



FOR IMMEDIATE RELEASE

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## **Essex Reports Second Quarter 2001 Financial Results 17% Increase in FFO**

Palo Alto, California—July 25, 2001—Essex Property Trust, Inc. (NYSE:ESS) today reported operating results for the second quarter of 2001. During the quarter, Essex reported Funds From Operations (“FFO”) of \$23.1 million, or \$1.10 per diluted share, a 17 percent per share increase from FFO of \$19.4 million, or \$0.94 per diluted share in the comparable 2000 quarter. The quarterly results represent the Company’s 25<sup>th</sup> consecutive quarter of double-digit FFO growth, as compared to the comparable quarter of the previous year.

Keith R. Guericke, Essex’s President and Chief Executive Officer, commented that, “ We are pleased with the Company’s consistently strong FFO per share growth over the last several years. Once again internal operations from the Company’s apartment portfolio was the primary source of this growth. Essex has reported at least a 10 percent increase in same-property net operating income, as compared to the prior year, in 16 of the last 19 quarters. This is evident that the Company’s research-based strategy has successfully identified West Coast markets having superior internal growth characteristics.”

Revenues for the second quarter of 2001 were \$51.0 million, compared to \$42.4 million in the comparable 2000 quarter, a 20 percent increase. Net income for the quarter was \$11.5 million, or \$0.61 per diluted share, compared to \$10.3 million, or \$0.55 per diluted share in the comparable quarter of 2000.

## Portfolio Composition

The following table compares Essex's regional concentrations for its multifamily portfolio (omitting properties in development or lease-up) including properties that are partially owned by Essex as of June 30, 2001 and 2000:

|                        | June 30, 2001                        |                   | June 30, 2000                        |                   |
|------------------------|--------------------------------------|-------------------|--------------------------------------|-------------------|
|                        | <i>Number of<br/>Apartment Homes</i> | <i>%</i>          | <i>Number of<br/>Apartment Homes</i> | <i>%</i>          |
| Southern California    | 9,447                                | 50                | 7,592                                | 47                |
| San Francisco Bay Area | 4,023                                | 21                | 4,023                                | 24                |
| Seattle Metro. Area    | 4,073                                | 22                | 3,941                                | 24                |
| Portland Metro. Area   | 1,371                                | 7                 | 875                                  | 5                 |
| <b><u>Total</u></b>    | <b><u>18,914</u></b>                 | <b><u>100</u></b> | <b><u>16,431</u></b>                 | <b><u>100</u></b> |

## Property Operations

During the second quarter, Essex's same-property multifamily net operating income (NOI) increased by 10.4 percent, reflecting strong rental growth and high occupancy levels in the Company's core markets.

*A breakdown of the increase in same-property net operating income for Essex's multifamily properties is as follows:*

### Quarter ended June 30, 2001

|                                   | <u>Revenues</u>    | <u>Operating<br/>Expenses</u> | <u>Net Operating<br/>Income</u> |
|-----------------------------------|--------------------|-------------------------------|---------------------------------|
| Southern California               | 7.3%               | 7.5%                          | 7.3%                            |
| San Francisco Bay Area            | 13.7%              | 9.7%                          | 14.9%                           |
| Pacific Northwest                 | <u>3.1%</u>        | <u>-4.9%</u>                  | <u>6.9%</u>                     |
| Same-Property Multifamily Average | <b><u>8.7%</u></b> | <b><u>4.1%</u></b>            | <b><u>10.4%</u></b>             |

Same-property utility expense decreased in the Pacific Northwest from the comparable quarter of 2000 due to the implementation of water and sewer cost reimbursement program in the second half of 2000. Excluding the impact of the reimbursement program, same-property operating expense in the Pacific Northwest would have decreased .9 percent from the comparable quarter of the prior year.

As expected, utility costs increased as a result of shortages of natural gas and electricity throughout the western region of the United States. Overall, natural gas and electricity represented 8.4 percent or \$1.085 million of the Company's operating expenses for its consolidated properties for the quarter ended June 30, 2001.

***A breakdown of the increase same-property utility expense for Essex's multifamily properties is as follows:***

**Quarter ended June 30, 2001**

|                                   | <b><u>Total Utility Expenses</u></b> | <b><u>Gas and Electric</u></b> | <b><u>Other Utilities</u></b> |
|-----------------------------------|--------------------------------------|--------------------------------|-------------------------------|
| Southern California               | 24.1%                                | 33.7%                          | 13.5%                         |
| San Francisco Bay Area            | 35.4%                                | 67.3%                          | 14.6%                         |
| Pacific Northwest                 | -16.4%                               | 15.5%                          | -23.8%                        |
| Same-Property Multifamily Average | <b><u>14.2%</u></b>                  | <b><u>43.5%</u></b>            | <b><u>-1.2%</u></b>           |

***The following is a breakdown of the same-property financial occupancy for Essex's multifamily properties:***

**For the Quarters Ended June 30,**

|                                   | <b><u>2001</u></b>  | <b><u>2000</u></b>  |
|-----------------------------------|---------------------|---------------------|
| Southern California               | 95.8%               | 96.3%               |
| San Francisco Bay Area            | 95.6%               | 98.1%               |
| Pacific Northwest                 | <u>95.2%</u>        | <u>96.7%</u>        |
| Same-Property Multifamily Average | <b><u>95.6%</u></b> | <b><u>97.1%</u></b> |

## Acquisitions

- During the quarter, the Company purchased Andover Park Apartments, a 240-unit community located in Beaverton, Oregon for a contract price of \$16.6 million. The Company plans to contribute this property to the newly formed partnership with institutional investors. Accordingly, as of June 30, 2001 the Company's net investment is reflected in the Company's financial statements as notes receivable from investees and related parties and investments.
- During the quarter, the Company completed the partner buyout of Mt. Sutro Terrace Apartments, a 99-unit apartment community located in San Francisco, California. The buyout was at the Company's option under a capped pricing formula which terms were agreed at the time of the Company's initial investment in September 1999. In conjunction with the partner buyout the Company issued 50,725 Operating Partnership units.

## Development Activity

- ***The Essex on Lake Merritt***—Construction continued as expected on this 270-unit high-rise apartment community located on the shores of Lake Merritt in downtown Oakland, California. Substantial completion of construction is scheduled for June 2002.
- ***Vista del Mar***—Essex continued construction on the first phase of this development, consisting of 312 apartment homes, a luxury clubhouse, and other amenities. Initial occupancy is scheduled for February 2002.
- ***Chesapeake***—Essex expects to start construction on this 230-unit community in downtown San Diego, California later this year.

