

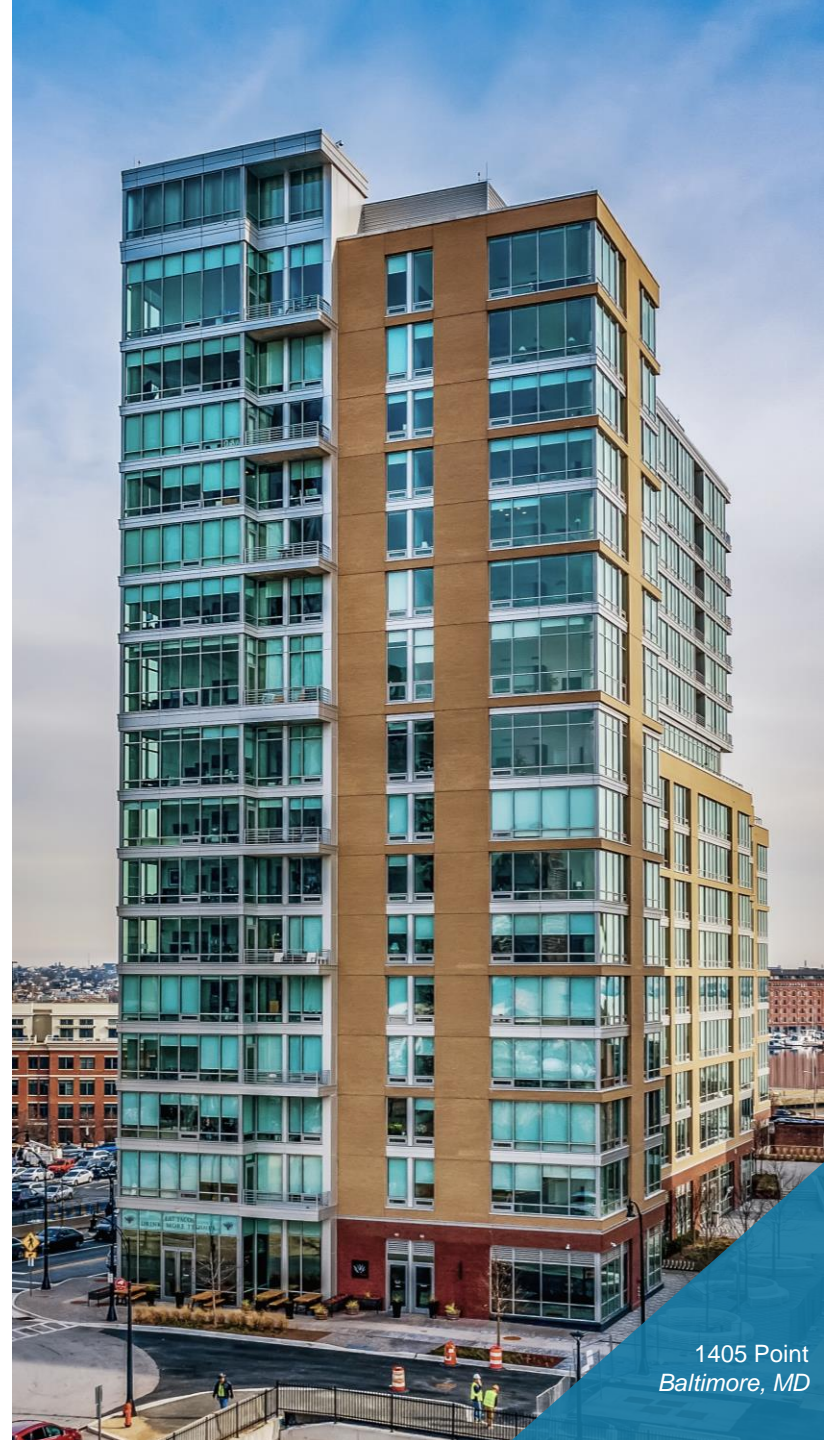


SUPPLEMENTAL FINANCIAL PACKAGE



TABLE OF CONTENTS

| | |
|----|--|
| 03 | Forward Looking Statements |
| 04 | Corporate Profile |
| 05 | Highlights |
| 06 | Summary Information |
| 07 | Net Asset Value Component Data |
| 08 | Summary Balance Sheet |
| 09 | Summary Income Statement |
| 10 | FFO, Normalized FFO & Adjusted FFO |
| 11 | Outstanding Debt |
| 12 | Debt Information |
| 13 | Core Debt to Core EBITDA |
| 14 | Capitalization & Financial Ratios |
| 15 | Property Portfolio |
| 17 | Development & Redevelopment Pipeline |
| 18 | Mezzanine Investments |
| 19 | Acquisitions & Dispositions |
| 20 | Construction Business Summary |
| 21 | Same Store NOI by Segment |
| 22 | Top 10 Tenants by Annualized Base Rent |
| 23 | Lease Summary |
| 24 | Office Lease Expirations |
| 25 | Retail Lease Expirations |
| 26 | Appendix – Definitions & Reconciliations |
| 30 | Same Store vs Non-Same Store Properties |
| 31 | Reconciliation to Property Portfolio NOI |
| 33 | Reconciliation to GAAP Net Income |





FORWARD-LOOKING STATEMENTS

This Supplemental Financial Package should be read in conjunction with the unaudited condensed consolidated financial statements appearing in our press release dated April 30, 2020, which has been furnished as Exhibit 99.1 to our Form 8-K filed on April 30, 2020. The Company makes statements in this Supplemental Financial Package that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (set forth in Section 27A of the Securities Act of 1933, as amended (the “Securities Act”), and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). These forward-looking statements may include comments relating to the current and future performance of the Company’s operating property portfolio, the Company’s development pipeline, the Company’s construction and development business, including backlog and timing of deliveries and estimated costs, financing activities, and the Company’s financial outlook and expectations. For a description of factors that may cause the Company’s actual results or performance to differ from its forward-looking statements, please review the information under the heading “Risk Factors” included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2019 and the other documents filed by the Company with the Securities and Exchange Commission from time to time, including the Company’s Current Report on Form 8-K filed with the SEC on April 2, 2020. The Company’s actual future results and trends may differ materially from expectations depending on a variety of factors discussed in the Company’s filings with the Securities and Exchange Commission (the “SEC”). These factors include, without limitation: (a) the impact of the coronavirus (COVID-19) pandemic on macroeconomic conditions and economic conditions in the markets in which the Company operates, including, among others: (i) disruptions in, or a lack of access to, the capital markets or disruptions in the Company’s ability to borrow amounts subject to existing construction loan commitments; (ii) adverse impacts to the Company’s tenants’ and other third parties’ businesses and financial condition that adversely affect the ability and willingness of the Company’s tenants and other third parties to satisfy their rent and other obligations to the Company, including deferred rent; (iii) the ability and willingness of the Company’s tenants to renew their leases with the Company upon expiration of the leases or to re-lease the Company’s properties on the same or better terms in the event of nonrenewal or early termination of existing leases; and (iv) federal, state and local government initiatives to mitigate the impact of the COVID-19 pandemic, including additional restrictions on business activities, shelter-in place orders and other restrictions, and the timing and amount of economic stimulus or other initiatives; (b) the Company’s ability to continue construction on development and construction projects, in each case on the timeframes and on terms currently anticipated; (c) the Company’s ability to accurately assess and predict the impact of the COVID-19 pandemic on its results of operations, financial condition, dividend policy, acquisition and disposition activities and growth opportunities; and (d) the Company’s ability to maintain compliance with the covenants under its existing debt agreements or to obtain modifications to such covenants from the applicable lenders.

Armada Hoffler Properties, Inc. (NYSE: AHH) is a vertically-integrated, self-managed real estate investment trust ("REIT") with four decades of experience developing, building, acquiring, and managing high-quality, institutional-grade office, retail, and multifamily properties located primarily in the Mid-Atlantic and Southeastern United States. In addition to developing and building properties for its own account, the Company also provides development and general contracting construction services to third-party clients. Founded in 1979 by Daniel A. Hoffler, the Company has elected to be taxed as a REIT for U.S. federal income tax purposes. For more information, visit ArmadaHoffler.com.

BOARD OF DIRECTORS

Daniel A. Hoffler, Executive Chairman of the Board
Louis S. Haddad, Vice Chairman of the Board
James C. Cherry, Lead Independent Director
George F. Allen, Independent Director
James A. Carroll, Independent Director
Eva S. Hardy, Independent Director
A. Russell Kirk, Director
Dorothy S. McAuliffe, Independent Director
John W. Snow, Independent Director

CORPORATE OFFICERS

Louis S. Haddad, President and Chief Executive Officer
Michael P. O'Hara, Chief Financial Officer
Shawn J. Tibbetts, Chief Operating Officer
Eric E. Apperson, President of Construction
Shelly R. Hampton, President of Asset Management

ANALYST COVERAGE

Bank of America Merrill Lynch
James Feldman
(646) 855-5808
james.feldman@bofa.com

D. A. Davidson & Co.
Barry Oxford
(212) 240-9871
boxford@dadco.com

Janney, Montgomery, & Scott LLC
Robert Stevenson
(646) 840-3217
robertstevenson@janney.com

Stifel, Nicolaus & Company Inc.
John Guinee
(443) 224-1307
jwguinee@stifel.com

Raymond James & Associates
Bill Crow
(727) 567-2594
bill.crow@raymondjames.com

Robert W. Baird & Co.
David Rodgers
(216) 737-7341
drodgers@rwbaird.com

- Net income attributable to common stockholders and OP Unit holders of \$8.2 million, or \$0.11 per diluted share, compared to \$6.5 million, or \$0.10 per diluted share, for the three months ended March 31, 2019.
- Funds from operations attributable to common stockholders and OP Unit holders ("FFO") of \$22.3 million, or \$0.29 per diluted share, compared to \$16.6 million, or \$0.25 per diluted share, for the three months ended March 31, 2019. See "Non-GAAP Financial Measures."
- Normalized funds from operations attributable to common stockholders and OP Unit holders ("Normalized FFO") of \$24.7 million, or \$0.32 per diluted share, compared to \$18.5 million, or \$0.27 per diluted share, for the three months ended March 31, 2019.
- Core operating property portfolio occupancy at 95.6% as of March 31, 2020 compared to 96.5% as of December 31, 2019.
- Same Store Net Operating Income ("NOI") increased 1.7% on a GAAP basis and 3.6% on a cash basis compared to the quarter ended March 31, 2019.
- Third-party construction backlog as of March 31, 2020 was \$235.6 million.
- Reaffirmed its commitment to best-in-class corporate governance practices by waiving the option to classify its Board without stockholder approval under Maryland law, commonly referred to as MUTA.
- Established a Sustainability Committee to support the Company's ongoing commitment to environmental, workplace health and safety, corporate social responsibility, corporate governance, and other sustainability matters. The Sustainability Committee's 2019 Report can be accessed through the Company's website, ArmadaHoffler.com/Sustainability.
- Adopted several new corporate governance policies related to: environmental matters, human rights, vendor code of business conduct, clawback of incentive compensation, and anti-hedging.

COVID-19 UPDATE:

- Board of Directors suspends quarterly cash dividend on common stock and OP Units.
- Board of Directors declares cash dividend of \$0.421875 per share on its Series A Cumulative Redeemable Perpetual Preferred Stock payable on July 15, 2020 to stockholders of record on July 1, 2020.
- Board of Directors elects to reduce compensation by 25%. President and Chief Executive Officer Louis Haddad elects to reduce salary by 25%.
- Provided a comprehensive update on the current impact of the COVID-19 pandemic on the Company's business as set forth in the separate presentation found on the Investors page of the Company's website, ArmadaHoffler.com. The Company's executive management team will discuss current events including COVID-19 during today's webcast and conference call.
- As of April 24, collected 78% of total portfolio rents due for the month of April, including 100% of office tenant rents, 97% of multifamily tenant rents, and 57% of retail tenant rents. Please refer to the COVID-19 presentation for additional details regarding the composition and status of the Company's tenants and residents.
- All third-party construction sites remain active and fully operational.
- Deferred the commencement of three development projects, postponed all asset acquisition activity, and suspended non-essential capital expenditures.
- Because of the uncertainty surrounding the future impact of the COVID-19 pandemic, the Company has withdrawn its 2020 full-year Normalized FFO guidance that was previously issued on February 6, 2020.

