

INVESTORS REAL ESTATE TRUST  
Form S-11/A  
November 27, 2001

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM S-11/A**

**7th AMENDED REGISTRATION STATEMENT  
UNDER THE SECURITIES ACT OF 1933**

**INVESTORS REAL ESTATE TRUST**  
(Exact name of registrant as specified in governing instruments)

**12 South Main Street, Suite 100  
Minot, ND 58701**  
(Address of principal executive offices, including zip code)

**TIMOTHY P. MIHALICK**  
**12 South Main Street, Suite 100**  
**Minot, ND 58701**  
(Name and address of agent for service)

Copies of communications to:

**THOMAS A. WENTZ, JR.**  
**INVESTORS REAL ESTATE TRUST**  
**12 South Main Street, Suite 100**  
**Minot, ND 58701**  
**(701) 837-4738**  
**FAX (701) 838-7785**

Approximate date of commencement of proposed sale to the public: As soon as practicable on or after the effective date of this registration statement.

If any of the securities being registered on this Form are to be offered on a delayed or continuous basis pursuant to Rule 415 of the Securities Act of 1933, check the following box.  X

**CALCULATION OF REGISTRATION FEE**

| <b><u>Title of Securities<br/>to be Registered</u></b>          | <b><u>Amount to be<br/>Registered</u></b> | <b><u>Proposed Maximum<br/>Offering Price<br/>Per Unit</u></b> | <b><u>Proposed Maximum<br/>Aggregate<br/>Offering Price</u></b> | <b><u>Amount of<br/>Registration Fee</u></b> |
|---|---|--|---|--|
| Investors Real Estate<br>Trust Shares of<br>Beneficial Interest | 2,500,000<br>Shares                       | \$8.75<br>Per Share  | \$21,875,000.00<br>aggregate offering<br>price                  | \$5,468.75                                   |

The registrant hereby amends this registration statement on such dates or date as may be necessary to delay its effective date until the registrant shall file a further amendment which specifically states that this registration statement shall thereafter become effective in accordance with Section 8(a) of the Securities Act of 1933 or until the registration statement shall become effective on such date as the Commission, acting pursuant to said Section 8(a), may determine.

**2,500,000 COMMON SHARES**  
**INVESTORS REAL ESTATE TRUST (IRET)**  
**Common Shares of Beneficial Interest**  
**Minimum Purchase of 100 Shares**

The Company is a self-advised real estate investment trust (REIT) that, through its operating partnership, IRET Properties, is engaged in acquiring, owning, and leasing multi-family and commercial real estate. IRET is listed on the Nasdaq Small Cap Market under the symbol "IRETS."

We intend to use the proceeds of this offering to construct two 73-unit apartment buildings in Rochester, Minnesota and two 67-unit apartment buildings in Bismarck, North Dakota.

The shares of beneficial interest being offered are the functional equivalent of common stock and hold the rights and preferences normally associated with common stock.

|                                | <u>Per Share</u> | <u>Total if all<br/>shares sold</u> | <u>Percentage</u> |
|--------------------------------|------------------|-------------------------------------|-------------------|
| Public Offering Price          | \$8.75           | \$ 21,875,000                       | 100%              |
| Less Selling Commission        | \$ .70           | \$ 1,750,000                        | 8%                |
| Proceeds to us before expenses | \$8.05           | \$ 20,125,000                       | 92%               |

After the payment of all fees and expenses associated with this offering and assuming all the shares are sold, IRET will receive approximately \$20,066,500 or 91.735% of the sale proceeds.

**Investing involves certain risks. See page 4. Some, but not all of the risks to consider are:**

The fixed \$8.75 price of shares under this offering may be priced higher than the current Nasdaq price. You may be paying more for your IRET shares than necessary.

This is a best efforts offering. Even if we do not sell enough shares to fund construction of the planned apartment complexes in Rochester, MN and Bismarck, ND, we will not return any portion of your investment.

The book value of the shares available under this offering is substantially less than the purchase price of \$8.75 per share.

