# SECURITIES AND EXCHANGE COMMISSION <br> 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): October 25, 2005

# HIGHWOODS PROPERTIES, INC. 

(Exact name of registrant specified in its charter)

Maryland
(State of Incorporation)

1-13100
(Commission File Number)

56-1871668
(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)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ 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 October 25, 2005, Highwoods Properties, Inc. (the "Company") issued a press release announcing operational information for the quarter ended September 30, 2005. This press release is attached hereto as Exhibit 99.1. In addition, the Company posted on its web site supplemental information regarding its operations for the quarter ended September 30, 2005, a copy of which is attached hereto as Exhibit 99.2 .

## Item 9.01. Financial Statements and Exhibits

$\underline{\text { Exhibit } \quad \text { Description }}$
99.1 Press release dated October 25, 2005
99.2 Supplemental operating information for the quarter ended September 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.

## HIGHWOODS PROPERTIES, INC.

By: /s/ Terry L. Stevens
Terry L. Stevens
Vice President,
Chief Executive Officer and Treasurer

## Contact: Tabitha Zane

# Highwoods Properties Reports: 

Third Quarter 2005 Operational Results
$85.8 \%$ Occupancy
1.6M sf Second Generation Space Leased

## Multi-Tenant Office Building in Richmond Announced Status Update on Financial Review and Audit

Raleigh, NC - October 25, 2005 - Highwoods Properties, Inc. (NYSE: HIW), the largest owner and operator of suburban office properties in the Southeast, today reported operational results for the third quarter of 2005. The Company also announced that it is building a multi-tenant office building in Richmond and provided a status update on the financial review and audit.

Ed Fritsch, President and Chief Executive Officer of Highwoods Properties, stated, " Third quarter leasing activity remained strong, with 1.6 million square feet of second generation space leased. Total in-service occupancy increased to $85.8 \%$, a 260 basis point improvement from the third quarter of 2004 and a 170 basis point sequential increase. We also saw a strong increase in office occupancy, which was $85.0 \%$ at the end of this quarter, compared to $83.5 \%$ the previous quarter and $80.9 \%$ a year ago.

The Company has made substantial progress this year in strengthening its balance sheet. Through September 30, 2005, we have paid off $\$ 270.1$ million of debt and preferred stock. This includes $\$ 120.1$ million of secured debt at an average rate of $7.2 \%$, which unencumbered approximately $\$ 280$ million of assets, $\$ 130$ million of $8 \%$ preferred stock and a $\$ 20$ million floating rate unsecured term loan."

## Third Quarter 2005 Highlights

- Second generation leasing activity in Highwoods' portfolio totaled approximately 1.6 million square feet, including 1.1 million square feet of office space. For the first nine months of the year, leasing activity totaled approximately 5.0 million square feet, 3.5 million of which was office space. Customer retention was $72 \%$ for the quarter and $70 \%$ year to date.
- Occupancy in the Company's 29.8 million square foot in-service portfolio at September 30, 2005 was $85.8 \%$, up 260 basis points from $83.2 \%$ at September 30, 2004. Office occupancy since September 30, 2004, has increased 410 basis points from $80.9 \%$ to $85.0 \%$.
- Straight-line (GAAP) rental rates for signed office leases decreased $2.6 \%$ in the third quarter from straight line rental rates under the previous leases, in line with the Company's 2005 expectations. Cash rents for office leases signed declined $6.8 \%$, also in line with the Company's expectations.
- Office tenant improvements and leasing commissions as a percentage of term base rent (excluding free rent) were $9.6 \%$ compared to the five quarter average of $11.2 \%$. On a dollar per square foot basis, tenant improvements and leasing commissions were $\$ 7.85$, below our 2005 expectations of $\$ 10$ to $\$ 11$ per square foot.
- 2.5 million square feet were sold, generating $\$ 234.5$ million of gross proceeds. Through September 30, 2005, the Company has sold 4.4 million square feet for gross proceeds of $\$ 336$ million, surpassing the high end of the Company's 2005 disposition goal of $\$ 300$ million. The average occupancy of the properties sold through September 30, 2005 was $79.4 \%$, which includes the two vacant buildings at Highwoods Preserve. Excluding Buildings II and IV at the Preserve, the average occupancy of the properties sold was 84.0\%
- The Company placed two buildings in service during the quarter. These properties, which encompass 466,000 square feet, represent an investment of $\$ 36.6$ million and are $100 \%$ leased.
- At quarter end, the Company's wholly owned development pipeline includes eight projects encompassing approximately 790,000 square feet, representing a total projected investment of $\$ 127.6$ million. At September 30, 2005, these projects were $57.5 \%$ pre-leased and were located in seven of the Company's markets.


## Development of Multi-Tenant Office Building Announced in Richmond

The Company announced that it will begin development of Stony Point IV, a multi-tenant Class "A" 104,000 square foot office building in The Park at Stony Point located in Richmond, Virginia. This project, which is currently $46 \%$ pre-leased to a high credit, specialty insurance underwriter, represents a projected investment by the Company of approximately $\$ 13.1$ million, and is expected to be completed in the fourth quarter of 2006. The Company currently owns three additional properties in this office park, encompassing a total of 354,000 square feet, and they are $97 \%$ leased. The average occupancy of the submarket in which this office park is located is $90.3 \%$. The Company noted that Stony Point IV is included in its third quarter development pipeline.

Mr. Fritsch stated, " This development project contributes to our achieving an important goal of our Strategic Management Plan which is to build high quality, differentiated assets. Our Stony Point properties have consistently performed very well and we anticipate the demand for this newest addition will be strong. This project is expected to generate a $10+\%$ stabilized cash return on our total investment."

## Filing Status Update

The Company continues its work to finalize the preparation of its financial statements and Ernst \& Young LLP, the Company's independent auditor, is in the process of auditing these financial statements. At this time, the Company cannot provide a definitive date as to when its financial review and E\&Y's audit will be completed. However, based on current information and from discussions with E\&Y, the Company believes it will file its 2004 Form 10-K prior to year end. Following the filing of its 2004 Form 10-K, the Company anticipates filing its $200510-$ Qs as soon as possible.

## 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 reconfirmed the FFO guidance it published on September 28, 2005 for fullyear 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. 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 previously disclosed $\$ 4.2$ 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 third 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 919-431-1521/ 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

On Wednesday, October 26, 2005 at 9:00 a.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 12:00 p.m. Eastern time through 5:00 p.m., Friday, November 4. Dial-in numbers for the replay are (800) 642-1687 US/Canada, (706) 645-9291 international. The conference ID is 1122022 .

## 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 September 30, 2005, the Company owned or had an interest in 454 in-service office, industrial and retail properties encompassing approximately 37.1 million square feet. Highwoods also owns 988 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, expected timing of the filing of our SEC reports, 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
September 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

## Gene H. Anderson

Senior Vice President and Director
Michael F. Beale
Senior Vice President
Robert G. Cutlip
Senior Vice President

## S. Hugh Esleeck

Treasurer
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

## 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
Vice President, 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 September 30, 2005, the Company owned or had an interest in 454 in-service office, industrial and retail properties encompassing approximately 37.1 million square feet. Highwoods also owns 988 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

|  | 09/30/05 | 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Long-Term Debt (see page 9 \& 10): | \$1,440,784 | \$1,558,999 | \$1,582,010 | \$1,572,169 | \$1,600,627 |
| Eastshore Debt 1/ | - | 19,800 | - | - | - |
| Total debt per the balance sheet | 1,440,784 | 1,578,799 | 1,582,010 | 1,572,169 | 1,600,627 |
| Finance Obligations: | \$ 34,746 | \$ 43,168 | \$ 63,096 | \$ 65,309 | \$ 64,754 |
| Preferred Stock (at redemtion value): |  |  |  |  |  |
| Series A $85 / 8 \%$ Perpetual Preferred Stock | \$ 104,945 | \$ 104,945 | \$ 104,945 | \$ 104,945 | \$ 104,945 |
| Series B 8\% Perpetual Preferred Stock | 142,500 | 172,500 | 172,500 | 172,500 | 172,500 |
| Series D 8\% Perpetual Preferred Stock | - | 100,000 | 100,000 | 100,000 | 100,000 |
| Total preferred stock | \$ 247,445 | \$ 377,445 | \$ 377,445 | \$ 377,445 | \$ 377,445 |
| Shares and Units Outstanding: |  |  |  |  |  |
| Common stock outstanding | 54,030 | 54,037 | 54,053 | 53,813 | 53,713 |
| Minority interest partnership units | 5,493 | 5,668 | 5,828 | 6,102 | 6,128 |
| Total shares and units outstanding | 59,523 | 59,705 | 59,881 | 59,915 | 59,841 |
| Stock price at period end | \$ 29.51 | \$ 29.76 | \$ 26.82 | \$ 27.70 | \$ 24.61 |
| Market value of common equity | \$1,756,524 | \$1,776,821 | \$1,606,008 | \$1,659,646 | \$1,472,687 |
| Total market capitalization with debt and obligations 3/ | \$3,479,499 | \$3,756,433 | \$3,628,559 | \$3,674,569 | \$3,515,513 |

1/ This debt is the $100 \%$ obligation of an entity that Highwoods has no ownership interest in but has been consolidated according to GAAP. These properties are no longer consolidated as of 9/30/05.