SUMMARY INFORMATION

\$ IN THOUSANDS, EXCEPT PER SHARE DATE

| | Three months ended | | | | |
|--|--------------------|---------------|---------------|----------------------|---------------|
| | 3/31/2020 | 12/31/2019 | 9/30/2019 | 6/30/2019 | 3/31/2019 |
| OPERATIONAL METRICS | | | | | |
| Net income attributable to common stockholders and OP unit holders | \$8,160 | \$7,215 | \$9,869 | \$5,992 | \$6,514 |
| Net income attributable to common stockholders and OP unit holders per diluted share | \$0.11 | \$0.09 | \$0.13 | \$0.08 | \$0.10 |
| Rental properties Net Operating Income (NOI) | 28,581 | 27,811 | 28,167 | 25,012 | 21,056 |
| General contracting and real estate services gross profit | 1,718 | 1,058 | 1,192 | 1,321 | 750 |
| Adjusted EBITDA ⁽¹⁾ | 33,103 | 30,843 | 31,150 | 28,800 | 24,727 |
| Funds From Operations (FFO) attributable to common stockholders and OP unit holders | 22,252 | 22,500 | 21,706 | 19,137 | 16,643 |
| FFO per diluted share attributable to common stockholders and OP unit holders | \$0.29 | \$0.29 | \$0.29 | \$0.27 | \$0.25 |
| Normalized FFO attributable to common stockholders and OP unit holders | 24,697 | 22,896 | 22,474 | 21,212 | 18,506 |
| Normalized FFO per diluted share attributable to common stockholders and OP unit holders | \$0.32 | \$0.30 | \$0.30 | \$0.30 | \$0.27 |
| Annualized dividend yield | 8.22% | 4.58% | 4.64% | 5.08% | 5.39% |
| CAPITALIZATION | | | | | |
| Common shares outstanding | 56,492 | 56,278 | 54,875 | 52,794 | 52,327 |
| Operating Partnership units outstanding | 21,273 | 21,273 | 21,167 | 21,178 | 16,992 |
| Common shares and OP units outstanding | 77,765 | 77,551 | 76,042 | 73,972 | 69,319 |
| Market price per common share | \$10.70 | \$18.35 | \$18.09 | \$16.55 | \$15.59 |
| Common equity capitalization ⁽²⁾ | \$832,085 | \$1,423,061 | \$1,375,600 | \$1,224,237 | \$1,080,683 |
| Preferred equity capitalization | 63,250 | 63,250 | 63,250 | 63,250 | - |
| Total equity capitalization | \$895,335 | \$1,486,311 | \$1,438,850 | \$1,287,487 | \$1,080,683 |
| Total debt ⁽³⁾ | 1,016,293 | 960,819 | 951,891 | 956,068 | 744,123 |
| Total capitalization | 1,911,628 | 2,447,130 | 2,390,741 | 2,243,555 | 1,824,806 |
| Less: cash | (52,788) | (43,579) | (47,606) | (25,961) | (18,959) |
| Total enterprise value | \$1,858,840 | \$2,403,551 | \$2,343,135 | \$2,217,594 | \$1,805,847 |
| BALANCE SHEET METRICS | | | | | |
| Core debt / enterprise value | 45.0% | 33.6% | 33.4% | 27.0% | 30.0% |
| Core debt + preferred equity / enterprise value | 48.4% | 36.2% | 36.1% | 29.8% | - |
| Fixed charge coverage ratio | 2.8x | 2.5x | 2.7x | 2.9x | 3.4x |
| Core debt / Annualized core EBITDA | 6.5x | 6.8x | 6.6x | 6.1x | 6.1x |
| Core debt + preferred equity / Annualized core EBITDA | 7.0x | 7.3x | 7.2x | 6.7x | - |
| CORE PORTFOLIO OCCUPANCY | | | | | |
| Office ⁽⁴⁾ | 96.6% | 96.6% | 96.6% | 94.6% | 94.9% |
| Retail ⁽⁴⁾ | 96.1% | 96.9% | 96.8% | 96.6% | 96.1% |
| Multifamily ⁽⁵⁾ | 93.7% | 95.6% | 95.8% | 94.7% ⁽⁶⁾ | 97.2% |
| Weighted Average ⁽⁷⁾ | 95.6% | 96.5% | 96.5% | 95.6% | 96.0% |

(1) See definition on page 28.

(2) Includes common shares and OP units.

(3) Excludes GAAP adjustments.

(4) Office and retail occupancy based on leased square feet as a % of respective total.

(5) Multifamily occupancy based on occupied units as a % of respective total.

(6) Includes impact of seasonality, attributed to the reduced summer occupancy at the JHU student housing property.

(7) Total occupancy weighted by annualized base rent.

\$ IN THOUSANDS

Stabilized Portfolio NOI (Cash)⁽¹⁾

| | Three months ended 3/31/2020 | Annualized 3/31/2020 |
|---|---------------------------------|-------------------------|
| Stabilized Virginia Beach (VB) Town Center⁽¹⁾ | | |
| Office ⁽²⁾ | \$3,503 | \$14,012 |
| Retail ⁽²⁾ | 1,944 | 7,776 |
| Multifamily | 1,812 | 7,248 |
| Total Stabilized VB Town Center NOI | <u>\$7,259</u> | <u>\$29,036</u> |
| Stabilized Portfolio (Excludes VB Town Center)⁽¹⁾ | | |
| Office ⁽²⁾ | \$2,912 | \$11,648 |
| Retail | 12,635 | 50,540 |
| Multifamily | 4,994 | 19,976 |
| Total Stabilized Portfolio (Excludes VB Town Center) | <u>\$20,541</u> | <u>\$82,164</u> |
| Combined Stabilized Portfolio NOI | <u>\$27,800</u> | <u>\$111,200</u> |
| Run Rate Adjustments⁽¹⁾ | | |
| Signed Leases Not Yet Occupied or In Free Rent Period | \$901 | \$3,604 |
| Net Dispositions Completed Intra-Quarter | - | - |
| Total Run Rate Adjustments | <u>\$901</u> | <u>\$3,604</u> |
| Total | <u>\$28,701</u> | <u>\$114,804</u> |

Non-Stabilized Portfolio and Development Pipeline (Cost Basis)⁽³⁾

See page 17 for a list of properties

| | As of 3/31/2020 |
|--|------------------|
| Income Producing Properties | \$14,000 |
| Construction In Process | 150,000 |
| Other Assets | 24,000 |
| Total Non-Stabilized Development Portfolio | <u>188,000</u> |
| Redevelopment in Process | 17,000 |
| Total Non-Stabilized Redevelopment and Development Portfolio | <u>\$205,000</u> |

Third-Party General Contracting and Real Estate Services

| | Trailing 12 Months |
|----------------------------------|--------------------|
| General Contracting Gross Profit | \$5,289 |

Non-Property Assets⁽⁴⁾

| | As of 3/31/2020 |
|--|------------------|
| Cash and Cash Equivalents | \$48,096 |
| Restricted cash | 4,692 |
| Accounts Receivable | 22,831 |
| Notes Receivable, Including Mezzanine Investments ⁽⁵⁾ | 177,344 |
| Construction receivables, including retentions | 35,051 |
| Acquired lease intangible assets, net | 65,014 |
| Other Assets | 34,862 |
| Land Held for Development (Book Value) | 13,607 |
| Total Non-Property Assets | <u>\$401,497</u> |

Liabilities⁽⁴⁾

| | As of 3/31/2020 |
|---|--------------------|
| Mortgages and Notes Payable ⁽⁵⁾ | \$1,016,293 |
| Accounts Payable and Accrued Liabilities | 15,768 |
| Construction Payables, Including Retentions | 50,161 |
| Other Liabilities | 75,715 |
| Total Liabilities | <u>\$1,157,937</u> |

Preferred Equity

| | Liquidation Value |
|--|-------------------|
| Series A Cumulative Redeemable Perpetual Preferred Stock | \$63,250 |

Common Equity

| | As of 3/31/2020 |
|--|-----------------|
| Total common shares outstanding | 56,492 |
| Total OP units outstanding | 21,273 |
| Total Common Shares & OP Units Outstanding | <u>77,765</u> |

- (1) NOI from non-stabilized portfolio and development pipeline excluded from stabilized portfolio.
- (2) Includes leases for spaces occupied by Armada Hoffer which are eliminated for GAAP purposes.
- (3) NOI not included in Stabilized Portfolio.
- (4) Excludes lease right of use assets and lease liabilities.
- (5) Excludes GAAP adjustments.

SUMMARY BALANCE SHEET

\$ IN THOUSANDS

| | As of | |
|---|--------------------------|--------------------|
| | 3/31/2020 (Unaudited) | 12/31/2019 |
| Assets | | |
| Real estate investments: | | |
| Income producing property | \$1,465,882 | \$1,460,723 |
| Held for development | 13,607 | 5,000 |
| Construction in progress | 155,672 | 140,601 |
| Accumulated depreciation | (235,249) | (224,738) |
| Net real estate investments | 1,399,912 | 1,381,586 |
| Real estate investments held for sale | - | 1,460 |
| Cash and cash equivalents | 48,096 | 39,232 |
| Restricted cash | 4,692 | 4,347 |
| Accounts receivable, net | 22,831 | 23,470 |
| Notes receivable, net | 178,652 | 159,371 |
| Construction receivables, including retentions, net | 35,051 | 36,361 |
| Construction contract costs and estimated earnings in excess of billings, net | 458 | 249 |
| Operating lease right-of-use assets, net | 32,997 | 33,088 |
| Finance lease right-of-use assets, net | 23,983 | 24,130 |
| Acquired lease intangible assets, net | 65,014 | 68,702 |
| Other assets | 34,404 | 32,901 |
| Total Assets | \$1,846,090 | \$1,804,897 |
| Liabilities and Equity | | |
| Indebtedness, net | \$1,006,617 | \$950,537 |
| Accounts payable and accrued liabilities | 15,768 | 17,803 |
| Construction payables, including retentions | 50,161 | 53,382 |
| Billings in excess of costs and estimated earnings | 6,311 | 5,306 |
| Operating lease liabilities | 41,512 | 41,474 |
| Finance lease liabilities | 17,916 | 17,903 |
| Other liabilities | 69,404 | 63,045 |
| Total Liabilities | 1,207,689 | 1,149,450 |
| Total Equity | 638,401 | 655,447 |
| Total Liabilities and Equity | \$1,846,090 | \$1,804,897 |

SUMMARY INCOME STATEMENT

IN THOUSANDS, EXCEPT PER SHARE DATA

| | Three months ended | |
|---|--------------------|----------------|
| | 3/31/2020 | 3/31/2019 |
| | (Unaudited) | |
| Revenues | | |
| Rental revenues | \$42,289 | \$30,909 |
| General contracting and real estate services revenues | 47,268 | 17,036 |
| Total Revenues | 89,557 | 47,945 |
| Expenses | | |
| Rental expenses | 9,375 | 6,725 |
| Real estate taxes | 4,333 | 3,128 |
| General contracting and real estate services expenses | 45,550 | 16,286 |
| Depreciation and amortization | 14,279 | 9,904 |
| Amortization of right-of-use assets - finance leases | 147 | - |
| General and administrative expenses | 3,793 | 3,401 |
| Acquisition, development and other pursuit costs | 27 | 400 |
| Impairment charges | 158 | - |
| Total Expenses | 77,662 | 39,844 |
| Operating Income | 11,895 | 8,101 |
| Interest income | 7,226 | 5,319 |
| Interest expense on indebtedness | (7,959) | (5,886) |
| Interest expense on finance leases | (229) | - |
| Change in fair value of interest rate derivatives | (1,736) | (1,463) |
| Equity in income of unconsolidated real estate entities | - | 273 |
| Provision for unrealized credit losses | (377) | - |
| Other income (expense), net | 58 | 60 |
| Income before taxes | 8,878 | 6,404 |
| Income tax benefit (provision) | 257 | 110 |
| Net Income | \$9,135 | \$6,514 |
| Net income attributable to noncontrolling interest in investment entities | 92 | - |
| Preferred stock dividends | (1,067) | - |
| Net income attributable to AHH and OP Unit holders | \$8,160 | \$6,514 |
| Net income per diluted share and unit attributable to AHH and OP Unit holders | \$0.11 | \$0.10 |
| Weighted Average Shares & Units - Diluted | 77,671 | 67,919 |

FFO, NORMALIZED FFO & AFFO⁽¹⁾

\$ IN THOUSANDS, EXCEPT PER SHARE DATA

| | Three months ended (Unaudited) | | | | |
|---|--------------------------------|-----------------|-----------------|-----------------|-----------------|
| | 3/31/2020 | 12/31/2019 | 9/30/2019 | 6/30/2019 | 3/31/2019 |
| Funds From Operations | | | | | |
| Net income attributable to AHH and OP unit holders | \$8,160 | \$7,215 | \$9,869 | \$5,992 | \$6,514 |
| Earnings per diluted share | \$0.11 | \$0.09 | \$0.13 | \$0.08 | \$0.10 |
| Depreciation and amortization ⁽²⁾ | 14,092 | 15,285 | 15,057 | 13,145 | 10,129 |
| Gains (losses) on dispositions of operating real estate ⁽³⁾ | - | - | (3,220) | - | - |
| FFO | \$22,252 | \$22,500 | \$21,706 | \$19,137 | \$16,643 |
| FFO per diluted share | \$0.29 | \$0.29 | \$0.29 | \$0.27 | \$0.25 |
| Normalized FFO | | | | | |
| Acquisition, development & other pursuit costs | 27 | 294 | 93 | 57 | 400 |
| Loss on extinguishment of debt | - | 30 | - | - | - |
| Impairment of intangible assets and liabilities | 158 | 252 | - | - | - |
| Provision for unrealized credit losses | 377 | - | - | - | - |
| Amortization of right-of-use assets - finance leases | 147 | 147 | 145 | 85 | - |
| Change in fair value of interest rate derivatives | 1,736 | (327) | 530 | 1,933 | 1,463 |
| Normalized FFO | \$24,697 | \$22,896 | \$22,474 | \$21,212 | \$18,506 |
| Normalized FFO per diluted share | \$0.32 | \$0.30 | \$0.30 | \$0.30 | \$0.27 |
| Adjusted FFO | | | | | |
| Non-cash stock compensation | 1,030 | 274 | 323 | 327 | 689 |
| Acquisition, development & other pursuit costs | (27) | (294) | (93) | (57) | (400) |
| Tenant improvements, leasing commissions, lease incentives ⁽⁴⁾ | (1,318) | (1,065) | (2,057) | (841) | (809) |
| Property related capital expenditures | (1,014) | (2,426) | (1,565) | (1,983) | (1,494) |
| Adjustment for loan modification and exit fees | (2,074) | (1,860) | (1,371) | (1,238) | (1,118) |
| Non-cash interest expense ⁽⁵⁾ | 638 | 588 | 425 | 509 | 304 |
| Cash ground rent payment - finance lease | (216) | (216) | (207) | (112) | - |
| GAAP Adjustments | (984) | (958) | (1,686) | (1,422) | (850) |
| AFFO | \$20,732 | \$16,939 | \$16,243 | \$16,395 | \$14,828 |
| AFFO per diluted share | \$0.27 | \$0.22 | \$0.22 | \$0.23 | \$0.22 |
| Weighted Average Common Shares Outstanding | 56,398 | 55,581 | 53,463 | 52,451 | 50,926 |
| Weighted Average Operating Partnership ("OP") Units Outstanding | 21,273 | 21,181 | 21,080 | 18,781 | 16,993 |
| Total Weighted Average Common Shares and OP Units Outstanding | 77,671 | 76,762 | 74,543 | 71,232 | 67,919 |

(1) See definitions on pages 27-28.

