

SUPPLEMENTAL
INFORMATION
First Quarter 2016

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The information within refers to all Highwoods Properties' wholly-owned entities unless noted otherwise. Wholly-owned entities include properties classified as both continuing operations and discontinued operations and exclude properties recorded on our Balance Sheet that relate to joint ventures that are consolidated under GAAP.

All financial information contained in this document is unaudited. In addition, certain matters presented 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, among others, general economic conditions, local real estate conditions, the timely development and lease-up of properties, and other risks listed at the end of our first quarter earnings release and detailed from time to time in the Company's SEC reports. Highwoods assumes no obligation to update or supplement forward-looking statements that become untrue due to subsequent events.

This supplemental also includes non-GAAP financial measures, such as funds from operations (FFO) and net operating income (NOI). Definitions of FFO and NOI and an explanation of management's view of the usefulness and risks of FFO and NOI can be found toward the end of our first quarter earnings release.

COVER
421 Fayetteville Street
Raleigh, NC
Recently renovated lobby



Summary (amounts in thousands, except percentages, ratios, and per share amounts)

	<i>Three Months Ended</i>	
	<u>3/31/16</u>	<u>3/31/15</u>
Financial:		
Revenues 1/	\$ 164,859	\$ 145,236
Net operating income (NOI) 1/	\$ 107,279	\$ 92,722
Same property cash NOI growth (excluding term fees)	3.7%	10.5%
Funds from operations per share	\$ 0.82	\$ 0.72
Weighted average common shares outstanding, diluted	99,357	96,279
Balance Sheet:		
Leverage (includes preferred stock) based on gross book assets	38.4%	41.8%
Debt-to-EBITDA	5.43x	5.80x
Unencumbered NOI %	91.0%	82.9%
Credit facility availability	\$ 217,000	\$ 247,000
Operations:		
Quarter end occupancy	92.7%	91.9%
Office square feet leased	902	1,259
Office GAAP rent growth 2/	9.7%	9.8%
Average office cash rental rate per square foot for in-place leases	\$ 23.38	\$ 22.70

	<i>Three Months Ended</i>	
	<u>3/31/16</u>	
Capital Activity:		
Dispositions	\$ 676,542	
Development pipeline	\$ 489,550	
Pipeline pre-leased percent	67.1%	

1/ Includes continuing operations only.

2/ GAAP rent growth is calculated by comparing average cash rent psf over the term (GAAP rent) of the new lease to the average cash rent psf over the term related to the previous lease in the same space. Adjustments are made if and to the extent necessary to illustrate the current and prior deal on a consistent gross lease basis.

Corporate Information

Board of Directors

Chuck Anderson
Gene Anderson
Carlos Evans
Ed Fritsch
David Hartzell, Ph.D.
Sherry Kellett
Temple Sloan, Jr., Chair

Corporate Officers

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Vice President, Chief Accounting Officer

Hugh Esleek
Vice President, Treasurer

Ed Fritsch
President, Chief Executive Officer

Ted Klinck
Executive Vice President, Chief Operating and Investment Officer

Carman Liuzzo
Vice President, Investments

Brendan Maiorana
Vice President, Finance and Investor Relations

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Vice President, Chief Information Officer

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Senior Vice President, General Counsel

Mark Mulhern
Senior Vice President, Chief Financial Officer

Kevin Penn
Senior Vice President, Strategy and Administration

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Vice President, Development

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Corporate Information

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Stock Exchange

NYSE: HIW

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Information Request

To request a Supplemental Package or Annual Report or to be added to our e-mail distribution list, please contact Investor Relations.

The Company

Highwoods Properties, headquartered in Raleigh, is a publicly traded (NYSE:HIW) real estate investment trust ("REIT") and a member of the S&P MidCap 400 Index. The Company is a fully-integrated office REIT that owns, develops, acquires, leases and manages properties primarily in the best business districts (BBDs) of Atlanta, Greensboro, Memphis, Nashville, Orlando, Pittsburgh, Raleigh, Richmond and Tampa. For more information about Highwoods Properties, please visit our website at: www.highwoods.com.

Consolidated Statements of Income (amounts in thousands, except per share amounts)

	1/ 1/ 1/ <i>Three Months Ended</i>				
	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
Rental and other revenues	\$ 164,859	\$ 160,126	\$ 150,766	\$ 148,543	\$ 145,236
Operating expenses:					
Rental property and other expenses	57,580	56,627	54,430	52,370	52,514
Depreciation and amortization	53,494	56,160	50,963	47,928	46,867
General and administrative	11,137	8,744	8,990	8,665	11,243
Total operating expenses	<u>122,211</u>	<u>121,531</u>	<u>114,383</u>	<u>108,963</u>	<u>110,624</u>
Interest expense:					
Contractual	19,715	20,462	20,484	20,857	20,442
Amortization of debt issuance costs	990	1,144	873	828	800
Financing obligation	-	-	-	162	-
	<u>20,705</u>	<u>21,606</u>	<u>21,357</u>	<u>21,847</u>	<u>21,242</u>
Other income:					
Interest and other income	517	488	379	520	582
Losses on debt extinguishment	-	(23)	-	(220)	-
	<u>517</u>	<u>465</u>	<u>379</u>	<u>300</u>	<u>582</u>
Income from continuing operations before disposition of investment properties and activity in unconsolidated affiliates	22,460	17,454	15,405	18,033	13,952
Gains on disposition of property	4,397	863	7,012	2,412	1,157
Gain on disposition of investment in unconsolidated affiliate	-	-	4,155	-	-
Equity in earnings of unconsolidated affiliates	1,285	711	780	1,776	1,811
Income from continuing operations	28,142	19,028	27,352	22,221	16,920
Discontinued operations:					
Income from discontinued operations	4,097	2,889	4,265	4,670	3,915
Net gains on disposition of discontinued operations	414,496	-	-	-	-
	<u>418,593</u>	<u>2,889</u>	<u>4,265</u>	<u>4,670</u>	<u>3,915</u>
Net income	446,735	21,917	31,617	26,891	20,835
Net (income) attributable to noncontrolling interests in the Operating Partnership	(13,011)	(622)	(918)	(782)	(596)
Net (income) attributable to noncontrolling interests in consolidated affiliates	(308)	(316)	(324)	(328)	(296)
Dividends on Preferred Stock	(626)	(627)	(626)	(626)	(627)
Net income available for common stockholders	\$ 432,790	\$ 20,352	\$ 29,749	\$ 25,155	\$ 19,316
Earnings per Common Share – basic:					
Income from continuing operations available for common stockholders	\$ 0.27	\$ 0.18	\$ 0.27	\$ 0.22	\$ 0.17
Income from discontinued operations available for common stockholders	4.22	0.03	0.04	0.05	0.04
Net income available for common stockholders	<u>\$ 4.49</u>	<u>\$ 0.21</u>	<u>\$ 0.31</u>	<u>\$ 0.27</u>	<u>\$ 0.21</u>
Weighted average Common Shares outstanding - basic	<u>96,373</u>	<u>95,617</u>	<u>94,693</u>	<u>94,055</u>	<u>93,222</u>
Earnings per Common Share - diluted:					
Income from continuing operations available for common stockholders	\$ 0.27	\$ 0.18	\$ 0.27	\$ 0.22	\$ 0.17
Income from discontinued operations available for common stockholders	4.22	0.03	0.04	0.05	0.04
Net income available for common stockholders	<u>\$ 4.49</u>	<u>\$ 0.21</u>	<u>\$ 0.31</u>	<u>\$ 0.27</u>	<u>\$ 0.21</u>
Weighted average Common Shares outstanding - diluted	<u>99,357</u>	<u>98,607</u>	<u>97,661</u>	<u>97,049</u>	<u>96,279</u>
Dividends declared per Common Share	\$ 0.425	\$ 0.425	\$ 0.425	\$ 0.425	\$ 0.425
Net income available for common stockholders:					
Income from continuing operations available for common stockholders	\$ 26,462	\$ 17,549	\$ 25,612	\$ 20,626	\$ 15,521
Income from discontinued operations available for common stockholders	406,328	2,803	4,137	4,529	3,795
Net income available for common stockholders	<u>\$ 432,790</u>	<u>\$ 20,352</u>	<u>\$ 29,749</u>	<u>\$ 25,155</u>	<u>\$ 19,316</u>

1/ Retrospectively revised from previously reported amounts to reclassify the operations for those properties classified as discontinued operations.

