
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549

FORM 8-K

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

Date of report (Date of earliest event reported): **September 25, 2018**

MACK-CALI REALTY CORPORATION

(Exact Name of Registrant as Specified in Charter)

Maryland
(State or Other Jurisdiction
of Incorporation)

1-13274
(Commission File Number)

22-3305147
(IRS Employer
Identification No.)

Harborside 3, 210 Hudson St., Ste. 400
Jersey City, New Jersey 07311
(Address of Principal Executive Offices) (Zip Code)

(732) 590-1010
(Registrant's telephone number, including area code)

MACK-CALI REALTY, L.P.

(Exact Name of Registrant as Specified in Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

333-57103
(Commission File Number)

22-3315804
(IRS Employer
Identification No.)

Harborside 3, 210 Hudson St., Ste. 400
Jersey City, New Jersey 07311
(Address of Principal Executive Offices) (Zip Code)

(732) 590-1010
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions *see* General Instruction A.2. below):

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

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD

Beginning on September 25, 2018, Mack-Cali Realty Corporation, a Maryland corporation (the "General Partner") and the general partner of Mack-Cali Realty, L.P. (the "Company," and together with the General Partner, the "Registrants"), will participate in investor meetings and the BofA Merrill Lynch Global Real Estate Conference at which members of the General Partner's management will make a presentation to investors. A copy of the General Partner's investor presentation is furnished herewith as Exhibit 99.1.

Limitation of Incorporation by Reference

In accordance with General Instruction B.2. of Form 8-K, this information, including Exhibit 99.1 furnished herewith, is furnished pursuant to Item 7.01 and shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference into a filing under the Securities Act of 1933, as amended (the "Securities Act"), or the Exchange Act. The information in this Item 7.01 of this Current Report on Form 8-K (including the exhibit hereto) will not be deemed an admission as to the materiality of any information required to be disclosed solely to satisfy the requirements of Regulation FD.

Cautionary Statements

This Current Report on Form 8-K, including the exhibits furnished herewith, contains "forward-looking statements" within the meaning of Section 21E of the Exchange Act. Such forward-looking statements relate to, without limitation, our future economic performance, plans and objectives for future operations and projections of revenue and other financial items. Forward-looking statements can be identified by the use of words such as "may," "will," "plan," "potential," "projected," "should," "expect," "anticipate," "estimate," "target," "continue," or comparable terminology. Forward-looking statements are inherently subject to risks and uncertainties, many of which we cannot predict with accuracy and some of which we might not even anticipate. Although we believe that the expectations reflected in such forward-looking statements are based upon reasonable assumptions at the time made, we can give no assurance that such expectations will be achieved. Future events and actual results, financial and otherwise, may differ materially from the results discussed in the forward-looking statements as a result of various factors. Unless required by U.S. federal securities laws, we do not intend to update any of the forward-looking statements to reflect circumstances or events that occur after the statements are made or to conform the statements to actual results. The information contained in this Current Report on Form 8-K, including the exhibit filed herewith, should be viewed in conjunction with the consolidated financial statements and notes thereto appearing in the Registrants' Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q.

In connection with the foregoing, the Company and Operating Partnership hereby furnish the following documents:

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

<u>Exhibit Number</u>	<u>Exhibit Title</u>
99.1	Investor Presentation.

The information included in this Current Report on Form 8-K (including the exhibit hereto) is being furnished under Item 7.01, "Regulation FD" and Item 9.01 "Financial Statements and Exhibits" of Form 8-K. As such, the information (including the exhibit) herein shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be incorporated by reference into a filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing. This Current Report (including the exhibit hereto) will not be deemed an admission as to the materiality of any information required to be disclosed solely to satisfy the requirements of Regulation FD.

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EXHIBIT INDEX

<u>Exhibit Number</u>	<u>Exhibit Title</u>
99.1	Investor Presentation.

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SIGNATURES

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

MACK-CALI REALTY CORPORATION

Dated: September 25, 2018

By: /s/ Gary T. Wagner
Gary T. Wagner
General Counsel and Secretary

MACK-CALI REALTY, L.P.

By: Mack-Cali Realty Corporation,
its general partner

Dated: September 25, 2018

By: /s/ Gary T. Wagner
Gary T. Wagner
General Counsel and Secretary

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Mack-Cali Realty Corporation
Investor Presentation



BAML Conference
September 2018

ROSELAND
RESIDENTIAL TRUST
— A MACK-CALI COMPANY —
BUILDING VISIONARY LIFESTYLE

This Operating and Financial Data should be read in connection with our
Quarterly Report on Form 10-Q for the quarter ended June 30, 2018.

Statements made in this presentation may be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements can be identified by the use of words such as "may," "will," "plan," "potential," "projected," "should," "expect," "anticipate," "estimate," "target," "continue" or comparable terminology. Forward-looking statements are inherently subject to risks and uncertainties, many of which we cannot predict with accuracy and some of which we might not even anticipate, and involve factors that may cause actual results to differ materially from those projected or suggested. Readers are cautioned not to place undue reliance on these forward-looking statements and are advised to consider the factors listed above together with the additional factors under the heading "Disclosure Regarding Forward-Looking Statements" and "Risk Factors" in our annual reports on Form 10-K, as may be supplemented or amended by our quarterly reports on Form 10-Q, which are incorporated herein by reference. We assume no obligation to update or supplement forward-looking statements that become untrue because of subsequent events, new information or otherwise.

Jersey City Portfolio Overview

Mack-Cali has a leading residential and office presence in Jersey City's premier market



Residential Units

- 1. Urby (762 Units)
- 2. Marbella (412 Units)
- 3. M2 (311 Units)
- 4. Monaco (523 Units)

Office SF

- 5. 101 Hudson (1.2 MSF)
- 6. Harborside 4A (0.2 MSF)
- 7. Harborside 5 (1.0 MSF)
- 8. Harborside 1,2,3 (1.9 MSF)

Future Developments

- 9. 25 Christopher Columbus
- 10. Harborside 8
- 11. Urby II
- 12. Harborside Tower

Transportation

- 14. Exchange Place PATH
- 15. NY Waterway - Harborside
- 16. NY Waterway - Paulus Hook
- 17. Light Rail - Harborside

2Q 2018 Key Statistics (1)

\$5.0 billion

Market Capitalization

\$3.6 billion

Net Asset Value (Estimate)

15.5 million

Square Feet Office Space

83.2%

% Leased (Excl. Non-Core)

16.5%

GAAP Rental Rate Roll-Up (Excl. Non-Core)

7.5%

Cash Rental Rate Roll-Up (Excl. Non-Core)

6,082

Operating Residential Units

97.5%

% Leased Residential Units

2,001

In-Construction Residential Units/Keys

7.0%

In-Construction Avg Development Yield

Notes
(1) All data as of June 30, 2018.

