# 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): 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

ck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of 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)
Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
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

Exhibit	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

Dated: October 26, 2005



#### FOR IMMEDIATE RELEASE

Contact: Tabitha Zane

Vice President, Investor Relations

919-431-1529

# **Highwoods Properties Reports:**

Ref: 05-29

# 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 2005 10-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 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. 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. 9/30/05

#### **Corporate Information**

#### **Board of Directors**

Thomas W. Adler

Gene H. Anderson

Kay N. Callison

Edward J. Fritsch

Ronald P. Gibson

William E. Graham Jr.

William E. Gianam Ji

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

Highwoods Properties, Inc. ii 9/30/05

#### **Corporate Information**

#### **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.



Highwoods Properties, Inc.

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# 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 8 <sup>5</sup> /8 % Perpetual Preferred Stock Series B 8% Perpetual Preferred Stock Series D 8% Perpetual Preferred Stock Total preferred stock	\$ 104,945	\$ 104,945	\$ 104,945	\$ 104,945	\$ 104,945	
	142,500	172,500	172,500	172,500	172,500	
	—	100,000	100,000	100,000	100,000	
	\$ 247,445	\$ 377,445	\$ 377,445	\$ 377,445	\$ 377,445	
Shares and Units Outstanding: Common stock outstanding Minority interest partnership units  Total shares and units outstanding	54,030	54,037	54,053	53,813	53,713	
	5,493	5,668	5,828	6,102	6,128	
	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	

<sup>1/</sup> 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

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# **Long-Term Debt Summary**

Dollars in thousands

	09/30/05	06/30/05	03/31/05	12/31/04	09/30/04
<b>Balances Outstanding:</b>					
Secured: Conventional fixed rate 1/ Variable rate debt 2/	\$ 676,558 46,226	\$ 709,595 84,404	\$ 754,226 67,784	\$ 755,596 66,573	\$ 768,324 50,803
Secured total	\$ 722,784	\$ 793,999	\$ 822,010	\$ 822,169	\$ 819,127
Unsecured: Fixed rate bonds and notes Variable rate debt Credit facility	\$ 460,000 100,000 158,000	\$ 460,000 120,000 185,000	\$ 460,000 120,000 180,000	\$ 460,000 120,000 170,000	\$ 460,000 120,000 201,500
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 Variable rate debt	7.0% 5.0%	7.1% 4.9%	7.1% 4.7%	7.2% 4.2%	7.2% 3.7%
Secured total	6.9%	6.8%	6.9%	6.9%	6.9%
Unsecured: Fixed rate bonds Variable rate debt Credit facility	7.4% 5.4% 4.9%	7.4% 4.7% 4.3%	7.4% 3.5% 3.4%	7.4% 3.5% 3.4%	7.4% 3.0% 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:**

	Future Matu			
Year	Secured Debt 3/	Unsecured Debt	Total Debt 3/	Average Interest Rate
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	<u> </u>	_	_	_
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	\$1,440,784	6.7%

Weighted average maturity = 5.1 years

Includes a \$22.8 million loan related to a consolidated 20% owned joint venture property (Harborview). Includes the construction loan related to a consolidated 50% owned joint venture property (Vinings).

<sup>3/</sup> Excludes annual principal amortization

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	Rate	Maturity Date	Loan Balance 09/30/05
Monumental Life Ins. Co.	7.8%	Nov-09	\$ 160,442
Northwestern Mutual	6.0%	Mar-13	140,405
Northwestern Mutual	7.8%	Nov-10	135,941
Massachusetts Mutual Life Ins. Co. 1/	5.7%	Dec-13	125,970
Northwestern Mutual	8.2%	Feb-07	63,872
PNC/Am South/Southtrust 2/	5.1%	Oct-07	38,271
Metropolitan Life Ins. Co. 3/	6.1%	Oct-12	22,800
PFL Life Ins. Co. 4/	8.1%	Jun-07	5,441
Massachusetts Mutual Life Ins. Co. 1/	6.5%	Dec-13	5,500
Ohio National	8.0%	Nov-17	5,262
Lutheran Brotherhood	6.8%	Apr-09	3,945
PFL Life Ins. Co. 4/5/	6.2%	Jun-07	3,544
USG Annuity	7.7%	Feb-06	2,102
Security Life of Denver	8.9%	Aug-09	2,023
Southland Life Ins. Co.	8.8%	Aug-09	1,864
American United Life	9.0%	Jun-13	991
Central Carolina Bank 3/6/	3.8%	Jan-08	4,411
	6.9%		\$ 722,784
Unsecured Bonds	<del></del>		
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
	7.4%		\$ 460,000
Unsecured Loans			
Term Loan 2/	5.4%	Nov-05	\$ 100,000
Line of Credit 2/	4.9%	Jul-06	158,000
	5.1%		\$ 258,000
Total Debt	6.7%		\$1,440,784

<sup>1/</sup> These two loans are secured by the same assets.

<sup>2/</sup> Floating rate loan based on one month libor.

<sup>3/</sup> Loan relates to a consolidated 20% owned joint venture property (Harborview).

<sup>4/</sup> These two loans are secured by the same assets.

<sup>5/</sup> Floating rate loan based on ninety day libor.

<sup>6/</sup> Loan relates to a consolidated 50% owned joint venture property (Vinings).