Funds from Operations and Additional Information (amounts in thousands, except per share amounts)

	<i>Three Months Ended</i>				
	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
Funds from operations:					
Net income	\$ 446,735	\$ 21,917	\$ 31,617	\$ 26,891	\$ 20,835
Net (income) attributable to noncontrolling interests in consolidated affiliates	(308)	(316)	(324)	(328)	(296)
Depreciation and amortization of real estate assets	52,797	55,476	50,342	47,333	46,298
(Gains) on disposition of depreciable properties	(3,054)	-	(6,521)	(2,232)	(394)
(Gain) on disposition of investment in unconsolidated affiliate	-	-	(4,155)	-	-
Unconsolidated affiliates:					
Depreciation and amortization of real estate assets	742	791	835	731	846
(Gains)/losses on disposition of depreciable properties	(331)	-	-	125	(1,071)
Discontinued operations:					
Depreciation and amortization of real estate assets	-	3,543	3,636	3,261	3,380
(Gains) on disposition of depreciable properties	(414,496)	-	-	-	-
Funds from operations	82,085	81,411	75,430	75,781	69,598
Dividends on Preferred Stock	(626)	(627)	(626)	(626)	(627)
Funds from operations available for common stockholders	\$ 81,459	\$ 80,784	\$ 74,804	\$ 75,155	\$ 68,971
Funds from operations available for common stockholders per share	\$ 0.82	\$ 0.82	\$ 0.77	\$ 0.77	\$ 0.72
Weighted average shares outstanding	99,357	98,607	97,661	97,049	96,279

Additional information: 1/ 2/

Losses on debt extinguishment	\$ -	\$ 23	\$ -	\$ 220	\$ -
Property acquisition costs	-	-	946	58	-
Straight-line rental income	(6,592)	(5,813)	(5,688)	(5,243)	(5,564)
Straight-line rental write-offs related to termination fees	334	143	233	108	-
Amortization of lease incentives	711	372	378	422	362
Depreciation of non-real estate assets	567	622	561	536	522
Ground lease straight-line rent expense	97	97	101	104	105
Share-based compensation expense	3,556	888	929	1,201	3,866
Amortization of debt issuance costs	990	1,144	873	828	800
Amortization of accumulated other comprehensive income	79	80	80	79	78
Amortization of Harborview financing obligation	-	-	-	(111)	(430)
Amortization of above/(below) market leases and other adjustments	(602)	(499)	(173)	(346)	(429)
Non-incremental revenue generating capital expenditures incurred: 3/					
Building improvements	(3,580)	(11,837)	(7,124)	(6,026)	(3,272)
2nd generation tenant improvements	(12,576)	(12,996)	(13,295)	(11,955)	(15,743)
2nd generation lease commissions	(4,006)	(6,821)	(6,313)	(4,252)	(6,718)
Common dividends and unit distributions paid	(42,113)	(41,846)	(41,439)	(41,200)	(40,811)

1/ Includes those properties classified as discontinued operations.

2/ Increase or (decrease) to cash flows.

3/ Excludes capital expenditures (a) incurred within 12 months prior to the disposition date for buildings sold, (b) related to first generation leases and leases with respect to vacant space in acquired buildings, (c) building improvements that are recoverable from future operating cost savings, (d) building improvements that constitute part of the total investment cost disclosed in connection with an acquisition and (e) property re-developments.

Consolidated Balance Sheets (dollars in thousands)

	<u>3/31/16</u>	<u>12/31/15</u>
Assets:		
Real estate assets, at cost:		
Land	\$ 448,706	\$ 443,705
Buildings and tenant improvements	4,113,001	4,063,328
Development in-process	180,150	194,050
Land held for development	68,244	68,244
	<u>4,810,101</u>	<u>4,769,327</u>
Less-accumulated depreciation	<u>(1,033,127)</u>	<u>(1,007,104)</u>
Net real estate assets	3,776,974	3,762,223
Real estate and other assets, net, held for sale	-	240,948
Cash and cash equivalents	3,345	5,036
Restricted cash	258,444	16,769
Accounts receivable, net of allowance of \$1,003 and \$928, respectively	25,912	29,077
Mortgages and notes receivable, net of allowance of \$282 and \$287, respectively	9,661	2,096
Accrued straight-line rents receivable, net of allowance of \$468 and \$257, respectively	156,323	150,392
Investments in and advances to unconsolidated affiliates	19,225	20,676
Deferred leasing costs, net of accumulated amortization of \$122,630 and \$115,172, respectively	224,459	231,765
Prepaid expenses and other assets, net of accumulated amortization of \$18,590 and \$17,830, respectively	39,681	26,649
Total Assets	<u>\$ 4,514,024</u>	<u>\$ 4,485,631</u>
Liabilities, Noncontrolling Interests in the Operating Partnership and Equity:		
Mortgages and notes payable, net	\$ 2,100,937	\$ 2,491,813
Accounts payable, accrued expenses and other liabilities	212,106	233,988
Liabilities held for sale	-	14,119
Total Liabilities	<u>2,313,043</u>	<u>2,739,920</u>
Commitments and contingencies		
Noncontrolling interests in the Operating Partnership	138,637	126,429
Equity:		
Preferred Stock, \$.01 par value, 50,000,000 authorized shares; 8.625% Series A Cumulative Redeemable Preferred Shares (liquidation preference \$1,000 per share), 29,030 and 29,050 shares issued and outstanding, respectively	29,030	29,050
Common Stock, \$.01 par value, 200,000,000 authorized shares; 97,392,301 and 96,091,932 shares issued and outstanding, respectively	974	961
Additional paid-in capital	2,652,254	2,598,242
Distributions in excess of net income available for common stockholders	(631,226)	(1,023,135)
Accumulated other comprehensive loss	(6,651)	(3,811)
Total Stockholders' Equity	<u>2,044,381</u>	<u>1,601,307</u>
Noncontrolling interests in consolidated affiliates	17,963	17,975
Total Equity	<u>2,062,344</u>	<u>1,619,282</u>
Total Liabilities, Noncontrolling Interests in the Operating Partnership and Equity	<u>\$ 4,514,024</u>	<u>\$ 4,485,631</u>

Revenue Detail; Discontinued Operations Detail (dollars in thousands)

Three Months Ended

	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
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Continuing Operations Revenue Detail:

Rental and other revenues

Contractual rents, net	\$ 137,232	\$ 136,927	\$ 127,120	\$ 126,526	\$ 123,336
Straight-line rental income, net	6,655	5,613	5,618	5,214	5,609
Amortization of lease incentives	(711)	(362)	(368)	(412)	(351)
Cost recovery income, net	12,589	10,728	12,352	11,385	10,782
Lease termination fees	1,938	110	654	176	50
Fee income	951	966	807	1,106	838
Other miscellaneous operating revenues	6,205	6,144	4,583	4,548	4,972
	\$ 164,859	\$ 160,126	\$ 150,766	\$ 148,543	\$ 145,236

Discontinued Operations:

Rental and other revenues

	\$ 8,484	\$ 13,298	\$ 12,970	\$ 12,593	\$ 12,074
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Operating expenses:

Rental property and other expenses	3,334	5,570	5,328	4,908	4,999
Depreciation and amortization	-	3,597	3,689	3,312	3,441
General and administrative	1,388	1,753	192	227	194
Total operating expenses	4,722	10,920	9,209	8,447	8,634

Interest expense

	85	130	155	155	181
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Other income

	420	641	659	679	656
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Income from discontinued operations

	4,097	2,889	4,265	4,670	3,915
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Net gains on disposition of discontinued operations

	414,496	-	-	-	-
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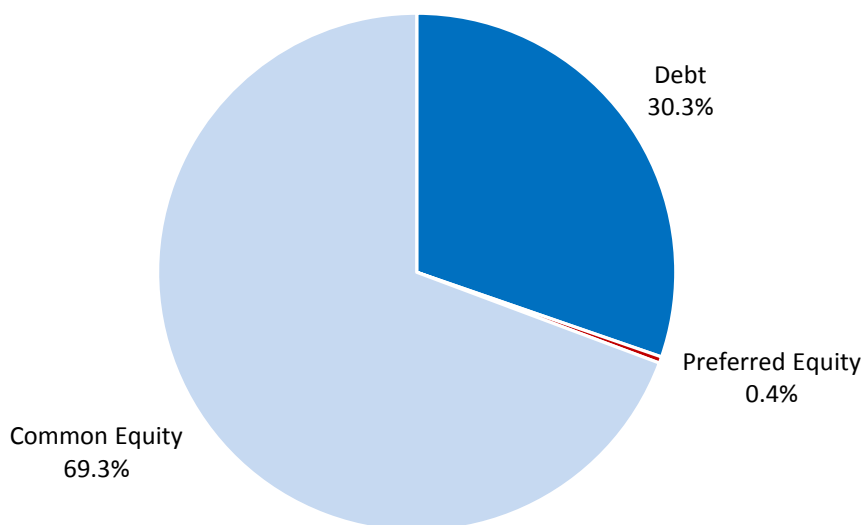
Total income from discontinued operations

	\$ 418,593	\$ 2,889	\$ 4,265	\$ 4,670	\$ 3,915
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Capitalization (dollars, shares and units in thousands)