See pages 24 to 26 for information regarding Highwoods' Joint Ventures

Dollars in thousands

|  | 09/30/05 | 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balances Outstanding: |  |  |  |  |  |
| Secured: |  |  |  |  |  |
| Conventional fixed rate 1/ | \$ 676,558 | \$ 709,595 | \$ 754,226 | \$ 755,596 | \$ 768,324 |
| Variable rate debt $2 /$ | 46,226 | 84,404 | 67,784 | 66,573 | 50,803 |
| Secured total | \$ 722,784 | \$ 793,999 | \$ 822,010 | \$ 822,169 | \$ 819,127 |
| Unsecured: |  |  |  |  |  |
| Fixed rate bonds and notes | \$ 460,000 | \$ 460,000 | \$ 460,000 | \$ 460,000 | \$ 460,000 |
| Variable rate debt | 100,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| Credit facility | 158,000 | 185,000 | 180,000 | 170,000 | 201,500 |
| Unsecured total | \$ 718,000 | \$ 765,000 | \$ 760,000 | \$ 750,000 | \$ 781,500 |
| Total | \$1,440,784 | \$1,558,999 | \$1,582,010 | \$1,572,169 | \$1,600,627 |
| Average Interest Rates: |  |  |  |  |  |
| Secured: |  |  |  |  |  |
| Conventional fixed rate | 7.0\% | 7.1\% | 7.1\% | 7.2\% | 7.2\% |
| Variable rate debt | 5.0\% | 4.9\% | 4.7\% | 4.2\% | 3.7\% |
| Secured total | 6.9\% | 6.8\% | 6.9\% | 6.9\% | 6.9\% |
| Unsecured: |  |  |  |  |  |
| Fixed rate bonds | 7.4\% | 7.4\% | 7.4\% | 7.4\% | 7.4\% |
| Variable rate debt | 5.4\% | 4.7\% | 3.5\% | 3.5\% | 3.0\% |
| Credit facility | 4.9\% | 4.3\% | 3.4\% | 3.4\% | 2.2\% |
| Unsecured total | 6.5\% | 6.2\% | 6.0\% | 5.9\% | 5.4\% |
| Average | 6.7\% | 6.5\% | 6.5\% | 6.4\% | 6.2\% |

## Maturity Schedule:

| Year | Future Maturities of Debt |  |  |  | Total Debt 3/ |  | Average Interest Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Secured Debt 3/ |  | Unsecured Debt |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 2005 | \$ | - | \$ | 100,000 | \$ | 100,000 | 5.4\% |
| 2006 4/ |  | 2,102 |  | 268,000 |  | 270,102 | 5.8\% |
| 2007 |  | 115,539 |  | - |  | 115,539 | 6.9\% |
| 2008 |  | - |  | 100,000 |  | 100,000 | 7.1\% |
| 2009 |  | 168,273 |  | 50,000 |  | 218,273 | 7.9\% |
| 2010 |  | 135,941 |  | - |  | 135,941 | 7.8\% |
| 2011 |  | - |  | - |  | - | - |
| 2012 |  | 22,800 |  | - |  | 22,800 | 6.1\% |
| 2013 |  | 272,867 |  | - |  | 272,867 | 5.9\% |
| 2014 |  | - |  | - |  | - | - |
| Thereafter |  | 5,262 |  | 200,000 |  | 205,262 | 7.5\% |
| Total maturities | \$ | 722,784 | \$ | 718,000 |  | ,440,784 | 6.7\% |

Weighted average maturity $=5.1$ years
1/ Includes a $\$ 22.8$ 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).
3/ Excludes annual principal amortization
4/ The \$268.0 million of unsecured debt maturities includes \$158.0 million related to the credit facility which matures in 2006.

## Long-Term Debt Detail

## Dollars in thousands

## Secured Loans

| Lender |
| :--- |
| Monumental Life Ins. Co. |
| Northwestern Mutual |
| Northwestern Mutual |
| Massachusetts Mutual Life Ins. Co. 1/ |
| Northwestern Mutual |
| PNC/Am South/Southtrust 2/ |
| Metropolitan Life Ins. Co. 3/ |
| PFL Life Ins. Co. 4/ |
| Massachusetts Mutual Life Ins. Co. 1/ |
| Ohio National |
| Lutheran Brotherhood |
| PFL Life Ins. Co. 4/ 5/ |
| USG Annuity |
| Security Life of Denver |
| Southland Life Ins. Co. |
| American United Life |
| Central Carolina Bank 3/ 6/ |

## Unsecured Bonds <br> Bonds <br> Bonds <br> Bonds <br> Bonds

## Unsecured Loans <br> Term Loan 2/ <br> Line of Credit 2/

## Total Debt

| Rate | $\begin{gathered} \text { Maturity } \\ \text { Date } \end{gathered}$ |  | Loan Balance 09/30/05 |
| :---: | :---: | :---: | :---: |
| 7.8\% | Nov-09 | \$ | 160,442 |
| 6.0\% | Mar-13 |  | 140,405 |
| 7.8\% | Nov-10 |  | 135,941 |
| 5.7\% | Dec-13 |  | 125,970 |
| 8.2\% | Feb-07 |  | 63,872 |
| 5.1\% | Oct-07 |  | 38,271 |
| 6.1\% | Oct-12 |  | 22,800 |
| 8.1\% | Jun-07 |  | 5,441 |
| 6.5\% | Dec-13 |  | 5,500 |
| 8.0\% | Nov-17 |  | 5,262 |
| 6.8\% | Apr-09 |  | 3,945 |
| 6.2\% | Jun-07 |  | 3,544 |
| 7.7\% | Feb-06 |  | 2,102 |
| 8.9\% | Aug-09 |  | 2,023 |
| 8.8\% | Aug-09 |  | 1,864 |
| 9.0\% | Jun-13 |  | 991 |
| 3.8\% | Jan-08 |  | 4,411 |
| 6.9\% |  | \$ | 722,784 |


| $7.0 \%$ | Dec-06 | $\$ 110,000$ |  |
| :--- | ---: | ---: | ---: |
| $7.1 \%$ | Feb-08 |  | 100,000 |
| $8.1 \%$ | Jan-09 |  | 50,000 |
| $7.5 \%$ | Apr-18 |  | 200,000 |
|  |  |  |  |
| $\mathbf{7 . 4 \%}$ |  | $\$$ | 460,000 |


| $5.4 \%$ | Nov-05 | $\$ 100,000$ |  |
| :--- | ---: | ---: | ---: |
| $4.9 \%$ | Jul-06 |  | 158,000 |
|  |  | $\$ 258,000$ |  |
| $5.1 \%$ |  | $\$ 1,440,784$ |  |
| $\mathbf{6 . 7} \%$ |  |  |  |

1/ These two loans are secured by the same assets.
2/ Floating rate loan based on one month libor.
3/ Loan relates to a consolidated $20 \%$ owned joint venture property (Harborview).
4/ These two loans are secured by the same assets.
5/ Floating rate loan based on ninety day libor.
6/ Loan relates to a consolidated $50 \%$ owned joint venture property (Vinings).

## (Rentable Square Feet)

|  | 09/30/05 | 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Office Industrial \& Retail In-Service: |  |  |  |  |  |
| Office 2/ | 21,432,000 | 23,849,000 | 24,254,000 | 24,628,000 | 25,151,000 |
| Industrial | 6,977,000 | 6,623,000 | 6,991,000 | 7,829,000 | 7,992,000 |
| Retail 3/ | 1,417,000 | 1,417,000 | 1,409,000 | 1,409,000 | 1,410,000 |
| Total | 29,826,000 | 31,889,000 | 32,654,000 | 33,866,000 | 34,553,000 |
| Development Completed - Not Stabilized: |  |  |  |  |  |
| Office 2/ | - | - | - | - | - |
| Industrial | - | 353,000 | 353,000 | 353,000 | 353,000 |
| Retail | 9,600 | 9,600 | - | - | - |
| Total | 9,600 | 362,600 | 353,000 | 353,000 | 353,000 |
| Development - In Process: |  |  |  |  |  |
| Office 2/ | 780,000 | 710,000 | 358,000 | 358,000 | 333,000 |
| Industrial | - | - | - | - | - |
| Retail | - | - | 9,600 | 9,600 | - |
| Total | 780,000 | 710,000 | 367,600 | 367,600 | 333,000 |
| Total: |  |  |  |  |  |
| Office 2/ | 22,212,000 | 24,559,000 | 24,612,000 | 24,986,000 | 25,484,000 |
| Industrial | 6,977,000 | 6,976,000 | 7,344,000 | 8,182,000 | 8,345,000 |
| Retail 3/ | 1,426,600 | 1,426,600 | 1,418,600 | 1,418,600 | 1,410,000 |
| Total | 30,615,600 | 32,961,600 | 33,374,600 | 34,586,600 | 35,239,000 |
| Same Property |  |  |  |  |  |
| Office 2/ | 21,092,000 | 21,092,000 | 21,092,000 | 21,092,000 | 21,092,000 |
| Industrial | 6,623,000 | 6,623,000 | 6,623,000 | 6,623,000 | 6,623,000 |
| Retail | 1,417,000 | 1,417,000 | 1,417,000 | 1,417,000 | 1,417,000 |
| Total | 29,132,000 | 29,132,000 | 29,132,000 | 29,132,000 | 29,132,000 |

## 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

| 85.0\% | 83.5\% | 82.3\% | 82.7\% | 80.9\% |
| :---: | :---: | :---: | :---: | :---: |
| 86.2\% | 83.8\% | 86.8\% | 90.2\% | 88.4\% |
| 96.4\% | 96.0\% | 95.5\% | 97.3\% | 94.5\% |
| 85.8\% | 84.1\% | 83.8\% | 85.0\% | 83.2\% |
| - | - | - | - | - |
| - | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| 87.0\% | 87.0\% | - | - | - |
| 87.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| 57.1\% | 60.8\% | 100.0\% | 100.0\% | 100.0\% |
| - | - | - | - | 0.0\% |
| - | - | 66.0\% | 44.0\% | - |
| 57.1\% | 61.1\% | 99.1\% | 98.5\% | 100.0\% |
| 85.1\% | 84.6\% | 84.5\% | 84.6\% | 82.3\% |
| 86.1\% | 83.8\% | 86.2\% | 88.7\% | 87.1\% |

