

materially. The uncertainties and risks include, but are not limited to competitive and other market factors, customer purchasing behavior, general economic conditions, technological advances, real estate trends, and other facets of the Company's business operations.

For more information, visit the Teligent website at:
<http://www.teligent.com>

Teligent is a registered trademark.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, including but not limited to economic, key employee, competitive, governmental and technological factors affecting the company's growth, operations, markets, products, services, licenses and other factors discussed in the company's filings with the Securities and Exchange Commission. Actual results may vary materially due to these and other risks and uncertainties.

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8065 Leesburg Pike, Suite 400
Vienna, VA 22182
1-88-TELIGENT

PRESS RELEASE**Teligent signs building access agreement with CarrAmerica**

Agreement gives Teligent opportunity to market communications services in 220 buildings in 15 metro areas

VIENNA, VA., June 22, 1998 - Teligent, a new, integrated communications company, today announced that it has signed an agreement with one of the nation's largest real estate investment trusts giving Teligent the opportunity to serve customers in 220 buildings in 15 major markets across the country. The buildings comprise 17 million square feet of office space.

The agreement with CarrAmerica Realty Corporation (NYSE:CRE) is the first of what Teligent expects will be many national leasing accords giving Teligent the chance to offer commercial tenants a real choice for their communications services, company officials said.

"Through this agreement, Teligent has the opportunity to reach more than 200 buildings in 10 states and the District of Columbia, significantly accelerating our ability to offer service to customers in these important markets," said Kirby G. "Buddy" Pickle, Jr., Teligent's president and chief operating officer. "This is a breakthrough for Teligent, and it's a breakthrough for customers."

Teligent intends to offer small and medium-sized business customers a low-cost, integrated package of local, long distance, high-speed data, Internet access and videoconferencing services over its own digital, fixed-wireless networks. Initial service will begin in at least ten markets during the second half of 1998.

Teligent will reach customers by installing a small antenna, smaller than a personal computer, on the customer's rooftop. The company will use existing or newly installed inside wiring to connect the antenna to customers' telephone equipment, personal computers, data networks or videoconferencing facilities.

The agreement with CarrAmerica covers the company's entire 20-million-square-foot portfolio of 270 buildings across the country. Of those, Teligent initially is targeting 220 buildings in markets where Teligent expects to launch commercial service in 1998 and 1999.

CarrAmerica Managing Director of Operations, Philip L. Hawkins, said: "Our customers are facing highly competitive business environments in a world where

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communications service is of the utmost importance. CarrAmerica is excited about the state-of-the-art capabilities and access provided for in this agreement."

Based in Vienna, Va., Teligent Inc. (NASDAQ:TGNT) is a full-service, integrated communications company that will offer small and medium-sized businesses local, long distance, high-speed data and Internet services over its own, digital wireless networks in 74 major metropolitan areas throughout the United States.

For more information, visit the Teligent website at:
<http://www.teligent.com>

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BW0134 MAY 10, 1999

5:02 PACIFIC

08:02 EASTERN

(BW)(NY-WINSTAR)(WCII)(GL) WinStar to Provide Great Lakes REIT With State-of-the-Art Broadband Telecommunications Services

Business/Technology Editors

NEW YORK & CHICAGO--(BUSINESS WIRE)--May 10, 1999--

WinStar's Wireless Fiber(SM) Network and Services to be Installed
in the Buildings Owned by Great Lakes Region's Only
Suburban Office REIT

WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCII) and GREAT LAKES REIT (NYSE: GL) today announced that WinStar's Wireless Fiber(SM) service will be available in the buildings owned by the Great Lakes region's only suburban office Real Estate Investment Trust (REIT).

Under the agreement, WinStar will offer its advanced voice, data and Internet services to 11 targeted properties in the Great Lakes REIT portfolio, with an option for an additional 20 properties over the next three years. Great Lakes REIT customers in selected buildings throughout Illinois, Michigan, Minnesota, Ohio, Wisconsin and Colorado will gain access to WinStar's high-speed fixed wireless broadband network.

"Although deregulation of local phone service occurred in 1996, the economics of the competitive telecommunications carriers has caused most of them to bring services to the larger central business districts such as Chicago," said Richard A. May, chairman and chief executive officer of Great Lakes REIT. "As a result, small and mid-size suburban businesses have not had an opportunity to realize the benefit of the deregulated telecommunications environment. WinStar will afford Great Lakes REIT's small and mid-size tenants an opportunity to competitively purchase local and long distance voice services as well as high-speed Internet access and data services, which will differentiate Great Lakes REIT's properties from their competition."

WinStar works with commercial building owners and managers to install unobtrusive dish antennae--about the size of a dinner plate--on building rooftops. This enables WinStar to provide these tenants with a range of state-of-the-art, cost-effective and reliable telecommunications services through its national end-to-end broadband network. Because the service is wireless and doesn't require streets to be excavated, buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to local and long distance voice services, high-speed Internet access, video conferencing, data applications and other advanced telecommunications and information services.