Comprehensive Transformation

2Q15

115

Office Buildings (Excluding Flex)

3,800

Operating/In Construction Units (WO/JV)

3,026

Operating/In Construction Units (Subordinate)

\$14.3 million

Consolidated Residential NOI (Annualized)

\$3.9 billion

Total Market Cap

5.67%

Weighted Average Interest Rate

2.7

Interest Coverage Ratio

\$46.5 million

Core FFO (Qtr.)

\$24.5 million

AFFO (Qtr.)

2Q18

42

(63% Reduction)

Office buildings (Excluding Flex)

7,953

(109% Increase)

Operating/In Construction Units (WO/JV)

130

(96% Reduction)

Operating/In Construction Units (Subordinate)

\$47.8 million

(234% Increase)

Consolidated Residential NOI (Annualized)

\$5.0 billion

(28% Increase)

Total Market Cap

3.79%

(33% Reduction)

Weighted Average Interest Rate

3.5

(30% Increase)

Interest Coverage Ratio

\$45.2 million

(3% decrease)

Core FFO (Qtr.)

\$21.1 million

(14% decrease)

AFFO (Qtr.)

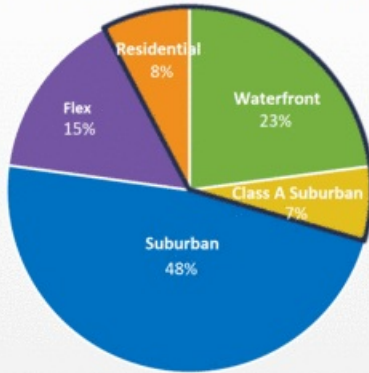
NOI Evolution

\$ in millions

Mack-Cali has transformed its business from a suburban office company to a dual platform residential and geographically focused office company

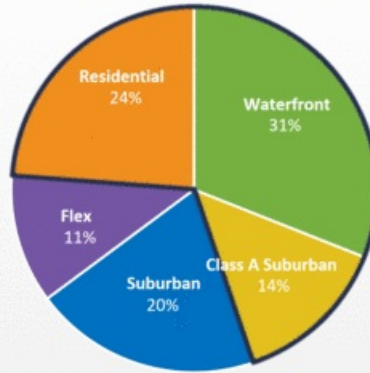
**2Q 2015 NOI
Composition (annualized)**

- Total Portfolio NOI: \$357M
- 37% of NOI from Preferred Business Segments



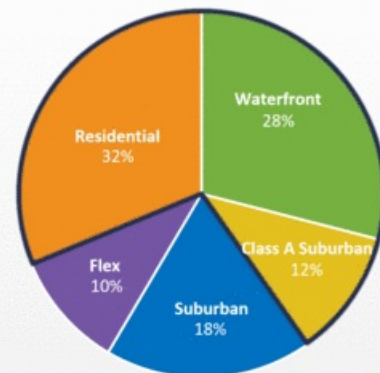
**2Q 2018 NOI
Composition (annualized)**

- Total Portfolio NOI: \$335M
- 69% of NOI from Preferred Business Segments



**NOI Composition W/ CIP Stabilized
(annualized)**

- Total Portfolio NOI: \$374M
- 72% of NOI from Preferred Business Segments



Market	NOI	%
Waterfront Office	\$82	23%
Residential	28	8%
Class A Suburban Office	23	6%
Subtotal	\$133	37%
Suburban Office	170	48%
Flex	54	15%
Total	\$357	100%

Market	NOI	%
Waterfront	\$104	31%
Residential	80	24%
Class A Suburban	46	14%
Subtotal	\$230	69%
Suburban	67	20%
Flex	38	11%
Total	\$335	100%

Market	NOI	%
Waterfront	\$104	28%
Residential	119	32%
Class A Suburban	46	12%
Subtotal	\$269	72%
Suburban	67	18%
Flex	38	10%
Total	\$374	100%

Residential – 2018 Lease Up Success

The Company has delivered 1,212 units to the marketplace in 2018, which are collectively 63.9% leased as of September 17, 2018

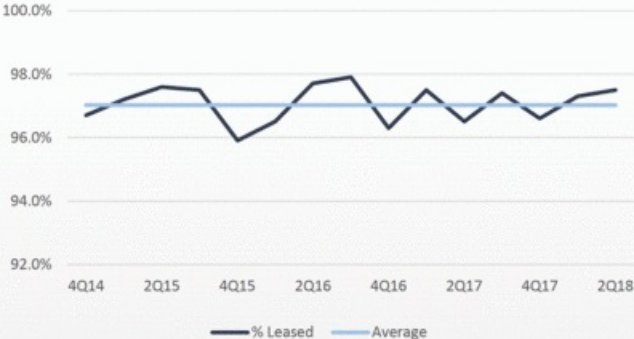
- Highlighting this success is the absorption of RiverHouse 11. The property opened on July 6, 2018 and is currently 84.1% leased (248 units)

	<u>RiverHouse 11</u>	<u>Portside 5/6</u>	<u>Signature Place</u>	<u>145 Front Street</u>	<u>Metropolitan Lofts</u>
					
				<u>Phase I</u>	<u>Phase II</u>
Units	295	296	197	237	128
Location	Weehawken, NJ	East Boston, MA	Morris Plains, NJ	Worcester, MA	
Commenced Operations	July 6, 2018	May 4, 2018	March 24, 2018	February 24, 2018	July 23, 2018
Units Absorbed	248	182	140	140	16
Percent Leased	84.1%	61.5%	71.1%	59.0%	13.3%
Development Yield	6.60%	6.79%	6.68%	6.21%	
Stabilized Cash Flow	\$4.7 million	\$4.2 million	\$2.2 million	\$3.6 million	

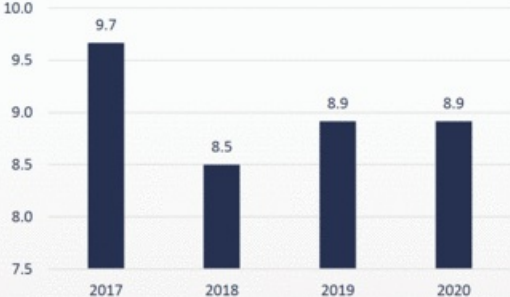
Residential – Market Leading Portfolio

- As of 2Q 2018, Roseland had a portfolio-wide percentage leased of **97.5%**
- Roseland’s low volatility portfolio has leased within a **200 bps** range over last three years, which management believes is supportive of higher loan-to-value debt
- Roseland’s portfolio has an average age of under **9 years – an industry leader**
- With the Marbella acquisition, we have nearly eliminated our subordinated interests (130 units remain)

Historical Percentage Leased



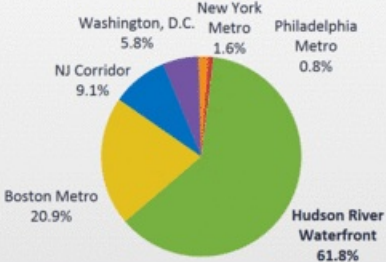
Avg Building Age Projection (years)



Gross Portfolio Value

Stabilized Gross Asset Value	\$4,484
Less: Discount for CIP	(97)
Discounted Gross Asset Value	\$4,387
Less: Existing Debt	(1,904)
Less: 3rd Party Interests	(696)
Roseland Net Asset Value	\$1,787
MCR Share	\$1,555
Rockpoint Share	\$232

NAV by Market



Residential – Value Creation

Roseland’s In-Construction and lease-up portfolio is forecasted to create approximately \$319.7 million of value through 2020 (Roseland share: \$269.8M).

