other | 110,000 | 100.0\% | 0.5\% | - | - | - | 0.5\% |
| Total | 6,887,000 | 94.5\% | 91.8\% | 3.9\% | 1.0\% | 3.3\% | 100.0\% |

1/ Excludes Des Moines' apartment units
2/ Excludes Des Moines' apartment occupancy percentage of 94.0\%
3/ Annualized Rental Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
Highwoods Properties, Inc.

## Joint Ventures Lease Expirations June 30, 2005

Dollars in thousands

| Year | Rentable Square Feet Expiring | Percent of Rentable Square Feet | Annualized Revenue 1/ | Average <br> Rental <br> Rate | Percent of Annualized <br> Revenue 1/ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total |  |  |  |  |  |
| 2005 | 337,472 | 5.0\% | \$ 5,462 | \$16.19 | 4.3\% |
| 2006 | 662,534 | 9.7\% | 12,635 | 19.07 | 9.9\% |
| 2007 | 430,393 | 6.3\% | 8,064 | 18.74 | 6.3\% |
| 2008 | 1,325,225 | 19.4\% | 22,545 | 17.01 | 17.8\% |
| 2009 | 853,316 | 12.5\% | 15,931 | 18.67 | 12.5\% |
| 2010 | 550,250 | 8.1\% | 9,321 | 16.94 | 7.3\% |
| 2011 | 555,390 | 8.2\% | 10,339 | 18.62 | 8.1\% |
| 2012 | 401,183 | 5.9\% | 8,469 | 21.11 | 6.7\% |
| 2013 | 710,834 | 10.4\% | 15,482 | 21.78 | 12.2\% |
| 2014 | 382,579 | 5.6\% | 8,326 | 21.76 | 6.5\% |
| 2015 and thereafter | 603,260 | 8.9\% | 10,729 | 17.79 | 8.4\% |
|  | 6,812,436 | 100.0\% | \$127,303 | \$18.69 | 100.0\% |

1/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
Highwoods Properties, Inc.

## Joint Ventures Development

Dollars in thousands

| Property | Anticipated |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \% \\ \text { Ownership } \end{gathered}$ | Market | Rentable Square Feet | Total Investment | Investment $\stackrel{@}{06 / 30 / 05}$ | PreLeasing | Estimated Completion <br> Date | Estimated Stabilization Date |
| Plaza Colonade, LLC 1/ | 50\% | Kansas City | 285,000 | \$ 71,500 | \$ 69,038 | 77\% | 4Q04 | 3Q05 |
| Summit | 50\% | Des Moines | 35,000 | 3,784 | 3,648 | 75\% | 3Q04 | 3Q05 |
| Pinehurst | 50\% | Des Moines | 35,000 | 3,651 | 3,438 | 90\% | 3Q04 | 3Q05 |
| Sonoma | 50\% | Des Moines | 75,000 | 9,364 | 3,213 | 43\% | 2Q05 | 2Q06 |
| The Vinings at University Center 2/ | 50\% | Charlotte | 156 units | 10,800 | 2,774 | 0\% | 4Q05 | 3Q06 |
| Total or Weighted Average 3/ |  |  | 430,000 | \$ 99,099 | \$ 82,111 | 72\% |  |  |
| Highwoods' Share of the above |  |  |  | \$ 49,550 | \$ 41,055 |  |  |  |

1/ Includes $\$ 16.2$ million in investment cost that has been funded by tax increment financing
2/ The Vinings at University Center is currently a fifty percent owned joint venture consolidated under the provisions of FIN 46.
3/ Pre-leasing percentage does not include multi-family
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[^0]:    1/ Includes the $\$ 22.8$ million loan related to a consolidated $20 \%$ owned joint venture property (Harborview).
    2/ Includes the construction loan related to a consolidated $50 \%$ owned joint venture property (Vinings).

[^1]:    1/ Includes $4 K$ square feet of leases that start in 2007 or later
    2/ Includes 74 K square feet of leases that start in 2006 or later
    3/ Excludes a full allocation of internal marketing cost

[^2]:    1/ Includes 16K square feet of leases that start in 2007 or later
    2/ Includes $6 K$ square feet of leases that start in 2006 or later
    3/ Excludes a full allocation of internal marketing cost

[^3]:    1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66
    2/ Includes 254,000 square feet of leases that are on a month to month basis or $0.8 \%$ of total annualized revenue
    3/ Annualized Revenue is June, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