# Portfolio Summary - Wholly-Owned Properties Only 1/

(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 Retail 3/	6,977,000	6,623,000	6,991,000 1,409,000	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
<b>Development Completed - Not Stabilized:</b> 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 Retail	6,623,000 1,417,000	6,623,000 1,417,000	6,623,000 1,417,000	6,623,000 1,417,000	6,623,000 1,417,000
Total					
Total	29,132,000	29,132,000	29,132,000	29,132,000	29,132,000
Percent Leased/Pre-Leased:					
In-Service:	0=00/	00.50	00.00	00.50	00.004
Office Industrial	85.0% 86.2%	83.5% 83.8%	82.3% 86.8%	82.7% 90.2%	80.9% 88.4%
Retail	96.4%	96.0%	95.5%	90.2%	94.5%
Total	85.8%	84.1%	83.8%	85.0%	83.2%
Development Completed - Not Stabilized:					
Office Industrial	_	100.0%	100.0%	100.0%	100.0%
Retail	87.0%	87.0%	—	—	—
Total	87.0%	100.0%	100.0%	100.0%	100.0%
Development - In Process:					
Office	57.1%	60.8%	100.0%	100.0%	100.0%
Industrial		_	_	_	0.0%
Retail			66.0%	44.0%	
Total	57.1%	61.1%	99.1%	98.5%	100.0%
Same Property					
Office	85.1%	84.6%	84.5%	84.6%	82.3%
Industrial	86.1%	83.8%	86.2%	88.7%	87.1%

Retail	96.4%	96.0%	95.1%	96.8%	94.1%
Total	85.8%	85.0%	85.4%	86.1%	83.9%

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

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

<sup>2/</sup> Substantially all of our Office properties are located in suburban markets

<sup>3/</sup> Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties

## As of 9/30/2005

# **Summary by Location, Wholly-Owned Properties Only 1/:**

Percentage	ηf	Annualized	Revenue	21
1 ci centage	UI.	Aimuanzeu	Kevenue	41

	Rentable		Office	Industrial	Retail	
Market	Square Feet	Occupancy				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:**

#### Percentage of Annualized Revenue 2/6/

Market	Rentable Square Feet	Occupancy	Office	Industrial	Retail	Multi- Family	Total
	Square reet	оссиринеј					
Piedmont Triad	5,953,000	89.7%	6.6%	3.2%	_	_	9.8%
Atlanta	7,653,000	84.3%	12.3%	3.3%			15.6%
Raleigh	4,813,000	86.8%	14.8%	0.1%			14.9%
Tampa	3,056,000	78.3%	10.4%				10.4%
Kansas City	3,029,0004/	89.7%	4.8%	0.0%	8.4%	_	13.2%
Richmond	2,368,000	94.3%	8.0%				8.0%
Nashville	2,874,000	95.6%	11.6%				11.6%
Orlando	1,903,000	92.6%	4.1%				4.1%
Des Moines	2,324,000	90.8%	3.3%	0.4%	0.1%	0.4%	4.2%
Greenville	1,105,000	71.2%	2.4%	0.1%			2.5%
Memphis	1,216,000	83.8%	4.2%				4.2%
Columbia	426,000	62.0%	1.0%				1.0%
Other	210,000	79.2%	0.4%				0.4%
Charlotte	148,000	100.0%	0.1%	0.0%	_	_	0.1%
Total	37,078,000	87.2%	84.0%	7.1%	8.5%	0.4%	100.0%

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

<sup>2/</sup> Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

<sup>3/</sup> Raleigh Market encompasses Raleigh, Durham, Cary, and Research Triangle metropolitan area.

<sup>4/</sup> Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties

<sup>5/</sup> Piedmont Triad Market encompasses Greensboro, Winston-Salem metropolitan area.

<sup>6/</sup> Includes Highwoods' share of Joint Venture Annualized Rental Revenue, see page 24

# Portfolio Summary - Wholly-Owned Properties Only 1/ (Continued)

As of 9/30/2005

	•	Office Properties	ı		Industrial	
Market	Rentable Square Feet	Occupancy	Percentage of Office Annualized Revenue 2/	Rentable Square Feet	Occupancy	Percentage of Industrial Annualized Revenue 2/
Raleigh	4,257,000	85.9%	19.6%	101,000	68.9%	2.0%
Nashville	2,874,000	95.6%	15.7%	·—	_	_
Atlanta	3,492,000	80.5%	14.9%	3,326,000	86.1%	49.3%
Tampa	2,851,000	76.7%	13.9%	_	_	_
Richmond	1,955,000	93.1%	10.1%	_		_
Piedmont Triad	2,146,000	90.1%	8.4%	3,443,000	88.4%	47.5%
Memphis	1,216,000	83.8%	5.8%	_	_	_
Kansas City	895,000	84.2%	5.2%	4,000	100.0%	0.1%
Greenville	1,002,000	75.5%	3.2%	103,000	28.9%	1.1%
Columbia	426,000	62.1%	1.4%	_	_	_
Orlando	218,000	100.0%	1.4%	_	_	_
Other	100,000	56.3%	0.4%			
	21,432,000	85.0%	100.0%	6,977,000	86.2%	100.0%
				Retail		
		•			Percentage	
			Rentable Square	Occupancy	of Retail Annualized Revenue 2/	
Market			Feet			
Kansas City 3/			1,417,000	96.4%	100.0%	
			1,417,000	96.4%	100.0%	

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

<sup>2/</sup> Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

<sup>3/</sup> 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
J	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
1 (40)11 (1110	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
Ollando	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		5,589,000	5,593,000	5,722,000	6,652,000	6,652,000
Ticamoni Tina	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
Ruicign	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
Ricimiona	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
Tampa	Occupancy	76.7%	77.2%	70.5%	71.0%	66.1%
	Current Properties 2/	76.7%	73.3%	71.1%	72.4%	65.5%
	Current roperties 2/			71.170	72.470	
Total 5/		29,725,000	31,789,000	32,554,000	33,766,000	34,453,000
	Rentable Square Feet	05.00/	04.10/	02.00/	05.00/	92.20
	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%

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

<sup>2/</sup> Only properties that were owned and in-service on September 30, 2005 are included for each quarter shown.