(2) Adjusted for the depreciation attributable to noncontrolling interests in consolidated investments and unconsolidated entities.

(3) The adjustment for gain on operating real estate dispositions for the 3 months ended 9/30/2019 excludes the portion of the gain on Lightfoot Marketplace that was allocated to our joint venture partner and excludes the gain on sale of a non-operating land parcel.

(4) Excludes development, redevelopment, and first generation space.

(5) Includes non-cash interest expense relating to indebtedness and interest expense on finance leases.

OUTSTANDING DEBT

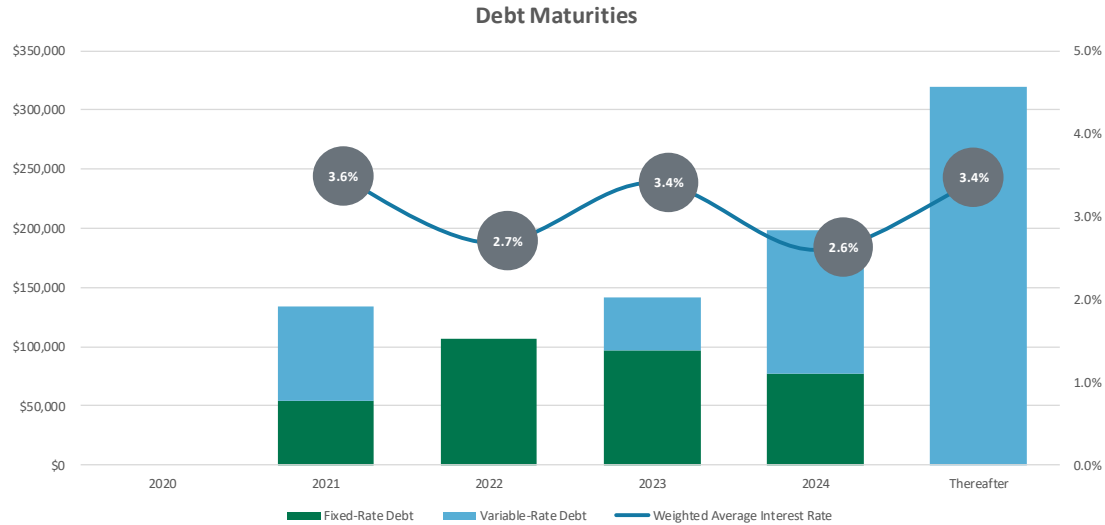
\$ IN THOUSANDS

Debt Maturities & Principal Payments

| Debt | Stated Rate | Effective Rate as | | Maturity Date | Debt Maturities & Principal Payments | | | | | Outstanding as of 3/31/2020 | |
|---|---------------|---------------------------------|--|---------------|--------------------------------------|------------------|------------------|------------------|------------------|--------------------------------|--------------------|
| | | of 3/31/2020 | | | 2020 | 2021 | 2022 | 2023 | 2024 | | Thereafter |
| Secured Notes Payable - Core Debt | | | | | | | | | | | |
| Hoffler Place | L+3.24% | 4.23% | | Jan-2021 | - | \$29,589 | | | | | \$29,589 |
| Southgate Square | L+1.60% | 2.59% | | Apr-2021 | 660 | 19,682 | | | | | 20,342 |
| Encore Apartments | 3.25% | 3.25% | | Sep-2021 | 379 | 24,338 | | | | | 24,717 |
| 4525 Main Street | 3.25% | 3.25% | | Sep-2021 | 487 | 31,230 | | | | | 31,717 |
| Red Mill West | 4.23% | 4.23% | | Jun-2022 | 336 | 465 | 10,386 | | | | 11,187 |
| Thames Street Wharf | L+1.30% | 1.81% ⁽¹⁾ | | Jun-2022 | - | - | 70,000 | | | | 70,000 |
| Hanbury Village | 3.78% | 3.78% | | Aug-2022 | 79 | 532 | 17,774 | | | | 18,385 |
| Marketplace at Hilltop | 4.42% | 4.42% | | Oct-2022 | 299 | 414 | 9,706 | | | | 10,419 |
| 1405 Point | L+2.25% | 3.24% | | Jan-2023 | - | 714 | 754 | 51,532 | | | 53,000 |
| Socastee Commons | 4.57% | 4.57% | | Jan-2023 | 82 | 115 | 120 | 4,223 | | | 4,540 |
| Sandbridge Commons | L+1.75% | 2.74% | | Jan-2023 | 186 | 257 | 268 | 7,248 | | | 7,959 |
| 249 Central Park Retail | L+1.60% | 3.85% ⁽¹⁾ | | Aug-2023 | 175 | 245 | 260 | 16,092 | | | 16,772 |
| Fountain Plaza Retail | L+1.60% | 3.85% ⁽¹⁾ | | Aug-2023 | 105 | 147 | 156 | 9,685 | | | 10,093 |
| South Retail | L+1.60% | 3.85% ⁽¹⁾ | | Aug-2023 | 77 | 107 | 114 | 7,065 | | | 7,363 |
| One City Center | L+1.85% | 2.84% | | Apr-2024 | 447 | 628 | 659 | 691 | 22,734 | | 25,159 |
| Red Mill Central | 4.80% | 4.80% | | Jun-2024 | 131 | 175 | 175 | 175 | 1,838 | | 2,494 |
| Premier Apartments | L+1.55% | 2.54% | | Oct-2024 | 34 | 208 | 221 | 234 | 16,053 | | 16,750 |
| Red Mill South | 3.57% | 3.57% | | May-2025 | 229 | 315 | 327 | 338 | 351 | 4,502 | 6,062 |
| Brooks Crossing Office | L+1.60% | 2.59% | | Jul-2025 | 299 | 734 | 753 | 774 | 793 | 11,058 | 14,411 |
| Market at Mill Creek | L+1.55% | 2.54% | | Jul-2025 | 486 | 647 | 647 | 647 | 647 | 10,960 | 14,034 |
| Johns Hopkins Village | L+1.25% | 4.19% ⁽¹⁾ | | Aug-2025 | 707 | 988 | 1,031 | 1,075 | 1,116 | 46,649 | 51,566 |
| North Point Center Note 2 | 7.25% | 7.25% | | Sep-2025 | 99 | 140 | 151 | 162 | 174 | 1,467 | 2,193 |
| Lexington Square | 4.50% | 4.50% | | Sep-2028 | 193 | 268 | 280 | 293 | 306 | 13,293 | 14,633 |
| Red Mill North | 4.73% | 4.73% | | Dec-2028 | 76 | 105 | 110 | 116 | 121 | 3,842 | 4,370 |
| Greenside Apartments | 3.17% | 3.17% | | Dec-2029 | 505 | 697 | 720 | 743 | 765 | 30,398 | 33,828 |
| Smith's Landing | 4.05% | 4.05% | | Jun-2035 | 635 | 880 | 917 | 956 | 994 | 13,584 | 17,966 |
| Liberty Apartments | 5.66% | 5.66% | | Nov-2043 | 217 | 304 | 322 | 341 | 361 | 12,549 | 14,094 |
| The Cosmopolitan | 3.35% | 3.35% | | Jul-2051 | 597 | 819 | 847 | 876 | 906 | 39,461 | 43,506 |
| Total - Secured Core Debt | | | | | \$7,520 | \$114,743 | \$116,698 | \$103,266 | \$47,159 | \$187,763 | \$577,149 |
| Secured Notes Payable - Development Pipeline | | | | | | | | | | | |
| Summit Place | L+3.24% | 4.23% | | Jan-2021 | - | 30,135 | | | | | 30,135 |
| Wills Wharf | L+2.25% | 3.24% | | Jun-2023 | - | - | - | 45,759 | | | 45,759 |
| Premier Retail | L+1.55% | 2.54% | | Oct-2024 | 17 | 102 | 109 | 115 | 7,907 | | 8,250 |
| Total - Development Pipeline | | | | | 17 | 30,237 | 109 | 45,874 | 7,907 | | 84,144 |
| Total Secured Notes Payable | | | | | \$7,537 | \$144,980 | \$116,807 | \$149,140 | \$55,066 | \$187,763 | \$661,293 |
| Unsecured Core Debt | | | | | | | | | | | |
| Senior Unsecured Line of Credit | L+1.30%-1.85% | 2.49% | | Jan-2024 | - | - | - | - | \$150,000 | | \$150,000 |
| Senior Unsecured Term Loan | L+1.25%-1.80% | 2.44% | | Jan-2025 | - | - | - | - | - | 19,500 ⁽²⁾ | 19,500 |
| Senior Unsecured Term Loan | L+1.25%-1.80% | 1.95% - 4.47% ⁽¹⁾⁽²⁾ | | Jan-2025 | - | - | - | - | - | 185,500 ⁽²⁾ | 185,500 |
| Total - Unsecured Core Debt | | | | | - | - | - | - | 150,000 | 205,000 | 355,000 |
| Total Notes Payable excluding GAAP Adjustments | | | | | \$7,537 | \$144,980 | \$116,807 | \$149,140 | \$205,066 | \$392,763 | \$1,016,293 |
| GAAP Adjustments | | | | | | | | | | | (9,676) |
| Total Notes Payable | | | | | | | | | | | \$1,006,617 |

(1) Includes debt subject to interest rate swap locks.

(2) Reflects the impact of swap locks effective 4/1/2020.



Total Debt Composition

Interest Rate Cap Agreements

| | % of Debt | Weighted Average | | Effective Date | Maturity Date | Strike Rate | Notional Amount |
|--|-----------|------------------|----------|-----------------------------------|---------------|-------------|-----------------|
| | | Interest Rate | Maturity | | | | |
| Secured vs. Unsecured Debt | | | | | | | |
| Unsecured Debt | 34.9% | 2.9% | 4.4 Yrs | July 2018 | August 2020 | 2.50% | \$50,000 |
| Secured Debt | 65.1% | 3.4% | 6.0 Yrs | December 2018 | January 2021 | 2.75% | 50,000 |
| Variable vs. Fixed-rate Debt | | | | | | | |
| Variable-rate Debt ⁽²⁾ | 42.8% | 2.9% | 3.3 Yrs | May 2019 | June 2022 | 2.50% | 100,000 |
| Fixed-rate Debt ⁽¹⁾⁽³⁾ | 57.2% | 3.4% | 7.1 Yrs | January 2020 | February 2022 | 1.75% | 100,000 |
| Fixed-rate and Hedged Debt ⁽¹⁾⁽³⁾ | 96.6% | | | March 2020 | March 2022 | 1.50% | 100,000 |
| Total | | 3.2% | 5.5 Yrs | Total Interest Rate Caps | | | \$400,000 |
| | | | | Fixed-rate Debt ⁽¹⁾⁽³⁾ | | | 581,405 |
| | | | | Fixed-rate and Hedged Debt | | | \$981,405 |
| | | | | % of Total Debt ⁽³⁾ | | | 96.6% |

(1) Includes debt subject to interest rate swap locks.
(2) Excludes debt subject to interest rate swap locks.
(3) Excludes GAAP adjustments.

