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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

**Date of Report: October 31, 2018**  
(Date of earliest event reported)

**MACK-CALI REALTY CORPORATION**

(Exact name of Registrant as specified in its charter)

**Maryland**

(State or other jurisdiction of incorporation)

**1-13274**  
(Commission File No.)

**22-3305147**  
(I.R.S. 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)

**N/A**  
(Former Name or Former Address, if Changed Since Last Report)

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.

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**Item 2.02 Results of Operations and Financial Condition**

On October 31, 2018, Mack-Cali Realty Corporation (the “Company”) issued a press release announcing its financial results for the third quarter 2018. A copy of the press release is attached hereto as Exhibit 99.2.

**Item 7.01 Regulation FD Disclosure**

For the quarter ended September 30, 2018, the Company hereby makes available supplemental data regarding its operations, as well as its multifamily real estate platform. The Company is attaching such supplemental data as Exhibit 99.1 to this Current Report on Form 8-K.

In connection with the foregoing, the Company hereby furnishes the following documents:

**Item 9.01 Financial Statements and Exhibits**

(d) Exhibits

| <u>Exhibit Number</u> | <u>Exhibit Title</u>   |
|-----------------------|--|
| 99.1                  | <a href="#"><u>Third Quarter 2018 Supplemental Operating and Financial Data.</u></a>                                     |
| 99.2                  | <a href="#"><u>Third Quarter 2018 earnings press release of Mack-Cali Realty Corporation dated October 31, 2018.</u></a> |

The information included in this Current Report on Form 8-K (including the exhibits hereto) is being furnished under Item 2.02, “Results of Operations and Financial Condition,” Item 7.01, “Regulation FD Disclosure” and Item 9.01 “Financial Statements and Exhibits” of Form 8-K. As such, the information (including the exhibits) 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 exhibits 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.

**SIGNATURES**

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

MACK-CALI REALTY CORPORATION

Date: October 31, 2018

By: /s/ MICHAEL J. DEMARCO

Michael J. DeMarco  
Chief Executive Officer

Date: October 31, 2018

By: /s/ DAVID J. SMETANA

David J. Smetana  
Chief Financial Officer

**EXHIBIT INDEX**

| <b>Exhibit Number</b> | <b>Exhibit Title</b>  |
|-----------------------|---|
| 99.1                  | Third Quarter 2018 Supplemental Operating and Financial Data.                                     |
| 99.2                  | Third Quarter 2018 earnings press release of Mack-Cali Realty Corporation dated October 31, 2018. |



Mack-Cali Realty Corporation  
Supplemental Operating and Financial Data



3Q 2018

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



Building 9 at Port Imperial- Weehawken, NJ  
(In-Construction)



25 Christopher Columbus - Jersey City, NJ  
(Projected Start 2018)



Harborside Plaza 8/9 - Jersey City, NJ  
(Projected Start 2019)

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This Supplemental Operating and Financial Data should be read in connection with the company's third quarter 2018 earnings press release (included as Exhibit 99.2 of the company's Current Report on Form 8-K, filed on October 31, 2018) as certain disclosures, definitions and reconciliations in such announcement have not been included in this Supplemental Operating and Financial Data.

# Company Highlights



# Company Overview

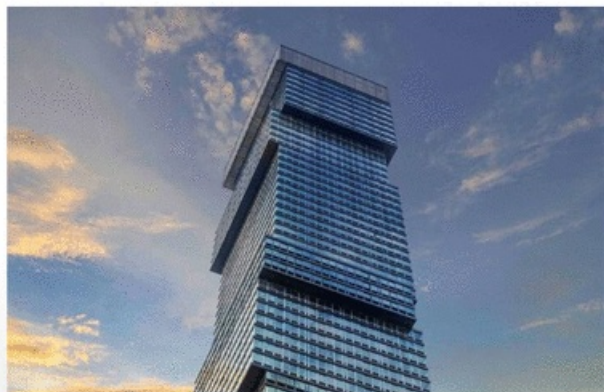
## Corporate Profile

Mack-Cali (CLI) is a fully integrated REIT with a dual asset platform comprised of core office and growing residential holdings. We are geographically focused on the high barrier-to-entry Hudson River waterfront and in transit based locations targeting cash flow growth through all economic cycles.

## Company Objectives

Mack-Cali's office portfolio strives to achieve the highest possible rents in select markets with a continuous focus on improving the quality of our portfolio.

Mack-Cali's residential portfolio, via our Roseland Residential platform, is a market-leading residential developer and owner of Class A properties. We expect continued growth and cash flow contribution from our Roseland holdings as our development pipeline of active construction projects and planned starts is put into service.



Urby Harborside, Jersey City, NJ

## Key Statistics

### Company

|                            | 3Q 2018        | 2Q 2018        |
|----------------------------|----------------|----------------|
| Market Capitalization      | \$5.3 billion  | \$5.0 billion  |
| Net Asset Value (Midpoint) | \$3.7 billion  | \$3.6 billion  |
| Core FFO                   | \$43.3 million | \$45.2 million |
| Core FFO Per Diluted Share | \$0.43         | \$0.45         |
| AFFO                       | \$29.8 million | \$21.1 million |

### Office Portfolio

|   |              |              |
|---|--------------|--------------|
| Square Feet of Office Space               | 15.2 million | 15.5 million |
| Consolidated In-Service Properties        | 122          | 125          |
| % Leased Office (Excl. Non-Core)          | 84.2%        | 83.2%        |
| % Commenced Occupancy (Excl. Non-Core)    | 81.3%        | 81.1%        |
| GAAP Rental Rate Roll-Up (Excl. Non-Core) | 30.9%        | 16.5%        |
| Cash Rental Rate Roll-Up (Excl. Non-Core) | 9.9%         | 7.5%         |
| Average In-Place Rent Per Square Foot     | \$30.54      | \$30.29      |

### Residential Portfolio

|   |         |         |
|---|---------|---------|
| Operating Units (Incl. Operating Lease-Ups) | 6,615   | 6,082   |
| % Leased (Excl. Lease-Up)                   | 96.4%   | 97.5%   |
| Average Rent Per Unit (Excl. Lease-Up)      | \$2,659 | \$2,670 |
| In-Construction & Lease-Up Units/Keys       | 1,794   | 2,001   |

# Company Achievements

## 3Q 2018 Performance Highlights

- Achieved Core FFO of \$43.3 million, or \$0.43 per share
- Produced AFFO of \$29.8 million
- Office: Leased 833,840 square feet of office space; finished 3Q 2018 at 84.2% leased (excluding non-core)
- Residential: The operating portfolio, excluding lease-up and repositioning properties, finished 3Q at 96.4% leased
- Commenced construction on Building 9 at Port Imperial, a 313-unit community in close proximity to the ferry terminal and adjacent to the successful RiverHouse 11
- Commenced construction on Chase III at Overlook Ridge, a 326-unit development that is the newest phase of our master-planned community in Malden, MA and adjacent to 1,386 stabilized Roseland units

## 3Q 2018 Lease-Ups/Deliveries

- In July, commenced leasing activities at RiverHouse 11, a 295-unit project in our Port Imperial master-planned community. The property experienced unprecedented velocity in its lease-up and as of October 29, the project was 95.6% leased (282 units)
- In July, commenced leasing activity at the second phase of 145 Front at City Square, 128 units of the 365-unit development in Worcester, MA. As of October 29, Phase II was 15.6% leased
- In 3Q 2018, continued strong leasing activity at its other 2018 deliveries. As of October 29, the projects are leased as follows:
  - Portside 5/6 at East Pier, a 296-unit continuation of our East Boston master-planned community: 73.3% leased
  - 145 Front at City Square - Phase I: 66.7% leased (combined Phase I & II 365 units 48.8% leased)
  - Signature Place, a 197-unit development in Morris Plains, NJ: 85.8% leased
  - Metropolitan Lofts, a 59-unit development in Morristown, NJ: 94.9% leased

## Transaction Activity

- Marbella Transaction:
  - On August 2, 2018, the Company acquired Prudential's membership interest in Marbella, thereby converting its subordinate interest into a controlling interest, for approximately \$65.6 million, or approximately \$37.4 million net of refinancing proceeds. The acquisition was funded by a \$131 million refinancing and Rockpoint capital
- Office Sales: 1 & 3 Barker, 600 Horizon for proceeds totaling \$31.7M
- Office Financing: Red Bank \$14M Loan
- The Company has entered into an agreement to sell Park Square. The transaction is expected to close in 4Q 2018



Monaco, Jersey City, NJ



150 JFK Pkwy, Short Hills, NJ



# Key Financial Metrics

\$ in thousands, except per share amounts and ratios

|   | 3Q 2018     | 2Q 2018     | 1Q 2018             | 4Q 2017     | 3Q 2017     |
|---|-------------|-------------|---------------------|-------------|-------------|
| Core FFO per Diluted Share <sup>(1)</sup>                           | 0.43        | 0.45        | 0.50                | 0.50        | 0.57        |
| Net Income per Diluted Share  | (0.05)      | (0.05)      | 0.45                | (0.01)      | 0.39        |
| Market Value of Equity <sup>(2)</sup>                               | \$2,445,549 | \$2,322,868 | \$1,893,848         | \$2,396,851 | \$2,607,433 |
| → Common Equity (Includes OP Units)                                 | 2,137,674   | 2,039,203   | 1,676,855           | 2,163,610   | 2,379,356   |
| → Preferred Equity (Rockpoint)                                      | 255,551     | 231,341     | 164,669             | 159,884     | 156,746     |
| → OP Equity (Preferred OPs)   | 52,324      | 52,324      | 52,324              | 52,324      | 52,324      |
| → Book Value of JV Minority Interest                                | 43,243      | 20,959      | 21,003              | 21,033      | 18,998      |
| Total Debt, Net   | 2,776,776   | 2,646,436   | 2,615,211           | 2,809,568   | 2,839,186   |
| Total Market Capitalization   | 5,296,510   | 4,990,263   | 4,530,061           | 5,206,419   | 5,446,619   |
| <b>Shares and Units:</b>  |             |             |                     |             |             |
| Common Shares Outstanding   | 90,307,280  | 90,286,268  | 90,136,278          | 89,914,113  | 89,913,576  |
| Common Units Outstanding  | 10,241,849  | 10,266,143  | 10,269,204          | 10,438,855  | 10,438,855  |
| Combined Shares and Units   | 100,549,129 | 100,552,411 | 100,405,482         | 100,352,968 | 100,352,431 |
| Weighted Average - Diluted <sup>(2)</sup>                           | 100,711,806 | 100,597,697 | 100,603,901         | 100,467,893 | 100,727,006 |
| <b>Common Share Price (\$'s):</b>                                   |             |             |                     |             |             |
| At the End of the Period  | \$21.26     | \$20.28     | \$16.71             | \$21.56     | \$23.71     |
| High During Period  | 21.67       | 20.86       | 21.98               | 24.04       | 27.75       |
| Low During Period   | 18.92       | 16.23       | 15.86               | 21.18       | 22.70       |
| Dividends Declared per Share  | 0.20        | 0.20        | 0.20                | 0.20        | 0.20        |
| <b>Debt Ratios:</b>   |             |             |                     |             |             |
| Net Debt to Adjusted EBITDA   | 10.0x       | 9.7x        | 8.8x <sup>(3)</sup> | 9.3x        | 8.0x        |
| → Net Debt to Adjusted EBITDA - Less CIP Debt                       | 8.9x        | 8.6x        | 7.9x                | 8.6x        | 7.6x        |
| → Net Debt to Adjusted EBITDA - Office Portfolio                    | 8.3x        | 8.1x        | 7.5x                | 8.0x        | 6.9x        |
| → Net Debt to Adjusted EBITDA - Residential Portfolio               | 15.8x       | 16.7x       | 14.1x               | 17.6x       | 15.2x       |
| → Net Debt to Adjusted EBITDA - Residential Portfolio Less CIP Debt | 10.9x       | 10.9x       | 9.8x                | 12.7x       | 10.8x       |
| Interest Coverage Ratio   | 3.3x        | 3.5x        | 3.7x                | 3.3x        | 3.4x        |
| Fixed Charge Coverage Ratio   | 2.2x        | 2.3x        | 2.5x                | 2.4x        | 2.6x        |
| Total Debt/ Total Market Capitalization                             | 53.0%       | 53.0%       | 57.7%               | 56.7%       | 52.1%       |
| Total Debt/ Total Book Capitalization                               | 55.6%       | 54.5%       | 54.3%               | 54.0%       | 56.8%       |
| Total Debt/ Total Undepreciated Assets                              | 45.8%       | 44.6%       | 44.5%               | 46.5%       | 46.2%       |
| Secured Debt/ Total Undepreciated Assets                            | 22.3%       | 20.6%       | 20.1%               | 23.5%       | 22.0%       |

**Notes:**

See supporting "Key Metrics" notes on page 43.

# Net Asset Value (Unaudited)

\$ in millions  
(except per share amounts)

|   | Rentable SF/<br>Ant Units | NAV Calculation <sup>(a)</sup>            |             |                      |                                       |                  |                          |                               | Net Value Range <sup>(b)</sup>  |                |                |
|---|---------------------------|---|-------------|----------------------|---------------------------------------|------------------|--------------------------|-------------------------------|---------------------------------|----------------|----------------|
|   |                           | Projected 2018<br>Cash NOI <sup>(1)</sup> | Cap Rate    | Gross Asset<br>Value | Gross Per SF /<br>Unit <sup>(2)</sup> | Property<br>Debt | Third Party<br>Interests | Discounting<br><sup>(3)</sup> | Net Asset<br>Value<br>(A-B-C-D) | High           | Low            |
|   |                           |   |             |                      |                                       |                  |                          |                               |                                 |                |                |
| <b>Office Portfolio</b>   |                           |   |             |                      |                                       |                  |                          |                               |                                 |                |                |
|   | <b>MSF</b>                |   |             |                      |                                       |                  |                          |                               |                                 |                |                |
| Hudson Waterfront (Jersey City, Hoboken)                        | 4,884                     | \$84.7                                    | 4.8%        | \$1,780              | \$364                                 | (\$250)          | \$0                      | \$0                           | \$1,530                         | \$1,739        | \$1,361        |
| Class A Suburban (Metropark, Short Hills)                       | 1,951                     | 41.0                                      | 6.9%        | 592                  | 303                                   | (125)            | 0                        | 0                             | 467                             | 513            | 427            |
| Suburban  | 4,136                     | 54.0                                      | 8.7%        | 619                  | 150                                   | 0                | 0                        | 0                             | 619                             | 657            | 585            |
| Flex Parks  | <u>3,527</u>              | <u>35.9</u>                               | <u>6.5%</u> | <u>549</u>           | <u>156</u>                            | <u>0</u>         | <u>0</u>                 | <u>0</u>                      | <u>549</u>                      | <u>594</u>     | <u>510</u>     |
| <b>Subtotal <sup>(3)(4)</sup></b>                               | <b>14,498</b>             | <b>\$215.6</b>                            |             | <b>\$3,540</b>       | <b>\$244</b>                          | <b>(\$375)</b>   | <b>\$0</b>               | <b>\$0</b>                    | <b>\$3,165</b>                  | <b>\$3,503</b> | <b>\$2,883</b> |
| Non-Core <sup>(5)</sup>   | 0,709                     |   |             | 59                   |                                       | 0                | 0                        | 0                             | 59                              | 59             | 59             |
| Hotel and Other JV Interests <sup>(6)</sup>                     |                           |   |             | 201                  |                                       | (129)            | (37)                     | 0                             | 35                              | 35             | 35             |
| Harborside Plaza 4  |                           |   |             | 90                   |                                       | 0                | 0                        | 0                             | 90                              | 90             | 90             |
| Wegman's & Retail <sup>(1,7)</sup>                              |                           |   |             | 56                   |                                       | 0                | 0                        | 0                             | 56                              | 56             | 56             |
| Land <sup>(8)</sup>   |                           |   |             | 39                   |                                       | 0                | 0                        | 0                             | 39                              | 39             | 39             |
| Repositioning Properties <sup>(9)</sup>                         |                           |   |             | 103                  |                                       | 0                | 0                        | 0                             | 103                             | 103            | 103            |
| 1031 Balances & Other Receivables (at cost)                     |                           |   |             | <u>39</u>            |                                       | <u>0</u>         | <u>0</u>                 | <u>0</u>                      | <u>39</u>                       | <u>39</u>      | <u>39</u>      |
| <b>Office - Asset Value</b>                                     | <b>15,207</b>             |   |             | <b>\$4,127</b>       |                                       | <b>(\$504)</b>   | <b>(\$37)</b>            | <b>\$0</b>                    | <b>\$3,586</b>                  | <b>\$3,924</b> | <b>\$3,304</b> |
| Less: Office Unsecured Debt                                     |                           |   |             |                      |                                       |                  |                          |                               | (1,447)                         | (1,447)        | (1,447)        |
| Less: Office Preferred Equity/LP Interests                      |                           |   |             |                      |                                       |                  |                          |                               | <u>(53)</u>                     | <u>(53)</u>    | <u>(53)</u>    |
| <b>Total Office NAV</b>   | <b>15,207</b>             |   |             |                      |                                       |                  |                          |                               | <b>\$2,086</b>                  | <b>\$2,424</b> | <b>\$1,804</b> |
| <b>Residential Portfolio</b>                                    |                           |   |             |                      |                                       |                  |                          |                               |                                 |                |                |
|   | <b>Units</b>              |   |             |                      |                                       |                  |                          |                               |                                 |                |                |
| Operating Properties - Wholly Owned                             | 3,281                     | \$62.0                                    | 4.9%        | \$1,274              | \$388                                 | (\$679)          | \$0                      | (\$2)                         | \$593                           | \$659          | \$529          |
| Operating Properties - JVs <sup>(10)</sup>                      | 3,334                     | 79.7                                      | 4.7%        | 1,682                | 504                                   | (864)            | (412)                    | (5)                           | 401                             | 447            | 318            |
| In-Construction Properties <sup>(11)</sup>                      | 1,794                     | 51.8                                      | 5.2%        | 993                  | 554                                   | (456)            | (93)                     | (100)                         | 344                             | 373            | 306            |
| Land <sup>(8)</sup>   | 9,624                     |   |             | 485                  | 50                                    | 0                | (100)                    | 0                             | 385                             | 404            | 366            |
| Fee Income Business, Tax Credit, & Excess Cash                  |                           |   |             | <u>17</u>            |                                       | <u>0</u>         | <u>0</u>                 | <u>0</u>                      | <u>17</u>                       | <u>17</u>      | <u>17</u>      |
| <b>Residential - Asset Value <sup>(12)</sup></b>                | <b>18,033</b>             |   |             | <b>\$4,451</b>       |                                       | <b>(\$1,999)</b> | <b>(\$605)</b>           | <b>(\$107)</b>                | <b>\$1,740</b>                  | <b>\$1,900</b> | <b>\$1,536</b> |
| Less: Rockpoint Interest  |                           |   |             |                      |                                       |                  |                          |                               | (255)                           | (268)          | (242)          |
| Plus: Additional Residential Holdings                           | 718                       |   |             | <u>96</u>            | <u>134</u>                            | <u>0</u>         | <u>0</u>                 | <u>0</u>                      | <u>96</u>                       | <u>101</u>     | <u>91</u>      |
| <b>Total Residential NAV</b>                                    | <b>18,751</b>             |   |             | <b>\$4,547</b>       |                                       | <b>(\$1,999)</b> | <b>(\$605)</b>           | <b>(\$107)</b>                | <b>\$1,581</b>                  | <b>\$1,733</b> | <b>\$1,385</b> |
| <b>Total Mack-Call NAV</b>                                      |                           |   |             |                      |                                       |                  |                          |                               | <b>\$3,667</b>                  | <b>\$4,157</b> | <b>\$3,189</b> |
| <i>Approximate NAV / Share (100.7MM shares) <sup>(13)</sup></i> |                           |   |             |                      |                                       |                  |                          |                               | <b>\$36.42</b>                  | <b>\$41.28</b> | <b>\$31.67</b> |

**Notes:**

See footnotes and "Information About Net Asset Value (NAV)" on pages 9 and 10.

# Net Asset Value – Residential Breakdown (Unaudited)

\$ in millions

## Top NAV (net equity) Contributors

### Operating Properties

|                               |              |            |
|-------------------------------|--------------|------------|
| Urby at Harborside            | \$189        | 12%        |
| Monaco                        | 164          | 10%        |
| Portside 7 & 5/6 at East Pier | 113          | 7%         |
| Alterra at Overlook Ridge     | 95           | 6%         |
| Marbella                      | 68           | 4%         |
| <b>Subtotal</b>               | <b>\$629</b> | <b>39%</b> |

### Current/Future Development Properties

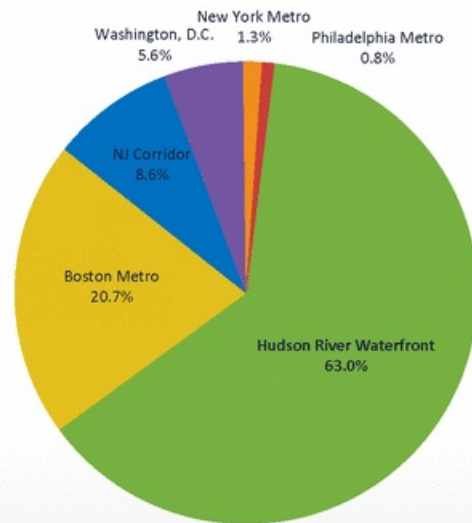
|                                  |              |            |
|----------------------------------|--------------|------------|
| Plaza 8/9 (land)                 | \$113        | 7%         |
| RiverHouse 11                    | 97           | 6%         |
| Marriott Hotels at Port Imperial | 95           | 6%         |
| Urby Future Phases               | 83           | 5%         |
| Building 9 at Port Imperial      | 69           | 4%         |
| <b>Subtotal</b>                  | <b>\$457</b> | <b>28%</b> |

**Top Contributing Assets** **\$1,086** **67%**

## Gross Portfolio Value

|                                      |                |
|--------------------------------------|----------------|
| <b>Stabilized Gross Asset Value</b>  | <b>\$4,547</b> |
| Less: Discount for CIP               | (107)          |
| <b>Discounted Gross Asset Value</b>  | <b>\$4,440</b> |
| Less: Existing Debt                  | (1,999)        |
| Less: 3rd Party Interests            | (605)          |
| Less: Rockpoint Share                | (255)          |
| <b>MCRC Share of Residential NAV</b> | <b>\$1,581</b> |

## NAV by Market



See footnotes and "Information About Net Asset Value (NAV)" on pages 9 and 10.

# Notes: Net Asset Value (Unaudited)

- (1) Reflects Projected 2018 Cash NOI for office assets; projected 12-month NOI for stabilized residential assets and the projected stabilized NOI for residential assets in development and lease-up. See Information About Net Operating Income on page 46.
- (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, leasing and base building capital expenditures, including Harborside renovations. The Waterfront valuation includes \$80 million in capital for the Harborside renovations. Additionally, the analysis includes approximately \$88 million in base building capital during the first three years of the five year discounted cash flow. The capital is allocated to physical building improvements and is estimated \$40 million at the Waterfront, \$28 million in the Class A Suburban, and \$20 million in the Suburban portfolio's, respectively. Furthermore, the analysis includes \$10 million in leasing capital budgeted in each of the Waterfront, Class A Suburban and Suburban portfolios. This is in addition to the tenant improvements, leasing commissions and capital reserves budgeted.

|                   | Rentable Area (MSF) | Projected 2018 Cash NOI | Year 1 Cap Rate | In-Place Rent PSF | Market Rent PSF | Stabilized Occupancy Rate | Stabilized Cap Rate | Unlevered IRR | Value          | \$ PSF       |
|-------------------|---------------------|-------------------------|-----------------|-------------------|-----------------|---------------------------|---------------------|---------------|----------------|--------------|
| <b>Office</b>     |                     |                         |                 |                   |                 |                           |                     |               |                |              |
| Hudson Waterfront | 4.884               | \$84.70                 | 4.76%           | \$38.85           | \$45.44         | 92.00%                    | 6.00%               | 7.00%         | \$1,780        | \$364        |
| Class A Suburban  | 1.951               | 41.00                   | 6.93%           | 36.99             | 39.10           | 92.50%                    | 7.00%               | 8.00%         | \$592          | 303          |
| Suburban          | 4.136               | 54.00                   | 8.72%           | 27.89             | 27.69           | 88.00%                    | 8.00%               | 9.00%         | \$619          | 150          |
| Flex Parks        | <u>3.527</u>        | <u>35.90</u>            | 6.54%           | <u>18.57</u>      | <u>19.67</u>    | 94.00%                    | 7.00%               | 8.00%         | \$549          | <u>156</u>   |
| <b>Subtotal</b>   | <b>14.498</b>       | <b>\$215.60</b>         |                 | <b>\$30.54</b>    | <b>\$33.25</b>  |                           |                     |               | <b>\$3,540</b> | <b>\$244</b> |

The year one cap rate, applied to the Projected 2018 Cash NOI, 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. See Information About Net Operating Income on page 46.

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 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 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 projected 2018 cash NOI capped at 4.5%. 24 Hour Fitness \$20 million asset value calculated using \$1 million projected cash NOI capped at 5%. See Information About Net Operating Income on page 46.

## Notes: Net Asset Value (Unaudited)

- (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.
- (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) Joint venture investments are generally valued by: applying a capitalization rate to projected NOI 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. Includes Roseland's last residential subordinate interest (Metropolitan at 40 Park) and commercial subordinate interests.
- (11) 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 \$50.8 million upon completion of the construction or lease-up activities, the Company deducts any estimated future costs totaling \$357.4 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.
- (12) Represents the discount to stabilized value applied to assets that have not yet achieved their respective Projected Stabilized NOI due to construction, lease-up or renovation. See Information About Net Operating Income on page 46.
- (13) The residential valuation analysis totals to a Roseland NAV of \$1,740,000,000 and additional Mack-Cali residential holdings of \$96,000,000 or an aggregate \$1,836,000,000, with the company's share of this NAV of \$1,564,000,000 ("MCRC Share"). This latter amount represents the company's share of Roseland NAV, net of the \$255,000,000 attributable to Rockpoint's noncontrolling interest.
- (14) The increase in the approximate NAV per share of \$0.49 from June 30, 2018 to September 30, 2018 is due primarily to the acquisition of Prudential's membership interest in Marbella and improved performance at our lease-up properties.

