UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
------------------
FORM 8-K
$\qquad$
CURRENT REPORT
Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) April 25, 2001

CORPORATE OFFICE PROPERTIES TRUST
------------------------------------
(Exact name of registrant as specified in its charter)

| MARYLAND | $0-20047$ | $23-2947217$ |
| :---: | :---: | :---: |
| (State or other jurisdiction of | ------ | -------- |
| incorporation) | (Commission | (IRS Employer |
| File Number) | Identification Number) |  |

8815 CENTRE PARK DRIVE, SUITE 400
COLUMBIA, MARYLAND 21045
--------------------------------
(Address of principal executive offices)
(410) 730-9092
(Registrant's telephone number, including area code)

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS

The information contained in the attached exhibit is unaudited and should be read in conjunction with the Registrant's annual and quarterly reports filed with the Securities and Exchange Commission.

EXHIBIT NUMBER

- ----------------
99.1

ITEM 9.
REGULATION FD DISCLOSURE

In connection with its release of earnings on April 25, 2001, the Registrant is making available certain additional information pertaining to its properties and operations as of and for the period ended March 31, 2001. This information is filed herewith as Exhibit 99.1 and is incorporated herein by reference.

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 hereunto duly authorized.

Dated: April 25, 2001
By: /s/ Randall M. Griffin
Name: Randall M. Griffin
Title: President and Chief Operating Officer

By: /s/ Roger A. Waesche, Jr.
Name: Roger A. Waesche, Jr.
Title: Chief Financial Officer

## CORPORATE OFFICE PROPERTIES TRUST <br> INDEX TO SUPPLEMENTAL INFORMATION (UNAUDITED)

MARCH 31, 2001

<TABLE><CAPTION>
HIGHLIGHTS AND DISCUSSION ..... PAGE<S>
Reporting Period Highlights - First Quarter 2001 .....  1
Subsequent Events. ..... 2
FINANCIAL STATEMENTS
Quarterly Selected Financial Summary Data. .....  3
Quarterly Consolidated Balance Sheets. ..... 4
Quarterly Consolidated Statements of Operations and Funds From Operations (FFO) ..... 5
 ..... 6
Quarterly Consolidated Statements of Operations and FFO as a Percentage of Total Revenues ..... 7
SELECTED FINANCIAL ANALYSES
Quarterly Equity Analysis. .....  . 8
Quarterly Valuation Analysis .....  . 9
Quarterly Debt Analysis. ..... 10
Quarterly Operating Ratios. ..... 11
Quarterly Dividend Analysis. ..... 12
Investor Composition and Analyst Coverage. ..... 13
Debt Maturity Schedule - March 31, 2001 ..... 14
PORTFOLIO SUMMARY
Property Summary by Region - March 31, 2001 ..... 15
Property Occupancy Rates by Region by Quarter. ..... 17
Top Twenty Office Tenants as of March 31, 2001 ..... 18
Total Rental Revenue and Net Operating Income by Geographic Region by Quarter. ..... 19
Same Office Property Cash and GAAP Net Operating Income by Quarter.Office Lease Expiration Analysis by Year.......................................................................... 21
Quarterly Office Renewal Analysis.21
Acquisition Summary as of March 31, 2001Development Summary as of March 31, 2001............................................................................... 25
</TABLE>
TO MEMBERS OF THE INVESTMENT COMMUNITY:

We prepared this supplemental information package to provide you with additional detail on our properties and operations. The information in this package is unaudited, filed with the Securities and Exchange Commission and should be read in conjunction with our quarterly and annual reports. If you have any questions or comments, please contact Ms. Sara L. Grootwassink, Vice President, Finance and Investor Relations at (410) 992-7324 or sara.grootwassink@copt.com.

REPORTING PERIOD HIGHLIGHTS - FIRST QUARTER 2001
FINANCIAL RESULTS

- Reported FFO - diluted of $\$ 10,102,000$ or $\$ .31$ per share/unit for the first quarter of 2001 as compared to $\$ 8,900,000$ or $\$ .28$ per share/unit for the comparable 2000 period, representing an increase of $10.7 \%$ per share/unit. FFO - diluted increased $\$ 1,202,000$, or $13.5 \%$, over the comparable 2000 period.
- Reported AFFO - diluted of $\$ 8,296,000$ or $\$ .25$ per share/unit for the first quarter of 2001 as compared to $\$ 7,429,000$ or $\$ .23$ per share/unit for the comparable 2000 period, representing an increase of $8.7 \%$ per share/unit.


## FINANCING AND CAPITAL TRANSACTIONS

- We expanded our Deutsche Bank revolving credit facility capacity to $\$ 125.0$ million and extended the maturity date for three years through March 2004.
- In January 2001, we issued 544,000 Series D convertible preferred shares with a liquidation value of $\$ 25.00$ per share, raising $\$ 12.0$ million. The preferred shares have a $4 \%$ coupon and are convertible into common shares at a ratio of 2.2 to 1 .
- We closed on two seven-year, $7.90 \%$, permanent loans totaling $\$ 39.6$ million which generated excess funds of $\$ 6.0$ million after repayment of outstanding debt.
book value of real estate assets is $59.1 \%$ as of March 31, 2001. We achieved an EBITDA interest coverage ratio of 2.38 x for this quarter.

We expanded our analyst coverage with the addition of Ferris, Baker Watts, Incorporated in March 2001, which initiated coverage with a Buy rating.

## OPERATIONS

- We renewed $98.6 \%$ of our office leases (based upon square footage) representing 84,972 square feet with an average capital cost of $\$ 6.88$ per square foot during the 1 st quarter. We realized increases in base and total rents on a straight-line basis of $20.4 \%$ and $18.2 \%$, respectively, as measured from the GAAP straight-line rent in effect preceding the renewal date. Base and total rent on a cash basis increased $13.0 \%$ and $11.1 \%$, respectively, on this renewed and retenanted space.
- Overall occupancy was $97.0 \%$ as of March 31, 2001. Occupancy rates exceeded $97.7 \%$ in the Baltimore/Washington Corridor, which represents $62.0 \%$ of our office square footage and $64.5 \%$ of our total office revenues for the 1st quarter of 2001. We were $98.4 \%$ leased as of March 31, 2001 for our office portfolio.
- Weighted average lease term of our office portfolio is 4.7 years as of March 31, 2001, with an average contractual rental rate (including tenant reimbursements for operating costs) of $\$ 17.34$ per square foot.

1

## ACQUISITION

- Through a $40 \%$ interest in a joint venture agreement, we acquired five properties totaling 314,594 square feet in the BWI Airport submarket. Including these five joint venture properties, our market share increased to $54 \%$ of this submarket and to $87 \%$ of the Airport Square Business Park. These properties are $97.9 \%$ leased and were acquired for an average cost of $\$ 107$ per square foot.


## CONSTRUCTION

- In January 2001, we delivered a 78,460 square foot building in Columbia Gateway Business Park, improving our market share to $28 \%$ of this submarket. This property is $87 \%$ leased primarily to Sun Microsystems (45\%) and Coca-Cola Company (35\%).


## SUBSEQUENT EVENTS

- In April 2001, we issued 1,150,000 Series E cumulative redeemable preferred shares with a liquidation value of $\$ 25.00$ per share, raising $\$ 28,750,000$ in gross proceeds. These Series E preferred shares have a $10.25 \%$ coupon and can be redeemed at our option subsequent to July 15, 2006. Net proceeds were primarily used to pay down our Deutsche Bank revolving credit facility.
- We closed a $\$ 21.2$ million seven-year loan with a fixed interest rate of $7.30 \%$. The proceeds were used to repay $\$ 18.4$ million of outstanding debt, eliminating an $\$ 18.0$ million scheduled maturity in May 2002.