CORE DEBT TO CORE EBITDA⁽¹⁾

\$ IN THOUSANDS

| | Three months ended | | | | |
|---|--------------------|------------------|------------------------|------------------|------------------|
| | 3/31/2020 | 12/31/2019 | 9/30/2019 | 6/30/2019 | 3/31/2019 |
| Net income attributable to common stockholders and OP unit holders | \$8,160 | \$7,215 | \$9,869 | \$5,992 | \$6,514 |
| Excluding: | | | | | |
| Depreciation and amortization ⁽²⁾ | 14,092 | 15,285 | 15,057 | 13,145 | 10,129 |
| Amortization of right-of-use assets - finance leases | 147 | 147 | 145 | 85 | - |
| (Gain) Loss on operating real estate dispositions | - | - | (3,220) ⁽³⁾ | - | - |
| Income tax provision (benefit) | (257) | (152) | (199) | (30) | (110) |
| Interest expense ⁽²⁾ | 7,805 | 8,359 | 8,624 | 7,348 | 6,042 |
| Interest expense - finance leases | 229 | 228 | 228 | 112 | - |
| Change in fair value of interest rate derivatives | 1,736 | (327) | 530 | 1,933 | 1,463 |
| Cash ground rent payment - finance leases | (216) | (216) | (207) | (112) | - |
| Loss on extinguishment of debt | - | 30 | - | - | - |
| Provision for unrealized credit losses | 377 | - | - | - | - |
| Non-cash stock compensation | 1,030 | 274 | 323 | 327 | 689 |
| Adjusted EBITDA | \$33,103 | \$30,843 | \$31,150 | \$28,800 | \$24,727 |
| Other adjustments: | | | | | |
| Development/Redevelopment ⁽²⁾⁽⁵⁾ | (1,133) | (1,010) | (1,499) | (2,183) | (2,452) |
| (Less) Net Acquisitions/Dispositions completed intra-quarter | - | - | (226) | (1,978) | - |
| Core EBITDA | \$31,970 | \$29,833 | \$29,425 | \$24,639 | \$22,275 |
| Total debt⁽⁴⁾ | \$1,016,293 | \$960,819 | \$951,891 | \$956,068 | \$744,123 |
| Adjustments to debt: | | | | | |
| (Less) Development/Redevelopment ⁽²⁾⁽⁵⁾ | (127,650) | (109,930) | (122,597) | (161,528) | (182,780) |
| (Less) Net Acquisitions/Dispositions completed intra-quarter | - | - | - | (170,476) | - |
| (Less) Cash & restricted cash | (52,788) | (43,579) | (47,606) | (25,961) | (18,959) |
| Core Debt | \$835,855 | \$807,310 | \$781,688 | \$598,103 | \$542,384 |
| Core Debt/Annualized Core EBITDA | 6.5x | 6.8x | 6.6x | 6.1x | 6.1x |

(1) See definitions on page 28.

(2) Adjusted for the depreciation and interest expense attributable to noncontrolling interests in consolidated investments and unconsolidated entities.

(3) The adjustment for gain on operating real estate dispositions excludes the portion of the gain on Lightfoot Marketplace in 3Q19 that was allocated to our joint venture partner.

(4) Excludes GAAP Adjustments.

(5) Includes the redevelopment of the Cosmopolitan apartments

\$ IN THOUSANDS AS OF MARCH 31, 2020

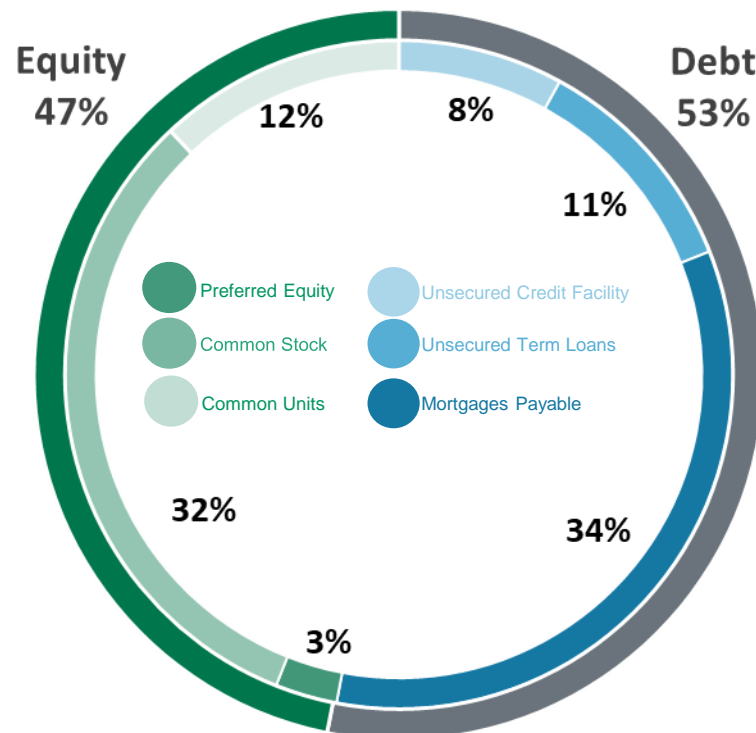
| Debt | % of Total | Principal Balance |
|---------------------------|------------|--------------------|
| Unsecured credit facility | 15% | \$150,000 |
| Unsecured term loans | 20% | 205,000 |
| Mortgages payable | 65% | 661,293 |
| Total debt | | \$1,016,293 |

| Preferred Equity | Shares | Liquidation Value Per Share | Total Liquidation Value |
|---|--------|-----------------------------|-------------------------|
| 6.75% Series A Cumulative Redeemable Perpetual Preferred Stock (NYSE: AHHPrA) | 2,530 | \$25.00 | \$63,250 |

| Common Equity | % of Total | Shares/Units | Stock Price | Market Value |
|-------------------------------------|------------|---------------|-------------|--------------------|
| Common stock (NYSE: AHH) | 73% | 56,492 | \$10.70 | \$604,464 |
| Common units | 27% | 21,273 | \$10.70 | 227,621 |
| Equity market capitalization | | 77,765 | | \$832,085 |
| Total capitalization | | | | \$1,911,628 |

| Financial Ratios | |
|---|------|
| Debt Service Coverage Ratio ⁽¹⁾ | 3.0x |
| Fixed Charge Coverage Ratio ⁽²⁾ | 2.8x |
| Net Debt to Adjusted EBITDA | 7.7x |
| Core Debt to Core EBITDA | 6.5x |
| Core Debt + Preferred Equity to Core EBITDA | 7.0x |
| Debt/Market capitalization | 53% |

| Liquidity | |
|---------------------------------------|-----------------|
| Cash on hand | \$52,788 |
| Availability under credit facility | - |
| Availability under construction loans | 40,381 |
| | \$93,169 |



| Unencumbered Properties | |
|---------------------------|-----|
| % of Total Properties | 59% |
| % of Annualized Base Rent | 40% |

(1) Reflects quarterly Adjusted EBITDA divided by total quarterly interest expense and required principal repayment

(2) Reflects quarterly Adjusted EBITDA divided by total quarterly interest expense, required principal repayment, and preferred equity dividends

Net Rentable Square Feet (RSF)⁽¹⁾

| Property | Anchor Tenant(s) | Location | Town Center | Unencumbered ABR | Year Built | Core Properties | Development/Redevelopment Properties | Total | Core Occupancy ⁽²⁾ | Development/Redevelopment Leased ⁽²⁾ | ABR ⁽³⁾ | ABR per Leased ⁽³⁾ |
|---|--|----------------------|-------------|------------------|------------|------------------|--------------------------------------|------------------|-------------------------------|---|---------------------|-------------------------------|
| Retail Properties | | | | | | | | | | | | |
| 249 Central Park Retail | Cheesecake Factory, Brooks Brothers | Virginia Beach, VA | ✓ | - | 2004 | 92,400 | - | 92,400 | 97.9% | - | \$2,561,001 | \$28.32 |
| Alexander Pointe ⁽⁶⁾ | Harris Teeter | Salisbury, NC | | 100% | 1997 | 64,724 | - | 64,724 | 95.7% | - | 649,308 | 10.49 |
| Apex Entertainment | Apex Entertainment, USI | Virginia Beach, VA | ✓ | 100% | 2002 | - | 103,335 | 103,335 | - | 100.0% | 1,471,503 | 14.24 |
| Bermuda Crossroads ⁽⁶⁾ | Food Lion, OfficeMax | Chester, VA | | 100% | 2001 | 122,566 | - | 122,566 | 98.4% | - | 1,755,580 | 14.56 |
| Broad Creek Shopping Center ⁽⁶⁾⁽⁹⁾ | Food Lion, PetSmart | Norfolk, VA | | 100% | 1997/2001 | 121,504 | - | 121,504 | 95.5% | - | 2,072,367 | 17.86 |
| Broadmoor Plaza | Kroger | South Bend, IN | | 100% | 1980 | 115,059 | - | 115,059 | 97.5% | - | 1,383,006 | 12.32 |
| Brooks Crossing Retail | Various Small Shops | Newport News, VA | | 100% | 2016 | 18,349 | - | 18,349 | 66.3% | - | 169,740 | 13.95 |
| Columbus Village ⁽⁶⁾ | Barnes & Noble, Shake Shack | Virginia Beach, VA | ✓ | 100% | 1980/2013 | - | 62,362 | 62,362 | - | 90.8% | 1,715,356 | 30.29 |
| Columbus Village II | Regal Cinemas, BB&B | Virginia Beach, VA | ✓ | 100% | 1995/1996 | 92,061 | - | 92,061 | 96.7% | - | 1,595,334 | 17.92 |
| Commerce Street Retail ⁽⁵⁾ | Yard House | Virginia Beach, VA | ✓ | 100% | 2008 | 19,173 | - | 19,173 | 100.0% | - | 886,965 | 46.26 |
| Courthouse 7-Eleven | 7-Eleven | Virginia Beach, VA | | 100% | 2011 | 3,177 | - | 3,177 | 100.0% | - | 139,311 | 43.85 |
| Dimmock Square | Best Buy, Old Navy | Colonial Heights, VA | | 100% | 1998 | 106,166 | - | 106,166 | 79.0% | - | 1,513,551 | 18.04 |
| Fountain Plaza Retail | Ruth's Chris, Ann Taylor | Virginia Beach, VA | ✓ | - | 2004 | 35,961 | - | 35,961 | 100.0% | - | 1,051,239 | 29.23 |
| Gainsborough Square | Food Lion | Chesapeake, VA | | 100% | 1999 | 88,862 | - | 88,862 | 95.6% | - | 1,329,455 | 15.65 |
| Greentree Shopping Center | Various Small Shops | Chesapeake, VA | | 100% | 2014 | 15,719 | - | 15,719 | 92.6% | - | 309,465 | 21.26 |
| Hanbury Village ⁽⁶⁾ | Harris Teeter, Walgreens | Chesapeake, VA | | 32% | 2006/2009 | 116,635 | - | 116,635 | 100.0% | - | 2,547,561 | 21.84 |
| Harper Hill Commons ⁽⁶⁾ | Harris Teeter | Winston-Salem, NC | | 100% | 2004 | 96,914 | - | 96,914 | 85.0% | - | 947,389 | 11.50 |
| Harrisonburg Regal | Regal Cinemas | Harrisonburg, VA | | 100% | 1999 | 49,000 | - | 49,000 | 100.0% | - | 717,850 | 14.65 |
| Indian Lakes Crossing ⁽⁶⁾ | Harris Teeter | Virginia Beach, VA | | 100% | 2008 | 64,973 | - | 64,973 | 97.5% | - | 877,324 | 13.85 |
| Lexington Square | Lowe's Foods | Lexington, SC | | - | 2017 | 85,540 | - | 85,540 | 98.2% | - | 1,829,558 | 21.78 |
| Market at Mill Creek ⁽⁶⁾ | Lowe's Foods | Mt. Pleasant, SC | | - | 2018 | 80,405 | - | 80,405 | 95.8% | - | 1,755,874 | 22.79 |
| Marketplace at Hilltop ⁽⁶⁾⁽⁹⁾ | Total Wine, Panera | Virginia Beach, VA | | - | 2000/2001 | 116,953 | - | 116,953 | 100.0% | - | 2,605,772 | 22.28 |
| North Hampton Market | PetSmart, Hobby Lobby | Taylors, SC | | 100% | 2004 | 114,935 | - | 114,935 | 95.8% | - | 1,394,118 | 12.66 |
| North Point Center ⁽⁶⁾ | Harris Teeter, Home Depot, Costco | Durham, NC | | 88% | 1998/2009 | 494,746 | - | 494,746 | 100.0% | - | 3,827,845 | 7.74 |
| Oakland Marketplace ⁽⁶⁾ | Kroger | Oakland, TN | | 100% | 2004 | 64,538 | - | 64,538 | 100.0% | - | 481,332 | 7.46 |
| Parkway Centre | Publix | Moultrie, GA | | 100% | 2017 | 61,200 | - | 61,200 | 98.0% | - | 814,128 | 13.57 |
| Parkway Marketplace | Rite Aid | Virginia Beach, VA | | 100% | 1998 | 37,804 | - | 37,804 | 94.4% | - | 727,263 | 20.37 |
| Patterson Place | BB&B, PetSmart, DSW | Durham, NC | | 100% | 2004 | 160,942 | - | 160,942 | 94.3% | - | 2,476,367 | 16.31 |
| Perry Hall Marketplace | Safeway | Perry Hall, MD | | 100% | 2001 | 74,256 | - | 74,256 | 100.0% | - | 1,270,853 | 17.11 |
| Premier Retail | Williams Sonoma, Pottery Barn | Virginia Beach, VA | ✓ | - | 2018 | - | 39,162 | 39,162 | - | 75.6% | 969,014 | 32.73 |
| Providence Plaza | Cranfill, Sumner & Hartzog, Chipotle | Charlotte, NC | | 100% | 2007/2008 | 103,118 | - | 103,118 | 97.5% | - | 2,764,968 | 27.50 |
| Red Mill Commons ⁽⁶⁾ | Homegoods, Walgreens | Virginia Beach, VA | | 8% | 2000-2005 | 373,808 | - | 373,808 | 94.4% | - | 6,177,238 | 17.51 |
| Renaissance Square | Harris Teeter | Davidson, NC | | 100% | 2008 | 80,467 | - | 80,467 | 90.4% | - | 1,269,993 | 17.47 |
| Sandbridge Commons ⁽⁶⁾ | Harris Teeter | Virginia Beach, VA | | - | 2015 | 76,650 | - | 76,650 | 98.5% | - | 1,056,840 | 14.00 |
| Socastee Commons | Bi-Lo | Myrtle Beach, SC | | - | 2000/2014 | 57,273 | - | 57,273 | 100.0% | - | 651,797 | 11.38 |
| Southgate Square | Burlington, PetSmart, Michaels, Conn's | Colonial Heights, VA | | - | 1991/2016 | 260,131 | - | 260,131 | 93.6% | - | 3,346,192 | 13.74 |
| South Retail | lululemon, free people, CPK | Virginia Beach, VA | ✓ | - | 2002 | 38,515 | - | 38,515 | 100.0% | - | 997,134 | 25.89 |
| South Square | Ross, Petco, Office Depot | Durham, NC | | 100% | 1977/2005 | 109,590 | - | 109,590 | 98.1% | - | 1,794,697 | 16.70 |
| Southshore Shops | Buffalo Wild Wings | Chesterfield, VA | | 100% | 2006 | 40,307 | - | 40,307 | 78.8% | - | 669,194 | 21.07 |
| Stone House Square ⁽⁶⁾ | Weis Markets | Hagerstown, MD | | 100% | 2008 | 112,274 | - | 112,274 | 93.1% | - | 1,791,272 | 17.14 |
| Studio 56 Retail | McCormick & Schmick's | Virginia Beach, VA | ✓ | 100% | 2007 | 11,594 | - | 11,594 | 100.0% | - | 473,695 | 40.86 |
| Tyre Neck Harris Teeter ⁽⁶⁾⁽⁹⁾ | Harris Teeter | Portsmouth, VA | | 100% | 2011 | 48,859 | - | 48,859 | 100.0% | - | 533,285 | 10.91 |
| Wendover Village | BB&B, T.J. Maxx, Petco | Greensboro, NC | | 100% | 2004 | 176,939 | - | 176,939 | 100.0% | - | 3,564,025 | 20.14 |
| Total / Weighted Avg Retail Portfolio | | | | 63% | | 4,004,087 | 204,859 | 4,208,946 | 96.1% | | \$66,935,759 | \$16.58 |