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
Highwoods Properties, Inc.
Page 4
9/30/05

## Portfolio Summary

(Continued)
As of 9/30/2005
Summary by Location, Wholly-Owned Properties Only 1/:

| Market | RentableSquare Feet | Occupancy | Percentage of Annualized Revenue 2/ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Office | Industrial | Retail | Total |
| Raleigh 3/ | 4,358,000 | 85.5\% | 16.1\% | 0.2\% | - | 16.3\% |
| Atlanta | 6,818,000 | 83.3\% | 12.3\% | 3.8\% | - | 16.1\% |
| Kansas City | 2,316,0004/ | 91.7\% | 4.3\% | - | 9.5\% | 13.8\% |
| Nashville | 2,874,000 | 95.6\% | 13.0\% | - | - | 13.0\% |
| Tampa | 2,851,000 | 76.7\% | 11.5\% | - | - | 11.5\% |
| Piedmont Triad 5/ | 5,589,000 | 89.1\% | 7.0\% | 3.6\% | - | 10.6\% |
| Richmond | 1,955,000 | 93.1\% | 8.3\% | - | - | 8.3\% |
| Memphis | 1,216,000 | 83.8\% | 4.8\% | - | - | 4.8\% |
| Greenville | 1,105,000 | 71.2\% | 2.7\% | 0.1\% | - | 2.8\% |
| Columbia | 426,000 | 62.1\% | 1.2\% | - | - | 1.2\% |
| Orlando | 218,000 | 100.0\% | 1.2\% | - | - | 1.2\% |
| Other | 100,000 | 56.3\% | 0.4\% | - | - | 0.4\% |
| Total | 29,826,000 | 85.8\% | 82.8\% | 7.7\% | 9.5\% | 100.0\% |

## Summary by Location, Including Joint Venture Properties:

| Rentable Square Feet | Occupancy | Percentage of Annualized Revenue 2/6/ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Office | Industrial | Retail | Multi- <br> Family | Total |
| 5,953,000 | 89.7\% | 6.6\% | 3.2\% | - | - | 9.8\% |
| 7,653,000 | 84.3\% | 12.3\% | 3.3\% | - | - | 15.6\% |
| 4,813,000 | 86.8\% | 14.8\% | 0.1\% | - | - | 14.9\% |
| 3,056,000 | 78.3\% | 10.4\% | - | - | - | 10.4\% |
| 3,029,0004/ | 89.7\% | 4.8\% | 0.0\% | 8.4\% | - | 13.2\% |
| 2,368,000 | 94.3\% | 8.0\% | - | - | - | 8.0\% |
| 2,874,000 | 95.6\% | 11.6\% | - | - | - | 11.6\% |
| 1,903,000 | 92.6\% | 4.1\% | - | - | - | 4.1\% |
| 2,324,000 | 90.8\% | 3.3\% | 0.4\% | 0.1\% | 0.4\% | 4.2\% |
| 1,105,000 | 71.2\% | 2.4\% | 0.1\% | - | - | 2.5\% |
| 1,216,000 | 83.8\% | 4.2\% | - | - | - | 4.2\% |
| 426,000 | 62.0\% | 1.0\% | - | - | - | 1.0\% |
| 210,000 | 79.2\% | 0.4\% | - | - | - | 0.4\% |
| 148,000 | 100.0\% | 0.1\% | 0.0\% | - | - | 0.1\% |
| 37,078,000 | 87.2\% | 84.0\% | 7.1\% | 8.5\% | 0.4\% | 100.0\% |

[^0]As of 9/30/2005


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 September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
3/ Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties

Occupancy Trends - Office, Industrial and Retail Properties 1/

| Market | Measurement | 09/30/05 | 06/30/05 | 03/31/05 | 12/31/04 | 09/30/04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta | Rentable Square Feet | 6,818,000 | 6,465,000 | 6,826,000 | 6,825,000 | 6,825,000 |
|  | Occupancy | 83.3\% | 81.9\% | 83.0\% | 83.7\% | 81.3\% |
|  | Current Properties 2/3/ | 83.0\% | 81.9\% | 82.3\% | 83.3\% | 80.9\% |
| Charlotte | Rentable Square Feet | - | 1,492,000 | 1,492,000 | 1,492,000 | 1,655,000 |
|  | Occupancy | - | 66.9\% | 67.7\% | 72.9\% | 74.6\% |
|  | Current Properties 2/ | - | - | - | - | - |
| Columbia | Rentable Square Feet | 426,000 | 426,000 | 426,000 | 426,000 | 426,000 |
|  | Occupancy | 62.0\% | 61.6\% | 59.9\% | 60.4\% | 57.5\% |
|  | Current Properties 2/ | 62.0\% | 61.6\% | 59.9\% | 60.4\% | 57.5\% |
| Greenville | Rentable Square Feet | 1,105,000 | 1,105,000 | 1,127,000 | 1,127,000 | 1,319,000 |
|  | Occupancy | 71.2\% | 75.5\% | 81.1\% | 80.5\% | 79.4\% |
|  | Current Properties 2/ | 71.2\% | 75.5\% | 82.7\% | 82.1\% | 80.0\% |
| Kansas City 4/ | Rentable Square Feet | 2,315,000 | 2,315,000 | 2,308,000 | 2,308,000 | 2,308,000 |
|  | Occupancy | 91.7\% | 91.4\% | 91.6\% | 94.1\% | 92.4\% |
|  | Current Properties 2/ | 91.7\% | 91.4\% | 91.3\% | 93.8\% | 92.1\% |
| Memphis | Rentable Square Feet | 1,216,000 | 1,216,000 | 1,216,000 | 1,216,000 | 1,216,000 |
|  | Occupancy | 83.8\% | 82.3\% | 80.6\% | 83.2\% | 82.1\% |
|  | Current Properties 2/ | 83.8\% | 82.3\% | 80.6\% | 83.2\% | 82.1\% |
| Nashville | Rentable Square Feet | 2,874,000 | 2,873,000 | 2,870,000 | 2,870,000 | 2,870,000 |
|  | Occupancy | 95.6\% | 95.1\% | 92.8\% | 93.3\% | 93.4\% |
|  | Current Properties 2/ | 95.6\% | 95.0\% | 92.7\% | 93.2\% | 93.3\% |
| Orlando | Rentable Square Feet | 218,000 | 218,000 | 222,000 | 222,000 | 387,000 |
|  | Occupancy | 100.0\% | 96.8\% | 97.7\% | 93.2\% | 94.4\% |
|  | Current Properties 2/ | 100.0\% | 96.8\% | 99.5\% | 94.9\% | 94.9\% |
| Piedmont Triad | Rentable Square Feet | 5,589,000 | 5,593,000 | 5,722,000 | 6,652,000 | 6,652,000 |
|  | Occupancy | 89.1\% | 88.3\% | 90.4\% | 92.5\% | 91.9\% |
|  | Current Properties 2/ | 89.1\% | 88.4\% | 91.0\% | 91.9\% | 91.2\% |
| Raleigh | Rentable Square Feet | 4,358,000 | 4,432,000 | 4,432,000 | 4,597,000 | 4,739,000 |
|  | Occupancy | 85.5\% | 83.8\% | 83.3\% | 83.8\% | 81.1\% |
|  | Current Properties 2/ | 85.5\% | 83.8\% | 83.2\% | 83.2\% | 80.1\% |
| Richmond | Rentable Square Feet | 1,955,000 | 1,841,000 | 1,836,000 | 1,835,000 | 1,835,000 |
|  | Occupancy | 93.1\% | 93.2\% | 95.1\% | 94.1\% | 92.0\% |
|  | Current Properties 2/3/ | 92.7\% | 93.2\% | 94.8\% | 93.7\% | 91.7\% |
| Tampa | Rentable Square Feet | 2,851,000 | 3,813,000 | 4,077,000 | 4,196,000 | 4,221,000 |
|  | Occupancy | 76.7\% | 77.2\% | 70.5\% | 71.0\% | 66.1\% |
|  | Current Properties 2/ | 76.7\% | 73.3\% | 71.1\% | 72.4\% | 65.5\% |
| Total 5/ |  | 29,725,000 | 31,789,000 | 32,554,000 | 33,766,000 | 34,453,000 |
|  | Rentable Square Feet |  |  |  |  |  |
|  | Occupancy | 85.8\% | 84.1\% | 83.8\% | 85.0\% | 83.2\% |
|  | Current Properties 2/3/ | 85.8\% | 84.8\% | 85.2\% | 85.9\% | 83.7\% |