	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
Mortgages and Notes Payable (see pages 6 & 7):	<u>\$ 2,100,937</u>	<u>\$ 2,491,813</u>	<u>\$ 2,470,076</u>	<u>\$ 2,115,218</u>	<u>\$ 2,081,334</u>
Financing Obligation:	<u>\$ -</u>	<u>\$ 7,402</u>	<u>\$ 7,402</u>	<u>\$ 8,962</u>	<u>\$ 8,962</u>
Preferred Stock (at liquidation value):					
Series A 8 5/8% Cumulative Redeemable	<u>\$ 29,030</u>	<u>\$ 29,050</u>	<u>\$ 29,050</u>	<u>\$ 29,050</u>	<u>\$ 29,050</u>
Common Shares and Units Outstanding:					
Common stock outstanding	<u>97,392</u>	96,092	95,330	94,118	94,047
Noncontrolling interest partnership units	<u>2,900</u>	2,900	2,910	2,910	2,910
Total Common Shares and Units outstanding	<u>100,292</u>	98,992	98,240	97,028	96,957
Stock price at period end	<u>\$ 47.81</u>	\$ 43.60	\$ 38.75	\$ 39.95	\$ 45.78
Market value of common equity	<u>\$ 4,794,961</u>	<u>\$ 4,316,051</u>	<u>\$ 3,806,800</u>	<u>\$ 3,876,269</u>	<u>\$ 4,438,691</u>
Total capitalization	<u>\$ 6,924,928</u>	<u>\$ 6,844,316</u>	<u>\$ 6,313,328</u>	<u>\$ 6,029,499</u>	<u>\$ 6,558,037</u>

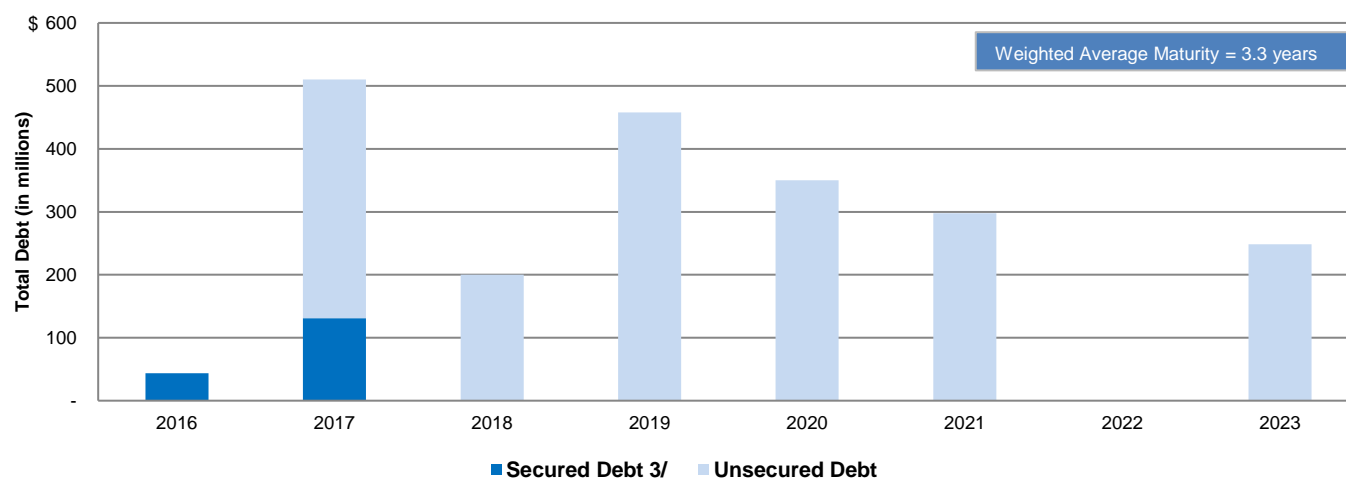
Capitalization



Mortgages and Notes Payable Summary (dollars in thousands)

Balances Outstanding:	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
Secured:					
Conventional fixed rate	\$ 174,475	\$ 175,281	\$ 288,623	\$ 290,101	\$ 311,502
Unsecured - Fixed:					
Fixed rate bonds and notes	1,125,536	1,125,333	1,125,130	1,124,927	1,124,724
Bank term loan 1/	<u>225,000</u>	<u>225,000</u>	<u>225,000</u>	<u>225,000</u>	<u>225,000</u>
Unsecured - fixed total	<u>1,350,536</u>	<u>1,350,333</u>	<u>1,350,130</u>	<u>1,349,927</u>	<u>1,349,724</u>
Unsecured - Floating:					
Bank term loan	200,000	200,000	200,000	200,000	200,000
Bank term loan	125,000	125,000	125,000	125,000	-
Bridge facility	-	350,000	250,000	-	-
Credit facility 2/	<u>258,000</u>	<u>299,000</u>	<u>265,000</u>	<u>159,000</u>	<u>228,000</u>
Unsecured - floating total	<u>583,000</u>	<u>974,000</u>	<u>840,000</u>	<u>484,000</u>	<u>428,000</u>
Unsecured total	<u>1,933,536</u>	<u>2,324,333</u>	<u>2,190,130</u>	<u>1,833,927</u>	<u>1,777,724</u>
Total	<u>\$ 2,108,011</u>	<u>\$ 2,499,614</u>	<u>\$ 2,478,753</u>	<u>\$ 2,124,028</u>	<u>\$ 2,089,226</u>
Total Net of Debt Issuance Costs	<u>\$ 2,100,937</u>	<u>\$ 2,491,813</u>	<u>\$ 2,470,076</u>	<u>\$ 2,115,218</u>	<u>\$ 2,081,334</u>
End of Period Weighted Average Interest Rates:					
Secured:					
Conventional fixed rate	5.14%	5.13%	5.83%	5.82%	5.95%
Unsecured - Fixed:					
Fixed rate bonds	5.03%	5.03%	5.03%	5.03%	5.03%
Bank term loan 1/	<u>2.78%</u>	<u>2.78%</u>	<u>2.78%</u>	<u>2.78%</u>	<u>3.43%</u>
Unsecured - fixed total	<u>4.66%</u>	<u>4.66%</u>	<u>4.66%</u>	<u>4.66%</u>	<u>4.77%</u>
Unsecured - Floating:					
Bank term loan	1.64%	1.44%	1.40%	1.38%	1.37%
Bank term loan	1.54%	1.41%	1.31%	1.29%	-
Bridge facility	-	1.49%	1.29%	-	-
Credit facility 2/	<u>1.54%</u>	<u>1.45%</u>	<u>1.30%</u>	<u>1.29%</u>	<u>1.28%</u>
Unsecured - floating total	<u>1.57%</u>	<u>1.46%</u>	<u>1.32%</u>	<u>1.33%</u>	<u>1.32%</u>
Unsecured total	<u>3.73%</u>	<u>3.32%</u>	<u>3.38%</u>	<u>3.78%</u>	<u>3.94%</u>
Weighted Average	<u>3.84%</u>	<u>3.44%</u>	<u>3.66%</u>	<u>4.06%</u>	<u>4.24%</u>

Maturity Schedule



1/ The interest rate on this loan is based on one-month LIBOR plus a spread based on the company's credit rating. Swap agreements effectively fix one-month LIBOR until January 2019.

2/ Maturity date assumes exercise of two six-month extension options.

3/ All periods exclude annual principal amortization.

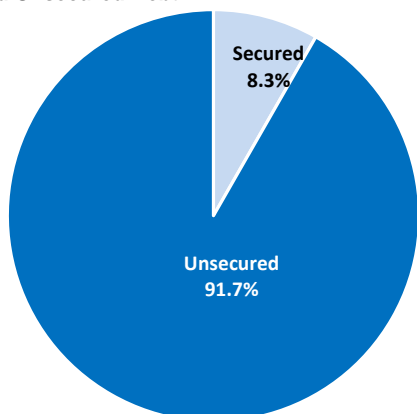
Mortgages and Notes Payable Detail (dollars in thousands)

<u>Secured Loans</u>			<u>Loan</u>	<u>Undepreciated</u>
<u>Lender</u>	<u>Effective</u>	<u>Maturity</u>	<u>Balance</u>	<u>Book Value of</u>
	<u>Rate</u>	<u>Date</u>	<u>3/31/16</u>	<u>Real Estate & Related</u>
				<u>Assets Secured</u>
Wells Fargo Bank, N.A.	4.22%	Nov-17	\$ 111,627	\$ 227,301
Western-Southern Life Assurance Company	7.50%	Aug-16	43,682	73,440
Wells Fargo Bank, N.A.	5.36%	Jul-17	19,166	22,300
	5.14%		174,475	\$ 323,041
Unsecured Bonds				
Bonds	5.88%	Mar-17	379,574	
Bonds	3.36%	Jun-21	297,747	
Bonds	3.75%	Jan-23	248,215	
Bonds	7.50%	Apr-18	200,000	
	5.03%		1,125,536	
Unsecured Loans				
Credit facility 1/ 2/	1.54%	Jan-19	258,000	
Bank term loan 3/	2.78%	Jun-20	225,000	
Bank term loan 1/	1.64%	Jan-19	200,000	
Bank term loan 1/	1.54%	Jun-20	125,000	
	1.91%		808,000	
Total Debt	3.84%		\$ 2,108,011	
Total Net of Debt Issuance Costs			\$ 2,100,937	

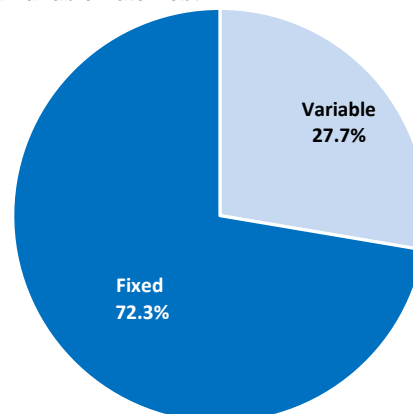
Bond Covenants as of March 31, 2016	
Overall indebtedness (<60%)	40.9%
Secured indebtedness (<40%)	3.4%
Income available for debt service (>1.5x)	4.63x
Total unencumbered assets to unsecured debt (>200%)	250.4%

<u>Agency</u>	<u>Rating</u>	<u>Outlook</u>	<u>Affirmed</u>
S&P	BBB	Stable	7/29/15
Moody's	Baa2	Stable	11/3/15

Secured and Unsecured Debt



Fixed and Variable Rate Debt



1/ Floating rate loans based on one-month LIBOR.