To preserve our status as a REIT, IRET may redeem its shares from any shareholder at anytime for the fair value of the shares at the time of redemption or IRET may refuse to transfer shares to any person.

The shares will be offered on a best efforts basis by broker/dealers who have signed a sales agreement and are registered with the National Association of Securities Dealers (NASD). The broker/dealers are not required to sell a specific number or dollar amount of shares. The broker/dealers will be paid an 8% commission on each share sold. Any money received from investors will go immediately to IRET and will not be placed in escrow or trust. This offering will end on the earlier of one year from the date of this prospectus or when all shares have been sold. Broker/dealers who have agreed to sell the shares are listed on page 20.

**These securities have not been approved or disapproved by the Securities and Exchange Commission or any State Securities Commission nor has the Commission or any State Securities Commission passed upon the accuracy or adequacy of this prospectus. Any representation to the contrary is a criminal offense.**

Effective Date: December \_\_\_\_\_, 2001 Prospectus

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## Prospectus Summary

This summary may not contain all of the information that may be important to you. You should read this prospectus summary and the accompanying prospectus and the documents incorporated and deemed to be incorporated by reference into the prospectus, including the financial data and the related notes, in their entirety before making an investment decision. When used in this prospectus supplement, the terms "we," "our," "us" and "IRET" refer to Investors Real Estate Trust.

## IRET

Investors Real Estate Trust is a self-administered, self-managed equity real estate investment trust. Our business consists of the ownership and operation of income-producing real properties. We conduct our day-to-day business operations through our operating partnership IRET Properties, a North Dakota Limited Partnership. We have a fundamental strategy of focusing our real estate investments in the upper Midwest consisting primarily of the states of Minnesota, North Dakota, South Dakota, Montana, and Nebraska, of seeking diversification by property type. While we have historically focused most of our investments in the five states listed above, in order to maximize acquisition opportunities, we consider and undertake investments outside of our targeted region. We own a diversified portfolio consisting of 62 multi-family communities, and 61 total commercial properties.

We concentrate on increasing our income from operations per share and funds from operations per share to achieve our objective of paying increasing dividends to our shareholders. Our dividends have increased every year for 31 consecutive years

Our principal office is located at 12 South Main Street Suite 100 Minot, North Dakota 58701; our telephone number there is (701) 837-4738.

## Investment Risks

If you purchase our shares offered pursuant to this offering you will be exposed to a number of risks that may result in a loss of all or a significant portion of your investment. For a complete discussion of the risks please see pages 4 through 16 of the full prospectus which follows this summary. A summary of the more significant risks that your investment with us may be exposed to are

- \* The fixed \$8.75 price of shares under this offering may be priced higher than the current Nasdaq price, which may result in you paying more for your IRET shares than necessary.



- \* Our current level of borrowing as of July 31, 2001 was 218% in relation to our net assets. We intend to borrow 70% of the cost of any real estate constructed or purchased which may result in us becoming too highly leveraged and losing the real estate through foreclosure..
- \* This is a best efforts offering. Even if we do not sell enough shares to fund construction of the planned apartment complexes in Rochester, MN, and Bismarck, ND, we will not return any portion of your investment.
- \* The low trading volume of IRET shares on the Nasdaq small cap market may prevent the timely resale of any shares you purchase.
- \* The management of IRET operates under a number of conflicts of interest that may prevent the company from receiving the benefit of management's undivided effort and time
- \* The book value of the shares available under this offering is substantially less than the purchase price of \$8.75 per share.

## **Business**

We have a fundamental strategy of focusing on the upper Midwest with a primary emphasis on the states of Minnesota, North Dakota, South Dakota, Montana, and Nebraska. For the quarter ended July 31, 2001, IRET's investments in these states account for 76.2% of IRET's total gross revenue of \$21,568,381. We also seek diversification by property type with approximately two-thirds being multi-family apartment communities and the remaining one-third commercial buildings. We attempt to concentrate our multi-family holdings in cities with populations from 35,000 to 500,000 in the 25-mile radius. As it applies to commercial real estate, we seek to acquire properties that are fully leased to quality tenants and located in medium to large population centers containing from 50,000 to 1,000,000 people or more within a 25-mile radius. Under certain circumstances, we seek to diversify our real estate portfolio by investing in assets located through out the United States and in smaller or larger metropolitan areas.