Rick Uhl, president of WinStar for Buildings, said, "Great Lakes REIT is enhancing the value of its buildings by offering its current and future tenants WinStar's advanced telecommunications capabilities. We are pleased that Great Lakes REIT has joined the growing number of premier building owners who are working with WinStar to help meet their tenants' demand for end-to-end broadband connections to the global information network."

Great Lakes REIT is a real estate operating company, which owns and manages suburban office properties ranging from 15,000 to 370,000 square feet, primarily in the Great Lakes region. The current portfolio consists of 39 properties aggregating approximately 5.1 million square feet in suburban Chicago, Cincinnati, Columbus, Detroit, Milwaukee and Minneapolis/St. Paul. Additional properties are located in Colorado.

WinStar Communications, Inc. is a pioneer in providing business customers with broadband communications services, including local and long distance phone service as well high-speed Internet access, data and information services. WinStar provides these Wireless Fiber(SM) services in more than

30 U.S. markets over its local broadband network, using its licenses in the 28 and 38 GHz spectrum, which are connected to the company's nationwide fiber-optic network. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company launched a destination web site for businesses, Office.com(SM), a service from WinStar.

This press release contains forward-looking statements. Statements looking forward in time involve risks and uncertainties. The statements included in this release regarding anticipated results for properties, and other statements, are forward-looking and are made in reliance on the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Though projections are based upon reasonable assumptions, actual results may differ from those projected. Key factors that could lead to a variance include interest rates, customer and geographic concentrations, unexpected delays in construction, project lease-up, downturns in the local or national economies, unanticipated vacancies in competitive properties, sub-lease availability which could negatively impact space absorption, and other risks inherent in the real estate business. For further information, reference should be made to Great Lakes REIT's filings with the Securities and Exchange Commission.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998.

WinStar is a registered trademark, and Wireless Fiber and Office.com are service marks of WinStar Communications, Inc.

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KEYWORD: NEW YORK ILLINOIS
INDUSTRY KEYWORD: TELECOMMUNICATIONS

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**WINSTAR TO PROVIDE GREAT LAKES REIT WITH
STATE-OF-THE-ART BROADBAND TELECOMMUNICATIONS SERVICES****WinStar's Wireless FiberSM Network and Services to be Installed in the
Buildings Owned by Great Lakes Region's Only Suburban Office REIT**

NEW YORK/CHICAGO – MAY 10, 1999, WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCII) and GREAT LAKES REIT (NYSE: GL) today announced that WinStar's Wireless FiberSM service will be available in the buildings owned by the Great Lakes region's only suburban office Real Estate Investment Trust (REIT). Under the agreement, WinStar will offer its advanced voice, data and Internet services to 11 targeted properties in the Great Lakes REIT portfolio, with an option for an additional 20 properties over the next three years. Great Lakes REIT customers in selected buildings throughout Illinois, Michigan, Minnesota, Ohio, Wisconsin and Colorado will gain access to WinStar's high-speed fixed wireless broadband network.

"Although deregulation of local phone service occurred in 1996, the economics of the competitive telecommunications carriers has caused most of them to bring services to the larger central business districts such as Chicago," said Richard A. May, chairman and chief executive officer of Great Lakes REIT. "As a result, small and mid-size suburban businesses have not had an opportunity to realize the benefit of the deregulated telecommunications environment. WinStar will afford Great Lakes REIT's small and mid-size tenants an opportunity to competitively purchase local and long distance voice services as well as high-speed Internet access and data services, which will differentiate Great Lakes REIT's properties from their competition."

WinStar works with commercial building owners and managers to install unobtrusive dish antennae—about the size of a dinner plate—on building rooftops.

This enables WinStar to provide these tenants with a range of state-of-the-art, cost-effective and reliable telecommunications services through its national end-to-end broadband network. Because the service is wireless and doesn't require streets to be excavated, buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to local and long distance voice services, high-speed Internet access, video conferencing, data applications and other advanced

telecommunications and information services.

Rick Uhl, president of WinStar for Buildings, said, "Great Lakes REIT is enhancing the value of its buildings by offering its current and future tenants WinStar's advanced telecommunications capabilities. We are pleased that Great Lakes REIT has joined the growing number of premier building owners who are working with WinStar to help meet their tenants' demand for end-to-end broadband connections to the global information network."

Great Lakes REIT is a real estate operating company, which owns and manages suburban office properties ranging from 15,000 to 370,000 square feet, primarily in the Great Lakes region. The current portfolio consists of 39 properties aggregating approximately 5.1 million square feet in suburban Chicago, Cincinnati, Columbus, Detroit, Milwaukee and Minneapolis/St. Paul. Additional properties are located in Colorado.

WinStar Communications, Inc. is a pioneer in providing business customers with broadband communications services, including local and long distance phone service as well high-speed Internet access, data and information services. WinStar provides these Wireless FiberSM services in more than 30 U.S. markets over its local broadband network, using its licenses in the 28 and 38 GHz spectrum, which are connected to the company's nationwide fiber-optic network. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company launched a destination web site for businesses, *Office.com*SM, a service from WinStar.