## 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.

# Balance Sheet

\$ in thousands  
(unaudited)

|  | 3Q 2018            |                    |                   | 4Q 2017            |
|--|--------------------|--------------------|-------------------|--------------------|
|  | Office/Corp.       | Roseland           | Elim./Other       | Total              |
| <b>ASSETS</b>  |                    |                    |                   |                    |
| <b>Rental property</b>   |                    |                    |                   |                    |
| Land and leasehold interests   | \$270,381          | \$205,665          | -                 | \$476,046          |
| Buildings and improvements   | 2,426,927          | 1,148,697          | -                 | 3,575,624          |
| Tenant improvements  | 332,843            | 461                | -                 | 333,304            |
| Furniture, fixtures and equipment  | 4,959              | 36,100             | -                 | 41,059             |
| Land and improvements held for development                                       | 213,055            | 295,287            | -                 | 508,342            |
| Development and construction in progress   | 94,945             | 310,907            | -                 | 405,852            |
|  | 3,343,110          | 1,997,117          | -                 | 5,340,227          |
| Less – accumulated depreciation and amortization                                 | (1,014,359)        | (71,856)           | -                 | (1,086,215)        |
| Rental property held for sale, net   | 2,328,751          | 1,925,261          | -                 | 4,254,012          |
| <b>Net Investment in Rental Property</b> <sup>(3)</sup>                          | 46,563             | 36,589             | -                 | 83,152             |
| Cash and cash equivalents  | 2,375,314          | 1,961,850          | -                 | 4,337,164          |
| Restricted cash  | 4,889              | 5,934              | -                 | 10,823             |
| Investments in unconsolidated joint ventures                                     | 12,402             | 7,717              | -                 | 20,119             |
| Unbilled rents receivable, net   | 13,712             | 216,902            | -                 | 230,614            |
| Deferred charges, goodwill and other assets, net <sup>(2)</sup>                  | 97,546             | 1,774              | -                 | 99,320             |
| Accounts receivable, net of allowance for doubtful accounts of \$537 and \$1,138 | 313,883            | 50,074             | (23,000)          | 340,957            |
|  | 5,240              | 1,957              | -                 | 7,197              |
| <b>Total Assets</b>  | <b>\$2,822,986</b> | <b>\$2,246,208</b> | <b>(\$23,000)</b> | <b>\$5,046,194</b> |
|  |                    |                    |                   | <b>\$4,957,885</b> |
| <b>LIABILITIES &amp; EQUITY</b>  |                    |                    |                   |                    |
| Senior unsecured notes, net  | \$570,022          | -                  | -                 | \$570,022          |
| Unsecured revolving credit facility and term loans                               | 870,313            | -                  | -                 | 870,313            |
| Mortgages, loans payable and other obligations, net                              | 371,912            | 995,471            | -                 | 1,367,383          |
| Note Payable to Affiliate  | -                  | 23,000             | (23,000)          | -                  |
| Dividends and distributions payable  | 21,691             | -                  | -                 | 21,691             |
| Accounts payable, accrued expenses and other liabilities <sup>(2)</sup>          | 120,517            | 58,970             | -                 | 179,487            |
| Rents received in advance and security deposits                                  | 33,207             | 5,633              | -                 | 38,840             |
| Accrued interest payable   | 11,992             | 2,385              | -                 | 14,377             |
| <b>Total Liabilities</b>   | <b>1,999,654</b>   | <b>1,085,459</b>   | <b>(23,000)</b>   | <b>3,062,113</b>   |
|  |                    |                    |                   | <b>3,076,954</b>   |
| Commitments and contingencies  | -                  | -                  | -                 | -                  |
| Redeemable noncontrolling interests  | 52,324             | 255,091            | -                 | 307,415            |
| <b>Total Stockholders'/Members Equity</b>  | <b>602,526</b>     | <b>864,518</b>     | <b>-</b>          | <b>1,467,044</b>   |
| Noncontrolling interests in subsidiaries:  |                    |                    |                   |                    |
| Operating Partnership  | 166,379            | -                  | -                 | 166,379            |
| Consolidated joint ventures  | 2,103              | 41,140             | -                 | 43,243             |
| <b>Total Noncontrolling Interests in Subsidiaries</b>                            | <b>168,482</b>     | <b>41,140</b>      | <b>-</b>          | <b>209,622</b>     |
|  |                    |                    |                   | <b>192,428</b>     |
| <b>Total Equity</b>  | <b>771,008</b>     | <b>905,658</b>     | <b>-</b>          | <b>1,676,666</b>   |
|  |                    |                    |                   | <b>1,668,723</b>   |
| <b>Total Liabilities and Equity</b>  | <b>\$2,822,986</b> | <b>\$2,246,208</b> | <b>(\$23,000)</b> | <b>\$5,046,194</b> |
|  |                    |                    |                   | <b>\$4,957,885</b> |

Notes: See supporting "Balance Sheet" notes on page 43 for more information.

# Income Statement – Quarterly Comparison

\$ in thousands, except per share amounts  
(unaudited)

|  | 3Q 2018           |                 |                   | 2Q 2018           | 1Q 2018          | 4Q 2017           | 3Q 2017          |
|--|-------------------|-----------------|-------------------|-------------------|------------------|-------------------|------------------|
|  | Office/ Corp.     | Roseland        | Total             |                   |                  |                   |                  |
| <b>REVENUES</b>  |                   |                 |                   |                   |                  |                   |                  |
| Base rents   | \$85,504          | \$21,735        | \$107,239         | \$103,584         | \$112,902        | \$118,419         | \$128,643        |
| Escalation and recoveries from tenants                       | 11,462            | 1,194           | 12,656            | 10,301            | 12,791           | 11,312            | 16,385           |
| Real estate services   | 122               | 4,310           | 4,432             | 4,074             | 4,661            | 5,149             | 5,748            |
| Parking income   | 2,447             | 3,052           | 5,499             | 5,757             | 5,327            | 5,223             | 5,766            |
| Other income   | 1,638             | 650             | 2,288             | 2,873             | 3,286            | 3,426             | 3,476            |
| <b>Total revenues</b>  | <b>\$101,173</b>  | <b>\$30,941</b> | <b>\$132,114</b>  | <b>\$126,589</b>  | <b>\$138,967</b> | <b>\$143,529</b>  | <b>\$160,018</b> |
| <b>EXPENSES</b>  |                   |                 |                   |                   |                  |                   |                  |
| Real estate taxes  | \$11,763          | \$3,917         | \$15,680          | \$17,966          | \$18,361         | \$17,755          | \$21,300         |
| Utilities  | 8,493             | 1,497           | 9,990             | 7,555             | 12,504           | 9,347             | 11,480           |
| Operating services   | 20,457            | 6,650           | 27,107            | 22,939            | 25,618           | 26,884            | 26,312           |
| Real estate service expenses                                 | 83                | 4,317           | 4,400             | 4,360             | 4,936            | 5,018             | 6,207            |
| General and administrative                                   | 8,729             | 2,891           | 11,620            | 13,455            | 16,085           | 13,726            | 13,140           |
| Depreciation and amortization                                | 35,443            | 10,370          | 45,813            | 41,413            | 41,297           | 47,401            | 52,375           |
| <b>Total expenses</b>  | <b>\$84,968</b>   | <b>\$29,642</b> | <b>\$114,610</b>  | <b>\$107,688</b>  | <b>\$118,801</b> | <b>\$120,131</b>  | <b>\$130,814</b> |
| <b>Operating Income</b>                                      | <b>\$16,205</b>   | <b>\$1,299</b>  | <b>\$17,504</b>   | <b>\$18,901</b>   | <b>\$20,166</b>  | <b>\$23,398</b>   | <b>\$29,204</b>  |
| <b>OTHER (EXPENSE) INCOME</b>                                |                   |                 |                   |                   |                  |                   |                  |
| Interest expense   | (\$16,605)        | (\$4,489)       | (\$21,094)        | (\$18,999)        | (\$20,075)       | (\$22,490)        | (\$25,634)       |
| Interest and other investment income (loss)                  | 850               | 1               | 851               | 641               | 1,128            | 1,408             | 762              |
| Equity in earnings (loss) of unconsolidated joint ventures   | 714               | (1,401)         | (687)             | (52)              | 1,572            | (1,199)           | (1,533)          |
| Gain on change of control of interests                       | -                 | 14,217          | 14,217            | -                 | -                | -                 | -                |
| Realized gains (losses) and unrealized losses on disposition | (2,772)           | (6,330)         | (9,102)           | 1,010             | 58,186           | 4,476             | 31,336           |
| Gain on sale of investment in unconsolidated joint venture   | -                 | -               | -                 | -                 | -                | -                 | 10,568           |
| Gain (loss) from early extinguishment of debt, net           | -                 | -               | -                 | -                 | (10,289)         | (182)             | -                |
| <b>Total other income (expense)</b>                          | <b>(\$17,813)</b> | <b>\$1,998</b>  | <b>(\$15,815)</b> | <b>(\$17,400)</b> | <b>\$30,522</b>  | <b>(\$17,987)</b> | <b>\$15,499</b>  |
| <b>Net income</b>  | <b>(\$1,608)</b>  | <b>\$3,297</b>  | <b>\$1,689</b>    | <b>\$1,501</b>    | <b>\$50,688</b>  | <b>\$5,411</b>    | <b>\$44,703</b>  |
| Noncontrolling interest in consolidated joint ventures       | \$0               | \$451           | \$451             | \$95              | \$30             | \$153             | \$447            |
| Noncontrolling interest in Operating Partnership             | 167               | -               | 167               | 142               | (4,883)          | (299)             | (4,413)          |
| Redeemable noncontrolling interest                           | (455)             | (3,330)         | (3,785)           | (2,989)           | (2,799)          | (2,683)           | (2,683)          |
| <b>Net income available to common shareholders</b>           | <b>(\$1,896)</b>  | <b>\$418</b>    | <b>(\$1,478)</b>  | <b>(\$1,251)</b>  | <b>\$43,036</b>  | <b>\$2,582</b>    | <b>\$38,054</b>  |
| <b>Basic earnings per common share:</b>                      |                   |                 |                   |                   |                  |                   |                  |
| Net income available to common shareholders                  |                   |                 | (\$0.05)          | (\$0.05)          | \$0.45           | (\$0.01)          | \$0.39           |
| <b>Diluted earnings per common share:</b>                    |                   |                 |                   |                   |                  |                   |                  |
| Net income available to common shareholders                  |                   |                 | (\$0.05)          | (\$0.05)          | \$0.45           | (\$0.01)          | \$0.39           |
| Basic weighted average shares outstanding                    |                   |                 | 90,468            | 90,330            | 90,263           | 90,029            | 90,023           |
| Diluted weighted average shares outstanding                  |                   |                 | 100,712           | 100,598           | 100,604          | 100,468           | 100,727          |

# FFO, Core FFO & AFFO – Quarterly Comparison

\$ in thousands, except per share amounts and ratios

|   | (unaudited)     |                 |                     |                 |                 |
|---|-----------------|-----------------|---------------------|-----------------|-----------------|
|   | 3Q 2018         | 2Q 2018         | 1Q 2018             | 4Q 2017         | 3Q 2017         |
| Net income (loss) available to common shareholders  | (\$1,478)       | (\$1,251)       | \$43,036            | \$2,582         | \$38,054        |
| Add (deduct): Noncontrolling interest in Operating Partnership                            | (167)           | (142)           | 4,883               | 299             | 4,413           |
| Real estate-related depreciation and amortization on continuing operations <sup>(1)</sup> | 49,433          | 45,781          | 45,602              | 51,619          | 57,231          |
| Gain on change of control of interests  | (14,217)        | -               | -                   | -               | -               |
| Gain on sale of investment in unconsolidated joint venture                                | -               | -               | -                   | -               | (10,568)        |
| Realized gains and unrealized losses on disposition of rental property, net               | 9,102           | (1,010)         | (58,186)            | (4,476)         | (31,336)        |
| <b>Funds from operations <sup>(2)</sup></b>   | <b>\$42,673</b> | <b>\$43,378</b> | <b>\$35,335</b>     | <b>\$50,024</b> | <b>\$57,794</b> |
| <u>Add/Deduct:</u>  |                 |                 |                     |                 |                 |
| Loss from extinguishment of debt, net   | -               | -               | \$10,289            | \$182           | -               |
| Severance/separation costs on management restructuring                                    | 640             | 1,795           | 5,052               | -               | -               |
| <b>Core FFO</b>   | <b>\$43,313</b> | <b>\$45,173</b> | <b>\$50,676</b>     | <b>\$50,206</b> | <b>\$57,794</b> |
| <u>Add (Deduct) Non-Cash Items:</u>   |                 |                 |                     |                 |                 |
| Straight-line rent adjustments <sup>(3)</sup>   | (\$1,901)       | \$249           | (\$2,742)           | (\$3,685)       | (\$6,360)       |
| Amortization of market lease intangibles, net <sup>(4)</sup>                              | (892)           | (1,313)         | (2,130)             | (2,234)         | (2,254)         |
| Amortization of lease inducements   | 214             | 258             | 294                 | 444             | 535             |
| Amortization of stock compensation  | 1,897           | 783             | 2,657               | 2,303           | 2,291           |
| Non real estate depreciation and amortization   | 535             | 536             | 511                 | 511             | 505             |
| Amortization of debt discount/premium and mark-to-market, net                             | (238)           | (237)           | (237)               | (201)           | (164)           |
| Amortization of deferred financing costs  | 1,302           | 1,145           | 1,096               | 1,150           | 1,184           |
| <u>Deduct:</u>  |                 |                 |                     |                 |                 |
| Non-incremental revenue generating capital expenditures:                                  |                 |                 |                     |                 |                 |
| Building improvements   | (2,208)         | (723)           | (1,666)             | (2,842)         | (1,664)         |
| Tenant improvements and leasing commissions <sup>(5)</sup>                                | (4,467)         | (17,939)        | (4,468)             | (4,791)         | (5,110)         |
| Tenant improvements and leasing commissions on space vacant for more than one year        | (7,782)         | (6,851)         | (7,695)             | (2,761)         | (6,667)         |
| <b>Adjusted FFO <sup>(2)</sup></b>  | <b>\$29,773</b> | <b>\$21,081</b> | <b>\$36,296</b>     | <b>\$38,100</b> | <b>\$40,090</b> |
| <b>Core FFO (calculated above)</b>  | <b>\$43,313</b> | <b>\$45,173</b> | <b>\$50,676</b>     | <b>\$50,206</b> | <b>\$57,794</b> |
| <u>Deduct:</u>  |                 |                 |                     |                 |                 |
| Equity in earnings (loss) of unconsolidated joint ventures, net                           | \$687           | \$52            | (\$1,572)           | \$1,199         | \$1,533         |
| Equity in earnings share of depreciation and amortization                                 | (4,155)         | (4,903)         | (4,815)             | (4,729)         | (5,260)         |
| <u>Add-back:</u>  |                 |                 |                     |                 |                 |
| Interest expense  | 21,093          | 18,999          | 20,075              | 22,490          | 25,634          |
| Recurring JV distributions <sup>(6)</sup>   | 4,908           | 4,585           | 6,690               | 2,862           | 4,057           |
| Income (loss) in non-controlling interest in consolidated joint ventures                  | (451)           | (95)            | (30)                | (153)           | (447)           |
| Redeemable noncontrolling interest  | 3,785           | 2,989           | 2,799               | 2,683           | 2,683           |
| Income tax expense  | 215             | 144             | -                   | -               | -               |
| <b>Adjusted EBITDA</b>  | <b>\$69,395</b> | <b>\$66,944</b> | <b>\$73,823</b>     | <b>\$74,558</b> | <b>\$85,994</b> |
| Net debt at period end <sup>(7)</sup>   | \$2,776,776     | \$2,616,772     | \$2,589,903         | \$2,781,388     | \$2,750,397     |
| Net debt to Adjusted EBITDA   | 10.0x           | 9.7x            | 8.8x <sup>(7)</sup> | 9.3x            | 8.0x            |
| Diluted weighted average shares/units outstanding <sup>(8)</sup>                          | 100,712         | 100,598         | 100,604             | 100,468         | 100,727         |
| Funds from operations per share-diluted   | \$0.42          | \$0.43          | \$0.35              | \$0.50          | \$0.57          |
| Core Funds from Operations per share/unit-diluted   | \$0.43          | \$0.45          | \$0.50              | \$0.50          | \$0.57          |
| Dividends declared per common share   | \$0.20          | \$0.20          | \$0.20              | \$0.20          | \$0.20          |

Notes: See footnotes and "Information About FFO, Core FFO, & AFFO" on page 17.



# EBITDAre – Quarterly Comparison

\$ in thousands  
(unaudited)

|  | 3Q 2018         | 2Q 2018         | 1Q 2018         | 4Q 2017         | 3Q 2017         |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| Net income available to common shareholders  | (\$1,478)       | (\$1,251)       | \$43,036        | \$2,582         | \$38,054        |
| <u>Add:</u>  |                 |                 |                 |                 |                 |
| Noncontrolling interest in Operating Partnership                                     | (167)           | (142)           | 4,883           | 299             | 4,413           |
| Noncontrolling interest in consolidated joint ventures                               | (451)           | (95)            | (30)            | (153)           | (447)           |
| Redeemable noncontrolling interest   | 3,785           | 2,989           | 2,799           | 2,683           | 2,683           |
| Interest expense   | 21,094          | 18,999          | 20,075          | 22,490          | 25,634          |
| Income tax expense   | 267             | 144             | 30              | -               | 113             |
| Depreciation and amortization  | 45,813          | 41,413          | 41,297          | 47,401          | 52,375          |
| <u>Deduct:</u>   |                 |                 |                 |                 |                 |
| Realized (gains) losses and unrealized losses on disposition of rental property, net | 9,102           | (1,010)         | (58,186)        | (4,476)         | (31,336)        |
| (Gain)/loss on sale of investment in unconsolidated joint ventures                   | -               | -               | -               | -               | (10,568)        |
| (Gain)/loss on change of control of interest   | (14,217)        | -               | -               | -               | -               |
| Equity in (earnings) loss of unconsolidated joint ventures                           | 687             | 52              | (1,572)         | 1,199           | 1,533           |
| <u>Add:</u>  |                 |                 |                 |                 |                 |
| Company's share of property NOI's in unconsolidated joint ventures <sup>(1)</sup>    | 8,802           | 10,193          | 11,059          | 9,962           | 8,563           |
| <b>EBITDAre</b>  | <b>\$73,237</b> | <b>\$71,292</b> | <b>\$63,391</b> | <b>\$81,987</b> | <b>\$91,017</b> |
| <u>Add:</u>  |                 |                 |                 |                 |                 |
| Loss from extinguishment of debt, net  | -               | -               | 10,289          | -               | -               |
| Severance/Separation costs on management restructuring                               | 640             | 1,795           | 5,052           | -               | -               |
| <b>Adjusted EBITDAre</b>   | <b>\$73,877</b> | <b>\$73,087</b> | <b>\$78,732</b> | <b>\$81,987</b> | <b>\$91,017</b> |

**Notes:**

(1) See unconsolidated joint venture NOI details on page 22 for 3Q 2018.  
See Information About EBITDAre on page 17.

# Income Statement – Year-over-Year Comparison

\$ in thousands

|  | YTD 3Q 2018      | YTD 3Q 2017       |
|--|------------------|-------------------|
| <b>REVENUES</b>  |                  |                   |
| Base rents   | \$323,725        | \$382,915         |
| Escalation and recoveries from tenants                       | 35,748           | 47,455            |
| Real estate services   | 13,167           | 17,980            |
| Parking income   | 16,583           | 15,047            |
| Other income   | 8,447            | 9,274             |
| <b>Total revenues</b>  | <b>\$397,670</b> | <b>\$472,671</b>  |
| <b>EXPENSES</b>  |                  |                   |
| Real estate taxes  | \$52,007         | \$63,609          |
| Utilities  | 30,049           | 33,251            |
| Operating services   | 75,664           | 80,495            |
| Real estate service expenses                                 | 13,696           | 18,376            |
| General and administrative                                   | 41,160           | 37,223            |
| Depreciation and amortization                                | 128,523          | 157,768           |
| <b>Total expenses</b>  | <b>\$341,099</b> | <b>\$390,722</b>  |
| <b>Operating Income</b>                                      | <b>\$56,571</b>  | <b>\$81,949</b>   |
| <b>OTHER (EXPENSE) INCOME</b>                                |                  |                   |
| Interest expense   | (\$60,168)       | (\$70,898)        |
| Interest and other investment income (loss)                  | 2,620            | 1,358             |
| Equity in earnings (loss) of unconsolidated joint ventures   | 833              | (4,882)           |
| Gain on change of control of interests                       | 14,217           | -                 |
| Realized gains (losses) and unrealized losses on disposition | 50,094           | (2,112)           |
| Gain on sale of investment in unconsolidated joint venture   | -                | 23,131            |
| Gain (loss) from early extinguishment of debt, net           | (10,289)         | (239)             |
| <b>Total other income (expense)</b>                          | <b>(\$2,693)</b> | <b>(\$53,642)</b> |
| <b>Net income</b>  | <b>\$53,878</b>  | <b>\$28,307</b>   |
| Noncontrolling interest in consolidated joint ventures       | \$576            | \$865             |
| Noncontrolling interest in Operating Partnership             | (4,574)          | (2,412)           |
| Redeemable noncontrolling interest                           | (9,573)          | (6,157)           |
| <b>Net income available to common shareholders</b>           | <b>\$40,307</b>  | <b>\$20,603</b>   |
| <b>Basic earnings per common share:</b>                      |                  |                   |
| Net income available to common shareholders                  | \$0.35           | \$0.06            |
| <b>Diluted earnings per common share:</b>                    |                  |                   |
| Net income available to common shareholders                  | \$0.35           | \$0.06            |
| Basic weighted average shares outstanding                    | 90,355           | 89,997            |
| Diluted weighted average shares outstanding                  | 100,684          | 100,701           |

# FFO, Core FFO & AFFO – Year-over-Year Comparison

\$ in thousands

except per share amounts and ratios (unaudited)

|   | YTD 3Q 2018      | YTD 3Q 2017      |
|---|------------------|------------------|
| Net income available to common shareholders   | \$40,307         | \$20,603         |
| Add (deduct): Noncontrolling interest in Operating Partnership                            | 4,574            | 2,412            |
| Real estate-related depreciation and amortization on continuing operations <sup>(1)</sup> | 140,816          | 172,144          |
| Gain on change of control of interests  | (14,217)         | -                |
| Gain on sale of investment in unconsolidated joint venture                                | -                | (23,131)         |
| Realized gains and unrealized losses on disposition of rental property, net               | (50,094)         | 2,112            |
| <b>Funds from operations <sup>(2)</sup></b>   | <b>\$121,386</b> | <b>\$174,140</b> |
| <u>Add/Deduct:</u>  |                  |                  |
| Loss from extinguishment of debt, net   | \$10,289         | \$239            |
| Severance/separation costs on management restructuring                                    | 7,487            | -                |
| <b>Core FFO</b>   | <b>\$139,162</b> | <b>\$174,379</b> |
| <u>Add (Deduct) Non-Cash Items:</u>   |                  |                  |
| Straight-line rent adjustments <sup>(3)</sup>   | (\$4,394)        | (\$12,613)       |
| Amortization of market lease intangibles, net <sup>(4)</sup>                              | (4,335)          | (6,018)          |
| Amortization of lease inducements   | 766              | 1,259            |
| Amortization of stock compensation  | 5,337            | 5,626            |
| Non real estate depreciation and amortization   | 1,582            | 1,231            |
| Amortization of debt discount/premium and mark-to-market, net                             | (712)            | (86)             |
| Amortization of deferred financing costs  | 3,543            | 3,462            |
| <u>Deduct:</u>  |                  |                  |
| Non-incremental revenue generating capital expenditures:                                  |                  |                  |
| Building improvements   | (4,597)          | (9,936)          |
| Tenant improvements and leasing commissions <sup>(5)</sup>                                | (26,874)         | (17,225)         |
| Tenant improvements and leasing commissions on space vacant for more than one year        | (22,328)         | (18,783)         |
| <b>Adjusted FFO <sup>(6)</sup></b>  | <b>\$87,150</b>  | <b>\$121,296</b> |
| <b>Core FFO (calculated above)</b>  | <b>\$139,162</b> | <b>\$174,379</b> |
| <u>Deduct:</u>  |                  |                  |
| Equity in earnings (loss) of unconsolidated joint ventures, net                           | (\$833)          | \$4,882          |
| Equity in earnings share of depreciation and amortization                                 | (13,873)         | (15,607)         |
| <u>Add back:</u>  |                  |                  |
| Interest expense  | 60,167           | 70,898           |
| Recurring JV distributions <sup>(6)</sup>   | 16,183           | 9,778            |
| Income (loss) in non-controlling interest in consolidated joint ventures                  | (576)            | (865)            |
| Redeemable noncontrolling interest  | 9,573            | 6,157            |
| Income tax expense  | 359              | -                |
| <b>Adjusted EBITDA</b>  | <b>\$210,162</b> | <b>\$249,622</b> |
| Net debt at period end <sup>(7)</sup>   | \$2,776,776      | \$2,750,397      |
| Net debt to Adjusted EBITDA   | 10.0x            | 8.3x             |
| Diluted weighted average shares/units outstanding <sup>(8)</sup>                          | 100,684          | 100,701          |
| Funds from operations per share-diluted   | \$1.21           | \$1.73           |
| Core Funds from Operations per share/unit-diluted   | \$1.38           | \$1.73           |
| Dividends declared per common share   | \$0.60           | \$0.55           |

Notes: See footnotes and "Information About FFO, Core FFO, & AFFO" on page 17.

# FFO, Core FFO & AFFO (Notes)

## Notes

- (1) Includes the Company's share from unconsolidated joint ventures, and adjustments for noncontrolling interest, of \$4,155 and \$5,362 for the three months ended September 30, 2018 and 2017, respectively, and \$13,873 and \$15,607 for the nine months ended September 30, 2018 and 2017, respectively. Excludes non-real estate-related depreciation and amortization of \$535 and \$505 for the three months ended September 30, 2018 and 2017, respectively, and \$1,582 and \$1,231 for the nine months ended September 30, 2018 and 2017, respectively.
- (2) Funds from operations is calculated in accordance with the definition of FFO of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO, Core FFO and AFFO" below.
- (3) Includes free rent of \$3,643 and \$8,748 for the three months ended September 30, 2018 and 2017, respectively, and \$12,117 and \$21,874 for the nine months ended September 30, 2018 and 2017, respectively. Also includes the Company's share from unconsolidated joint ventures of (\$96) and \$673 for the three months ended September 30, 2018 and 2017, respectively, and (\$790) and \$968 for the nine months ended September 30, 2018 and 2017, respectively.
- (4) Includes the Company's share from unconsolidated joint ventures of \$0 and \$81 for the three months ended September 30, 2018 and 2017, respectively, and \$107 and \$256 for the nine months ended September 30, 2018 and 2017, respectively.
- (5) Excludes expenditures for tenant spaces in properties that have not been owned by the Company for at least a year.
- (6) 1Q 2018 and YTD 2018 Includes \$2.6 million of the Company's share of its first annual sale of an economic tax credit certificate associated with the Urby joint venture from the State of New Jersey to a third party.
- (7) Net Debt calculated by taking the sum of senior unsecured notes, unsecured revolving credit facility, and mortgages, loans payable and other obligations, and deducting cash and cash equivalents, all at period end.
- (8) Calculated based on weighted average common shares outstanding, assuming redemption of Operating Partnership common units into common shares (10,189 and 10,439 shares for the three months ended September 30, 2018 and 2017, respectively, and 10,214 and 10,394 shares for the nine months ended September 30, 2018 and 2017, respectively).
- (9) Equals Net Debt at period end divided by Adjusted EBITDA (for quarter periods, Adjusted EBITDA annualized multiplying quarter amounts by 4). Without annualizing the proceeds from the Urby tax credit, the 1Q 2018 net debt to EBITDA ratio is 9.0x.