<sup>3/</sup> Excludes properties placed in service in Q3 05

<sup>4/</sup> Excludes 430,000 square feet of basement space in the Country Club Plaza and other Kansas City retail properties

<sup>5/</sup> Excludes a 100,000 square foot building located in South Florida

# **Leasing Statistics Office Portfolio 1/**

Three Months Ended

	9/:	30/05 2/	6	6/30/05 3/	3/	31/05 4/	12	2/31/04 5/	9	/30/04 6/	Average	
Net Effective Rents Related to Re-Leased Space:												
Number of lease transactions (signed leases) Rentable square footage leased Square footage of Renewal Deals Renewed square footage (% of total)		180 069,468 826,512 77.3%	1	223 1,155,513 785,827 68.0%		188 235,718 677,799 54.9%	1	206 1,101,291 726,959 66.0%	1	219 1,368,577 703,003 51.4%		203 1,186,113 744,020 62.7%
New Leases square footage (% of total)		22.7%		32.0%		45.1%		34.0%		48.6%		37.3%
Average per rentable square foot over the lease term:												
Base rent Tenant improvements	\$	17.71 (1.10)	\$	17.31 (1.45)	\$	16.20 (0.94)	\$	17.40 (1.51)	\$	16.68 (1.27)	\$	17.06 (1.25)
Leasing commissions 7/		(0.57)		(0.60)		(0.54) $(0.66)$		(0.62)		(0.64)		(0.62)
Rent concessions		(0.27)		(0.31)		(0.41)		(0.31)		(0.37)		(0.33)
Effective rent		15.77		14.95		14.19		14.96		14.40		14.86
Expense stop		(4.85)		(5.33)		(4.46)		(5.61)		(5.32)		(5.11)
<b>Equivalent effective net rent</b>	\$	10.92	\$	9.62	\$	9.73	\$	9.35	\$	9.08	\$	9.75
Average term in years		3.8		4.1		5.7		5.0		3.7		4.4
Capital Expenditures Related to Re-leased Space:												
Tenant Improvements:  Total dollars committed under signed	ф <b>г</b> .	007 413	Φ. (	0.000.552	Φ.5	C44 020	Φ. (	200.025	Φ. 6	155 100	ф	<b>5</b> 024 045
leases Rentable square feet		996,413 069,468		3,869,553 1,155,513	. ,	644,830 235,718		9,208,835 1,101,291		9,455,102 1,368,577		7,834,947 1,186,113
Per rentable square foot	\$	5.61	\$	7.68	\$	4.57	\$	8.36	\$	6.91	\$	6.61
Leasing Commissions:												
Total dollars committed under signed												
leases 7/		398,139 069,468		2,629,936		109,601		2,806,566		2,969,620		2,982,772
Rentable square feet	1,	009,408	_	1,155,513	1,	235,718	_	1,101,291		,368,577		1,186,113
Per rentable square foot	\$	2.24	\$	2.28	\$	3.33	\$	2.55	\$	2.17	\$	2.51
Total:											_	
Total dollars committed under signed leases Rentable square feet		394,553 069,468		1,499,489 1,155,513		754,430 235,718		2,015,400 1,101,291		2,424,721 1,368,577		0,817,719 1,186,113
Per rentable square foot	\$	7.85	\$	9.95	\$	7.89	\$	10.91	\$	9.08	\$	9.12
	_		_				_				_	

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

<sup>2/</sup> Includes 115K square feet of leases that start in 2007 or later

<sup>3/</sup> Includes 68K square feet of leases that start in 2007 or later

<sup>4/</sup> Includes 89K square feet of leases that start in 2007 or later

<sup>5/</sup> Includes 111K square feet of leases that start in 2007 or later

<sup>6/</sup> Includes 128K square feet of leases that start in 2006 or later

<sup>7/</sup> Excludes a full allocation of internal marketing cost

# Leasing Statistics Industrial Portfolio

Three Months Ended

	!	9/30/05 1/		6/30/05 2/	3	/31/05	1	2/31/04	9/.	30/04 3/	A	verage
Net Effective Rents Related to Re-Leased Space: Number of lease transactions (signed leases) Rentable square footage leased Square footage of Renewal Deals Renewed square footage (% of total) New Leases square footage (% of total)		32 498,819 349,405 70.0% 30.0%		30 359,342 224,203 62.4% 37.6%		15 99,048 79,069 96.7% 3.3%		36 216,644 875,445 72.0% 28.0%		34 85,706 46,797 86.4% 13.6%		29 91,912 54,984 76.9% 23.1%
Average per rentable square foot over the lease term: Base rent Tenant improvements Leasing commissions 4/ Rent concessions	\$	4.19 (0.45) (0.06) (0.02)	\$	5.16 (0.51) (0.12) (0.16)	\$	3.39 (0.16) (0.06) (0.01)	\$	3.49 (0.13) (0.06) (0.03)	\$	4.73 (0.33) (0.07) (0.05)	\$	4.19 (0.32) (0.07) (0.05)
Effective rent Expense stop		3.66 (0.38)		<b>4.37</b> (0.31)		<b>3.16</b> (0.08)		<b>3.27</b> (0.09)		<b>4.28</b> (0.54)		3.75 (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 Rentable square feet	<b>\$</b> 1	1,256,241 498,819	\$	917,527 359,342		51,044 99,048		756,077 216,644		07,534 85,706		19,684 91,912
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/ Rentable square feet  Per rentable square foot	\$ \$	185,669 498,819 0.37	\$ <b>\$</b>	172,719 359,342 <b>0.48</b>		63,473 99,048 <b>0.11</b>		226,000 216,644 <b>0.19</b>		64,714 85,706 <b>0.23</b>		12,515 91,912 0.24
Total:  Total dollars committed under signed leases Rentable square feet	<b>\$</b> 1	1,441,910 498,819	\$1	1,090,245 359,342		24,517 99,048		982,077 216,644		72,247 85,706		52,199 91,912
Per rentable square foot	\$	2.89	\$	3.03	\$	0.71	\$	0.81	\$	1.30	\$	1.46