- ***Kelvin Site***—Essex expects to start construction of this 138-unit community located in Irvine, California in the third quarter of 2001.
- ***Parker Ranch***—The Company has entered into a joint venture agreement with previous land owner to develop a 324-unit multifamily community in Simi Valley, California. The Company has an effective 50% partnership interest in this venture. Construction is scheduled to begin later this year.
- ***Tierra Vista*** (formerly known as Vintage at the Rose)—The delivery and leasing of completed apartment homes continued ahead of plan at this 404-unit community located in Oxnard, California. As of June 2001, the property is 84 percent leased and 76 percent occupied.

## **Redevelopment**

Essex considers redevelopment of existing properties to be an important element of its real estate strategy. Essex focuses its redevelopment activities in West Coast submarkets having very limited construction of new housing. Many of these markets have older properties with excellent locations, lower density, and large apartment homes. Essex's redevelopment program seeks to improve the financial and physical aspects of the redevelopment communities, targeting a 15 percent return on its incremental renovation investment.

*The following chart summarizes the status of redevelopment activities as of June 30, 2001:*

| <b>Project Name</b>                                   | <b>Total Units</b> | <b>Units Completed</b> | <b>Redevelopment Start</b> | <b>Projected Restabilized Operations (1)</b> |
|-------------------------------------------------------|--------------------|------------------------|----------------------------|----------------------------------------------|
| Coronado North (2)                                    | 732                | 606                    | Oct-99                     | Sep-01                                       |
| Hillcrest Park                                        | 608                | 592                    | Jan-99                     | Jul-01                                       |
| The Pointe at Cupertino (3)                           | 116                | 91                     | Nov-98                     | Sep-01                                       |
| Woodland                                              | 90                 | 11                     | May-01                     | Nov-01                                       |
| The Village                                           | 122                | -                      | Jun-01                     | Apr-02                                       |
| Villa Scandia                                         | 118                | -                      | Jun-01                     | Aug-02                                       |
| Totals/Average                                        | <u>1,786</u>       | <u>1,300</u>           |                            |                                              |
| <b>Re-stabilized Communities - First Quarter 2001</b> |                    |                        |                            |                                              |
| Foothill/Twincreeks (4)                               | 176                |                        |                            |                                              |
|                                                       | <u>176</u>         | <u>0</u>               |                            |                                              |

(1) Restabilized operations is defined as the month that the property reaches at least 95% occupancy after completion of the redevelopment project.

(2) The Company has an approximate 49% interest in this redevelopment project.

(3) The Company has a 20% interest in this redevelopment project.

(4) This redevelopment includes only a new clubhouse and leasing center, no units went off-line.

## Finance

Essex's total market capitalization at June 30, 2001 was approximately \$1.9 billion. Essex's long-term debt had an average maturity of 9.4 years and an average interest rate of 6.8 percent. As of June 30, 2001, the Company's debt-to-total-market-capitalization ratio was 34.5 percent and interest coverage for the second quarter of 2001 was 3.8 times EBITDA.

The following significant finance transactions were completed during the quarter:

- On May 3, 2001 the Company entered into a \$5.1 million long-term non-recourse second mortgage secured by a property. This loan bears interest at a fixed rate of 7.49 percent and is due in April 2008.

- On June 26, 2001, the Company entered into a \$16.6 million long-term non-recourse mortgage secured by a previously unencumbered property. The loan bears interest at a fixed rate of 7.03 percent and is due in June 2011.

Supplemental financial information is available via e-mail by sending requests to [abernardini@essexpropertytrust.com](mailto:abernardini@essexpropertytrust.com)

Essex Property Trust, Inc., located in Palo Alto, California and traded on the New York Stock Exchange (ESS), is a fully integrated real estate investment trust (REIT) that acquires, develops, redevelops, and manages multifamily residential properties in selected West Coast communities. Essex currently has ownership interests 84 multifamily properties (18,914 units), and has 1,673 units in various stages of development. Additional information about Essex can be found on the Company's web site at [www.essexpropertytrust.com](http://www.essexpropertytrust.com). If you would like to receive future press releases via e-mail, please send a request to [abernardini@essexpropertytrust.com](mailto:abernardini@essexpropertytrust.com).

*The statements which are not historical facts contained in this release such as the Company's beliefs regarding targeted returns on investments, future internal growth and expectations regarding the timing of future leasing activities, future redevelopment projects and future development projects are forward looking statements that involve risks and uncertainties which could cause actual results to be different than such forward looking statements, including, but not limited to, market demand, the effect of economic conditions, the timing of development and renovation projects, the impact of competition and competitive pricing, the result of financing efforts, the effect of the Company's accounting policies and other risks detailed in the Company's Securities and Exchange Commission filings.*

## ESSEX PROPERTY TRUST, INC.

### Operating Results

(In thousands, except per share amounts)

|                                                                                              | Three Months Ended<br>June 30, |           | Six Months Ended<br>June 30, |           |
|----------------------------------------------------------------------------------------------|--------------------------------|-----------|------------------------------|-----------|
|                                                                                              | 2001                           | 2000      | 2001                         | 2000      |
| <b>Revenues:</b>                                                                             |                                |           |                              |           |
| Rental                                                                                       | \$ 45,044                      | \$ 39,056 | \$ 89,635                    | \$ 75,902 |
| Other property                                                                               | 1,465                          | 1,151     | 2,923                        | 2,105     |
| Total property revenues                                                                      | 46,509                         | 40,207    | 92,558                       | 78,007    |
| Interest and other                                                                           | 4,536                          | 2,205     | 8,596                        | 3,941     |
|                                                                                              | 51,045                         | 42,412    | 101,154                      | 81,948    |
| <b>Expenses:</b>                                                                             |                                |           |                              |           |
| Property operating expenses                                                                  | 12,883                         | 11,447    | 25,789                       | 22,302    |
| Depreciation and amortization                                                                | 8,927                          | 6,950     | 17,753                       | 13,617    |
| Interest                                                                                     | 9,637                          | 6,467     | 19,061                       | 12,275    |
| Amortization of deferred financing costs                                                     | 207                            | 160       | 367                          | 319       |
| General and administrative                                                                   | 1,854                          | 1,170     | 3,729                        | 2,295     |
| Total expenses                                                                               | 33,508                         | 26,194    | 66,699                       | 50,808    |
| Income before gain on the sales of real estate,<br>minority interests and extraordinary item | 17,537                         | 16,218    | 34,455                       | 31,140    |
| Gain on the sales of real estate                                                             | 0                              | 0         | 0                            | 4,022     |
| Minority interests                                                                           | (6,010)                        | (5,945)   | (11,880)                     | (12,139)  |
| Net income                                                                                   | 11,527                         | 10,273    | 22,575                       | 23,023    |
| Preferred stock dividends                                                                    | 0                              | (129)     | 0                            | (246)     |
| Net income available to common stockholders                                                  | \$ 11,527                      | \$ 10,144 | \$ 22,575                    | \$ 22,777 |
| Net income per share - basic                                                                 | \$ 0.62                        | \$ 0.56   | \$ 1.22                      | \$ 1.26   |
| Net income per share - diluted                                                               | \$ 0.61                        | \$ 0.55   | \$ 1.20                      | \$ 1.24   |

