

How other high-profile transactions(1996–2002) stack up with Simon’s proposed bid for Taubman

Date	Name	Buyer	Seller	Price (\$MM)	In-line GLA (000 SF)	Price/SF	Sales/SF	NOI cap rate
?	Taubman acquisition at \$18 per share	Simon ?	Taubman ?	\$3,984		\$560	\$425	~8.0%
6/96	The Fashion Show (75% interest)	Rouse	Howard Hughes Corp.	\$164	308	\$534	\$452	7.3%
12/96	Old Orchard Shopping Center	Urban Shopping Centers	Equity Properties & Dev.	\$266	632	\$421	\$381	8.3%
9/97	Regency Square	Taubman Realty Group	Prudential Insurance	\$124	236	\$525	\$400	8.3%
12/97	The Falls Shopping Center	Taubman Realty Group	Heitman Capital Management	\$159	350	\$453	\$420	8.0%
9/98	Corporate Property Investors (23 centers)	Simon DeBartolo Group	Corporate Property Investors	\$4,863	8,922	\$545	\$383	7.4%
12/98	The Hahn Portfolio (7 centers)	Rouse	TrizecHahn	\$1,110	2,973	\$373	\$405	6.6%
7/99	Ala Moana Center	General Growth Properties	Daiei	\$810	869	\$932	\$889	8.0%
9/00	Urban Shopping Centers (18 regional malls)	Rodamco North America	Urban Shopping Centers	\$3,239	8,035	\$403	\$450	7.7%
5/01	Fashion Ctr. @ Pentagon City (79% preferred interest)	SPG/CalPERS	L&B Realty Advisors	\$288	324	\$1,127	\$715	8.0%
10/01	Fashion Valley Mall (50% interest)	CalPERS/Walton Street Capital	Prime Property Fund (Lend Lease)	\$165	514	\$643	\$575	8.4%
1/02	Rodamco North America (interests in 13 malls)	Simon Property Group	Rodamco North America	\$1,550	4,701	\$498	\$500	8.5%
1/02	Rodamco North America (interests in 8 malls)	Rouse	Rodamco North America	\$1,450	4,125	\$497	\$480	8.5%
5/02	The Oaks Shopping Center	Macerich Co.	TZH (50%) CalSTRS (50%)	\$153	336	\$454	\$428	8.2%
10/02	Glendale Galleria	General Growth Properties	Donahue Schriber	\$415	496	\$837	\$500	6.8%
10/02	Garden State Plaza (50% interest)	Prudential	Westfield	\$388	423	\$916	\$515	NA
Source: Morgan Stanley, company data						Weighted average		7.7%
						\$539	\$464	

Top five U.S. markets with greatest amount of excess demand

Rank	Market	Supply-Demand gap	Selected REITs with exposure*
1	San Diego	1.87%	Center Trust
2	Orange County, Calif.	1.47%	Center Trust
3	Baltimore	1.29%	Saul Centers, Mid-Atlantic Realty Trust, The Rouse Co.
4	East Bay, Calif.	1.18%	Pan Pacific Retail Properties
5	San Jose, Calif.	0.89%	NA
54-market average	-0.50%		

Top five U.S. markets with greatest risk of oversupply

Rank	Market	Supply-Demand gap	Selected REITs with exposure*
1	Jacksonville, Fla.	-3.09%	NA
2	Hartford, Conn.	-2.88%	Taubman Centers
3	Richmond, Va.	-2.53%	Saul Centers
4	Kansas City, Mo./Kan.	-2.39%	NA
5	Minneapolis, Minn./Wis.	-2.38%	NA
54-market average	-0.50%		

*Exposure is defined as markets that represent 5 percent or more of a REIT’s portfolio concentration (on a square-foot basis).

The Credit Suisse First Boston supply-demand index measures the property supply and demand expected to enter a geographic market. Projections are for the next 18 months in the 54 largest metropolitan markets for retail. As of 3Q 2002, the San Diego market was projected to have the most demand for retail real estate, while Jacksonville, Fla., could be oversupplied. The index is updated quarterly.