NOTE: THIS SUPPLEMENTAL INFORMATION CONTAINS "FORWARD LOOKING" STATEMENTS, AS DEFINED IN THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995, THAT ARE BASED ON THE COMPANY'S CURRENT EXPECTATIONS, ESTIMATES AND PROJECTIONS ABOUT FUTURE EVENTS AND FINANCIAL TRENDS AFFECTING THE FINANCIAL CONDITION OF THE BUSINESS. STATEMENTS THAT ARE NOT HISTORICAL FACTS, INCLUDING STATEMENTS ABOUT THE COMPANY'S BELIEFS AND EXPECTATIONS, ARE FORWARD-LOOKING STATEMENTS. THESE STATEMENTS ARE NOT GUARANTEES OF FUTURE PERFORMANCE, EVENTS OR RESULTS AND INVOLVE POTENTIAL RISKS AND UNCERTAINTIES. ACCORDINGLY, ACTUAL RESULTS MAY DIFFER MATERIALLY. THE COMPANY UNDERTAKES NO OBLIGATIONS TO PUBLICLY UPDATE OR REVISE ANY FORWARD-LOOKING STATEMENTS, WHETHER AS A RESULT OF NEW INFORMATION, FUTURE EVENTS OR OTHERWISE. FOR FURTHER INFORMATION, PLEASE REFER TO THE COMPANY'S FILINGS WITH THE SECURITIES AND EXCHANGE COMMISSION.

## <TABLE>

<CAPTION>

| 2001 |  | 2000 |  |
| :--- | :--- | :--- | :--- |
| MARCH 31 | DECEMBER 31 | SEPTEMBER 30 | JUNE 30 |

MARCH 31

| <S> | <C> |  | <C> |  | <C> |  | <C> |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <C> |  |  |  |  |  |  |  |  |
| Total Revenues from Real Estate Operations \$ 25,861 | \$ | 29,701 | \$ | 28,676 | \$ | 28,039 | \$ | 26,417 |
| Net Operating Income from Real Estate Operations 18,253 |  | 21,235 |  | 20,536 |  | 19,989 |  | 18,980 |
| $\begin{aligned} & \text { EBITDA } \\ & 16,952 \end{aligned}$ |  | 19,490 |  | 19,298 |  | 18,559 |  | 17,772 |
| Net Income before Preferred Dividends 3,649 |  | $3,726$ <br> (881) |  | $4,087$ <br> (782) |  | $3,685$ |  | $3,712$ |
| NET INCOME AVAILABLE |  |  |  |  |  |  |  |  |
| \$ 2,530 |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { Funds From Operations (FFO) - Diluted } \\ & \$ 8,900 \end{aligned}$ | \$ | 10,102 | \$ | 9,804 | \$ | 9,550 | \$ | 9,250 |
| FFO PER DILUTED SHARE \$ 0.28 | \$ | 0.31 | \$ | 0.31 | \$ | 0.30 | \$ | 0.29 |
| Adjusted FFO - Diluted (A) \$ 7,429 | \$ | 8,296 | \$ | 8,228 | \$ | 6,691 | \$ | 7,634 |
| ADJUSTED FFO PER DILUTED SHARE \$ 0.23 | \$ | 0.25 | \$ | 0.26 | \$ | 0.23 | \$ | 0.24 |
| Payout Ratios: |  |  |  |  |  |  |  |  |
| ```FFO - DILUTED (B) 68.95%``` |  | 64.87\% |  | 65.67\% |  | 67.42\% |  | 66.02\% |
| ```AFFO - DILUTED (C) 82.61%``` |  | 78.99\% |  | 78.25\% |  | 87.68\% |  | 80.00\% |
| TOTAL DIVIDENDS/DISTRIBUTIONS $\$ \quad 6,918$ | \$ | 7,334 | \$ | 7,220 | \$ | 7,220 | \$ | 6,888 |

</TABLE>
(A) For the quarter ended September 30, 2000, the Series C convertible preferred units were anti-dilutive for AFFO calculations. Thus, in computing AFFO, the quarterly dividend of $\$ 572$ was included in the numerator and the related 2,421 of Series $C$ convertible preferred units (as if already converted into common shares) were excluded from the denominator.
(B) Computed by dividing total dividends/distributions (except for dividends on Series B Cumulative Redeemable Preferred Shares which are subtracted to calculate FFO) by FFO diluted.
(C) Computed by dividing total dividends/distributions (except for dividends on Series B Cumulative Redeemable Preferred Shares which are subtracted to calculate AFFO) by AFFO diluted. In addition, for the quarter ended September 30, 2000, the quarterly Series C preferred unit dividend of $\$ 572$ was excluded from the numerator.

3

QUARTERLY CONSOLIDATED BALANCE SHEETS
(DOLLARS IN THOUSANDS EXCEPT PER SHARE DATA)

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|r|}{2001} & & \\
\hline & \multicolumn{2}{|r|}{MARCH 31} & \multicolumn{2}{|r|}{DECEMBER 31} \\
\hline <S> & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} \\
\hline \multicolumn{5}{|l|}{ASSETS} \\
\hline \multicolumn{5}{|l|}{Investment in real estate:} \\
\hline Land - operational & \$ & 140,620 & & \$ 140,018 \\
\hline Land - development & & 24,683 & & 19,069 \\
\hline
\end{tabular}

Construction in progress
Buildings and improvements
Investment in and advances to real estate joint ventures
Less: accumulated depreciation
NET INVESTMENT IN REAL ESTATE
Cash and cash equivalents
Restricted cash
Accounts receivable, net
Investment in and advances to other unconsolidated entities
Deferred rent receivable
Deferred charges, net
Prepaid and other assets
Furniture, fixtures and equipment, net of accumulated depreciation

TOTAL ASSETS

LIABILITIES AND BENEFICIARIES' EQUITY
Liabilities:
Mortgage loans payable
Accounts payable and accrued expenses
Rents received in advance and security deposits
Dividends/distributions payable
Fair value of derivatives
Other liabilities
TOTAL LIABILITIES
Minority interests:
Preferred Units in the Operating Partnership
Common Units in the Operating Partnership
Other consolidated partnership
TOTAL MINORITY INTERESTS
COMMITMENTS AND CONTINGENCIES
Beneficiaries' equity:
Preferred Shares (\$0.01 par value; 5,000,000 authorized);
1,025,000 designated as Series A Convertible Preferred Shares of beneficial interest (1 share issued as of March 31, 2001)
1,725,000 designated as Series B Cumulative Redeemable Preferred Shares of beneficial interest (1,250,000 shares issued as of March 31, 2001)
544,000 designated as Series D Cumulative Redeemable Preferred Shares of beneficial interest (544,000 shares issued as of March 31, 2001)
Common Shares of beneficial interest (\$0.01 par value; 45,000,000 authorized, 20,595,537 shares issued as of March 31, 2001)
Treasury Shares, at cost (166,600 shares as of March 31, 2001)
Additional paid-in capital
Accumulated deficit
Value of unearned restricted Common Share grants
Accumulated comprehensive loss

TOTAL BENEFICIARIES' EQUITY

TOTAL BENEFICIARIES' EQUITY AND MINORITY INTERESTS
TOTAL LIABILITIES AND BENEFICIARIES' EQUITY
</TABLE>
<TABLE>
<CAPTION>
$\qquad$
MARCH 31

| <S> | <C> | <C> |
| :---: | :---: | :---: |
| <C> |  |  |
| ASSETS |  |  |
| Investment in real estate: |  |  |
| Land - operational | \$ 136,723 | \$ 141,646 |
| \$ 137,075 |  |  |
| Land - development | 21,888 | 15,888 |
| 16,332 |  |  |
| Construction in progress | 21,579 | 20,300 |

25,832
Buildings and improvements
551,332
Investment in and advances to real estate joint ventures --
Less: accumulated depreciation
(21,885)


NET INVESTMENT IN REAL ESTATE 708,686
Cash and cash equivalents
869
Restricted cash
2,507
Accounts receivable, net
2,080
Investment in and advances to other unconsolidated entities
4,393
Deferred rent receivable
5,378
Deferred charges, net
8,133
Prepaid and other assets
2,551
Furniture, fixtures and equipment, net of accumulated depreciation
203

| 585,067 | 575,531 |
| ---: | :---: |
| 8,606 | -- |
| $(29,460)$ | $(25,490)$ |
| ------------ |  |
| 744,403 | 727,875 |


| 3,259 | 630 |
| ---: | ---: |
| 2,007 | 2,903 |
| 3,571 | 3,386 |
| 4,074 | 4,095 |
| 7,882 | 6,010 |
| 12,667 | 10,953 |
| 6,836 | 4,197 |
| 166 | --------- |
| $-784,865$ | $\$ 760,234$ |
| $\$========$ | $=========$ |


| 465,696 | \$ 436,679 |
| :---: | :---: |
| 6,435 | 11,245 |
| 5,351 | 4,277 |
| 7,090 | 6,757 |
| -- | -- |
| -- | -- |
| 484,572 | 458,958 |
| 24,367 | 24,367 |
| 81,402 | 78,720 |
| 115 | 109 |
| 105,884 | 103,196 |
| -- | -- |