[^1]
## Leasing Statistics

Office Portfolio 1/


[^2]|  | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/05 1/ |  | 6/30/05 $2 /$ |  | 3/31/05 | 12/31/04 |  | 9/30/04 3/ | Average |  |
| Net Effective Rents Related to Re-Leased Space: |  |  |  |  |  |  |  |  |  |  |
| Number of lease transactions (signed leases) |  | 32 |  | 30 | 15 |  | 36 | 34 |  | 29 |
| Rentable square footage leased |  | 498,819 |  | 359,342 | 599,048 |  | 1,216,644 | 285,706 |  | 1,912 |
| Square footage of Renewal Deals |  | 349,405 |  | 224,203 | 579,069 |  | 875,445 | 246,797 |  | 4,984 |
| Renewed square footage (\% of total) |  | 70.0\% |  | 62.4\% | 96.7\% |  | 72.0\% | 86.4\% |  | 76.9\% |
| New Leases square footage (\% of total) |  | 30.0\% |  | 37.6\% | 3.3\% |  | 28.0\% | 13.6\% |  | 23.1\% |
| Average per rentable square foot over the lease term: |  |  |  |  |  |  |  |  |  |  |
| Base rent | \$ | 4.19 | \$ | \$ 5.16 | \$ 3.39 | \$ | 3.49 | \$ 4.73 | \$ |  |
| Tenant improvements |  | (0.45) |  | (0.51) | (0.16) |  | (0.13) | (0.33) |  | (0.32) |
| Leasing commissions 4/ |  | (0.06) |  | (0.12) | (0.06) |  | (0.06) | (0.07) |  | (0.07) |
| Rent concessions |  | (0.02) |  | (0.16) | (0.01) |  | (0.03) | (0.05) |  | (0.05) |
| Effective rent |  | 3.66 |  | 4.37 | 3.16 |  | 3.27 | 4.28 |  | 3.75 |
| Expense stop |  | (0.38) |  | (0.31) | (0.08) |  | (0.09) | (0.54) |  | (0.28) |
| Equivalent effective net rent | \$ | 3.28 | \$ | 4.06 | \$ 3.08 | \$ | 3.18 | \$ 3.74 | \$ | 3.47 |
| Average term in years |  | 4.1 |  | 3.7 | 1.3 |  | 2.0 | 2.6 |  | 2.7 |
| Capital Expenditures Related to Re-leased Space: Tenant Improvements: |  |  |  |  |  |  |  |  |  |  |
| Total dollars committed under signed leases |  | 1,256,241 |  | \$ 917,527 | \$361,044 |  | 756,077 | \$307,534 |  | 9,684 |
| Rentable square feet |  | 498,819 |  | 359,342 | 599,048 |  | 1,216,644 | 285,706 |  | 1,912 |
| Per rentable square foot | \$ | 2.52 | \$ | \$ 2.55 | \$ 0.60 | \$ | 0.62 | \$ 1.08 | \$ | 1.22 |
| Leasing Commissions: |  |  |  |  |  |  |  |  |  |  |
| Total dollars committed under signed leases 4/ |  | 185,669 | \$ | \$ 172,719 | \$ 63,473 |  | 226,000 | \$ 64,714 |  | 2,515 |
| Rentable square feet |  | 498,819 |  | 359,342 | 599,048 |  | 1,216,644 | 285,706 |  | 1,912 |
| Per rentable square foot | \$ | 0.37 | \$ | \$ 0.48 | \$ 0.11 | \$ | 0.19 | \$ 0.23 | \$ | 0.24 |
| Total: |  |  |  |  |  |  |  |  |  |  |
| Total dollars committed under signed leases |  | 1,441,910 |  | \$1,090,245 | \$424,517 |  | 982,077 | \$372,247 |  | 2,199 |
| Rentable square feet |  | 498,819 |  | 359,342 | 599,048 |  | 1,216,644 | 285,706 |  | 1,912 |
| Per rentable square foot | \$ | 2.89 | \$ | \$ 3.03 | \$ 0.71 | \$ | 0.81 | \$ 1.30 | \$ | 1.46 |

1/ Includes 113 K square feet of leases that start in 2007 or later
2/ Includes $4 K$ square feet of leases that start in 2007 or later
3/ Includes 74 K square feet of leases that start in 2006 or later
4/ Excludes a full allocation of internal marketing cost

|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/05 | 6/30/05 1/ | 3/31/05 | 12/31/04 | 9/30/04 $2 /$ | Average |
| Net Effective Rents Related to Re-Leased Space: |  |  |  |  |  |  |
| Number of lease transactions (signed leases) | 7 | 10 | 4 | 23 | 18 | 12 |
| Rentable square footage leased | 10,721 | 39,723 | 10,993 | 106,629 | 34,300 | 40,473 |
| Square footage of Renewal Deals | 6,502 | 36,118 | 1,750 | 78,579 | 15,530 | 27,696 |
| Renewed square footage (\% of total) | 60.6\% | 90.9\% | 15.9\% | 73.7\% | 45.3\% | 68.4\% |
| New Leases square footage (\% of total) | 39.4\% | 9.1\% | 84.1\% | 26.3\% | 54.7\% | 31.6\% |
| Average per rentable square foot over the lease term: |  |  |  |  |  |  |
| Base rent | \$ 17.61 | \$ 21.49 | \$ 26.09 | \$ 17.03 | \$ 26.45 | \$ 21.73 |
| Tenant improvements | (1.21) | (1.64) | (2.65) | (1.73) | (1.84) | (1.81) |
| Leasing commissions 3/ | (1.11) | (0.40) | (0.88) | (0.26) | (0.56) | (0.64) |
| Rent concessions | (0.08) | 0.00 | 0.00 | 0.00 | (0.04) | (0.02) |
| Effective rent | 15.21 | 19.45 | 22.56 | 15.04 | 24.01 | 19.26 |
| Expense stop | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Equivalent effective net rent | \$ 15.21 | \$ 19.45 | \$ 22.56 | \$ 15.04 | \$ 24.01 | \$ 19.26 |
| Average term in years | 4.3 | 8.7 | 9.3 | 8.3 | 5.7 | 7.3 |
| Capital Expenditures Related to Re-leased Space: Tenant Improvements: |  |  |  |  |  |  |
| Total dollars committed under signed leases | \$62,187 | \$695,152 | \$308,098 | \$2,137,327 | \$403,309 | \$721,215 |
| Rentable square feet | 10,721 | 39,723 | 10,993 | 106,629 | 34,300 | 40,473 |
| Per rentable square foot | \$ 5.80 | \$ 17.50 | \$ 28.03 | \$ 20.04 | \$ 11.76 | \$ 17.82 |
| Leasing Commissions: |  |  |  |  |  |  |
| Total dollars committed under signed leases 3/ | \$12,026 | \$ 43,041 | \$ 3,778 | \$ 220,528 | \$ 86,458 | \$ 73,166 |
| Rentable square feet | 10,721 | 39,723 | 10,993 | 106,629 | 34,300 | 40,473 |
| Per rentable square foot | \$ 1.12 | \$ 1.08 | \$ 0.34 | \$ 2.07 | \$ 2.52 | \$ 1.81 |
| Total: |  |  |  |  |  |  |
| Total dollars committed under signed leases | \$74,213 | \$738,193 | \$311,876 | \$2,357,855 | \$489,767 | \$794,381 |
| Rentable square feet | 10,721 | 39,723 | 10,993 | 106,629 | 34,300 | 40,473 |
| Per rentable square foot | \$ 6.92 | \$ 18.58 | \$ 28.37 | \$ 22.11 | \$ 14.28 | \$ 19.63 |

[^3]
## Leasing Statistics by Market

For the Three Months ended September 30, 2005

## Office Portfolio 1/

## Market

Atlanta
Raleigh
Piedmont Triad
Tampa
Memphis
Richmond
Nashville
Kansas City
Greenville
Columbia

| Rentable Square Feet <br> Leased | Average <br> Term | GAAP <br> Rental Rate | $\begin{gathered} \text { TI's } \\ \text { Per SF } \end{gathered}$ | $\begin{gathered} \text { Lease } \\ \text { Commissions } \\ \text { Per SF 2/ } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 302,736 | 2.3 | \$16.50 | \$ 2.55 | \$ | 0.48 |
| 202,649 | 4.4 | 17.72 | 5.68 |  | 2.31 |
| 168,941 | 3.7 | 15.58 | 2.43 |  | 2.50 |
| 118,982 | 5.1 | 16.83 | 13.33 |  | 4.41 |
| 93,278 | 3.0 | 19.15 | 6.45 |  | 0.73 |
| 62,313 | 4.8 | 20.12 | 8.91 |  | 2.46 |
| 45,811 | 3.9 | 19.77 | 3.56 |  | 1.83 |
| 38,763 | 5.9 | 24.86 | 7.44 |  | 4.97 |
| 28,606 | 6.0 | 14.35 | 15.40 |  | 6.57 |
| 7,389 | 4.6 | 15.00 | 3.88 |  | 2.36 |
| 1,069,468 | 3.8 | \$17.44 | \$ 5.61 | \$ | 2.24 |

## Industrial Portfolio

Market
Atlanta
Piedmont Triad
Raleigh


## Retail Portfolio



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 commissions 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 September 30, 2005

## Office Portfolio 1/

| Market | Rentable Square Feet Leased | Current Rent | Previous Rent | Percentage <br> Change Rent |
| :---: | :---: | :---: | :---: | :---: |
| Atlanta | 302,736 | \$16.50 | \$17.67 | -6.6\% |
| Raleigh | 202,649 | 17.72 | 19.73 | -10.2\% |
| Piedmont Triad | 168,941 | 15.58 | 14.99 | 3.9\% |
| Tampa | 118,982 | 16.83 | 16.80 | 0.2\% |
| Memphis | 93,278 | 19.15 | 19.44 | -1.5\% |
| Richmond | 62,313 | 20.12 | 20.07 | 0.2\% |
| Nashville | 45,811 | 19.77 | 18.94 | 4.4\% |
| Kansas City | 38,763 | 24.86 | 21.91 | 13.5\% |
| Greenville | 28,606 | 14.35 | 12.43 | 15.5\% |
| Columbia | 7,389 | 15.00 | 16.79 | -10.7\% |
| GAAP Rent Growth | 1,069,468 | \$17.44 | \$17.90 | -2.6\% |
| Cash Rent Growth | 1,069,468 | \$17.25 | \$18.50 | -6.8\% |

