



PRESS RELEASE

For Immediate Release
February 21, 2006

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NAREIT LAUNCHES EFFORT TO EDUCATE GERMAN INVESTORS ABOUT U.S. REITS

*Web-based Knowledge Center One Element of
German U.S. REIT Information Desk*

Washington, D.C. – German investors interested in listed U.S. REITs now have a unique opportunity to learn more about REITs through a new German U.S. REIT Information Desk.

The REIT information campaign is a collaborative effort involving the National Association of Real Estate Investment Trusts® (NAREIT®) and an affiliated company of the law firm Beiten Burkhardt.

Beiten Burkhardt is one of Germany's leading independent law firms, with a strong international presence and acknowledged expertise in REIT issues. It advises medium-sized businesses, large-scale enterprises and the public sector on all fields of commercial law. Founded in 1990, the firm has more than 250 lawyers in 15 locations throughout Europe and Asia.

The centerpiece of the German U.S. REIT Information Desk will be a German-language knowledge center that features some of NAREIT's most-informative and best-known resources on listed U.S. REITs, including a Web site, www.usreitinfodesk.com.

Other elements of the German U.S. REIT Information Desk will include media outreach to German financial media and participation by U.S. REIT industry leaders in major investment and real estate conferences in Germany and throughout Europe.

(more)



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NAREIT President and CEO Steven A. Wechsler pointed to increasing global interest in listed real estate investment opportunities. “Germany has a longstanding record of significant commercial property investment, often in unlisted enterprises,” he explained. “What’s more, there are heightened prospects for the adoption of German REIT legislation. Convinced that a growing number of German investors will want to learn more about REITs, we welcome the opportunity to partner with Beiten Burkhardt in shedding more light on the attributes and attractiveness of listed U.S. REITs.”

“Our goal is to enhance the general visibility and presence of U.S. listed real estate companies as attractive and appropriate investments for the German capital markets,” said Hans Volkert Volckens of Beiten Burkhardt. “I am confident the REIT Information Desk we are establishing in partnership with NAREIT will improve the German investor’s fundamental knowledge, understanding and confidence in U.S. REITs.”

REITs are in their 46th year of making income-producing commercial real estate accessible to investors in the U.S. and globally and have become a more prominent part of the investment landscape around the world. Real estate stocks offer investors high income and are a significant source of portfolio diversification. Over the last three decades, U.S. REITs have posted a historical compound annual total return of 14 percent, outpacing most other U.S. stock market benchmarks in the process. Today, there are 197 publicly traded U.S. REITs with total equity market capitalization of \$336 billion.

Wechsler said, “NAREIT’s increasingly global mission is to inform investors of the diversification, dividends, liquidity, performance and transparency made possible by investing in U.S. REITs. Our hope is that the REIT Information Desk will serve an important role in bridging the gap between interest and investment for German investors.”

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The National Association of Real Estate Investment Trusts® (NAREIT) is the trade association for REITs and publicly traded real estate companies with an interest in the U.S. property and investment markets. Members are real estate investment trusts (REITs) and listed companies that own, operate and finance income-producing real estate, as well as those firms and individuals who advise, study and service those businesses. For more information, see www.nareit.com and www.investinreits.com.

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