## COMMITMENTS AND CONTINGENCIES

--

Beneficiaries' equity:
Preferred Shares (\$0.01 par value; 5,000,000 authorized);
1,025,000 designated as Series A Convertible Preferred Shares
of beneficial interest (1 share issued as of March 31, 2001)
10
1,725,000 designated as Series B Cumulative Redeemable Preferred Shares of beneficial interest (1,250,000 shares issued as of March 31, 2001)
12
544,000 designated as Series D Cumulative Redeemable Preferred Shares of beneficial interest (544,000 shares issued as of March 31, 2001)

Note: Prior to January 1, 2001, other unconsolidated entities include Corporate
Office Services, Inc. (COS); Corporate Office Management, Inc. (COMI);
Corporate Development Services, LLC (CDS); MediTract, LLC; Corporate
Management Services, LLC (CMS); Corporate Realty Management, LLC (CRM); and
Martin G. Knott and Associates, LLC (MGK). Subsequent to January 1, 2001,
other unconsolidated entities consist solely of Meditract, LLC and Paragon
Smart Technologies, LLC.

4

QUARTERLY CONSOLIDATED STATEMENTS OF OPERATIONS AND FUNDS FROM OPERATIONS (FFO) (DOLLARS AND UNITS IN THOUSANDS)

<TABLE>
<CAPTION>

(1,348)

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline ADJUSTED FUNDS FROM OPERATIONS - DILUTED \$ 7,429 & \$ & 8,296 & \$ & 8,228 & \$ & 6,691 & \$ & 7,634 \\
\hline Preferred dividends/distributions (2) & & 1,453 & & 1,353 & & 1,353 & & 1,668 \\
\hline 1,668 & & & & & & & & \\
\hline Common dividends/distributions & & 5,881 & & 5,867 & & 5,867 & & 5,220 \\
\hline 5,250 & & & & & & & & \\
\hline TOTAL DIVIDENDS/DISTRIBUTIONS & \$ & 7,334 & \$ & 7,220 & \$ & 7,220 & \$ & 6,888 \\
\hline \$ 6,918 & & & & & & & & \\
\hline
\end{tabular}
(1) For the quarter ended September 30, 2000, the Series C convertible preferred units were anti-dilutive for AFFO calculations. Thus, in computing AFFO, the quarterly dividend of \(\$ 572\) was included in the numerator and the related 2,421 of Series C convertible preferred units (as if already converted into common shares) were excluded from the denominator.
(2) Includes Series B Cumulative Redeemable Preferred Share dividends deducted for \(\mathrm{FFO} / \mathrm{AFFO}\) computations.

5

QUARTERLY CONSOLIDATED STATEMENTS OF OPERATIONS AND FFO PER DILUTED SHARE (SHARES IN THOUSANDS)

\section*{<TABLE>}
<CAPTION>



27,683


WEIGHTED AVERAGE DILUTED SHARES OUTSTANDING
32,325


For AFFO Computations:
\begin{tabular}{|c|c|c|c|c|}
\hline Weighted Average Converted Preferred Shares/Units 4,642 & 3,299 & 2,421 & -- & 4,642 \\
\hline Weighted Average Common Shares/Units Outstanding
27,683 & 29,643 & 29,611 & 29,561 & 27,750 \\
\hline WEIGHTED AVERAGE DILUTED SHARES OUTSTANDING
32,325 & 32,942 & 32,032 & 29,561 & 32,393 \\
\hline
\end{tabular}
==========
</TABLE>
6

QUARTERLY CONSOLIDATED STATEMENTS OF OPERATIONS AND FFO AS A PERCENTAGE OF TOTAL REVENUES

## <TABLE> <br> <CAPTION>




7

QUARTERLY EQUITY ANALYSIS
(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE DATA, SHARE PRICES AND RATIOS)
<TABLE>
<CAPTION>

| 2001 |  | 2000 |  |
| :---: | :---: | :---: | :---: |
| MARCH 31 | DECEMBER 31 | SEPTEMBER 30 | JUNE 30 |

CONVERTIBLE PREFERRED EQUITY - END OF QUARTER
Convertible Series A Preferred Shares Outstanding (2) 984
Conversion Ratio
1.8748

Common Shares Issued Assuming Conversion
1,845
Preferred Share Book Value
25.00

Convertible Series D Preferred Shares Outstanding (3)
n/a
Conversion Ratio
n/a
Common Shares Issued Assuming Conversion
n/a
Preferred Share Book Value
$\mathrm{n} / \mathrm{a}$
Convertible Series C Preferred Units Outstanding (4) 975
Conversion Ratio
2.3810

Common Units Issued Assuming Conversion
2,321
Preferred Units Book Value per Unit
25.00

PERPETUAL PREFERRED EQUITY - END OF QUARTER
Redeemable Series B Shares Outstanding
1,250
Preferred Share Book Value
25.00

WEIGHTED AVERAGE SHARES:
Weighted Average Common Shares Outstanding 17,353
Weighted Average Preferred Shares Outstanding
Assuming Conversion

$$
1,845
$$

Weighted Average Dilutive Options
50
Weighted Average Dilutive Warrants (4)
476
Weighted Average Common Units
10,281
Weighted Average Preferred Units
Assuming Conversion
2,321
-------
WEIGHTED AVG. SHARES/UNITS OUTSTANDING ASSUMING
CONVERSION OF PREFERRED SHARES/UNITS
32,325
-------
COMMON SHARES TRADING VOLUME
Average Daily Volume (Shares)
19
Average Daily Volume (Dollars in thousands) 152.05

As a Percentage of Common Shares
$0.1 \%$
COMMON SHARE PRICE RANGE
Quarterly High
$\begin{array}{ll}\$ & 9.98 \\ \$ & 9.03 \\ \$ & 9.59\end{array}$

Quarterly Low
7.50

Quarterly Average

| $\$$ | 10.00 | $\$$ | 10.13 | $\$$ | 9.25 | $\$$ |
| :--- | ---: | :--- | ---: | :--- | :--- | :--- |
| $\$$ | 8.94 | $\$$ | 8.75 | $\$$ | 8.00 | $\$$ |
| $\$$ | 9.63 | $\$$ | 9.39 | $\$$ | 8.72 | $\$$ |



| 20,409 | 20,407 | 18,544 |
| :---: | :---: | :---: |
| 9,388 | 9,388 | 9,388 |
| 29,797 | 29,795 | 27,932 |

0
1.8748

0
$\$ 25.00$

544
2.2000

1,197
$\$ 25.00$

1,017
2.3810

2,421
$\$ 25.00$

1,250
$\$ \quad 25.00$

19,982
19,947
19,934

18,014

1,845
180
476
9,556

2,321

32,393
$\qquad$

22
$\$ 187.74$
\$
$0.1 \%$
984
1.8748

1,845
$\$ 25.00$
$\mathrm{n} / \mathrm{a}$
$\mathrm{n} / \mathrm{a}$
$\mathrm{n} / \mathrm{a}$
$\mathrm{n} / \mathrm{a}$

975
2.3810

2,321
$\$ 25.00$
\$
\$
\$
7.92
End of Quarter
8.19
CAPITALIZATION
Liquidation Value of Preferred Shares/Units
80, 224
Market Value of Common Shares/Units
229,962

| <TABLE> <br> <CAPTION> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  |  | 2000 |
|  | MARCH 31 | DECEMBER 31 | SEPTEMBER 30 | JUNE 30 |
| MARCH 31 |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> |
| <C> |  |  |  |  |
| PRICING MULTIPLES |  |  |  |  |
| NOI Multiple <br> (Market value of Common Equity + Avg. Preferred |  |  |  |  |
| $\begin{aligned} & \text { Share/Units+ Avg. Total Debt) / Ann. NOI } \\ & 9.80 \mathrm{x} \end{aligned}$ | 9.76 x | 9.99x | 10.05x | 10.10x |
| EBITDA Multiple <br> (Market value of Common Equity + Avg. Preferred |  |  |  |  |
| $\begin{gathered} \text { Share } \\ 10.55 \mathrm{x} \end{gathered}$ | 10.64x | 10.63x | $10.83 x$ | 10.79x |
| ```FFO Multiple (Quarter End Common Share Price / Ann. FFO - diluted) 7.43x``` | 7.75x | 8.12x | 8.32x | $8.04 x$ |
| ```AFFO Multiple (Quarter End Common Share Price / Ann. AFFO - diluted) 8.91x``` | $9.44 x$ | 9.67 x | 10.98x | $9.75 x$ |