IRET contracts with a locally based third party management company to handle all onsite management duties necessary for the proper operation of a particular property. All management contracts may be terminated on 30 days written notice and provide for compensation ranging from 2.75% to no more than 5% of gross rent collections. The use of local management companies allows us to enjoy the benefits of local knowledge of the applicable real estate market while avoiding the cost and difficulty associated with maintaining management personnel in every city in which we operate.

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Based upon our ability to raise equity capital, we plan to acquire \$100,000,000 of real estate assets on an annual basis going forward applying the investment focus outlined in the previous paragraph of approximately two-thirds apartments and one-third commercial primarily located in the upper Midwestern states of Minnesota, North Dakota, South Dakota, Montana, and Nebraska.

We operate in a manner intended to enable us to qualify as a real estate investment trust under the Internal Revenue Code. In accordance with the Code, a real estate investment trust which distributes its capital gains and at least 90% of its taxable income to its shareholders each year, and which meets certain other conditions, will not be taxed on that portion of its taxable income which is distributed to its shareholders.

We generally use available cash or incur short-term floating rate debt in connection with the acquisition of real estate. We replace the cash used or the floating rate debt with fixed-rate secured debt. In appropriate circumstances, we also may acquire one or more properties in exchange for our equity securities or operating partnership units that are convertible into our shares.

### IRET's Real Estate Portfolio

As of April 30, 2001, our real estate portfolio consisted of 61% multi-family apartment complexes and 39% commercial buildings based on the dollar amount of our original investment plus capital improvements to date. The dollar amount and percentage of total real estate rental revenue by property group for the Fiscal years ending April 30, 2001, 2000 and 1999 was as follows:

|      | Apartment            |          | Commercial           |          | <u>Total Revenue</u> |
|------|----------------------|----------|----------------------|----------|----------------------|
|      | <u>Gross Revenue</u> | <u>%</u> | <u>Gross Revenue</u> | <u>%</u> |                      |
| 2001 | \$55,806,712         | 75%      | \$18,994,010         | 25%      | \$74,800,722         |
| 2000 | \$42,379,855         | 78%      | \$11,878,026         | 22%      | \$54,257,881         |
| 1999 | \$33,010,126         | 85%      | \$ 5,775,161         | 15%      | \$38,785,287         |

The occupancy for each property group for the last three fiscal years ending April 30 was as follows:

|      | <u>Apartment Occupancy</u> | <u>Commercial Occupancy</u> |
|------|----------------------------|-----------------------------|
| 2001 | 93.96%                     | 98.59%                      |
| 2000 | 93.24%                     | 97.77%                      |
| 1999 | 94.79%                     | 96.54%                      |

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During the past three fiscal years ending April 30, 2001, we acquired 31 apartment communities consisting of 2,686 units for a total cost of \$176,679,134 and 39 commercial properties containing 1,805,669 square feet of space for a total cost of \$184,103,411. During the past three fiscal years ending April 30, 2001, we sold 16 properties realizing net gain of \$4,303,285. No single tenant accounted for more than 10% of revenues during any of the past three fiscal years. As of April 30, 2001 our three largest commercial tenants were: Edgewood Vista 9.7%, HealthEast Medical 7.8%, Microsoft Corporation 7.7% and all other tenants combined 74.8%.

### This Offering and Plan of Distribution

|                                       |   |
|---------------------------------------|---|
| Shares offered by IRET                | 2,500,000 shares  |
| Shares outstanding after the offering | 26,568,346  |
| Use of proceeds                       | To build 2 apartment buildings in Rochester Minnesota and 2 apartment buildings in Bismarck, North Dakota |

NASDAQ Small Cap symbol

IRETS

The number of shares outstanding after the offering assumes that all 2,500,000 shares offered will be sold. Since the offering is being handled on a best efforts basis there is no guarantee that any shares will be sold.