See Company's 10-K and 10-Q for additional disclosures

## ESSEX PROPERTY TRUST, INC.

### Funds From Operations

(In thousands, except per share amounts)

|                                                                                              | Three Months Ended<br>June 30, |                  | Six Months Ended<br>June 30, |                  |
|----------------------------------------------------------------------------------------------|--------------------------------|------------------|------------------------------|------------------|
|                                                                                              | 2001                           | 2000             | 2001                         | 2000             |
| <b>Funds From Operations</b>                                                                 |                                |                  |                              |                  |
| Income before gain on the sales of real estate,<br>minority interests and extraordinary item | \$ 17,537                      | \$ 16,218        | \$ 34,455                    | \$ 31,140        |
| Adjustments:                                                                                 |                                |                  |                              |                  |
| Depreciation and amortization                                                                | 8,927                          | 6,950            | 17,753                       | 13,617           |
| Unconsolidated joint venture                                                                 | 1,201                          | 1,054            | 2,438                        | 2,063            |
| Minority interests                                                                           | (4,602)                        | (4,778)          | (9,206)                      | (9,504)          |
| Funds from operations                                                                        | <u>\$ 23,063</u>               | <u>\$ 19,444</u> | <u>\$ 45,440</u>             | <u>\$ 37,316</u> |

### Components of the change in FFO

|                                                         |                 |                 |
|---------------------------------------------------------|-----------------|-----------------|
| Same property NOI                                       | \$ 2,440        | \$ 5,447        |
| Non same property NOI                                   | 2,426           | 5,617           |
| Other - corporate and unconsolidated joint venture      | 2,478           | 5,030           |
| Interest expense and amortization of deferred financing | (3,217)         | (6,834)         |
| General and administrative                              | (684)           | (1,434)         |
| Minority interests                                      | 176             | 298             |
| Funds from operations                                   | <u>\$ 3,619</u> | <u>\$ 8,124</u> |

|                                                           |                   |                   |                   |                   |
|-----------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Funds from Operations Per Share - Diluted</b>          | <u>\$ 1.10</u>    | <u>\$ 0.94</u>    | <u>\$ 2.17</u>    | <u>\$ 1.81</u>    |
| <b>Percentage Increase</b>                                | <u>17.0%</u>      |                   | <u>19.9%</u>      |                   |
| Weighted average number of shares outstanding diluted (1) | <u>21,034,366</u> | <u>20,708,639</u> | <u>20,970,138</u> | <u>20,641,343</u> |

(1) Assumes conversion of all outstanding operating partnership interests in the Operating Partnership and the Company's Convertible Preferred Stock into shares of the Company's common stock.

See Company's 10-K and 10-Q for additional disclosures

# ESSEX PROPERTY TRUST, INC.

## Balance Sheet

(In thousands)

|                                                 | June 30, 2001       | December 31, 2000   |
|-------------------------------------------------|---------------------|---------------------|
| Real Estate:                                    |                     |                     |
| Land and land improvements                      | \$ 291,245          | \$ 289,796          |
| Buildings and improvements                      | 875,452             | 866,612             |
|                                                 | <u>1,166,697</u>    | <u>1,156,408</u>    |
| Less: accumulated depreciation                  | (137,734)           | (119,499)           |
|                                                 | <u>1,028,963</u>    | <u>1,036,909</u>    |
| Investments                                     | 77,113              | 65,703              |
| Real estate under development                   | 62,728              | 38,231              |
|                                                 | <u>1,168,804</u>    | <u>1,140,843</u>    |
| Cash and cash equivalents                       | 29,196              | 25,565              |
| Other assets                                    | 154,715             | 108,797             |
| Deferred charges, net                           | 6,207               | 6,644               |
| Total assets                                    | <u>\$ 1,358,922</u> | <u>\$ 1,281,849</u> |
| Mortgage notes payable                          | \$ 566,024          | \$ 502,066          |
| Line of credit                                  | 95,158              | 93,469              |
| Other liabilities                               | 52,010              | 51,507              |
| Deferred gain                                   | 5,002               | 5,002               |
|                                                 | <u>718,194</u>      | <u>652,044</u>      |
| Minority interests                              | 250,796             | 238,130             |
| Stockholders Equity:                            |                     |                     |
| Convertible preferred stock                     | -                   | -                   |
| Common stock                                    | 2                   | 2                   |
| Cumulative redeemable preferred stock           | -                   | -                   |
| Additional paid-in-capital                      | 429,960             | 428,433             |
| Distributions in excess of accumulated earnings | (40,030)            | (36,760)            |
| Total liabilities and stockholder's equity      | <u>\$ 1,358,922</u> | <u>\$ 1,281,849</u> |

See Company's 10-K and 10-Q for additional disclosures

## ESSEX PROPERTY TRUST, INC.

### Debt Summary - June 30, 2001

(Dollars in thousands)