Estimated Value Creation from In-Construction Projects

Projected NOI	\$61.2M
Market Value of Projected NOI	1,194.7M
Less: Cost of Development	- 875.0M
Value Creation	\$319.7M
Roseland Share	\$269.8M

Current Development Pipeline



145 Front Street at City Square (365 Units)
Phase I - 1Q 2018 Delivery
Phase II - 3Q 2018 Delivery



Portside 5/6 (296 Units)
2Q 2018 Delivery



RiverHouse 11 at Port Imperial (295 Units)
2Q 2018 Delivery



Building 8/9 at Port Imperial (313 Units)
4Q 2020 Delivery



Riverwalk C at Port Imperial (360 Units)
4Q 2020 Delivery



Marriott Hotels at Port Imperial (372 Keys)
3Q 2018 Delivery

Residential - Development Delivery and FFO Creation

The growth reflected below is solely from Roseland's current Operating and In-Construction portfolio



Notes

(1) 2020 Incremental FFO creation excludes proceeds from the late 2020 delivery of Riverwalk C and Building 8/9.

Residential – Equity Requirements

\$ in thousands

As summarized in the table below, Mack-Cali is planning on and expects to have excess capital sources available to achieve the following key objectives:

- i. Complete Roseland’s in-construction portfolio of 2,001 units
- ii. Complete Roseland’s funding requirement for 2018/2019 Priority Starts comprising 2,673 units

	Comment	Units	Total Cost	Construction Debt	Capital Requirement	
USE: In-Construction Portfolio						
Construction Completion	Represents remaining requirements for the in construction portfolio as summarized on Page 40	2,001	\$307,642	\$258,507	\$49,135	
Less: Existing JV Partner Commitments	Represents third party capital commitments (Riverwalk C)				(13,925)	
Remaining Roseland Capital (to be funded by Company cash)					\$35,210	A
USE: Priority 2018 Start (remaining)						
Priority 2018 Starts	Represents three Probable starts through the end of the year in our core geographies in close proximity to existing operations	1,244	\$631,600	\$409,253	\$222,000	
Less: Land Equity/Fundings to Date	Represents the Company’s existing land equity in Probable Starts (~\$54,000/unit)				(77,000)	
Roseland Capital Obligation					\$145,000	B
USE: Priority 2019 Starts						
Priority 2019 Starts	Two Jersey City towers	1,429	\$707,976	\$441,606	\$266,000	
Less: Land Equity/Fundings to Date	Represents the Company’s existing land equity in Probable Starts				(78,000)	
Less: Existing JV Partner Commitments	Represents third party capital commitments (Urby II)				(23,000)	
Roseland Capital Obligation					\$165,000	C
Total Roseland Capital Uses		4,674			\$345,210	A+B+C
SOURCE: Capital Availability						
Comment						
Rockpoint Capital	Represents the balance on Rockpoint’s \$300M commitment				\$85,000	
Construction Refinancings	Represents excess refinancing proceeds upon takeout financing on construction portfolio (excludes Riverwalk C and 8/9)				100,000	
Dispositions	Represents select dispositions for redeployment of capital into Roseland’s core geographies				165,000	
New Project-level Joint Ventures	Represents 50/50 joint ventures on select Priority Starts				136,000	
Total Roseland Capital Sources					\$486,000	
2018/2019 Start Excess Capital Source Potential ⁽¹⁾					\$140,790	

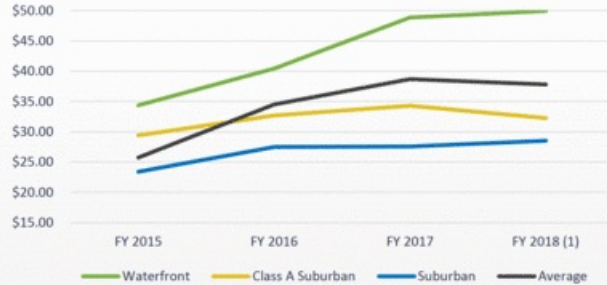
Notes:

(1) Represents capital sources prior to reinvestment of Roseland cash flow generation.

Office – Rent Growth by Property Type

- The Company achieved GAAP roll-ups of **16.5%** across its core portfolio and **12.2%** at waterfront assets
- Waterfront rents continue to climb as the Company focuses on its trophy assets
- As waterfront rents continue to climb, management believes re-leasing previously discounted prime office space presents a sizeable mark to market opportunity

New Rents Signed by Property Type (GAAP)



	FY 2015	FY 2016	FY 2017	FY 2018 (1)
Waterfront	\$34.36	\$40.45	\$48.88	\$49.99
%		17.7%	20.8%	2.3%
Class A Suburban	29.42	32.71	34.29	\$32.21
%		11.2%	4.8%	(6.1%)
Suburban	23.37	27.50	27.53	\$28.50
%		17.7%	0.1%	3.5%
Key Markets (avg)	\$25.72	\$34.54	\$38.72	\$37.84
%		34.3%	12.1%	(2.3%)

Notes:

(1) 2018 GAAP new rents signed based on leases signed in 1Q and 2Q 2018 and projections to the end of the year.

Portfolio Re-Leasing Spreads (GAAP)



Waterfront Re-Leasing Spreads (GAAP)



Office - Disposition Strategy & Statistics

We have made significant progress in our portfolio transformation via dispositions of non-core and JV assets and expect to finish our program in 2018. The average rent profile of our remaining office portfolio is **37.4%** higher than the disposition portfolio.