We intend to offer the shares on a best efforts basis through broker/dealers who are licensed by the National Association of Securities Dealers (NASD). Under a best efforts offering there is no guarantee that any share will be sold nor is there any requirement that a participating broker dealer actually sell any shares. We will not sell any shares directly to the public. All shares must be sold through a participating broker/dealer. For any shares sold by a participating broker dealer and paid for by the investor, we will pay a commission of 8% to the selling broker/dealer.

All shares will be sold on a first come first serve basis. Each participating broker/dealer may sell all or any part of the offering assuming that sales by all participating broker/dealers does not exceed the 2,500,000 shares registered for sale.

Only residents of **Minnesota, Montana, North Dakota, and South Dakota** may purchase shares available under this offering. There is a minimum purchase of 100 shares.

The offering will terminate one year from the date on the front of this prospectus or when all shares have been sold, whichever occurs first.

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## Use of Proceeds

We estimate that the net proceeds from the sale of the shares we are offering with this prospectus will be approximately \$20,066,500.00 million. "Net proceeds" is what we expect to receive after paying expenses of the offering, which we estimate will be approximately \$1,210,000.00 or about 8.265% of the total offering. We plan to use the proceeds to construct two 67-unit apartment buildings in Bismarck, North Dakota at an estimated cost of \$9,400,000.00 and two 73-unit apartment buildings in Rochester, Minnesota at an estimated cost of \$10,600,000.00. Pending such uses, the net proceeds may be invested in short-term income-producing investments.

## Unaudited Quarterly Financial Data For Quarter Ending July 31, 2001

### Summary Operating Data - First Quarter Fiscal 2002 - May 1, 2001, to July 31, 2001

We have provided in the table below our summary financial and operating data. In the opinion of the company, the accompanying unaudited condensed consolidated financial statements contain all adjustments (of a normal recurring nature) necessary for a fair presentation of the financial statements. The results of operations for the three months ended July 31, 2001, are not necessarily indicative of operating results for the entire year.

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**Statement of Operations**

for the Three-Month Period Ended July 31, 2001 and 2000

| <u>Three months ended July 31,</u>                                 | <u>2001</u>          | <u>2000</u>          |
|--|----------------------|----------------------|
| <b>REVENUE</b>   |                      |                      |
| Real Estate Rentals*   | \$ 21,568,381        | \$ 17,291,976        |
| Interest, Discounts and Fees                                       | \$ <u>211,713</u>    | \$ <u>139,668</u>    |
| Total Revenue  | \$ <u>21,780,094</u> | \$ <u>17,431,644</u> |
| <b>OPERATING EXPENSE</b>   |                      |                      |
| Interest   | \$ 7,198,378         | \$ 5,677,556         |
| Depreciation   | \$ 3,656,762         | \$ 2,656,209         |
| Utilities and Maintenance  | \$ 2,971,809         | \$ 2,613,195         |
| Taxes  | \$ 2,115,630         | \$ 1,701,654         |
| Insurance  | \$ 314,685           | \$ 167,280           |
| Property Management Expenses                                       | \$ 1,630,079         | \$ 1,410,502         |
| Administrative Expense & Trustee Services                          | \$ 386,307           | \$ 463,960           |
| Operating Expenses   | \$ 126,622           | \$ 80,477            |
| Amortization   | \$ <u>128,956</u>    | \$ <u>95,680</u>     |
| Total Expenses   | \$ <u>18,529,228</u> | \$ <u>14,866,513</u> |
| <b>INCOME BEFORE GAIN/LOSS ON PROPERTIES AND MINORITY INTEREST</b> |                      |                      |
|  | \$ 3,250,866         | \$ 2,565,131         |
| GAIN ON SALE OF INVESTMENT   | \$ 307,934           | \$ 0                 |
| MINORITY INTEREST OTHER PARTNERSHIP                                | \$ -56,755           | \$ 0                 |
| MINORITY INTEREST PORTION OF OPERATING PARTNERSHIP INCOME          | \$ <u>-726,318</u>   | \$ <u>-425,667</u>   |
| NET INCOME   | \$ <u>2,775,727</u>  | \$ <u>2,139,464</u>  |

\* Includes \$333,295 and \$354,194 for 3 months ended 07/31/01 and 07/31/00 respectively of "straight-line rents." Straight-line rents are the amounts to be collected in future years from tenants occupying commercial properties under leases, which provide for periodic increases in rents. It is determined by dividing the total rent payable for the lease term by the total rental periods and allocating the resulting average rent to the period covered by the report.