<sup>1/</sup> Includes 113K square feet of leases that start in 2007 or later

<sup>2/</sup> Includes 4K square feet of leases that start in 2007 or later

<sup>3/</sup> Includes 74K square feet of leases that start in 2006 or later

<sup>4/</sup> Excludes a full allocation of internal marketing cost

# **Leasing Statistics Retail Portfolio**

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

Includes 16K square feet of leases that start in 2007 or later Includes 6K square feet of leases that start in 2006 or later Excludes a full allocation of internal marketing cost 1/

<sup>2/</sup> 

# **Leasing Statistics by Market**

For the Three Months ended September 30, 2005

# Office Portfolio 1/

Atlanta         302,736         2.3         \$16,50         \$2,55         \$0,48           Raleigh         202,649         4.4         17,72         5,68         2,31           Piedmont Triad         168,941         3.7         15,58         2,43         2,50           Tampa         118,982         5.1         16,83         13,33         4,41           Memphis         93,278         3.0         19,15         645         0,73           Richmond         62,313         4.8         20,12         8,91         2,64           Nashville         45,811         3.9         19,77         3,56         1,83           Kansas City         38,763         5.9         24,86         7,44         4,97           Columbia         7,389         4.6         15,00         3,88         2,36           Lound         8,00         4,0         14,35         15,40         6,57           Atlanta         293,881         5.6         5,385         3,29         0,49           Picdmont Triad         193,233         1,9         4,54         1,40         9,014           Raleigh         4,1         4,1         5,17         9,38         1,38     <	Market	Rentable Square Feet Leased	Average Term	GAAP Rental Rate	TI's Per SF	Com	Lease missions r SF 2/
Raleigh   202,649   4.4   17.72   5.68   2.31   Piedmont Triad   168,941   3.7   15.58   2.43   2.50   Tampa   118,982   5.1   16.83   13.33   4.41   Memphis   93,278   3.0   19.15   6.45   0.73   Richmond   62,313   4.8   20.12   8.91   2.46   Richmond   45,811   3.9   19.77   3.56   1.83   Ransa City   38,763   5.9   24,86   7.44   4.97   Greenville   28,666   6.0   14.35   15.40   6.57   Columbia   7,389   4.6   15.00   3.88   2.36   1.069,468   3.8   17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$17.44   \$5.61   \$2.24   \$1.069,468   \$3.8   \$1.24   \$3.29   \$1.09   \$1.	Atlanta	302 736	2.3	\$16.50	\$ 2.55	\$	0.48
Piedmont Triad         168,941         3.7         15.58         2.43         2.50           Tampa         118,982         5.1         16.83         13.33         4.41           Memphis         93,278         3.0         19.15         6.45         0.73           Richmond         62,313         4.8         20.12         8.91         2.46           Nashville         45,811         3.9         19.77         3.56         1.83           Kansas City         38,763         5.9         24.86         7.44         4.97           Greenville         28,606         6.0         14.35         15.40         6.57           Columbia         7,389         4.6         15.00         3.88         2.36           Industrial Portfolio           Rentable Square Feet         Average         GAAP Rentable Rentable         Per SF         Commissions Per SF 2           Atlanta         293,881         5.6         3.85         3.29         0.49           Piedmont Triad         193,233         1.9         4.54         1.40         9.014           Raleigh         41         \$4.17         \$2.52         \$0.37           Rentable Squar						Ψ	
Tampa							
Memphis Richmond         93,278 (a.g.)         3.0 (a.g.)         19,15 (a.g.)         6.45 (a.g.)         0.73 (a.g.)           Richmond         62,313 (a.g.)         4.8 (a.g.)         2.12 (a.g.)         8.91 (a.g.)         2.46 (a.g.)         1.83 (a.g.) <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>							
Richmond   62,313   4.8   20.12   8.91   2.46   Nashville   45,811   3.9   19.77   3.56   1.83   3.8763   5.9   24.86   7.44   4.97   3.8763   5.9   24.86   7.44   4.97   3.8763   5.9   24.86   7.44   4.97   3.8763   5.9   24.86   7.44   4.97   3.876   6.57   7.389   4.6   15.00   3.88   2.36   7.389   4.6   15.00   3.88   2.36   7.389   4.6   15.00   3.88   2.36   7.389   7.38							
Nashville Kansas City         45,811   3.9   19.77   3.56   1.83   3.8763   5.9   24.86   7.44   4.97   4.97   6.657   6.660   6.0   14.35   15.40   6.57   6.57   6.6							
Kansas City         38,763         5.9         24.86         7.44         4.97           Greenville         28,606         6.0         14.35         15.40         6.57           Columbia         7,389         4.6         15.00         3.88         2.36           Industrial Portfolio           Market         Rentable Square Feet Square Feet Rate         Average Rate         GAAP Rate         TTs Rate         Commissions Per SF 2/           Atlanta         293,881         5.6         \$ 3.85         \$ 3.29         0.49           Piedmont Triad         193,233         1.9         4.54         1.40         \$ 0.14           Raleigh         11,705         2.5         5.96         1.74         0.38           Retail Portfolio           Retail Portfolio         Rentable Square Feet         Average RAAP Rate         TT's Rate         TC Per SF							
Greenville Columbia         28,606 7,389 4.6         6.0 14.35 15.40 3.88         2.36           Industrial Portfolio         Rentable Square Feet Per St P							
Columbia         7,389         4.6         15.00         3.88         2.36           Industrial Portfolio         Rentable Square Feet Person         Average Rentable Square Feet Per Str         Average Per Str         GAAP Per Str         Tt's Per Str         Lease Commissions Per Str 2           Atlanta Piedmont Triad Raleigh         293,881 5.6 \$3.85 \$3.29 \$0.49 \$1.17.00 \$1.0							
Industrial Portfolio         Rentable Square Feet Square Feet Square Feet Per Sr         Average Per Sr Per	Columbia						
Market         Rentable Square Feet Square Feet Square Feet Square Feet Square Feet Square Feet Rental Rate         Average Rental Trs Rental Rate         Trs Per SF         Lease Commissions Per SF 2/2           Atlanta Piedmont Triad Raleigh         293,881 5.6 \$3.85 \$3.29 \$0.49         \$3.85 \$3.29 \$0.49         \$0.14 \$0.14         \$0.14 \$0.14         \$0.14 \$0.38         \$0.38		1,069,468	3.8	\$17.44	\$ 5.61	\$	2.24
Piedmont Triad Raleigh         193,233   1.9   4.54   1.40   \$ 0.14   \$ 0.38   \$ 11,705   2.5   5.96   1.74   0.38   \$ 11,705   2.5   \$ 5.96   1.74   0.38   \$ 1.75   \$ 1		Square Feet	J	Rental		Com	missions
Piedmont Triad Raleigh         193,233   1.9   4.54   1.40   \$ 0.14   \$ 0.38   \$ 11,705   2.5   5.96   1.74   0.38   \$ 11,705   2.5   \$ 5.96   1.74   0.38   \$ 1.75   \$ 1	Atlanta	293 881	5.6	\$ 3.85	\$ 3.29		0.49
Raleigh         11,705         2.5         5.96         1.74         0.38           498,819         4.1         \$ 4.17         \$ 2.52         \$ 0.37           Retail Portfolio         Rentable Square Feet Square Feet Square Feet Rental Rate         Average Rental Rate         GAAP Rental Rate         TT's Per SF         Per SF           Kansas City         10,721         4.3         \$17.53         \$ 5.80         \$ 1.12						\$	
Retail PortfolioRentable Square Feet Square Feet Per StAverage Rental RateGAAP Rental RateTI's Per StLease Commissions Per StMarket10,7214.3\$17.53\$5.80\$1.12						Ψ	
MarketRentable Square Feet Paper Feet Rental RateAverage Rental Rental RateGAAP Rental RateTI's Per SFPer SFKansas City10,7214.3\$17.53\$5.80\$1.12		498,819	4.1	\$ 4.17	\$ 2.52	\$	0.37
MarketSquare Feet LeasedAverage Rental RateGAAP Rental RateTI's Per SFCommissions Per SFKansas City10,7214.3\$17.53\$5.80\$1.12	Retail Portfolio						
Market         Leased         Term         Rate         Per SF         Per SF           Kansas City         10,721         4.3         \$17.53         \$ 5.80         \$ 1.12			Average		TI'e		
· — — — — — —	Market	Leased	Term			P	er SF
10,721 4.3 \$17.53 \$ 5.80 \$ 1.12	Kansas City	10,721	4.3	\$17.53	\$ 5.80	\$	1.12
		10,721	4.3	\$17.53	\$ 5.80	\$	1.12