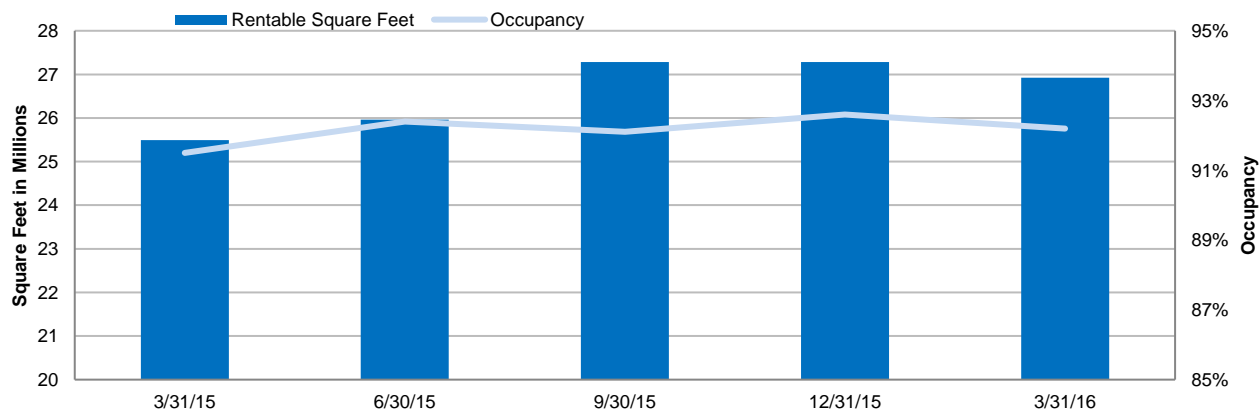
2/ Maturity date assumes exercise of two six-month extension options.

3/ This loan maturing June 2020 is swapped to an effective fixed rate of 2.78% until January 2019, including the current spread based on the company's credit rating.

Portfolio Summary

	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
Total In-Service					
Rentable Square Feet					
Office	26,922,000	27,282,000	27,280,000	25,963,000	25,490,000
Industrial	2,413,000	2,413,000	2,413,000	2,413,000	2,413,000
Retail	59,000	835,000	835,000	835,000	830,000
Total	<u>29,394,000</u>	<u>30,530,000</u>	<u>30,528,000</u>	<u>29,211,000</u>	<u>28,733,000</u>
Occupancy					
Office	92.2%	92.6%	92.1%	92.4%	91.5%
Industrial	98.3%	97.3%	96.5%	96.4%	96.4%
Retail	96.4%	96.0%	96.0%	94.0%	93.6%
Total	<u>92.7%</u>	<u>93.1%</u>	<u>92.6%</u>	<u>92.8%</u>	<u>91.9%</u>
Same Property:					
Rentable Square Feet					
Office	24,395,000	24,395,000	24,395,000	24,395,000	24,395,000
Industrial	2,413,000	2,413,000	2,413,000	2,413,000	2,413,000
Retail	59,000	59,000	59,000	59,000	59,000
Total	<u>26,867,000</u>	<u>26,867,000</u>	<u>26,867,000</u>	<u>26,867,000</u>	<u>26,867,000</u>
Occupancy					
Office	92.2%	92.6%	92.2%	92.2%	91.2%
Industrial	98.3%	97.3%	96.5%	96.4%	96.4%
Retail	96.4%	96.4%	96.4%	100.0%	100.0%
Total	<u>92.8%</u>	<u>93.0%</u>	<u>92.6%</u>	<u>92.6%</u>	<u>91.7%</u>

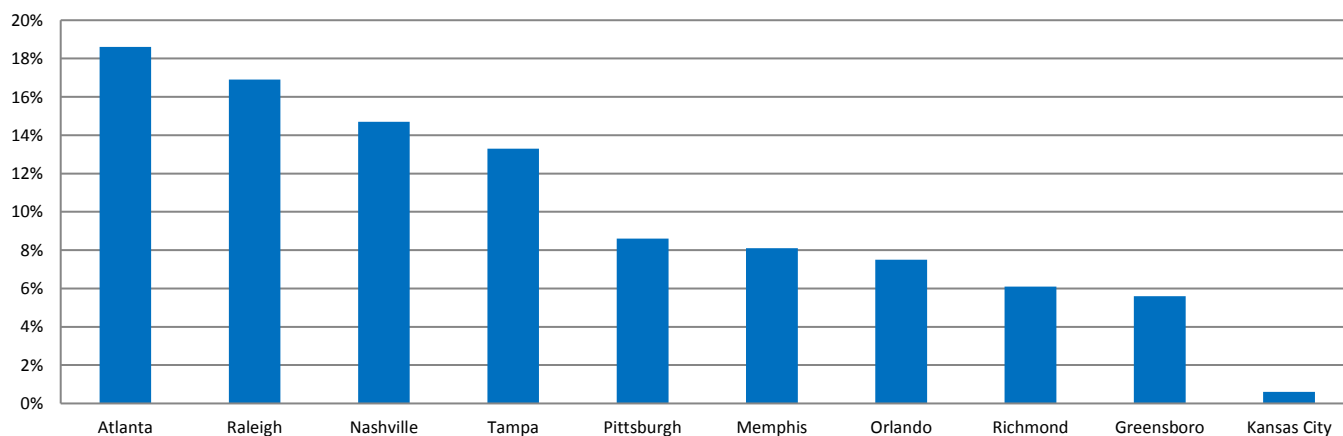
Rentable Square Feet and Occupancy Trend: *Total In-Service Office Only*



Portfolio Summary

<u>Market</u>	<u>Rentable Square Feet</u>	<u>Occupancy</u>	<u>Percentage of Annualized Cash Revenue 1/</u>			
			<u>Office</u>	<u>Industrial</u>	<u>Retail</u>	<u>Total</u>
Atlanta	5,317,000	92.1%	18.6%	-	-	18.6%
Raleigh	4,852,000	93.0%	16.9%	-	-	16.9%
Nashville	3,379,000	99.6%	14.5%	-	0.2%	14.7%
Tampa	3,825,000	88.3%	13.3%	-	-	13.3%
Pittsburgh	2,162,000	91.4%	8.6%	-	-	8.6%
Memphis	2,226,000	90.7%	8.0%	-	0.1%	8.1%
Orlando	1,978,000	85.9%	7.5%	-	-	7.5%
Richmond	1,941,000	93.6%	6.1%	-	-	6.1%
Greensboro	3,564,000	96.6%	3.5%	2.1%	-	5.6%
Kansas City	150,000	98.0%	0.6%	-	-	0.6%
Total	29,394,000	92.7%	97.6%	2.1%	0.3%	100.0%

Annualized Cash Revenue by Market 1/

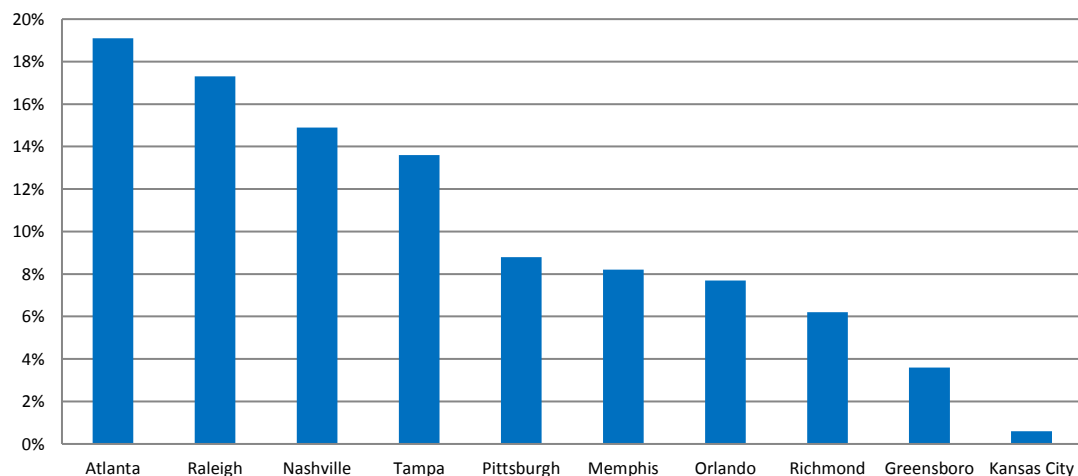


1/ Annualized Cash Revenue is March 2016 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