NOI Yield

| $\begin{aligned} & \text { Preferred Share/Units + Avg. Debt)) } \\ & 10.21 \% \end{aligned}$ | $10.24 \%$ | $10.01 \%$ | $9.95 \%$ | 9. $90 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| ```EBITDA Yield (Ann. EBITDA / (Market value of Common Equity + Avg Preferred Share/Units + Avg. Debt)) 9.48%``` | 9.40\% | $9.41 \%$ | 9.24\% | $9.27 \%$ |
| ```FFO Yield (Ann. FFO / Quarter End Common Share Price) 13.45%``` | 12.90\% | 12.32\% | 12.02\% | 12.43\% |
| ```AFFO Yield (Ann. AFFO / Quarter End Common Share Price) 11.23%``` | 10.59\% | 10.34\% | 9.11\% | 10.26\% |
| ```Total Market Capitalization Per Square Foot ((Market Value of Common Stock + Preferred Share/Units + Total Debt ) / GLA) (1) $118.79``` | \$124.70 | \$127.79 | \$128.86 | \$121.76 |
| RETURNS <br> Yield on Real Estate Owned - NOI <br> (Ann. NOI / Avg. Adjusted Gross Real Estate Investment) (2) <br> $10.67 \%$ | 11.30\% | 11.16\% | $11.07 \%$ | $10.80 \%$ |
| ```Yield on Real Estate Owned - EBITDA (Ann. EBITDA / Avg. Adjusted Gross Real Estate Investment) (2) 9.91%``` | $10.37 \%$ | 10.49\% | 10.28\% | $10.12 \%$ |
| Return on Book Value of Average Equity \& Minority Interest <br> (Ann. EBTDA / Avg. Equity \& Minority Interest) $13.17 \%$ | $14.87 \%$ | $14.72 \%$ | $14.24 \%$ | $13.71 \%$ |
| </TABLE> |  |  |  |  |

(1) Excludes square footage of assets under development, under construction or held in a joint venture.
(2) Excludes land-development, construction in progress and investment in development real estate joint ventures as these assets are not yet income generating.

| <TABLE> <br> <CAPTION> |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  |  |  | 2000 |  |  |  |
|  | MARCH 31 |  | DECEMBER 31 |  | SEPTEMBER 30 |  | JUNE 30 |  |
| MARCH 31 |  |  |  |  |  |  |  |  |
| <S> | <C> |  | <C> |  | <C> |  | <C> |  |
| <C> |  |  |  |  |  |  |  |  |
| DEBT OUTSTANDING |  |  |  |  |  |  |  |  |
| Mortgage Loans | \$ | 356,872 | \$ | 329,955 | \$ | 338,063 |  | 313,325 |
| \$ 319,624 |  |  |  |  |  |  |  |  |
| Construction Loans |  | 18,950 |  | 33,058 |  | 25,586 |  | 38,669 |
| 29,067 |  |  |  |  |  |  |  |  |
| Revolving Credit Facility |  | 29,091 |  | 29,091 |  | 4,761 |  | -- |
|  |  |  |  |  |  |  |  | 84,685 |
| $63,500$ |  |  |  |  |  |  |  |  |
|  | \$ | 478,913 | \$ | 474,349 | \$ | 465,695 |  | 436,679 |
| \$ 412,191 |  |  |  |  |  |  |  |  |
| AVERAGE OUTSTANDING BALANCE |  |  |  |  |  |  |  |  |
| Mortgage Loans | \$ | 344,023 | \$ | 325,971 | \$ | 319,745 |  | 318,249 |
| \$ 317,436 |  |  |  |  |  |  |  |  |
| Construction Loans |  | 26,967 |  | 28,277 |  | 37,700 |  | 34,145 |
| 26,551 |  |  |  |  |  |  |  |  |
| Revolving Credit Facility |  | 29,091 |  | 22,545 |  | 2,381 |  | -- |



|  | 75,507 |  | 90,910 |  | 91,239 |  | 77,794 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 475,588 | \$ | 467,703 | \$ | 451,065 | \$ | 430,188 |
| $=$ |  |  |  |  |  |  |  |
| \$ | 240,501 | \$ | 201,715 | \$ | 305,614 | \$ | 277,575 |
|  | 13,412 |  | 147,634 |  | 60,081 |  | 109,104 |
|  | 225,000 |  | 125,000 |  | 100,000 |  | 50,000 |
| \$ | 478,913 | \$ | 474,349 | \$ | 465,695 | \$ | 436,679 |
|  | 50.22\% |  | 42.52\% |  | 65.63\% |  | 63.56\% |
|  | 49.78\% |  | 57.48\% |  | $34.37 \%$ |  | $36.44 \%$ |
|  | 100.00\% |  | 100.00\% |  | 100.00\% |  | $100.00 \%$ |

(A) Excludes interest rate protection agreements.

AVERAGE INTERESTS RATES
Mortgage \& Construction Loans

| $7.44 \%$ | $7.84 \%$ | $7.62 \%$ | $7.52 \%$ |
| :---: | :---: | :---: | :---: |
| $7.31 \%$ | $8.17 \%$ | $8.12 \%$ | n/a |
| $7.85 \%$ | $8.38 \%$ | $8.33 \%$ | $8.11 \%$ |
| $7.50 \%$ | $7.96 \%$ | $7.64 \%$ | $7.58 \%$ |

Revolving Credit Facility
n/a
Secured Revolving Credit Facility
$7.68 \%$
Total Weighted Average
$7.50 \%$
$7.96 \%$
$7.64 \%$
$7.58 \%$
7.55\%

DEBT RATIOS
Debt to Total Market Capitalization
$57.5 \%$
$57.3 \%$
$56.9 \%$
$56.5 \%$
$59.1 \%$
$60.4 \%$
$60.0 \%$
$58.0 \%$
Debt to Undepreciated Book Value of Real Estate Assets
2.59x

Interest Coverage - NOI
(NOI / Interest)
Interest Coverage - EBITDA
$2.38 x$
(EBITDA / Interest)
Interest Coverage - EBITDA - YTD
$2.38 x$
(EBITDA / Interest - Year-to-date)
2. 44 x

Debt Service Coverage - NOI
2.35x
(NOI / (Interest + Principal Amortization))
Debt Service Coverage - EBITDA
2.18x
(EBITDA / (Interest + Principal Amortization))
Fixed Charge Coverage - NOI
2.20x
2.13x
2. 55 x
2.56x
2.40x
2.42x
$2.32 x$
2.07
$2.17 x$
2.09x
2.02x
2.01x
2.02x
$1.96 x$

Fixed Charge Coverage - EBITDA
1.97 x
(EBITDA / (Interest + Preferred Distribution))
</TABLE>
(1) We purchased a $\$ 50$ million 2-year cap on LIBOR at a rate of $7.7 \%$ which expires May 31, 2002.
(2) We purchased a $\$ 50$ million 1 -year cap on LIBOR at a rate of $7.0 \%$ which expires October 13, 2001.
(3) We purchased a $\$ 25$ million 1-year cap on LIBOR at a rate of $7.0 \%$ which expires October 13, 2001.
(4) We executed a $\$ 100$ million notional amount swap exchanging 30 -day floating LIBOR for LIBOR of $5.76 \%$ over a two-year period which expires January 2, 2003.