	(\$ in millions)	Percent of Goal	Buildings	Building SF	Avg. Base Rent
Dispositions (2015 – YTD 2018)	\$1,435.2	90.6%	143	16,002,167	\$25.17
Under Contract/Negotiations	131.1	8.3%	6	766,563	24.44
Active Dialogue/Future Dispositions	<u>17.1</u>	<u>1.1%</u>	<u>2</u>	<u>194,714</u>	<u>24.49</u>
Total Dispositions	\$1,583.4	100%	151	16,963,444	\$25.12
Total Remaining Portfolio			98	13,404,219	\$30.29
Remaining Flex Parks			<u>62</u>	<u>3,526,612</u>	<u>18.46</u>
Remaining Office Portfolio			36	9,877,607	\$34.51



Office – Post Disposition Portfolio

- The Company allocated an aggregate \$53.7 million to capital improvements at office assets in 2017 and projects to spend an additional \$60.6 million in 2018

Waterfront						Suburban					
Building	Location	Total SF	Leased SF	% Leased	Avg. Base Rent + Escalations ⁽¹⁾	Building	Location	Total SF	Leased SF	% Leased	Avg. Base Rent + Escalations ⁽¹⁾
101 Hudson	Jersey City, NJ	1,246,283	946,984	76.0%	\$36.62 *	1 Giralda Farms	Madison, NJ	154,417	149,745	97.0%	\$40.04 *
Harborside 1	Jersey City, NJ	399,578	197,276	49.4%	47.46 *	7 Giralda Farms	Madison, NJ	236,674	142,136	60.1%	35.91
Harborside 2 & 3	Jersey City, NJ	1,487,222	1,129,582	76.0%	37.73 *	4 Gatehall Drive	Parsippany, NJ	248,480	193,974	78.1%	27.13 *
Harborside 4a	Jersey City, NJ	207,670	198,644	95.7%	35.89 *	9 Campus Drive	Parsippany, NJ	156,495	131,701	84.2%	20.90 *
Harborside 5	Jersey City, NJ	977,225	687,826	70.4%	40.72 *	325 Columbia Turnpike	Florham Park, NJ	168,144	167,044	99.3%	26.53 *
111 River Street	Hoboken, NJ	566,215	400,948	70.8%	38.61 *	200 Schultz Drive	Red Bank, NJ	102,018	73,867	72.4%	26.97 *
Total Waterfront		4,884,193	3,561,260	72.9%	\$38.54	201 Littleton Road	Morris Plains, NJ	88,369	38,572	43.6%	20.39
						3600 Route 66	Neptune, NJ	180,000	180,000	100.0%	25.10 *
						4 Campus Drive	Parsippany, NJ	147,475	127,733	86.6%	24.21
						6 Campus Drive	Parsippany, NJ	148,291	125,560	84.7%	26.21 *
						1 Sylvan Way	Parsippany, NJ	150,557	122,938	81.7%	32.72 *
						3 Sylvan Way	Parsippany, NJ	147,241	82,036	55.7%	30.27 *
						5 Sylvan Way	Parsippany, NJ	151,383	142,588	94.2%	29.61 *
						7 Sylvan Way	Parsippany, NJ	145,983	103,289	70.8%	28.70 *
						7 Campus Drive	Parsippany, NJ	154,395	132,624	85.9%	25.99 *
						2 Hilton Court	Parsippany, NJ	181,592	181,592	100.0%	40.85
						8 Campus Drive	Parsippany, NJ	215,265	168,350	78.2%	30.52 *
						2 Dryden Way	Parsippany, NJ	6,216	6,216	100.0%	17.84
						600 Horizon Drive (3)	Hamilton, NJ	95,000	95,000	100.0%	24.23
						100 Overlook Center	Princeton, NJ	149,600	75,226	50.3%	32.35
						5 Vaughn Drive	Princeton, NJ	98,500	43,310	44.0%	29.91
						1 River Center 1	Middletown, NJ	122,594	119,622	97.6%	27.96 *
						1 River Center 2	Middletown, NJ	120,360	120,360	100.0%	26.82 *
						1 River Center 3 & 4	Middletown, NJ	214,518	119,092	55.5%	28.15 *
						23 Main Street (3)	Holmdel, NJ	350,000	350,000	100.0%	17.51
						5 Wood Hollow Road	Parsippany, NJ	317,040	317,040	100.0%	25.73 *
						Total Suburban		4,250,607	3,509,615	82.6%	\$27.64
						Total Core Office Portfolio		11,085,891	8,915,071	80.4%	\$33.90
						Flex Park Portfolio		3,526,612	3,249,365	92.1%	\$18.46
						Total Core Portfolio (1)		14,612,503	12,164,436	83.2%	\$29.77

* Denotes assets that have recently been renovated

- (1) Excludes non-core holdings targeted for sale at 842,086 SF; excludes consolidated repositionings taken offline totaling 513,101 SF. Total consolidated office portfolio of 15,920,449 SF.
 (2) Includes annualized base rental revenue plus escalations for square footage leased to commercial and retail tenants only. Excludes leases for amenity, parking and month-to-month tenants. Annualized base rental revenue plus escalations is based on actual June 2018 billings times 12. For leases whose rent commences after July 1, 2018 annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.
 (3) Average base rents + escalations reflect rental values on a triple net basis.

Office – Waterfront Leasing Prospects

Looking ahead to 2019 and beyond, Mack-Cali will be in an excellent position to capitalize on the momentum provided by our building improvements, new leases signed, and the continued enhancement of the Jersey City Waterfront’s reputation as the place to work, live, and play. The pace of conversion from prospect to signed lease is beginning to accelerate, providing a positive outlook.



Q1 & Q2 2018 Waterfront Roll Up

	GAAP				Cash		
	SF	Outgoing Rent PSF	Incoming Rent PSF	Roll Up	Outgoing Rent PSF	Incoming Rent PSF	Roll Up
New Deals	8,334	\$45.08	\$46.78	3.8%	\$49.34	\$47.00	(4.7%)
Renewals	42,680	45.48	48.56	6.8%	49.19	50.36	2.4%
	51,014	\$45.42	\$48.27	6.3%	\$49.21	\$49.81	1.2%



The New Lobby for Harborside 2&3 (Opened June 2018)

Valuation – NAV 2Q 2018

\$ in millions
(except per share amounts)

The company's NAV estimate of \$3.6B is further supposed using alternative valuation methodologies on page 17