## Information About FFO, Core FFO and AFFO

Funds from operations ("FFO") is defined as net income (loss) before noncontrolling interests of unitholders, computed in accordance with generally accepted accounting principles ("GAAP"), excluding gains or losses from depreciable rental property transactions (including both acquisitions and dispositions), and impairments related to depreciable rental property, plus real estate-related depreciation and amortization. The Company believes that FFO per share is helpful to investors as one of several measures of the performance of an equity REIT. The Company further believes that as FFO per share excludes the effect of depreciation, gains (or losses) from property transactions and impairments related to depreciable rental property (all of which are based on historical costs which may be of limited relevance in evaluating current performance), FFO per share can facilitate comparison of operating performance between equity REITs.

FFO per share should not be considered as an alternative to net income available to common shareholders per share as an indication of the Company's performance or to cash flows as a measure of liquidity. FFO per share presented herein is not necessarily comparable to FFO per share presented by other real estate companies due to the fact that not all real estate companies use the same definition. However, the Company's FFO per share is comparable to the FFO per share of real estate companies that use the current definition of the National Association of Real Estate Investment Trusts ("NAREIT"). A reconciliation of net income per share to FFO per share is included in the financial tables above.

Core FFO is defined as FFO, as adjusted for items that may distort the comparative measurement of the Company's performance over time. Adjusted FFO ("AFFO") is defined as Core FFO less (i) recurring tenant improvements, leasing commissions and capital expenditures, (ii) straight-line rents and amortization of acquired below-market leases, net, and (iii) other non-cash income, plus (iv) other non-cash charges. Core FFO and AFFO are both non-GAAP financial measures that are not intended to represent cash flow and are not indicative of cash flows provided by operating activities as determined in accordance with GAAP. Core FFO and AFFO are presented solely as supplemental disclosures that the Company's management believes provides useful information regarding the Company's operating performance and its ability to fund its dividends. There are not generally accepted definitions established for Core FFO or AFFO. Therefore, the Company's measures of Core FFO and AFFO may not be comparable to the Core FFO and AFFO reported by other REITs. A reconciliation of net income to Core FFO and AFFO are included in the financial tables above.

## Information About EBITDAre

EBITDAre is a non-GAAP financial measure. The Company computes EBITDAre in accordance with standards established by the National Association of Real Estate Investment Trusts, or NAREIT, which may not be comparable to EBITDAre reported by other REITs that do not compute EBITDAre in accordance with the NAREIT definition, or that interpret the NAREIT definition differently than the Company does. The White Paper on EBITDAre approved by the Board of Governors of NAREIT in September 2017 defines EBITDAre as net income (loss) (computed in accordance with Generally Accepted Accounting Principles, or GAAP), plus interest expense, plus income tax expense, plus depreciation and amortization, plus (minus) losses and gains on the disposition of depreciated property, plus impairment write-downs of depreciated property and investments in unconsolidated joint ventures, plus adjustments to reflect the entity's share of EBITDAre of unconsolidated joint ventures. The Company presents EBITDAre, because the Company believes that EBITDAre, along with cash flow from operating activities, investing activities and financing activities, provides investors with an additional indicator of the Company's ability to incur and service debt. EBITDAre should not be considered as an alternative to net income (determined in accordance with GAAP), as an indication of the Company's financial performance, as an alternative to net cash flows from operating activities (determined in accordance with GAAP), or as a measure of the Company's liquidity.

# Same Store Performance

\$ in thousands

## Office Same Store

|   | For the Three Months Ended |                 |                  |                | For the Nine Months Ended |                  |                   |                |
|---|----------------------------|-----------------|------------------|----------------|---------------------------|------------------|-------------------|----------------|
|   | 3Q 2018                    | 3Q 2017         | Change           | % Change       | 3Q 2018                   | 3Q 2017          | Change            | % Change       |
| Total Property Revenues (GAAP)                  | \$99,250                   | \$109,394       | (\$10,144)       | (9.3%)         | \$273,266                 | \$294,274        | (\$21,008)        | (7.1%)         |
| Real Estate Taxes                               | \$11,680                   | \$13,710        | (\$2,030)        | (14.8%)        | \$37,992                  | \$40,004         | (\$2,012)         | (5.0%)         |
| Utilities                                       | 8,200                      | 8,063           | 137              | 1.7%           | 22,451                    | 21,407           | 1,044             | 4.9%           |
| Operating Services                              | <u>18,336</u>              | <u>17,225</u>   | <u>1,111</u>     | <u>6.4%</u>    | <u>50,022</u>             | <u>49,262</u>    | <u>760</u>        | <u>1.5%</u>    |
| Total Property Expenses                         | \$38,216                   | \$38,998        | (\$782)          | (2.0%)         | \$110,465                 | \$110,673        | (\$208)           | (0.2%)         |
| <b>Same Store GAAP NOI <sup>(a)</sup></b>       | <b>\$61,034</b>            | <b>\$70,396</b> | <b>(\$9,362)</b> | <b>(13.3%)</b> | <b>\$162,801</b>          | <b>\$183,601</b> | <b>(\$20,800)</b> | <b>(11.3%)</b> |
| Less: straight-lining of rents adj. and FAS 141 | <u>\$2,183</u>             | <u>\$7,447</u>  | <u>(\$5,264)</u> | <u>(70.7%)</u> | <u>\$7,706</u>            | <u>\$14,954</u>  | <u>(\$7,248)</u>  | <u>(48.5%)</u> |
| <b>Same Store Cash NOI <sup>(b)</sup></b>       | <b>\$58,851</b>            | <b>\$62,949</b> | <b>(\$4,098)</b> | <b>(6.5%)</b>  | <b>\$155,095</b>          | <b>\$168,647</b> | <b>(\$13,552)</b> | <b>(8.0%)</b>  |
| Total Properties                                | 108                        | 108             | -                | -              | 102                       | 102              | -                 | -              |
| Total Square Footage                            | 15,062,083                 | 15,062,083      | -                | -              | 13,988,037                | 13,988,037       | -                 | -              |
| % Leased  | 82.9%                      | 89.0%           | -                | (6.9%)         | 82.5%                     | 89.2%            | -                 | (7.5%)         |

## Residential Same Store <sup>(1)</sup>

|   | For the Three Months Ended |                 |              |               | For the Nine Months Ended |                 |               |               |
|---|----------------------------|-----------------|--------------|---------------|---------------------------|-----------------|---------------|---------------|
|   | 3Q 2018                    | 3Q 2017         | Change       | % Change      | 3Q 2018                   | 3Q 2017         | Change        | % Change      |
| Total Property Revenues                   | \$18,530                   | \$18,543        | (\$13)       | (0.1%)        | \$55,168                  | \$55,245        | (\$77)        | (0.1%)        |
| Real Estate Taxes                         | \$2,258                    | \$2,374         | (\$116)      | (4.9%)        | \$6,929                   | \$7,012         | (\$83)        | (1.2%)        |
| Operating Expenses                        | <u>4,924</u>               | <u>4,956</u>    | <u>(32)</u>  | <u>(0.6%)</u> | <u>13,820</u>             | <u>13,741</u>   | <u>79</u>     | <u>0.6%</u>   |
| Total Property Expenses                   | 7,182                      | 7,330           | (148)        | (2.0%)        | 20,749                    | 20,753          | (4)           | (0.0%)        |
| <b>Same Store GAAP NOI <sup>(a)</sup></b> | <b>\$11,348</b>            | <b>\$11,213</b> | <b>\$135</b> | <b>1.2%</b>   | <b>\$34,419</b>           | <b>\$34,492</b> | <b>(\$73)</b> | <b>(0.2%)</b> |
| Total Units <sup>(2)</sup>                | 3,156                      | 3,156           | -            | -             | 3,156                     | 3,156           | -             | -             |
| % Leased                                  | 96.3%                      | 97.4%           | -            | (1.1%)        | 96.3%                     | 97.4%           | -             | (1.1%)        |

### Notes:

- (a) The aggregate sum of: property-level revenue, straight-line and ASC 805 adjustments over the given time period; less: operating expense, real estate taxes and utilities over the same period for the same store portfolio.
- (b) Aggregate property-level revenue over the given period; less: operating expense, real estate taxes and utilities over the same period for the same store portfolio.

See supporting "Same Store Performance" notes on page 43 and Information About Net Operating Income (NOI) on page 46.

# Debt Summary & Maturity Schedule

\$ in thousands

## Debt Breakdown

|  | Balance            | % of Total     | Weighted Average Interest Rate <sup>(1)</sup> | Weighted Average Maturity in Years |
|--|--------------------|----------------|---|------------------------------------|
| <b>Fixed Rate Debt</b>   |                    |                |   |                                    |
| Fixed Rate Unsecured Debt and Other Obligations <sup>(2)</sup> | \$1,250,000        | 44.30%         | 3.70%   | 2.54                               |
| Fixed Rate Secured Debt  | <u>1,046,622</u>   | <u>37.09%</u>  | <u>3.62%</u>                                  | <u>6.66</u>                        |
| <b>Subtotal: Fixed Rate Debt</b>                               | <b>\$2,296,622</b> | <b>81.39%</b>  | <b>3.66%</b>                                  | <b>4.41</b>                        |
| <b>Variable Rate Debt</b>                                      |                    |                |   |                                    |
| Variable Rate Secured Debt                                     | \$328,170          | 11.63%         | 4.88%   | 1.23                               |
| Variable Rate Unsecured Debt <sup>(2)</sup>                    | <u>197,000</u>     | <u>6.98%</u>   | <u>3.39%</u>                                  | <u>2.57</u>                        |
| <b>Subtotal: Variable Rate Debt</b>                            | <b>\$525,170</b>   | <b>18.61%</b>  | <b>4.32%</b>                                  | <b>1.73</b>                        |
| <b>Totals/Weighted Average</b>                                 | <b>\$2,821,792</b> | <b>100.00%</b> | <b>3.79%</b> <sup>(3)</sup>                   | <b>3.92</b>                        |
| Adjustment for Unamortized Debt Discount                       | (3,005)            |                |   |                                    |
| Unamortized Deferred Financing Costs                           | <u>(11,143)</u>    |                |   |                                    |
| <b>Total Consolidated Debt, net</b>                            | <b>\$2,807,644</b> |                |   |                                    |
| <b>Unconsolidated Secured Debt</b>                             |                    |                |   |                                    |
| CLI Share  | \$374,452          | 45.50%         | 4.10%   | 6.94                               |
| Partners' Share  | <u>448,490</u>     | <u>54.50%</u>  | <u>4.10%</u>                                  | <u>6.94</u>                        |
| <b>Total Unconsolidated Secured Debt</b>                       | <b>\$822,942</b>   | <b>100.00%</b> | <b>4.10%</b>                                  | <b>6.94</b>                        |

## Maturity Schedule

| Period   | Principal Maturities   | Scheduled Amortization | Total Future Repayments | Weighted Average Interest Rate <sup>(1)</sup> |
|--|------------------------|------------------------|-------------------------|---|
| Oct-Dec 2018                                     | \$0                    | \$350                  | 350                     | 3.99%   |
| 2019   | 677,353 <sup>(2)</sup> | 532                    | 677,885                 | 4.10%   |
| 2020   | 325,000 <sup>(2)</sup> | 2,903                  | 327,903                 | 3.46%   |
| 2021   | 365,800                | 3,227                  | 369,027                 | 3.34%   |
| 2022   | 300,000                | 3,284                  | 303,284                 | 4.60%   |
| 2023   | 333,998                | 3,412                  | 337,410                 | 3.53%   |
| Thereafter                                       | <u>794,929</u>         | <u>7,230</u>           | <u>802,159</u>          | <u>3.80%</u>                                  |
| <b>Subtotal</b>                                  | <b>\$2,797,080</b>     | <b>\$20,938</b>        | <b>2,818,018</b>        | <b>3.83%</b>                                  |
| Adjustment for unamortized debt discount/premium | -                      | (3,005)                | (3,005)                 |   |
| Unamortized mark-to-market                       | -                      | 3,774                  | 3,774                   |   |
| Unamortized deferred financing costs             | -                      | <u>(11,143)</u>        | <u>(11,143)</u>         |   |
| <b>Totals/Weighted Average</b>                   | <b>\$2,797,080</b>     | <b>\$10,564</b>        | <b>\$2,807,644</b>      | <b>3.83%</b> <sup>(3)</sup>                   |

### Notes:

See supporting "Debt Summary & Maturity Schedule" notes on page 43.

# Debt Profile

\$ in thousands

|  | Lender                          | Effective Interest Rate <sup>(1)</sup> | September 30, 2018 | December 31, 2017  | Date of Maturity        |
|--|---------------------------------|--|--------------------|--------------------|-------------------------|
| <b>OFFICE PORTFOLIO</b>  |                                 |  |                    |                    |                         |
| <u>Secured Debt</u>  |                                 |  |                    |                    |                         |
| 23 Main Street   | Berkadia CMBS                   | 5.59%                                  | -                  | 27,090             |                         |
| Harborside 5   | Northwestern Mutual Life        | 6.84%                                  | -                  | 209,257            |                         |
| One River Center   | Guardian Life Ins. Co.          | 7.31%                                  | -                  | 40,485             |                         |
| 101 Hudson   | Wells Fargo CMBS                | 3.20%                                  | 250,000            | 250,000            | 10/11/26                |
| Short Hills Portfolio  | Wells Fargo CMBS                | 4.15%                                  | <u>124,500</u>     | <u>124,500</u>     | 04/01/27                |
| Principal balance outstanding  |                                 |  | 374,500            | 651,332            |                         |
| Unamortized deferred financing costs                                 |                                 |  | <u>(2,588)</u>     | <u>(2,941)</u>     |                         |
| <b>Total Secured Debt - Office Portfolio</b>                         |                                 |  | <b>\$371,912</b>   | <b>\$648,391</b>   |                         |
| <u>Senior Unsecured Notes</u> <sup>(2)(3)</sup>                      |                                 |  |                    |                    |                         |
| 4.500%, Senior Unsecured Notes                                       | public debt                     | 4.61%                                  | 300,000            | 300,000            | 04/18/22                |
| 3.150%, Senior Unsecured Notes                                       | public debt                     | 3.52%                                  | <u>275,000</u>     | <u>275,000</u>     | 05/15/23                |
| Principal balance outstanding  |                                 |  | 575,000            | 575,000            |                         |
| Adjustment for unamortized debt discount                             |                                 |  | (3,005)            | (3,505)            |                         |
| Unamortized deferred financing costs                                 |                                 |  | <u>(1,973)</u>     | <u>(2,350)</u>     |                         |
| <b>Total Senior Unsecured Notes, net:</b>                            |                                 |  | <b>\$570,022</b>   | <b>\$569,145</b>   |                         |
| <u>Unsecured Term Loans:</u>   |                                 |  |                    |                    |                         |
| 2016 Unsecured Term Loan   | 7 Lenders                       | 3.28%                                  | \$350,000          | \$350,000          | 01/07/19 <sup>(4)</sup> |
| 2017 Unsecured Term Loan   | 13 Lenders                      | 3.46%                                  | 325,000            | 325,000            | 01/25/20 <sup>(4)</sup> |
| Revolving Credit Facilities  | 13 Lenders                      | LIBOR+1.30%                            | 197,000            | 150,000            | 01/25/21                |
| Unamortized deferred financing costs                                 |                                 |  | <u>(1,687)</u>     | <u>(2,712)</u>     |                         |
| <b>Total Revolving Credit Facilities &amp; Unsecured Term Loans:</b> |                                 |  | <b>\$870,313</b>   | <b>\$822,288</b>   |                         |
| <b>Total Debt - Office Portfolio</b>                                 |                                 |  | <b>\$1,812,247</b> | <b>\$2,039,824</b> |                         |
| <b>RESIDENTIAL PORTFOLIO</b>   |                                 |  |                    |                    |                         |
| <u>Secured Construction Loans</u>                                    |                                 |  |                    |                    |                         |
| Marriott Hotels at Port Imperial (F.K.A. Port Imperial 4/5 Hotel)    | Fifth Third Bank & Santander    | LIBOR+4.50%                            | \$68,928           | \$43,674           | 10/06/19                |
| Signature Place (F.K.A. 250 Johnson)                                 | M&T Bank                        | LIBOR+2.35%                            | 41,768             | 32,491             | 05/20/19                |
| Portside 5/6   | Citizens Bank                   | LIBOR+2.50%                            | 69,787             | 45,778             | 09/29/19                |
| RiverHouse 11 at Port Imperial (F.K.A. Port Imperial South 11)       | JPMorgan Chase                  | LIBOR+2.35%                            | 67,427             | 46,113             | 11/24/19                |
| 145 Front at City Square (F.K.A. Worcester)                          | Citizens Bank                   | LIBOR+2.50%                            | <u>54,743</u>      | <u>37,821</u>      | 12/10/19                |
| <b>Total Secured Construction Debt</b>                               |                                 |  | <b>\$302,653</b>   | <b>\$205,877</b>   |                         |
| <u>Secured Permanent Loans</u>                                       |                                 |  |                    |                    |                         |
| Park Square  | Wells Fargo Bank N.A.           | LIBOR+1.87%                            | \$25,517           | \$26,567           | 04/10/19                |
| Monaco   | The Northwestern Mutual Life    | 3.15%                                  | 168,774            | 169,987            | 02/01/21                |
| Port Imperial South 4/5 Retail                                       | American General Life & A/G PC  | 4.56%                                  | 4,000              | 4,000              | 12/01/21                |
| Portside 7   | CBRE Capital Markets/FreddieMac | 3.57%                                  | 58,998             | 58,998             | 08/01/23                |
| Alterra I & II   | Capital One/FreddieMac          | 3.85%                                  | 100,000            | 100,000            | 02/01/24                |
| The Chase at Overlook Ridge  | New York Community Bank         | 3.74%                                  | 135,750            | 135,750            | 01/01/25                |
| Marbella   | New York Life Insurance Co.     | 4.17%                                  | 131,000            | -                  | 08/10/26                |
| Quarry Place at Tuckahoe (F.K.A. 150 Main Street)                    | Natixis Real Estate Capital LLC | 4.48%                                  | 41,000             | 41,000             | 08/05/27                |
| Port Imperial South 4/5 Garage                                       | American General Life & A/G PC  | 4.85%                                  | <u>32,600</u>      | <u>32,600</u>      | 12/01/29                |
| Principal balance outstanding  |                                 |  | 697,639            | 568,902            |                         |
| Unamortized deferred financing costs                                 |                                 |  | <u>(4,895)</u>     | <u>(5,035)</u>     |                         |
| <b>Total Secured Permanent Debt</b>                                  |                                 |  | <b>\$692,744</b>   | <b>\$563,867</b>   |                         |
| <b>Total Debt - Residential Portfolio</b>                            |                                 |  | <b>\$995,397</b>   | <b>\$769,744</b>   |                         |
| <b>Total Debt:</b>   |                                 |  | <b>\$2,807,644</b> | <b>\$2,809,568</b> |                         |

**Notes:**

See supporting "Debt Profile" notes on page 43.

# 2018/2019 Debt Maturities

\$ in thousands

|                                     | Type              | Balance at<br>3Q 2018 | Maximum<br>Loan Balance | Date of<br>Maturity | Extension Option/<br>Prepayment                   | LTV <sup>(1)</sup> |
|-------------------------------------|-------------------|-----------------------|-------------------------|---------------------|---|--------------------|
| <b>Secured Debt</b>                 |                   |                       |                         |                     |   |                    |
| <i>Consolidated Debt</i>            |                   |                       |                         |                     |   |                    |
| <u>Residential</u>                  |                   |                       |                         |                     |   |                    |
| Park Square <sup>(2)</sup>          | Permanent Loan    | \$25,517              | N/A                     | 4/10/2019           | -   | 73.11%             |
| Signature Place                     | Construction Loan | 41,769                | 42,000                  | 5/20/2019           | One 1-year option                                 | 54.30%             |
| Portside 5/6                        | Construction Loan | 69,787                | 73,000                  | 9/29/2019           | Two 1-year options <sup>(3)</sup>                 | 45.85%             |
| Marriott Hotels at Port Imperial    | Construction Loan | 68,928                | 94,000                  | 10/6/2019           | Two 1-year options                                | 45.69%             |
| RiverHouse 11                       | Construction Loan | 67,427                | 78,000                  | 11/24/2019          | Two 1-year options <sup>(3)</sup>                 | 43.87%             |
| 145 Front at City Square            | Construction Loan | <u>54,743</u>         | 58,000                  | 12/10/2019          | Two 1-year options                                | <u>50.05%</u>      |
| Total Consolidated Residential      |                   | \$328,171             |                         |                     |   | 49.30%             |
| <b>Total Consolidated Secured</b>   |                   | <b>\$328,171</b>      |                         |                     |   | <b>49.30%</b>      |
| <i>Unconsolidated Debt</i>          |                   |                       |                         |                     |   |                    |
| <u>Residential</u>                  |                   |                       |                         |                     |   |                    |
| Shops at 40 Park                    | Permanent Loan    | \$6,067               | -                       | 9/12/2019           | -   | 40.73%             |
| M2                                  | Construction Loan | <u>74,690</u>         | -                       | 3/30/2019           | Exercised third of four 3-month extension options | <u>38.30%</u>      |
| Total Unconsolidated Residential    |                   | \$80,757              |                         |                     |   | 38.48%             |
| <b>Total Unconsolidated Secured</b> |                   | <b>\$80,757</b>       |                         |                     |   | <b>38.48%</b>      |
| <b>Total Secured Debt</b>           |                   | <b>\$408,928</b>      |                         |                     |   | <b>47.17%</b>      |
| <u>Unsecured Debt</u>               |                   |                       |                         |                     |   |                    |
| 2016 Unsecured Term Loan            |                   | <u>\$350,000</u>      | -                       | 1/7/2019            | Two 1-year options                                | -                  |
| <b>Total Unsecured</b>              |                   | <b>\$350,000</b>      |                         |                     |   | -                  |

**Notes:**

See supporting "2018/2019 Debt Maturities" notes on page 43.



# Unconsolidated Joint Ventures

\$ in thousands

| Property                                       | Units/SF       | Leased Occupancy | CLI's Nominal Ownership <sup>(1)</sup> | 3Q 2018 GAAP NOI <sup>(2)</sup> | Total Debt       | GAAP NOI After Debt Service <sup>(3)</sup> | CLI Share of GAAP NOI <sup>(3)</sup> | CLI Share of Debt | CLI GAAP NOI After Debt Service <sup>(4)</sup> | CLI 3Q 2018 FFO |
|--|----------------|------------------|--|---------------------------------|------------------|--|--------------------------------------|-------------------|--|-----------------|
| <b>Operating Properties</b>                    |                |                  |  |                                 |                  |  |                                      |                   |  |                 |
| <b>Residential</b>                             |                |                  |  |                                 |                  |  |                                      |                   |  |                 |
| M2   | 311            | 95.5%            | 24.3%                                  | \$2,167                         | \$74,690         | \$1,325                                    | \$525                                | \$18,127          | \$322  | \$321           |
| Metropolitan & Shops at 40 Park                | 130            | 94.6%            | 12.5%                                  | 942                             | 42,291           | 593  | 118                                  | 5,286             | 74   | 5               |
| Metropolitan Lofts                             | 59             | 84.7%            | 25.0%                                  | 146                             | 13,145           | (2)  | 37                                   | 3,286             | (1)  | (3)             |
| RiverTrace at Port Imperial                    | 316            | 96.8%            | 22.5%                                  | 1,750                           | 82,000           | 1,092                                      | 394                                  | 18,450            | 246  | 243             |
| Crystal House                                  | 825            | 96.8%            | 25.0%                                  | 3,048                           | 163,661          | 1,751                                      | 762                                  | 40,915            | 438  | 421             |
| Riverpark at Harrison                          | 141            | 96.5%            | 45.0%                                  | 494                             | 29,957           | 217  | 222                                  | 13,481            | 98   | 91              |
| Station House                                  | 378            | 91.0%            | 50.0%                                  | 1,799                           | 98,902           | 607  | 900                                  | 49,451            | 304  | 285             |
| Urby   | <u>762</u>     | <u>97.9%</u>     | <u>85.0%</u>                           | <u>3,561</u>                    | <u>191,732</u>   | <u>1,070</u>                               | <u>3,027</u>                         | <u>162,972</u>    | <u>910</u>                                     | <u>821</u>      |
| <b>Subtotal - Residential</b>                  | <b>2,922</b>   | <b>95.8%</b>     | <b>43.9%</b>                           | <b>\$13,907</b>                 | <b>\$696,378</b> | <b>\$6,653</b>                             | <b>\$5,985</b>                       | <b>\$311,968</b>  | <b>\$2,391</b>                                 | <b>\$2,184</b>  |
| <b>Office</b>                                  |                |                  |  |                                 |                  |  |                                      |                   |  |                 |
| Red Bank Corporate Plaza                       | 92,878         | 64.5%            | 50.0%                                  | 275                             | 14,000           | 117  | 138                                  | 7,000             | 59   | 49              |
| 12 Vreeland                                    | 139,750        | 100.0%           | 50.0%                                  | 420                             | 8,306            | 360  | 210                                  | 4,153             | 180  | 179             |
| Offices at Crystal Lake                        | <u>106,345</u> | <u>93.2%</u>     | <u>31.3%</u>                           | <u>323</u>                      | <u>4,258</u>     | <u>272</u>                                 | <u>100</u>                           | <u>1,331</u>      | <u>85</u>                                      | <u>85</u>       |
| <b>Subtotal - Office</b>                       | <b>338,973</b> | <b>88.1%</b>     | <b>44.1%</b>                           | <b>\$1,018</b>                  | <b>\$26,564</b>  | <b>\$749</b>                               | <b>\$448</b>                         | <b>\$12,484</b>   | <b>\$324</b>                                   | <b>\$313</b>    |
| <b>Retail/Hotel</b>                            |                |                  |  |                                 |                  |  |                                      |                   |  |                 |
| Riverwalk Retail                               | 30,745         | 58.0%            | 20.0%                                  | 142                             | -                | 142  | 28                                   | -                 | 28   | 2               |
| Hyatt Regency Jersey City                      | 351            | <u>85.2%</u>     | <u>50.0%</u>                           | <u>3,025</u>                    | <u>100,000</u>   | <u>2,108</u>                               | <u>1,513</u>                         | <u>50,000</u>     | <u>1,054</u>                                   | <u>1,490</u>    |
| <b>Subtotal - Retail/Hotel</b>                 |                | <b>84.0%</b>     | <b>48.7%</b>                           | <b>\$3,167</b>                  | <b>\$100,000</b> | <b>\$2,250</b>                             | <b>\$1,541</b>                       | <b>\$50,000</b>   | <b>\$1,082</b>                                 | <b>\$1,492</b>  |
| <b>Total Operating</b>                         |                |                  | <b>44.8%</b>                           | <b>\$18,092</b>                 | <b>\$822,942</b> | <b>\$9,652</b>                             | <b>\$7,974</b>                       | <b>\$374,452</b>  | <b>\$3,797</b>                                 | <b>\$3,989</b>  |
| Other Unconsolidated JVs                       |                |                  |  | <u>\$2,078</u>                  | <u>-</u>         | <u>\$2,078</u>                             | <u>\$828</u>                         | <u>-</u>          | <u>\$828</u>                                   | <u>\$139</u>    |
| <b>Total Unconsolidated JVs <sup>(2)</sup></b> |                |                  |  | <b>\$20,170</b>                 | <b>\$822,942</b> | <b>\$11,730</b>                            | <b>\$8,802</b>                       | <b>\$374,452</b>  | <b>\$4,625</b>                                 | <b>\$4,128</b>  |

**Notes:**

- (a) The sum of property-level revenue, straight-line and ASC 805 adjustments; less: operating expense, real estate taxes and utilities.
- (b) Property-level revenue; less: operating expense, real estate taxes and utilities, property-level G&A expense and property-level interest expense.
- (c) GAAP NOI at Company's ownership interest in the joint venture property.
- (d) NOI After Debt Service at Company's ownership interest in the joint venture property, calculated as Company's share of GAAP NOI after deducting Company's share of the unconsolidated joint ventures' interest expense. The Company's share of the interest expense is \$4,178,000 for 3Q 2018.