This press release contains forward-looking statements. Statements looking forward in time involve risks and uncertainties. The statements included in this release regarding anticipated results for properties, and other statements, are forward-looking and are made in reliance on the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Though projections are based upon reasonable assumptions, actual results may differ from those projected. Key factors that could lead to a variance include interest rates, customer and geographic concentrations, unexpected delays in construction, project lease-up, downturns in the local or national economies, unanticipated vacancies in competitive properties, sub-lease availability which could negatively impact space absorption, and other risks inherent in the real estate business. For further information, reference should be made to Great Lakes REIT's filings with the Securities and Exchange Commission.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998.

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BW1011 MAY 24, 1999

3:00 PACIFIC

06:00 EASTERN

7-2-99

(BW)(NY-WINSTAR/HIGHWOODS)(WCII) WinStar to Provide Highwoods Properties With Advanced Broadband Telecommunications Services

Business & Technology Editors

NEW YORK--(BUSINESS WIRE)--May 24, 1999--

WinStar's Wireless Fiber(SM) Network and Services
to be Offered to More than 700 Additional Commercial
Office Buildings in the Southeast and Midwest

WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCII) today announced that its Wireless Fiber(SM) service will be available in more than 700 buildings owned by HIGHWOODS PROPERTIES, INC. (NYSE: HIW), a leading Real Estate Investment Trust (REIT) with properties in the Southeast and Midwest. Under the terms of the agreement, WinStar will offer its advanced voice, data and Internet services to the more than 4,000 tenants in the Highwoods portfolio.

"Highwoods' agreement with WinStar will broaden the number of options for our customers when choosing a communications provider," said Dale Johannes, Highwoods' senior vice president responsible for Highwoods' Florida operations. "We are excited about our relationship with WinStar and look forward to their enhancement of our property-level amenity package."

"The commercial tenants in Highwoods' buildings will gain access to WinStar's wide range of advanced telecommunications capabilities," said Richard Uhl, president of WinStar for Buildings. "We are pleased that Highwoods, like other premier building owners across the country, recognizes the value of providing WinStar's end-to-end broadband connections to its tenants."

WinStar works with commercial building owners and managers to install unobtrusive dish antennae--about the size of a dinner plate--on building rooftops. This enables WinStar to provide these tenants with a range of state-of-the-art, cost-effective and reliable telecommunications services through its national end-to-end broadband network. Because the service is wireless and doesn't require streets to be excavated, buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to local and long distance voice services, high-speed Internet access, video conferencing, data applications and other advanced telecommunications and information services.

Highwoods Properties, Inc. is a fully integrated, self-administered real estate investment trust ("REIT") that provides leasing, management, development, construction and other tenant-related services for its properties and for third parties. The Company currently owns or has an interest in 735 office, industrial, retail and service center properties encompassing approximately 53.1 million square feet, including 52 development projects encompassing approximately 6.2 million square feet, and 2,325 apartment units. Highwoods also controls more than 2,000 acres of development land. Highwoods is based in Raleigh, North Carolina, and its properties and development land are located in Florida, Georgia, Iowa, Kansas, Maryland, Missouri, North Carolina, South Carolina, Tennessee and Virginia.

WinStar Communications, Inc. is a pioneer in providing business customers with broadband communications services, including local and long distance phone service, as well as high-speed Internet access, data and information services. WinStar provides these Wireless Fiber(SM) services in more than 30 U.S. markets over its own local broadband networks, using its licenses in the 28 and 38 GHz spectrum, which are connected to the company's nationwide fiber optic network. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company announced a destination Web site for businesses, Office.com(SM), a service from WinStar.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998 and the 10-Q for the period ended March 31, 1999.

WinStar is a registered trademark, and Wireless Fiber and Office.com are service marks of WinStar Communications, Inc.

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KEYWORD: NEW YORK NORTH CAROLINA

INDUSTRY KEYWORD: TELECOMMUNICATIONS

INTERACTIVE/MULTIMEDIA/INTERNET COMPUTERS/ELECTRONICS COMED REAL
ESTATE

WINSTAR TO PROVIDE HIGHWOODS PROPERTIES WITH ADVANCED BROADBAND TELECOMMUNICATIONS SERVICES

WinStar's Wireless FiberSM Network and Services to be Offered to More than 700 Additional Commercial Office Buildings in the Southeast and Midwest

NEW YORK – MAY 24, 1999, WINSTAR COMMUNICATIONS, INC. (NASDAQ: **WCII**) today announced that its Wireless FiberSM service will be available in more than 700 buildings owned by **HIGHWOODS PROPERTIES, INC.** (NYSE: **HIW**), a leading Real Estate Investment Trust (REIT) with properties in the Southeast and Midwest. Under the terms of the agreement, WinStar will offer its advanced voice, data and Internet services to the more than 4,000 tenants in the Highwoods portfolio.