## QUARTERLY OPERATING RATIOS

(DOLLARS IN THOUSANDS EXCEPT PER SHARE DATA AND RATIOS)

| <TABLE> <br> <CAPTION> |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  |  |  | 2000 |  |  |  |  |
|  |  | MARCH 31 |  | DECEMBER 31 |  | SEPTEMBER | 30 | JUNE 30 |  |
| MARCH 31 ( |  |  |  |  |  |  |  |  |  |
| <S> | <C> |  | <C> |  | <C> |  |  | <C> |  |
| <C> |  |  |  |  |  |  |  |  |  |
| OPERATING RATIOS |  |  |  |  |  |  |  |  |  |
| NOI as a \% of Real Estate Revenues |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { (NOI / (Rental Revenue + Oper. Expense Reimb.)) } \\ & 70.58 \% \end{aligned}$ |  | $71.50 \%$ |  | 71.61\% |  | 71.29\% |  | 71.85\% |  |
| EBITDA as a of Real Estate Revenues |  |  |  |  |  |  |  |  |  |
| ```(EBITDA / (Rental Revenue + Oper. Expense Reimb.)) 65.55%``` |  | 65.62\% |  | 67.30\% |  | $66.19 \%$ |  | 67.27\% |  |
| G\&A as a \% of Real Estate Revenues |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { (G\&A / (Rental Revenue + Oper. Expense Reimb.)) } \\ & 5.21 \% \end{aligned}$ |  | 4.87\% |  | 3.63\% |  | 4.70\% |  | 4.39\% |  |
| G\&A as a of EBITDA |  |  |  |  |  |  |  |  |  |
| $7.95 \%$ |  |  |  |  |  |  |  |  |  |
| Quarter end occupancy for entire portfolio 97.26\% |  | 96.95\% |  | 97.03\% |  | 97.33\% |  | 96.66\% |  |
| ```Quarter end % leased for office portfolio 98.00%``` |  | 98.39\% |  | 98.17\% |  | 98.30\% |  | 98.40\% |  |
| Non-Incremental Capital Expenditures 729 | \$ | 1,116 | \$ | 776 | \$ | 415 | \$ | 923 | \$ |
| Non-Incremental Capital Expenditures per average square feet 0.12 | \$ | 0.34 | \$ | 0.12 | \$ | 0.07 | \$ | 0.15 | \$ |
| Non-Incremental Capital Expenditures per Diluted Share 0.02 | \$ | 0.03 | \$ | 0.02 | \$ | 0.01 | \$ | 0.03 | \$ |
| Non-Incremental Capital Expenditures as a \% of NOI 3.99\% |  | 5.26\% |  | $3.78 \%$ |  | 2.08\% |  | 4.86\% |  |
| </TABLE> |  |  |  |  |  |  |  |  |  |

## 11

QUARTERLY DIVIDEND ANALYSIS

## <TABLE>

<CAPTION>


| ```(FFO /dividends) Dividend Coverage - AFFO - Diluted (AFFO /dividends)``` |  | 1.27x |  | 1.28x |  | 1.14 x |  | 1.25x |  | 1.21x |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COMMON DIVIDEND YIELDS |  |  |  |  |  |  |  |  |  |  |
| Dividend Yield |  | 8.41\% |  | 8.05\% |  | 8.05\% |  | 8.27\% |  | 9.28\% |
| SERIES C PREFERRED UNIT DISTRIBUTIONS |  |  |  |  |  |  |  |  |  |  |
| Preferred Unit Distributions Per Share | \$ | 0.5625 | \$ | 0.5625 | \$ | 0.5625 | \$ | 0.5625 | \$ | 0.5625 |
| Preferred Unit Distributions Yield |  | 9.00\% |  | 9.00\% |  | 9.00\% |  | 9.00\% |  | 9.00\% |
| Quarter End Book Value | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 |
| SERIES A PREFERRED SHARE DIVIDENDS |  |  |  |  |  |  |  |  |  |  |
| Preferred Share Dividends Per Share | \$ | 0.34375 | \$ | 0.34375 | \$ | 0.34375 | \$ | 0.34375 | \$ | 0.34375 |
| Preferred Share Dividend Yield |  | 5.50\% |  | 5.50\% |  | 5.50\% |  | 5.50\% |  | 5.50\% |
| Quarter End Book Value | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 |
| SERIES B PREFERRED SHARE DIVIDENDS |  |  |  |  |  |  |  |  |  |  |
| Preferred Share Dividends Per Share | \$ | 0.6250 | \$ | 0.6250 | \$ | 0.6250 | \$ | 0.6250 | \$ | 0.6250 |
| Preferred Share Dividend Yield |  | 10.00\% |  | 10.00\% |  | 10.00\% |  | 10.00\% |  | 10.00\% |
| Quarter End Book Value | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 | \$ | 25.00 |
| SERIES D PREFERRED SHARE DIVIDENDS (1) |  |  |  |  |  |  |  |  |  |  |
| Preferred Share Dividends Per Share | \$ | 0.2500 |  | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | n/a |  | n/a |
| Preferred Share Dividend Yield |  | 4.00\% |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |  | n/a |
| Quarter End Book Value | \$ | 25.00 |  | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |
| </TABLE> |  |  |  |  |  |  |  |  |  |  |
| (1) We issued 544,000 of Series D Convertible Preferred Shares on January 25, 2001. Dividend was prorated based upon the number of days outstanding from date of issuance through quarter end. Prorated dividend was $\$ .1833$ per share. |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |

12

INVESTOR COMPOSITION AND ANALYST COVERAGE
(AS OF MARCH 31, 2001)

<TABLE>
<CAPTION>

</TABLE>
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline RESEARCH COVERAGE & \[
\begin{gathered}
\text { MARCH 31, } \\
2001
\end{gathered}
\] & \[
\begin{aligned}
& \text { DECEMBER 31, } \\
& 2000
\end{aligned}
\] & \[
\begin{gathered}
\text { SEPTEMBER } 30, \\
2000
\end{gathered}
\] & \[
\begin{aligned}
& \text { JUNE } 30, \\
& 2000
\end{aligned}
\] & \[
\begin{gathered}
\text { MARCH 31, } \\
2000
\end{gathered}
\] \\
\hline <S> <C> & & <C> & <C> & <C> & <C> \\
\hline A. G. Edwards & x & x & x & & \\
\hline Deutsche Banc Alex. Brown & X & x & & & x \\
\hline Credit Suisse First Boston & X & x & x & x & x \\
\hline Ferris, Baker Watts, Incorporated & x & & & & \\
\hline Janney Montgomery Scott & x & x & x & x & x \\
\hline Tucker Anthony Cleary Gull & & & & x & x \\
\hline Johnston, Lemon & & & & x & x \\
\hline Legg Mason Wood Walker, Inc. & x & x & x & x & x \\
\hline Prudential Securities Incorporated & & & X & x & x \\
\hline McDonald Investments & x & x & x & x & x \\
\hline
\end{tabular}
</TABLE>
SOURCE: INSTITUTIONAL OWNERSHIP WAS OBTAINED FROM FILED FORMS 13(f) AS OF

DEBT MATURITY SCHEDULE - MARCH 31, 2001
(DOLLARS IN THOUSANDS)


Notes:

- -------------------


#### Abstract

(1) We have the right to extend a $\$ 3,623$ construction loan for a one-year period, subject to certain conditions, upon maturity in 2002. The above table includes this maturity in 2002. The loan balances as of March 31 represent the outstanding balance as of that date. (2) The Term Credit Facility was extended through October 13, 2001. We have the right to extend for another one-year period, subject to certain conditions. This loan has been presented as maturing in October 2002 in the above table.

We have obtained interest rate protection agreements as follows: $\$ 50$ million cap on thirty-day LIBOR at 7.7\% expiring in May 2002. $\$ 50$ million cap on thirty-day LIBOR at 7.0\% expiring in October 2001. $\$ 25$ million cap on thirty-day LIBOR at 7.0\% expiring in October 2001. $\$ 100$ million notional amount swap of thirty-day LIBOR at $5.76 \%$ expiring in January 2003.


PROPERTY SUMMARY BY REGION - MARCH 31, 2001


BALTIMORE /WASHINGTON CORRIDOR

(1) This property is owned through a joint venture.