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

<sup>2/</sup> 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/

	Rentable Square Feet	Current	Previous	Percentage
Market	Leased	Rent	Rent	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				
	Rentable Square Feet	Current	Previous	Percentage
Market	Leased	Rent	Rent	Change Rent
	202.001	Φ. 2.05	ф. 2.5 <b>7</b>	7.00/
Atlanta	293,881	\$ 3.85	\$ 3.57	7.8%
Piedmont Triad	193,233	4.54	5.15	-11.8%
Raleigh	11,705	5.96	8.74	-31.8%
GAAP Rent Growth	498,819	\$ 4.17	\$ 4.29	-2.7%
Cash Rent Growth	498,819	\$ 4.12	\$ 4.58	-10.0%
Retail Portfolio				
	Rentable Square Feet	Current	Previous	Percentage
Market	Leased	Rent	Rent	Change 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%

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

# Lease Expirations September 30, 2005

Dollars in thousands

		Percent of			Percent of Annualized
	Rentable	Rentable Square Feet	Annualized	Average	Revenue 1/
Year	Square Feet Expiring	Square rece	Revenue 1/	Rental Rate	110,01110 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%

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

Note: 2005 and beyond expirations that have been renewed are reflected above based on the renewal expiration date.

<sup>2/</sup> Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66

<sup>3/</sup> Includes 208,000 square feet of leases that are on a month to month basis or 0.9% of total annualized revenue

<sup>4/</sup> Includes 143,000 square feet of leases that are on a month to month basis or 0.1% of total annualized revenue

# Lease Expirations September 30, 2005 (Continued)

Dollars in thousands

Year	Rentable Square Feet Expiring	Percent of Rentable Square Feet	Annualized Revenue 1/	Average Rental Rate	Percent of Annualized Revenue 1/
Retail:					' <u></u>
2005 2/	4,243	0.3%	\$ 20	\$ 4.71	0.1%
2006	103,699	7.5%	2,539	24.48	6.8%
2007	85,689	6.2%	2,530	29.53	6.7%
2008	129,441	9.4%	3,650	28.20	9.7%
2009	178,477	13.0%	4,495	25.19	11.9%
2010	100,472	7.3%	3,433	34.17	9.1%
2011	57,974	4.2%	1,807	31.17	4.8%
2012	132,034	9.6%	3,893	29.48	10.4%
2013	109,674	8.0%	2,843	25.92	7.6%
2014	80,159	5.8%	1,453	18.13	3.9%
2015 and thereafter	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/	1,527,749	6.0%	\$ 19,392	\$12.69	5.0%
2006	4,286,112	16.7%	59,592	13.90	15.3%
2007	2,997,694	11.7%	41,245	13.76	10.5%
2008	3,875,323	15.1%	56,692	14.63	14.5%
2009	3,400,574	13.3%	54,779	16.11	14.0%
2010	2,775,867	10.8%	46,317	16.69	11.8%
2011	1,925,774	7.5%	34,563	17.95	8.8%
2012	1,293,660	5.1%	23,647	18.28	6.0%
2013	726,050	2.8%	12,768	17.59	3.3%
2014	706,318	2.8%	10,537	14.92	2.7%
2015 and thereafter	2,094,361	8.2%	31,611	15.09	8.1%
	25,609,482	100.0%	\$391,143	\$15.27	100.0%
	25,609,482	100.0%	\$391,143	\$15.27	-

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

Note: 2005 and beyond expirations that have been renewed are reflected above based on the renewal expiration date.