	Rentable SF/ Apt Units	Projected NOI (L)	Cap Rate	NAV Calculation ⁽¹⁾					Net Value Range ⁽¹⁾				
				Gross Asset Value	Gross Per SF/ Unit (10)	Property Debt	Third Party Interests	Discounting ⁽¹³⁾	Net Asset Value	High	Low		
				(A)	0	(B)	(C)	(D)	(A-B-C-D)				
Office Portfolio	MSE												
Hudson Waterfront (Jersey City)	4,884	\$81.3	4.5%	\$1,820	\$373	(\$250)	\$0	\$0	\$1,570	\$1,799	\$1,387		
Class A Suburban (Metropark, Short Hills)	1,951	42.7	6.9%	623	319	(125)	0	0	498	547	456		
Suburban	4.25	57.4	8.8%	654	154	0	0	0	654	693	618		
Flex Parks	<u>3,527</u>	<u>36.5</u>	6.6%	<u>549</u>	<u>156</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>549</u>	<u>594</u>	<u>511</u>		
Subtotal ⁽⁴⁾	14,612	\$217.9		\$3,646	\$250	(\$375)	\$0	\$0	\$3,271	\$3,633	\$2,972		
Non-Core ⁽⁵⁾	0.842			75		0	0	0	75	75	75		
Hotel and Other JV Interests ⁽⁶⁾				208		(129)	(40)	0	39	39	39		
Harborside Plaza 4				90		0	0	0	90	90	90		
Wegman's & Retail ⁽⁷⁾				56		0	0	0	56	56	56		
Land ⁽⁸⁾				39		0	0	0	39	39	39		
Repositioning Properties ⁽⁹⁾				<u>116</u>		<u>0</u>	<u>0</u>	<u>0</u>	<u>116</u>	<u>116</u>	<u>116</u>		
Office - Asset Value	15,454			\$4,230		(\$504)	(\$40)	\$0	\$3,686	\$4,048	\$3,387		
Less: Office Unsecured Debt									(1,433)	(1,433)	(1,433)		
Less: Market Management Fee ⁽¹⁰⁾									(140)	(140)	(140)		
Less: Office Preferred Equity/LP Interests									(53)	(53)	(53)		
Total Office NAV	15,454								\$2,060	\$2,422	\$1,761		
Residential Portfolio	Units												
Operating Properties - Wholly Owned	2,748	\$51.7	4.8%	\$1,066	\$388	(\$569)	\$0	(\$1)	\$496	\$554	\$444		
Operating Properties - JVs ⁽¹¹⁾	2,792	65.1	4.7%	1,379	494	(693)	(351)	(4)	331	366	296		
Operating Properties - Subordinate JVs	542	15.6	4.8%	326	601	(138)	(152)	0	36	40	32		
In-Construction Properties ⁽¹²⁾	2,001	57.5	5.2%	1,110	555	(504)	(93)	(92)	421	458	377		
Land ⁽⁸⁾	10,668			553	52	0	(100)	0	453	476	430		
Fee Income Business, Tax Credit, & Excess Cash				<u>50</u>		<u>0</u>	<u>0</u>	<u>0</u>	<u>50</u>	<u>50</u>	<u>50</u>		
Residential - Asset Value ⁽¹⁴⁾	18,751			\$4,484		(\$1,904)	(\$696)	(\$97)	\$1,787	\$1,944	\$1,629		
Less: Rockpoint Interest									(232)	(244)	(220)		
Total Residential NAV	18,751								\$1,555	\$1,700	\$1,409		
Total Mack-Cali NAV									\$3,615	\$4,122	\$3,170		
Approximate NAV / Share (100.6MM shares) ⁽¹⁵⁾									\$35.93	\$40.97	\$31.51		

Notes:
See appendix for additional information

Valuation - Implied Stock Price

As reflected in the sum of parts NAV calculation, a stock price of \$35.93 is further validated by a cash flow multiple approach:

- Office Portfolio Value

Mack-Cali Stock Price ⁽¹⁾	\$20.62
2Q 2018 CLI Share of Roseland Net Asset Value Per Share	<u>15.46</u>

Implied Office Company Value Per Share ⁽²⁾	\$5.16
Implied Office Company FFO Multiple	3.42x

- Price-to-FFO Multiple Sensitivity

- 2018 Office Portfolio FFO⁽³⁾: \$1.51/share

<u>Office</u> <u>FFO Multiple</u>	<u>Office Company Value</u> <u>Per Share</u>	<u>Roseland Value</u> <u>Per Share</u>	<u>Implied</u> <u>Stock Value</u>
11.00x	\$16.61	\$15.46	\$32.07
12.00x	18.12	15.46	33.58
13.00x	19.63	15.46	35.09
14.00x	21.14	15.46	36.60
15.00x	22.65	15.46	38.11

Note:

- (1) As of September 21, 2018
- (2) The office standalone net debt/EBITDA is 8.1x
- (3) See Appendix for additional guidance detail

Geographic Breakdown

Mack-Cali's residential and core office assets are concentrated in targeted urban markets and transit based locations, with approximately 74% of NAV along the Hudson River Waterfront.



Port Imperial Waterfront



Jersey City Waterfront

Hudson River Waterfront	NAV (\$)	NAV (%)
Office (Jersey City, Hoboken)	\$1,570M	43%
Residential (Jersey City / Port Imperial)	<u>1,113M</u>	<u>31%</u>
Total	\$2,683M	74%



Regional Spotlight - Jersey City

Mack-Cali and Roseland have a market leading residential & office portfolio along the Jersey City Waterfront.

<u>Residential</u>	Units	% Leased (6/30/18)	Rent PSF (6/30/18)
Marbella	412	97.3%	\$40.66
Monaco	523	97.1%	45.03
M2	311	97.1%	46.36
Urby	<u>762</u>	<u>99.3%</u>	<u>58.84</u>
Total	2,008	98.0%	\$49.58
Remaining Land	4,807		
Operating Office Portfolio	4.884 MSF	72.9%	\$38.54

2018/2019 Jersey City Starts

25 Christopher Columbus Drive: 25 Christopher Columbus, a near-term start is a 718-market unit mixed use development, including a school and significant retail space.

Urby II: The follow-up to the neighborhood-defining joint venture between Mack-Cali and Ironstate, Urby II is scheduled to begin construction in 2019.

Harborside 8: The Company plans to begin construction on Harborside 8 next year. The project – a 679-unit prime development with unparalleled views of downtown Manhattan, will be the pinnacle of the Roseland Jersey City portfolio.



Jersey City: The New Scene



- 1st**
Most Livable City in the US
SmartAsset (2016)
- 1st**
Fastest- Growing Metro Area in NJ
Forbes & CareerBliss
- 2nd**
Happiest City to Work in the US
Forbes & CareerBliss
- 5th**
Best Public Transportation in the US
Business Insider
- Top 5**
US Cities for Millennials
Niche & Forbes
- 10th**
US Cities Where Millennials Make Over \$350,000
Zillow
- 10th**
Most Artistic City in the US
Atlantic Magazine
- Top 5**
Hippest Blocks in NYC
Forbes & CareerBliss