<TABLE>
<CAPTION>
SINGLE
ANTICIPATED
RENTABLE SQUARE
FEET -

\# OF OPERATING BUILDINGS:
TOTAL GREATER HARRISBURG:
677,458
-
\(\qquad\)

NORTHERN/CENTRAL NEW JERSEY
101 Interchange Plaza
104 Interchange Plaza
19 Commerce
2 Centre Drive
429 Ridge Road
431 Ridge Road
437 Ridge Road
47 Commerce
7 Centre Drive
8 Centre Drive
68 Culver Road
4301 Route 1
695 Route 46
710 Route 46
-
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Exit 8A -- Cranbury
Monmouth Junction


\(\quad\)\begin{tabular}{r} 
Wayne \\
Wayne
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline NJ & 1985 & M & 43,749 \\
\hline NJ & 1990 & M & 47,677 \\
\hline NU & 1989 & S & 65,277 \\
\hline NJ & 1989 & S & 16,132 \\
\hline NU & 1966/1996 & M & 142,385 \\
\hline NJ & 1958/1998 & S & 170,000 \\
\hline NJ & 1962/1996 & S & 30,000 \\
\hline NJ & 1992/1998 & S & 41,398 \\
\hline NJ & 1989 & S & 19,466 \\
\hline NU & 1986 & S & 16,199 \\
\hline NJ & 2000 & M & 57,280 \\
\hline NU & 1986 & M & 61,300 \\
\hline NU & 1990 & M & 157,394 \\
\hline NU & 1985 & M & 101,791 \\
\hline
\end{tabular}
\# OF OPERATING BUILDINGS:

TOTAL NORTHERN / CENTRAL NEW JERSEY:
14


970,048
-

TOTAL OFFICE PROPERTIES
\# OF OPERATING BUILDINGS:
89
\(\qquad\)

679,239
-_-_-_---
RETAIL PROPERTIES
\(\qquad\)

TOTAL PORTFOLIO
689,239
\# OF OPERATING BUILDINGS:
89
----
\(=======\)
</TABLE>
PROPERTY OCCUPANCY RATES BY REGION BY QUARTER
<TABLE>
<CAPTION>

TOTAL
PORTFOLIO
----------
<S>
MARCH 31, 2001
Number of Buildings
89
Rentable Square Feet 6,866,465
Percent Occupied
96.95\%

DECEMBER 31, 2000

| Number of Buildings 83 | 4 | 49 | 14 | 16 | 83 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rentable Square Feet 6,472,631 | 960,349 | 3,864,766 | 970,048 | 677,468 | 6,472,631 | - |
| Percent Occupied 97.03\% | 100.00\% | 97.84\% | 93.07\% | 93.86\% | 97.03\% | 0\% |
| SEPTEMBER 30, 2000 |  |  |  |  |  |  |
| Number of Buildings 82 | 4 | 47 | 15 | 15 | 81 | 1 |
| Rentable Square Feet $6,351,668$ | 960,349 | 3,594,058 | 990,385 | 657,685 | 6,202,477 | 149,191 |
| Percent Occupied 97.33\% | 100.00\% | 97.79\% | 96.08\% | 92.82\% | 97.33\% | 97.04\% |
| JUNE 30, 2000 |  |  |  |  |  |  |
| Number of Buildings $82$ | 4 | 47 | 15 | 15 | 81 | 1 |
| Rentable Square Feet 6,353,151 | 960,349 | 3,595,118 | 990,808 | 657,685 | 6,203,960 | 149,191 |
| Percent Occupied $96.66 \%$ | 100.00\% | 97.38\% | 92.15\% | 94.47\% | 96.64\% | 97.41\% |
| MARCH 31, 2000 |  |  |  |  |  |  |
| Number of Buildings 79 | 4 | 44 | 14 | 15 | 77 | 2 |
| Rentable Square Feet $6,081,008$ | 960,349 | 3,333,590 | 934,059 | 657,685 | 5,885,683 | 195,325 |
| Percent Occupied 97.26\% | 100.00\% | 98.20\% | 92.94\% | 94.70\% | 97.27\% | 96.79\% |

## <TABLE>

<CAPTION>

| - |  |  |  | PERCENTAGE OF |  | PERCENTAGE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WEIGHTED |  |  |  |  |  |  |
|  |  | TOTAL | TOTAL | TOTAL | TOTAL | OF TOTAL |
| AVERAGE |  |  |  |  |  |  |
|  |  | NUMBER OF | OCCUPIED | OCCUPIED | RENTAL | RENTAL |
| RENTAL |  |  |  |  |  |  |
| TENANT |  | LEASES | SQUARE FEET | SQUARE FEET | REVENUE (1) | REVENUE |
| LEASE TERM (2) |  |  |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> | <C> | <C> |
| <C> |  |  |  |  |  |  |
| United States of America | (3) | 19 | 960 | 14.5\% | \$16,675 | 14.9\% |
| 4.8 |  |  |  |  |  |  |
| AT\&T Local Services | (4), (5) | 6 | 415 | $6.3 \%$ | 7,645 | 6.8\% |
| 7.5 |  |  |  |  |  |  |
| Unisys | (6) | 3 | 741 | 11.2\% | 7,297 | 6.5\% |
| 8.3 |  |  |  |  |  |  |
| Ciena Corporation |  | 5 | 298 | 4.5\% | 3,791 | $3.4 \%$ |
| 4.2 |  |  |  |  |  |  |
| Magellan Behavioral Health, Inc. |  | 2 | 151 | $2.3 \%$ | 3,259 | 2.9\% |
| 2.8 |  |  |  |  |  |  |
| Booz Allen Hamilton |  | 4 | 129 | 1.9\% | 2,456 | 2.2\% |
| 2.8 |  |  |  |  |  |  |
| Merck \& Co., Inc. | (6) | 1 | 219 | 3.3\% | 2,193 | 2.0\% |
|  |  |  |  |  |  |  |
| General Dynamics Government Corp. |  | 2 | 94 | 1.4\% | 2,187 | 2.0\% |
| 9.6 |  |  |  |  |  |  |
| Bookham Technology, Inc. |  | 1 | 150 | 2.3\% | 1,870 | 1.7\% |
| 6.8 (4) 1 |  |  |  |  |  |  |
| Commonwealth of Pennsylvania | (4) | 7 | 145 | 2.2\% | 1,786 | 1.6\% |
| 2.3 |  |  |  |  |  |  |
| Johns Hopkins University | (4) | 3 | 80 | 1.2\% | 1,696 | 1.5\% |
| 5.5 |  |  |  |  |  |  |
| Sun Microsystems, Inc. |  | 2 | 61 | $0.9 \%$ | 1,403 | 1.3\% |
| 4.8 |  |  |  |  |  |  |
| Credit Management Solutions, Inc. |  | 1 | 71 | 1.1\% | 1,380 | 1.2\% |
| 7.7 |  |  |  |  |  |  |
| The Associated Press |  | 1 | 65 | 1.0\% | 1,347 | 1.2\% |
| 14.3 ( 3 |  |  |  |  |  |  |
| Ameritrade Holding Corporation |  | 1 | 62 | $0.9 \%$ | 1,304 | 1.2\% |
| 9.3 3 |  |  |  |  |  |  |
| Deutsche Banc Alex. Brown |  | 1 | 84 | 1.3\% | 1,278 | 1.1\% |
| 3.2 |  |  |  |  |  |  |
| Mentor Technologies |  | 1 | 60 | $0.9 \%$ | 1,275 | 1.1\% |
| 2.0 |  |  |  |  |  |  |
| Raytheon E-Systems | (4) | 3 | 65 | 1.0\% | 1,189 | 1.1\% |
| 2.2 |  |  |  |  |  |  |
| Computer Sciences Corporation |  | 1 | 55 | 0.8\% | 1,174 | 1.1\% |
| 1.1 |  |  |  |  |  |  |
| Aerotek, Inc.1.6 |  | 3 | 67 | 1.0\% | 1,089 | 1.0\% |
|  |  |  |  |  |  |  |
| SUBTOTAL TOP 20 OFFICE TENANTS |  | 67 | 3,972 | 60.0\% | 62,294 | 55.8\% |
| 5.7 |  |  |  |  |  |  |
| All remaining tenants |  | 355 | 2,660 | 40.0\% | 49,321 | 44.2\% |
| 3.4 |  |  |  |  |  |  |
| Total/Weighted Average |  | 422 | 6,632 | 100.0\% | \$111,615 | 100.0\% |
| 4.7 |  |  |  |  |  |  |
| </TABLE> |  |  |  |  |  |  |

$/$ TABLE
(1) Total Rental Revenue is the monthly contractual base rent as of March 31, 2001 multiplied by 12 plus the estimated annualized expense reimbursements under existing office leases.
(2) The weighting of the lease term was computed using Total Rental Revenue.
(3) Many of our government leases are subject to early termination provisions which are customary to government leases. The weighted average remaining lease term was computed assuming no exercise of such early termination rights.
(4) Includes affiliated organizations or agencies.
(5) AT\&T Local Services subleases 173,072 square feet under 2 leases which expire March 30, 2002. Effective April 1, 2002, this same 173,072 square feet will become directly leased by AT\&T Local Services with expiration dates ranging from 2006 and 2009. The above weighted average lease term reflects the expiration date of these direct leases.
(6) Merck \& Co., Inc. subleases 219,065 rentable square feet from Unisys' 960,349 leased rentable square feet.