## Industrial Portfolio

| Market |
| :--- |
| Atlanta |
| Piedmont Triad |
| Raleigh |

GAAP Rent Growth

Cash Rent Growth


## Retail Portfolio

| Market | Rentable Square Feet <br> Leased | Current <br> Rent | Previous Rent | Percentage <br> Change <br> Rent |
| :---: | :---: | :---: | :---: | :---: |
| Kansas City | 10,721 | \$17.53 | \$16.06 | 9.2\% |
| GAAP Rent Growth | 10,721 | \$17.53 | \$16.06 | 9.2\% |
| Cash Rent Growth | 10,721 | \$21.18 | \$21.05 | 0.6\% |

[^4]
## Lease Expirations

September 30, 2005
Dollars in thousands

| Year | Rentable Square Feet Expiring | Percent of Rentable Square Feet | Annualized Revenue 1/ | Average <br> Rental Rate | Percent of Annualized <br> Revenue 1/ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Office: 2/ |  |  |  |  |  |
| 2005 3/ | 794,863 | 4.4\% | \$ 15,763 | \$19.83 | 4.9\% |
| 2006 | 2,752,158 | 15.1\% | 50,805 | 18.46 | 15.7\% |
| 2007 | 1,852,512 | 10.2\% | 32,470 | 17.53 | 10.0\% |
| 2008 | 2,970,923 | 16.3\% | 49,464 | 16.65 | 15.3\% |
| 2009 | 2,539,491 | 13.9\% | 46,212 | 18.20 | 14.3\% |
| 2010 | 2,257,033 | 12.4\% | 40,847 | 18.10 | 12.6\% |
| 2011 | 1,693,399 | 9.3\% | 31,968 | 18.88 | 9.9\% |
| 2012 | 963,090 | 5.3\% | 18,779 | 19.50 | 5.8\% |
| 2013 | 513,992 | 2.8\% | 9,288 | 18.07 | 2.9\% |
| 2014 | 419,428 | 2.3\% | 8,249 | 19.67 | 2.5\% |
| 2015 and thereafter | 1,466,224 | 8.0\% | 19,776 | 13.49 | 6.1\% |
|  | 18,223,113 | 100.0\% | \$323,621 | \$17.76 | 100.0\% |
| Industrial: |  |  |  |  |  |
| 2005 4/ | 728,643 | 12.1\% | \$ 3,609 | \$ 4.95 | 12.1\% |
| 2006 | 1,430,255 | 23.8\% | 6,248 | 4.37 | 20.8\% |
| 2007 | 1,059,493 | 17.6\% | 6,245 | 5.89 | 20.9\% |
| 2008 | 774,959 | 12.9\% | 3,578 | 4.62 | 12.0\% |
| 2009 | 682,606 | 11.4\% | 4,072 | 5.97 | 13.6\% |
| 2010 | 418,362 | 7.0\% | 2,037 | 4.87 | 6.8\% |
| 2011 | 174,401 | 2.9\% | 788 | 4.52 | 2.6\% |
| 2012 | 198,536 | 3.3\% | 975 | 4.91 | 3.3\% |
| 2013 | 102,384 | 1.7\% | 637 | 6.22 | 2.1\% |
| 2014 | 206,731 | 3.4\% | 835 | 4.04 | 2.8\% |
| 2015 and thereafter | 235,432 | 3.9\% | 894 | 3.80 | 3.0\% |
|  | 6,011,802 | 100.0\% | \$ 29,918 | \$ 4.98 | 100.0\% |

1/ Annualized Revenue is September, 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 208,000 square feet of leases that are on a month to month basis or $0.9 \%$ of total annualized revenue
4/ Includes 143,000 square feet of leases that are on a month to month basis or $0.1 \%$ of total annualized revenue
Note: 2005 and beyond expirations that have been renewed are reflected above based on the renewal expiration date.

## Lease Expirations

September 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 <br> Rate | Percent of Annualized Revenue 1/ |
| :---: | :---: | :---: | :---: | :---: |
| 4,243 | 0.3\% | \$ 20 | \$ 4.71 | 0.1\% |
| 103,699 | 7.5\% | 2,539 | 24.48 | 6.8\% |
| 85,689 | 6.2\% | 2,530 | 29.53 | 6.7\% |
| 129,441 | 9.4\% | 3,650 | 28.20 | 9.7\% |
| 178,477 | 13.0\% | 4,495 | 25.19 | 11.9\% |
| 100,472 | 7.3\% | 3,433 | 34.17 | 9.1\% |
| 57,974 | 4.2\% | 1,807 | 31.17 | 4.8\% |
| 132,034 | 9.6\% | 3,893 | 29.48 | 10.4\% |
| 109,674 | 8.0\% | 2,843 | 25.92 | 7.6\% |
| 80,159 | 5.8\% | 1,453 | 18.13 | 3.9\% |
| 392,705 | 28.7\% | 10,941 | 27.86 | 29.0\% |
| 1,374,567 | 100.0\% | \$ 37,604 | \$27.36 | 100.0\% |

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

| $1,527,749$ | $6.0 \%$ | $\$ 19,392$ | $\$ 12.69$ | $5.0 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $4,286,112$ | $16.7 \%$ | 59,592 | 13.90 | $15.3 \%$ |
| $2,997,694$ | $11.7 \%$ | 41,245 | 13.76 | $10.5 \%$ |
| $3,875,323$ | $15.1 \%$ | 56,692 | 14.63 | $14.5 \%$ |
| $3,400,574$ | $13.3 \%$ | 54,779 | 16.11 | $14.0 \%$ |
| $2,775,867$ | $10.8 \%$ | 46,317 | 16.69 | $11.8 \%$ |
| $1,925,774$ | $7.5 \%$ | 34,563 | 17.95 | $8.8 \%$ |
| $1,293,660$ | $5.1 \%$ | 23,647 | 18.28 | $6.0 \%$ |
| 726,050 | $2.8 \%$ | 12,768 | 17.59 | $3.3 \%$ |
| 706,318 | $2.8 \%$ | 10,537 | 14.92 | $2.7 \%$ |
| $2,094,361$ | $8.2 \%$ | 31,611 | 15.09 | $8.1 \%$ |
| $\mathbf{2 5 , 6 0 9 , 4 8 2}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{\$ 3 9 1 , 1 4 3}$ | $\mathbf{\$ 1 5 . 2 7}$ | $\mathbf{1 0 0 . 0 \%}$ |
| $\mathbf{n n n n}$ |  |  |  |  |

1/ Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
2/ Includes 4,000 square feet of leases that are on a month to month basis or $0.0 \%$ of total annualized revenue
3/ Includes 355,000 square feet of leases that are on a month to month basis or $1.0 \%$ 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.
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|  |  | Three Months Ended |  |  |  |  |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 9/30/05/2 |  | 12/31/05 |  | 03/31/06 |  | 06/30/06 |  |  |
| Atlanta | RSF |  | 163,640 |  | 145,050 |  |  |  | 171,081 |  |  |
|  | \% of Total Office RSF |  |  |  |  |  | 57,301 |  |  |  | 537,072 |
|  | Annualized Revenue 3/ |  | \$ 0.9\% | \$ | 0.8\% |  | 0.3\% | \$ | \$ 0.9\% | \$ | 2.9\% |
|  | \% of Total Office Annl Rev |  | 3,554 |  | 1,911 |  | 887 |  | 2,752 |  | 9,104 |
|  |  |  | 1.1\% |  | 0.6\% |  | 0.3\% |  | 0.9\% |  | 2.8\% |
| Columbia | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 21,397 |  | 1,077 |  | 0 |  | 17,391 |  | 39,865 |
|  | Annualized Revenue 3/ | \$ | \$ 0.1\% | \$ | 0.0\% | \$ | 0.0\% | \$ | \$ 0.1\% | \$ | 0.2\% |
|  | \% of Total Office Annl Rev |  | 503 |  | 18 |  | . |  | 369 |  | 890 |
|  |  |  | 0.2\% |  | 0.0\% |  | 0.0\% |  | 0.1\% |  | 0.3\% |
| Greenville | RSF |  |  |  |  |  | 119,623 |  |  |  |  |
|  | \% of Total Office RSF |  | 1,160 |  | 29,998 |  |  |  | 10,699 |  | 161,480 |
|  | Annualized Revenue 3/ | \$ | \$ $0.0 \%$ | \$ | 0.2\% | \$ | 0.7\% | \$ | \$ $0.1 \%$ | \$ | 0.9\% |
|  | \% of Total Office Annl Rev |  | 21 |  | 589 |  | 2,248 |  | 221 |  | 3,079 |
|  |  |  | 0.0\% |  | 0.2\% |  | 0.7\% |  | 0.1\% |  | 1.0\% |
| Kansas City | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 59,074 |  | 52,871 |  | 18,549 |  | 22,735 |  | 153,229 |
|  | Annualized Revenue 3/ | \$ | \$ 0.3\% | \$ | 0.3\% | \$ | 0.1\% | \$ | \$ 0.1\% | \$ | 0.8\% |
|  | \% of Total Office Annl Rev |  | 1,182 |  | 1,134 |  | 373 |  | 497 |  | 3,186 |
|  |  |  | 0.4\% |  | 0.4\% |  | 0.1\% |  | 0.2\% |  | 1.0\% |
| Memphis | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 10,404 |  | 41,602 |  | 25,086 |  | 16,128 |  | 93,220 |
|  | Annualized Revenue 3/ |  | \$ $0.1 \%$ | \$ | 0.2\% | \$ | 0.1\% | \$ | \$ $0.1 \%$ | \$ | 0.5\% |
|  | \% of Total Office Annl Rev |  | 185 |  | 826 |  | 430 |  | 312 |  | 1,753 |
|  |  |  | 0.1\% |  | 0.3\% |  | 0.1\% |  | 0.1\% |  | 0.5\% |
| Nashville | RSF |  | 128,259 |  | 155,870 |  |  |  |  |  |  |
|  | \% of Total Office RSF |  |  |  |  |  | 50,911 |  | 65,882 |  | 400,922 |
|  | Annualized Revenue 3/ |  |  | \$ |  | \$ | $0.3 \%$ | \$ | $0.4 \%$ | \$ | $2.2 \%$ |
|  | \% of Total Office Annl Rev |  | $2,558$ |  | $3,063$ |  | $1,061$ |  | $1,400$ |  | $8,082$ |
|  |  |  | $0.8 \%$ |  | 0.9\% |  | $0.3 \%$ |  | $0.4 \%$ |  | 2.5\% |
| Orlando | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
|  | Annualized Revenue 3/ | \$ | \$ $0.0 \%$ | \$ | 0.0\% | \$ | 0.0\% | \$ | 0.0\% | \$ | 0.0\% |
|  | \% of Total Office Annl Rev |  |  |  |  |  | 0.0 |  | 0.0 |  |  |
|  |  |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
| Piedmont Triad | RSF |  |  |  |  |  |  |  |  |  |  |
|  |  |  | 95,109 |  | 80,856 |  | 58,389 |  | 57,095 |  | 291,449 |
|  | Annualized Revenue 3/ |  | $0.5 \%$ | \$ | $0.4 \%$ | \$ | $0.3 \%$ | \$ | $0.3 \%$ | \$ | $1.6 \%$ |
|  | \% of Total Office Annl Rev |  | $1,380$ |  | $1,412$ |  | $1,043$ |  | $1,002$ |  | $4,837$ |
|  |  |  | $0.4 \%$ |  | $0.4 \%$ |  | 0.3\% |  | $0.3 \%$ |  | 1.5\% |
| Raleigh | RSF |  | 167,299 |  | 220,681 |  |  |  | 259,236 |  |  |
|  | \% of Total Office RSF |  |  |  |  |  | 81,902 |  |  |  | 729,118 |
|  | Annualized Revenue 3/ |  | \$ $0.9 \%$ | \$ | $1.2 \%$ | \$ | $0.4 \%$ | \$ |  | \$ | $4.0 \%$ |
|  | \% of Total Office Annl Rev |  | $3,448$ |  | $4,360$ |  | $1,726$ |  | $3,261$ |  | $12,795$ |
|  |  |  | $1.1 \%$ |  | $1.3 \%$ |  | $0.5 \%$ |  | $1.0 \%$ |  | $4.0 \%$ |
| Richmond | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 80,848 |  | 85,774 |  | 22,510 |  | 39,673 |  | 228,805 |
|  | Annualized Revenue 3/ | \$ | $0.4 \%$ | \$ | $0.5 \%$ | \$ | $0.1 \%$ | \$ | $0.2 \%$ | \$ | $1.3 \%$ |
|  | \% of Total Office Annl Rev |  | $1,205$ |  | $1,450$ |  | $410$ |  | $1,002$ |  | $4,067$ |
|  |  |  | $0.4 \%$ |  | $0.4 \%$ |  | 0.1\% |  | 0.3\% |  | 1.3\% |
| Tampa | RSF |  | 68,567 |  | 53,068 |  | 76,033 |  | 8,978 |  | 206,646 |
|  | \% of Total Office RSF |  | 0.4\% |  | 0.3\% |  | 0.4\% |  | 0.0\% |  | 1.1\% |
|  | Annualized Revenue 3/ |  | \$ 1,740 |  | \$ 1,093 | \$ | 1,516 | \$ | \$ 179 | \$ | 4,528 |