"Highwoods' agreement with WinStar will broaden the number of options for our customers when choosing a communications provider," said Dale Johannes, Highwoods' senior vice president responsible for Highwoods' Florida operations. "We are excited about our relationship with WinStar and look forward to their enhancement of our property-level amenity package."

"The commercial tenants in Highwoods' buildings will gain access to WinStar's wide range of advanced telecommunications capabilities," said Richard Uhl, president of WinStar for Buildings. "We are pleased that Highwoods, like other premier building owners across the country, recognizes the value of providing WinStar's end-to-end broadband connections to its tenants."

WinStar works with commercial building owners and managers to install unobtrusive dish antennae—about the size of a dinner plate—on building rooftops. This enables WinStar to provide these tenants with a range of state-of-the-art, cost-effective and reliable telecommunications services through its national end-to-end broadband network. Because the service is wireless and doesn't require streets to be excavated, buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to local and long distance voice services, high-speed Internet access, video conferencing, data applications and other advanced telecommunications and information services.

Highwoods Properties, Inc. is a fully integrated, self-administered real estate investment trust ("REIT") that provides leasing, management, development, construction and other tenant-related services for its properties and for third parties. The Company currently owns or has an interest in 735 office, industrial, retail and service center properties encompassing approximately 53.1 million square feet, including 52 development projects encompassing approximately 6.2 million square feet, and 2,325 apartment units. Highwoods also controls more than 2,000 acres of development land. Highwoods is based in Raleigh, North Carolina, and its properties and development land are located in Florida, Georgia, Iowa, Kansas, Maryland, Missouri, North Carolina, South Carolina, Tennessee and Virginia.

WinStar Communications, Inc. is a pioneer in providing business customers with broadband communications services, including local and long distance phone service,

as well as high-speed Internet access, data and information services. WinStar provides these Wireless FiberSM services in more than 30 U.S. markets over its own local broadband networks, using its licenses in the 28 and 38 GHz spectrum, which are connected to the company's nationwide fiber optic network. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company announced a destination Web site for businesses, *Office.com*SM, a service from WinStar.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998 and the 10-Q for the period ended March 31, 1999.

WinStar is a registered trademark, and Wireless Fiber and *Office.com* are service marks of WinStar Communications, Inc.

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WINSTAR TO PROVIDE CRESCENT REIT PROPERTIES WITH ADVANCED BROADBAND TELECOMMUNICATIONS SERVICES

Services Offered in 22 New Crescent REIT Properties, With Five Designated as HUB Sites

Agreement Extends Existing Relationship, Bringing Total to More than 70 Buildings

NEW YORK – JUNE 1, 1999, WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCII) and CRESCENT REAL ESTATE EQUITIES COMPANY (NYSE: CEI) announced today an agreement under which WinStar will provide advanced high-speed communications capabilities to 22 Crescent properties, which total more than 24 million square feet in Dallas, Houston, New Orleans, Denver, San Francisco and Miami.

The agreement extends an existing relationship between Crescent, one of the nation's largest commercial real estate investment trusts, and WinStar, bringing the total number of properties serviced to more than 70, and the total number of HUB sites to seven. Five of the 22 new properties have been designated as WinStar HUB sites, providing state-of-the-art broadband services to both Crescent properties and other major office facilities located in the vicinity of the five HUB buildings. Under the existing agreements, WinStar will offer its broadband voice, data and Internet services to Crescent REIT customers.

"We are constantly seeking ways to provide our clients with the business tools necessary for their success," said Gerald W. Haddock, President and Chief Executive Officer of Crescent. "Advanced telecommunications technology in commercial properties is one of those necessary tools. Crescent is very excited to be working with WinStar to provide our tenants with the broadband technology they require. WinStar will afford Crescent REIT's tenants an opportunity to competitively purchase local phone, long distance, high-speed data and Internet services, which will differentiate our properties from the competition."

WinStar works with commercial building owners and managers to provide tenants with a range of state-of-the-art telecommunications services through its national broadband network. Buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to a wider choice of providers for local and long distance phone service, Internet, video conferencing, data applications and other advanced telecommunications and data services.

"WinStar's Wireless FiberSM system adds substantial value to a building," said Richard Uhl, president of WinStar for Buildings. "Crescent REIT is offering its current and future tenants a highly attractive and desirable amenity: advanced telecommunications capabilities. Through this agreement, WinStar and Crescent will work together to help define the global information network for the coming millennium."

Crescent is a fully-integrated real estate company which owns, through its subsidiaries, a portfolio of real estate assets, consisting of 89 office properties and seven retail properties totaling 32.6 million square feet, a 39.6% interest in 19 refrigerated

warehouse facilities, 88 behavioral healthcare facilities, seven full-service hotels totaling 2,257 rooms, two destination health and fitness resorts and economic interests in five residential development corporations. The office and retail properties are located in primarily 17 metropolitan submarkets in Texas.