TOTAL RENTAL REVENUE BY GEOGRAPHIC REGION BY QUARTER (1) (DOLLARS IN THOUSANDS)
<TABLE> <CAPTION>
<S>
OFFICE PROPERTIES:
Greater Philadelphia
Baltimore/Washington Corridor
Northern/Central New Jersey
Greater Harrisburg
$\quad$ Total Office Properties
2001
--------
MARCH 31
--------
<C>

| DECEMBER 31 | SEPTEMBER 30 | JUNE 30 | MARCH 31 |
| :---: | :---: | :---: | :---: |
| <C> | <C> | <C> | <C> |


| \$ | 2,506 |
| :---: | :---: |
|  | 18,573 |
|  | 4,922 |
|  | 2,789 |
|  | 28,790 |

2,506
17,224
5,311
2,271
------
27,312
------
2,506
17,197
5,326
2,228
------
27,257
------

| \$ 2,506 | \$ 2,506 |
| :---: | :---: |
| 16,297 | 15,830 |
| 4,969 | 4,706 |
| 2,275 | 2,395 |
| 26,047 | 25,437 |

RETAIL PROPERTIES:

| Total Retail Properties | - | 72 | 261 | 279 | 281 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL REGIONAL RENTAL REVENUE | \$ 28,790 | \$ 27,384 | \$ 27,518 | \$ 26,326 | \$ 25,718 | </TABLE>

(1) Rental revenue represents GAAP revenue including operating expense reimbursements, straight line rent adjustments and tenant services income.

NET OPERATING INCOME BY GEOGRAPHIC REGION BY QUARTER (DOLLARS IN THOUSANDS)
<TABLE>
<CAPTION>

|  | 2001 |  |  |  | 2000 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MARCH 31 |  | DECEMBER 31 |  | SEPTEMBER 30 |  | JUNE 30 |  |
| <S> | <C> |  | <C> |  | <C> |  | <C> |  |
| <C> |  |  |  |  |  |  |  |  |
| OFFICE PROPERTIES: |  |  |  |  |  |  |  |  |
| Greater Philadelphia \$ 2,477 |  | 2,486 |  |  | \$ | 2,481 | \$ | 2,482 | \$ | 2,482 |
| Baltimore/Washington Corridor 10,681 |  | 12,614 |  | 11,571 |  | 11,664 |  | 11,528 |
| Northern/Central New Jersey $2,920$ |  | 3,028 |  | 3,418 |  | 3,458 |  | 3,014 |
| ```Greater Harrisburg 1,812``` |  | 2,195 |  | 1,718 |  | 1,683 |  | 1,645 |
| Total Office Properties $17,890$ |  | 20,323 |  | 19,188 |  | 19,287 |  | 18,669 |
| RETAIL PROPERTIES: |  |  |  |  |  |  |  |  |
| $220$ | - |  | 55 |  | 179 |  | 222 |  |
| TOTAL REGIONAL NOI |  | 20,323 | \$ | 19,243 | \$ | 19,466 |  | 18,891 |
| Other income / expenses, net 143 |  | 912 |  | 1,293 |  | 523 |  | 89 |

SAME OFFICE PROPERTY CASH NET OPERATING INCOME BY QUARTER (1) (DOLLARS IN THOUSANDS)

<TABLE> <CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{2001} & & & \multicolumn{4}{|c|}{2000} \\
\hline & \multicolumn{2}{|r|}{MARCH 31} & \multicolumn{2}{|r|}{DECEMBER 31} & \multicolumn{2}{|l|}{SEPTEMBER 30} & \multicolumn{2}{|r|}{JUNE 30} \\
\hline \multicolumn{9}{|l|}{MARCH 31} \\
\hline <S> & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} \\
\hline \multicolumn{9}{|l|}{<C>} \\
\hline \multicolumn{9}{|l|}{OFFICE PROPERTIES: (2)} \\
\hline Greater Philadelphia & \multirow[t]{2}{*}{\$} & 2,352 & \multirow[t]{2}{*}{\$} & 2,348 & \multirow[t]{2}{*}{\$} & 2,348 & \multirow[t]{2}{*}{\$} & 2,302 \\
\hline \$ 2,297 & & & & & & & & \\
\hline Baltimore / Washington Corridor & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{10,295}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{10,244}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{9,957}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{10,743}} \\
\hline 9,861 & & & & & & & & \\
\hline Northern / Central New Jersey 2,847 & \multicolumn{2}{|r|}{2,656} & \multicolumn{2}{|r|}{2,822} & \multicolumn{2}{|r|}{2,807} & \multicolumn{2}{|r|}{2,357} \\
\hline Greater Harrisburg & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{1,681}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{1,639}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{1,644}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{1,595}} \\
\hline 1,637 & & & & & & & & \\
\hline TOTAL OFFICE PROPERTIES & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{16,984} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{17,053} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{16,756} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{16,997} \\
\hline \$ 16,642 & & & & & & & & \\
\hline
\end{tabular}
\(\qquad\)
</TABLE>
SAME OFFICE PROPERTY GAAP NET OPERATING INCOME BY QUARTER (1) (DOLLARS IN THOUSANDS)

## <TABLE>

<CAPTION>


## </TABLE>

(1) Net operating income for same office properties has been presented on a GAAP basis and a modified cash basis which removes the effect of straight-line rents from the GAAP net operating income.
(2) Same office properties include buildings owned for a minimum of five reporting quarters.

OFFICE LEASE EXPIRATION ANALYSIS BY YEAR


NOTE: As of March 31, 2001, the weighted average lease term is 4.7 years.
(1) Many of our government leases are subject to certain early termination provisions which are customary to government leases. The year of lease expiration was computed assuming no exercise of such early termination rights.
(2) Total Rental Revenue is the monthly contractual base rent as of March 31, 2001 multiplied by 12 plus the estimated annualized expense reimbursements under existing office leases.

21

QUARTERLY OFFICE RENEWAL ANALYSIS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & GREATER & BALTIMORE/ WASHINGTON & NORTHERN/ CENTRAL & GREATER \\
\hline \multicolumn{5}{|l|}{TOTAL} \\
\hline & PHILADELPHIA & CORRIDOR & NEW JERSEY & HARRISBURG \\
\hline \multicolumn{5}{|l|}{OFFICE} \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline
\end{tabular}
<C>
QUARTER ENDED MARCH 31, 2001:
\begin{tabular}{llll} 
Expiring Square Feet & - & 80,677 & 1,510 \\
86,187 \\
Vacated Square Feet & - & 1,215 & - \\
1,215 \\
Renewed Square Feet & - & 79,462 & 1,510
\end{tabular}

RENEWAL \& RETENANTED SPACE:
Increase in Base Rent - Straight-line
\(20.44 \%\)
Increase in Total Rent - Straight-line
\(18.20 \%\)
Increase in Base Rent - Cash
12.95\%
Increase in Total Rent - Cash
\(11.12 \%\)
\begin{tabular}{cccc}
\(0.00 \%\) & \(23.01 \%\) & \(2.78 \%\) & \(-28.63 \%\) \\
\(0.00 \%\) & \(20.31 \%\) & \(2.03 \%\) & \(-18.63 \%\) \\
\(0.00 \%\) & \(15.15 \%\) & \(2.78 \%\) & \(-30.74 \%\) \\
\(0.00 \%\) & \(12.84 \%\) & \(2.03 \%\) & \(-20.55 \%\) \\
& \(\$\) & & \\
\hline
\end{tabular}

Average Capital Cost per Square Foot \(\$ 6.88\)

QUARTER ENDED DECEMBER 31, 2000:
Expiring Square Feet
85,169
\(\quad\) Vacated Square Feet
29,132
\(\quad\) Renewed Square Feet
56,037
\(\quad\) Retention Rate (\% based upon square feet)
\(65.80 \%\)
75,372
29,132
46,240
\begin{tabular}{cc}
3,174 & 6,623 \\
- & -174 \\
\(100.00 \%\) & 6,623 \\
& \(100.00 \%\) \\
\(21.47 \%\) & \(-17.49 \%\) \\
\(11.19 \%\) & \(-9.98 \%\) \\
\(20.00 \%\) & \(-18.85 \%\) \\
\(10.01 \%\) & \(\$\) \\
\hline 17.92 & 1.10
\end{tabular}