| Net Rentable Square Feet (RSF) ⁽¹⁾ | | | | | | | | | | | | |
|--|--|--------------------|-------------|------------------|------------|------------------|------------------------|------------------|-------------------------------|-----------------------------------|---------------------|----------------------------------|
| Office Properties | Anchor Tenant | Location | Town Center | Unencumbered ABR | Year Built | Core Properties | Development Properties | Total | Core Occupancy ⁽²⁾ | Development Leased ⁽²⁾ | ABR ⁽³⁾ | ABR per Leased SF ⁽³⁾ |
| 4525 Main Street | Clark Nexsen, Anthropologie, Mythics | Virginia Beach, VA | ✓ | - | 2014 | 234,938 | - | 234,938 | 98.1% | - | \$6,760,796 | \$29.33 |
| Armada Hoffer Tower ⁽⁴⁾⁽⁵⁾ | AHH, Troutman Sanders, Williams Mullen | Virginia Beach, VA | ✓ | 100% | 2002 | 320,680 | - | 320,680 | 94.9% | - | 8,822,528 | 28.98 |
| Brooks Crossing Office | Huntington Ingalls Industries | Newport News, VA | | - | 2019 | 98,061 | - | 98,061 | 100.0% | - | 1,814,129 | 18.50 |
| One Columbus ⁽⁵⁾ | BB&T, HBA | Virginia Beach, VA | ✓ | 100% | 1984 | 128,876 | - | 128,876 | 97.5% | - | 3,153,421 | 25.10 |
| One City Center | Duke University, WeWork | Durham, NC | | - | 2019 | 152,815 | - | 152,815 | 87.8% | - | 4,397,609 | 32.79 |
| Thames Street Wharf ⁽⁴⁾ | Morgan Stanley, JHU Medical | Baltimore, MD | | - | 2010 | 263,426 | - | 263,426 | 99.4% | - | 7,206,502 | 27.53 |
| Two Columbus | HBA Architects | Virginia Beach, VA | ✓ | 100% | 2009 | 108,459 | - | 108,459 | 100.0% | - | 2,781,346 | 25.64 |
| Total / Weighted Average Office Portfolio | | | | 42% | | 1,307,255 | | 1,307,255 | 96.6% | | \$34,936,331 | \$27.66 |

| Units/Beds | | | | | | | | | | | | |
|---|--------------------|-------------|------------------|------------|-----------------|--------------------------------------|------------------|-------------------------------|--|--------------------|-------------------------------------|-------------------|
| Multifamily | Location | Town Center | Unencumbered ABR | Year Built | Core Properties | Development/Redevelopment Properties | Total Units/Beds | Core Occupancy ⁽²⁾ | Development/Redevelopment Occupancy ⁽²⁾ | ABR ⁽⁷⁾ | Monthly Rent per Occupied Unit/Beds | |
| 1405 Point ⁽⁸⁾⁽⁹⁾ | Baltimore, MD | | - | 2018 | 289 | - | 289 | 91.0% | - | \$6,773,664 | \$2,146.28 | |
| Encore Apartments | Virginia Beach, VA | ✓ | - | 2014 | 286 | - | 286 | 87.4% | - | 3,976,332 | 1,325.44 | |
| Greenside Apartments | Charlotte, NC | | - | 2018 | 225 | - | 225 | 94.2% | - | 4,040,370 | 1,588.20 | |
| Hoffler Place ⁽¹⁰⁾ | Charleston, SC | | - | 2019 | 258 | - | 258 | 86.0% | - | 3,507,356 | 1,316.58 | |
| Johns Hopkins Village ⁽⁸⁾⁽⁹⁾⁽¹⁰⁾ | Baltimore, MD | | - | 2016 | 568 | - | 568 | 97.7% | - | 7,624,416 | 1,144.81 | |
| Liberty Apartments ⁽⁸⁾ | Newport News, VA | | - | 2013 | 197 | - | 197 | 93.9% | - | 2,495,257 | 1,123.73 | |
| Premier Apartments | Virginia Beach, VA | ✓ | - | 2018 | 131 | - | 131 | 96.2% | - | 2,207,352 | 1,459.89 | |
| Smith's Landing ⁽⁹⁾ | Blacksburg, VA | | - | 2009 | 284 | - | 284 | 100.0% | - | 4,284,972 | 1,257.33 | |
| The Cosmopolitan ⁽⁸⁾ | Virginia Beach, VA | ✓ | - | 2006 | - | 342 | 342 | - | 84.8% ⁽¹¹⁾ | 4,879,512 | 1,701.36 | |
| Total / Weighted Avg Multifamily Portfolio | | | | | | 2,238 | 342 | 2,580 | 93.7% | | \$39,789,230 | \$1,419.40 |

| Properties with Tenants Subject to Ground Lease | Number of Ground Leases | Square Footage Leased Pursuant to Ground Leases | |
|---|-------------------------|---|--------------------|
| | | Square Footage | ABR |
| Alexander Pointe | 1 | 7,014 | \$10,000 |
| Bermuda Crossroads | 2 | 11,000 | 179,685 |
| Broad Creek Shopping Center | 6 | 23,825 | 649,818 |
| Columbus Village | 1 | 3,403 | 200,000 |
| Hanbury Village | 2 | 55,586 | 1,082,118 |
| Harper Hill Commons | 1 | 41,520 | 373,680 |
| Indian Lakes Crossing | 1 | 50,311 | 592,385 |
| Market at Mill Creek | 1 | 7,014 | 63,000 |
| Marketplace at Hilltop | 1 | 4,211 | 99,843 |
| North Point Center | 4 | 280,556 | 1,146,700 |
| Oakland Marketplace | 1 | 45,000 | 186,347 |
| Red Mill Commons | 8 | 33,961 | 773,639 |
| Sandbridge Commons | 3 | 60,521 | 738,500 |
| Stone House Square | 1 | 3,650 | 181,500 |
| Tyre Neck Harris Teeter | 1 | 48,859 | 533,285 |
| Total / Weighted Avg | 34 | 676,431 | \$6,810,500 |

(1) The net rentable square footage for each of our retail & office properties is the sum of (a) the square footage of existing leases, plus (b) for available space, management's estimate of net rentable square footage based, in part, on past leases. The net rentable square footage included in office leases is generally consistent with the Building Owners and Managers Association, or BOMA, 1996 measurement guidelines.

(2) Occupancy for each of our retail & office properties is calculated as (a) square footage under executed leases as of March 31, 2020, divided by (b) net rentable square feet, expressed as a percentage. Occupancy for our multifamily properties is calculated as (a) total units occupied as of March 31, 2020, divided by (b) total units available, as of such date expressed as a percentage.

(3) For the properties in our office and retail portfolios, annualized base rent, or ABR, is calculated by multiplying (a) monthly base rent (defined as cash base rent, before contractual tenant concessions and abatements, and excluding tenant reimbursements for expenses paid by us) as of March 31, 2020 for in-place leases as of such date by (b) 12, and does not give effect to periodic contractual rent increases or contingent rental revenue (e.g., percentage rent based on tenant sales thresholds). ABR per leased square foot is calculated by dividing (a) ABR by (b) square footage under in-place leases as of March 31, 2020. In the case of triple net or modified gross leases, our calculation of ABR does not include tenant reimbursements for real estate taxes, insurance, common area or other operating expenses.

(4) The Company occupied 55,390 square feet at these two properties at an ABR of \$1.7M, or \$31.30 per leased square foot, which amounts are reflected in this table. The rent paid by us is eliminated in accordance with GAAP in the consolidated financial statements.

(5) Includes ABR pursuant to a rooftop lease.

(6) Net rentable square feet at certain of our retail properties includes pad sites leased pursuant to the ground leases in the table to the right.

(7) For the properties in our multifamily portfolio, ABR is calculated by multiplying (a) base rental payments for the month ended March 31, 2020 by (b) 12.

(8) The ABR for Liberty, Cosmopolitan, Johns Hopkins Village, Hoffer Place and 1405 Point excludes approximately \$0.3M, \$0.9M, \$1.1M, \$0.1M and \$0.4M, respectively, from ground floor retail leases.

(9) The Company leases all or a portion of the land underlying this property pursuant to a ground lease.

(10) Monthly rent per occupied unit is calculated by dividing total base rental payments for the month ended March 31, 2020 by the number of occupied beds.

(11) Occupancy calculation excludes 60 units that are offline for redevelopment.

\$ IN THOUSANDS

Schedule⁽¹⁾

| Projects | Property Type | Estimated ⁽¹⁾ | % Leased or LOI | Construction Start | Initial Occupancy | Stabilized Operation ⁽²⁾ | Estimated Cost ⁽¹⁾ | Loan Commitment | Cost to Date | AHH Ownership % | Anchor Tenants |
|---|---------------|---------------------------|-----------------|--------------------|-------------------|-------------------------------------|-------------------------------|-----------------|--------------|--------------------|-----------------------------------|
| Under Development | | | | | | | | | | | |
| Summit Place (Meeting Street) Charleston, SC | Multifamily | 357 beds | 47% | 3Q17 | 3Q20 | 4Q20 | \$56,000 | \$35,000 | \$53,000 | 90% | NA |
| Wills Wharf Baltimore, MD | Office | 325,000 sf | 68% | 3Q18 | 2Q20 | 2Q21 | 120,000 | 76,000 | 98,000 | 100% | Canopy by Hilton, EY, WeWork |
| On Hold | | | | | | | | | | | |
| Chronicle Mill Belmont, NC | Multifamily | 239 units / 10,000 sf | - | TBD | TBD | TBD | TBD | TBD | 4,000 | 85% ⁽³⁾ | NA |
| Southern Post Roswell, GA | Mixed-use | 138 units / 137,000 sf | - | TBD | TBD | TBD | TBD | TBD | 9,000 | 80% ⁽³⁾ | TBD |
| Ten Tryon Charlotte, NC | Mixed-use | 220,000 sf | 38% | TBD | TBD | TBD | TBD | TBD | 8,000 | 80% ⁽³⁾ | Publix, Fortune 100 office tenant |
| Total Projects Under Development or On Hold | | | | | | | \$176,000 | \$111,000 | \$172,000 | | |
| Delivered Not Stabilized | | | | | | | | | | | |
| Premier Retail (Town Center Phase VI) Virginia Beach, VA | Retail | 39,000 sf | 76% | 4Q16 | 3Q18 | 3Q21 | 18,000 | 8,000 | 16,000 | 100% | Williams-Sonoma, Pottery Barn |
| Total | | | | | | | \$194,000 | \$119,000 | \$188,000 | | |

| Redevelopment | Property Type | % Leased or LOI | Out of Service | Construction Start | Anticipated Completion | Restabilized Operation ⁽²⁾ | Estimated Cost ⁽¹⁾ | Cost to Date | Projected ROI | Scope | |
|---|---------------|--------------------|----------------|--------------------|------------------------|---------------------------------------|-------------------------------|--------------|---------------|--|--|
| The Cosmopolitan Virginia Beach, VA | Multifamily | 83% ⁽⁴⁾ | 60 units | 1Q18 | TBD | TBD | \$14,000 | \$9,000 | 9% | Renovate all 342 units including upgraded finishes, new cabinetry and flooring, energy efficient appliances, and LED lighting; modernize resident clubhouse, business center, and leasing office. | |
| Columbus Village I Virginia Beach, VA | Mixed-use | 95% | 9,609 sf | 2Q19 | 3Q20 | 4Q20 | 9,000 | 7,000 | 8% | Reposition 62,000 SF center to better incorporate within Town Center and add Virginia Beach Boulevard small shop frontage along with Shake Shack, Cava, Hand & Stone, European Wax Center, and new Barnes & Noble prototype. | |
| Apex Entertainment Building (Former Dick's Sporting Goods) Virginia Beach, VA | Mixed-use | 100% | 84,000 sf | 1Q20 | 4Q20 | 1Q21 | 8,000 | 1,000 | 7% | Revitalize 84,000 SF of big box retail space within Town Center into a destination entertainment concept for a new to market tenant, Apex Entertainment. | |
| Total Projects Under Redevelopment | | | | | | | \$31,000 | \$17,000 | 8% | | |

| | Q1 2020 |
|----------------------|---------|
| Capitalized Interest | \$1,548 |
| Capitalized Overhead | \$964 |

(1) Represents estimates that may change as the development and redevelopment process proceeds.