See supporting "Unconsolidated Joint Ventures" notes on page 43 and Information About Net Operating Income (NOI) on page 46.

# Transaction Activity

\$ in thousands (incl. per unit values) except per SF

## Office Portfolio

|   | Location         | Transaction Date | Number of Buildings | SF               | Occupancy %  | Transaction Value <sup>(1)</sup> | Price Per SF | Weighted Average Cap Rate <sup>(2)</sup> |
|---|------------------|------------------|---------------------|------------------|--------------|----------------------------------|--------------|--|
| <u>1Q 2018 Dispositions</u>                 |                  |                  |                     |                  |              |                                  |              |  |
| 35 Waterview                                | Parsippany, NJ   | 02/15/18         | 1                   | 172,498          | 87.1%        | \$28,150                         | \$163        |  |
| Horizon Portfolio                           | Hamilton, NJ     | 03/05/18         | 6                   | 239,262          | 75.1%        | 18,500                           | 77           |  |
| 700 Horizon - AAA                           | Hamilton, NJ     | 03/22/18         | 1                   | 120,000          | 100.0%       | 34,750                           | 290          |  |
| Wall Portfolio                              | Wall, NJ         | 03/23/18         | 8                   | 397,423          | 85.6%        | 46,312                           | 117          |  |
| 20 Waterview                                | Parsippany, NJ   | 03/28/18         | 1                   | 225,550          | 41.3%        | 12,900                           | 57           |  |
| 75 Livingston                               | Roseland, NJ     | 03/28/18         | 1                   | 94,221           | 65.8%        | 8,250                            | 88           |  |
| Westchester Financial Center <sup>(3)</sup> | White Plains, NY | 03/30/18         | 2                   | 489,000          | 56.3%        | 83,000                           | 170          |  |
| <b>1Q 2018 Dispositions</b>                 |                  |                  | <b>20</b>           | <b>1,737,954</b> | <b>70.2%</b> | <b>\$231,862</b>                 | <b>\$133</b> | <b>6.64%</b>                             |
| <u>2Q 2018 Dispositions</u>                 |                  |                  |                     |                  |              |                                  |              |  |
|   |                  |                  | -                   | -                | -            | -                                | -            | -  |
| <u>3Q 2018 Dispositions</u>                 |                  |                  |                     |                  |              |                                  |              |  |
| 1 & 3 Barker                                | White Plains, NY | 09/06/18         | 2                   | 133,300          | 71.2%        | \$15,920                         | \$119        |  |
| 600 Horizon Drive                           | Hamilton, NJ     | 08/02/18         | 1                   | 95,000           | 100.0%       | 15,750                           | 166          |  |
| <b>3Q 2018 Dispositions</b>                 |                  |                  | <b>3</b>            | <b>228,300</b>   | <b>83.2%</b> | <b>\$31,670</b>                  | <b>\$139</b> | <b>7.78%</b>                             |

## Residential Portfolio

|                             | Location        | Transaction Date | Number of Buildings | Units      | Occupancy %  | Gross Asset Value        | Price Per Unit | Weighted Average Cap Rate <sup>(2)</sup> |
|-----------------------------|-----------------|------------------|---------------------|------------|--------------|--------------------------|----------------|--|
| <u>3Q 2018 Acquisitions</u> |                 |                  |                     |            |              |                          |                |  |
| Marbella (50% Interest)     | Jersey City, NJ | 08/02/18         | 1                   | 412        | 95.4%        | \$218,500 <sup>(1)</sup> | \$530          |  |
| <b>3Q 2018 Acquisitions</b> |                 |                  | <b>1</b>            | <b>412</b> | <b>95.4%</b> | <b>\$218,500</b>         | <b>\$530</b>   | <b>4.62%</b>                             |

### Notes:

(1) Represents 100% of asset value.

See supporting "Transaction Activity" notes on page 43.

# Office Portfolio



# Property Listing

| Waterfront              |                 |                  |                  |              | Avg. Base Rent               |
|-------------------------|-----------------|------------------|------------------|--------------|------------------------------|
| Building                | Location        | Total SF         | Leased SF        | % Leased     | + Escalations <sup>(2)</sup> |
| 101 Hudson              | Jersey City, NJ | 1,246,283        | 951,901          | 76.4%        | \$37.21                      |
| Harborside 1            | Jersey City, NJ | 399,578          | 194,066          | 48.6%        | 48.28                        |
| Harborside 2 & 3        | Jersey City, NJ | 1,487,222        | 1,234,101        | 83.0%        | 38.50                        |
| Harborside 4a           | Jersey City, NJ | 207,670          | 198,494          | 95.6%        | 36.56                        |
| Harborside 5            | Jersey City, NJ | 977,225          | 581,156          | 59.5%        | 39.40                        |
| 111 River Street        | Hoboken, NJ     | <u>566,215</u>   | <u>417,054</u>   | <u>73.7%</u> | <u>39.48</u>                 |
| <b>Total Waterfront</b> |                 | <b>4,884,193</b> | <b>3,576,772</b> | <b>73.2%</b> | <b>\$38.85</b>               |

| Suburban                                  |                   |                   |                   |               | Avg. Base Rent               |
|---|-------------------|-------------------|-------------------|---------------|------------------------------|
| Building                                  | Location          | Total SF          | Leased SF         | % Leased      | + Escalations <sup>(2)</sup> |
| 1 Giralda Farms                           | Madison, NJ       | 154,417           | 149,745           | 97.0%         | \$40.06                      |
| 7 Giralda Farms                           | Madison, NJ       | 236,674           | 142,136           | 60.1%         | 35.91                        |
| 4 Gatehall Drive                          | Parsippany, NJ    | 248,480           | 193,974           | 78.1%         | 27.19                        |
| 9 Campus Drive                            | Parsippany, NJ    | 156,495           | 135,634           | 86.7%         | 21.29                        |
| 325 Columbia Turnpike                     | Florham Park, NJ  | 168,144           | 168,144           | 100.0%        | 26.55                        |
| 200 Schultz Drive                         | Red Bank, NJ      | 102,018           | 79,005            | 77.4%         | 27.38                        |
| 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%        | 25.16                        |
| 4 Campus Drive                            | Parsippany, NJ    | 147,475           | 127,733           | 86.6%         | 24.64                        |
| 6 Campus Drive                            | Parsippany, NJ    | 148,291           | 122,112           | 82.3%         | 26.27                        |
| 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%         | 29.66                        |
| 7 Sylvan Way                              | Parsippany, NJ    | 145,983           | 103,289           | 70.8%         | 29.20                        |
| 7 Campus Drive                            | Parsippany, NJ    | 154,395           | 134,026           | 86.8%         | 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%         | 30.64                        |
| 2 Dryden Way                              | Parsippany, NJ    | 6,216             | 6,216             | 100.0%        | 17.84                        |
| 100 Overlook Center                       | Princeton, NJ     | 149,600           | 142,704           | 95.4%         | 31.59                        |
| 5 Vaughn Drive                            | Princeton, NJ     | 98,500            | 43,310            | 44.0%         | 29.93                        |
| 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                          | Middletown, NJ    | 194,518           | 115,092           | 59.2%         | 28.15                        |
| 23 Main Street <sup>(1)</sup>             | Holmdel, NJ       | 350,000           | 350,000           | 100.0%        | 17.78                        |
| 5 Wood Hollow Road                        | Parsippany, NJ    | <u>317,040</u>    | <u>317,040</u>    | <u>100.0%</u> | <u>25.77</u>                 |
| <b>Total Suburban</b>                     |                   | <b>4,135,607</b>  | <b>3,486,218</b>  | <b>84.3%</b>  | <b>\$27.89</b>               |
| <b>Total Core Office Portfolio</b>        |                   | <b>10,970,891</b> | <b>8,912,425</b>  | <b>81.2%</b>  | <b>\$34.18</b>               |
| Flex Park Portfolio                       |                   | <u>3,526,612</u>  | <u>3,288,702</u>  | <u>93.3%</u>  | <u>\$18.57</u>               |
| <b>Total Core Portfolio<sup>(1)</sup></b> |                   | <b>14,497,503</b> | <b>12,201,127</b> | <b>84.2%</b>  | <b>\$29.97</b>               |

| Class A Suburban              |                 |                  |                  |               | Avg. Base Rent               |
|-------------------------------|-----------------|------------------|------------------|---------------|------------------------------|
| Building                      | Location        | Total SF         | Leased SF        | % Leased      | + Escalations <sup>(2)</sup> |
| 1 Bridge Plaza                | Fort Lee, NJ    | 200,000          | 158,450          | 79.2%         | \$29.12                      |
| 2115 Linwood Avenue           | Fort Lee, NJ    | 68,000           | 58,562           | 86.1%         | 25.16                        |
| 101 Wood Avenue 5             | Iselin, NJ      | 262,841          | 262,841          | 100.0%        | 32.59                        |
| 581 Main Street               | Woodbridge, NJ  | 200,000          | 199,379          | 99.7%         | 31.92                        |
| 333 Thornall Street           | Edison, NJ      | 196,128          | 196,128          | 100.0%        | 34.62                        |
| 343 Thornall Street           | Edison, NJ      | 195,709          | 190,792          | 97.5%         | 33.82                        |
| 150 JFK Parkway               | Short Hills, NJ | 247,476          | 209,848          | 84.8%         | 35.89                        |
| 51 JFK Parkway                | Short Hills, NJ | 260,741          | 256,324          | 98.3%         | 52.49                        |
| 101 JFK Parkway               | Short Hills, NJ | 197,196          | 194,111          | 98.4%         | 40.88                        |
| 103 JFK Parkway               | Short Hills, NJ | <u>123,000</u>   | <u>123,000</u>   | <u>100.0%</u> | <u>42.46</u>                 |
| <b>Total Class A Suburban</b> |                 | <b>1,951,091</b> | <b>1,849,435</b> | <b>94.8%</b>  | <b>\$36.99</b>               |

**Notes:**  
See supporting "Property Listing" notes on page 44.

# 2018 Expirations by Building

Asking rents on vacant space are on average 5.7% higher than expiring rents

| Waterfront              |                 |                  |                  |             |                |                     |
|-------------------------|-----------------|------------------|------------------|-------------|----------------|---------------------|
| Building                | Location        | Total SF         | 2018 Expirations |             |                | Current Asking Rent |
|                         |                 |                  | SF               | % Total     | In-Place Rent  |                     |
| 101 Hudson              | Jersey City, NJ | 1,246,283        | 0                | 0.0%        | -              | \$46.00             |
| Harborside 1            | Jersey City, NJ | 399,578          | 0                | 0.0%        | -              | 43.00               |
| Harborside 2 & 3        | Jersey City, NJ | 1,487,222        | 6,698            | 0.5%        | 42.49          | 41.00               |
| Harborside 4a           | Jersey City, NJ | 207,670          | 0                | 0.0%        | -              | 44.00               |
| Harborside 5            | Jersey City, NJ | 977,225          | 24,545           | 2.5%        | 41.27          | 49.00               |
| 111 River Street        | Hoboken, NJ     | <u>566,215</u>   | <u>0</u>         | <u>0.0%</u> | -              | <u>\$2.00</u>       |
| <b>Total Waterfront</b> |                 | <b>4,884,193</b> | <b>31,243</b>    | <b>0.6%</b> | <b>\$41.53</b> | <b>\$47.28</b>      |
| Waterfront Vacancies    |                 | 1,307,421        | 26.8%            |             |                |                     |

| Suburban              |                   |                  |                  |             |                |                     |
|-----------------------|-------------------|------------------|------------------|-------------|----------------|---------------------|
| Building              | Location          | Total SF         | 2018 Expirations |             |                | Current Asking Rent |
|                       |                   |                  | SF               | % Total     | In-Place Rent  |                     |
| 1 Giraldi Farms       | Madison, NJ       | 154,417          | 0                | 0.0%        | -              | \$34.00             |
| 7 Giraldi Farms       | Madison, NJ       | 236,674          | 0                | 0.0%        | -              | 34.00               |
| 4 Gatehall Drive      | Parsippany, NJ    | 248,480          | 14,257           | 5.7%        | 27.61          | 28.00               |
| 9 Campus Drive        | Parsippany, NJ    | 156,495          | 0                | 0.0%        | -              | 26.00               |
| 325 Columbia Turnpike | Florham Park, NJ  | 168,144          | 0                | 0.0%        | -              | 29.50               |
| 200 Schultz Drive     | Red Bank, NJ      | 102,018          | 12,706           | 12.5%       | 29.59          | 29.00               |
| 201 Littleton Road    | Morris Plains, NJ | 88,369           | 5,452            | 6.2%        | 20.45          | 20.00               |
| 3600 Route 66         | Neptune, NJ       | 180,000          | 0                | 0.0%        | -              | 26.00               |
| 4 Campus Drive        | Parsippany, NJ    | 147,475          | 5,390            | 3.7%        | 25.78          | 26.00               |
| 6 Campus Drive        | Parsippany, NJ    | 148,291          | 0                | 0.0%        | -              | 26.00               |
| 1 Sylvan Way          | Parsippany, NJ    | 150,557          | 0                | 0.0%        | -              | 31.00               |
| 3 Sylvan Way          | Parsippany, NJ    | 147,241          | 0                | 0.0%        | -              | 31.00               |
| 5 Sylvan Way          | Parsippany, NJ    | 151,383          | 0                | 0.0%        | -              | 31.00               |
| 7 Sylvan Way          | Parsippany, NJ    | 145,983          | 0                | 0.0%        | -              | 31.00               |
| 7 Campus Drive        | Parsippany, NJ    | 154,395          | 800              | 0.5%        | 22.97          | 26.00               |
| 2 Hilton Court        | Parsippany, NJ    | 181,592          | 0                | 0.0%        | -              | 31.00               |
| 8 Campus Drive        | Parsippany, NJ    | 215,265          | 12,784           | 5.9%        | 33.25          | 31.00               |
| 2 Dryden Way          | Parsippany, NJ    | 6,216            | 0                | 0.0%        | -              | 16.50               |
| 100 Overlook Center   | Princeton, NJ     | 149,600          | 0                | 0.0%        | -              | 30.00               |
| 5 Vaughn Drive        | Princeton, NJ     | 98,500           | 0                | 0.0%        | -              | 29.00               |
| 1 River Center 1      | Red Bank, NJ      | 122,594          | 0                | 0.0%        | -              | 29.50               |
| 1 River Center 2      | Red Bank, NJ      | 120,360          | 0                | 0.0%        | -              | 29.50               |
| 1 River Center 3 & 4  | Red Bank, NJ      | 194,518          | 59,228           | 30.4%       | 28.59          | 29.50               |
| 23 Main Street        | Holmdel, NJ       | 350,000          | 0                | 0.0%        | -              | 13.00               |
| 5 Wood Hollow Road    | Parsippany, NJ    | <u>317,040</u>   | <u>0</u>         | <u>0.0%</u> | -              | <u>26.50</u>        |
| <b>Total Suburban</b> |                   | <b>4,135,607</b> | <b>110,617</b>   | <b>2.7%</b> | <b>\$28.54</b> | <b>\$28.76</b>      |
| Suburban Vacancies    |                   | 649,389          | 15.7%            |             |                |                     |

| Class A Suburban              |                 |                  |                  |             |                |                     |
|-------------------------------|-----------------|------------------|------------------|-------------|----------------|---------------------|
| Building                      | Location        | Total SF         | 2018 Expirations |             |                | Current Asking Rent |
|                               |                 |                  | SF               | % Total     | In-Place Rent  |                     |
| 1 Bridge Plaza                | Fort Lee, NJ    | 200,000          | 4,790            | 2.4%        | \$29.37        | \$30.00             |
| 2115 Linwood Avenue           | Fort Lee, NJ    | 68,000           | 8,852            | 13.0%       | 26.58          | 25.00               |
| 101 Wood Avenue S             | Iselin, NJ      | 262,841          | 0                | 0.0%        | -              | 35.00               |
| 581 Main Street               | Woodbridge, NJ  | 200,000          | 0                | 0.0%        | -              | 31.00               |
| 333 Thornall Street           | Edison, NJ      | 196,128          | 0                | 0.0%        | -              | 35.00               |
| 343 Thornall Street           | Edison, NJ      | 195,709          | 7,713            | 3.9%        | 30.00          | 35.00               |
| 150 JFK Parkway               | Short Hills, NJ | 247,476          | 0                | 0.0%        | -              | 48.00               |
| 51 JFK Parkway                | Short Hills, NJ | 260,741          | 0                | 0.0%        | -              | 53.00               |
| 101 JFK Parkway               | Short Hills, NJ | 197,196          | 0                | 0.0%        | -              | 43.00               |
| 103 JFK Parkway               | Short Hills, NJ | <u>123,000</u>   | <u>0</u>         | <u>0.0%</u> | -              | <u>43.00</u>        |
| <b>Total Class A Suburban</b> |                 | <b>1,951,091</b> | <b>21,355</b>    | <b>1.1%</b> | <b>\$28.44</b> | <b>\$29.73</b>      |
| Class A Vacancies             |                 | 101,656          | 5.2%             |             |                |                     |

## Expiring SF by Quarter

|                             | 4Q 2018        | Remaining 2018 |
|-----------------------------|----------------|----------------|
| Waterfront                  | 31,243         | 31,243         |
| Class A Suburban            | 21,355         | 21,355         |
| Suburban                    | 110,617        | 110,617        |
| Flex Parks                  | <u>28,201</u>  | <u>28,201</u>  |
| <b>Total Core Portfolio</b> | <b>191,416</b> | <b>191,416</b> |

|                                    |                   |                |             |                |                |
|------------------------------------|-------------------|----------------|-------------|----------------|----------------|
| <b>Total Core Office Portfolio</b> | <b>10,970,891</b> | <b>163,215</b> | <b>1.5%</b> | <b>\$31.01</b> | <b>\$32.43</b> |
| Total Core Office Vacancies        | 2,058,466         | 18.8%          |             |                |                |
| <b>Flex Park Portfolio</b>         | <b>3,526,612</b>  | <b>28,201</b>  | <b>0.8%</b> | <b>\$16.77</b> | <b>\$19.67</b> |
| Flex Park Vacancies                | 237,910           | 6.7%           |             |                |                |
| <b>Total Core Portfolio</b>        | <b>14,497,503</b> | <b>191,416</b> | <b>1.3%</b> | <b>\$28.91</b> | <b>\$30.55</b> |
| Total Core Vacancies               | 2,296,376         | 15.8%          |             |                |                |

# Leasing Activity

## Percentage Leased Summary

|                  | Pct. Leased<br>6/30/2018 | Impact of<br>Acquisition/Disposition | Impact of<br>Leasing Activity | Pct. Leased<br>9/30/2018 <sup>(1)</sup> | Sq. Ft. Leased<br>Commercial | Sq. Ft. Leased<br>Service | Sq. Ft.<br>Unleased |
|------------------|--------------------------|--------------------------------------|-------------------------------|---|------------------------------|---------------------------|---------------------|
| Waterfront       | 72.9%                    | 0.0%                                 | 0.3%                          | 73.2%                                   | 3,440,248                    | 136,524                   | 1,307,421           |
| Class A Suburban | 94.5%                    | 0.0%                                 | 0.3%                          | 94.8%                                   | 1,838,032                    | 11,403                    | 101,656             |
| Suburban         | 82.6%                    | (2.7%)                               | 1.7%                          | 84.3%                                   | 3,330,181                    | 156,037                   | 649,389             |
| Flex Parks       | <u>92.1%</u>             | <u>0.0%</u>                          | <u>1.1%</u>                   | <u>93.3%</u>                            | <u>3,249,116</u>             | <u>39,586</u>             | <u>237,910</u>      |
| <b>Subtotals</b> | <b>83.2%</b>             | <b>(0.8%)</b>                        | <b>0.9%</b>                   | <b>84.2%</b>                            | <b>11,857,577</b>            | <b>343,550</b>            | <b>2,296,376</b>    |
| Non-Core         | <u>60.7%</u>             | <u>(15.8%)</u>                       | <u>(8.1%)</u>                 | <u>52.7%</u>                            | <u>349,820</u>               | <u>23,389</u>             | <u>335,577</u>      |
| <b>TOTALS</b>    | <b>82.0%</b>             | <b>(1.6%)</b>                        | <b>0.7%</b>                   | <b>82.7%</b>                            | <b>12,207,397</b>            | <b>366,939</b>            | <b>2,631,953</b>    |

## Summary of Leasing Transaction Activity

For the three months ended September 30, 2018

|                  | Number of<br>Transactions | Total<br>Sq. Ft. | Sq. Ft.<br>New Leases | Sq. Ft. Renewed<br>and Other Retained | Average<br>Sq. Ft. | Weighted Avg.<br>Term (Yrs) | Wtd. Avg.<br>Base Rent (\$) <sup>(2)</sup> | Wtd. Avg. Costs<br>Sq. Ft. Per Year (\$) |
|------------------|---------------------------|------------------|-----------------------|---------------------------------------|--------------------|-----------------------------|--|--|
| Waterfront       | 12                        | 389,042          | 43,328                | 345,714                               | 32,420             | 11.1                        | \$47.37                                    | \$6.60                                   |
| Class A Suburban | 7                         | 107,284          | 29,453                | 77,831                                | 15,326             | 10.2                        | 42.15                                      | 5.96                                     |
| Suburban         | 12                        | 114,384          | 68,822                | 45,562                                | 9,532              | 7.0                         | 30.78                                      | 7.42                                     |
| Flex Parks       | <u>17</u>                 | <u>206,188</u>   | <u>47,739</u>         | <u>158,449</u>                        | <u>12,129</u>      | <u>4.0</u>                  | <u>20.42</u>                               | <u>2.26</u>                              |
| <b>Subtotals</b> | <b>48</b>                 | <b>816,898</b>   | <b>189,342</b>        | <b>627,556</b>                        | <b>17,019</b>      | <b>8.6</b>                  | <b>\$37.56</b>                             | <b>\$5.54</b>                            |
| Repositioning    | -                         | -                | -                     | -                                     | -                  | -                           | -  | -  |
| Non-Core         | <u>4</u>                  | <u>16,942</u>    | <u>0</u>              | <u>16,942</u>                         | <u>4,236</u>       | <u>3.0</u>                  | <u>28.55</u>                               | <u>3.63</u>                              |
| <b>TOTALS</b>    | <b>52</b>                 | <b>833,840</b>   | <b>189,342</b>        | <b>644,498</b>                        | <b>16,035</b>      | <b>8.5</b>                  | <b>\$37.38</b>                             | <b>\$5.50</b>                            |

### Notes:

- (1) Percentage leased values reflect both Plymouth Rock Management Co.'s recently executed lease at 581 Main Street as well as its lease at 1 River Center 3, of which 59,228 sf is expiring 11/10/18 and 29,540 sf is expiring 2/10/19. Suburban percentage leased excluding the 88,768 sf leased to Plymouth Rock would be 80.5%.
- (2) Inclusive of escalations.