Portfolio Summary

<u>Market</u>	<u>Rentable Square Feet</u>	<u>Occupancy</u>	<u>Percentage of Segment Annualized Cash Revenue 1/</u>	<u>Percentage of Total Annualized Cash Revenue 1/</u>
Office				
Atlanta	5,317,000	92.1%	19.1%	18.6%
Raleigh	4,852,000	93.0%	17.3%	16.9%
Nashville	3,338,000	99.6%	14.9%	14.5%
Tampa	3,825,000	88.3%	13.6%	13.3%
Pittsburgh	2,162,000	91.4%	8.8%	8.6%
Memphis	2,208,000	90.6%	8.2%	8.0%
Orlando	1,978,000	85.9%	7.7%	7.5%
Richmond	1,941,000	93.6%	6.2%	6.1%
Greensboro	1,151,000	93.0%	3.6%	3.5%
Kansas City	150,000	98.0%	0.6%	0.6%
	<u>26,922,000</u>	<u>92.2%</u>	<u>100.0%</u>	<u>97.6%</u>
Industrial				
Greensboro	<u>2,413,000</u>	<u>98.3%</u>	<u>100.0%</u>	<u>2.1%</u>
	<u>2,413,000</u>	<u>98.3%</u>	<u>100.0%</u>	<u>2.1%</u>
Retail				
Nashville	41,000	94.9%	67.0%	0.2%
Memphis	18,000	100.0%	33.0%	0.1%
	<u>59,000</u>	<u>96.4%</u>	<u>100.0%</u>	<u>0.3%</u>

Office Segment: Annualized Cash Revenue by Market 1/



1/ Annualized Cash Revenue is March 2016 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

Occupancy Trends

<u>Market</u>	<u>Measurement</u>	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>
Atlanta	Rentable Square Feet	5,317,000	5,361,000	5,361,000	4,468,000	4,465,000
	Occupancy	92.1%	92.4%	91.3%	91.2%	89.5%
	Current Properties 1/	92.4%	93.2%	92.4%	91.4%	89.8%
Greensboro	Rentable Square Feet	3,564,000	3,564,000	3,564,000	3,666,000	3,664,000
	Occupancy	96.6%	95.8%	95.4%	96.0%	95.6%
	Current Properties 1/	96.6%	95.8%	95.4%	95.9%	95.4%
Kansas City	Rentable Square Feet	150,000	1,393,000	1,393,000	1,393,000	1,388,000
	Occupancy	98.0%	97.2%	97.0%	95.8%	95.6%
	Current Properties 1/	98.0%	100.0%	98.0%	100.0%	100.0%
Memphis	Rentable Square Feet	2,226,000	2,226,000	2,226,000	2,226,000	2,226,000
	Occupancy	90.7%	91.0%	89.9%	92.2%	93.0%
	Current Properties 1/	90.7%	91.0%	89.9%	92.2%	93.0%
Nashville	Rentable Square Feet	3,379,000	3,379,000	3,378,000	3,379,000	3,378,000
	Occupancy	99.6%	99.2%	99.0%	97.7%	95.3%
	Current Properties 1/	99.6%	99.2%	99.0%	97.7%	95.3%
Orlando	Rentable Square Feet	1,978,000	1,978,000	1,978,000	1,978,000	1,810,000
	Occupancy	85.9%	86.0%	84.9%	85.3%	87.6%
	Current Properties 1/	87.3%	87.7%	86.6%	86.4%	87.6%
Pittsburgh	Rentable Square Feet	2,162,000	2,157,000	2,157,000	2,157,000	2,157,000
	Occupancy	91.4%	95.7%	96.0%	95.5%	95.5%
	Current Properties 1/	91.4%	95.7%	96.0%	95.5%	95.5%
Raleigh	Rentable Square Feet	4,852,000	4,882,000	4,882,000	4,882,000	4,583,000
	Occupancy	93.0%	92.8%	91.6%	92.0%	90.3%
	Current Properties 1/	92.6%	92.2%	91.0%	91.5%	90.2%
Richmond	Rentable Square Feet	1,941,000	1,941,000	1,940,000	1,940,000	1,940,000
	Occupancy	93.6%	93.9%	94.5%	91.3%	90.9%
	Current Properties 1/	93.6%	93.9%	94.5%	91.3%	90.9%
Tampa	Rentable Square Feet	3,825,000	3,649,000	3,649,000	3,122,000	3,122,000
	Occupancy	88.3%	87.4%	88.2%	90.1%	88.3%
	Current Properties 1/	87.9%	86.6%	87.9%	90.1%	88.3%
Total	Rentable Square Feet	29,394,000	30,530,000	30,528,000	29,211,000	28,733,000
	Occupancy	92.7%	93.1%	92.6%	92.8%	91.9%
	Current Properties 1/	92.9%	93.1%	92.7%	92.7%	91.8%

1/ Only includes properties that were owned and in-service for all periods shown.

Office Leasing Statistics

	Three Months Ended					Five Quarter
	<u>3/31/16</u>	<u>12/31/15</u>	<u>9/30/15</u>	<u>6/30/15</u>	<u>3/31/15</u>	<u>Average</u>
Leasing Activity:						
Square footage of Renewal Deals	694,258	809,940	843,755	584,764	945,856	775,715
Square footage of New Deals (Relets)	207,880 ^{1/}	237,493	233,574	331,734	312,697	264,676
Rentable square footage leased	<u>902,138</u>	<u>1,047,433</u>	<u>1,077,329</u>	<u>916,498</u>	<u>1,258,553</u>	<u>1,040,390</u>
Renewed square footage (% of total)	77.0%	77.3%	78.3%	63.8%	75.2%	74.6%
New Leases square footage (% of total)	23.0%	22.7%	21.7%	36.2%	24.8%	25.4%
Number of lease transactions (signed leases)	119	121	118	133	128	124
Weighted average per rentable square foot over the lease term:						
Base rent	\$ 24.42	\$ 24.90	\$ 24.44	\$ 23.98	\$ 25.24	\$ 24.60
Rent concessions	(0.63)	(0.62)	(0.43)	(0.60)	(0.47)	(0.55)
GAAP rent	23.79	24.28	24.01	23.38	24.77	24.05
Tenant improvements	(2.05)	(2.35)	(1.87)	(2.39)	(2.41)	(2.21)
Leasing commissions ^{2/}	(0.53)	(0.82)	(0.66)	(0.77)	(0.61)	(0.68)
Effective rent after capex	21.21	21.11	21.48	20.22	21.75	21.16
Expense stop	(6.67)	(7.99)	(7.02)	(7.58)	(7.06)	(7.26)
Effective rent after capex and opex	\$ 14.54	\$ 13.12	\$ 14.46	\$ 12.64	\$ 14.69	\$ 13.90
Square feet weighted average term in years	6.5	6.9	4.9	5.0	8.3	6.3
Dollar weighted average term in years	6.5	6.9	4.9	5.1	8.6	6.4
Capital Expenditures Related to Above Leasing Activity:						
Tenant Improvements:						
Total dollars committed under signed leases	\$ 13,050,044	\$ 18,907,341	\$ 12,601,437	\$ 12,887,452	\$ 26,256,891	\$ 16,740,633
Rentable square feet	902,138	1,047,433	1,077,329	916,498	1,258,553	1,040,390
Per rentable square foot	\$ 14.47	\$ 18.05	\$ 11.70	\$ 14.06	\$ 20.86	\$ 16.09
Leasing Commissions:						
Total dollars committed under signed leases ^{2/}	\$ 2,876,029	\$ 6,576,006	\$ 4,298,754	\$ 3,695,145	\$ 7,125,915	\$ 4,914,370
Rentable square feet	902,138	1,047,433	1,077,329	916,498	1,258,553	1,040,390
Per rentable square foot	\$ 3.19	\$ 6.28	\$ 3.99	\$ 4.03	\$ 5.66	\$ 4.72
Total:						
Total dollars committed under signed leases	\$ 15,926,073	\$ 25,483,347	\$ 16,900,191	\$ 16,582,597	\$ 33,382,806	\$ 21,655,003
Rentable square feet	902,138	1,047,433	1,077,329	916,498	1,258,553	1,040,390
Per rentable square foot	\$ 17.65	\$ 24.33	\$ 15.69	\$ 18.09	\$ 26.52	\$ 20.81

^{1/} Expected occupancy as follows: 33,000 in Q1 '16; 70,000 in Q2 '16; 86,000 in Q3 '16; 19,000 in Q4 '16.