<sup>2/</sup> Includes 4,000 square feet of leases that are on a month to month basis or 0.0% of total annualized revenue

<sup>3/</sup> Includes 355,000 square feet of leases that are on a month to month basis or 1.0% of total annualized revenue

<sup>4/</sup> Excludes properties recorded on our Balance Sheet that were sold but accounted for as Financings or Profit Sharing arrangements under FAS 66

# Office Lease Expirations by Market by Quarter 1/

Dollars in thousands

		Three Months Ended				
		9/30/05 /2	12/31/05	03/31/06	06/30/06	Total
Atlanta	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	163,640 \$ 0.9% 3,554 1.1%	\$ 0.8% 1,911 0.6%	\$ 57,301 \$ 0.3% 887 0.3%	171,081 \$ 0.9% 2,752 0.9%	537,072 \$ 2.9% 9,104 2.8%
Columbia	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$\begin{align*} 21,397 \\ \$ 0.1% \\ 503 \\ 0.2% \end{align*}	1,077	\$ 0.0% 	\$ 17,391 \$ 0.1% 369 0.1%	39,865 \$ 0.2% 890 0.3%
Greenville	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$\begin{align*} 1,160 \\ 0.0% \\ 21 \\ 0.0% \end{align*}	29,998	119,623 \$ 0.7% 2,248 0.7%	\$\begin{align*} 10,699 \\ 0.1\% \\ 221 \\ 0.1\% \end{align*}	\$ 161,480 \$ 0.9% 3,079 1.0%
Kansas City	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$ 59,074 \$ 0.3% 1,182 0.4%	52,871 \$ 0.3% 1,134 0.4%	\$\begin{array}{c} 18,549 \\ \ 0.1\% \\ 373 \\ 0.1\% \end{array}	\$ 22,735 \$ 0.1% 497 0.2%	\$ 153,229 \$ 0.8% 3,186 1.0%
Memphis	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$\begin{align*} 10,404 \\ 0.1\% \\ 185 \\ 0.1\% \end{align*}	\$\begin{align*} 41,602 \\ \$ 0.2\\ 826 \\ 0.3\\ \end{align*}	\$ 25,086 \$ 0.1% 430 0.1%	\$\begin{array}{c} 16,128 \\ 0.1\% \\ 312 \\ 0.1\% \end{array}	\$ 93,220 \$ 0.5% 1,753 0.5%
Nashville	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	128,259 \$ 0.7% 2,558 0.8%	155,870 \$ 0.9% 3,063 0.9%	50,911 \$ 0.3% 1,061 0.3%	\$ 65,882 \$ 0.4% 1,400 0.4%	\$ 400,922 \$ 2.2% 8,082 2.5%
Orlando	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$ 0 0.0% — 0.0%	0	0	0	. 0
Piedmont Triad	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	95,109 \$ 0.5% 1,380 0.4%	80,856	\$ 58,389 \$ 0.3% 1,043 0.3%	57,095 \$ 0.3% 1,002 0.3%	\$ 291,449 \$ 1.6% 4,837 1.5%
Raleigh	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	167,299 \$ 0.9% 3,448 1.1%	\$ 1.2% 4,360 1.3%	\$ 81,902 \$ 0.4% 1,726 0.5%	259,236 \$ 1.4% 3,261 1.0%	729,118 \$ 4.0% 12,795 4.0%
Richmond	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$0,848 \$ 0.4% 1,205 0.4%	85,774 \$ 0.5% 1,450 0.4%	\$\begin{array}{c} 22,510 \\ 0.1\\ 410 \\ 0.1\\\ \end{array}	\$ 39,673 \$ 0.2% 1,002 0.3%	228,805 \$ 1.3% 4,067 1.3%
Tampa	RSF % of Total Office RSF Annualized Revenue 3/	68,567 0.4% \$ 1,740	53,068 0.3% \$ 1,093	76,033 0.4% \$ 1,516	8,978 0.0% \$ 179	206,646 1.1% \$ 4,528

	% of Total Office Annl Rev					
		0.5%	0.3%	0.5%	0.1%	1.4%
Other	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$ 0.0% \$ 0.0% 5 0.0%	\$ 0.0% 	\$ 0 0.0% — 0.0%	\$ 0 0.0% — 0.0%	\$ 1,095 \$ 0.0% 5 0.0%
Total	RSF % of Total Office RSF	796,852	866,847	510,304	668,898	2,842,901
	Annualized Revenue 3/ % of Total Office Annl Rev	\$ 4.3% 15,781 4.9%	\$ 4.8% 15,856 4.9%	\$ 2.8% 9,694 3.0%	\$ 3.7% 10,995 3.4%	\$ 15.6% 52,326 16.2%

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

Highwoods Properties, Inc.