Average Capital Cost per Square Foot \(\$ 9.720\)

QUARTER ENDED SEPTEMBER 30, 2000:
Expiring Square Feet
309,589
\(\quad\) Vacated Square Feet
96,894
\(\quad\) Renewed Square Feet
212,695
Retention Rate (\% based upon square feet)
\begin{tabular}{lr} 
- & 186,061 \\
- & 50,043 \\
- & 136,018 \\
\(0.00 \%\) & \(73.10 \%\)
\end{tabular}
\begin{tabular}{cc}
116,771 & 6,757 \\
40,094 & 6,757 \\
76,677 & - \\
\(65.66 \%\) & \(0.00 \%\)
\end{tabular} 68.70\%

RENEWAL \& RETENANTED SPACE:
Increase in Base Rent - Straight-line
14.75\%
Increase in Total Rent - Straight-line
\(9.74 \%\)
Increase in Base Rent - Cash
\(6.52 \%\)
Increase in Total Rent - Cash
1.97\%
Average Capital Cost per Square Foot
\(\$ \quad 12.57\)
</TABLE>

## <TABLE>

<CAPTION>

| GREATER | BALTIMORE/ | NORTHERN/ |  |
| :---: | :---: | :---: | :---: |
| WHSHINGTON | CENTRAL | GREATER |  |
| PHILADELPHIA | CORRIDOR | NEW JERSEY | HARRISBURG |

```
<S>
<C>
```

QUARTER ENDED JUNE 30, 2000:

| Expiring Square Feet | -- | 71,275 | 10,322 |
| :--- | :--- | :--- | :--- |
| 105,080 | -- | 34,644 | -- |
| Vacated Square Feet | -- | 36,631 | 10,322 |
| 38,564 |  |  | 19,920 |
| Renewed Square Feet | $0.00 \%$ | $51.39 \%$ | $100.00 \%$ | $63.30 \%$

RENEWAL \& RETENANTED SPACE:

| Increase in Base Rent - Straight-line 17.03\% | 0.00\% | 18.79\% | 15.87\% | 4.15\% |
| :---: | :---: | :---: | :---: | :---: |
| ```Increase in Total Rent - Straight-line 11.05%``` | 0.00\% | 14.10\% | $4.75 \%$ | 3.69\% |
| $\begin{aligned} & \text { Increase in Base Rent - Cash } \\ & 13.14 \% \end{aligned}$ | 0.00\% | 13.92\% | 14.87\% | $0.78 \%$ |
| $\begin{aligned} & \text { Increase in Total Rent - Cash } \\ & 7.33 \% \end{aligned}$ | 0.00\% | 9.43\% | 3.42\% | $0.38 \%$ |
| Average Capital Cost per Square Foot 9.85 | \$ -- | 7.40 | 19.95 | 4.58 |

QUARTER ENDED MARCH 31, 2000:


## <TABLE>

2001

| SUBMARKET | ACQUISITIONDATE | SQUARE FEET | OCCUPIED SQ. | OCCUPANCY | MARCH 31, |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | FT. AT ACQUISITION | PERCENTAGE AT ACQUISITION | OCCUPANCY PERCENTAGE |
| <C> | <C> | <C> | <C> | <C> | <C> |
| BWI Airport | 3/21/2001 | 96,566 | 96,566 | 100.0\% | 100.0\% |
| BWI Airport | 3/21/2001 | 52,988 | 52,988 | 100.0\% | 100.0\% |


| 940 Elkridge Landing Road 4,904 | BWI Airport | 3/21/2001 | 51,704 | 51,704 | 100.0\% | 100.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 891 Elkridge Landing Road 6,129 | BWI Airport | 3/21/2001 | 56,489 | 56,489 | 100.0\% | 100.0\% |
| 901 Elkridge Landing Road 5,705 | BWI Airport | 3/21/2001 | 56,847 | 50,155 | 88.2\% | 88.2\% |
| $\begin{aligned} & \text { TOTAL } \\ & \$ 33,618 \end{aligned}$ |  |  | 314,594 | 307,902 | 97.9\% | 97.9\% |

(1) Initial investment recorded by property as of March 31, 2001 for asset purchase.
(2) We hold a 40\% ownership interest in these office properties through a joint venture agreement.

NOTE: COPT classifies its acquisitions by type -- entity, portfolio or individual acquisitions. Entity acquisitions are defined as mergers of significant portfolios of $\$ 100+$ million with strong management organizations and a regional presence.

24

DEVELOPMENT SUMMARY AS OF MARCH 31, 2001
(DOLLARS IN THOUSANDS EXCEPT PER SQUARE
FOOT DATA)

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & & & \multicolumn{2}{|r|}{PERCENTAGE} & \multicolumn{3}{|l|}{ANTICIPATED} \\
\hline & & & RENTABLE & PRE - LEASED & COST PER & & \\
\hline \multicolumn{8}{|l|}{ANTICIPATED} \\
\hline & & & SQUARE & OR & RENTABLE & ANTICIPATED & Cost \\
\hline \multicolumn{8}{|l|}{STABILIZATION/} \\
\hline PROPERTY AND LOCATION & & SUBMARKET & FEET & COMMITTED & SQUARE FOOT & COST & TO DATE \\
\hline DELIVERY & & & & & & & \\
\hline - ------------------ & & ------- & ---- & --------- & & - ---- & \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline
\end{tabular}

UNDER CONSTRUCTION

Montpelier Research Phase I
Columbia, Maryland
June 2001

2701 Phoenix Road (201 NBP)
Annapolis Junction, MD
September 2001

1304 Concourse Drive
Linthicum, MD
October 2001
6731 Columbia Gateway Drive Columbia, Maryland
December 2001
2711 Phoenix Road (211 NBP)
Annapolis Junction, MD
March 2002
--
TOTAL UNDER CONSTRUCTION:
(1) Howard County
Perimeter 44,000 100.00\% \(\$ 114\) \$ 5,008 \$,477
(2)

BWI Airport
118,000
51. 91\%

155
18,313
8,756
(3)

BWI Airport
100,000
\(0.00 \%\)
166
16,572
9,129
(4) Howard County Perimeter

122,889
\(0.00 \%\)
176
21,613
9,446
(5)
BWI Airport 150,000 100.00\% 26,135 174


UNDER DEVELOPMENT
\begin{tabular}{llllll}
\begin{tabular}{ll} 
Robert Fulton Drive - Phase I (6) \\
October 2001
\end{tabular} & Howard County & 144,350 & \(0.00 \%\) & 116 & 16,704 \\
Columbia, Maryland & Perimeter & & \\
\begin{tabular}{ll}
114 National Business Parkway & \\
Annapolis Junction, MD & BWI Airport
\end{tabular} & 10,000 & \(100.00 \%\) & 164 & 1,644
\end{tabular}
--
TOTAL UNDER DEVELOPMENT:

TOTAL / AVERAGE
</TABLE>
(1) Effective January 16, 2001, we formed a joint venture to develop and construct an office building in two phases. Phase I consists of a 44,000 square foot office building, 100\% leased to Johns Hopkins University and is being funded with a $\$ 4,400$ construction loan of which $\$ 3,650$ is outstanding as of March 31, 2001. Phase II represents a planned 19,000 square foot office building not yet under development.
(2) On September 29, 2000, we contributed this development asset into a joint venture. The joint venture obtained a $\$ 13,725$ construction loan in October 2000 and $\$ 1,667$ is outstanding as of March 31, 2001.
(3) We obtained a $\$ 11,800$ construction loan and $\$ 3,623$ is outstanding as of March 31, 2001.
(4) We obtained a $\$ 15,750$ construction loan. No draws have been made as of March 31, 2001.
(5) On December 15, 2000, we contributed this development asset into a joint venture. The joint venture has obtained a $\$ 20,550$ construction loan commitment. No draws have been made as of March 31, 2001.
(6) We participate in the development of this asset through a joint venture arrangement. The joint venture has obtained a $\$ 14,000$ construction loan and has borrowed \$2,486 as of March 31, 2001.