WinStar Communications, Inc. is a pioneer in providing business customers with broadband communications services, including local and long distance phone service, as well as high-speed data, Internet access and information services. WinStar provides these Wireless FiberSM services over its own end-to-end broadband networks in more than 30 U.S. markets, using its licenses in the 28 and 38 GHz spectrum, which are connected to the company's nationwide fiber-optic network. In addition, the company offers Wireless Fiber services in one market outside of the U.S. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company announced a destination Web site for businesses, *Office.com*SM, a service from WinStar.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998, and the 10-Q for the period ended March 31, 1999.

This press release contains forward-looking statements within the meaning of the federal securities laws. Although Crescent believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, Crescent's actual results could differ materially from those set forth in the forward-looking statements. Factors that could cause actual results to differ materially from Crescent's expectations include changes in real estate conditions (including rental rates and competing properties) or in industries in which Crescent's principal tenants compete, changes in the financial condition of existing tenants, the timely leasing of unoccupied square footage, timely releasing of occupied square footage upon expiration, Crescent's ability to find acquisition and other investment opportunities which meet its investment strategy, the nature of and structural constraints imposed on such investments, the failure to consummate any such investment transactions, Crescent's ability to service existing debt and meet other operating expenses, the availability of equity and debt financing, the possibility that Crescent's outstanding debt (which requires so-called balloon payments of principal) may be refinanced at higher interest rates or otherwise on terms less favorable to Crescent and that interest rates under the credit facility and certain other loans may increase, the concentration of a significant percentage of Crescent's assets in Texas and other risks detailed from time to time in Crescent's SEC reports, including its annual report on Form 10-K, quarterly reports on Form 10-Q, and reports on Form 8-K.

WinStar is a registered trademark and Wireless Fiber and *Office.com* are service marks of WinStar Communications, Inc.

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WINSTAR TO PROVIDE PARKWAY PROPERTIES WITH STATE-OF-THE-ART BROADBAND TELECOMMUNICATIONS SERVICES

Portfolio Includes More Than 950 Tenants in 12 States

NEW YORK – JUNE 14, 1999, WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCII) today announced an agreement under which WinStar will provide advanced high-speed communications capabilities to the properties owned by **PARKWAY PROPERTIES, INC. (NYSE: PKY)**, a Real Estate Investment Trust (REIT) with properties throughout the Southeast and Texas. Under the agreement, more than 950 commercial tenants will gain access to WinStar's fixed wireless broadband network. Parkway's portfolio includes 52 buildings in 12 states, covering WinStar markets such as Atlanta, Houston and St. Petersburg. In the last month, WinStar has announced agreements to provide a wide range of telecommunications services to three REITS with more than 800 buildings in major markets across the country.

"Parkway's commercial tenants are demanding high-quality, affordable broadband services at the most competitive prices," said Jack Sullenberger, Parkway's Senior Vice President of Technical Services. "This agreement with WinStar allows us to better serve our customers and provides us with the opportunity to differentiate our buildings from the competition. Additionally, the agreement creates value for our shareholders by generating a new revenue source. This is a great stride toward recognizing our *5 in 50 PLAN* goals."

WinStar works with commercial building owners and managers to provide tenants with a range of state-of-the-art telecommunications services through its national broadband network. Buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to a wider choice of providers for local and long distance phone service, Internet, video conferencing, data applications and other advanced telecommunications and data services.

"As businesses' communications needs become more complex, there is an increasing demand for broadband services," said Rick Uhl, president of WinStar for Buildings. "By providing a high-quality, cost-efficient alternative to traditional phone companies, WinStar is well positioned to meet the needs of customers in buildings such as those owned and operated by Parkway Properties."

Parkway Properties, Inc. is a self-administered real estate investment trust specializing in the acquisition, ownership, management and leasing of office properties in the Southeast and Texas. As of June 10, 1999, Parkway owned or had an interest in 52 office properties located in 12 states with an aggregate of approximately 6,943,000 square feet of leasable space.

Apex Site Management, Inc. represented Parkway Properties in this non-exclusive agreement as part of Parkway's initiative to bring the highest quality telecommunications services to its tenant base. Apex provides comprehensive telecommunications management services for Parkway Properties.

WinStar Communications, Inc. is a pioneer in providing business customers with

broadband communications services, including local and long distance phone service, as well as high-speed Internet access, data and information services. WinStar provides these Wireless FiberSM services in more than 30 U.S. markets over its own local broadband networks, using its licenses in the 28 and 38 GHz spectrum; which are connected to the company's nationwide fiber-optic network. In addition, the company offers Wireless Fiber services in two markets outside of the U.S. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company announced a destination Web site for businesses, *Office.com*SM, a service from WinStar.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998, and the 10-Q for the period ended March 31, 1999.

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WINSTAR GAINS ACCESS RIGHTS TO MORE THAN 700 BUILDINGS IN SECOND QUARTER

New Company Record for a Quarter

NEW YORK – JULY 8, 1999, WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCII) today announced that it obtained access rights to more than 700 commercial office buildings in the second quarter, bringing the total to over 5,500. Setting the new company record for a quarter, WinStar signed agreements for building rights with a large number of property owners, including Boston Properties, Crescent Real Estate Equities Company, Parkway Properties and Great Lakes REIT.