# Leasing Rollforwards

## Rollforwards

For the three months ended September 30, 2018

|                              | Pct. Leased<br>06/30/18 | Inventory<br>06/30/18 | Sq. Ft.<br>Leased<br>06/30/18 | Inventory<br>Acquired/<br>Disposed | Leased Sq. Ft.<br>Acquired/<br>Disposed | Expiring/<br>Adj. Sq. Ft. | Incoming<br>Sq. Ft. | Net<br>Leasing<br>Activity | Inventory<br>09/30/18 | Sq. Ft.<br>Leased<br>09/30/18 | Pct.<br>Leased<br>09/30/18 |
|------------------------------|-------------------------|-----------------------|-------------------------------|------------------------------------|---|---------------------------|---------------------|----------------------------|-----------------------|-------------------------------|----------------------------|
| Waterfront                   | 72.9%                   | 4,884,193             | 3,561,260                     | -                                  | -                                       | (373,530)                 | 389,042             | 15,512                     | 4,884,193             | 3,576,772                     | 73.2%                      |
| Class A Suburban             | 94.5%                   | 1,951,091             | 1,844,196                     | -                                  | -                                       | (102,045)                 | 107,284             | 5,239                      | 1,951,091             | 1,849,435                     | 94.8%                      |
| Suburban                     | 82.6%                   | 4,250,607             | 3,509,615                     | (115,000)                          | (99,000)                                | (38,781)                  | 114,384             | 75,603                     | 4,135,607             | 3,486,218                     | 84.3%                      |
| Flex Parks                   | <u>92.1%</u>            | <u>3,526,612</u>      | <u>3,249,365</u>              | -                                  | -                                       | <u>(166,851)</u>          | <u>206,188</u>      | <u>39,337</u>              | <u>3,526,612</u>      | <u>3,288,702</u>              | <u>93.3%</u>               |
| <b>Subtotals</b>             | <b>83.2%</b>            | <b>14,612,503</b>     | <b>12,164,436</b>             | <b>(115,000)</b>                   | <b>(99,000)</b>                         | <b>(681,207)</b>          | <b>816,898</b>      | <b>135,691</b>             | <b>14,497,503</b>     | <b>12,201,127</b>             | <b>84.2%</b>               |
| Repositioning <sup>(1)</sup> | -                       | -                     | -                             | -                                  | -                                       | -                         | -                   | -                          | -                     | -                             | -                          |
| Non-Core                     | <u>60.7%</u>            | <u>842,086</u>        | <u>511,439</u>                | <u>(133,300)</u>                   | <u>(94,873)</u>                         | <u>(60,299)</u>           | <u>16,942</u>       | <u>(43,357)</u>            | <u>708,786</u>        | <u>373,209</u>                | <u>52.7%</u>               |
| <b>TOTALS</b>                | <b>82.0%</b>            | <b>15,454,589</b>     | <b>12,675,875</b>             | <b>(248,300)</b>                   | <b>(193,873)</b>                        | <b>(741,506)</b>          | <b>833,840</b>      | <b>92,334</b>              | <b>15,206,289</b>     | <b>12,574,336</b>             | <b>82.7%</b>               |

## Rollforwards

For the nine months ended September 30, 2018

|                              | Pct.<br>Leased<br>12/31/17 | Inventory<br>12/31/17 | Sq. Ft.<br>Leased<br>12/31/17 | Inventory<br>Acquired/<br>Disposed | Leased Sq. Ft.<br>Acquired/<br>Disposed | Expiring/<br>Adj. Sq. Ft. | Incoming<br>Sq. Ft. | Net<br>Leasing<br>Activity | Inventory<br>09/30/18 | Sq. Ft.<br>Leased<br>09/30/18 | Pct.<br>Leased<br>09/30/18 |
|------------------------------|----------------------------|-----------------------|-------------------------------|------------------------------------|---|---------------------------|---------------------|----------------------------|-----------------------|-------------------------------|----------------------------|
| Waterfront                   | 86.2%                      | 4,884,193             | 4,211,020                     | -                                  | -                                       | (1,122,055)               | 440,056             | (681,999)                  | 4,884,193             | 3,576,772                     | 73.2%                      |
| Class A Suburban             | 90.1%                      | 1,951,091             | 1,758,094                     | -                                  | -                                       | (247,910)                 | 337,321             | 89,411                     | 1,951,091             | 1,849,435                     | 94.8%                      |
| Suburban                     | 84.8%                      | 4,323,366             | 3,665,423                     | (187,759)                          | (193,799)                               | (210,240)                 | 224,834             | 14,594                     | 4,135,607             | 3,486,218                     | 84.3%                      |
| Flex Parks                   | <u>91.5%</u>               | <u>3,491,612</u>      | <u>3,195,006</u>              | <u>35,000</u>                      | <u>35,000</u>                           | <u>(404,554)</u>          | <u>463,100</u>      | <u>58,546</u>              | <u>3,526,612</u>      | <u>3,288,702</u>              | <u>93.3%</u>               |
| <b>Subtotals</b>             | <b>87.6%</b>               | <b>14,650,262</b>     | <b>12,829,543</b>             | <b>(152,759)</b>                   | <b>(158,799)</b>                        | <b>(1,984,759)</b>        | <b>1,465,311</b>    | <b>(519,448)</b>           | <b>14,497,503</b>     | <b>12,201,127</b>             | <b>84.2%</b>               |
| Repositioning <sup>(1)</sup> | -                          | -                     | -                             | -                                  | -                                       | -                         | -                   | -                          | -                     | -                             | -                          |
| Non-Core                     | <u>73.7%</u>               | <u>2,460,040</u>      | <u>1,812,836</u>              | <u>(1,751,254)</u>                 | <u>(1,306,470)</u>                      | <u>(215,557)</u>          | <u>87,751</u>       | <u>(127,806)</u>           | <u>708,786</u>        | <u>373,209</u>                | <u>52.7%</u>               |
| <b>TOTALS</b>                | <b>85.6%</b>               | <b>17,110,302</b>     | <b>14,642,379</b>             | <b>(1,904,013)</b>                 | <b>(1,465,269)</b>                      | <b>(2,200,316)</b>        | <b>1,553,062</b>    | <b>(647,254)</b>           | <b>15,206,289</b>     | <b>12,574,336</b>             | <b>82.7%</b>               |

### Notes:

(1) Total square footage of transactions signed at properties being held for repositioning. Square footage not included in inventory, space leased or net leasing activity.

# Top 15 Tenants

|                               | Number of Properties | Annualized Base Rental Revenue (\$) <sup>(1)</sup> | Percentage of Company Annualized Base Rental Revenue (%) <sup>(2)</sup> | Square Feet Leased | Percentage Total Company Leased Sq. Ft. (%) <sup>(2)</sup> | Year of Lease Expiration |
|-------------------------------|----------------------|--|---|--------------------|--|--------------------------|
| MUFG Bank LTD.                | 1                    | 11,465,968   | 3.3%  | 282,606            | 2.3%   | (3)                      |
| Merrill Lynch Pierce Fenner   | 3                    | 10,941,263   | 3.2%  | 430,926            | 3.5%   | (4)                      |
| John Wiley & Sons Inc.        | 1                    | 10,888,238   | 3.2%  | 290,353            | 2.4%   | 2033                     |
| Dun & Bradstreet Corporation  | 2                    | 7,412,320  | 2.2%  | 192,280            | 1.6%   | 2023                     |
| Montefiore Medical Center     | 7                    | 7,327,505  | 2.1%  | 296,572            | 2.4%   | (5)                      |
| TD Ameritrade Services Co.    | 1                    | 6,762,294  | 2.0%  | 193,873            | 1.6%   | 2020                     |
| Plymouth Rock Management Co.  | 2                    | 6,720,029  | 2.0%  | 218,554            | 1.8%   | (6)                      |
| Daiichi Sankyo Inc.           | 1                    | 6,663,417  | 1.9%  | 171,900            | 1.4%   | 2022                     |
| DB Services New Jersey Inc.   | 1                    | 6,453,195  | 1.9%  | 125,916            | 1.0%   | 2019                     |
| E-Trade Financial Corporation | 1                    | 5,290,600  | 1.5%  | 132,265            | 1.1%   | 2030                     |
| KPMG LLP                      | 2                    | 5,181,897  | 1.5%  | 120,947            | 1.0%   | (7)                      |
| Vonage America Inc.           | 1                    | 4,732,000  | 1.4%  | 350,000            | 2.9%   | 2023                     |
| HQ Global Workplaces LLC      | 7                    | 4,566,054  | 1.3%  | 152,441            | 1.2%   | (8)                      |
| Investors Bank                | 2                    | 4,392,845  | 1.3%  | 139,296            | 1.1%   | (9)                      |
| Pfizer Inc.                   | 1                    | <u>4,306,008</u>                                   | <u>1.2%</u>   | <u>113,316</u>     | <u>0.9%</u>  | 2024                     |
| <b>Totals</b>                 |                      | <b>103,103,633</b>                                 | <b>30.0%</b>  | <b>3,211,245</b>   | <b>26.2%</b>   |                          |

**Notes:**  
See supporting "Top 15 Tenants" notes on page 44.



# Lease Expirations

| Year of Expiration/Market | Number of Leases Expiring <sup>(1)</sup> | Net Rentable Area Subject to Expiring Leases (Sq. Ft.) <sup>(2)</sup> | Percentage of Total Leased Square Feet Represented by Expiring Leases (%) | Annualized Base Rental Revenue Under Expiring Leases (\$) <sup>(3)(4)</sup> | Average Annualized Base Rent Per Net Rentable Square Foot Represented by Expiring Leases (\$) | Percentage of Annual Base Rent Under Expiring Leases (%) |
|---------------------------|--|---|---|---|---|--|
| <b>2018</b>               |  |   |   |   |   |  |
| Waterfront                | 4  | 31,243  | 0.3   | 1,224,959   | 39.21   | 0.3  |
| Class A Suburban          | 6  | 21,355  | 0.2   | 590,461   | 27.65   | 0.2  |
| Suburban                  | 10                                       | 110,617   | 0.9   | 3,003,075   | 27.15   | 0.9  |
| Flex Parks                | 10                                       | 28,201  | 0.2   | 450,579   | 15.98   | 0.1  |
| <b>Subtotal</b>           | <b>30</b>                                | <b>191,416</b>  | <b>1.6</b>  | <b>5,269,074</b>  | <b>27.53</b>  | <b>1.5</b>   |
| Non-Core                  | 2  | 10,554  | 0.1   | 0   | 0.00  | 0.0  |
| <b>TOTAL – 2018</b>       | <b>32</b>                                | <b>201,970</b>  | <b>1.7</b>  | <b>5,269,074</b>  | <b>26.09</b>  | <b>1.5</b>   |
| <b>2019</b>               |  |   |   |   |   |  |
| Waterfront                | 14                                       | 274,889   | 2.2   | 11,944,286  | 43.45   | 3.5  |
| Class A Suburban          | 22                                       | 163,844   | 1.3   | 4,842,432   | 29.56   | 1.4  |
| Suburban                  | 31                                       | 433,976   | 3.5   | 12,066,358  | 27.80   | 3.5  |
| Flex Parks                | 50                                       | 455,869   | 3.7   | 9,109,702   | 19.98   | 2.6  |
| <b>Subtotal</b>           | <b>117</b>                               | <b>1,328,578</b>  | <b>10.7</b>   | <b>37,962,778</b>   | <b>28.57</b>  | <b>11.0</b>  |
| Non-Core                  | 7  | 62,959  | 0.5   | 1,679,631   | 26.68   | 0.5  |
| <b>TOTAL – 2019</b>       | <b>124</b>                               | <b>1,391,537</b>  | <b>11.2</b>   | <b>39,642,409</b>   | <b>28.49</b>  | <b>11.5</b>  |
| <b>2020</b>               |  |   |   |   |   |  |
| Waterfront                | 6  | 45,014  | 0.4   | 1,670,443   | 37.11   | 0.5  |
| Class A Suburban          | 25                                       | 226,832   | 1.9   | 7,863,367   | 34.67   | 2.3  |
| Suburban                  | 26                                       | 164,276   | 1.3   | 4,076,809   | 24.82   | 1.2  |
| Flex Parks                | 47                                       | 337,752   | 2.8   | 6,205,262   | 18.37   | 1.8  |
| <b>Subtotal</b>           | <b>104</b>                               | <b>773,874</b>  | <b>6.4</b>  | <b>19,815,881</b>   | <b>25.61</b>  | <b>5.8</b>   |
| Non-Core                  | 8  | 29,818  | 0.2   | 732,173   | 24.55   | 0.2  |
| <b>TOTAL – 2020</b>       | <b>112</b>                               | <b>803,692</b>  | <b>6.6</b>  | <b>20,548,054</b>   | <b>25.57</b>  | <b>6.0</b>   |
| <b>2021</b>               |  |   |   |   |   |  |
| Waterfront                | 15                                       | 358,951   | 2.9   | 12,891,943  | 35.92   | 3.7  |
| Class A Suburban          | 16                                       | 125,149   | 1.0   | 5,368,046   | 42.89   | 1.6  |
| Suburban                  | 23                                       | 195,454   | 1.6   | 5,516,088   | 28.22   | 1.6  |
| Flex Parks                | 38                                       | 295,665   | 2.4   | 4,858,990   | 16.43   | 1.4  |
| <b>Subtotal</b>           | <b>92</b>                                | <b>975,219</b>  | <b>7.9</b>  | <b>28,635,067</b>   | <b>29.36</b>  | <b>8.3</b>   |
| Non-Core                  | 7  | 80,040  | 0.7   | 1,987,896   | 24.84   | 0.6  |
| <b>TOTAL – 2021</b>       | <b>99</b>                                | <b>1,055,259</b>  | <b>8.6</b>  | <b>30,622,963</b>   | <b>29.02</b>  | <b>8.9</b>   |
| <b>2022</b>               |  |   |   |   |   |  |
| Waterfront                | 9  | 82,341  | 0.7   | 2,677,363   | 32.52   | 0.8  |
| Class A Suburban          | 12                                       | 145,359   | 1.2   | 4,595,150   | 31.61   | 1.3  |
| Suburban                  | 27                                       | 251,558   | 2.1   | 6,734,550   | 26.77   | 2.0  |
| Flex Parks                | 42                                       | 354,302   | 2.9   | 6,259,110   | 17.67   | 1.8  |
| <b>Subtotal</b>           | <b>90</b>                                | <b>833,560</b>  | <b>6.9</b>  | <b>20,266,173</b>   | <b>24.31</b>  | <b>5.9</b>   |
| Non-Core                  | 7  | 50,897  | 0.4   | 1,309,185   | 25.72   | 0.4  |
| <b>TOTAL – 2022</b>       | <b>97</b>                                | <b>884,457</b>  | <b>7.3</b>  | <b>21,575,358</b>   | <b>24.39</b>  | <b>6.3</b>   |

**Notes:**  
See supporting "Expirations" notes on page 44.

# Lease Expirations (Cont.)

| Year of Expiration/Market          | Number of Leases Expiring <sup>(1)</sup> | Net Rentable Area Subject to Expiring Leases (Sq. Ft.) <sup>(2)</sup> | Percentage of Total Leased Square Feet Represented by Expiring Leases (%) | Annualized Base Rental Revenue Under Expiring Leases (\$) <sup>(3)(4)</sup> | Average Annualized Base Rent Per Net Rentable Square Foot Represented by Expiring Leases (\$) | Percentage of Annual Base Rent Under Expiring Leases (%) |
|------------------------------------|--|---|---|---|---|--|
| <b>2023</b>                        |  |   |   |   |   |  |
| Waterfront                         | 11                                       | 338,909   | 2.8   | 12,073,600  | 35.62   | 3.5  |
| Class A Suburban                   | 15                                       | 267,773   | 2.2   | 9,936,390   | 37.11   | 2.9  |
| Suburban                           | 33                                       | 884,846   | 7.2   | 21,726,661  | 24.55   | 6.3  |
| Flex Parks                         | <u>41</u>                                | <u>577,909</u>  | <u>4.7</u>  | <u>9,129,692</u>  | <u>15.80</u>  | <u>2.7</u>   |
| <b>Subtotal</b>                    | <b>100</b>                               | <b>2,069,437</b>  | <b>16.9</b>   | <b>52,866,343</b>   | <b>25.55</b>  | <b>15.4</b>  |
| Non-Core                           | 0  | 0   | 0.0   | 0   | 0.00  | 0.0  |
| <b>TOTAL – 2023</b>                | <b>100</b>                               | <b>2,069,437</b>  | <b>16.9</b>   | <b>52,866,343</b>   | <b>25.55</b>  | <b>15.4</b>  |
| <b>2024 AND THEREAFTER</b>         |  |   |   |   |   |  |
| Waterfront                         | 59                                       | 2,308,901   | 18.8  | 80,478,854  | 34.86   | 23.4   |
| Class A Suburban                   | 43                                       | 889,747   | 7.2   | 32,234,009  | 36.23   | 9.3  |
| Suburban                           | 68                                       | 1,291,578   | 10.7  | 35,638,371  | 27.59   | 10.2   |
| Flex Parks                         | <u>70</u>                                | <u>1,209,657</u>  | <u>10.0</u>   | <u>22,769,797</u>   | <u>18.82</u>  | <u>6.7</u>   |
| <b>Subtotal</b>                    | <b>240</b>                               | <b>5,699,883</b>  | <b>46.7</b>   | <b>171,121,031</b>  | <b>30.02</b>  | <b>49.6</b>  |
| Non-Core                           | 4  | 115,552   | 1.0   | 2,899,122   | 25.09   | 0.8  |
| <b>TOTAL – 2024 AND THEREAFTER</b> | <b>244</b>                               | <b>5,815,435</b>  | <b>47.7</b>   | <b>174,020,153</b>  | <b>29.92</b>  | <b>50.4</b>  |

## Expirations by Type

| Year of Expiration/Market      | Number of Leases Expiring <sup>(1)</sup> | Net Rentable Area Subject to Expiring Leases (Sq. Ft.) <sup>(2)</sup> | Percentage of Total Leased Square Feet Represented by Expiring Leases (%) | Annualized Base Rental Revenue Under Expiring Leases (\$) <sup>(3)(4)</sup> | Average Annualized Base Rent Per Net Rentable Square Foot Represented by Expiring Leases (\$) | Percentage of Annual Base Rent Under Expiring Leases (%) |
|--------------------------------|--|---|---|---|---|--|
| <b>TOTALS BY TYPE</b>          |  |   |   |   |   |  |
| Waterfront                     | 118                                      | 3,440,248   | 28.1  | 122,961,448   | 35.74   | 35.7   |
| Class A Suburban               | 139                                      | 1,840,059   | 15.0  | 65,429,855  | 35.56   | 19.0   |
| Suburban                       | 218                                      | 3,332,305   | 27.3  | 88,761,912  | 26.64   | 25.7   |
| Flex Parks                     | <u>298</u>                               | <u>3,259,355</u>  | <u>26.7</u>   | <u>58,783,132</u>   | <u>18.04</u>  | <u>17.1</u>  |
| <b>Subtotal</b>                | <b>773</b>                               | <b>11,871,967</b>   | <b>97.1</b>   | <b>335,936,347</b>  | <b>28.30</b>  | <b>97.5</b>  |
| Non-Core                       | 35                                       | 349,820   | 2.9   | 8,608,007   | 24.61   | 2.5  |
| <b>Totals/Weighted Average</b> | <b>808</b>                               | <b>12,221,787</b>   | <b>100.0</b>  | <b>344,544,354</b>  | <b>\$28.19</b>  | <b>100.0</b>   |

**Notes:**

See supporting "Expirations" notes on page 44.

# Roseland Residential Portfolio



# Roseland Highlights

Roseland (RRT) manages a dynamic portfolio of operating and under construction assets, with an enviable land pipeline primarily in high barrier to entry, transit oriented locations. We are a premier owner and developer of residential real estate on the New Jersey waterfront with direct access to Hudson Yards and Brookfield Place

▪ **Platform Poised for Sustained Growth:**

- 3Q 2018 NAV was approximately \$1.84B, comprised of \$255M of Rockpoint equity and \$1.58B of MC equity (**\$15.70/MC share**)
- Commenced construction on Building 9 at Port Imperial, a 313-unit community in close proximity to the ferry terminal and adjacent to the successful RiverHouse 11 community
- Commenced construction on Chase III at Overlook Ridge, a 326-unit development that is the newest phase of our master-planned community in Malden, MA and adjacent to 1,386 stabilized Roseland apartments
- Lease-Up Communities 2017: stabilized **1,162** apartments
- Lease-Up Communities 2018: in 3Q, commenced leasing activities at RiverHouse 11 (**295** units) and 145 Front Phase II (**128** units), as well as continued momentum on 1Q and 2Q deliveries at Signature Place (**197** units), Metropolitan Lofts (**59** units), Portside 5/6 at East Pier (**296** units) 145 Front Phase I (**237** units)
  - **As of October 29, our lease-up portfolio—solely from 2018 deliveries of 1,212 units—was 74.4% leased**
  - **As of October 29, RiverHouse 11, which commenced leasing activity in July, achieved stabilization and is currently 95.6% leased**
- Acquired Prudential’s membership interest in Marbella, thereby reducing Roseland’s subordinate interests to 130 apartments, (a **96%** reduction compared to 3,025 units at year-end 2015)
- Rockpoint has an additional \$65M capital commitment to Roseland
- Pipeline of 10,342 units of strategically located land holdings includes **4,807** units in Jersey City and **1,591** units in Port Imperial—nearly all with zoning in place
- We forecast continued growth in residential NOI after debt service from completion of our **1,794** unit/key in-construction portfolio coupled with stabilization of our lease-up portfolio

|  | <u>3Q 2018</u> | <u>YE 2018</u> | <u>YE 2019</u> |
|--|----------------|----------------|----------------|
| Operating & Construction Apts. (projected) | 8,409          | 9,327          | 10,996         |
| Future Development Apts.                   | 10,342         | 9,424          | 7,755          |
| % Growth in Operating & Construction Units | -              | 15.4%          | 17.9%          |

# Development Activity and Cash Flow Growth

\$ in millions  
(unaudited)

|   | RRT Nominal<br>Ownership | % Leased As of:<br>As of 10/29/2018 | Actual/Projected<br>Initial Leasing | Units        | Projected<br>Yield          | Projected<br>Stabilized<br>NOI | Projected<br>Share of Stabilized<br>NOI After Debt Service |
|---|--------------------------|-------------------------------------|-------------------------------------|--------------|-----------------------------|--------------------------------|--|
| <b>2017 Deliveries</b>                          |                          |                                     |                                     |              |                             |                                |  |
| Urby Harborside                                 | 85.0%                    | 97.8%                               | 1Q2017                              | 762          | 6.72%                       | \$18.5                         | \$9.9  |
| Chase II at Overlook Ridge                      | 100.0%                   | 97.4%                               | 4Q2016                              | 292          | 6.52%                       | 5.2                            | 2.7  |
| Quarry Place at Tuckahoe                        | <u>100.0%</u>            | <u>97.2%</u>                        | 4Q2016                              | <u>108</u>   | <u>6.61%</u>                | <u>2.8</u>                     | <u>1.1</u>   |
| <b>Total 2017 Lease-Ups</b>                     | <b>90.2%</b>             | <b>97.6%</b>                        |                                     | <b>1,162</b> | <b>6.66%</b>                | <b>\$26.5</b>                  | <b>\$13.7</b>  |
| <b>2018 Deliveries</b>                          |                          |                                     |                                     |              |                             |                                |  |
| <b>1Q 2018 Deliveries</b>                       |                          |                                     |                                     |              |                             |                                |  |
| Signature Place at Morris Plains                | 100.0%                   | 85.8%                               | 1Q2018                              | 197          | 6.68%                       | \$3.8                          | \$1.9  |
| Lofts at 40 Park                                | 25.0%                    | 94.9%                               | 1Q2018                              | 59           | 6.72%                       | 1.2                            | 0.1  |
| 145 Front Street at City Square - Phase I       | <u>100.0%</u>            | <u>66.7%</u>                        | 1Q2018                              | <u>237</u>   | <u>6.21%</u>                | <u>3.8</u>                     | <u>2.2</u>   |
| <b>Total 1Q 2018 Deliveries</b>                 | <b>91.0%</b>             | <b>77.7%</b>                        |                                     | <b>493</b>   | <b>6.46%</b>                | <b>\$8.8</b>                   | <b>\$4.2</b>   |
| <b>2Q 2018 Deliveries</b>                       |                          |                                     |                                     |              |                             |                                |  |
| Portside 5/6                                    | <u>100.0%</u>            | <u>73.3%</u>                        | 2Q2018                              | <u>296</u>   | <u>6.40%</u>                | <u>\$7.6</u>                   | <u>\$4.3</u>   |
| <b>Total 2Q 2018 Deliveries</b>                 | <b>100.0%</b>            | <b>73.3%</b>                        |                                     | <b>296</b>   | <b>6.40%</b>                | <b>\$7.6</b>                   | <b>\$4.3</b>   |
| <b>3Q 2018 Deliveries</b>                       |                          |                                     |                                     |              |                             |                                |  |
| 145 Front Street at City Square - Phase II      | 100.0%                   | 15.6%                               | 2Q2018                              | 128          | 6.21%                       | \$2.1                          | \$1.2  |
| RiverHouse 11 at Port Imperial                  | <u>100.0%</u>            | <u>95.6%</u>                        | 3Q2018                              | <u>295</u>   | <u>6.60%</u>                | <u>8.0</u>                     | <u>4.7</u>   |
| <b>Total 3Q 2018 Deliveries</b>                 | <b>100.0%</b>            | <b>71.4%</b>                        |                                     | <b>423</b>   | <b>6.48%</b>                | <b>\$10.1</b>                  | <b>\$5.9</b>   |
| <b>4Q 2018 Deliveries</b>                       |                          |                                     |                                     |              |                             |                                |  |
| Marriott Hotels at Port Imperial <sup>(1)</sup> | <u>90.0%</u>             |                                     | 4Q2018                              | <u>372</u>   | <u>9.48%</u>                | <u>\$14.5</u>                  | <u>\$9.0</u>   |
| <b>Total 4Q 2018 Deliveries</b>                 | <b>90.0%</b>             |                                     |                                     | <b>372</b>   | <b>9.48%</b>                | <b>\$14.5</b>                  | <b>\$9.0</b>   |
| <b>2020 Deliveries</b>                          |                          |                                     |                                     |              |                             |                                |  |
| Port Imperial - Building 9                      | 100.0%                   |                                     | 4Q2020                              | 313          | 6.33%                       | \$9.0                          | \$4.5  |
| Chase III                                       | 100.0%                   |                                     | 4Q2020                              | 326          | 6.05%                       | 6.0                            | 2.9  |
| PI North - Riverwalk C                          | <u>40.0%</u>             |                                     | 4Q2020                              | <u>360</u>   | <u>5.98%</u>                | <u>11.2</u>                    | <u>2.2</u>   |
| <b>Total 4Q 2020 Deliveries</b>                 | <b>78.4%</b>             |                                     |                                     | <b>999</b>   | <b>6.11%</b>                | <b>\$26.2</b>                  | <b>\$9.6</b>   |
| <b>Total In-Construction</b>                    | <b>127.40%</b>           |                                     |                                     | <b>1,794</b> | <b>6.90%</b> <sup>(2)</sup> | <b>\$50.8</b>                  | <b>\$24.5</b>  |
| <b>Total</b>                                    | <b>89.0%</b>             |                                     |                                     | <b>3,745</b> | <b>6.73%</b>                | <b>\$93.7</b>                  | <b>\$46.7</b>  |

**Notes:**

- (1) The Residence Inn is projected to open in 4Q 2018. The Autograph Collection is projected to open in early 2019.  
 (2) Projected stabilized yield on in-construction portfolio without the Marriott Hotels at Port Imperial is 6.22 percent.

NOI amounts are projected only. See Information About Net Operating Income (NOI) on page 46.