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<sup>2/</sup> Includes 208,000 square feet of leases that are on a month to month basis or 0.9% of total annualized revenue

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

# **Industrial Lease Expirations by Market by Quarter**

Dollars in thousands

Three	Months	Ended
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	RSF % of Total Industrial RSF	9/3	30/05 /1	12	2/31/05	03/31/06		06/30/06		Total	
Atlanta		59	594,875 122,812			24.004		02.720		845,498	
	Annualized Revenue 2/ % of Total Industrial Annl Rev	\$	9.9% 3,027 10.2%	\$	2.0% 656 2.2%	\$	34,091 0.6% 236 0.8%	\$	93,720 1.6% 444 1.5%	\$	14.1% 4,363 14.6%
Greenville											
	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	\$	0 0.0% — 0.0%	\$	16,081 0.3% 206 0.7%	\$	0 0.0% — 0.0%	\$	0 0.0% — 0.0%	\$	16,081 0.3% 206 0.7%
Kansas City											
·	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	\$	0 0.0% — 0.0%	\$	2,018 0.0% 17 0.1%	\$	0 0.0% — 0.0%	\$	0 0.0% — 0.0%	\$	2,018 0.0% 17 0.1%
Piedmont Triad		12	20,608	5	29,737	22	25,924	26	52,102	1.	,138,371
2.300.000	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	\$	2.0% 468 1.6%	\$	8.8% 1,840 6.2%	\$	3.8% 686 2.3%	\$	4.4% 1,171 3.9%	\$	18.9% 4,165 13.9%
Raleigh											
Ü	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	\$	13,160 0.2% 114 0.4%	\$	9,548 0.2% 93 0.3%	\$	0 0.0% — 0.0%	\$	0 0.0% — 0.0%	\$	22,708 0.4% 207 0.7%
Total		72	28,643	6	80,196	26	50,015	35	55,822	2	,024,676
	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	\$	12.1% 3,609 12.1%	\$	11.3% 2,812 9.4%	\$	4.3% 922 3.1%	\$	5.9% 1,615 5.4%	\$	33.7% 8,958 30.0%

<sup>1/</sup> Includes 143,000 square feet of leases that are on a month to month basis or 0.1% of total annualized revenue

Highwoods Properties, Inc.

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<sup>2/</sup> Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

# Office Lease Expirations by Market by Year 1/

# Dollars in thousands

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

Other	RSF % of Total Office RSF Annualized Revenue 3/ % of Total Office Annl Rev	\$\begin{align*} 1,095 \\ \$ 0.0% \\ 5 \\ 0.0% \end{align*}	\$ 0 0.0% - 0.0%	\$ 13,837 \$ 0.1% 355 0.1%	\$ 19,449 \$ 0.1% 555 0.2%	\$ 21,770 \$ 0.1% 483 0.1%
Total	RSF % of Total Office RSF	794,863	2,752,158	1,852,512	2,970,923	9,852,657
	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	175,115
		4.9%	15.7%	10.0%	15.3%	54.1%

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

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<sup>2/</sup> Includes 208,000 square feet of leases that are on a month to month basis or 0.9% of total annualized revenue

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

# **Industrial Lease Expirations by Market by Year**

## Dollars in thousands

		2005 1/	2005 1/ 2006		2007		2008		Thereafter	
Atlanta	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	3,02	.9% \$	330,863 5.5% 1,911 6.4%	\$	593,583 9.9% 3,214 10.7%	3 \$	5.8% 1,609 5.4%	\$	997,676 16.6% 4,994 16.7%
Greenville	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	_	0 0.0% \$ - 0.0%	16,081 0.3% 206 0.7%	\$	0 0.0% — 0.0%	\$	5,350 0.1% 59 0.2%	\$	8,470 0.1% 61 0.2%
Kansas City	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	_	0 0.0% \$ - 0.0%	2,018 0.0% 17 0.1%	\$	0 0.0% — 0.0%	\$	0 0.0% — 0.0%	\$	1,756 0.0% 19 0.1%
Piedmont Triad	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	46	08 2.0% \$ 58 .6%	1,071,745 17.8% 4,021 13.4%	\$	462,360 7.7% 2,994 10.0%	\$	06,433 6.8% 1,746 5.8%	\$	982,321 16.3% 4,969 16.6%
Raleigh	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	11	50 0.2% \$ 14 0.4%	9,548 0.2% 93 0.3%	\$	3,550 0.1% 37 0.1%	\$	15,188 0.3% 163 0.5%	\$	28,229 0.5% 194 0.6%
Total	RSF % of Total Industrial RSF Annualized Revenue 2/ % of Total Industrial Annl Rev	3,60	.1% \$	1,430,255 23.8% 6,248 20.9%	1, \$	059,493 17.6% 6,245 20.9%	7 \$	74,959 12.9% 3,577 12.0%	\$	33.6% 10,237 34.2%

<sup>1/</sup> Includes 143,000 square feet of leases that are on a month to month basis or 0.1% of total annualized revenue

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<sup>2/</sup> Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

# Customer Diversification 1/ September 30, 2005

#### Dollars in thousands

## **Top 20 Customers**

	Annualized	Percent of Annualized	Average Remaining Lease
	Revenue 2/	Revenue 2/	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

	Annualized
	Revenue 2/
Category	
Professional, Scientific, and Technical Services	21.0%
Insurance	10.1%
Manufacturing	8.7%
Finance/Banking	8.3%
Retail Trade	8.1%
Telecommunication	7.7%
Government/Public Administration	7.1%
Health Care and Social Assistance	6.6%
Wholesale Trade	5.5%
Transportation and Warehousing	3.5%
Real Estate Rental and Leasing	3.3%
Accommodation and Food Services	2.8%
Administrative and Support Services	2.4%
Other Services (except Public Administration)	2.3%
Information	1.8%
Educational Services	0.8%
	100.0%

Percent of

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

<sup>2/</sup> Annualized Revenue is September, 2005 rental revenue (base rent plus operating expense pass throughs) multiplied by 12.