(2) First fully-stabilized quarter. See same store definition on page 29.

(3) Majority interest in joint venture with preferred return.

(4) Occupancy calculation excludes 60 units that are offline for redevelopment.

Schedule⁽¹⁾

| | Property Type | Estimated ⁽¹⁾ | % Leased or LOI | Initial Occupancy | Loan Maturity | Interest Rate | Principal Mezzanine Financing | Mezzanine Interest QTD |
|---|---------------|--------------------------|-----------------|-------------------|---------------|---------------|-------------------------------|------------------------|
| Investments with Discounted Purchase Options | | | | | | | | |
| Nexton Square-Phase I Summerville, SC | Mixed-use | 118,000 sf | 99% | 3Q19 | 4Q20 | 10% | \$14,000 | \$392 |
| Short Term Investments | | | | | | | | |
| Delray Plaza (Whole Foods) ⁽²⁾ Delray Beach, FL | Retail | 83,000 sf | 100% | 3Q19 | 4Q20 | 15% | 12,000 | 489 |
| The Residences at Annapolis Junction ⁽²⁾ Annapolis Junction, MD | Multifamily | 416 units | 80% | 3Q17 | 2Q20 | 10% | 36,000 | 1,009 |
| Solis Apartments at Interlock Atlanta, GA | Multifamily | 349 units | NA | 4Q20 | 3Q22 | 13% | 23,000 | 838 |
| The Interlock Atlanta, GA | Mixed-use | 300,000 sf | 74% | 4Q20 | 3Q22 | 15% | 67,000 | 2,403 |
| Total | | | | | | | \$152,000 | \$5,131 |
| Mezzanine Interest Expense | | | | | | | | (1,122) |
| Net Mezzanine Interest Income | | | | | | | | <u>\$4,009</u> |



(1) Represents estimates that may change as the development process proceeds
 (2) Stopped GAAP recognition of mezzanine income as of 4/1/20

ACQUISITIONS

| Properties | Location | Square Feet | Purchase Price ⁽¹⁾ | Reinvested 1031 Proceeds | \$ Value of OP Units/Stock ⁽²⁾ | Cash Cap Rate | Purchase Date | Anchor Tenants |
|---|----------------------|------------------|-------------------------------|--------------------------|---|---------------|---------------|---|
| Thames Street Wharf | Baltimore, MD | 263,426 | \$101,000 | \$ - | \$ - | 7.1% | 2Q19 | Morgan Stanley, JHU Medical |
| Red Mill Commons & Marketplace at Hilltop | Virginia Beach, VA | 488,865 | 105,000 | - | 63,755 | 7.7% | 2Q19 | T.J. Maxx, Homegoods, Total Wine, Walgreens |
| Wendover Village III | Greensboro, NC | 5,286 | 2,783 | 2,424 | - | 9.2% | 1Q19 | Verizon |
| Lexington Square | Lexington, SC | 85,531 | 26,758 | - | 2,769 | 6.7% | 3Q18 | Lowes Foods |
| Parkway Centre | Moultrie, GA | 61,200 | 11,200 | - | 1,624 | 6.4% | 1Q18 | Publix |
| Indian Lakes | Virginia Beach, VA | 71,020 | 14,700 | - | - | 7.1% | 1Q18 | Harris Teeter, Wawa |
| Wendover Village Outparcel | Greensboro, NC | 35,895 | 14,300 | 7,900 | - | 7.7% | 3Q17 | Panera, Rooms to Go Kids |
| Renaissance Square | Davidson, NC | 80,468 | 17,085 | - | - | 7.1% | 4Q16 | Harris Teeter |
| Columbus Village II | Virginia Beach, VA | 92,061 | 26,200 | - | 26,200 | 5.6% | 4Q16 | Regal, Bed Bath & Beyond |
| Southshore Shops | Midlothian, VA | 40,333 | 9,160 | - | 2,475 | 7.8% | 3Q16 | Buffalo Wild Wings |
| Southgate Square | Colonial Heights, VA | 220,131 | 38,585 | - | 17,485 | 7.3% | 2Q16 | PetSmart, Michael's, Burlington |
| Retail Portfolio (11 properties) | Mid-Atlantic | 1,082,681 | 170,500 | 87,000 | - | 7.2% | 1Q16 | Harris Teeter, Bed Bath & Beyond |
| Providence Plaza | Charlotte, NC | 103,118 | 26,200 | 14,000 | - | 7.3% | 3Q15 | Chipotle |
| Socastee Commons | Myrtle Beach, SC | 57,573 | 8,600 | 3,600 | - | 7.3% | 3Q15 | BiLo |
| Columbus Village | Virginia Beach, VA | 65,746 | 21,025 | - | 14,025 | 6.4% | 3Q15 | Barnes & Noble |
| Perry Hall Marketplace & Stone House Square | Maryland | 182,949 | 39,555 | 15,200 | 4,155 | 7.4% | 2Q15 | Safeway & Weis Markets |
| Dimmock Square | Colonial Heights, VA | 106,166 | 19,662 | - | 9,662 | 7.3% | 3Q14 | Old Navy, Best Buy |
| Total/Weighted Average | | 3,042,449 | \$652,313 | \$130,124 | \$142,150 | 7.2% | | |

DISPOSITIONS

| Properties | Location | Square Feet/Units | Sale Price | Cash Proceeds | Gain on Sale | Cash Cap Rate | Disposition Date | Anchor Tenants |
|-------------------------------|---------------------------------|----------------------------------|------------------|------------------|------------------------|---------------|------------------|---------------------------|
| Lightfoot Marketplace | Williamsburg, VA | 124,715 | \$30,275 | \$11,800 | \$4,477 ⁽⁴⁾ | 5.8% | 3Q19 | Harris Teeter |
| Indian Lakes Wawa | Virginia Beach, VA | 6,047 | 4,400 | 4,400 | - | 5.4% | 2Q18 | Wawa |
| Commonwealth of VA Buildings | Virginia Beach & Chesapeake, VA | 47,366 | 13,150 | 8,000 | 4,194 | 6.8% | 3Q17 | Commonwealth of VA |
| Greentree Wawa | Chesapeake, VA | 5,088 | 4,600 | 4,400 | 3,396 | 5.0% | 1Q17 | Wawa |
| Oyster Point ⁽³⁾ | Newport News, VA | 100,139 | 6,500 | - | 3,793 | 16.4% | 3Q16 | GSA |
| Non-Core Retail Portfolio | Various | 174,758 | 12,850 | 12,600 | (27) | 7.1% | 2Q16 - 3Q16 | Kroger, Family Dollar |
| Richmond Tower | Richmond, VA | 206,969 | 78,000 | 77,000 | 26,674 | 7.9% | 1Q16 | Williams Mullen |
| Oceanearing | Chesapeake, VA | 154,000 | 30,000 | 10,000 | 4,987 | 6.7% | 4Q15 | Oceanearing International |
| Whetstone Apartments | Durham, NC | 203 units | 35,625 | 17,600 | 7,210 | 5.7% | 2Q15 | NA |
| Sentara Williamsburg | Williamsburg, VA | 49,200 | 15,450 | 15,200 | 6,197 | 6.3% | 1Q15 | Sentara |
| Virginia Natural Gas | Virginia Beach, VA | 31,000 | 8,900 | 7,400 | 2,211 | 6.3% | 4Q14 | Virginia Natural Gas |
| Total/Weighted Average | | 899,282 sf/ 203 units | \$239,750 | \$168,400 | \$63,112 | 7.0% | | |

- (1) Contractual purchase price.
- (2) Value of OP Units/Stock at issuance.
- (3) Anchor tenant vacated 12/31/16, which would represent a 2.5% Cash Cap Rate.
- (4) Includes JV interest in the property.

\$ IN THOUSANDS

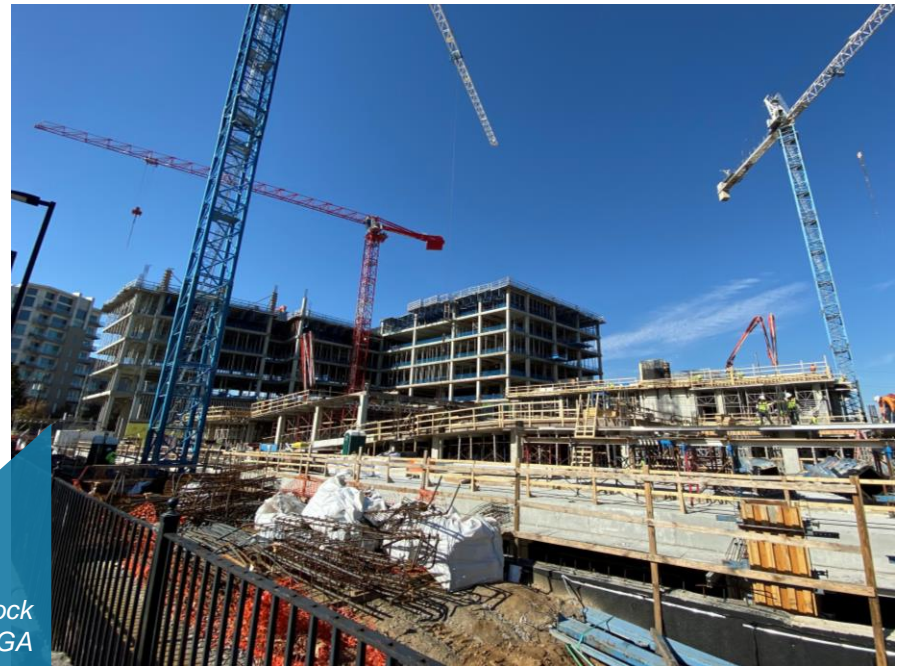
| Highlighted Projects | Location | Total Contract Value | Work in Place as of 3/31/2020 | Backlog | Estimated Date of Completion |
|-----------------------------------|--------------------|----------------------|-------------------------------|------------------|------------------------------|
| The Interlock | Atlanta, GA | \$93,671 | \$60,692 | \$32,979 | 3Q 2020 |
| Solis Apartments at Interlock | Atlanta, GA | 64,097 | 23,840 | 40,257 | 1Q 2021 |
| Boulders Lakeside Apartments | Chesterfield, VA | 35,707 | 15,852 | 19,855 | 1Q 2021 |
| 27th Street Garage and Apartments | Virginia Beach, VA | 79,550 | 14,298 | 65,252 | 3Q 2021 |
| Holly Springs Apartments | Holly Springs, NC | 34,729 | 193 | 34,536 | 4Q 2021 |
| Sub Total | | 307,754 | 114,875 | 192,879 | |
| All Other Projects | | 293,730 | 250,967 | 42,763 | |
| Total | | \$601,484 | \$365,842 | \$235,642 | |

Gross Profit Summary

| | Q1 2020 | Trailing 12 Months |
|--------------|-------------|--------------------|
| | (Unaudited) | |
| Revenue | \$47,268 | \$136,091 |
| Expense | (45,550) | (130,802) |
| Gross Profit | \$1,718 | \$5,289 |



The Interlock
Atlanta, GA



SAME STORE NOI BY SEGMENT

\$ IN THOUSANDS (RECONCILIATION TO GAAP LOCATED IN APPENDIX ON PG. 33)

| | Three months ended | | | |
|--|--------------------|-----------------|--------------|-------------|
| | 3/31/2020 | 3/31/2019 | \$ Change | % Change |
| Office⁽¹⁾ | (Unaudited) | | | |
| Revenue | \$5,303 | \$5,326 | (\$23) | -0.4% |
| Rental Expenses ⁽²⁾ | 1,402 | 1,346 | 56 | 4.2% |
| Real Estate Taxes | 554 | 513 | 41 | 8.0% |
| Net Operating Income | \$3,347 | \$3,467 | (\$120) | -3.5% |
| Retail⁽¹⁾ | | | | |
| Revenue | \$15,909 | \$15,587 | \$322 | 2.1% |
| Rental Expenses ⁽²⁾ | 2,088 | 2,129 | (41) | -1.9% |
| Real Estate Taxes | 1,765 | 1,667 | 98 | 5.9% |
| Net Operating Income | \$12,056 | \$11,791 | \$265 | 2.2% |
| Multifamily⁽¹⁾ | | | | |
| Revenue | \$5,620 | \$5,449 | \$171 | 3.1% |
| Rental Expenses ⁽²⁾ | 1,671 | 1,690 | (19) | -1.1% |
| Real Estate Taxes | 422 | 396 | 26 | 6.6% |
| Net Operating Income | \$3,527 | \$3,363 | \$164 | 4.9% |
| Same Store Net Operating Income (NOI) | \$18,930 | \$18,621 | \$309 | 1.7% |
| GAAP Adjustments | (235) | (570) | 335 | |
| Same store portfolio NOI, cash basis | \$18,695 | \$18,051 | \$644 | 3.6% |
| NOI, Cash Basis: | | | | |
| Office | \$3,306 | \$3,136 | \$170 | 5.4% |
| Retail | 11,905 | 11,653 | 252 | 2.2% |
| Multifamily | 3,484 | 3,262 | 222 | 6.8% |
| | \$18,695 | \$18,051 | \$644 | 3.6% |
| NOI: | | | | |
| Office | \$3,347 | \$3,467 | (\$120) | -3.5% |
| Retail | 12,056 | 11,791 | 265 | 2.2% |
| Multifamily | 3,527 | 3,363 | 164 | 4.9% |
| | \$18,930 | \$18,621 | \$309 | 1.7% |

(1) See page 30 for Same Store vs. Non - Same Store Properties.