"We are continuing to bring our Wireless FiberSM service to more buildings and customers than any other broadband or alternative telecommunications provider," said William J. Rouhana, Jr., WinStar's chairman and chief executive officer. "We expect to acquire access rights to 8,000 buildings by year-end, making us by far the most widely available alternative and broadband network in the country. These rights enable us to significantly expand our network, thereby driving more and more of our services on-net, which increases our gross margins."

WinStar works with commercial building owners and managers to provide tenants with a range of state-of-the-art telecommunications services through its national broadband network. Buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to local and long distance phone service, Internet, video conferencing, data applications and other advanced telecommunications and data services.

WinStar Communications, Inc. is a pioneer in providing business customers with broadband communications services, including local and long distance phone service, as well as high-speed Internet access, data and information services. WinStar provides these Wireless FiberSM services in more than 30 U.S. markets over its own local broadband networks, using its licenses in the 28 and 38 GHz spectrum, which are connected to the company's nationwide fiber-optic network. In addition, the company offers Wireless Fiber services in two markets outside of the U.S. In the past year, WinStar has become one of the largest Internet companies in the U.S. Recently, the company announced a destination Web site for businesses, *Office.com*SM, a service from WinStar.

Except for any historical information contained herein, the matters discussed in this press release contain forward-looking statements that involve risks and uncertainties, which are described in WinStar's SEC reports, including the 10-K for the period ended December 31, 1998, and the 10-Q for the period ended March 31, 1999.

WinStar is a registered trademark, and Wireless Fiber and *Office.com* are service marks of WinStar Communications, Inc.

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WINSTAR TO PROVIDE BOSTON PROPERTIES WITH ADVANCED BROADBAND TELECOMMUNICATIONS SERVICES

WinStar's Wireless FiberSM Network and Services to be Offered in 106 Buildings, Including the Embarcadero Center in San Francisco and the Prudential Center in Boston

NEW YORK – JULY 8, 1999, WINSTAR COMMUNICATIONS, INC. (NASDAQ: WCH) today announced that its Wireless FiberSM service will be made available in the buildings owned by **BOSTON PROPERTIES, INC. (NYSE: BXP)**, a leading Real Estate Investment Trust (REIT) and one of the largest owners and developers of office properties in the United States.

Under the terms of the agreement, WinStar will offer its state-of-the-art high-speed communications capabilities to the 106 buildings in the Boston Properties portfolio, including the Embarcadero Center in San Francisco and the Prudential Center in Boston. Boston Properties also owns and operates buildings in such WinStar markets as New York City, Washington, DC, and Baltimore.

"Having access to fast and reliable broadband technology is essential for our commercial tenants," said Robert Burke, Boston Properties' executive vice president of operations. "By offering WinStar's advanced voice and data services as well as high-speed Internet access, our clients have access to the tools necessary to compete in today's fast-paced business environment."

"WinStar's broadband services add substantial value to a building and provide commercial tenants with the very best in advanced telecommunications technology," said Rick Uhl, president of WinStar for Buildings. "We are pleased to be working with Boston Properties, one of the most prestigious building owners in the country, to provide its customers with fast and reliable end-to-end broadband connections."

WinStar works with commercial building owners and managers to provide tenants with a range of state-of-the-art telecommunications services through its national broadband network. Buildings can be quickly connected to WinStar's fixed wireless network, giving tenants swift access to local and long distance phone service, Internet, video conferencing, data applications and other advanced telecommunications and data services.

Boston Properties, Inc. is a fully integrated, self-administered and self-managed real estate investment trust ("REIT") that develops, redevelops, acquires, manages, operates and owns a diverse portfolio of office, industrial and hotel properties. The Company is one of the largest owners and developers of office properties in the United States, concentrated in the Northeast Corridor from Virginia to Greater Boston and in downtown San Francisco.

Apex Site Management, Inc. represented Boston Properties in this non-exclusive agreement as part of Boston Properties' initiative to bring the highest quality telecommunications services to its tenant base.

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Also, please read [WinStar Gains Access Rights to More than 700 Buildings in Second Quarter](#)



Avalon Properties, Inc.

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August 25, 1999

On behalf of AvalonBay Communities, Inc. of Alexandria, Virginia, I submit the following comments regarding our company's experiences with Competitive Local Exchange Carriers (CLECs). In recent years, AvalonBay has developed business relationships with a variety of CLECs in many different markets. These comments are being provided to the National Multi Housing Council to be included in a filing being prepared for the Federal Communications Commission.

Company Background

AvalonBay Communities, Inc. is a multi-family apartment real estate investment trust. We develop, build, manage and own luxury apartment communities in most of the major metropolitan markets of the Mid-Atlantic, Northeast, Midwest, and Pacific Coast regions in the United States. Currently, we own and manage approximately 42,000 apartments in approximately 150 apartment communities in 17 states. Our properties are primarily Class A assets built in the mid to late 1980s and 1990s. We currently have approximately 10,000 apartment homes in the pipeline or under construction. Our average resident turnover is 60% per year and our average rent is \$1200/month with some marketplaces realizing \$2400/month. Our residents have a great deal of choice in the market place regarding where they live, and they choose our communities because of the lifestyle, product and service we offer. As such, we take great pride in providing "legendary service" to those residing with us.