# Roseland Balance Sheet

\$ in thousands  
(unaudited)

|   | 3Q 2018            | 4Q 2017            |
|---|--------------------|--------------------|
| <b>ASSETS</b>   |                    |                    |
| <b>Rental Property</b>                                  |                    |                    |
| Land and leasehold interests                            | \$205,665          | \$133,487          |
| Buildings and improvements                              | 1,149,158          | 782,556            |
| Furniture, Fixtures and Equipment                       | 36,100             | 26,193             |
| Land and improvements held for development              | 295,287            | 272,622            |
| Development and construction in progress                | 310,907            | 478,812            |
| <b>Total Gross Rental Property</b>                      | <b>1,997,117</b>   | <b>1,693,670</b>   |
| Less: Accumulated Depreciation                          | (71,856)           | (55,087)           |
| <b>Net Investment in Rental Property</b>                | <b>1,925,261</b>   | <b>1,638,583</b>   |
| Assets Held for Sale, Net                               | 36,589             | 2,634              |
| <b>Total Property Investments</b>                       | <b>1,961,850</b>   | <b>1,641,217</b>   |
| Cash and cash equivalents                               | 5,934              | 6,108              |
| Restricted Cash   | 7,717              | 6,053              |
| Investments in unconsolidated JVs                       | 216,902            | 237,321            |
| Unbilled rents receivable, net                          | 1,774              | 1,248              |
| Deferred Charges & Other Assets                         | 50,074             | 42,974             |
| Accounts receivable, net of allowance                   | 1,957              | 2,787              |
| <b>Total Assets</b>                                     | <b>\$2,246,208</b> | <b>\$1,937,708</b> |
| <b>LIABILITIES &amp; EQUITY</b>                         |                    |                    |
| Mortgages, loans payable & other obligations            | \$995,471          | \$769,743          |
| Note Payable to Affiliate                               | 23,000             | 24,924             |
| Accounts pay, accrued exp and other liabilities         | 58,970             | 79,034             |
| Rents rec'd in advance & security deposits              | 5,633              | 3,870              |
| Accrued interest payable                                | 2,385              | 1,481              |
| <b>Total Liabilities</b>                                | <b>1,085,459</b>   | <b>879,052</b>     |
| Redeemable Noncontrolling Interest - Rockpoint          | 255,091            | 159,884            |
| Noncontrolling Interests in Consolidated Joint Ventures | 41,140             | 19,069             |
| Mack-Cali Capital                                       | 864,518            | 879,703            |
| <b>Total Liabilities &amp; Equity</b>                   | <b>\$2,246,208</b> | <b>\$1,937,708</b> |

# Roseland Income Statement

\$ in thousands  
(unaudited)

|  | 3Q 2018         | 2Q 2018          | 1Q 2018         | 4Q 2017          | 3Q 2017          |
|--|-----------------|------------------|-----------------|------------------|------------------|
| <b>REVENUES</b>  |                 |                  |                 |                  |                  |
| Base rents   | \$21,735        | \$17,132         | \$16,319        | \$16,424         | \$16,147         |
| Escalation and recoveries from tenants                       | 1,194           | 695              | 572             | 510              | 705              |
| Real estate services   | 4,310           | 3,970            | 4,427           | 4,663            | 5,218            |
| Parking income   | 3,052           | 2,306            | 1,915           | 2,112            | 2,168            |
| Other income   | 650             | 677              | 627             | 571              | 585              |
| <b>Total revenues</b>  | <b>\$30,941</b> | <b>\$24,780</b>  | <b>\$23,860</b> | <b>\$24,280</b>  | <b>\$24,823</b>  |
| <b>EXPENSES</b>  |                 |                  |                 |                  |                  |
| Real estate taxes  | \$3,917         | \$3,239          | \$3,074         | \$2,868          | \$3,013          |
| Utilities  | 1,497           | 1,142            | 1,074           | 871              | 1,081            |
| Operating services   | 6,650           | 4,467            | 4,185           | 3,530            | 3,771            |
| Real estate service expenses                                 | 4,317           | 4,292            | 4,860           | 4,806            | 6,006            |
| General and administrative                                   | 2,891           | 3,054            | 2,904           | 3,472            | 2,918            |
| Depreciation and amortization                                | 10,370          | 7,281            | 6,756           | 8,713            | 10,997           |
| <b>Total expenses</b>  | <b>\$29,642</b> | <b>\$23,475</b>  | <b>\$22,853</b> | <b>\$24,260</b>  | <b>\$27,786</b>  |
| <b>Operating income</b>                                      | <b>\$1,299</b>  | <b>\$1,305</b>   | <b>\$1,007</b>  | <b>\$20</b>      | <b>(\$2,963)</b> |
| <b>OTHER (EXPENSE) INCOME</b>                                |                 |                  |                 |                  |                  |
| Interest expense   | (\$4,489)       | (\$2,668)        | (\$1,895)       | (\$1,982)        | (\$2,164)        |
| Interest and other investment income (loss)                  | 1               | 3                | 412             | (29)             | 42               |
| Equity in earnings (loss) of unconsolidated joint ventures   | (1,401)         | (961)            | 1,712           | (1,390)          | (2,591)          |
| Gain on change of control of interests                       | 14,217          | -                | -               | -                | -                |
| Realized gains (losses) and unrealized losses on disposition | (6,330)         | -                | -               | -                | 2,915            |
| Gain on sale of investment in unconsolidated joint venture   | -               | -                | -               | -                | (1,430)          |
| Gain (loss) from early extinguishment of debt, net           | -               | -                | -               | (182)            | -                |
| <b>Total other income (expense)</b>                          | <b>\$1,998</b>  | <b>(\$3,626)</b> | <b>\$229</b>    | <b>(\$3,583)</b> | <b>(\$3,228)</b> |
| <b>Net income (loss)</b>                                     | <b>\$3,297</b>  | <b>(\$2,321)</b> | <b>\$1,236</b>  | <b>(\$3,563)</b> | <b>(\$6,191)</b> |
| Noncontrolling interest in consolidated joint ventures       | \$451           | \$95             | \$118           | \$104            | \$67             |
| Redeemable noncontrolling interest                           | (3,330)         | (2,534)          | (2,344)         | (2,227)          | (2,227)          |
| <b>Net income (loss) available to common shareholders</b>    | <b>\$418</b>    | <b>(\$4,760)</b> | <b>(\$990)</b>  | <b>(\$5,686)</b> | <b>(\$8,351)</b> |

# Jersey City Residential Calculator

Jersey City is a compelling financial alternative to Manhattan, providing significant income advantages after taxes and rent.

|  | \$150,000 Household    |                      |                  | \$200,000 Household    |                      |                  | \$250,000 Household    |                      |                  |
|--|------------------------|----------------------|------------------|------------------------|----------------------|------------------|------------------------|----------------------|------------------|
|  | New York City Resident | Jersey City Resident | Delta            | New York City Resident | Jersey City Resident | Delta            | New York City Resident | Jersey City Resident | Delta            |
| Annual Household Income                          | \$150,000              | \$150,000            | -                | \$200,000              | \$200,000            | -                | \$250,000              | \$250,000            | -                |
| Less: Income Tax <sup>(1)</sup>                  |                        |                      |                  |                        |                      |                  |                        |                      |                  |
| Federal  | 20.2% (\$30,290)       | 20.2% (\$30,290)     | -                | 22.8% (\$45,690)       | 22.8% (\$45,690)     | -                | 25.3% (\$63,190)       | 25.3% (\$63,190)     | -                |
| FICA   | 6.7% (10,111)          | 6.7% (10,111)        | -                | 5.4% (10,836)          | 5.4% (10,836)        | -                | 4.33% (10,836)         | 4.3% (10,836)        | -                |
| State  | 6.3% (9,478)           | 5.0% (7,429)         | (2,049) 21.6%    | 6.4% (12,803)          | 5.3% (10,614)        | (2,189) 17.1%    | 6.48% (16,200)         | 5.5% (13,799)        | (2,401) 14.8%    |
| Local  | 3.6% (5,354)           | 0.0% 0               | (5,354) 100.0%   | 3.6% (7,178)           | 0.0% 0               | (7,178) 100.0%   | 3.60% (9,002)          | 0.0% 0               | (9,002) 100.0%   |
| Subtotal: Income Tax                             | 36.8% (\$55,232)       | 31.9% (\$47,829)     | (\$7,403) 13.4%  | 38.3% (\$76,506)       | 33.6% (\$67,139)     | (\$9,367) 12.2%  | 39.7% (\$99,227)       | 35.1% (\$87,824)     | (\$11,403) 11.5% |
| Less: Rent Class A Apartment<br>1 Bedroom 750 SF | \$80 PSF (60,000)      | \$50 PSF (37,500)    | (\$22,500) 37.5% | \$80 PSF (60,000)      | \$50 PSF (37,500)    | (\$22,500) 37.5% | \$80 PSF (60,000)      | \$50 PSF (37,500)    | (\$22,500) 37.5% |
| Disposable Income                                | 23.2% \$34,768         | 43.1% \$64,671       | \$29,903 86.0%   | 31.7% \$63,494         | 47.7% \$95,361       | \$31,867 50.2%   | 36.3% \$90,773         | 49.9% \$124,676      | \$33,903 37.3%   |

**Notes:**

(1) Reflects 2018 tax rates for single filers.



# Operating & Lease-Up Communities

\$ in thousands, except per home

- 3Q 2018 Percentage Leased (Stabilized): 96.4%
- 3Q 2018 Avg. Revenue Per Home (Stabilized): \$2,659

| Operating Communities   | Location          | Ownership      | Apartments   | Rentable SF      | Avg. Size  | Year Complete | Operating Highlights      |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
|---|-------------------|----------------|--------------|------------------|------------|---------------|---------------------------|---------------------------|----------------------------------|----------------------------------|-----------------|-----------------|------------------|--------------------|--|--|--|
|   |                   |                |              |                  |            |               | Percentage Leased 3Q 2018 | Percentage Leased 2Q 2018 | Average Revenue Per Home 3Q 2018 | Average Revenue Per Home 2Q 2018 | NOI* 3Q 2018    | NOI* 2Q 2018    | NOI* YTD 3Q 2018 | Debt Balance       |  |  |  |
|   |                   |                |              |                  |            |               |                           |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
| <b>Consolidated</b>   |                   |                |              |                  |            |               |                           |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
| Alterra at Overlook Ridge                                       | Revere, MA        | 100.00%        | 722          | 663,139          | 918        | 2008          | 96.5%                     | 97.5%                     | \$1,993                          | \$1,974                          | \$2,243         | \$2,450         | \$7,114          | \$100,000          |  |  |  |
| The Chase at Overlook Ridge                                     | Malden, MA        | 100.00%        | 664          | 598,161          | 901        | 2014          | 97.6%                     | 97.6%                     | 2,134                            | 2,134                            | 2,259           | 2,484           | 7,101            | 135,750            |  |  |  |
| Park Square <sup>(2)</sup>                                      | Rahway, NJ        | 100.00%        | 159          | 184,957          | 1,163      | 2009          | 97.5%                     | 94.3%                     | 2,123                            | 2,103                            | 348             | 455             | 1,638            | 25,517             |  |  |  |
| Riverwatch  | New Brunswick, NJ | 100.00%        | 200          | 147,852          | 739        | 1997          | 98.0%                     | 95.5%                     | 1,808                            | 1,795                            | 592             | 409             | 1,401            | 0                  |  |  |  |
| Monaco  | Jersey City, NJ   | 100.00%        | 523          | 475,742          | 910        | 2011          | 96.6%                     | 97.1%                     | 3,598                            | 3,369                            | 3,782           | 3,534           | 10,833           | 165,000            |  |  |  |
| Portside at East Pier - 7                                       | East Boston, MA   | 100.00%        | 175          | 156,091          | 892        | 2015          | 95.6%                     | 98.3%                     | 2,757                            | 2,721                            | 992             | 1,050           | 3,002            | 58,998             |  |  |  |
| Quarry Place at Tuckahoe  | Eastchester, NY   | 100.00%        | 108          | 105,509          | 977        | 2016          | 96.3%                     | 98.1%                     | 3,375                            | 3,226                            | 482             | 585             | 1,498            | 41,000             |  |  |  |
| Marbella (Post Acquisition)                                     | Jersey City, NJ   | <u>74.27%</u>  | <u>412</u>   | <u>369,515</u>   | <u>897</u> | <u>2003</u>   | <u>95.4%</u>              | <u>97.3%</u>              | <u>3,211</u>                     | <u>3,189</u>                     | <u>1,735</u>    | <u>-</u>        | <u>1,735</u>     | <u>131,000</u>     |  |  |  |
| <b>Consolidated</b>   |                   | <b>96.42%</b>  | <b>2,963</b> | <b>2,700,966</b> | <b>912</b> |               | <b>96.7%</b>              | <b>97.2%</b>              | <b>\$2,567</b>                   | <b>\$2,510</b>                   | <b>\$12,433</b> | <b>\$10,967</b> | <b>\$34,322</b>  | <b>\$657,265</b>   |  |  |  |
| <b>Unconsolidated Joint Ventures <sup>(2)</sup></b>             |                   |                |              |                  |            |               |                           |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
| RiverTrace at Port Imperial                                     | West New York, NJ | 22.50%         | 316          | 295,767          | 936        | 2014          | 96.8%                     | 99.1%                     | \$3,217                          | \$3,153                          | \$1,750         | \$1,807         | \$5,358          | \$82,000           |  |  |  |
| Marbella (Incr. Pre Acquisition) <sup>(3)</sup>                 | Jersey City, NJ   | 24.27%         | -            | -                | -          | -             | -                         | -                         | -                                | 820                              | 2,412           | 5,802           | -                | -                  |  |  |  |
| M2  | Jersey City, NJ   | 24.27%         | 311          | 273,132          | 878        | 2016          | 95.5%                     | 97.1%                     | 3,539                            | 3,519                            | 2,167           | 2,034           | 6,167            | 74,690             |  |  |  |
| RiverPark at Harrison   | Harrison, NJ      | 45.00%         | 141          | 125,498          | 890        | 2014          | 96.5%                     | 94.3%                     | 2,229                            | 2,203                            | 494             | 380             | 1,260            | 29,957             |  |  |  |
| Urby at Harborside <sup>(4)</sup>                               | Jersey City, NJ   | 85.00%         | 762          | 474,476          | 623        | 2017          | 97.9%                     | 99.3%                     | 2,911                            | 2,717                            | 3,561           | 4,496           | 12,417           | 191,732            |  |  |  |
| Station House   | Washington, DC    | 50.00%         | 378          | 290,348          | 768        | 2015          | 91.0%                     | 96.8%                     | 2,729                            | 2,677                            | 1,799           | 1,918           | 5,766            | 98,902             |  |  |  |
| Crystal House   | Arlington, VA     | 25.00%         | 825          | 738,786          | 895        | 1962          | 96.8%                     | 96.5%                     | 2,139                            | 2,053                            | 3,048           | 2,772           | 8,998            | 163,661            |  |  |  |
| Metropolitan at 40 Park <sup>(5)</sup>                          | Morristown, NJ    | <u>12.50%</u>  | <u>130</u>   | <u>124,237</u>   | <u>956</u> | <u>2010</u>   | <u>94.6%</u>              | <u>96.9%</u>              | <u>3,371</u>                     | <u>3,331</u>                     | <u>688</u>      | <u>745</u>      | <u>2,251</u>     | <u>36,225</u>      |  |  |  |
| <b>Joint Ventures</b>   |                   | <b>44.33%</b>  | <b>2,863</b> | <b>2,322,244</b> | <b>811</b> |               | <b>96.1%</b>              | <b>97.5%</b>              | <b>\$2,754</b>                   | <b>\$2,658</b>                   | <b>\$14,327</b> | <b>\$16,564</b> | <b>\$48,019</b>  | <b>\$677,167</b>   |  |  |  |
| <b>Total Residential - Stabilized</b>                           |                   | <b>70.82%</b>  | <b>5,826</b> | <b>5,023,210</b> | <b>862</b> |               | <b>96.4%</b>              | <b>97.4%</b>              | <b>\$2,659</b>                   | <b>\$2,583</b>                   | <b>\$26,760</b> | <b>\$27,531</b> | <b>\$82,341</b>  | <b>\$1,334,432</b> |  |  |  |
| <b>Lease-up Communities</b>                                     |                   |                |              |                  |            |               |                           |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
| <b>Consolidated</b>   |                   |                |              |                  |            |               |                           |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
| Signature Place at Morris Plains                                | Morris Plains, NJ | 100.00%        | 197          | 203,716          | 1,034      | 2018          | 78.2%                     | 50.8%                     | \$3,303                          | NA                               | \$42            | (\$182)         | (\$140)          | \$41,769           |  |  |  |
| 145 Front at City Square - Phase I                              | Worcester, MA     | 100.00%        | 237          | 192,995          | 814        | 2018          | 62.0%                     | 41.8%                     | 1,690                            | NA                               | (239)           | (279)           | (\$18)           | 35,545             |  |  |  |
| Portside at East Pier - 5/6                                     | East Boston, MA   | <u>100.00%</u> | <u>296</u>   | <u>235,078</u>   | <u>794</u> | <u>2018</u>   | <u>64.2%</u>              | <u>54.7%</u>              | <u>2,640</u>                     | <u>NA</u>                        | <u>332</u>      | <u>(68)</u>     | <u>264</u>       | <u>69,787</u>      |  |  |  |
| <b>Consolidated</b>   |                   | <b>100.00%</b> | <b>730</b>   | <b>631,789</b>   | <b>865</b> |               | <b>67.3%</b>              | <b>49.5%</b>              | <b>\$2,510</b>                   | <b>\$0</b>                       | <b>\$135</b>    | <b>(\$529)</b>  | <b>(\$394)</b>   | <b>\$147,101</b>   |  |  |  |
| <b>Unconsolidated Joint Ventures</b>                            |                   |                |              |                  |            |               |                           |                           |                                  |                                  |                 |                 |                  |                    |  |  |  |
| Metropolitan Lofts  | Morristown, NJ    | 25.00%         | 59           | 54,683           | 927        | 2018          | 84.7%                     | 49.2%                     | \$3,363                          | NA                               | \$146           | (\$79)          | \$67             | \$13,145           |  |  |  |
| Joint Ventures  |                   | 25.00%         | 59           | 54,683           | 927        |               | 84.7%                     | 49.2%                     | \$3,363                          | \$0                              | \$146           | (\$79)          | \$67             | \$13,145           |  |  |  |
| <b>Total Residential - Operating Communities <sup>(6)</sup></b> |                   | <b>73.64%</b>  | <b>6,615</b> | <b>5,709,682</b> | <b>863</b> |               | <b>93.1%</b>              | <b>91.6%</b>              | <b>\$2,649</b>                   | <b>\$2,275</b>                   | <b>\$27,041</b> | <b>\$26,923</b> | <b>\$82,014</b>  | <b>\$1,494,678</b> |  |  |  |

**Notes:**

- \* See Information About Net Operating Income on page 46.
- See supporting "Operating & Lease-Up Communities" notes on page 44.

# Operating Communities - Commercial

\$ in thousands

|                              |                   |                |        |                |               | Operating Highlights |                |                |                |                |                 |
|------------------------------|-------------------|----------------|--------|----------------|---------------|----------------------|----------------|----------------|----------------|----------------|-----------------|
| Operating Commercial         | Location          | Ownership      | Spaces | Rentable SF    | Year Complete | Percentage           | Percentage     | NOI*           | NOI*           | NOI* YTD       | Debt            |
|                              |                   |                |        |                |               | Leased 3Q 2018       | Leased 2Q 2018 | 3Q 2018        | 2Q 2018        | 3Q 2018        | Balance         |
| <b>Consolidated</b>          |                   |                |        |                |               |                      |                |                |                |                |                 |
| Port Imperial Garage South   | Weehawken, NJ     | 70.00%         | 800    | 320,426        | 2013          | NA                   | NA             | \$407          | \$405          | \$1,135        | \$32,600        |
| Port Imperial Retail South   | Weehawken, NJ     | 70.00%         |        | 18,071         | 2013          | 81.6%                | 81.6%          | 99             | 76             | 242            | 4,000           |
| Port Imperial Garage North   | Weehawken, NJ     | 100.00%        | 786    | 304,617        | 2015          | NA                   | NA             | 202            | 236            | 659            | 0               |
| Port Imperial Retail North   | Weehawken, NJ     | <u>100.00%</u> |        | <u>8,400</u>   | 2015          | <u>100.0%</u>        | <u>100.0%</u>  | <u>70</u>      | <u>74</u>      | <u>225</u>     | <u>0</u>        |
| <b>Consolidated</b>          |                   | <b>84.41%</b>  |        | <b>651,514</b> |               | <b>87.4%</b>         | <b>87.4%</b>   | <b>\$778</b>   | <b>\$791</b>   | <b>\$2,261</b> | <b>\$36,600</b> |
| <b>Subordinate Interests</b> |                   |                |        |                |               |                      |                |                |                |                |                 |
| Shops at 40 Park             | Morristown, NJ    | 12.50%         |        | 50,973         | 2010          | 69.0%                | 69.0%          | \$254          | \$225          | \$712          | \$6,067         |
| Riverwalk at Port Imperial   | West New York, NJ | <u>20.00%</u>  |        | <u>30,745</u>  | 2008          | <u>58.0%</u>         | <u>58.0%</u>   | <u>142</u>     | <u>144</u>     | <u>397</u>     | <u>0</u>        |
| <b>Subordinate Interests</b> |                   | <b>15.32%</b>  |        | <b>81,718</b>  |               | <b>64.9%</b>         | <b>64.9%</b>   | <b>\$396</b>   | <b>\$369</b>   | <b>\$1,109</b> | <b>\$6,067</b>  |
| <b>Total Commercial</b>      |                   | <b>76.71%</b>  |        | <b>733,232</b> |               | <b>84.9%</b>         | <b>84.9%</b>   | <b>\$1,174</b> | <b>\$1,160</b> | <b>\$3,370</b> | <b>\$42,667</b> |

## Summary of Consolidated RRT NOI by Type (unaudited):

|   | 3Q 2018         | 2Q 2018         | YTD 3Q 2018     |
|---|-----------------|-----------------|-----------------|
| Total Consolidated Residential - Operating Communities - from p. 38                 | \$12,433        | \$10,967        | \$34,322        |
| Total Consolidated Residential - Lease-Up Communities - from p. 38                  | 135             | (529)           | (394)           |
| Total Consolidated Commercial - (from table above)                                  | <u>778</u>      | <u>791</u>      | <u>2,261</u>    |
| Total NOI from Consolidated Properties (excl unconsol. JVs/subordinated interests): | \$13,346        | \$11,229        | \$36,189        |
| NOI (loss) from services, land/development/repurposing & other assets               | (359)           | (263)           | (1,504)         |
| <b>TOTAL NOI for RRT (see Information About Net Operating Income on p. 46)*:</b>    | <b>\$12,987</b> | <b>\$10,966</b> | <b>\$34,685</b> |

### Notes:

\* See Information About Net Operating Income on page 46.

# In-Construction Communities

\$ in thousands

- RRT's share of projected stabilized NOI after debt service will approximate \$24.5 million (approximates to FFO)

| Community                                  | Location          | Ownership     | Apartment Homes/Keys | Project Capitalization - Total |                     |                  |                     | Capital as of 3Q 2018    |                  |                  | Development Schedule |                   |                       | Projected Stabilized NOI | Projected Stabilized Yield  |
|--|-------------------|---------------|----------------------|--------------------------------|---------------------|------------------|---------------------|--------------------------|------------------|------------------|----------------------|-------------------|-----------------------|--------------------------|-----------------------------|
|  |                   |               |                      | Costs                          | Debt <sup>(1)</sup> | MCRC Capital     | Third Party Capital | Dev Costs <sup>(2)</sup> | Debt Balance     | MCRC Capital     | Start                | Initial Occupancy | Project Stabilization |                          |                             |
| <b>Consolidated</b>                        |                   |               |                      |                                |                     |                  |                     |                          |                  |                  |                      |                   |                       |                          |                             |
| Marriott Hotels at Port Imperial           | Weehawken, NJ     | 90.00%        | 372                  | 153,135                        | 94,000              | 55,225           | 3,910               | \$123,924                | \$68,928         | \$51,086         | 3Q2015               | 4Q2018            | 4Q2019                | 14,518                   | 9.48%                       |
| 145 Front at City Square - Phase II        | Worcester, MA     | 100.00%       | 128                  | 33,865                         | 20,600              | 13,265           | 0                   | 32,349                   | 19,198           | 13,151           | 3Q2015               | 1Q2018            | 3Q2019                | 2,059                    | 6.08%                       |
| RiverHouse 11 at Port Imperial             | Weehawken, NJ     | 100.00%       | 295                  | 121,258                        | 75,213              | 46,045           | 0                   | 111,173                  | 67,427           | 43,746           | 1Q2016               | 3Q2018            | 3Q2019                | 8,000                    | 6.60%                       |
| Building 9 at Port Imperial <sup>(3)</sup> | Weehawken, NJ     | 100.00%       | 313                  | 142,568                        | 92,000              | 50,568           | 0                   | 29,665                   | 0                | 29,665           | 3Q2018               | 4Q2020            | 4Q2021                | 9,028                    | 6.33%                       |
| Chase III at Overlook Ridge                | Malden, MA        | 100.00%       | 326                  | 99,882                         | 62,000              | 37,882           | 0                   | 14,396                   | 0                | 14,396           | 3Q2018               | 4Q2020            | 4Q2021                | 6,043                    | 6.05%                       |
| <b>Consolidated</b>                        |                   | <b>97.41%</b> | <b>1,434</b>         | <b>\$550,708</b>               | <b>\$343,813</b>    | <b>\$202,985</b> | <b>\$3,910</b>      | <b>\$311,507</b>         | <b>\$155,553</b> | <b>\$152,044</b> |                      |                   |                       | <b>\$39,648</b>          | <b>7.12%</b>                |
| <b>Joint Ventures</b>                      |                   |               |                      |                                |                     |                  |                     |                          |                  |                  |                      |                   |                       |                          |                             |
| PI North - Riverwalk C                     | West New York, NJ | 40.00%        | 360                  | 186,500                        | 112,000             | 29,800           | 44,700              | 59,023                   | 0                | 23,609           | 4Q2017               | 4Q2020            | 1Q2022                | 11,150                   | 5.98%                       |
| <b>Joint Ventures</b>                      |                   | <b>40.00%</b> | <b>360</b>           | <b>\$186,500</b>               | <b>\$112,000</b>    | <b>\$29,800</b>  | <b>\$44,700</b>     | <b>\$59,023</b>          | <b>\$0</b>       | <b>\$23,609</b>  |                      |                   |                       | <b>\$11,150</b>          | <b>5.98%</b>                |
| <b>Total In-Construction Communities</b>   |                   | <b>85.89%</b> | <b>1,794</b>         | <b>\$737,208</b>               | <b>\$455,813</b>    | <b>\$232,785</b> | <b>\$48,610</b>     | <b>\$370,530</b>         | <b>\$155,553</b> | <b>\$175,653</b> |                      |                   |                       | <b>\$50,798</b>          | <b>6.89%</b> <sup>(4)</sup> |

|                                |                  |                  |                 |
|--------------------------------|------------------|------------------|-----------------|
| 2018 MCRC Remaining Capital    | \$27,062         | \$9,188          | \$17,874        |
| 2019 MCRC Remaining Capital    | 180,437          | 141,179          | 39,258          |
| 2020 MCRC Remaining Capital    | <u>149,893</u>   | <u>149,893</u>   | 0               |
| <b>Total Remaining Capital</b> | <b>\$357,392</b> | <b>\$300,260</b> | <b>\$57,132</b> |

| Leasing Status                      | Units        | % Leased     | NOI          |
|-------------------------------------|--------------|--------------|--------------|
| 145 Front at City Square - Phase I  | 237          | 66.7%        | (\$239)      |
| 145 Front at City Square - Phase II | 128          | 15.6%        | 0            |
| Signature Place                     | 197          | 85.8%        | 42           |
| Portside 5/6                        | 296          | 73.3%        | 332          |
| Metropolitan Lofts                  | 59           | 94.9%        | 144          |
| RiverHouse 11 at Port Imperial      | <u>295</u>   | <u>95.6%</u> | <u>195</u>   |
| <b>Total</b>                        | <b>1,212</b> | <b>74.4%</b> | <b>\$474</b> |

**Notes:**

NOI amounts are projected only. See Information About Net Operating Income (NOI) on page 46. See supporting "In-Construction Communities" notes on page 44.