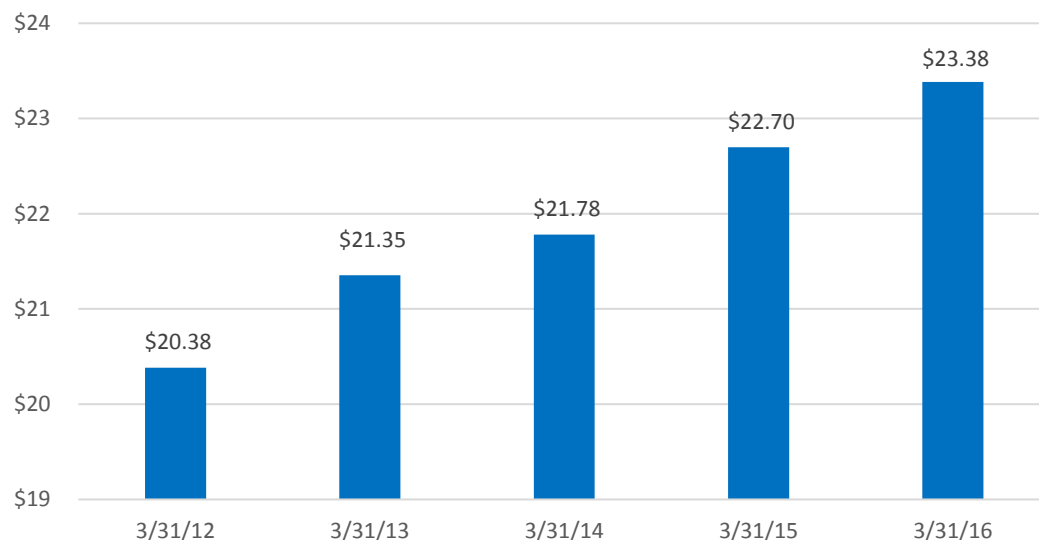
^{2/} Excludes internal leasing costs.

Office Leasing Statistics and Rental Rate Comparisons by Market

For Three Months Ended March 31, 2016

Leasing Statistics	Rentable Square Feet <u>Leased</u>	Average Term	TI's Per SF	Lease Commissions Per SF 1/	Rental Rate	Previous Rent	Percentage Change
Atlanta	250,970	9.3	\$ 10.59	\$ 0.71	\$ 23.65	\$ 23.13	2.2%
Raleigh	203,508	5.6	13.76	4.78	23.72	19.98	18.7%
Richmond	99,641	8.1	27.51	6.00	21.74	19.60	10.9%
Tampa	91,295	5.7	18.48	4.86	25.28	21.83	15.8%
Orlando	78,351	5.8	22.23	5.23	26.91	24.89	8.1%
Memphis	59,770	4.9	17.16	2.45	24.97	21.48	16.2%
Greensboro	57,302	2.5	3.96	0.95	18.20	16.48	10.4%
Nashville	45,364	2.4	2.57	0.34	26.15	22.56	15.9%
Pittsburgh	11,605	1.5	2.54	1.93	25.21	28.13	-10.4%
Kansas City	4,332	6.8	5.75	8.39	24.04	21.82	10.2%
GAAP Rent Growth 2/	<u>902,138</u>	<u>6.5</u>	<u>\$ 14.47</u>	<u>\$ 3.19</u>	<u>\$ 23.79</u>	<u>\$ 21.69</u>	<u>9.7%</u>
Cash Rent Growth 3/	<u>902,138</u>	<u>6.5</u>	<u>\$ 14.47</u>	<u>\$ 3.19</u>	<u>\$ 23.34</u>	<u>\$ 23.38</u>	<u>-0.2%</u>

Average Office Cash Rental Rates for All In-Place Leases as of:



1/ Excludes capitalized internal leasing costs, which totaled \$767,000.

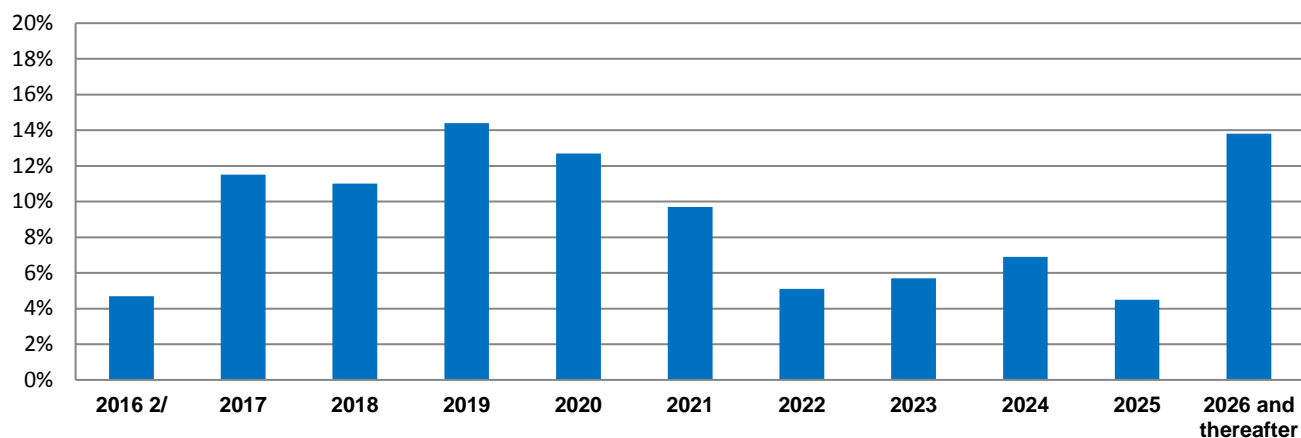
2/ GAAP rent growth is calculated by comparing average cash rent psf over the term (GAAP rent) of the new lease to the average cash rent psf over the term related to the previous lease in the same space. Adjustments are made if necessary to put both the current and prior deal on a consistent gross lease basis.

3/ Cash rent growth is calculated by comparing beginning annualized cash rent psf (after rent concessions burn off) under the new lease to ending annualized cash rent psf (including recovery income and rent escalations) related to the previous lease in the same space. Adjustments are made if necessary to put both the current and prior deal on a consistent gross lease basis.

Office Lease Expirations (dollars in thousands)

<u>Year</u>	<u>Occupied Rentable Square Feet Expiring</u>	<u>Percent of Occupied Rentable Square Feet</u>	<u>Annualized Cash Revenue 1/</u>	<u>Average Rental Rate</u>	<u>Percent of Annualized Cash Revenue 1/</u>
2016 2/	1,176,078	4.7%	\$ 27,411	\$ 23.31	4.7%
2017	2,726,983	11.0%	67,002	24.57	11.5%
2018	2,702,389	10.9%	63,659	23.56	11.0%
2019	3,507,877	14.1%	83,351	23.76	14.4%
2020	2,702,410	10.9%	73,765	27.30	12.7%
2021	2,616,284	10.5%	56,526	21.61	9.7%
2022	1,322,556	5.3%	29,553	22.35	5.1%
2023	1,475,231	5.9%	33,333	22.60	5.7%
2024	1,526,169	6.1%	39,814	26.09	6.9%
2025	903,135	3.7%	26,004	28.79	4.5%
2026 and thereafter	4,168,992	16.9%	80,136	19.22	13.8%
	24,828,104	100.0%	\$ 580,554	\$ 23.38	100.0%

Percent of Total Annualized Cash Revenue Expiring by Year



1/ Annualized Cash Revenue is March 2016 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

2/ Includes 93,000 square feet of leases that are on a month to month basis, which constitute 0.4% of total annualized revenue.

Note: 2016 and beyond expirations that have been renewed are reflected above based on the renewal expiration date. Expirations include leases related to completed not stabilized development properties and exclude leases related to developments in-process.