I am the Vice President of Ancillary Services for AvalonBay Communities and I have served in that capacity since September 1996. I am primarily responsible for negotiating and helping to secure telecommunication services at the apartment communities in our portfolio. Other responsibilities include the implementation of water submetering, the purchase of deregulated natural gas and electricity, and several other resident initiatives.

Positive Experiences

In the metropolitan Washington, DC market, AvalonBay has utilized Jones Communications for telephone service at several of our communities. Our company was interested in Jones Communications as an alternative provider because we wanted to test the appeal of bundled cable and telephone service for our residents. Jones was the franchised cable provider in the area and our community was scheduled to be the first trial of their telephony service. In addition, Bell Atlantic had been difficult to work with on several of our other new developments and we wanted to try an alternative provider to see if installation and execution of telephone service would be smoother. Upon mutual agreement, we elected to test the waters with their phone product on an existing

community first where new residents only would be offered the service even though some of Jones' network issues were still unresolved (number portability, etc.). As such in November, 1997 we launched Jones Communication's telephony product to our stabilized community. The success of that launch convinced us to continue our relationship with them on future projects -- February, 1998 we launched telephone service by Jones Communication to the new residents of our lease-up community and in July 1998 we executed contracts for three other communities to have Jones telephone service by October, 1998.

In Chicago, Illinois, and in specific Northern Virginia markets, we have used the services of another CLEC, OnePoint Communications. Our contract with this CLEC encompasses approximately 2500 units, in both garden-style and high rise buildings. We elected to offer OnePoint telephone service in addition to the local ILEC because we wanted to provide our residents with a choice in telephone providers. OnePoint also offered more affordable rates for comparable RBOC service. We performed reference checks and continue to check the results from others using their service. While penetrations of the OnePoint service at our communities has been lower than expected, we do believe there is some value in offering our residents a choice, especially when the RBOC has not always been as responsive to the needs of our leasing office or our residents as we believe is appropriate. OnePoint continues to establish new procedures to improve the efficiency and quality of the telephone experience for customers. We look forward to their continued service to our residents.

A third CLEC with whom we have had a positive relationship is a small regional provider called Shared Communication Services in the Pacific Northwest. We purchased a community in Washington state that had installed a PBX switch on site and Shared Communication Services provided an alternative to GTE telephone service. While the decision to install a CLEC was already made when we purchased that community, we have been impressed with that CLEC's commitment to their customers, professionalism, and desire to provide first rate telephone service to residents at that community. Last year, AvalonBay decided to use the services of Shared Communication Services at a new build garden community in that same region.

Negative Experiences

AvalonBay has had its share of negative experiences with CLECs in recent years. We executed a contract with GE Capital-ResCom in 1996 for the provision of telephone and cable service at 35 of our communities in the Mid-Atlantic and the Northeast. Problems with their telephone service, their operations, and their staff surfaced immediately and we did not allow them to execute service beyond the initial first four trials. Ultimately, three of the four executed communities were abandoned by GE Capital-ResCom and that company ceased doing business at all. The fourth community, Avalon Cove, in Jersey City, NJ technically still has a valid contract with the successor company of GE Capital-ResCom, now called Global Interactive Communications. The attention at that community by the CLEC has been very inconsistent. The current penetration for telephone service by that CLEC is minimal. We do have a positive relationship with

Global Interactive at this point and we are hopeful that the service can be improved at that community.

AvalonBay has had a very difficult time with a CLEC in California at one of our garden style communities. Our predecessor company, Bay Apartment Communities, and subsequently, AvalonBay have spent the last several years battling with a PBX CLEC provider over poor customer service, non-competitive pricing structures, deficient facilities, unresponsiveness, and telephone service outages. The failure of this CLEC has resulted in economic hardship to our company. Our leasing staff and our residents at that community have experienced numerous frustrations. The community manager had to offer rent concessions to pacify a number of furious residents. That community experienced lost occupancy and lost revenue as a result of the poor quality telephone service and the large number of complaints. The legal fees and company resources expended over the past several years to cure those problems and to execute a transfer of service from this provider back to the RBOC added to the economic burden. Just recently, the CLEC abandoned the site and the RBOC resumed as the only telephone provider.

AvalonBay has experienced a number of other frustrations in dealing with the CLECs. The CLECs engaged in the resale of RBOC service have particularly had a difficult time in affecting a smooth service activation. The required cooperation and communication between the RBOC and the CLEC for service initiation frequently does not occur. The result is that our new residents have moved into their apartments with the promise of telephone service on the first day of occupancy; instead, many have had to wait as long as several weeks for what should have been available upon move-in.