Regional Spotlight - Port Imperial

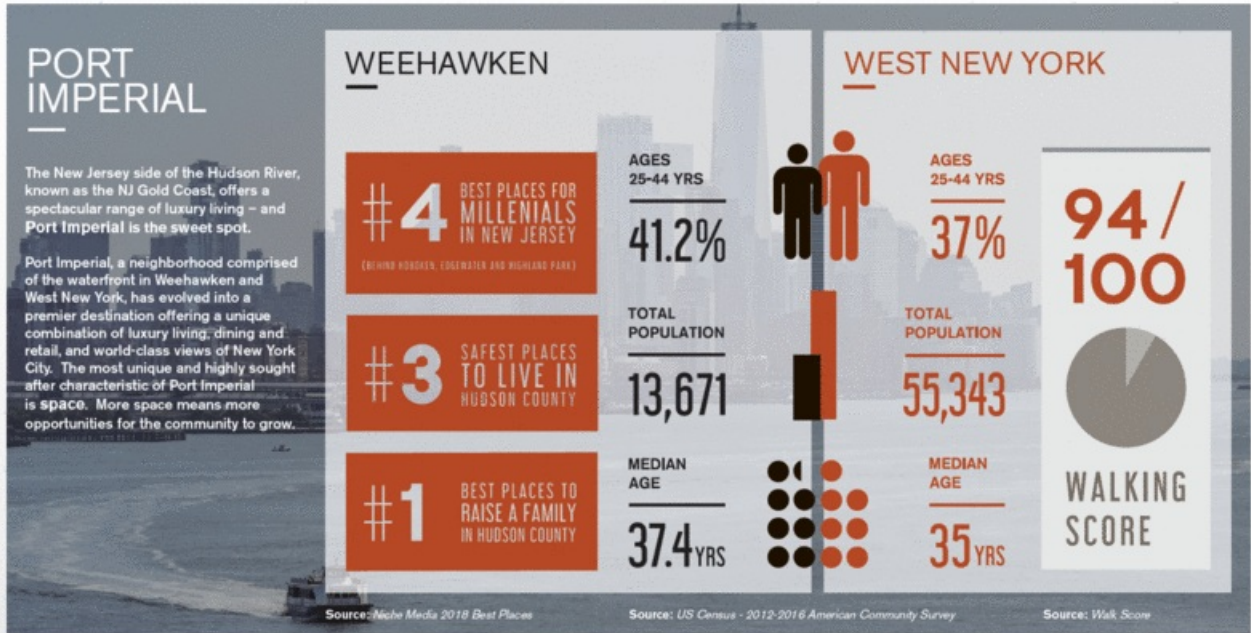
The Port Imperial submarket provides unrivaled access to Midtown West and Hudson Yards (\$17Bn investment) via the NY Waterway Ferry. Port Imperial will further become a prime residential destination as companies migrate to Hudson Yards



	Operating	In-Construction	Land
Current:	611 Units	1,045 Units/Keys	1,391 Units
Y/E 2018:	983 Units/Keys	673 Units	1,391 Units

Port Imperial Fundamentals

Port Imperial is a community sought after by young professionals looking for access to New York City and unrivaled value. The neighborhood offers numerous parks, walking paths, retail options and dining experiences, all within walking distance. The unparalleled absorption of new units indicate that the Port Imperial market is positioned for continued growth.



Regional Spotlight - Overlook Ridge

Roseland has developed the 92 acre Overlook Ridge community, located 5 miles from the center of Boston and directly off of Route 1

<u>Operating Properties</u>	Units	% Leased (6/30/18)	Rent PSF (6/30/18)
Alterra at Overlook Ridge	722	97.5%	\$24.12
The Chase at Overlook Ridge	<u>664</u>	<u>97.6%</u>	<u>26.77</u>
Total	1,386	97.5%	\$25.39
2018 Target Start (Chase III)	326		
Remaining Land	490		



2018 Overlook Ridge Starts

Chase III at Overlook Ridge: The phase three culmination of the Overlook Ridge Master Plan, Cantera at Overlook Ridge, a 326-unit residential development is projected to begin construction later this year. With direct access to Boston via Route 1, Cantera offers luxury apartments to anyone seeking the comforts of a suburban community with the city at their doorstep.



Repositioning - Harborside Cultural District

The Company continues to invest in our Jersey City assets as part of a complete transformation project to create a cultural district at Harborside.



Re-Skin of Harborside Complex



Lutze Biergarten



Harborside Tower (Proposed JV with SJP Properties)



European-Style Food Hall



Revitalized Pedestrian Walkways and New Ferry

NJ Grows: Mack-Cali is well positioned to benefit from business incentive program

Tenants locating in the Company's core markets may be eligible to participate in the Grow NJ Assistance Program, a powerful job creation program designed to strengthen New Jersey's competitive edge. Companies that create jobs in New Jersey are eligible for a potential gross benefit ranging from \$6,000 to \$9,750 per qualifying new employee, per year in tax incentives for up to ten years. At a 200 square feet per employee space metric, this incentive could provide approximately \$30.00 PSF - \$48.75 PSF in gross savings per year.

	\$6,000 - \$9,750 <small>tax credit per new job per year</small>	\$30.00 - \$48.75 <small>potential occupancy cost savings per annum</small>
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The Grow NJ program is currently scheduled to "sunset" on June 30, 2019. Applications must be filed prior to that date.

GROW NJ AWARD POTENTIAL	PER NEW JOB
Qualified Site Base Credit	\$4,000
Qualified Site Bonus Credit: Transit Oriented Development	\$2,000
OTHER ELIGIBLE BONUS CREDITS	PER NEW JOB
Median Salary in excess of county's existing median	\$250-\$1,500
Large number of new and retained full-time jobs (250-1,001+)	\$500-\$1,500
Business in a targeted industry: transportation, defense, energy, life sciences, logistics, technology, health, finance, manufacturing	\$500
Exceed LEED "Silver" or completes substantial remediation	\$250
Total Grow NJ Award per New Job, per year up to 10 Years	\$6,000-\$9,750
Total Grow NJ Award per Retained Job – the lesser of:	1/10 of the Capital Investment or 50% of the New Job Award

Global Definitions

Average Revenue Per Home: Calculated as total apartment revenue for the quarter ended December 31, divided by the average percent occupied for the quarter ended December 31, 2017, divided by the number of apartments and divided by three.

Class A Suburban: Long-term hold office properties in targeted submarkets; formerly defined as Urban Core.

Consolidated Operating Communities: Wholly owned communities and communities whereby the Company has a controlling interest.

Flex Parks: Primarily office/flex properties, including any office buildings located within the respective park.

Future Development: Represents land inventory currently owned or controlled by the Company.

Identified Repurposing Communities: Communities not currently owned by RRT, which have been identified for transfer from Mack-Cali to RRT for residential repurposing.

In-Construction Communities: Communities that are under construction and have not yet commenced initial leasing activities.

Lease-Up Communities: Communities that have commenced initial operations but have not yet achieved Project Stabilization.

MCRC Capital: Represents cash equity that the Company has contributed or has a future obligation to contribute to a project.

Net Asset Value (NAV): The metric represents the net projected value of the Company's interest after accounting for all priority debt and equity payments. The metric includes capital invested by the Company.