\% of Total Office Annl Rev


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 208,000 square feet of leases that are on a month to month basis or $0.9 \%$ of total annualized revenue

3/ Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.


1/ Includes 143,000 square feet of leases that are on a month to month basis or $0.1 \%$ of total annualized revenue
2/ Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
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|  |  |  | 2005 2/ |  | 2006 |  | 2007 |  | 2008 |  | Thereafter |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta | RSF |  | 161,651 |  |  |  |  |  |  |  | 1,397,436 |
|  | \% of Total Office RSF |  |  |  | 414,024 |  | 264,823 |  | 573,366 |  |  |
|  | Annualized Revenue 3/ | \$ | 0.9\% | \$ | 2.3\% | \$ | 1.5\% | \$ | 3.1\% | \$ | 7.7\% |
|  | \% of Total Office Annl Rev |  | 3,536 |  | 6,252 |  | 3,681 |  | 8,850 |  | 25,892 |
|  |  |  | 1.1\% |  | 1.9\% |  | 1.1\% |  | 2.7\% |  | 8.0\% |
| Columbia | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 21,397 |  | 61,836 |  | 61,766 |  | 63,170 |  | 56,114 |
|  | Annualized Revenue 3/ |  | 0.1\% | \$ | 0.3\% | \$ | 0.3\% | \$ | 0.3\% | \$ | 0.3\% |
|  | \% of Total Office Annl Rev |  | 503 |  | 1,173 |  | 1,048 |  | 1,102 |  | 700 |
|  |  |  | 0.2\% |  | 0.4\% |  | 0.3\% |  | 0.3\% |  | 0.2\% |
| Greenville | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 1,160 |  | 188,865 |  | 16,115 |  | 99,410 |  | 451,237 |
|  | Annualized Revenue 3/ |  | \$ 0.0\% | \$ | 1.0\% | \$ | 0.1\% | \$ | 0.5\% | \$ | 2.5\% |
|  | \% of Total Office Annl Rev |  | 21 |  | 3,593 |  | 302 |  | 1,824 |  | 4,696 |
|  |  |  | 0.0\% |  | 1.1\% |  | 0.1\% |  | 0.6\% |  | 1.5\% |
| Kansas City | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 59,074 |  | 132,238 |  | 94,911 |  | 78,678 |  | 388,577 |
|  | Annualized Revenue 3/ |  | \$ 0.3\% | \$ | 0.7\% | \$ | 0.5\% | \$ | 0.4\% | \$ | 2.1\% |
|  | \% of Total Office Annl Rev |  | 1,182 |  | 2,806 |  | 1,976 |  | 1,598 |  | 9,386 |
|  |  |  | 0.4\% |  | 0.9\% |  | 0.6\% |  | 0.5\% |  | 2.9\% |
| Memphis | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 10,404 |  | 89,993 |  | 109,136 |  | 179,883 |  | 629,076 |
|  | Annualized Revenue 3/ |  | 0.1\% | \$ | 0.5\% | \$ | 0.6\% | \$ | 1.0\% | \$ | 3.5\% |
|  | \% of Total Office Annl Rev |  | 185 |  | 1,706 |  | 2,103 |  | 3,571 |  | 11,216 |
|  |  |  | 0.1\% |  | 0.5\% |  | 0.6\% |  | 1.1\% |  | 3.5\% |
| Nashville | RSF |  | 128,259 |  |  |  |  |  |  |  | 1,732,146 |
|  | \% of Total Office RSF |  |  |  | 446,187 |  | 203,191 |  | 238,629 |  |  |
|  | Annualized Revenue 3/ |  | \$ 0.7\% | \$ | 2.4\% | \$ | 1.1\% | \$ | 1.3\% | \$ | 9.5\% |
|  | \% of Total Office Annl Rev |  | 2,558 |  | 9,009 |  | 3,909 |  | 4,710 |  | 30,718 |
|  |  |  | 0.8\% |  | 2.8\% |  | 1.2\% |  | 1.5\% |  | 9.5\% |
| Orlando | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 0 |  | 6,465 |  | 21,694 |  | 9,240 |  | 180,533 |
|  | Annualized Revenue 3/ | \$ | 0.0\% | \$ | 0.0\% | \$ | 0.1\% | \$ | 0.1\% | \$ | 1.0\% |
|  | \% of Total Office Annl Rev |  | - |  | 175 |  | 447 |  | 199 |  | 3,794 |
|  |  |  | 0.0\% |  | 0.1\% |  | 0.1\% |  | 0.1\% |  | 1.2\% |
| Piedmont Triad | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 95,109 |  | 230,240 |  | 196,089 |  | 634,579 |  | 778,257 |
|  | Annualized Revenue 3/ |  | 0.5\% | \$ | 1.3\% | \$ | 1.1\% | \$ | 3.5\% | \$ | 4.3\% |
|  | \% of Total Office Annl Rev |  | 1,380 |  | 3,994 |  | 2,969 |  | 7,974 |  | 10,907 |
|  |  |  | 0.4\% |  | 1.2\% |  | 0.9\% |  | 2.5\% |  | 3.4\% |
| Raleigh | RSF |  | 167,299 |  |  |  |  |  |  |  | 1,871,880 |
|  | \% of Total Office RSF |  |  |  | 620,317 |  | 414,833 |  | 581,236 |  |  |
|  | Annualized Revenue 3/ | \$ | 0.9\% | \$ | 3.4\% | \$ | 2.3\% | \$ | 3.2\% | \$ | 10.3\% |
|  | \% of Total Office Annl Rev |  | 3,447 |  | 10,317 |  | 7,333 |  | 9,740 |  | 32,127 |
|  |  |  | 1.1\% |  | 3.2\% |  | 2.3\% |  | 3.0\% |  | 9.9\% |
| Richmond | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Office RSF |  | 80,848 |  | 267,491 |  | 282,864 |  | 282,651 |  | 905,885 |
|  | Annualized Revenue 3/ | \$ | 0.4\% | \$ | 1.5\% | \$ | 1.6\% | \$ | 1.6\% | \$ | 5.0\% |
|  | \% of Total Office Annl Rev |  | 1,205 |  | 5,094 |  | 4,663 |  | 5,320 |  | 16,319 |
|  |  |  | 0.4\% |  | 1.6\% |  | 1.4\% |  | 1.6\% |  | 5.0\% |
| Tampa | RSF |  | 68,567 |  | 294,502 |  | 173,253 |  | 210,632 |  | 1,439,746 |
|  | \% of Total Office RSF |  | 0.4\% |  | 1.6\% |  | 1.0\% |  | 1.2\% |  | \% |
|  | Annualized Revenue 3/ | \$ | \$ 1,740 | \$ | 6,686 | \$ | 3,686 | \$ | 4,021 | \$ | 7.9 |
|  | \% of Total Office Annl Rev |  | 0.5\% |  | 2.1\% |  | 1.1\% |  | 1.2\% |  | 28,877\% |