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|                                   | Percentage of<br>Total<br>Debt | Balance<br>Outstanding | Weighted<br>Average<br>Interest Rate (1) | Weighted<br>Average Maturity<br>In Years |
|-----------------------------------|--------------------------------|------------------------|------------------------------------------|------------------------------------------|
| Mortgages and notes payable       |                                |                        |                                          |                                          |
| Fixed rate - secured              | 77%                            | \$ 507,204             | 7.0%                                     | 7.8                                      |
| Tax exempt variable (2)           | 9%                             | 58,820                 | 5.1%                                     | 23.2                                     |
| Total mortgages and notes payable |                                | <b>566,024</b>         | 6.8%                                     | <b>9.4</b>                               |
| Lines of credit (3)               | 14%                            | 95,158                 | 5.0%                                     |                                          |
| Total debt                        |                                | <b>\$ 661,182</b>      | <b>6.5%</b>                              |                                          |

#### Scheduled principal payments (excludes line of credit)

|            |                   |
|------------|-------------------|
| 2001       | \$ 1,826          |
| 2002       | 12,225            |
| 2003       | 21,490            |
| 2004       | 3,602             |
| 2005       | 35,624            |
| Thereafter | 491,257           |
| Total      | <b>\$ 566,024</b> |

Interest expense coverage is 3.8 times earnings before interest, taxes, depreciation and amortization.

Capitalized interest for the quarter ended June 30, 2001 was \$581.

(1) Weighted average interest rate for variable rate debt are approximate current values.

(2) Interest rate protection agreements cap the total all in interest rate at a range of 7.1% to 7.3%. These agreements expire between 2003 and 2004.

(3) One line of credit commitment is \$120 million, bears interest at LIBOR plus 115 and matures in May 2002.

A second line of credit commitment is \$30 million, bears interest at LIBOR plus 118 and matures in August 2001.

The Company may extend both of these commitments for one year at its option.

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See Company's 10-K and 10-Q for additional disclosures

## ESSEX PROPERTY TRUST, INC.

### Capitalization - June 30, 2001

(In thousands, except per share data)

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|                                                           |    |           |                                  |
|-----------------------------------------------------------|----|-----------|----------------------------------|
| Total debt                                                | \$ | 661,182   |                                  |
| Common stock and common stock equivalents                 |    |           |                                  |
| Common stock outstanding                                  |    | 18,473    |                                  |
| Limited partnership units (1)                             |    | 2,289     |                                  |
| Convertible preferred stock (2)                           |    | -         |                                  |
| Options-treasury method                                   |    | 340       |                                  |
| Total common stock and common stock equivalents           |    | 21,102    | shares                           |
| Common stock price per share as of June 29, 2001          | \$ | 49.550    |                                  |
| Market value of common stock and common stock equivalents | \$ | 1,045,604 |                                  |
| Perpetual preferred units                                 | \$ | 210,000   | 8.723% weighted average pay rate |
| Total equity capitalization                               | \$ | 1,255,604 |                                  |
| Total market capitalization                               | \$ | 1,916,786 |                                  |
| Ratio of debt to total market capitalization              |    | 34.5%     |                                  |

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(1) Assumes conversion of all outstanding operating partnership interests in the Operating Partnership into shares of the Company's common stock

(2) The Company's remaining Convertible Preferred Stock was converted into shares of the Company's common stock on July 5, 2000.

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See Company's 10-K and 10-Q for additional disclosures

# ESSEX PROPERTY TRUST, INC.

## Property Operating Results - Quarter ended June 30, 2001 and 2000

(Dollars in thousands)

|                                                 | Southern California |           |          | Northern California |           |          | Pacific Northwest |          |          | Total     |           |          |
|-------------------------------------------------|---------------------|-----------|----------|---------------------|-----------|----------|-------------------|----------|----------|-----------|-----------|----------|
|                                                 | 2001                | 2000      | % Change | 2001                | 2000      | % Change | 2001              | 2000     | % Change | 2001      | 2000      | % Change |
| <b>Revenues:</b>                                |                     |           |          |                     |           |          |                   |          |          |           |           |          |
| Same property revenues                          | \$ 11,181           | \$ 10,418 | 7.3%     | \$ 14,553           | \$ 12,796 | 13.7%    | \$ 8,986          | 8,716    | 3.1%     | \$ 34,720 | \$ 31,930 | 8.7%     |
| Non same property revenues (1)                  | 7,068               | 6,354     |          | 2,316               | 760       |          | 2,405             | 1,163    |          | 11,789    | 8,277     |          |
| Total Revenues                                  | \$ 18,249           | \$ 16,772 |          | \$ 16,869           | \$ 13,556 |          | \$ 11,391         | \$ 9,879 |          | \$ 46,509 | \$ 40,207 |          |
| <b>Property operating expenses :</b>            |                     |           |          |                     |           |          |                   |          |          |           |           |          |
| Same property operating expenses                | \$ 3,192            | \$ 2,970  | 7.5%     | \$ 3,022            | \$ 2,756  | 9.7%     | \$ 2,651          | \$ 2,789 | (4.9%)   | \$ 8,865  | \$ 8,515  | 4.1%     |
| Non same property operating expenses (1)        | 2,376               | 2,105     |          | 811                 | 421       |          | 831               | 406      |          | 4,018     | 2,932     |          |
| Total property operating expenses               | \$ 5,568            | \$ 5,075  |          | \$ 3,833            | \$ 3,177  |          | \$ 3,482          | \$ 3,195 |          | \$ 12,883 | \$ 11,447 |          |
| <b>Net operating income:</b>                    |                     |           |          |                     |           |          |                   |          |          |           |           |          |
| Same property net operating income              | \$ 7,989            | \$ 7,448  | 7.3%     | \$ 11,531           | \$ 10,040 | 14.9%    | \$ 6,335          | \$ 5,927 | 6.9%     | \$ 25,855 | \$ 23,415 | 10.4%    |
| Non same property operating income (1)          | 4,692               | 4,249     |          | 1,505               | 339       |          | 1,574             | 757      |          | 7,771     | 5,345     |          |
| Total net operating income                      | \$ 12,681           | \$ 11,697 |          | \$ 13,036           | \$ 10,379 |          | \$ 7,909          | \$ 6,684 |          | \$ 33,626 | \$ 28,760 |          |
| <b>Same property operating margin</b>           |                     |           |          |                     |           |          |                   |          |          |           |           |          |
|                                                 | 71%                 | 71%       |          | 79%                 | 78%       |          | 70%               | 68%      |          | 74%       | 73%       |          |
| <b>Turnover percentage</b>                      |                     |           |          |                     |           |          |                   |          |          |           |           |          |
|                                                 | 45%                 | 50%       |          | 41%                 | 49%       |          | 44%               | 43%      |          | 43%       | 47%       |          |
| <b>Net operating income percentage of total</b> |                     |           |          |                     |           |          |                   |          |          |           |           |          |
|                                                 | 38%                 | 41%       |          | 39%                 | 36%       |          | 24%               | 23%      |          | 100%      | 100%      |          |
| <b>Loss to lease (2)</b>                        |                     |           |          |                     |           |          |                   |          |          |           |           |          |
|                                                 | \$ 12,000           |           |          | \$ 3,860            |           |          | \$ 3,020          |          |          | \$ 18,880 |           |          |
| Loss to lease as a percentage of rental income  | 10.9%               |           |          | 5.0%                |           |          | 5.5%              |          |          | 7.9%      |           |          |