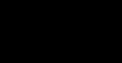
Conclusion

AvalonBay is committed to working with reputable CLECs to provide quality choice in telephone service to our residents. We cannot afford, however, to go through another "GE Capital-ResCom" experience and thus we have been very careful and very selective in entering into agreements with CLECs. We believe that in order for the CLECs to become and remain competitive in the multi-family environment, they must have a supportive and positive relationship with the owners of multi-family apartment buildings. Such relationships are built on trust, mutual benefit, responsiveness, and particularly service to our residents. As owners, we cannot afford for the telephone service at our communities to be substandard. Our residents will not tolerate it and they will choose to live elsewhere.

Respectfully submitted,



Lyn C. Lansdale
Vice President of Ancillary Services
AvalonBay Communities, Inc.



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August 25, 1999

Ms. Magalie Roman Salas
Secretary
Federal Communications Commission
445 12th Street, S.W., TW-A325
Washington, D.C. 20554

Re: Competitive Networks in Local Telecommunications Markets
WT Docket No. 99-217; Implementation of the Local Competition Provisions in
The Telecommunications Act of 1996, CC Docket No. 96-98

Dear Ms. Salas:

I am writing to you on behalf of Camden Property Trust regarding the FCC's Notice of Proposed Rulemaking ("Notice") released on July 7, 1999, regarding mandatory access to multi-tenant buildings, both commercial and residential.

Camden Property Trust (CPT) is a fully integrated real estate investment trust (REIT) engaged in the ownership, development, acquisition, marketing and management of multifamily apartment communities. Headquartered in Houston, Texas, Camden Property Trust owns interests in and manages 149 properties containing 51,490 residential units in the Sunbelt and Midwestern markets from Florida to California. Upon completion of 11 properties under development, the Company's portfolio will increase to 56,190 units in 160 properties.

We are very concerned that the proposals in WT Docket No. 99-217 will create a plethora of new problems for Camden's residents and property management teams and adversely impact the value of our properties.

Our properties are garden style apartments which do not exceed three stories. Substantial resources are deployed to maintain the physical appearance, style and aesthetics of not only the buildings, but the property grounds and access roads. Designing, building, and operating such high quality properties are essential to CPT's ability to attract and retain residents who typically enter into leases of six months to one year. Any ruling that permits multiple telephone providers to have access to our properties will likely result in underground trenching a proliferation of antennas, dishes and other hardware, all of which detract from the positive appearance of our properties.

The availability of high quality video services and high speed data services ("Internet Access") at our properties has proven to be significant property differentiators and improve resident retention rates. By 2000, at least 75% of the residents in CPT's portfolio of properties will have access to high-speed Internet Access, more often than not cable modem-based service. We understand this level of availability exceeds virtually all measures of availability of advanced services for residential customers.

Similarly, we have found that high quality, competitively priced telecommunications services enhance the value and attractiveness of our properties. In recent years, Camden has worked cooperatively with several CLECs to provide local exchange services at several of our new, more prestigious properties. While the results have been mixed and should improve over time, the

penetration and customer retention rates achieved by CLECs exceeds by several multiples the national CLEC penetration rates.

In view of the advanced services and competitive offerings at our properties, CPT is surprised and perplexed by the proposals in the Notice. The ability of CLECs to provision, deliver and maintain local services in the residential market remains to be demonstrated. The causes are not attributable to the MDU industry, but stem largely from the following:

- The difficulties experienced by CLECs in providing local exchange service in cooperation with their LEC competitors.
- The failure of the of the telecommunications industry and government to agree on and implement the prerequisites for local competition in a manner that permits even a single RBOC to provide in-region long distance service.
- The start-up status of many CLEC entities (i.e. infrastructure, financial resources, expertise, etc.)

Camden strongly opposes the rooftop access and mandatory access proposals set out in the Notice. These proposals undermine core property rights and interests and have the potential to impact adversely the manner in which the MDU industry conducts its business. These legal interests and arguments are being addressed at length in comments filed by representatives of the MDU industry.

As noted above, Camden operates MDU communities in a very competitive residential market. Residents view our multifamily communities as their homes. Maintaining landscaping and general appearance ("curb appeal") of our properties is one of our highest priorities. The presence of microwave dishes, towers, antennas, etc. will seriously detract from the curb appeal of our properties. Our interest in maintaining the physical appearance and the environment at our properties extends to all utilities, not just to radio frequency (RF) equipment. At all CPT properties constructed during the past ten years, if not longer, there are no aboveground power lines on the premises. These facilities are buried.

Both the rooftop access and mandatory access proposals in the Notice contemplate the ability of multiple carriers to extend and establish on-premise distribution networks and RF receiving systems at MDU properties. Retrofitting existing properties with multiple networks and facilities, which adoption of these proposals would entail, would be disruptive, prove resource-intensive and time-consuming for property management teams, and affect adversely the living environment that we and other MDU owners and operators strive to maintain.

We urge the Commission to rely on marketplace forces, continue to focus on the structural issues that impede local service competition and forego the inherently problematic proposals set out in the Notice.

Respectfully submitted,



D. Keith Oden
COO/President
Camden Property Trust