Net Operating Income (NOI): Total property revenues less real estate taxes, utilities and operating expenses

Non-Core: Properties designated for eventual sale/disposition or repositioning/redevelopment.

Operating Communities: Communities that have achieved Project Stabilization.

Predevelopment Communities: Communities where the Company has commenced predevelopment activities that have a near-term projected project start.

Project Completion: As evidenced by a certificate of completion by a certified architect or issuance of a final or temporary certificate of occupancy.

Project Stabilization: Lease-Up communities that have achieved over 95 Percentage Leased for six consecutive weeks.

Projected Stabilized NOI: Pro forma NOI for Lease-Up, In-Construction or Future Development communities upon achieving Project Stabilization.

Projected Stabilized Yield: Represents Projected Stabilized NOI divided by Total Costs.

Repurposing Communities: Commercial holdings of the Company which have been targeted for rezoning from their existing office to new multi-family use and have a likelihood of achieving desired rezoning and project approvals.

Subordinated Joint Ventures: Joint Venture communities where the Company's ownership distributions are subordinate to payment of priority capital preferred returns.

Suburban: Long-term hold office properties (excluding Class A Suburban and Waterfront locations); formerly defined as Suburban Core

Third Party Capital: Capital invested by third parties and not Mack-Cali.

Total Costs: Represents full project budget, including land and developer fees, and interest expense through Project Completion.

Waterfront: Office assets located on NJ Hudson River waterfront.

Development Activity and Cash Flow Growth

\$ in millions
(unaudited)

	RRT Nominal Ownership	% Leased As of: As of 7/30/2018	Actual/Projected Initial Leasing	Units	Projected Yield	Total NOI	Projected RRT Share of Stabilized NOI After Debt Service
2017 Deliveries							
Urby Harborside	85.00%	99.2%	1Q 2017	762	6.72%	\$18.5	\$9.9
Chase II at Overlook Ridge	100.00%	98.6%	4Q 2016	292	6.52%	5.2	2.7
Quarry Place at Tuckahee	<u>100.00%</u>	<u>97.2%</u>	4Q 2016	<u>108</u>	<u>6.61%</u>	<u>2.8</u>	<u>1.1</u>
Total 2017 Lease-Ups	90.16%	98.9%		1,162	6.66%	\$26.5	\$13.7
2018 Deliveries							
1Q 2018 Deliveries							
Signature Place at Morris Plains	100.00%	58.4%	1Q 2018	197	6.68%	\$3.9	\$2.2
Lofts at 40 Park	25.00%	61.0%	1Q 2018	59	6.72%	1.2	0.3
145 Front Street at City Square ⁽¹⁾	<u>100.00%</u>	<u>35.9%</u>	1Q 2018	<u>365</u>	<u>6.29%</u>	<u>5.9</u>	<u>3.6</u>
Total 1Q 2018 Deliveries	100.00%	45.4%		621	6.45%	\$11.0	\$6.1
2Q 2018 Deliveries							
Portside 5/6	<u>100.00%</u>	<u>56.1%</u>	2Q 2018	<u>296</u>	<u>6.40%</u>	<u>7.1</u>	<u>4.2</u>
Total 2Q 2018 Deliveries	100.00%	56.1%		296	6.40%	\$7.1	\$4.2
3Q 2018 Deliveries							
RiverHouse 11 at Port Imperial	0.00%	0.0%	3Q 2018	295	6.31%	\$7.7	\$4.7
Total 3Q 2018 Deliveries	100.00%	58.6%		295	6.31%	\$7.7	\$4.7
4Q 2018 Deliveries							
Marriott Hotels at Port Imperial	0.00%	0.0%	4Q 2018	372	10.03%	\$14.3	\$9.5
Total 4Q 2018 Deliveries	90.00%	0.0%		372	10.03%	\$14.3	\$9.5
2020 Deliveries							
Port Imperial - Building 8/9	100.00%	0.0%	4Q 2020	313	6.43%	\$9.0	\$4.8
PI North - Riverwalk C	<u>40.00%</u>	<u>0.0%</u>	4Q 2020	<u>360</u>	<u>5.98%</u>	<u>11.2</u>	<u>2.6</u>
Total 4Q 2020 Deliveries	67.90%	0.0%		673	6.19%	\$20.2	\$7.4
Total In-Construction	88.78%			2,257	6.94% ⁽²⁾	\$60.3	\$31.9
Total	89.25%			3,419	6.84%	\$86.8	\$45.6

Note:

- (1) Roseland delivered Phase I (237 units) in 1Q 2018 and envision completion of Phase II (128 units) in 3Q 2018.
 (2) Projected stabilized yield without the Marriott Hotels at Port Imperial is 6.30 percent.

Notes: Net Asset Value (Unaudited)

- (1) Reflects 2018 cash net operating income with management fees added back for office portfolio.
- (2) NAV is generally arrived at by calculating the estimated gross asset values for each of the Company's real estate properties, investments and other significant assets and interests, and then deducting from such amounts the corresponding net debt and third parties' interests in the assets. Gross asset values for stabilized operating multi-family real estate properties are calculated using the direct capitalization method by dividing projected net operating income for the next one year period by an estimated market capitalization rate for each property. Gross asset values for operating office properties are presented by dividing projected net operating income for the next one year period by an estimated year one imputed capitalization rate for each property. See Footnote 4 for a more detailed description of the methodology used by management to estimate gross asset values for its operating office properties. Management projects net operating income that it expects to receive for future periods from a combination of in-place lease contracts, prospective renewals of expiring leases and prospective lease-up of vacant space. Market capitalization rates are estimated for each property based on its asset class and geographic location and are based on information from recent property sale transactions as well as from publicly available information regarding unrelated third party property transactions.
- (3) The value range is determined by adding or subtracting 0.50% to the year 1 cap rate for office properties and 0.25% to the year 1 cap rate for residential properties. Property cash flows have been reduced by credit loss reserves and leasing and base building capital expenditures, including targeted Harborside renovations, estimated at approximately \$75 million.

(4)

	Rentable Area (MSF)	Projected 2018 NOI	Year 1 Cap Rate	In-Place Rent PSF	Market Rent PSF	Stabilized Occupancy Rate	Stabilized Cap Rate	Unlevered IRR	Value	\$ PSF
Office										
Hudson Waterfront	4.884	\$81.29	4.47%	\$38.54	\$45.05	92.00%	6.00%	7.00%	\$1,820	\$373
Class A Suburban	1.951	\$42.69	6.85%	36.83	38.90	92.50%	6.50%	8.00%	623	319
Suburban	4.25	\$57.40	8.78%	27.64	27.86	88.00%	8.00%	9.00%	654	154
Flex Parks	<u>3.527</u>	<u>\$36.50</u>	6.65%	<u>18.46</u>	<u>19.67</u>	94.00%	7.00%	8.00%	<u>549</u>	<u>156</u>
Subtotal	14.612	\$217.88		\$30.29	\$33.10				\$3,646	\$250

The year one cap rate, applied to the projected 2018 cash net operating income, is derived from the present value of periodic cash flows over five years and a terminal value based on stabilized income and a market cap rate, all discounted at an unlevered internal rate of return.