(1) Includes properties which subsequent to December 31, 2000, were either acquired, disposed, in a stage of development or redevelopment without stabilized operations and commercial properties.

(2) Loss to lease represents the annualized difference between market rents and contractual rents. These numbers include the Company's pro rate interest in unconsolidated properties.

## Reconciliation of apartment units at end of period

|                                               |        |       |       |       |       |       |        |        |
|-----------------------------------------------|--------|-------|-------|-------|-------|-------|--------|--------|
| Consolidated Apartment Units at end of period | 5,405  | 5,404 | 3,737 | 3,638 | 4,402 | 4,070 | 13,544 | 13,112 |
| Down REIT                                     | 416    | 416   | 170   | 170   | 301   | 301   | 887    | 887    |
| Joint Venture                                 | 3,626  | 1,772 | 116   | 215   | 741   | 445   | 4,483  | 2,432  |
| Under Development                             | 1,091  | 542   | 582   | 270   | 0     | 132   | 1,673  | 944    |
| Total apartment units at end of period        | 10,538 | 8,134 | 4,605 | 4,293 | 5,444 | 4,948 | 20,587 | 17,375 |
| Percentage of total                           | 51%    | 47%   | 22%   | 25%   | 26%   | 28%   | 100%   | 100%   |
| Average same property financial occupancy     | 95.8%  | 96.3% | 95.6% | 98.1% | 95.2% | 96.7% | 95.6%  | 97.1%  |

See Company's 10-K and 10-Q for additional disclosures

# ESSEX PROPERTY TRUST, INC.

## Development Communities - June 30, 2001

(In millions)

| Project Name                              | Location        | Units | Estimated Cost | Total Incurred to Date | Estimated Remaining Cost | Initial Occupancy | Stabilized Operations | % Leased | % Occupied |
|-------------------------------------------|-----------------|-------|----------------|------------------------|--------------------------|-------------------|-----------------------|----------|------------|
| <b>Development Communities</b>            |                 |       |                |                        |                          |                   |                       |          |            |
| Direct Development - Consolidated (1)     |                 |       |                |                        |                          |                   |                       |          |            |
| Kelvin Avenue (2)                         | Irvine, CA      | 138   | \$ 21.5        | \$ 4.8                 | \$ 16.7                  | Dec-02            | Apr-03                | n/a      | n/a        |
| The Essex at Lake Merritt                 | Oakland, CA     | 270   | 66.8           | 32.4                   | 34.4                     | Jun-02            | May-03                | n/a      | n/a        |
| Vista del Mar                             | Richmond, CA    | 312   | 43.8           | 12.0                   | 31.8                     | Feb-02            | Mar-03                | n/a      | n/a        |
| Predevelopment-Parker Ranch (3)           | Simi Valley, CA | 324   | 7.5            | 7.5                    | -                        | n/a               | n/a                   | n/a      | n/a        |
| Predevelopment                            |                 |       | 6.0            | 6.0                    | -                        | n/a               | n/a                   | n/a      | n/a        |
| Subtotal - direct development             |                 | 1,044 | \$ 145.6       | \$ 62.7                | \$ 82.9                  |                   |                       |          |            |
| Joint Venture Transactions-Unconsolidated |                 |       |                |                        |                          |                   |                       |          |            |
| Tierra Vista (4)                          | Oxnard, CA      | 404   | \$ 58.0        | \$ 51.6                | \$ 6.4                   | Oct-00            | Jul-01                | 84%      | 76%        |
| Predevelopment-Chesapeake (2)             | San Diego, CA   | 230   | 8.6            | 8.6                    | -                        | n/a               | n/a                   | n/a      | n/a        |
| Total - development                       |                 | 1,678 | \$ 212.2       | \$ 122.9               | \$ 89.3                  |                   |                       |          |            |

## Stabilized Communities - Second Quarter 2001

None

- (1) The Company is the sole owner of these projects, but may choose to form a joint venture to finance these projects in the future.  
(2) The Company is warehousing this asset for a potential joint venture.  
(3) The Company has a 50% interest in this development project.  
(4) The Company has a 20% interest in this development project. There is a \$39,750 construction loan on the project.

## ESSEX PROPERTY TRUST, INC.

### Redevelopment Communities - June 30, 2001

(Dollars in thousands)

| Project Name                | Units        | Estimated Cost   | Total incurred to date | Estimated Remaining Cost | Redevelopment Start | Restabilized Operations (1) |
|-----------------------------|--------------|------------------|------------------------|--------------------------|---------------------|-----------------------------|
| Coronado North (2)          | 732          | \$ 13,596        | \$ 8,863               | \$ 4,733                 | Oct-99              | Sep-01                      |
| Hillcrest Park              | 608          | 11,071           | 10,616                 | 455                      | Jan-99              | Jul-01                      |
| The Pointe at Cupertino (3) | 116          | 2,672            | 2,295                  | 377                      | Nov-98              | Sep-01                      |
| Woodland                    | 90           | 1,699            | 74                     | 1,625                    | May-01              | Nov-01                      |
| The Village                 | 122          | 3,029            | 152                    | 2,877                    | Jun-01              | Apr-02                      |
| Villa Scandia               | 118          | 3,308            | 1                      | 3,307                    | Jun-01              | Aug-02                      |
| Totals                      | <u>1,786</u> | <u>\$ 35,375</u> | <u>\$ 22,001</u>       | <u>\$ 13,374</u>         |                     |                             |

### Re-stabilized Communities - Second Quarter 2001

|                         |     |     |     |    |     |     |
|-------------------------|-----|-----|-----|----|-----|-----|
| Foothill/Twincreeks (4) | 176 | 399 | 367 | 32 | n/a | n/a |
|-------------------------|-----|-----|-----|----|-----|-----|

(1) Restabilized operations is defined as the month that the property reaches at least 95% occupancy after completion of the redevelopment project.