(2) Excludes expenses associated with the Company's in house asset management division of \$419K and \$402K for the 3 months ended 3/31/2020 & 3/31/2019, respectively.

TOP 10 TENANTS BY ABR⁽¹⁾

\$ IN THOUSANDS AS OF MARCH 31, 2020

Office Portfolio

| Tenant | Number of Leases | Lease Expiration | Annualized Base Rent | % of Office Portfolio Annualized Base Rent | % of Total Portfolio Annualized Base Rent |
|------------------------|------------------|------------------|----------------------|--|---|
| Morgan Stanley | 2 | 2023 ; 2027 | \$ 5,879 | 16.8% | 4.2% |
| Clark Nexsen | 1 | 2029 | 2,639 | 7.6% | 1.9% |
| WeWork | 1 | 2034 | 2,259 | 6.5% | 1.6% |
| Duke University | 1 | 2029 | 1,579 | 4.5% | 1.1% |
| Huntington Ingalls | 1 | 2029 | 1,513 | 4.3% | 1.1% |
| Mythics | 1 | 2030 | 1,211 | 3.5% | 0.9% |
| Johns Hopkins Medicine | 1 | 2023 | 1,118 | 3.2% | 0.8% |
| Pender & Coward | 1 | 2030 | 926 | 2.7% | 0.7% |
| Kimley-Horn | 1 | 2027 | 894 | 2.6% | 0.6% |
| Troutman Sanders | 1 | 2025 | 889 | 2.5% | 0.6% |
| Top 10 Total | | | \$ 18,907 | 54.2% | 13.5% |

Retail Portfolio

| Tenant | Number of Leases | Lease Expiration | Annualized Base Rent | % of Retail Portfolio Annualized Base Rent | % of Total Portfolio Annualized Base Rent |
|----------------------|------------------|------------------|----------------------|--|---|
| Harris Teeter/Kroger | 10 | 2020 - 2035 | \$ 5,645 | 8.4% | 4.0% |
| Lowe's Foods | 2 | 2037 ; 2039 | 1,976 | 3.0% | 1.4% |
| Bed, Bath, & Beyond | 4 | 2022 ; 2025 | 1,751 | 2.6% | 1.2% |
| Regal Cinemas | 2 | 2022 - 2024 | 1,713 | 2.6% | 1.2% |
| PetSmart | 5 | 2022 - 2025 | 1,461 | 2.2% | 1.0% |
| Food Lion | 3 | 2022 - 2024 | 1,315 | 2.0% | 0.9% |
| Petco | 4 | 2022 - 2030 | 892 | 1.3% | 0.6% |
| Weis Markets | 1 | 2028 | 802 | 1.2% | 0.6% |
| Total Wine & More | 2 | 2024 ; 2027 | 765 | 1.1% | 0.5% |
| Ross Dress for Less | 2 | 2022 ; 2025 | 762 | 1.1% | 0.5% |
| Top 10 Total | | | \$ 17,082 | 25.5% | 11.9% |

(1) Includes leases from the development and redevelopment properties that have been delivered, but not stabilized.

OFFICE

Renewal Lease Summary

| Quarter | Number of Leases Signed | Net Rentable SF Signed | Leases Expiring | Net Rentable SF Expiring | GAAP | | | | Cash | | | | |
|---------|-------------------------|------------------------|-----------------|--------------------------|-------------------------|-------------------|------------------|-------------------------|-------------------|------------------|-----------------------------------|--------------|----------------|
| | | | | | Contractual Rent per SF | Prior Rent per SF | Releasing Spread | Contractual Rent per SF | Prior Rent per SF | Releasing Spread | Weighted Average Lease Term (yrs) | TI & LC | TI & LC per SF |
| Q1 2020 | 1 | 17,194 | 4 | 7,373 | \$ 32.77 | \$30.32 | 8.1% | \$ 29.75 | 31.40 | -5.3% | 8.00 | \$ 1,004,346 | \$58.41 |
| Q4 2019 | 2 | 8,147 | 1 | 3,929 | 25.43 | 24.23 | 4.9% | 24.74 | 25.69 | -3.7% | 4.06 | 64,668 | 7.94 |
| Q3 2019 | 1 | 1,120 | 4 | 26,201 | 38.50 | 37.00 | 4.1% | 38.50 | 37.00 | 4.1% | 2.00 | 1,725 | 1.54 |
| Q2 2019 | 1 | 30,009 | 1 | 5,253 | 20.37 | 21.71 | -6.1% | 19.00 | 23.77 | -20.1% | 5.00 | 114,589 | 3.82 |

New Lease Summary⁽¹⁾

| Quarter | Number of Leases Signed | Net Rentable SF Signed | Cash Contractual Rent per SF | Weighted Average Lease Term | TI & LC | TI & LC per SF |
|---------|-------------------------|------------------------|------------------------------|-----------------------------|-----------|----------------|
| Q1 2020 | 1 | 3,186 | \$26.50 | 5.00 | \$112,578 | \$35.34 |
| Q4 2019 | 1 | 2,363 | 23.75 | 6.00 | 138,300 | 58.53 |
| Q3 2019 | 7 | 21,345 | 24.73 | 5.30 | 716,641 | 33.57 |
| Q2 2019 | 4 | 22,712 | 27.11 | 8.60 | 1,122,865 | 49.44 |

RETAIL

Renewal Lease Summary

| Quarter | Number of Leases Signed | Net Rentable SF Signed | Leases Expiring | Net Rentable SF Expiring | GAAP | | | | Cash | | | | |
|---------|-------------------------|------------------------|-----------------|--------------------------|-------------------------|-------------------|------------------|-------------------------|-------------------|------------------|-----------------------------------|----------|----------------|
| | | | | | Contractual Rent per SF | Prior Rent per SF | Releasing Spread | Contractual Rent per SF | Prior Rent per SF | Releasing Spread | Weighted Average Lease Term (yrs) | TI & LC | TI & LC per SF |
| Q1 2020 | 3 | 35,767 | 16 | 158,218 | \$13.11 | \$12.98 | 1.0% | \$ 13.15 | 13.00 | 1.1% | 4.81 | \$74,321 | \$2.08 |
| Q4 2019 | 23 | 110,368 | 14 | 34,291 | 17.94 | 16.79 | 6.9% | 17.87 | 17.15 | 4.2% | 5.25 | 202,576 | 1.84 |
| Q3 2019 | 28 | 201,931 | 8 | 14,338 | 16.44 | 15.47 | 6.3% | 16.32 | 15.72 | 3.9% | 5.14 | 568,379 | 2.81 |
| Q2 2019 | 19 | 193,546 | 12 | 36,364 | 13.37 | 12.64 | 5.7% | 13.37 | 12.84 | 4.1% | 4.87 | 137,547 | 0.71 |

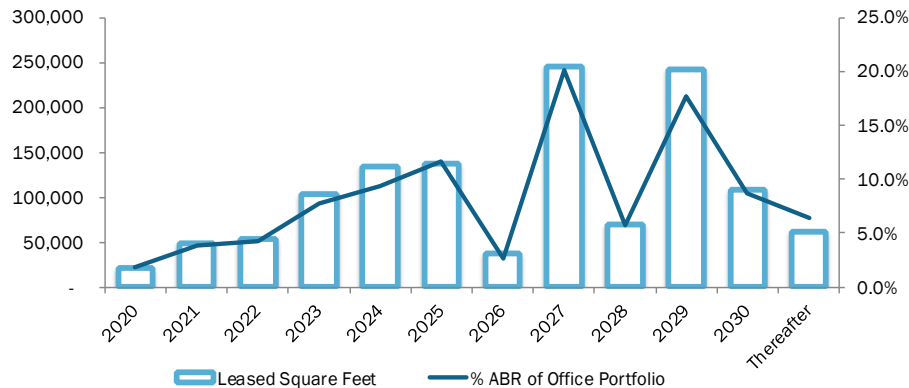
New Lease Summary⁽¹⁾

| Quarter | Number of Leases Signed | Net Rentable SF Signed | Cash Contractual Rent per SF | Weighted Average Lease Term (yrs) | TI & LC | TI & LC per SF |
|---------|-------------------------|------------------------|------------------------------|-----------------------------------|-----------|----------------|
| Q1 2020 | 7 | 13,073 | \$18.33 | 5.24 | \$184,426 | \$14.11 |
| Q4 2019 | 12 | 72,921 | 17.50 | 10.02 | 3,207,564 | 43.99 |
| Q3 2019 | 5 | 14,720 | 20.60 | 9.60 | 733,422 | 49.82 |
| Q2 2019 | 7 | 31,696 | 27.36 | 9.41 | 1,857,154 | 58.59 |

OFFICE LEASE EXPIRATIONS

AS OF MARCH 31, 2020

| Year | Number of Leases Expiring | Square Footage of Leases Expiring | % Portfolio Net Rentable Square Feet | Annualized Base Rent | % of Portfolio Annualized Base Rent | Annualized Base Rent per Leased Square Foot |
|---------------------------------|---------------------------|-----------------------------------|--------------------------------------|----------------------|-------------------------------------|---|
| Available | - | 44,302 | 3.4% | \$ - | - | \$ - |
| M-T-M | 2 | 0 | - | 2,400 | - | - |
| 2020 | 8 | 21,641 | 1.7% | 669,935 | 1.9% | 30.96 |
| 2021 | 12 | 48,532 | 3.7% | 1,337,860 | 3.8% | 27.57 |
| 2022 | 10 | 54,082 | 4.1% | 1,487,997 | 4.3% | 27.51 |
| 2023 | 12 | 103,647 | 7.9% | 2,723,325 | 7.8% | 26.28 |
| 2024 | 10 | 134,075 | 10.3% | 3,248,397 | 9.3% | 24.23 |
| 2025 | 16 | 137,605 | 10.5% | 4,044,721 | 11.6% | 29.39 |
| 2026 | 8 | 36,863 | 2.8% | 926,963 | 2.7% | 25.15 |
| 2027 | 4 | 244,864 | 18.7% | 7,036,462 | 20.1% | 28.74 |
| 2028 | 7 | 69,036 | 5.3% | 1,979,242 | 5.7% | 28.67 |
| 2029 | 7 | 242,709 | 18.6% | 6,176,768 | 17.7% | 25.45 |
| 2030 | 6 | 107,801 | 8.2% | 3,043,135 | 8.7% | 28.23 |
| Thereafter | 1 | 62,098 | 4.8% | 2,259,126 | 6.4% | 36.38 |
| Total / Weighted Average | 103 | 1,307,255 | 100.0% | \$ 34,936,331 | 100.0% | \$ 27.66 |

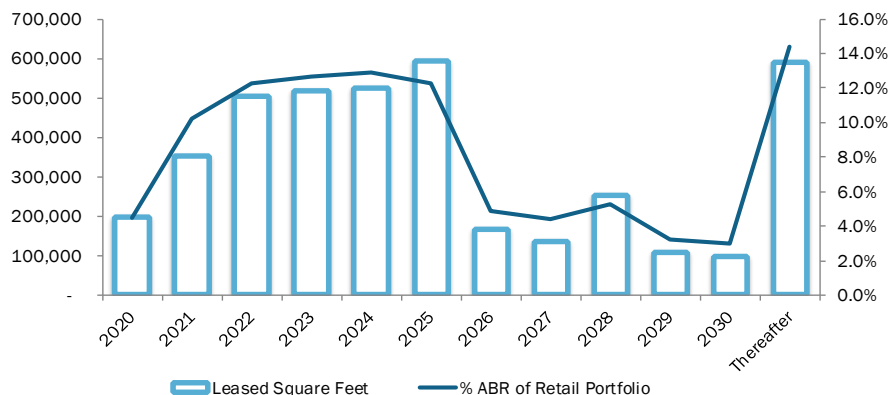


| Square Feet Under Lease | % of Portfolio ABR |
|-------------------------------|--------------------|
| 2,500 or less | 3% |
| 2,501-10,000 | 14% |
| 10,001-20,000 | 16% |
| 20,001-40,000 | 21% |
| 40,001-100,000 | 30% |
| Greater than 100,000 | 16% |
| Office Portfolio Total | 100% |