# Future Start Communities

- As of September 30, 2018, the Company had a future development portfolio of 10,342 residential units
- 2018/2019 priority starts of 2,347 are located in close proximity to operating RRT assets

| <u>2018/2019 Priority Starts</u>       | <u>Location</u> | <u>Apartments</u> | <u>Current Ownership</u> | <u>Target Start</u> |
|--|-----------------|-------------------|--------------------------|---------------------|
| 233 Canoe Brook Road – Residential     | Short Hills, NJ | 200               | 100.00%                  | 4Q 2018             |
| 25 Christopher Columbus                | Jersey City, NJ | 718               | 100.00%                  | 4Q 2018             |
| Urby at Harborside - II                | Jersey City, NJ | 750               | 85.00%                   | 2019                |
| Plaza 8                                | Jersey City, NJ | <u>679</u>        | <u>100.00%</u>           | 2019                |
| <b>2018/2019 Total Priority Starts</b> |                 | <b>2,347</b>      | <b>95.21%</b>            |                     |

| <u>2019 Possible Starts</u>            | <u>Location</u>  | <u>Apartments</u> | <u>Current Ownership</u> |
|--|------------------|-------------------|--------------------------|
| Portside 1-4                           | East Boston, MA  | 300               | 100.00%                  |
| 6 Becker Farm                          | Roseland, NJ     | 299               | 100.00%                  |
| 233 Canoe Brook Road - Hotel           | Short Hills, NJ  | 240               | 100.00%                  |
| 1 Water Street                         | White Plains, NY | <u>304</u>        | <u>100.00%</u>           |
| <b>2018/2019 Total Possible Starts</b> |                  | <b>1,143</b>      | <b>100.00%</b>           |

| <u>Future Developments</u>           | <u>Location</u>  | <u>Apartment</u> | <u>Future Developments</u>                | <u>Location</u>   | <u>Apartment</u> |
|--------------------------------------|------------------|------------------|---|-------------------|------------------|
| Freehold <sup>(2)</sup>              | Freehold, NJ     | 400              | PI South - Building 16                    | Weehawken, NJ     | 131              |
| 1633 Littleton (repurposing)         | Parsippany, NJ   | 345              | PI South - Park Parcel                    | Weehawken, NJ     | 224              |
| Identified Repurposing IIIA          | Essex County, NJ | 140              | PI South - Office 1/3 <sup>(1)</sup>      | Weehawken, NJ     | 200              |
| Identified Repurposing IIIB          | Essex County, NJ | <u>140</u>       | Urby at Harborside - III                  | Jersey City, NJ   | 750              |
| <b>Subtotal - Northeast Corridor</b> |                  | <b>1,025</b>     | Plaza 9                                   | Jersey City, NJ   | 1,060            |
| Overlook IIIA                        | Malden, MA       | 215              | Liberty Landing Phase I                   | Jersey City, NJ   | 265              |
| Overlook IV/V                        | Malden, MA       | <u>299</u>       | Liberty Landing - Future Phases           | Jersey City, NJ   | 585              |
| <b>Subtotal - Boston Metro</b>       |                  | <b>514</b>       | PI South - Building 2                     | Weehawken, NJ     | 200              |
| Crystal House - III                  | Arlington, VA    | 252              | PI North - Riverbend 6                    | West New York, NJ | 471              |
| Crystal House - Future               | Arlington, VA    | <u>300</u>       | PI North - Building I                     | West New York, NJ | 224              |
| <b>Subtotal - Washington, DC</b>     |                  | <b>552</b>       | PI North - Building J                     | West New York, NJ | <u>141</u>       |
| 51 Washington Street                 | Conshohocken, PA | 304              | <b>Subtotal - Hudson River Waterfront</b> |                   | <b>4,251</b>     |
| 150 Monument Road                    | Bala Cynwyd, PA  | <u>206</u>       | <b>2018/2019 Priority Starts</b>          |                   | <b>2,347</b>     |
| <b>Subtotal - Philadelphia</b>       |                  | <b>510</b>       | <b>2019 Possible Starts</b>               |                   | <b>1,143</b>     |
|                                      |                  |                  | <b>Total Future Start Communities</b>     |                   | <b>10,342</b>    |

**Notes:**  
See supporting "Future Start Communities" notes on page 44.

# Residential Equity Requirements

\$ in thousands

As summarized in the table below, Mack-Cali is planning on and expects to have excess capital source availability to achieve the following development objectives:

- i. Complete Roseland's in-construction portfolio of 1,794 units
- ii. Complete Roseland's funding requirement for 2018/2019 Priority Starts comprising 2,347 units

|   |   | Units        | Total Cost  | Construction Debt | Capital Requirement |              |
|---|---|--------------|-------------|-------------------|---------------------|--------------|
| <b>USE: In Construction Portfolio (Remaining Capital)</b> |   |              |             |                   |                     |              |
|   | <b>Comment</b>  |              |             |                   |                     |              |
| In Construction Portfolio                                 | Represents remaining requirements for the in construction portfolio summarized on Page 40                                     | 1,794        | \$366,678   | \$300,260         | \$66,418            |              |
| Less: Existing JV Partner Commitments                     | Represents third party capital commitments (Riverwalk C)  |              |             |                   | <u>(9,286)</u>      |              |
| <b>Roseland Capital Requirement - Remaining</b>           |   |              |             |                   | <b>\$57,132</b>     | <b>(A)</b>   |
| <b>USE: Priority Starts</b>                               |   |              |             |                   |                     |              |
| Priority Starts   | Represents four target 2018 and 2019 starts in our core geographies   | 2,347        | \$1,279,949 | \$819,909         | \$460,040           |              |
| Less: Land Equity/Fundings to Date                        | Represents the Company's existing land equity in Probable Starts (~\$54,000/unit)   |              |             |                   | (132,250)           |              |
| Less: Existing JV Partner Commitments                     | Represents third party capital commitments (Urby II)  |              |             |                   | <u>(28,720)</u>     |              |
| <b>Roseland Capital Obligation</b>                        |   |              |             |                   | <b>\$299,070</b>    | <b>(B)</b>   |
| <b>Total Roseland Capital Uses</b>                        |   | <b>4,141</b> |             |                   | <b>\$356,202</b>    | <b>(A+B)</b> |
| <b>SOURCE: Capital Availability</b>                       |   |              |             |                   |                     |              |
|   | <b>Comment</b>  |              |             |                   |                     |              |
| Rockpoint Capital   | Represents the balance on Rockpoint's \$300M commitment   |              |             |                   | \$65,000            |              |
| Construction Refinancings                                 | Represents excess refinancing proceeds upon takeout financing on construction portfolio (excludes Riverwalk C and Building 9) |              |             |                   | 100,000             |              |
| Dispositions  | Represents select dispositions for redeployment of capital into Roseland's core geographies                                   |              |             |                   | 160,000             |              |
| New Project-level Joint Ventures                          | Represents 50/50 joint ventures on select Priority Starts   |              |             |                   | 123,370             |              |
| <b>Total Roseland Capital Sources</b>                     |   |              |             |                   | <b>\$448,370</b>    |              |
| <b>Excess Capital Source Potential <sup>(1)</sup></b>     |   |              |             |                   | <b>\$92,168</b>     |              |

**Notes:**

(1) Represents capital sources prior to reinvestment of Roseland cash flow generation and 1031 proceeds.

# Appendix

\$ in thousands

## Key Financial Metrics - (Page 6)

- (1) Funds from operations ("FFO") is calculated in accordance with the definition of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO, Core FFO and AFFO" on page 17.
- (2) Includes any outstanding preferred units presented on a converted basis into common units, non-controlling interests in consolidated joint ventures and redeemable non-controlling interests.
- (3) Without annualizing the proceeds from the Urby tax credit, the net debt to EBITDA ratio was 9.0x.

## Balance Sheet - (Page 11)

- (1) Includes land held for future development of \$213,055 for Office/Corp. and \$295,287 for Roseland as of 3Q 2018.
- (2) Includes mark-to-market lease intangible net assets of \$98,597 and mark-to-market lease intangible net liabilities of \$43,565 as of 3Q 2018.

## Same Store Performance - (Page 18)

- (1) Values represent the Company's pro rata ownership of operating portfolio.
- (2) Same store analysis excludes the previously included Chase I at Overlook Ridge (372 units), now consolidated with the Chase II at Overlook Ridge, which was in lease-up in 2Q 2017.

## Debt Summary & Maturity Schedule - (Page 19)

- (1) 2016 term loan, maturing on January 7, 2019, has three year term with two 1-year extension options available. 2017 term loan, maturing on January 25, 2020, has three year term with two 1-year extension options available.
- (2) The actual weighted average LIBOR rate for the Company's outstanding variable rate debt was 2.16 percent as of September 28, 2018, plus the applicable spread.
- (3) Excludes amortized deferred financing costs primarily pertaining to the Company's unsecured revolving credit facility which amounted to \$758 thousand for the three months ended September 30, 2018.

## Debt Profile - (Page 20)

- (1) Effective rate of debt, including deferred financing costs, comprised of the cost of terminated treasury lock agreements (if any), debt initiation costs, mark-to-market adjustment of acquired debt and other transaction costs, as applicable.
- (2) Senior unsecured debt is rated BB+/Ba1/BB+ by S&P, Moody's and Fitch respectively.
- (3) Cost of terminated treasury lock agreements (if any), offering and other transaction costs and the discount/premium on the notes, as applicable.
- (4) 2016 term loan, maturing on January 7, 2019, has three year term with two 1-year extension options available. 2017 term loan, maturing on January 25, 2020, has three year term with two 1-year extension options available.

## 2018/2019 Debt Maturities - (Page 21)

- (1) Construction loan LTVs are calculated using the respective maximum loan balance.
- (2) The Company has entered into an agreement to sell Park Square. The transaction is expected to close in 4Q 2018.
- (3) Executed term sheets for permanent financing.

## Unconsolidated Joint Ventures - (Page 22)

- (1) Amounts represent the Company's share based on ownership percentage.
- (2) Unconsolidated Joint Venture reconciliation is as follows:

|   | <u>3Q 2018</u> |
|---|----------------|
| Equity in Earnings of Unconsolidated Joint Ventures                   | \$687          |
| Unconsolidated Joint Venture Funds from Operations                    | <u>4,128</u>   |
| Joint Venture Share of Add-Back of Real Estate-Related Depreciation   | 4,815          |
| Minority Interest in Consolidated Joint Venture Share of Depreciation | <u>(659)</u>   |
| EBITDA Depreciation Add-Back  | <u>\$4,156</u> |

## Transaction Activity - (Page 23)

- (1) Acquisitions list gross costs; dispositions list gross sales proceeds.
- (2) Weighted average cap rate calculated using forward 12-month NOI at period of sale.
- (3) Price Per SF calculation includes 1-11 Martine, a 82,000 SF condo space that did not generate income since its acquisition in 2Q 2016.

# Appendix - Continued

## Property Listing - (Page 25)

- (1) Excludes non-core holdings targeted for sale at 708,786 SF; excludes consolidated repositionings taken offline totaling 465,860 SF. Total consolidated office portfolio of 15,672,149 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 September 2018 billings times 12. For leases whose rent commences after October 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.

## Top 15 Tenants - (Page 29)

- (1) Annualized base rental revenue is based on actual September 2018 billings times 12. For leases whose rent commences after October 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.
- (2) Represents the percentage of space leased and annual base rental revenue to commercial tenants only.
- (3) 45,256 square feet expire in 2019; 237,350 square feet expire in 2029.
- (4) 9,356 square feet expire in 2019; 33,363 square feet expire in 2021; 388,207 square feet expire in 2027.
- (5) 650 square feet expire in 2018; 295,922 square feet expire in 2032.
- (6) 59,228 square feet expire in 2018; 29,540 square feet expire in 2019; 129,786 square feet expire in 2031.
- (7) 66,606 square feet expire in 2024; 54,341 square feet expire in 2026.
- (8) 19,485 square feet expire in 2019; 17,855 square feet expire in 2021; 38,930 square feet expire in 2023; 40,368 square feet expire in 2024; 20,395 square feet expire in 2026; 15,408 square feet expire in 2027.
- (9) 82,936 square feet expire in 2026; 56,360 square feet expire in 2030.

## Expirations - (Pages 30-31)

- (1) Includes office, office/flex, industrial/warehouse and stand-alone retail property tenants only. Excludes leases for amenity, retail, parking and month-to-month tenants. Some tenants have multiple leases.
- (2) Reconciliation to Company's total net rentable square footage is as follows:

|   | Square Feet       |
|---|-------------------|
| Square footage leased to commercial tenants   | 12,207,397        |
| Square footage used for corporate offices, management offices, building use, retail tenants, food services, other ancillary service tenants and occupancy adjustments | 366,939           |
| Square footage unleased   | 2,631,953         |
| <b>Total net rentable square footage (excluding ground leases)</b>  | <b>15,206,289</b> |
- (3) Annualized base rental revenue is based on actual September 2018 billings times 12. For leases whose rent commences after October 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.
- (4) Includes leases in effect as of the period end date, some of which have commencement dates in the future, and leases expiring September 30, 2018 aggregating 9,771 square feet and representing annualized base rent of \$256,833 for which no new leases were signed.

## Operating & Lease-up Communities - (Page 38)

- (1) 1Q 2018 NOI affected favorably by one-time tax settlement of \$405 thousand. Excluding the settlement, 1Q 2018 NOI would have been \$429 thousand.
- (2) Unconsolidated joint venture income represented at 100% venture NOI. See Information on Net Operating Income (NOI) on page 46.
- (3) Incremental 50% interest acquired on August 2, 2018.
- (4) Excludes proceeds from the \$2.6 million dollar tax credit in 1Q 2018.
- (5) As of September 30, 2018 Priority Capital included Metropolitan at \$20,914 (Prudential).
- (6) Excludes approximately 83,083 SF of ground floor retail.

## In-Construction Communities - (Page 40)

- (1) Represents maximum loan proceeds.
- (2) Represents development costs funded with debt or capital as of September 30, 2018.
- (3) The maximum loan balance presented is the anticipated debt and as no formal agreement has been signed, may be subject to change.
- (4) Projected stabilized yield without the Marriott Hotels at Port Imperial is 6.22 percent.

## Future Start Communities - (Page 41)

- (1) Currently approved for approximately 290,000 square feet of office space.
- (2) Roseland has signed an acquisition agreement, subject to certain conditions.

# Global Definitions

**Average Revenue Per Home:** Calculated as total apartment revenue for the quarter ended September 30, divided by the average percent occupied for the quarter ended September 30, 2018, divided by the number of apartments and divided by three.

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

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

**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.

**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 Yield:** Represents Projected Stabilized Residential NOI divided by Total Costs. See following page for "Projected Stabilized Residential NOI" definition.

**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.



# Information About Net Operating Income (NOI)

\$ in thousands  
(unaudited)

## Reconciliation of Net Income to Net Operating Income (NOI)

|   | 3Q 2018          |                 |                 | 2Q 2018         |                  |                 | YTD 3Q 2018      |                 |                  |
|---|------------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|
|   | Office/Corp      | Roseland        | Total           | Office/Corp     | Roseland         | Total           | Office/Corp      | Roseland        | Total            |
| <b>Net Income</b>   | <b>(\$1,608)</b> | <b>\$3,297</b>  | <b>\$1,689</b>  | <b>\$3,822</b>  | <b>(\$2,321)</b> | <b>\$1,501</b>  | <b>\$51,666</b>  | <b>\$2,212</b>  | <b>\$53,878</b>  |
| Deduct:   |                  |                 |                 |                 |                  |                 |                  |                 |                  |
| Real estate services income                                   | (122)            | (4,310)         | (4,432)         | (104)           | (3,970)          | (4,074)         | (460)            | (12,707)        | (13,167)         |
| Interest and other investment loss (income)                   | (850)            | (1)             | (851)           | (638)           | (3)              | (641)           | (2,204)          | (11)            | (2,215)          |
| Equity in (earnings) loss of unconsolidated joint ventures    | (714)            | 1,401           | 687             | (909)           | 961              | 52              | (1,483)          | 650             | (833)            |
| Gain on change of control of interests                        | -                | (14,217)        | (14,217)        | -               | -                | -               | -                | (14,217)        | (14,217)         |
| Realized (gains) losses and unrealized losses on disposition  | 2,772            | 6,330           | 9,102           | (1,010)         | -                | (1,010)         | (56,424)         | 6,330           | (50,094)         |
| (Gain) on sale of investment in unconsolidated joint ventures | -                | -               | -               | -               | -                | -               | -                | -               | -                |
| (Gain) loss from early extinguishment of debt, net            | -                | -               | -               | -               | -                | -               | 10,289           | -               | 10,289           |
| Add:  |                  |                 |                 |                 |                  |                 |                  |                 |                  |
| Real estate services expenses                                 | 83               | 4,317           | 4,400           | 68              | 4,292            | 4,360           | 227              | 13,469          | 13,696           |
| General and administrative <sup>(1)</sup>                     | 8,729            | 1,311           | 10,040          | 10,401          | 2,058            | 12,459          | 32,311           | 5,500           | 37,811           |
| Depreciation and amortization                                 | 35,443           | 10,370          | 45,813          | 34,132          | 7,281            | 41,413          | 104,116          | 24,407          | 128,523          |
| Interest expense  | 16,605           | 4,489           | 21,094          | 16,331          | 2,668            | 18,999          | 51,116           | 9,052           | 60,168           |
| <b>Net Operating Income (NOI)</b>                             | <b>\$60,338</b>  | <b>\$12,987</b> | <b>\$73,325</b> | <b>\$62,093</b> | <b>\$10,966</b>  | <b>\$73,059</b> | <b>\$189,154</b> | <b>\$34,685</b> | <b>\$223,839</b> |

## Definition of: Net Operating Income (NOI)

NOI represents total revenues less total operating expenses, as reconciled to net income above. The Company considers NOI to be a meaningful non-GAAP financial measure for making decisions and assessing unlevered performance of its property types and markets, as it relates to total return on assets, as opposed to levered return on equity. As properties are considered for sale and acquisition based on NOI estimates and projections, the Company utilizes this measure to make investment decisions, as well as compare the performance of its assets to those of its peers. NOI should not be considered a substitute for net income, and the Company's use of NOI may not be comparable to similarly titled measures used by other companies. The Company calculates NOI before any allocations to noncontrolling interests, as those interests do not effect the overall performance of the individuals assets being measured and assessed.

### Notes:

(1) Adjustment reflects non-real estate overhead general and administrative expense.

# Company Information, Executive Officers & Analysts

## Company Information

### Corporate Headquarters

Mack-Cali Realty Corporation  
Harborside 3, 210 Hudson St., Ste. 400  
Jersey City, New Jersey 07311  
(732) 590-1010

### Stock Exchange Listing

New York Stock Exchange

### Trading Symbol

Common Shares: CU

### Contact Information

Mack-Cali Realty Corporation  
Investor Relations Department  
Harborside 3, 210 Hudson St., Ste. 400  
Jersey City, New Jersey 07311

Deidre Crockett, Senior Vice President of Corporate Communications and Investor Relations  
Phone: (732) 590-1025  
E-Mail: dcrockett@mack-cali.com  
Web: www.mack-cali.com

## Executive Officers

### Michael J. DeMarco

*Chief Executive Officer*

### Marshall Tycher

*Chairman, Roseland Residential Trust*

### David Smetana

*Chief Financial Officer*

### Andrew Marshall

*President, Roseland Residential Trust*

### Gary Wagner

*General Counsel and Secretary*

### Ricardo Cardoso

*EVP and Chief Investment Officer*

### Nicholas Hilton

*Executive Vice President, Leasing*

## Equity Research Coverage

### Bank of America Merrill Lynch

James C. Feldman

### Citigroup

Michael Bilerman

### Green Street Advisors

Danny Ismail

### SunTrust Robinson Humphrey, Inc.

Michael R. Lewis

### Bardays Capital

Ross L. Smotrich

### Deutsche Bank North America

Derek Johnson

### JP Morgan

Anthony Paolone

### BTIG, LLC

Thomas Catherwood

### Evercore ISI

Steve Sakwa

### Stifel Nicolaus & Company, Inc.

John Guinee

*Any opinions, estimates, forecasts or predictions regarding Mack-Cali Realty Corporation's performance made by these analysts are theirs alone and do not represent opinions, estimates, forecasts or predictions of Mack-Cali Realty*

#### DISCLOSURE REGARDING FORWARD-LOOKING STATEMENTS

The Company considers portions of this information, including the documents incorporated by reference, to be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of such 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 the Company believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions at the time made, the Company 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. Readers are cautioned not to place undue reliance on these forward-looking statements.

Among the factors about which the Company has made assumptions are:

- risks and uncertainties affecting the general economic climate and conditions, which in turn may have a negative effect on the fundamentals of the Company's business and the financial condition of the Company's tenants and residents;
- the value of the Company's real estate assets, which may limit the Company's ability to dispose of assets at attractive prices or obtain or maintain debt financing secured by our properties or on an unsecured basis;
- the extent of any tenant bankruptcies or of any early lease terminations;
- The Company's ability to lease or re-lease space at current or anticipated rents;
- changes in the supply of and demand for the Company's properties;
- changes in interest rate levels and volatility in the securities markets;
- The Company's ability to complete construction and development activities on time and within budget, including without limitation obtaining regulatory permits and the availability and cost of materials, labor and equipment;
- forward-looking financial and operational information, including information relating to future development projects, potential acquisitions or dispositions, and projected revenue and income;
- changes in operating costs;
- The Company's ability to obtain adequate insurance, including coverage for terrorist acts;
- The Company's credit worthiness and the availability of financing on attractive terms or at all, which may adversely impact our ability to pursue acquisition and development opportunities and refinance existing debt and the Company's future interest expense;
- changes in governmental regulation, tax rates and similar matters; and
- other risks associated with the development and acquisition of properties, including risks that the development may not be completed on schedule, that the tenants or residents will not take occupancy or pay rent, or that development or operating costs may be greater than anticipated.

For further information on factors which could impact us and the statements contained herein, see Item 1A: Risk Factors in MCRC's Annual Report on Form 10-K for the Year ended December 31, 2017. We assume no obligation to update and supplement forward-looking statements that become untrue because of subsequent events, new information or otherwise.

This Supplemental Operating and Financial Data is not an offer to sell or solicitation to buy any securities of the Mack-Cali Realty Corporation ("MCRC"). Any offers to sell or solicitations of the MCRC shall be made by means of a prospectus. The information in this Supplemental Package must be read in conjunction with, and is modified in its entirety by, the Quarterly Report on Form 10-Q (the "10-Q") filed by the MCRC for the same period with the Securities and Exchange Commission (the "SEC") and all of the MCRC's other public filings with the SEC (the "Public Filings"). In particular, the financial information contained herein is subject to and qualified by reference to the financial statements contained in the 10-Q, the footnotes thereto and the limitations set forth therein. Investors may not rely on the Supplemental Package without reference to the 10-Q and the Public Filings. Any investors' receipt of, or access to, the information contained herein is subject to this qualification.

## MACK — CALI REALTY CORPORATION

For Immediate Release

**MACK-CALI REALTY CORPORATION**  
**REPORTS THIRD QUARTER 2018 RESULTS**

Jersey City, New Jersey — October 31, 2018 — Mack-Cali Realty Corporation (NYSE: CLI) today reported its results for the third quarter 2018.

**THIRD QUARTER 2018 HIGHLIGHTS**

- Reported net income (loss) of \$(0.05) per diluted share for the quarter;
- Achieved Core Funds from Operations per diluted share of \$0.43 for the quarter and \$1.38 for the nine months 2018;
- Leased 833,840 sq. ft. of office space (389,042 sq. ft. on the Waterfront);
- Grew Core portfolio office rental rates by 9.9% on a cash basis and 30.9% on a GAAP basis;
- Leases signed in the third quarter in our Core Office portfolio (excluding Flex) had cash starting rents of \$34.93 per square foot;
- Core office portfolio was 84.2% leased and the Class A Suburban Portfolio was 94.8%, Flex was 93.3%, Suburban 84.3% and Waterfront 73.2% leased at September 30, 2018;
- Completed the sales of three (non-core) office buildings for an aggregate sales price of approximately \$32 million;
- Major waterfront office leases signed:  
A 132,000 sq. ft. office lease renewal at Harborside 2, including 26,000 sq. ft. of expansion space with E-Trade;  
A 111,000 sq. ft. office lease renewal at Harborside 2, including 36,000 sq. ft. of expansion space with Sumitomo; and  
An 80,000 sq. ft. office lease renewal at 101 Hudson St., including 32,000 sq. ft. of expansion space with First Data;
- Roseland's multifamily stabilized portfolio was 96.4% leased at September 30, 2018;
- Roseland's 1,212 unit lease-up portfolio, all from 2018 deliveries, was 74.4% leased at October 29, 2018; in July, the Company commenced leasing activities at River House 11, a 295-unit project in our Port Imperial master-planned community; the property experienced unprecedented velocity having achieved stabilization and is currently 95.6% leased;
- Roseland commenced construction on two residential developments, Building 9 at Port Imperial, a 313-unit project adjacent to the successful RiverHouse 11 and Chase III, a 326-unit project representing the next phase of the Overlook Ridge master planned community and adjacent to 1,386 stabilized Roseland apartments;
- Roseland acquired Prudential's membership interest in Marbella, thereby converting its subordinate interest into a controlling interest for approximately \$65.6 million. The acquisition closed on August 2<sup>nd</sup>; and
- Declared \$0.20 per share quarterly common stock dividend.

“We had an excellent quarter on all fronts but especially waterfront leasing. The team signed over 830,000 square feet with over 46 percent of that leased at the Waterfront,” commented Michael J. DeMarco, Chief Executive Officer. “The substantial capital improvements that have been completed are getting tenants to our projects and we are pleased to see conversion coming from the consistent rise in traffic that has been building throughout the year. In our residential portfolio, the leasing pace is brisk, with strong interest represented by quarter end occupancy of 96 percent. The fourth quarter is looking excellent. We expect 2018 to be a solid year.”