(2) The Company has an approximate 49% interest in this redevelopment project.

(3) The Company has a 20% interest in this redevelopment project.

(4) This redevelopment includes only a new clubhouse and leasing center, no units went off-line.

See Company's 10-K and 10-Q for additional disclosures

# ESSEX PROPERTY TRUST, INC.

## Investments - June 30, 2001

| (In thousands)                                      | Book Value | Estimated Value (1) | Amount    | Type       | Interest Rate | Maturity Date | REIT Units      | Down REIT Unit  | Equity Value |
|-----------------------------------------------------|------------|---------------------|-----------|------------|---------------|---------------|-----------------|-----------------|--------------|
| Down REIT's                                         |            |                     |           |            |               |               |                 |                 |              |
| Highridge, Rancho Palos Verde, CA                   |            |                     | \$ 12,151 | Fixed      | 7.63%         | Jun-07        |                 |                 |              |
| Anchor Village, Mukilteo, WA                        |            |                     | 10,750    | Var.-bonds | 5.50%         | Dec-27        |                 |                 |              |
| Barkley Apartments, Anahiem, CA                     |            |                     | 5,441     | Fixed      | 6.63%         | Feb-09        |                 |                 |              |
| Brookside Oaks, Sunnyvale, CA                       |            |                     | 15,254    | Fixed      | 7.90%         | Oct-10        |                 |                 |              |
| Portland Shopping Centers                           |            |                     | 8,000     | Fixed      | 6.05%         | Sep-01        |                 |                 |              |
|                                                     | \$ 6,432   | \$ 121,475          | 51,596    |            |               |               | 1,068           | \$ 52,919       | \$ 16,960    |
| Joint Ventures                                      |            |                     |           |            |               |               | Value of Equity | Essex Ownership |              |
| AEW                                                 |            |                     |           |            |               |               |                 |                 |              |
| Casa Mango, San Diego, CA                           |            |                     | 7,202     | Fixed      | 7.35%         | Feb-09        |                 |                 |              |
| Riverfront, San Diego, CA                           |            |                     | 19,564    | Fixed      | 7.35%         | Feb-09        |                 |                 |              |
| The Pointe at Cupertino, Cupertino, CA              |            |                     | 0         |            |               |               |                 |                 |              |
| Tierra Vista, Oxnard, CA (in development)           |            |                     | 39,750    | Var.       | LIBOR+179.5   | Feb-03        |                 |                 |              |
|                                                     | 10,594     | 130,000             | 66,516    |            |               |               | \$ 63,484       | 20.0%           | 12,697       |
| Lend Lease                                          |            |                     |           |            |               |               |                 |                 |              |
| Coronado at Newport - North (in rehab)              |            |                     | 34,137    | Var.       | LIBOR+225     | Nov-02        |                 |                 |              |
| Coronado at Newport - South (rehab not yet started) |            |                     | 37,556    | Var.       | LIBOR+225     | Nov-02        |                 |                 |              |
|                                                     | 31,357     | 137,141             | 71,693    |            |               |               | 65,448          | 49.9%           | 32,659       |
| Other Joint Ventures                                |            |                     |           |            |               |               |                 |                 |              |
| Park Hill Apartments, Issaquah, WA                  | 5,754      | 28,100              | 22,500    | Fixed      | 6.90%         | Aug-29        | 5,600           | 45.0%           | 2,520        |
| Other                                               | 22,976     |                     |           |            |               |               |                 |                 | 22,976       |
|                                                     | \$ 77,113  |                     |           |            |               |               |                 |                 | \$ 87,811    |

(1) Estimated value based on trailing net operating income applying capitalization rates ranging from 7.75% to 8.00% on stabilized multifamily properties and 10.0% on the retail properties.