The Company calculates estimated gross asset values for each of its operating office assets by taking the sum of (i) the present value of periodic cash flows over five years and (ii) a terminal value based on estimated stabilized income and a market capitalization rate at stabilization, all discounted at an unlevered internal rate of return. This value, divided by the projected net operating income for a one year period yields the year one imputed capitalization rate. Management projects the periodic cash flows over five years and the stabilized income from a combination of in-place lease contracts, prospective renewals of expiring leases and prospective lease-up of vacant space. Factors considered by management in projecting leasing and lease-up of vacant space and estimating the applicable market rental rates include: identification of leases currently being negotiated by management; historical annual leasing volumes for such property types; and comparable leases that have been executed for properties within the Company's portfolio and for competitor buildings in similar locations.

- (5) Valuations for non-core assets, which are those assets being considered for sale or disposal, or in the active marketing process, are generally based on recent contract prices for similar properties in the process of being sold, letters of intent and ongoing negotiations for properties.
- (6) Includes the Company's ownership interests in the Hyatt Regency Jersey City and three office joint venture properties.
- (7) Wegman's \$36 million asset value calculated using \$1.6 million NOI capped at 4.5%. 24 Hour Fitness \$20 million asset value calculated using \$1 million NOI capped at 5%.
- (8) The value of land is based on a combination of recent or pending transactions for land parcels within our relevant markets and unrelated third parties, and sometimes may utilize land appraisals for certain markets, if available for other purposes, such as for transaction financing. Further, we consider what a land parcel's value would need to be when combined with all other development costs to yield what we believe to be an appropriate target rate of return for a development project. The per apartment unit or per square foot office space values are derived by dividing the aggregate land value by the number of potential apartment units or square feet of office space the land can accommodate. The number of potential units or square feet of office space a land parcel can accommodate is most commonly governed by either in-place governmental approvals or density regulations set forth by existing zoning guidelines.

Notes: Net Asset Value (Unaudited)

- (9) Valuations for properties planned for or undergoing a repositioning or repurposing utilize a projected stabilized net operating income for the asset upon completion of the repositioning/repurposing activities. After applying an estimated capitalization rate to a projected stabilized net operating income, the capitalized value is next discounted back based on the projected number of periods to re-stabilize the asset. The discount rate applied is determined based on a risk assessment of the repositioning/repurposing activities and comparable target returns in the marketplace, and further validated by outside market sources, when available for that market. Additionally, adjustments are made to the estimated value by deducting any estimated future costs necessary to complete the planned activities, as well as adding back the discounted projected interim operating cash flows expected to be generated by the property until re-stabilization has been achieved.
- (10) Represents an estimate of management fee cost based on 3.0% of revenues, as the NOI presented is before cost for managing the portfolio. Residential NOI calculations already account for management fee.
- (11) Joint venture investments are generally valued by: applying a capitalization rate to projected net operating income for the joint venture's asset (which is similar to the process for valuing those assets wholly owned by the Company, as described above and previously), and deducting any joint venture level debt and any value allocable to joint venture partners' interests.
- (12) The valuation approach for assets in-construction or lease-up are similar to that applied to assets undergoing repositioning/repurposing, as described above. After applying an estimated capitalization rate, currently ranging from 4.5% to 5.25%, to a projected stabilized net operating income, estimated to total approximately \$55.9 million upon completion of the construction or lease-up activities, the Company deducts any estimated future costs totaling \$307.6 million required to complete construction of the asset to arrive at an estimated value attributable to the asset. The Company then discounts the capitalized value back based on the projected number of periods to reach stabilization. The discount rate applied, currently ranging from 7% to 9.75%, is determined based on a risk assessment of the development activities and comparable target returns in the marketplace. The Company then adds back the discounted projected interim cash flows expected to be generated during the projected lease-up period to reach stabilization.
- (13) Represents discounted NOI for assets not yet stabilized and required capital to complete assets.
- (14) The residential valuation analysis totals to a Roseland NAV of \$1,787,000,000, with the company's share of this NAV of \$1,555,000,000 ("MCR Share"). This latter amount represents the company's share of Roseland NAV, net of the \$232,000,000 attributable to Rockpoint's noncontrolling interest.
- (15) The increase in the approximate NAV per share of \$0.11 from March 31, 2018 to June 30, 2018 is due primarily to the decrease in office unsecured debt of \$8 million and the start of construction at Building 8/9 at Port Imperial.

Information About Net Asset Value (NAV)

Overall, NAV is arrived at by calculating the estimated gross asset values for each of their real estate properties, investments and other significant assets and interests, and then deducting from such amounts the corresponding net debt and third parties' interests in the assets. Gross asset values for the operating real estate properties are calculated using the direct capitalization method by dividing projected net operating income for a one year period by an estimated current capitalization rate for each property. For each operating property, management projects net operating income that it expects to receive for future periods from a combination of in-place lease contracts, prospective renewals of expiring leases and prospective lease-up of vacant space. Factors considered by management in projecting releasing and lease-up of vacant space and estimating the applicable market rental rates include: identification of leases currently being negotiated by management; historical annual leasing volumes for such property types; and comparable leases that have been executed for properties within the Registrants' portfolio and for competitor buildings in similar locations. A capitalization rate is estimated for each property based on its asset class and geographic location. Estimates of capitalization rates are based on information from recent property sale transactions as well as from publicly available information regarding unrelated third party property transactions.

The use of NAV as a measure of value is subject to certain inherent limitations. The assessment of the estimated NAV of a particular property is subjective in that it involves estimates and assumptions and can be calculated using various acceptable methods. The Company's methods of determining NAV may differ from the methods used by other companies. Accordingly, the Company's estimated NAV may not be comparable to measures used by other companies. As with any valuation methodology, the methodologies utilized by the Company in estimating NAV are based upon a number of estimates, assumptions, judgments or opinions that may or may not prove to be correct. Capitalization rates obtained from publicly available sources also are critical to the NAV calculation and are subject to the sources selected and variability of market conditions at the time. Investors in the Company are cautioned that NAV does not represent (i) the amount at which the Company's securities would trade at a national securities exchange, (ii) the amount that a security holder would obtain if he or she tried to sell his or her securities, (iii) the amount that a security holder would receive if the Company liquidated its assets and distributed the proceeds after paying all of their expenses and liabilities or (iv) the book value of the Company's real estate, which is generally based on the amortized cost of the property, subject to certain adjustments.