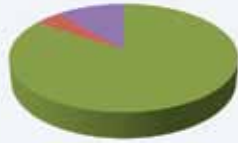


# Nontraded REIT Industry Review: Fourth Quarter 2011



## Hines Real Estate Investment Trust, Inc.

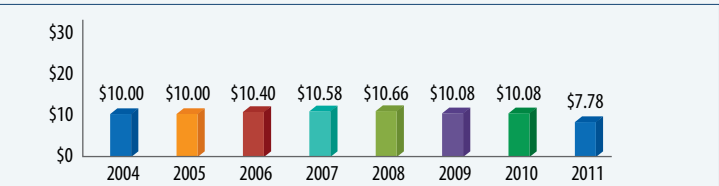
Total Assets.....	\$2,912.0 Million
Real Estate Assets ...	\$2,459.2 Million
Cash.....	\$130.4 Million
Securities .....	\$0.0 Million
Other.....	\$322.4 Million



Initial Offering Date: ..... June 18, 2004  
 Offering Close Date: ..... December 31, 2009  
 Current Price per Share: ..... \$7.78  
 Reinvestment Price per Share: ..... \$7.78

Cash to Total Assets Ratio: ..... 4.5%  
 Asset Type: ..... Office  
 Number of Properties: ..... 57  
 Square Feet / Units / Rooms / Acres: ..... 26.8 Million Sq. Ft.  
 Percent Leased: ..... 87%  
 LifeStage..... Maturing  
 Investment Style ..... Core

### Historical Price



### Redemptions

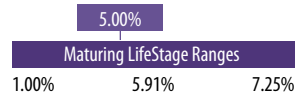
Ratio of Shares Redeemed to Wtd. Avg. Shares Outstanding: ..... 0.62%

Suspended – Death and Disability Redemptions Only

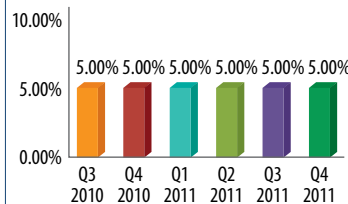
Redemptions Year to Date: 1,387,058  
 Wtd. Avg. Shares Outstanding as of 12/31/11: ..... 225,442,000

### Current Distribution

Current Distribution Yield: ... 5.00%



### Historical Distribution

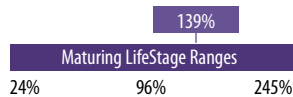


### Contact Information

[www.HinesSecurities.com](http://www.HinesSecurities.com)  
**Hines REIT**  
 P.O. Box 219010  
 Kansas City, MO 64121-9010  
 888-220-6121

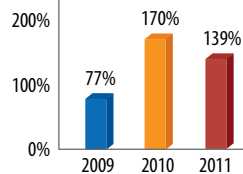
### Year to Date FFO Payout Ratio

FFO Payout Ratio:  
 YTD Distributions/YTD FFO: ..... 139%



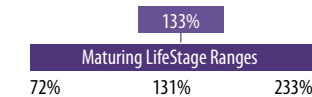
YTD Distributions Paid: \$113,067,000  
 YTD FFO: ..... \$81,584,000

### Historical FFO Payout Ratio



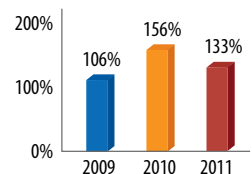
### Year to Date MFFO Payout Ratio

MFFO Payout Ratio:  
 YTD Distributions/YTD MFFO: ... 133%

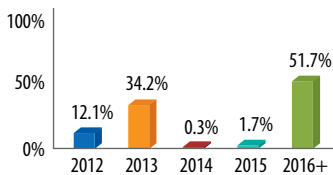


YTD Distributions Paid: \$113,067,000  
 YTD MFFO: ..... \$84,922,000  
 \*Company reported MFFO – see notes

### Historical MFFO Payout Ratio

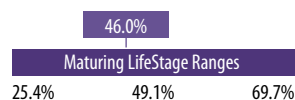


### Debt Maturity



### Current Debt Ratio

Debt to Total Assets Ratio: ... 46.0%



### Debt Breakdown

Total: ..... \$1,338.2 Million  
 Fixed: ..... \$1,338.2 Million  
 Variable: ..... \$0.0 Million  
 Avg. Wtd. Rate: ..... 5.60%  
 Term: ..... 1 – 9 yrs

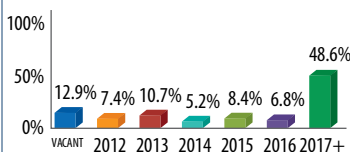
### Interest Coverage Ratio

YTD Interest Coverage Ratio: ..... 1.4



Adjusted EBITDA: ..... \$108,804,000  
 Interest Expense: ..... \$77,207,000

### Lease Expirations



### Trends and Items of Note

- Distributions yields are based on a \$10.00 share price.
- Effective May 24, 2011, the board of directors established the new estimated value per share of \$7.78.
- The Company announced that for the period from July 1, 2011 through December 31, 2012, the Advisor has agreed to waive a portion of its monthly cash asset management fee such that the fee will be reduced from 0.0625% to 0.0417% (0.75% to 0.50% on an annual basis) of the net equity capital invested in real estate investments as of the end of each month. These fees will not be paid to the Advisor at any time in the future.
- The Company uses modified funds from operations ("MFFO") as defined by the Investment Program Association ("IPA").
- See additional notes on page 74 for information regarding the source of distributions.