ESSEX PROPERTY TRUST, INC.  
MULTIFAMILY PROPERTY INFORMATION  
30-Jun-01

| Property Name                        | Address                        | City             | State | Units | Square<br>Footage | Year<br>Acquired | Year<br>Built |
|--------------------------------------|--------------------------------|------------------|-------|-------|-------------------|------------------|---------------|
| <b>SAN FRANCISCO BAY AREA</b>        |                                |                  |       |       |                   |                  |               |
| 1 Bristol Commons                    | 732 E. Evelyn Avenue           | Sunnyvale        | CA    | 188   | 142,668           | 1995             | 1989          |
| 1 Brookside Oaks                     | 1651 Belleville Way            | Sunnyvale        | CA    | 170   | 119,980           | 2000             | 1973          |
| 1 The Carlyle                        | 2909 Nieman Boulevard          | San Jose         | CA    | 132   | 129,216           | 2000             | 2000          |
| 1 Eastridge Apartments               | 235 East Ridge Drive           | San Ramon        | CA    | 188   | 174,104           | 1996             | 1988          |
| Essex at Lake Merritt                | 108-116 17th Street            | Oakland          | CA    | 270   |                   |                  |               |
| 1 Foothill Gardens                   | 1110 Harness Drive             | San Ramon        | CA    | 132   | 155,100           | 1997             | 1985          |
| 1 Marina Cove                        | 3480 Granada Avenue            | Santa Clara      | CA    | 292   | 250,294           | 1994             | 1974          |
| 1 Mt. Sutro Terrace Apartments       | 480 Warren Drive               | San Francisco    | CA    | 99    | 64,095            | 1999             | 1973          |
| 1 Oak Pointe                         | 450 N. Mathilda Avenue         | Sunnyvale        | CA    | 390   | 294,180           | 1988             | 1973          |
| 1 Plumtree                           | 440 N. Winchester Avenue       | Santa Clara      | CA    | 140   | 113,260           | 1994             | 1975          |
| 1 Bel Air/The Shores                 | 2000 Shoreline Drive           | San Ramon        | CA    | 462   | 391,136           | 1995             | 1988          |
| 1 Stevenson Place (The Apple)        | 4141 Stevenson Blvd.           | Fremont          | CA    | 200   | 146,296           | 1982             | 1971          |
| 1 Summerhill Commons                 | 36826 Cherry Street            | Newark           | CA    | 184   | 139,012           | 1987             | 1987          |
| 1 Summerhill Park                    | 972 Corte Madera Avenue        | Sunnyvale        | CA    | 100   | 78,584            | 1988             | 1988          |
| 1 Treetops                           | 40001 Fremont Blvd.            | Fremont          | CA    | 172   | 131,270           | 1996             | 1978          |
| 1 Twin Creeks                        | 2711-2731 Morgan Drive         | San Ramon        | CA    | 44    | 51,700            | 1997             | 1985          |
| Vista del Mar                        | Hilltop Drive at Richmond Pkwy | Richmond         | CA    | 312   |                   |                  |               |
| 1 Waterford                          | 1700 N. First Street           | San Jose         | CA    | 238   | 219,642           | 2000             | 2000          |
| 1 Wimbeldon Woods                    | 25200 Carlos Bee Blvd.         | Hayward          | CA    | 560   | 462,400           | 1998             | 1975          |
| 1 Windsor Ridge                      | 825 E. Evelyn Avenue           | Sunnyvale        | CA    | 216   | 161,892           | 1989             | 1989          |
| 1 Westwood Apartments                | 19920 Olivewood Street         | Cupertino        | CA    | 116   | 135,288           | 1998             | 1963          |
| 19                                   |                                |                  |       | 4,023 | 3,360,117         |                  |               |
| <b>SOUTHERN CALIFORNIA</b>           |                                |                  |       |       |                   |                  |               |
| 1 Avondale at Warner Center          | 22222 Victory Blvd.            | Woodland Hills   | CA    | 446   | 331,072           | 1999             | 1970          |
| 1 Barkley Apartments                 | 2400 E. Lincoln Ave.           | Anahiem          | CA    | 161   | 139,835           | 2000             | 1984          |
| 1 Bunker Hill                        | 222 and 234 S. Figueroa St.    | Los Angeles      | CA    | 456   | 346,672           | 1998             | 1968          |
| 1 Camarillo Oaks                     | 921 Paseo Camarillo            | Camarillo        | CA    | 564   | 459,072           | 1996             | 1985          |
| 1 Casa Mango                         | 14005 Mango Drive              | Del Mar          | CA    | 96    | 88,112            | 1997             | 1981          |
| Chesapeake                           | Front at Beech St.             | San Diego        | CA    | 225   | 147,480           |                  |               |
| 1 City Heights                       | 209 S. Westmoreland            | Los Angeles      | CA    | 687   | 424,170           | 2000             | 1968          |
| 1 Cochran Apartments                 | 612 South Cochran              | Los Angeles      | CA    | 58    | 51,468            | 1998             | 1989          |
| 1 Coronado At Newport-North          | 880 Irvine Avenue              | Newport Beach    | CA    | 732   | 459,677           | 1999             | 1968          |
| 1 Coronado At Newport-South          | 1700 16th Street               | Newport Beach    | CA    | 715   | 498,716           | 1999             | 1969          |
| 1 The Crest                          | 400 Appian Way                 | Pomona           | CA    | 501   | 498,036           | 2000             | 1986          |
| 1 El Encanto                         | 1151 Walnut Ave.               | Tustin           | CA    | 116   | 92,760            | 2000             | 1969          |
| 1 Fairways Apartments                | 2 Pine Valley Lane             | Newport Beach    | CA    | 74    | 107,160           | 1999             | 1972          |
| 1 Hampton Court (Columbus)           | 1136 N. Columbus Avenue        | Glendale         | CA    | 83    | 71,573            | 1999             | 1974          |
| 1 Hampton Place (Lorraine)           | 245 W. Lorraine Street         | Glendale         | CA    | 132   | 141,591           | 1999             | 1970          |
| 1 Highridge                          | 28125 Peacock Ridge Drive      | Rancho Palos     | CA    | 255   | 290,250           | 1997             | 1972          |
| 1 Hillcrest Park (Mirabella)         | 1800 West Hillcrest Drive      | Newbury Park     | CA    | 608   | 521,968           | 1998             | 1973          |
| 1 Hillsborough Park                  | 1501 South Beach Boulevard     | La Habra         | CA    | 235   | 215,510           | 1999             | 1999          |
| 1 Huntington Breakers                | 21270 Beach Boulevard          | Huntington Beach | CA    | 342   | 241,763           | 1997             | 1984          |
| Irvine development                   | 2552 Kelvin Ave.               | Irvine           | CA    | 138   | 122,456           |                  |               |
| 1 Kings Road                         | 733 North Kings Road           | Los Angeles      | CA    | 196   | 132,112           | 1997             | 1979          |
| 1 Mariner's Place                    | 711 South B Street             | Oxnard           | CA    | 105   | 77,254            | 2000             | 1987          |
| 1 Meadowood                          | 1733 Cochran Street            | Simi Valley      | CA    | 320   | 264,568           | 1996             | 1986          |
| 1 Mirabella (Marina View)            | 13701 Marina Point Drive       | Marina Del Rey   | CA    | 188   | 176,860           | 2000             | 2000          |
| 1 Monterra del Mar (Windsor Terrace) | 280 E. Del Mar Boulevard       | Pasadena         | CA    | 123   | 74,475            | 1997             | 1972          |
| 1 Monterra del Rey (Glenbrook)       | 350 Madison                    | Pasadena         | CA    | 84    | 73,101            | 1999             | 1972          |
| 1 Monterra del Sol (Euclid)          | 280 South Euclid               | Pasadena         | CA    | 85    | 69,295            | 1999             | 1972          |
| 1 Park Place                         | 400 S. Detroit Street          | Los Angeles      | CA    | 60    | 48,000            | 1997             | 1988          |
| Parker Ranch                         | Los Angeles and Stearns        | Simi Valley      | CA    | 324   | 310,938           |                  |               |
| 1 Pathways                           | 5945 E. Pacific Coast Hwy.     | Long Beach       | CA    | 296   | 197,720           | 1991             | 1975          |
| 1 Riverfront Apartments              | 710-790 Camino de la Reina     | San Diego        | CA    | 229   | 231,006           | 1997             | 1990          |
| 1 Rosebeach                          | 16124 E. Rosecrans Ave.        | La Mirada        | CA    | 174   | 172,202           | 2000             | 1970          |
| 1 Tara Village                       | 18350 Hatteras Street          | Tarzana          | CA    | 168   | 173,600           | 1997             | 1972          |
| 1 The Bluffs II                      | 6466 Friars Road               | San Diego        | CA    | 224   | 126,744           | 1997             | 1974          |
| Tierra Vista (Vintage at the Rose)   | Rice and Gonzales              | Oxnard           | CA    | 404   | 387,144           |                  |               |
| 1 Trabuco Villas                     | 25362 Mosswood Way             | Lake Forest      | CA    | 132   | 131,032           | 1997             | 1985          |
| 1 Villa Scandia                      | 1021 Scandia Avenue            | Ventura          | CA    | 118   | 71,160            | 1997             | 1971          |
| 1 Village Apartments                 | 1040 Kelp Lane                 | Oxnard           | CA    | 122   | 122,120           | 1997             | 1974          |
| 1 Vista Pointe                       | 175-225 S. Rio Vista           | Anahiem          | CA    | 286   | 242,410           | 1985             | 1968          |
| 1 Wilshire Promenade                 | 141 West Wilshire Avenue       | Fullerton        | CA    | 128   | 108,470 **        | 1997             | 1992          |
| 1 Windsor Court                      | 401 S. Detroit Street          | Los Angeles      | CA    | 58    | 46,600            | 1997             | 1988          |
| 1 Woodland Apartments                | 501 East Katella Ave.          | Orange           | CA    | 90    | 108,000           | 2000             | 1969          |
| 38                                   |                                |                  |       | 9,447 | 7,626,134         |                  |               |
| <b>SEATTLE METROPOLITAN AREA</b>     |                                |                  |       |       |                   |                  |               |
| 1 Anchor Village                     | 9507 49th Avenue West          | Mukilteo         | WA    | 301   | 245,928           | 1997             | 1981          |
| 1 Bridle Trails                      | 6600 130th Avenue, NE          | Kirkland         | WA    | 92    | 73,448            | 1997             | 1986          |
| 1 Brighton Ridge                     | 2307 NE 4th Street             | Renton           | WA    | 264   | 201,300           | 1996             | 1986          |
| 1 Castle Creek                       | 7000 132nd Place, SE           | Newcastle        | WA    | 216   | 191,935           | 1998             | 1998          |