**FINANCIAL HIGHLIGHTS**

\* All per share amounts presented below are on a diluted basis.

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Net income (loss) available to common shareholders for the quarter ended September 30, 2018 amounted to \$(1.5) million, or \$(0.05) per share, as compared to \$38.1 million, or \$0.39 per share, for the quarter ended September 30, 2017. For the nine months ended September 30, 2018, net income to common shareholders equaled \$40.3 million, or \$0.35 per share, as compared to \$20.6 million, or \$0.06 per share, for the same period last year.

Funds from operations (FFO) for the quarter ended September 30, 2018 amounted to \$42.7 million, or \$0.42 per share, as compared to \$57.8 million, or \$0.57 per share, for the quarter ended September 30, 2017. For the nine months ended September 30, 2018, FFO equaled \$121.4 million, or \$1.21 per share, as compared to \$174.1 million, or \$1.73 per share, for the same period last year.

For the third quarter 2018, Core FFO was \$0.43 per share, as compared to \$0.57 for the same period last year.

## **OPERATING HIGHLIGHTS**

### **Office**

Mack-Cali's consolidated Core office properties were 84.2 percent leased at September 30, 2018, as compared to 83.2 percent leased at June 30, 2018.

Third quarter 2018 same store GAAP revenues for the office portfolio declined by 9.3 percent while same store GAAP NOI fell by 13.3 percent. Third quarter 2018 same store cash revenues for the office portfolio declined by 4.8 percent while same store cash NOI fell by 6.5 percent. Same store cash revenues and same store cash NOI excludes straight-line rent and FAS 141 adjustments.

For the quarter ended September 30, 2018, the Company executed 52 leases at its consolidated in-service commercial portfolio totaling 833,840 square feet. Of these totals, 15 leases for 189,342 square feet (23 percent) were for new leases and 37 leases for 644,498 square feet (77 percent) were lease renewals and other tenant retention transactions.

Of the 389,000 square feet of Waterfront leases signed in the quarter, 94,000 square feet represent expansions associated with early renewals, 249,000 square feet represents early renewals of existing tenants, 43,000 square feet represent new deals, and 3,000 square feet represent expansions of existing space.

Rental rate roll up for the Core portfolio for third quarter 2018 transactions was 9.9 percent on a cash basis and 30.9 percent on a GAAP basis. Rental rate roll up in third quarter 2018 for new transactions was 6.5 percent on a cash basis and 20.9 percent on a GAAP basis; and for renewals and other tenant retention transactions was 10.6 percent on a cash basis and 33.6 percent on a GAAP basis. Same store cash revenues and same store cash NOI excludes straight-line rent and FAS 141 adjustments.

The Company completed the sales of three office buildings in two transactions during the third quarter of 2018 at a weighted average cash cap rate of 7.8 percent. 600 Horizon Drive, a 95,000 square-foot single tenant building in Hamilton, New Jersey, was sold for a gross price of \$15.8 million. 1 & 3 Barker, two buildings in White Plains, New York, totaling 133,300 square feet, was sold for a gross price of \$15.9 million.

### **Multifamily**

Roseland's stabilized operating portfolio was 96.4 percent leased at September 30, 2018. Same store net operating income increased by 1.2 percent for the third quarter. With the 2018 delivery of 1,212 units coupled with its construction portfolio of over 1,794 units and keys, we envision continued growth in the Company's residential portfolio and cash flow contribution. The lease-up portfolio is currently 74.4 percent leased.

## **BALANCE SHEET/CAPITAL MARKETS**

As of September 30, 2018, the Company had a debt-to-undepreciated assets ratio of 45.8 percent compared to 44.6 percent at June 30, 2018 and 46.2 percent at September 30, 2017. Net debt to adjusted EBITDA for the quarter ended September 30, 2018 was 10.0x compared to 9.7x for the quarter ended June 30, 2018. The Company's interest coverage ratio was 3.3x for the quarter ended September 30, 2018, compared to 3.4x for the quarter ended September 30, 2017.

## **DIVIDEND**

In September 2018, the Company's Board of Directors declared a quarterly cash dividend of \$0.20 per common share (indicating an annual rate of \$0.80 per common share) for the third quarter 2018, which was paid on October 12, 2018 to shareholders of record as of October 2, 2018. The Company's Core FFO dividend payout ratio for the quarter was 46.5 percent.

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## GUIDANCE/OUTLOOK

The Company's projected net income and Core FFO per diluted share guidance for full year 2018 is as follows:

|  | Full Year<br>2018 Range |             |          |           |             |
|--|-------------------------|-------------|----------|-----------|-------------|
| Net income available to common shareholders  | \$                      | 0.27        | -        | \$        | 0.31        |
| <u>Add (deduct):</u>   |                         |             |          |           |             |
| Real estate-related depreciation and amortization on continuing operations           |                         |             | 1.80     |           |             |
| Redemption value adjustment to redeemable noncontrolling interests                   |                         |             | 0.07     |           |             |
| Realized (gains) losses and unrealized losses on disposition of rental property, net |                         |             | (0.50)   |           |             |
| Loss from extinguishment of debt, net  |                         |             | 0.10     |           |             |
| Severance/separation costs on management restructuring                               |                         |             | 0.07     |           |             |
| <b>Core FFO</b>  | <b>\$</b>               | <b>1.81</b> | <b>-</b> | <b>\$</b> | <b>1.85</b> |

## 2018 Guidance Assumptions

| Assumptions:                           | (\$ in millions) |       |     |       |
|--|------------------|-------|-----|-------|
|  | Revised          |       | Low | High  |
| Office Occupancy (year-end % leased)   |                  | 84%   |     | 86%   |
| Office Same Store GAAP NOI Growth      |                  | (16)% |     | (13)% |
| Office Same Store Cash NOI Growth      |                  | (14)% |     | (11)% |
| Multifamily Same Store NOI Growth      |                  | 0%    |     | 2%    |
| Straight-Line Rent Adjustment          | \$               | 5     | \$  | 8     |
| FAS 141 Mark-to-Market Rent Adjustment | \$               | 5     | \$  | 6     |
| Dispositions                           | \$               | 300   | \$  | 375   |
| Base Building Capex                    | \$               | 6     | \$  | 10    |
| Leasing Capex                          | \$               | 60    | \$  | 75    |
| G&A (Net of Severance Costs)           | \$               | 46    | \$  | 48    |
| Interest Expense                       | \$               | 82    | \$  | 84    |

This guidance reflects management's view of current market conditions and certain assumptions with regard to rental rates, occupancy levels and other assumptions/projections. Actual results could differ from these estimates.

## CONFERENCE CALL/SUPPLEMENTAL INFORMATION

An earnings conference call with management is scheduled for November 1, 2018 at 10:00 a.m. Eastern Time, which will be broadcast live via the Internet at: <https://edge.media-server.com/m6/p/rttkrycp>

The live conference call is also accessible by calling (323) 994-2082 and requesting the Mack-Cali conference call.

The conference call will be rebroadcast on Mack-Cali's website at <http://investors.mack-cali.com/corporate-profile> beginning at 12:00 p.m. Eastern Time on November 1, 2018.

A replay of the call will also be accessible November 1, 2018 through November 7, 2018 by calling (719) 457-0820 and using the pass code, 6066630.

Copies of Mack-Cali's Form 10-Q and Supplemental Operating and Financial Data are available on Mack-Cali's website, as follows:

Third Quarter 2018 Form 10-Q:  
<http://investors.mack-cali.com/sec-filings>

Third Quarter 2018 Supplemental Operating and Financial Data:  
<http://investors.mack-cali.com/quarterly-supplementals>

In addition, these items are available upon request from:  
Mack-Cali Investor Relations Department - Deidre Crockett  
Harborside 3, 210 Hudson St., Ste. 400, Jersey City, New Jersey 07311  
(732) 590-1025

## INFORMATION ABOUT FFO

Funds from operations (“FFO”) is defined as net income (loss) before noncontrolling interests of unitholders, computed in accordance with generally accepted accounting principles (“GAAP”), excluding gains or losses from depreciable rental property transactions (including both acquisitions and dispositions), and impairments related to depreciable rental property, plus real estate-related depreciation and amortization. The Company believes that FFO per share is helpful to investors as one of several measures of the performance of an equity REIT. The Company further believes that as FFO per share excludes the effect of depreciation, gains (or losses) from property transactions and impairments related to depreciable rental property (all of which are based on historical costs which may be of limited relevance in evaluating current performance), FFO per share can facilitate comparison of operating performance between equity REITs.

FFO per share should not be considered as an alternative to net income available to common shareholders per share as an indication of the Company’s performance or to cash flows as a measure of liquidity. FFO per share presented herein is not necessarily comparable to FFO per share presented by other real estate companies due to the fact that not all real estate companies use the same definition. However, the Company’s FFO per share is comparable to the FFO per share of real estate companies that use the current definition of the National Association of Real Estate Investment Trusts (“NAREIT”). A reconciliation of net income per share to FFO per share is included in the financial tables accompanying this press release.

Core FFO is defined as FFO, as adjusted for certain items to facilitate comparative measurement of the Company’s performance over time. Core FFO is presented solely as supplemental disclosure that the Company’s management believes provides useful information to investors and analysts of its results, after adjusting for certain items to facilitate comparability of its performance from period to period. Core FFO is a non-GAAP financial measure that is not intended to represent cash flow and is not indicative of cash flows provided by operating activities as determined in accordance with GAAP. As there is not a generally accepted definition established for Core FFO, the Company’s measures of Core FFO may not be comparable to the Core FFO reported by other REITs. A reconciliation of net income per share to Core FFO in dollars and per share is included in the financial tables accompanying this press release.

## ABOUT THE COMPANY

One of the country’s leading real estate investment trusts (REITs), Mack-Cali Realty Corporation is an owner, manager and developer of premier office and multifamily properties in select waterfront and transit-oriented markets throughout the Northeast. Mack-Cali is headquartered in Jersey City, New Jersey, and is the visionary behind the city’s flourishing waterfront, where the company is leading development, improvement and place-making initiatives for Harborside, a master-planned destination comprised of class A office, luxury apartments, diverse retail and restaurants, and public spaces.

A fully-integrated and self-managed company, Mack-Cali has provided world-class management, leasing, and development services throughout New Jersey and the surrounding region for two decades. By regularly investing in its properties and innovative lifestyle amenity packages, Mack-Cali creates environments that empower tenants and residents to reimagine the way they work and live.

For more information on Mack-Cali Realty Corporation and its properties, visit [www.mack-cali.com](http://www.mack-cali.com).

The information in this press release must be read in conjunction with, and is modified in its entirety by, the Quarterly Report on Form 10-Q (the “10-Q”) filed by the Company for the same period with the Securities and Exchange Commission (the “SEC”) and all of the Company’s other public filings with the SEC (the “Public Filings”). In particular, the financial information contained herein is subject to and qualified by reference to the financial statements contained in the 10-Q, the footnotes thereto and the limitations set forth therein. Investors may not rely on the press release without reference to the 10-Q and the Public Filings.

We consider portions of this report, including the documents incorporated by reference, to be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of such 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

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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. Readers are cautioned not to place undue reliance on these forward-looking statements.

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**Mack-Cali Realty Corporation**  
**Consolidated Statements of Operations**  
(In thousands, except per share amounts) (unaudited)

|  | Three Months Ended<br>September 30, |                  | Nine Months Ended<br>September 30, |                  |
|--|-------------------------------------|------------------|------------------------------------|------------------|
|  | 2018                                | 2017             | 2018                               | 2017             |
| <b>REVENUES</b>  |                                     |                  |                                    |                  |
| Base rents   | \$ 107,239                          | \$ 128,643       | \$ 323,725                         | \$ 382,915       |
| Escalations and recoveries from tenants  | 12,656                              | 16,385           | 35,748                             | 47,455           |
| Real estate services   | 4,432                               | 5,748            | 13,167                             | 17,980           |
| Parking income   | 5,499                               | 5,766            | 16,583                             | 15,047           |
| Other income   | 2,288                               | 3,476            | 8,447                              | 9,274            |
| Total revenues   | <u>132,114</u>                      | <u>160,018</u>   | <u>397,670</u>                     | <u>472,671</u>   |
| <b>EXPENSES</b>  |                                     |                  |                                    |                  |
| Real estate taxes  | 15,680                              | 21,300           | 52,007                             | 63,609           |
| Utilities  | 9,990                               | 11,480           | 30,049                             | 33,251           |
| Operating services   | 27,107                              | 26,312           | 75,664                             | 80,495           |
| Real estate services expenses  | 4,400                               | 6,207            | 13,696                             | 18,376           |
| General and administrative   | 11,620                              | 13,140           | 41,160                             | 37,223           |
| Depreciation and amortization  | 45,813                              | 52,375           | 128,523                            | 157,768          |
| Total expenses   | <u>114,610</u>                      | <u>130,814</u>   | <u>341,099</u>                     | <u>390,722</u>   |
| Operating income   | 17,504                              | 29,204           | 56,571                             | 81,949           |
| <b>OTHER (EXPENSE) INCOME</b>  |                                     |                  |                                    |                  |
| Interest expense   | (21,094)                            | (25,634)         | (60,168)                           | (70,898)         |
| Interest and other investment income (loss)  | 851                                 | 762              | 2,620                              | 1,358            |
| Equity in earnings (loss) of unconsolidated joint ventures                           | (687)                               | (1,533)          | 833                                | (4,882)          |
| Gain on change of control of interests   | 14,217                              | —                | 14,217                             | —                |
| Realized gains (losses) and unrealized losses on disposition of rental property, net | (9,102)                             | 31,336           | 50,094                             | (2,112)          |
| Gain on sale of investment in unconsolidated joint venture                           | —                                   | 10,568           | —                                  | 23,131           |
| Loss from extinguishment of debt, net  | —                                   | —                | (10,289)                           | (239)            |
| Total other income (expense)   | <u>(15,815)</u>                     | <u>15,499</u>    | <u>(2,693)</u>                     | <u>(53,642)</u>  |
| Net income   | 1,689                               | 44,703           | 53,878                             | 28,307           |
| Noncontrolling interest in consolidated joint ventures                               | 451                                 | 447              | 576                                | 865              |
| Noncontrolling interest in Operating Partnership                                     | 167                                 | (4,413)          | (4,574)                            | (2,412)          |
| Redeemable noncontrolling interest   | (3,785)                             | (2,683)          | (9,573)                            | (6,157)          |
| Net income (loss) available to common shareholders                                   | <u>\$ (1,478)</u>                   | <u>\$ 38,054</u> | <u>\$ 40,307</u>                   | <u>\$ 20,603</u> |
| <b>Basic earnings per common share:</b>  |                                     |                  |                                    |                  |
| Net income (loss) available to common shareholders                                   | <u>\$ (0.05)</u>                    | <u>\$ 0.39</u>   | <u>\$ 0.35</u>                     | <u>\$ 0.06</u>   |
| <b>Diluted earnings per common share:</b>  |                                     |                  |                                    |                  |
| Net income (loss) available to common shareholders                                   | <u>\$ (0.05)</u>                    | <u>\$ 0.39</u>   | <u>\$ 0.35</u>                     | <u>\$ 0.06</u>   |
| Basic weighted average shares outstanding  | <u>90,468</u>                       | <u>90,023</u>    | <u>90,355</u>                      | <u>89,997</u>    |
| Diluted weighted average shares outstanding  | <u>100,712</u>                      | <u>100,727</u>   | <u>100,684</u>                     | <u>100,701</u>   |

**Mack-Cali Realty Corporation**  
**Statements of Funds from Operations**  
*(in thousands, except per share/unit amounts) (unaudited)*

|  | Three Months Ended<br>September 30, |                  | Nine Months Ended<br>September 30, |                   |
|--|-------------------------------------|------------------|------------------------------------|-------------------|
|  | 2018                                | 2017             | 2018                               | 2017              |
| Net income (loss) available to common shareholders                                   | \$ (1,478)                          | \$ 38,054        | \$ 40,307                          | \$ 20,603         |
| Add (deduct): Noncontrolling interest in Operating Partnership                       | (167)                               | 4,413            | 4,574                              | 2,412             |
| Real estate-related depreciation and amortization on continuing operations (a)       | 49,433                              | 57,231           | 140,816                            | 172,144           |
| Gain on change of control of interests   | (14,217)                            | —                | (14,217)                           | —                 |
| Gain on sale of investment in unconsolidated joint venture                           | —                                   | (10,568)         | —                                  | (23,131)          |
| Realized (gains)/losses and unrealized losses on disposition of rental property, net | 9,102                               | (31,336)         | (50,094)                           | 2,112             |
| <b>Funds from operations (b)</b>   | <b>\$ 42,673</b>                    | <b>\$ 57,794</b> | <b>\$ 121,386</b>                  | <b>\$ 174,140</b> |
| <b>Add/(Deduct):</b>   |                                     |                  |                                    |                   |
| Loss from extinguishment of debt, net  | —                                   | —                | 10,289                             | 239               |
| Severance/separation costs on management restructuring                               | 640                                 | —                | 7,487                              | —                 |
| <b>Core FFO</b>  | <b>\$ 43,313</b>                    | <b>\$ 57,794</b> | <b>\$ 139,162</b>                  | <b>\$ 174,379</b> |
| Diluted weighted average shares/units outstanding (c)                                | 100,712                             | 100,727          | 100,684                            | 100,701           |
| Funds from operations per share/unit-diluted   | \$ 0.42                             | \$ 0.57          | \$ 1.21                            | \$ 1.73           |
| Core funds from operations per share/unit diluted                                    | \$ 0.43                             | \$ 0.57          | \$ 1.38                            | \$ 1.73           |
| Dividends declared per common share  | \$ 0.20                             | \$ 0.20          | \$ 0.60                            | \$ 0.55           |
| <b>Dividend payout ratio:</b>  |                                     |                  |                                    |                   |
| Core Funds from operations-diluted   | 46.50%                              | 34.86%           | 43.41%                             | 31.76%            |
| <b>Supplemental Information:</b>   |                                     |                  |                                    |                   |
| Non-incremental revenue generating capital expenditures:                             |                                     |                  |                                    |                   |
| Building improvements  | \$ 2,208                            | \$ 1,664         | \$ 4,597                           | \$ 9,936          |
| Tenant improvements & leasing commissions (d)  | \$ 4,467                            | \$ 5,110         | \$ 26,874                          | \$ 17,225         |
| Tenant improvements & leasing commissions on space vacant for more than a year       | \$ 7,782                            | \$ 6,667         | \$ 22,328                          | \$ 18,783         |
| Straight-line rent adjustments (e)   | \$ 1,901                            | \$ 6,360         | \$ 4,394                           | \$ 12,613         |
| Amortization of (above)/below market lease intangibles, net (f)                      | \$ 892                              | \$ 2,254         | \$ 4,335                           | \$ 6,018          |
| Amortization of stock compensation   | \$ 1,897                            | \$ 2,291         | \$ 5,337                           | \$ 5,626          |
| Amortization of lease inducements  | \$ 214                              | \$ 535           | \$ 766                             | \$ 1,259          |
| Non real estate depreciation and amortization  | \$ 535                              | \$ 505           | \$ 1,582                           | \$ 1,231          |
| Amortization of deferred financing costs   | \$ 1,302                            | \$ 1,184         | \$ 3,543                           | \$ 3,462          |

- (a) Includes the Company's share from unconsolidated joint ventures of \$4,155 and \$5,362 for the three months ended September 30, 2018 and 2017, respectively, and \$13,873 and \$15,607 for the nine months ended September 30, 2018 and 2017, respectively. Excludes non-real estate-related depreciation and amortization of \$535 and \$505 for the three months ended September 30, 2018 and 2017, respectively, and \$1,582 and \$1,231 for the nine months ended September 30, 2018 and 2017, respectively.
- (b) Funds from operations is calculated in accordance with the definition of FFO of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO" in this release.
- (c) Calculated based on weighted average common shares outstanding, assuming redemption of Operating Partnership common units into common shares (10,189 and 10,439 shares for the three months ended September 30, 2018 and 2017, respectively, and 10,214 and 10,394 for the nine months ended September 30, 2018 and 2017, respectively), plus dilutive Common Stock Equivalents (i.e. stock options).
- (d) Excludes expenditures for tenant spaces that have not been owned for at least a year.
- (e) Includes free rent of \$3,643 and \$8,748 for the three months ended September 30, 2018 and 2017, respectively, and \$12,117 and \$21,874 for the nine months ended September 30, 2018 and 2017, respectively. Also, includes the Company's share from unconsolidated joint ventures of \$(96) and \$673 for the three months ended September 30, 2018 and 2017, respectively, and \$(790) and \$968 for the nine months ended September 30, 2018 and 2017, respectively.
- (f) Includes the Company's share from unconsolidated joint ventures of \$0 and \$81 for the three months ended September 30, 2018 and 2017, respectively, and \$107 and \$256 for the nine months ended September 30, 2018 and 2017, respectively.

**Mack-Cali Realty Corporation**  
**Statements of Funds from Operations (FFO) and Core FFO per Diluted Share**  
*(amounts are per diluted share, except share counts in thousands) (unaudited)*

|  | Three Months Ended<br>September 30, |                | Nine Months Ended<br>September 30, |                |
|--|-------------------------------------|----------------|------------------------------------|----------------|
|  | 2018                                | 2017           | 2018                               | 2017           |
| Net income (loss) available to common shareholders   | \$ (0.05)                           | \$ 0.39        | \$ 0.35                            | \$ 0.06        |
| Add (deduct): Real estate-related depreciation and amortization on continuing operations (a) | 0.49                                | 0.57           | 1.40                               | 1.71           |
| Redemption value adjustment to redeemable noncontrolling interests                           | 0.03                                | 0.03           | 0.10                               | 0.17           |
| Gain on change of control of interests   | (0.14)                              | —              | (0.14)                             | —              |
| Gain on sale of investment in unconsolidated joint venture                                   | —                                   | (0.10)         | —                                  | (0.23)         |
| Realized (gains) losses and unrealized losses on disposition of rental property, net         | 0.09                                | (0.31)         | (0.50)                             | 0.02           |
| Noncontrolling interest/rounding adjustment  | —                                   | (0.01)         | —                                  | —              |
| <b>Funds from operations (b)</b>   | <b>\$ 0.42</b>                      | <b>\$ 0.57</b> | <b>\$ 1.21</b>                     | <b>\$ 1.73</b> |
| <i>Add/(Deduct):</i>   |                                     |                |                                    |                |
| Loss from extinguishment of debt, net  | —                                   | —              | 0.10                               | —              |
| Severance/separation costs on management restructuring                                       | 0.01                                | —              | 0.07                               | —              |
| <b>Core FFO</b>  | <b>\$ 0.43</b>                      | <b>\$ 0.57</b> | <b>\$ 1.38</b>                     | <b>\$ 1.73</b> |
| Diluted weighted average shares/units outstanding (c)  | 100,712                             | 100,727        | 100,684                            | 100,701        |

- (a) Includes the Company's share from unconsolidated joint ventures of \$0.05 and \$0.06 for the three months ended September 30, 2018 and 2017, respectively, and \$0.15 and \$0.16 for the nine months ended September 30, 2018 and 2017, respectively.
- (b) Funds from operations is calculated in accordance with the definition of FFO of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO" in this release.
- (c) Calculated based on weighted average common shares outstanding, assuming redemption of Operating Partnership common units into common shares (10,189 and 10,439 shares for the three months ended September 30, 2018 and 2017, respectively, and 10,214 and 10,394 for the nine months ended September 30, 2018 and 2017, respectively), plus dilutive Common Stock Equivalents (i.e. stock options).

**Mack-Cali Realty Corporation**  
**Consolidated Balance Sheets**  
*(in thousands, except per share amounts) (unaudited)*

| Assets  | September 30,<br>2018 | December 31,<br>2017 |
|---|-----------------------|----------------------|
| Rental property   |                       |                      |
| Land and leasehold interests  | \$ 820,953            | \$ 786,789           |
| Buildings and improvements  | 4,144,911             | 3,955,122            |
| Tenant improvements   | 333,304               | 330,686              |
| Furniture, fixtures and equipment   | 41,059                | 30,247               |
|   | 5,340,227             | 5,102,844            |
| Less — accumulated depreciation and amortization  | (1,086,215)           | (1,087,083)          |
|   | 4,254,012             | 4,015,761            |
| Rental property held for sale, net  | 83,152                | 171,578              |
| Net investment in rental property   | 4,337,164             | 4,187,339            |
| Cash and cash equivalents   | 10,823                | 28,180               |
| Restricted cash   | 20,119                | 39,792               |
| Investments in unconsolidated joint ventures  | 230,614               | 252,626              |
| Unbilled rents receivable, net  | 99,320                | 100,842              |
| Deferred charges, goodwill and other assets, net  | 340,957               | 342,320              |
| Accounts receivable, net of allowance for doubtful accounts of \$537 and \$1,138                            | 7,197                 | 6,786                |
| <b>Total assets</b>   | <b>\$ 5,046,194</b>   | <b>\$ 4,957,885</b>  |
| <b>Liabilities and Equity</b>   |                       |                      |
| Senior unsecured notes, net   | \$ 570,022            | \$ 569,145           |
| Unsecured revolving credit facility and term loans  | 870,313               | 822,288              |
| Mortgages, loans payable and other obligations, net   | 1,367,383             | 1,418,135            |
| Dividends and distributions payable   | 21,691                | 21,158               |
| Accounts payable, accrued expenses and other liabilities  | 179,487               | 192,716              |
| Rents received in advance and security deposits   | 38,840                | 43,993               |
| Accrued interest payable  | 14,377                | 9,519                |
| Total liabilities   | 3,062,113             | 3,076,954            |
| Commitments and contingencies   |                       |                      |
| Redeemable noncontrolling interests   | 307,415               | 212,208              |
| <b>Equity:</b>  |                       |                      |
| Mack-Cali Realty Corporation stockholders' equity:  |                       |                      |
| Common stock, \$0.01 par value, 190,000,000 shares authorized, 90,307,280 and 89,914,113 shares outstanding | 903                   | 899                  |
| Additional paid-in capital  | 2,563,165             | 2,565,136            |
| Dividends in excess of net earnings   | (1,110,258)           | (1,096,429)          |
| Accumulated other comprehensive income (loss)   | 13,234                | 6,689                |
| Total Mack-Cali Realty Corporation stockholders' equity   | 1,467,044             | 1,476,295            |
| Noncontrolling interests in subsidiaries:   |                       |                      |
| Operating Partnership   | 166,379               | 171,395              |
| Consolidated joint ventures   | 43,243                | 21,033               |
| Total noncontrolling interests in subsidiaries  | 209,622               | 192,428              |
| Total equity  | 1,676,666             | 1,668,723            |
| <b>Total liabilities and equity</b>   | <b>\$ 5,046,194</b>   | <b>\$ 4,957,885</b>  |