Office Lease Expirations by Market by Year (dollars in thousands)

		<u>2016 1/</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Thereafter</u>
Atlanta	RSF	198,473	467,469	277,305	666,637	3,289,629
	% of Total RSF	0.8%	1.9%	1.1%	2.7%	13.2%
	Annualized Cash Revenue 2/	\$ 4,757	\$ 12,371	\$ 6,376	\$ 16,784	\$ 70,743
	% of Total Annl Cash Rev	0.8%	2.1%	1.1%	2.9%	12.2%
Greensboro	RSF	82,844	243,965	190,108	110,573	443,260
	% of Total RSF	0.3%	1.0%	0.8%	0.4%	1.8%
	Annualized Cash Revenue 2/	\$ 1,505	\$ 4,738	\$ 3,829	\$ 2,671	\$ 8,291
	% of Total Annl Cash Rev	0.3%	0.8%	0.7%	0.5%	1.4%
Kansas City	RSF	10,444	58,956	4,163	11,459	61,772
	% of Total RSF	0.0%	0.2%	0.0%	0.0%	0.2%
	Annualized Cash Revenue 2/	\$ 257	\$ 1,314	\$ 103	\$ 270	\$ 1,359
	% of Total Annl Cash Rev	0.0%	0.2%	0.0%	0.0%	0.2%
Memphis	RSF	138,792	274,188	257,246	324,909	1,006,360
	% of Total RSF	0.6%	1.1%	1.0%	1.3%	4.1%
	Annualized Cash Revenue 2/	\$ 3,148	\$ 5,549	\$ 6,032	\$ 7,333	\$ 25,344
	% of Total Annl Cash Rev	0.5%	1.0%	1.0%	1.3%	4.4%
Nashville	RSF	90,940	397,969	383,078	450,720	2,002,580
	% of Total RSF	0.4%	1.6%	1.5%	1.8%	8.1%
	Annualized Cash Revenue 2/	\$ 2,211	\$ 10,378	\$ 9,477	\$ 11,205	\$ 52,938
	% of Total Annl Cash Rev	0.4%	1.8%	1.6%	1.9%	9.1%
Orlando	RSF	112,461	219,572	224,929	300,659	841,783
	% of Total RSF	0.5%	0.9%	0.9%	1.2%	3.4%
	Annualized Cash Revenue 2/	\$ 2,683	\$ 6,811	\$ 5,501	\$ 7,150	\$ 22,674
	% of Total Annl Cash Rev	0.5%	1.2%	0.9%	1.2%	3.9%
Pittsburgh	RSF	2,422	150,653	126,505	115,848	1,580,598
	% of Total RSF	0.0%	0.6%	0.5%	0.5%	6.4%
	Annualized Cash Revenue 2/	\$ 214	\$ 3,865	\$ 3,217	\$ 2,962	\$ 40,777
	% of Total Annl Cash Rev	0.0%	0.7%	0.6%	0.5%	7.0%
Raleigh	RSF	270,089	270,373	689,239	740,674	2,543,567
	% of Total RSF	1.1%	1.1%	2.8%	3.0%	10.2%
	Annualized Cash Revenue 2/	\$ 6,102	\$ 6,109	\$ 14,330	\$ 17,284	\$ 56,787
	% of Total Annl Cash Rev	1.1%	1.1%	2.5%	3.0%	9.8%
Richmond	RSF	141,821	322,830	215,953	230,459	905,105
	% of Total RSF	0.6%	1.3%	0.9%	0.9%	3.6%
	Annualized Cash Revenue 2/	\$ 3,202	\$ 7,458	\$ 4,128	\$ 4,810	\$ 16,413
	% of Total Annl Cash Rev	0.6%	1.3%	0.7%	0.8%	2.8%
Tampa	RSF	127,792	321,008	333,863	555,939	2,040,123
	% of Total RSF	0.5%	1.3%	1.3%	2.2%	8.2%
	Annualized Cash Revenue 2/	\$ 3,331	\$ 8,408	\$ 10,666	\$ 12,883	\$ 43,802
	% of Total Annl Cash Rev	0.6%	1.4%	1.8%	2.2%	7.5%
Total	RSF	1,176,078	2,726,983	2,702,389	3,507,877	14,714,777
	% of Total RSF	4.7%	11.0%	10.9%	14.1%	59.3%
	Annualized Cash Revenue 2/	\$ 27,410	\$ 67,001	\$ 63,659	\$ 83,352	\$ 339,128
	% of Total Annl Cash Rev	4.7%	11.5%	11.0%	14.4%	58.4%

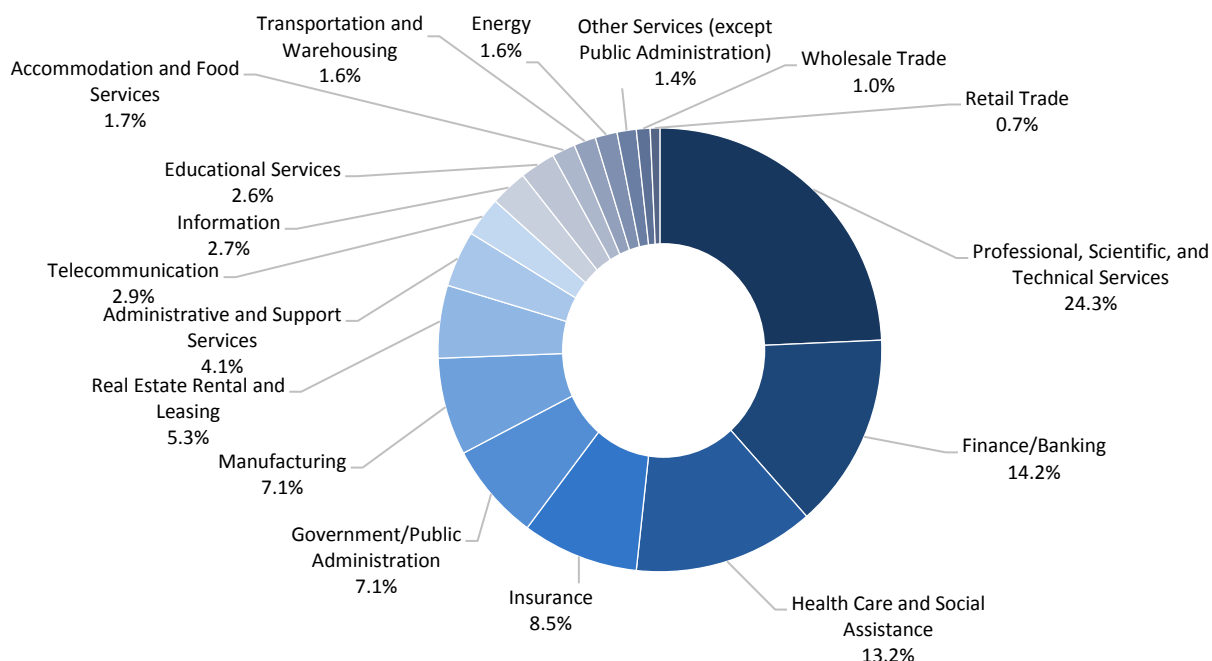
1/ Includes 93,000 square feet of leases that are on a month to month basis, which constitute 0.4% of total annualized revenue.

2/ Annualized Cash Revenue is March 2016 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

Customer Diversification (dollars in thousands)

Top 20 Customers	Rentable Square Feet	Annualized Cash Revenue 1/	Percent of Annualized Cash Revenue 1/	Average Remaining Lease Term in Years
Federal Government	1,433,215	\$ 34,366	5.78%	4.9
Metropolitan Life Insurance	634,775	15,385	2.59%	11.3
PPG Industries	356,215	9,051	1.52%	15.1
HCA Corporation	297,909	7,959	1.34%	1.0
EQT Corporation	319,269	7,499	1.16%	8.5
International Paper	299,538	6,921	1.16%	11.5
Healthways	263,598	6,903	1.16%	6.9
Bass, Berry & Sims	195,846	6,356	1.07%	8.8
Willis Towers Watson	237,750	6,093	1.02%	6.5
State of Georgia	318,796	6,040	1.02%	4.7
Novelis	168,949	5,495	0.92%	8.4
Marsh USA	175,390	5,457	0.92%	6.0
Aon	190,683	5,393	0.91%	3.6
PNC Bank	187,076	5,273	0.89%	10.7
Syniverse Technologies	218,678	5,059	0.85%	10.6
Vanderbilt University	209,989	5,014	0.84%	4.5
AT&T	217,400	4,869	0.82%	3.2
Lifepoint Corporate Services	202,991	4,594	0.77%	13.0
Morgan Stanley	144,616	4,474	0.75%	3.6
SunTrust	138,224	4,252	0.71%	1.5
	6,210,907	\$ 156,453	26.20%	7.2

Percent of Annualized Revenue by Industry



1/ Annualized Cash Revenue is March 2016 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

Same Property Performance (dollars in thousands)

	Three months ended		Dollar Change B/(W)	Percentage Change B/(W)
	March 31,			
	2016	2015		
Rental revenues 1/	\$ 139,320	\$ 136,108	\$ 3,212	2.4%
Operating expenses	(50,807)	(50,764)	(43)	(0.1%)
Cash NOI without Term Fees	88,513	85,344	3,169	3.7%
Lease termination fees 2/	1,938	50	1,888	3776.0%
Cash NOI with Term Fees	90,451	85,394	5,057	5.9%
Straight-line rent 2/	2,904	3,912	(1,008)	(25.8%)
GAAP NOI	\$ 93,355	\$ 89,306	\$ 4,049	4.5%
Average occupancy	92.6%	91.4%		1.3%
Rentable square feet	26,867,000	26,867,000		

Market	First Quarter: 2016 vs 2015	
	GAAP NOI Percentage Change	Occupancy Percentage Change
Atlanta	5.7%	3.9%
Greensboro	(0.1%)	(0.0%)
Kansas City	4.8%	(2.0%)
Memphis	(1.9%)	(2.2%)
Nashville	5.4%	4.1%
Orlando	(0.7%)	0.4%
Pittsburgh	8.2%	(2.5%)
Raleigh	7.1%	1.6%
Richmond	5.3%	1.8%
Tampa	4.2%	1.2%
	4.5%	1.3%

1/ Excludes straight-line rents and lease termination fees.