| Other | RSF |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \% of Total Office RSF | 1,095 |  | \$ | 0 | 13,837 |  | 19,449 |  | 21,770 |  |
|  | Annualized Revenue 3/ | \$ | 0.0\% |  | 0.0\% | \$ | 0.1\% | \$ | 0.1\% | \$ | 0.1\% |
|  | \% of Total Office Annl Rev |  | 5 |  | - |  | 355 |  | 555 |  | 483 |
|  |  |  | 0.0\% |  | 0.0\% |  | 0.1\% |  | 0.2\% |  | 0.1\% |
| Total | RSF | 794,863 |  | 2,752,158 |  | 1,852,512 |  | 2,970,923 |  | 9,852,657 |  |
|  | \% of Total Office RSF |  |  |  |  |  |  |  |  |
|  | Annualized Revenue 3/ | \$ | 4.4\% |  |  | \$ | 15.1\% | \$ | 10.2\% | \$ | 16.3\% | \$ | 54.1\% |
|  | \% of Total Office Annl Rev |  | 15,762 |  | 50,805 |  | 32,472 |  | 49,464 |  | 75,115 |
|  |  |  | 4.9\% |  | 15.7\% |  | 10.0\% |  | 15.3\% |  | 54.1\% |

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 208,000 square feet of leases that are on a month to month basis or $0.9 \%$ of total annualized revenue
3/ Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
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## Dollars in thousands

|  |  | $20051 /$ |  | 2006 |  | 2007 |  | 2008 |  | Thereafter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta | RSF | 594,875 |  | 330,863 |  | 593,583 |  | 347,988 |  | 997,676 |  |
|  | \% of Total Industrial RSF |  |  |  |  |  |  |  |  |
|  | Annualized Revenue 2/ | \$ | 9.9\% | \$ | 5.5\% |  |  | \$ | 9.9\% | \$ | 5.8\% | \$ | 16.6\% |
|  | \% of Total Industrial Annl Rev |  | 3,026 |  | 1,911 |  | 3,214 |  | 1,609 |  | 4,994 |
|  |  |  | 10.1\% |  | 6.4\% |  | 10.7\% |  | 5.4\% |  | 16.7\% |
| Greenville | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Industrial RSF | \$ | 0 |  | 16,081 | \$ | 0 |  | 5,350 | \$ | 8,470 |
|  | Annualized Revenue 2/ |  | 0.0\% | \$ | 0.3\% |  | 0.0\% | \$ | 0.1\% |  | 0.1\% |
|  | \% of Total Industrial Annl Rev |  | - |  | 206 |  | - |  | 59 |  | 61 |
|  |  |  | 0.0\% |  | 0.7\% |  | 0.0\% |  | 0.2\% |  | 0.2\% |
| Kansas City | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Industrial RSF | \$ | 0 | \$ | 2,018 | \$ | 0 | \$ | 0 | \$ | 1,756 |
|  | Annualized Revenue 2/ |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |
|  | \% of Total Industrial Annl Rev |  | - |  | 17 |  | - |  | - |  | 19 |
|  |  |  | 0.0\% |  | 0.1\% |  | 0.0\% |  | 0.0\% |  | 0.1\% |
| Piedmont Triad |  | 120,608 |  | 1,071,745 |  | 462,360 |  | 406,433 |  | 982,321 |  |
|  | \% of Total Industrial RSF | \$ |  | \$ |  |  |  |  |  |  |  |
|  | Annualized Revenue 2/ |  | 2.0\% |  | 17.8\% | \$ | 7.7\% | \$ | 6.8\% | \$ | 16.3\% |
|  | \% of Total Industrial Annl Rev |  | 468 |  | 4,021 |  | 2,994 |  | 1,746 |  | 4,969 |
|  |  |  | 1.6\% |  | 13.4\% |  | 10.0\% |  | 5.8\% |  | 16.6\% |
| Raleigh | RSF |  |  |  |  |  |  |  |  |  |  |
|  | \% of Total Industrial RSF | 13,160 |  | \$ | 9,548 | \$ | 3,550 | 15,188 |  | \$ | 28,229 |
|  | Annualized Revenue 2/ | \$ | 0.2\% |  | 0.2\% |  | 0.1\% | \$ | 0.3\% |  | 0.5\% |
|  | \% of Total Industrial Annl Rev |  | 114 |  | 93 |  | 37 |  | 163 |  | 194 |
|  |  |  | 0.4\% |  | 0.3\% |  | 0.1\% |  | 0.5\% |  | 0.6\% |
| Total | RSF | 728,643 |  | 1,430,255 |  | 1,059,493 |  | 774,959 |  | 2,018,452 |  |
|  | \% of Total Industrial RSF |  |  |  |  |  |  |  |  |  |  |
|  | Annualized Revenue 2/ | \$ | 12.1\% | \$ | 23.8\% | \$ | 17.6\% | \$ | 12.9\% | \$ | 33.6\% |
|  | \% of Total Industrial Annl Rev |  | 3,608 |  | 6,248 |  | 6,245 |  | 3,577 |  | 10,237 |
|  |  |  | 12.1\% |  | 20.9\% |  | 20.9\% |  | 12.0\% |  | 34.2\% |

1/ Includes 143,000 square feet of leases that are on a month to month basis or $0.1 \%$ of total annualized revenue
2/ Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

## Dollars in thousands

## Top 20 Customers

|  |  | Annualized <br> Revenue 2/ | Percent of Annualized Revenue 2/ | Average Remaining Lease <br> Term in Years |
| :---: | :---: | :---: | :---: | :---: |
| Customer | RSF |  |  |  |
| Federal Government | 1,175,072 | \$ 17,824 | 4.56\% | 5.9 |
| AT\&T 3/ | 537,529 | 10,260 | 2.62\% | 3.4 |
| Price Waterhouse Coopers | 297,795 | 7,528 | 1.92\% | 4.6 |
| State Of Georgia | 356,175 | 6,846 | 1.75\% | 4.1 |
| T-Mobile USA | 205,394 | 5,031 | 1.29\% | 3.6 |
| US Airways | 295,046 | 4,010 | 1.03\% | 2.2 |
| IBM | 188,763 | 3,768 | 0.96\% | 0.6 |
| Volvo | 278,940 | 3,742 | 0.96\% | 3.8 |
| Hartford Insurance | 118,807 | 3,681 | 0.94\% | 1.0 |
| Northern Telecom | 246,000 | 3,651 | 0.93\% | 2.4 |
| SCI Services, Inc. | 160,996 | 3,417 | 0.87\% | 11.8 |
| BB\&T | 243,951 | 3,343 | 0.85\% | 6.3 |
| Lockton Companies | 132,718 | 3,339 | 0.85\% | 9.4 |
| CHS Professional Services | 170,524 | 3,046 | 0.78\% | 1.4 |
| MCI | 127,268 | 2,579 | 0.66\% | 0.6 |
| Metropolitan Life Insurance | 118,017 | 2,250 | 0.58\% | 5.8 |
| Lifepoint Corporate Services | 120,112 | 2,223 | 0.57\% | 5.8 |
| Icon Clinical Research | 99,163 | 2,148 | 0.55\% | 6.7 |
| The Martin Agency | 118,518 | 2,018 | 0.52\% | 11.5 |
| CIGNA Healthcare of NC | 180,000 | 1,999 | 0.51\% | 0.8 |
|  | 5,170,788 | \$ 92,703 | 23.70\% | 4.5 |

## By Industry

$\left.\begin{array}{lr} & \begin{array}{c}\text { Percent of } \\ \text { Annualized }\end{array} \\ \text { Revenue 2/ }\end{array}\right]-21.0 \%$

[^5]
## Acquisition 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 <br> 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 |
| Third quarter 2005: |  |  |  |  |  |  |
| Charlotte/Sabal | Charlotte/Tampa | O | 07/22/05 | 2,432,900 | 75.3\% | 228,000 |
| Ironwood/Leatherwood | Raleigh | O | 08/29/05 | 75,200 | 86.4\% | 6,500 |
| Third quarter totals |  |  |  | 2,508,100 | 75.6\% | 234,500 |
| Nine month totals |  |  |  | 4,377,300 | 79.4\% | \$335,599 |

## Depreciable Assets Contributed to Joint Ventures



First quarter 2005:
None
Second quarter 2005:
None
Third quarter 2005:
None

1/ The letters "O" and "I" represent Office and Industrial, respectively.
Highwoods Properties, Inc.