<sup>3/</sup> AT&T and SBC have received final approval on their plans to merge. SBC currently leases 5K square feet with \$114K in associated

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Dollars in thousands

Name Type Date Square Total Acquired Footage Cost

First quarter 2005:

None

Second quarter 2005:

None

Third quarter 2005:

None

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# **Disposition Activity**

# Dollars in thousands

Name	Market	Type 1/	Date Sold	Square Footage	Occupancy	Gross Sales Price
First quarter 2005: Northside	Tampa	0	02/24/05	85,700	93.5%	\$ 9,000
531 Northridge Warehouse 531 Northridge Office	Piedmont Triad Piedmont Triad	I O	02/28/05 02/28/05	598,100 91,800	100.0% 100.0%	. ,
				689,900	100.0%	18,656
3928 Westpoint Boulevard 4300 Six Forks Road	Piedmont Triad Raleigh	I O	02/28/05 03/31/05	240,000 163,300	100.0% 98.0%	6,225 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 Highwoods Preserve IV	Tampa Tampa	O O	06/30/05 06/30/05	32,600 207,100	0.0%	
				239,700	0.0%	24,500
Kennestone Corporate Center Chattahoochee Avenue LaVista Business Park	Atlanta Atlanta Atlanta	O I I	06/30/05 06/30/05 06/30/05	82,600 62,100 216,300	73.3% 90.1% 94.5%	
				361,000	88.8%	13,250
Second quarter totals				690,300	59.4%	39,900
Third quarter 2005: Charlotte/Sabal Ironwood/Leatherwood	Charlotte/Tampa Raleigh	0 0	07/22/05 08/29/05	2,432,900 75,200	75.3% 86.4%	228,000 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 Join	t Ventui	es			
	Market Type 1/		ate ibuted	Square Footage	Occupancy	Gross Sales Price

First quarter 2005:

None

Second quarter 2005:

None

Third quarter 2005:

None

The letters "O" and "I" represent Office and Industrial, respectively.

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## **Development Activity**

Anticipated

#### Dollars in thousands

Property	Market	Type 1/	Rentable Square Feet	Total Investment	@ 09/30/05	Pre- Leasing	Estimated Completion Date	Estimated Stabilization Date
<u>In - Process</u>								
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	О	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
			0.500	ф. <b>2</b> 52 4	<b></b>			
Total or Weighted Average			9,600	\$ 2,634	\$ 2,410	87%		
Grand Total or Weighted Average			789,600	\$127,563	\$ 54,745	57%		
Placed In Service								
Proposito	Market	Type 1/	In-Service Date	Rentable Square Feet	@ 09/30/05	Quarter 3 2005 NOI 6/	Occ %	Leasing %
Property	warket		Date		09/30/05			
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%
Total or Weighted Average				466,000	\$ 34,093	\$ 441	91%	100%

<sup>1/</sup> The letters "O", "I", and "R" represent Office, Industrial, and Retail, respectively.

<sup>2/</sup> Redevelopment property

<sup>3/</sup> An approved 25,000 square feet expansion at an additional anticipated cost of \$4.5 million is included.

<sup>4/</sup> Completed Not Stabilized properties are recorded in the Consolidated Balance Sheet in the Land and Building accounts, not Development-in-process.

<sup>5/</sup> 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.

<sup>6/</sup> NOI = Net Operating Income (Property Revenue excluding Straight Line Rent - Property Expense)

# Development Land September 30, 2005

Dollars in thousands

Market	Usable Acres	Total stimated rket Value
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

<sup>1/</sup> Includes 27 acres of residential land

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<sup>2/</sup> Developable square footage on core land holdings is approximately 6.3 million of office space and 1.8 million of industrial space

# **Joint Ventures Portfolio Summary**

As of September 30, 2005

# **Summary by Location:**

Percentage of Annualized Revenue - Highwoods' Share Only 3/

	Rentable	Occupancy 2/	Office	Industrial	Retail	Multi- Family	
Market	Square Feet 1/						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%

<sup>1/</sup> Excludes Des Moines' apartment units

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<sup>2/</sup> Excludes Des Moines' apartment occupancy percentage of 92.8%

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

# Joint Ventures Lease Expirations September 30, 2005

Dollars in thousands

Year	Rentable Square Feet Expiring	Percent of Rentable Square Feet	Annualized Revenue 1/	Average Rental Rate	Percent of Annualized Revenue 1/
Total					
2005	152,538	2.2%	\$ 2,705	\$17.73	2.1%
2006	657,677	9.7%	12,563	19.10	10.0%
2007	439,731	6.5%	8,101	18.42	6.4%
2008	1,371,574	20.1%	23,346	17.02	18.4%
2009	853,693	12.6%	15,975	18.71	12.7%
2010	591,159	8.7%	10,437	17.66	8.3%
2011	573,773	8.4%	10,606	18.48	8.4%
2012	422,183	6.2%	8,956	21.21	7.1%
2013	710,834	10.5%	13,749	19.34	10.9%
2014	386,249	5.7%	8,418	21.79	6.7%
2015 and thereafter	640,195	9.4%	11,360	17.74	9.0%
	6,799,606	100.0%	\$126,216	\$18.56	100.0%

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

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## **Joint Ventures Development**

## Dollars in thousands

Property	% Ownership	Market	Rentable Square Feet	Anticipated Total Investment	Investment @ 09/30/05	Pre- Leasing	Estimated Completion Date	Estimated Stabilization Date
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/	In-Service Date	Rentable Square Feet	Investment @ 09/30/05	uarter 3 05 NOI 5/	Occ %	Leasing %
Plaza Colonade, LLC 1/	Kansas City	О	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%

<sup>1/</sup> Includes \$16.2 million in investment cost that has been funded by tax increment financing

<sup>2/</sup> The Vinings at University Center is currently a fifty percent owned joint venture consolidated under the provisions of FIN 46.

<sup>3/</sup> Estimated Completion Date is the date the last unit is expected to be delivered

<sup>4/</sup> Pre-leasing percentage does not include multi-family

<sup>5/</sup> NOI = Net Operating Income (Property Revenue excluding Straight Line Rent - Property Expense)