|                             |                           |            |    |       |           |      |      |
|-----------------------------|---------------------------|------------|----|-------|-----------|------|------|
| 1 Emerald Ridge             | 3010 118th Avenue SE      | Bellevue   | WA | 180   | 144,036   | 1994 | 1987 |
| 1 Evergreen Heights         | 12233 NE 131st Way        | Kirkland   | WA | 200   | 188,340   | 1997 | 1990 |
| 1 Foothill Commons          | 13800 NE 9th Place        | Bellevue   | WA | 360   | 288,317   | 1990 | 1978 |
| 1 Fountain Court            | 2400 4th Street           | Seattle    | WA | 320   | 207,037   | 2000 | 2000 |
| 1 Inglenook Court           | 14220 Juanita Drive, NE   | Bothell    | WA | 224   | 183,624   | 1994 | 1985 |
| 1 Laurels at Mill Creek     | 1110 164th Street SE      | Mill Creek | WA | 164   | 134,360   | 1996 | 1981 |
| 1 Linden Square             | 13530 Linden Avenue North | Seattle    | WA | 183   | 142,271   | 2000 | 1994 |
| 1 Maple Leaf                | 7415 5th Avenue, NE       | Seattle    | WA | 48    | 35,584    | 1997 | 1986 |
| 1 The Palisades             | 13808 NE 12th             | Bellevue   | WA | 192   | 159,792   | 1990 | 1977 |
| 1 Park Hill at Issaquah     | 22516 SE 56th Street      | Issaquah   | WA | 245   | 277,778   | 1999 | 1999 |
| 1 Salmon Run at Perry Creek | 2109 228th Street SE      | Bothell    | WA | 132   | 117,125   | 2000 | 2000 |
| 1 Sammamish View            | 16160 SE Eastgate Way     | Bellevue   | WA | 153   | 133,590   | 1994 | 1986 |
| 1 Spring Lake               | 12528 35th Avenue, NE     | Seattle    | WA | 69    | 42,325    | 1997 | 1986 |
| 1 Stonehedge Village        | 14690 143rd Blvd., NE     | Bothell    | WA | 196   | 214,872   | 1997 | 1986 |
| 1 Wandering Creek           | 12910 SE 240th            | Kent       | WA | 156   | 124,366   | 1995 | 1986 |
| 1 Wharfside Pointe          | 3811 14th Avenue West     | Seattle    | WA | 142   | 119,290 * | 1994 | 1990 |
| 1 Woodland Commons          | 13700 NE 10th Place       | Bellevue   | WA | 236   | 172,316   | 1990 | 1978 |
| 21 21                       |                           |            |    | 4,073 | 3,397,634 |      |      |

PORTLAND METROPOLITAN AREA

|                          |                               |             |    |        |            |      |        |
|--------------------------|-------------------------------|-------------|----|--------|------------|------|--------|
| 1 Hunt Club              | 6001 SW Bonita Road           | Lake Oswego | OR | 256    | 198,056    | 2000 | 1985   |
| 1 Andover Park           | 15282 SW Teal Blvd.           | Beaverton   | OR | 240    | 227,804    | 2001 | 1992   |
| 1 Jackson School Village | 300 NE Autumn Rose Way        | Hillsboro   | OR | 200    | 196,896    | 1996 | 1996   |
| 1 Landmark Apartments    | 3120 NW John Olsen Ave.       | Hillsboro   | OR | 285    | 282,934    | 1996 | 1990   |
| 1 Meadows @ Cascade Park | 314 SE 19th Street            | Vancouver   | WA | 198    | 199,377    | 1997 | 1989   |
| 1 Village @ Cascade Park | 501 SE 123rd Avenue           | Vancouver   | WA | 192    | 178,144    | 1997 | 1989   |
| 6 6                      |                               |             |    | 1,371  | 1,283,211  |      | 166500 |
| 84                       | Owned Properties              |             |    | 18,914 | 15,667,096 |      |        |
| 6                        | Properties Under Construction |             |    | 1,673  | 968,018    |      |        |