| Property | Market | Type 1/ | Rentable Square Feet | Anticipated |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Total Investment | Investment $\begin{gathered} \text { @9/30/05 } \end{gathered}$ | Pre- Leasing | Estimated Completion <br> Date | Estimated Stabilization Date |
| In - Process |  |  |  |  |  |  |  |  |
| Office: |  |  |  |  |  |  |  |  |
| Center for Disease Control | Atlanta | O | 109,000 | \$ 21,375 | \$ 16,568 | 100\% | 4Q 05 | 4Q 05 |
| ThyssenKrupp | Memphis | O | 78,000 | 8,800 | 1,053 | 100\% | 1Q 07 | 1Q 07 |
| Cool Springs III | Nashville | O | 153,000 | 20,050 | 3,589 | 0\% | 2Q 06 | 4Q 07 |
| Glenlake Four | Raleigh | O | 158,000 | 26,889 | 3,302 | 46\% | 3Q 06 | 1Q 08 |
| Stony Point IV | Richmond | O | 104,000 | 13,125 | 1,050 | 46\% | 4Q 06 | 4Q 07 |
| 3330 Healy Rd 2/ | Piedmont Triad | O | 40,000 | 3,600 | 2,998 | 0\% | 4Q 06 | 2Q 07 |
| FBI 3/ | Tampa | O | 138,000 | 31,090 | 23,775 | 100\% | 4Q 05 | 4Q 05 |
| Total or Weighted Average |  |  | 780,000 | \$124,929 | \$ 52,335 | 57\% |  |  |

## Completed Not Stabilized 4/

## Retail 5/:

| Griffith Road/Boutique Shops | Piedmont Triad | R | 9,600 | \$ | 2,634 | \$ | 2,410 | 87\% | 2Q 05 | 2Q 06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total or Weighted Average |  |  | 9,600 | \$ | 2,634 | \$ | 2,410 | 87\% |  |  |
| Grand Total or Weighted Average |  |  | 789,600 |  | 27,563 |  | 54,745 | 57\% |  |  |

## Placed In Service

| Property | Market | Type 1/ | In-Service Date | Rentable Square Feet | Investment $\begin{gathered} @ \\ 09 / 30 / 05 \end{gathered}$ | Quarter 3 2005 NOI $6 /$ <br> 2005 NOI 6/ |  | Occ \% | Leasing \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| National Archives Record Administration | Atlanta | I | 9/1/2005 | 354,000 | \$ 18,295 | \$ | 132 | 88\% | 100\% |
| Saxon | Richmond | O | 7/1/2005 | 112,000 | 15,798 |  | 309 | 100\% | 100\% |
| Total or Weighted Average |  |  |  | 466,000 | \$ 34,093 | \$ | 441 | 91\% | 100\% |

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/ Completed Not Stabilized properties are recorded in the Consolidated Balance Sheet in the Land and Building accounts, not Development-in-process.
5/ 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.
6/ NOI = Net Operating Income (Property Revenue excluding Straight Line Rent - Property Expense)
Highwoods Properties, Inc.
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## Development Land <br> September 30, 2005

Dollars in thousands

| Market | Usable Acres | $\begin{gathered} \text { Total } \\ \text { Estimated } \\ \text { Market Value } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| On Balance Sheet: |  |  |  |
| Research Triangle | 318 | \$ | 60,792 |
| Atlanta | 226 |  | 42,062 |
| Piedmont Triad | 117 |  | 23,150 |
| Richmond | 57 |  | 14,296 |
| Kansas City 1/ | 44 |  | 16,594 |
| Baltimore | 44 |  | 13,166 |
| Charlotte | 41 |  | 7,623 |
| Nashville | 39 |  | 12,486 |
| Tampa | 33 |  | 14,026 |
| Orlando | 25 |  | 12,470 |
| Memphis | 21 |  | 5,100 |
| Greenville | 12 |  | 1,800 |
| Jacksonville | 9 |  | 1,885 |
| Columbia | 2 |  | 276 |
| Total 2/ | 988 | \$ | 225,726 |

1/ Includes 27 acres of residential land
2/ Developable square footage on core land holdings is approximately 6.3 million of office space and 1.8 million of industrial space

## As of September 30, 2005

Summary by Location:

| Market | Rentable Square Feet 1/ | Occupancy 2/ | Percentage of Annualized Revenue - Highwoods' Share Only 3/ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Office | Industrial | Retail | MultiFamily | Total |
| Des Moines | 2,324,000 | 90.8\% | 28.3\% | 3.8\% | 1.0\% | 3.3\% | 36.4\% |
| Orlando | 1,685,000 | 91.6\% | 26.2\% | - | - | - | 26.2\% |
| Atlanta | 835,000 | 93.0\% | 12.4\% | - | - | - | 12.4\% |
| Kansas City | 713,000 | 83.3\% | 8.8\% | - | - | - | 8.8\% |
| Richmond | 413,000 | 100.0\% | 5.2\% | - | - | - | 5.2\% |
| Piedmont Triad | 364,000 | 100.0\% | 3.9\% | - | - | - | 3.9\% |
| Raleigh | 455,000 | 99.6\% | 3.7\% | - | - | - | 3.7\% |
| Tampa | 205,000 | 100.0\% | 2.1\% | - | - | - | 2.1\% |
| Charlotte | 148,000 | 100.0\% | 0.8\% | - | - | - | 0.8\% |
| Other | 110,000 | 100.0\% | 0.5\% | - | - | - | 0.5\% |
| Total | 7,252,000 | 92.6\% | 91.9\% | 3.8\% | 1.0\% | 3.3\% | 100.0\% |

1/ Excludes Des Moines' apartment units
2/ Excludes Des Moines' apartment occupancy percentage of $92.8 \%$
3/ Annualized Rental Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.
Highwoods Properties, Inc.

## Joint Ventures Lease Expirations

September 30, 2005
Dollars in thousands
$\stackrel{\text { Year }}{\text { Total }}$
2005
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 Rental Rate | Percent of <br> Annualized <br> Revenue 1/ |
| :---: | :---: | :---: | :---: | :---: |
| 152,538 | 2.2\% | \$ 2,705 | \$17.73 | 2.1\% |
| 657,677 | 9.7\% | 12,563 | 19.10 | 10.0\% |
| 439,731 | 6.5\% | 8,101 | 18.42 | 6.4\% |
| 1,371,574 | 20.1\% | 23,346 | 17.02 | 18.4\% |
| 853,693 | 12.6\% | 15,975 | 18.71 | 12.7\% |
| 591,159 | 8.7\% | 10,437 | 17.66 | 8.3\% |
| 573,773 | 8.4\% | 10,606 | 18.48 | 8.4\% |
| 422,183 | 6.2\% | 8,956 | 21.21 | 7.1\% |
| 710,834 | 10.5\% | 13,749 | 19.34 | 10.9\% |
| 386,249 | 5.7\% | 8,418 | 21.79 | 6.7\% |
| 640,195 | 9.4\% | 11,360 | 17.74 | 9.0\% |
| 6,799,606 | 100.0\% | \$126,216 | \$18.56 | 100.0\% |

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

Dollars in thousands

| Property | $\begin{gathered} \text { \% } \\ \text { Ownership } \end{gathered}$ | Market | Rentable Square Feet |  | ticipated Total vestment | $\begin{gathered} \text { Investment } \\ @ \\ 09 / 30 / 05 \end{gathered}$ | $\begin{gathered} \text { Pre- } \\ \text { Leasing } \end{gathered}$ | Estimated Completion Date | $\begin{gathered} \text { Estimated } \\ \text { Stabilization } \\ \text { Date } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sonoma | 50\% | Des Moines | 75,000 | \$ | 9,364 | 4,746 | 60\% | 2Q05 | 2Q 06 |
| The Vinings at University |  |  |  |  |  |  |  |  |  |
| Center 2/ 3/ | 50\% | Charlotte | 156 units |  | 11,300 | 7,230 | 0\% | 1Q06 | 3Q 06 |
| Weston Lakeside 3/ | 50\% | Raleigh | 332 units |  | 33,200 | 3,106 | 0\% | 1Q07 | 1Q08 |
| Total or Weighted Average 4/ |  |  | 75,000 | \$ | 20,664 | \$ 10,626 | 60\% |  |  |
| Highwoods' Share of the above |  |  |  | \$ | 10,082 | \$ 5,313 |  |  |  |

## Placed In Service

| Property | Market | Type 1/ | $\begin{aligned} & \text { In-Service } \\ & \text { Date } \end{aligned}$ | Rentable Square Feet | $\begin{gathered} \text { Investment } \\ @ \\ 09 / 30 / 05 \end{gathered}$ | $\begin{gathered} \text { Quarter } 3 \\ 2005 \text { NOI 5/ } \end{gathered}$ |  | Occ \% | Leasing \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plaza Colonade, LLC 1/ | Kansas City | O | 9/1/2005 | 285,000 | \$ 69,140 | \$ | 1,344 | 77\% | 77\% |
| Summit | Des Moines | O | 9/1/2005 | 35,000 | 3,442 |  | 72 | 75\% | 75\% |
| Pinehurst | Des Moines | O | 9/1/2005 | 35,000 | 3,740 |  | 105 | 89\% | 90\% |
|  |  |  |  | 355,000 | \$ 76,322 | \$ | 1,521 | 78\% | 78\% |

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/ Estimated Completion Date is the date the last unit is expected to be delivered
4/ Pre-leasing percentage does not include multi-family
5/ NOI = Net Operating Income (Property Revenue excluding Straight Line Rent - Property Expense)
Highwoods Properties, Inc.
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[^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 September, 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/ Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties
    5/ Piedmont Triad Market encompasses Greensboro, Winston-Salem metropolitan area.
    6/ Includes Highwoods' share of Joint Venture Annualized Rental Revenue, see page 24

[^1]:    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 September 30, 2005 are included for each quarter shown.
    3/ Excludes properties placed in service in Q3 05
    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

[^2]:    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 115 K square feet of leases that start in 2007 or later
    3/ Includes 68 K square feet of leases that start in 2007 or later
    4/ Includes 89 K square feet of leases that start in 2007 or later
    5/ Includes 111 K square feet of leases that start in 2007 or later
    6/ Includes 128 K square feet of leases that start in 2006 or later
    7/ Excludes a full allocation of internal marketing cost

[^3]:    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

[^4]:    1/ Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66

[^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/ Annualized Revenue is September, 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