RETAIL LEASE EXPIRATIONS

AS OF MARCH 31, 2020

| Year | Number of Leases Expiring | Square Footage of Leases Expiring ⁽¹⁾ | % Portfolio Net Rentable Square Feet | Annualized Base Rent ⁽¹⁾ | % of Portfolio Annualized Base Rent | Annualized Base Rent per Leased Square Foot |
|---------------------------------|---------------------------|--|--------------------------------------|-------------------------------------|-------------------------------------|---|
| Available | - | 172,605 | 4.1% | \$ - | - | \$ - |
| M-T-M | 5 | 10,500 | 0.2% | 251,932 | 0.4% | 23.99 |
| 2020 | 45 | 185,983 | 4.4% | 2,766,441 | 4.1% | 14.87 |
| 2021 | 91 | 351,636 | 8.4% | 6,796,036 | 10.2% | 19.33 |
| 2022 | 87 | 502,490 | 11.9% | 8,254,616 | 12.3% | 16.43 |
| 2023 | 90 | 518,121 | 12.3% | 8,487,650 | 12.7% | 16.38 |
| 2024 | 85 | 524,109 | 12.5% | 8,623,779 | 12.9% | 16.45 |
| 2025 | 69 | 592,430 | 14.1% | 8,217,231 | 12.3% | 13.87 |
| 2026 | 28 | 166,357 | 4.0% | 3,285,448 | 4.9% | 19.75 |
| 2027 | 21 | 134,265 | 3.2% | 2,920,596 | 4.4% | 21.75 |
| 2028 | 24 | 252,999 | 6.0% | 3,523,589 | 5.3% | 13.93 |
| 2029 | 23 | 108,253 | 2.6% | 2,158,462 | 3.2% | 19.94 |
| 2030 | 17 | 98,880 | 2.3% | 1,984,845 | 3.0% | 20.07 |
| Thereafter | 26 | 590,318 | 14.0% | 9,665,130 | 14.4% | 16.37 |
| Total / Weighted Average | 611 | 4,208,946 | 100.0% | \$ 66,935,755 | 100.0% | \$ 16.58 |



| Square Feet Under Lease | % of Portfolio ABR |
|-------------------------------|--------------------|
| 2,500 or less | 15% |
| 2,501-10,000 | 33% |
| 10,001-20,000 | 14% |
| 20,001-40,000 | 15% |
| 40,001-100,000 | 22% |
| Greater than 100,000 | 1% |
| Retail Portfolio Total | 100% |

(1) Includes leases from properties in development, redevelopment, and delivered, not yet stabilized.



APPENDIX

DEFINITIONS & RECONCILIATIONS

NET OPERATING INCOME:

We calculate Net Operating Income (“NOI”) as property revenues (base rent, expense reimbursements and other revenue) less property expenses (rental expenses and real estate taxes). Other REITs may use different methodologies for calculating NOI, and accordingly, our NOI may not be comparable to such other REITs’ NOI. NOI is not a measure of operating income or cash flows from operating activities as measured by GAAP and is not indicative of cash available to fund cash needs. As a result, NOI should not be considered an alternative to cash flows as a measure of liquidity. We consider NOI to be an appropriate supplemental measure to net income because it assists both investors and management in understanding the core operations of our real estate business.

To calculate NOI on a cash basis, we adjust NOI to exclude the net effects of straight-line rent and the amortization of lease incentives and above/below market rents.

FUNDS FROM OPERATIONS:

We calculate Funds From Operations (“FFO”) in accordance with the standards established by the National Association of Real Estate Investment Trusts (“Nareit”). Nareit defines FFO as net income (loss) (calculated in accordance with accounting principles generally accepted in the United States (“GAAP”)), excluding depreciation and amortization related to real estate, gains or losses from the sale of certain real estate assets, gains and losses from change in control, and impairment write-downs of certain real estate assets and investments in entities when the impairment is directly attributable to decreases in the value of depreciable real estate held by the entity.

FFO is a supplemental non-GAAP financial measure. Management uses FFO as a supplemental performance measure because it believes that FFO is beneficial to investors as a starting point in measuring our operational performance. Specifically, in excluding real estate related depreciation and amortization and gains and losses from property dispositions, which do not relate to or are not indicative of operating performance, FFO provides a performance measure that, when compared period-over-period, captures trends in occupancy rates, rental rates and operating costs. Other equity REITs may not calculate FFO in accordance with the Nareit definition as we do, and, accordingly, our FFO may not be comparable to such other REITs’ FFO.

NORMALIZED FUNDS FROM OPERATIONS:

We calculate Normalized Funds From Operations (“Normalized FFO”) as FFO calculated in accordance with the standards established by Nareit, adjusted for acquisition, development and other pursuit costs, gains or losses from the early extinguishment of debt, impairment of intangible assets and liabilities, mark-to-market adjustments on interest rate derivatives, provision for unrealized credit losses, amortization of right-of-use assets attributable to finance leases, severance related costs, and other non-comparable items.

Management believes that the computation of FFO in accordance to Nareit’s definition includes certain items that are not indicative of the results provided by the Company’s operating portfolio and affect the comparability of the Company’s period-over-period performance. Our calculation of Normalized FFO differs from Nareit’s definition of FFO. Other equity REITs may not calculate Normalized FFO in the same manner as us, and, accordingly, our Normalized FFO may not be comparable to other REITs’ Normalized FFO.

ADJUSTED FUNDS FROM OPERATIONS:

We calculate Adjusted Funds From Operations (“AFFO”) as Normalized FFO adjusted for the impact of non-cash stock compensation, tenant improvement, leasing commission and leasing incentive costs associated with second generation rental space, capital expenditures, non-cash interest expense, proceeds from the sale of a purchase option (in excess of amounts recognized in net income), straight-line rents, cash ground rent payments for finance leases, the amortization of leasing incentives and above (below) market rents and proceeds from government development grants.

Management believes that AFFO provides useful supplemental information to investors regarding our operating performance as it provides a consistent comparison of our operating performance across time periods and allows investors to more easily compare our operating results with other REITs. However, other REITs may use different methodologies for calculating AFFO or similarly entitled FFO measures and, accordingly, our AFFO may not always be comparable to AFFO or other similarly entitled FFO measures of other REITs.

ADJUSTED EBITDA:

We calculate Adjusted EBITDA as net income (loss) (calculated in accordance with GAAP), excluding interest expense, income taxes, depreciation and amortization, gains (or losses) from sales of depreciable operating property, impairment of real estate assets, debt extinguishment losses, non-cash stock compensation and mark-to-market adjustments on interest rate derivatives, and including cash ground rent payments for finance leases. Management believes Adjusted EBITDA is useful to investors in evaluating and facilitating comparisons of our operating performance between periods and between REITs by removing the impact of our capital structure (primarily interest expense) and asset base (primarily depreciation and amortization) from our operating results along with other non-comparable items.

CORE EBITDA:

We calculate Core EBITDA as Adjusted EBITDA, excluding certain items, including, but not limited to, the impact of development pipeline projects that are still in lease-up. We generally consider a property to be in lease-up until the earlier of (i) the quarter after which the property reaches 80% occupancy or (ii) the thirteenth quarter after the property receives its certificate of occupancy. Management believes that Core EBITDA provides useful supplemental information to investors regarding our ongoing operating performance as it provides a consistent comparison of our operating performance across time periods and allows investors to more easily compare our operating results with other REITs. However, other REITs may use different methodologies for calculating Core EBITDA or similarly entitled measures and, accordingly, our Core EBITDA may not always be comparable to Core EBITDA or other similarly entitled measures of other REITs.

CORE DEBT:

We calculate Core Debt as our total debt, excluding loans associated with our development pipeline, cash & cash equivalents, and restricted cash.

SAME STORE PORTFOLIO:

We define same store properties as those that we owned and operated and that were stabilized for the entirety of both periods compared. We generally consider a property to be stabilized upon the earlier of: (i) the quarter after the property reaches 80% occupancy or (ii) the thirteenth quarter after the property receives its certificate of occupancy. Additionally, any property that is fully or partially taken out of service for the purpose of redevelopment is no longer considered stabilized until the redevelopment activities are complete, the asset is placed back into service, and the stabilization criteria above are again met. A property may also be fully or partially taken out of service as a result of a disposition, depending on the significance of the portion of the property disposed. Finally, any property classified as Held for Sale is taken out of service for the purpose computing same store operating results. The following table shows the properties included in the same store and non-same store portfolio for the comparative periods presented.

SAME STORE VS. NON-SAME STORE PROPERTIES

| | Three Months Ended 3/31/2020 to 2019 | |
|-----------------------------|---|----------------|
| | Same Store | Non-Same Store |
| Retail Properties | | |
| 249 Central Park Retail | X | |
| Alexander Pointe | X | |
| Bermuda Crossroads | X | |
| Broad Creek Shopping Center | X | |
| Broadmoor Plaza | X | |
| Brooks Crossing (Retail) | | X |
| Columbus Village | | X |
| Columbus Village II | X | |
| Commerce Street Retail | X | |
| Courthouse 7-Eleven | X | |
| Apex Entertainment | | X |
| Dimmock Square | X | |
| Fountain Plaza Retail | X | |
| Greentree Shopping Center | X | |
| Gainsborough Square | X | |
| Hanbury Village | X | |
| Harper Hill Commons | X | |
| Harrisonburg Regal | X | |
| Indian Lakes Crossing | X | |
| Lexington Square | X | |
| Market at Mill Creek | | X |
| Marketplace at Hilltop | | X |
| North Hampton Market | X | |
| North Point Center | X | |
| Oakland Marketplace | X | |
| Parkway Centre | X | |
| Parkway Marketplace | X | |
| Patterson Place | X | |
| Perry Hall Marketplace | X | |
| Premier Retail | | X |
| Providence Plaza | X | |

| | Three Months Ended 3/31/2020 to 2019 | |
|--------------------------------------|---|----------------|
| | Same Store | Non-Same Store |
| Retail Properties (Continued) | | |
| Red Mill Commons | | X |
| Renaissance Square | X | |
| Sandbridge Commons | X | |
| Socastee Commons | X | |
| South Retail | X | |
| South Square | X | |
| Southgate Square | X | |
| Southshore Shops | X | |
| Stone House Square | X | |
| Studio 56 Retail | X | |
| Tyre Neck Harris Teeter | X | |
| Wendover Village | X | |
| Wendover Village II | X | |
| Wendover Village III | | X |
| Office Properties | | |
| 4525 Main Street | X | |
| Armada Hoffler Tower | X | |
| Brooks Crossing (Office) | | X |
| One City Center | | X |
| One Columbus | X | |
| Thames Street Wharf | | X |
| Two Columbus | X | |
| Multifamily Properties | | |
| 1405 Point | | X |
| Encore Apartments | X | |
| Greenside Apartments | | X |
| Hoffler Place | | X |
| Johns Hopkins Village | X | |
| Liberty Apartments | X | |
| Premier Apartments | | X |
| Smith's Landing | X | |
| The Cosmopolitan | | X |

\$ IN THOUSANDS

| | Three months ended 3/31 | |
|--|-------------------------|------------------------|
| | 2020 | 2019 |
| <u>Office Same Store</u> ⁽¹⁾ | | |
| Rental revenues | \$5,303 | \$5,326 |
| Property expenses | <u>1,956</u> | <u>1,859</u> |
| NOI | 3,347 | 3,467 |
| Non-Same Store NOI ⁽²⁾ | <u>3,153</u> | <u>77</u> |
| Segment NOI | \$6,500 | \$3,544 |
| | | |
| <u>Retail Same Store</u> ⁽¹⁾ | | |
| Rental revenues | \$15,909 | \$15,587 |
| Property expenses | <u>3,853</u> | <u>3,796</u> |
| NOI | 12,056 | 11,791 |
| Non-Same Store NOI ⁽²⁾ | <u>3,169</u> | <u>1,055</u> |
| Segment NOI | \$15,225 | \$12,846 |
| | | |
| <u>Multifamily Same Store</u> ⁽¹⁾ | | |
| Rental revenues | \$5,620 | \$5,449 |
| Property expenses | <u>2,093</u> | <u>2,086</u> |
| NOI | 3,527 | 3,363 |
| Non-Same Store NOI ⁽²⁾ | <u>3,329</u> | <u>1,303</u> |
| Segment NOI | \$6,856 | \$4,666 |
| | | |
| Total Property Portfolio NOI | <u>\$28,581</u> | <u>\$21,056</u> |

(1) See page 30 for the Same Store vs. Non-Same Store properties

(2) Includes expenses associated with the Company's in house asset management division.

\$ IN THOUSANDS

| | Three months ended 3/31/2020 | | | |
|--------------------------------------|------------------------------|-----------------|----------------|-----------------|
| | Office | Retail | Multifamily | Total |
| <u>Diversified Portfolio</u> | | | | |
| NOI - Cash Basis | \$2,912 | \$12,635 | \$4,994 | \$20,541 |
| GAAP Adjustments | 396 | 660 | 29 | 1,085 |
| Elimination of intercompany rent | (72) | - | - | (72) |
| NOI | \$3,236 | \$13,295 | \$5,023 | \$21,554 |
| <u>Town Center of Virginia Beach</u> | | | | |
| NOI - Cash Basis | \$3,503 | \$1,944 | \$1,812 | \$7,259 |
| GAAP Adjustments | 40 | (155) | 21 | (94) |
| Elimination of intercompany rent | (279) | (65) | - | (344) |
| NOI | \$3,264 | \$1,724 | \$1,833 | \$6,821 |
| <u>NOI</u> | | | | |
| Diversified Portfolio | \$3,236 | \$13,295 | \$5,023 | \$21,554 |
| Town Center of Virginia Beach | 3,264 | 1,724 | 1,833 | 6,821 |
| Unstabilized Properties | - | 206 | - | 206 |
| Total Property Portfolio NOI | \$6,500 | \$15,225 | \$6,856 | \$28,581 |