2/ Straight-line rent write-offs related to lease terminations are reflected here as a reduction of lease termination fees.

Disposition Activity (dollars in thousands)

Three Months Ended 3/31/16

Occupancy 1/	96.2%
Square feet	1,347,000
Gross sales price	\$671,042

Country Club Plaza

Market	Kansas City
Property type	Retail/Office/Land
Number of properties	18
Date sold	March 1, 2016
Occupancy 1/ 2/	96.9%
Square feet 2/	1,272,000
Gross sales price	\$660,000



4900 North Park

Market	Raleigh
Property type	Office
Number of properties	1
Date sold	March 17, 2016
Occupancy 1/	100.0%
Square feet	32,000
Gross sales price	\$4,692



Highwoods Center III at Tradeport

Market	Atlanta
Property type	Office
Number of properties	1
Date sold	March 31, 2016
Occupancy 1/	73.3%
Square feet	43,000
Gross sales price	\$6,350

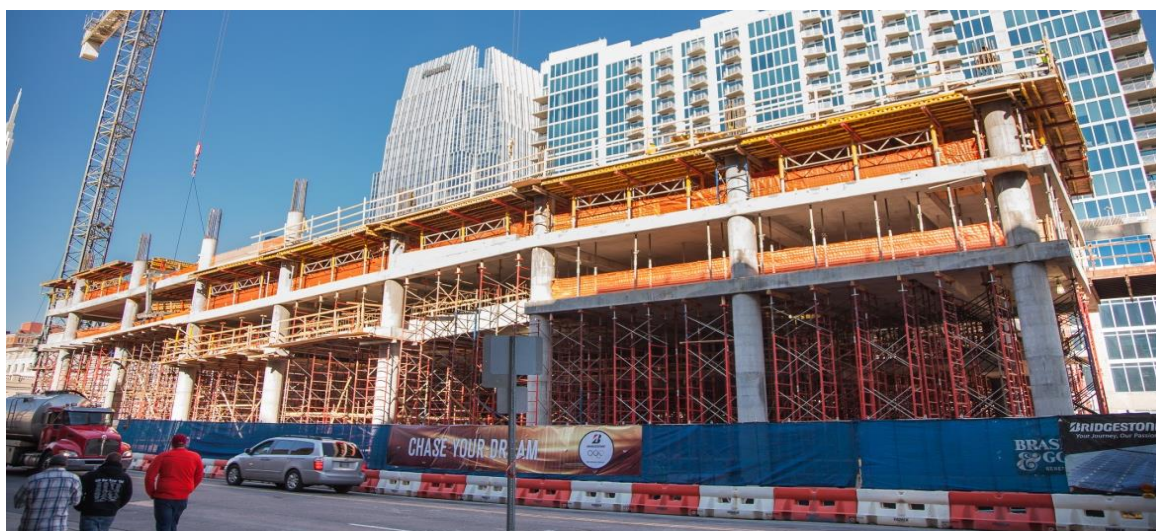


1/ As of last reported quarter-end occupancy prior to date of disposition.

2/ Plaza 211, a development in-process on the date of disposition, is included in the rentable square feet but excluded from occupancy calculation.

Development Activity (dollars in thousands)

		Rentable Square Feet	Anticipated Total Investment	Investment As Of 3/31/16 1/	Pre Leased %	Estimated Completion Date	Estimated Stabilization Date
Office In-Process							
Seven Springs West	Nashville	203,000	\$ 59,000	\$ 45,951	85.6%	3Q 16	1Q 17
Riverwood 200	Atlanta	299,000	107,000	31,133	66.2%	2Q 17	2Q 19
Seven Springs II	Nashville	131,000	38,100	6,322	42.9%	2Q 17	3Q 18
Bridgestone Americas 2/	Nashville	514,000	200,000	70,579	98.5%	3Q 17	3Q 17
CentreGreen III 3/	Raleigh	166,500	40,850	1,938	0.0%	3Q 17	3Q 19
		1,313,500	\$ 444,950	\$ 155,923	71.1%		
Office Completed Not Stabilized 4/							
GlenLake V	Raleigh	166,000	\$ 37,000	\$ 34,127	88.1%	1Q 15	2Q 17
Industrial In-Process							
Enterprise V	Greensboro	131,200	\$ 7,600	\$ 6,156	0.0%	2Q 16	2Q 17
Total Pipeline		1,610,700	\$ 489,550	\$ 196,206	67.1%		
Office Placed in Service This Quarter							
Laser Spine Institute	Tampa	176,000	\$ 56,000	\$ 52,596	100.0%		



Bridgestone Americas development project in Nashville

1/ Includes deferred lease commissions, which are not classified as development in-process on our consolidated balance sheet.

2/ Includes 8,000 square feet of amenity retail space, which is currently 0% pre-leased; office space is 100% pre-leased.

3/ Recorded on our consolidated balance sheet in land held for development, not development in-process.

4/ "Completed not stabilized" properties are recorded on our consolidated balance sheet in the land and building and tenant improvement accounts, not development in-process.

Land Held for Development (dollars in thousands)

Market	Usable Acres	Square Footage Buildout of Core Development Land 1/	
		Office	Industrial
Nashville 2/	68	1,250,000	-
Raleigh 3/	52	994,000	-
Greensboro	37	240,000	356,000
Tampa 4/	37	813,000	-
Atlanta	36	75,000	300,000
Richmond 5/	22	324,000	-
Memphis	10	145,000	-
Orlando	2	410,000	-
Core total	264	4,251,000	656,000
Non-core total	191		
Total	455		
Cost Basis 1/ 2/ 3/ 4/ 5/		\$ 98,058	

The 455 acres of Development Land has an estimated market value of between \$110M to \$120M.

1/ Represents approximately \$1 billion in total development.

2/ Includes 68 acres and approximately 1.4M square feet currently classified as development in-process on our consolidated balance sheet.

3/ Excludes 9 acres and approximately 160k square feet currently classified as land held for development on our consolidated balance sheet.

4/ Includes 33 acres and approximately 460k square feet currently classified as development in-process on our consolidated balance sheet.

5/ Excludes 13 acres of development land owned by a 50% consolidated joint venture with a total cost basis of \$3.3 million.

Our Share of Unconsolidated Joint Venture Financial Information 1/ (dollars in thousands)

		Quarter Ended March 31, 2016	
Joint Venture	Own %	Revenue	NOI
Plaza Colonnade, LLC	50.0%	\$ 1,560	\$ 1,055
Highwoods DLF Forum, LLC	25.0%	918	606
Kessinger/Hunter & Company, LC	26.5%	373	90
Highwoods DLF 98/29, LLC	22.8%	311	196
4600 Madison Associates, LP	12.5%	140	69
Highwoods DLF 97/26 DLF 99/32, LP	42.9%	-	(49)
Total		\$ 3,302	\$ 1,967

		As of March 31, 2016		
Joint Venture	Own %	Total Assets	Debt	Total Liabilities
Plaza Colonnade, LLC	50.0%	\$ 30,098	\$ 26,490	\$ 27,142
Highwoods DLF Forum, LLC	25.0%	23,246	17,782	18,483
Kessinger/Hunter & Company, LC	26.5%	803	-	115
Highwoods DLF 98/29, LLC	22.8%	5,993	-	348
4600 Madison Associates, LP	12.5%	1,106	771	846
Highwoods DLF 97/26 DLF 99/32, LP	42.9%	4,717	-	24
Total 2/		\$ 65,963	\$ 45,043	\$ 46,958

1/ Excludes joint ventures sold during the year.

2/ Our share of equity from these tables will not equal investments in and advances to unconsolidated affiliates on the Consolidated Balance Sheet due to various purchase accounting and related adjustments, which are not reflected in the joint ventures' stand-alone financial statements.

Joint Ventures Summary and Dispositions Activity 1/ (dollars in thousands)

Summary:

Market	Rentable Square Feet	Occupancy	Percentage of Annualized Cash Revenue 2/ 3/
Kansas City	553,000	93.5%	41.7%
Raleigh	635,000	96.1%	29.2%
Richmond	345,000	100.0%	20.2%
Orlando	306,000	74.3%	8.9%
Total	1,839,000	92.4%	100.0%

Dispositions Activity:

Name	Own %	Market	Date Sold	Square Footage	Occupancy	Gross Sales Price 4/
First quarter 2016:						
Concourse	50.0%	Greensboro	3/3/16	118,000	36.8%	\$ 5,500
2016 totals:				118,000	36.8%	\$ 5,500

1/ Highwoods' in-service joint venture portfolio consists solely of office properties, including 345,000 square feet of properties in Richmond owned by a joint venture that is consolidated.

2/ Annualized Cash Revenue is March 2016 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

3/ Annualized Cash Revenue is based on Highwoods' share only.

4/ Gross sales price includes Highwoods' share only.