**Selected Financial Data**

|  | <u>3 Months Ended</u><br><u>07/31/01</u> | <u>3 Months Ended</u><br><u>07/31/00</u> |
|--|--|--|
| <b>PER SHARE DATA:</b>   |  |  |
| Income before Gain(Loss) on Properties Sold (after minority interest and reserves) | \$ 0.10                                  | \$ 0.09                                  |
| Net Income Per Share   | \$ 0.11                                  | \$ 0.09                                  |
| Dividends Paid Per Share   | \$ 0.1450                                | \$ 0.1325                                |

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|  |                     |                     |
|--|---------------------|---------------------|
| Average Number of Shares Outstanding                                 | 23,873,777          | 22,631,392          |
| OPERATING PARTNERSHIP FUNDS FROM OPERATIONS                          |                     |                     |
| Income before Gain(Loss) on Properties Sold                          | \$ 3,250,866        | \$ 2,565,131        |
| Plus Real Estate Depreciation and Amortization                       | <u>\$ 3,648,193</u> | <u>\$ 2,656,209</u> |
| Funds from Operations  | <u>\$ 6,899,059</u> | <u>\$ 5,221,340</u> |
| Average Number of Shares and Operating Partnership Units Outstanding | 31,466,261          | 27,166,617          |

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**Summary Operating Data Last Three Fiscal Years**

We have provided in the table below our summary financial and operating data. The financial information for each of the years in the three-year period ended April 30, has been derived from our audited financial statements. You should read the following financial information in conjunction with our consolidated financial statements and the related notes that we have included in the accompanying prospectus on pages F-13 through F-55.

**Selected Financial Data for IRET for the Three Years Ended April 30**

|  | <u>2001</u>    | <u>2000</u>    | <u>1999</u>    |
|--|----------------|----------------|----------------|
| Consolidated Income Statement Data                           |                |                |                |
| Revenue  | \$ 75,767,150  | \$ 55,445,193  | \$ 39,927,262  |
| Income before gain/loss on properties and minority interest  | \$ 10,187,812  | \$ 8,548,558   | \$ 6,401,676   |
| Gain on repossession/ Sale of properties                     | \$ 601,605     | \$ 1,754,496   | \$ 1,947,184   |
| Minority interest of portion of operating partnership income | \$ -2,095,177  | \$ -1,495,209  | \$ -744,725    |
| Net income   | \$ 8,694,240   | \$ 8,807,845   | \$ 7,604,135   |
| Consolidated Balance Sheet Data                              |                |                |                |
| Total real estate investments                                | \$ 548,580,418 | \$ 418,216,516 | \$ 280,311,442 |
| Total assets   | \$ 570,322,124 | \$ 432,978,299 | \$ 291,493,311 |
| Shareholders' equity   | \$ 118,945,160 | \$ 109,920,591 | \$ 85,783,294  |
| Per Share  |                |                |                |
| Net Income   | \$ .38         | \$ .42         | \$ .44         |
| Dividends  | \$ .55         | \$ .51         | \$ .47         |
| Calendar Year  |                |                |                |
| Tax status of dividend                                       |                |                |                |
| Capital gain   | .72%           | 30.3%          | 6.3%           |
| Ordinary income  | 86.76%         | 69.7%          | 76.0%          |
| Return of capital  | 12.52%         | 0%             | 17.7%          |

**Funds From Operations**

IRET considers Funds From Operations ("FFO") a useful measure of performance for an equity REIT. FFO is defined as net income available to shareholders determined in accordance with generally accepted accounting principles (GAAP), excluding gains (or losses) from debt restructuring and sales of property, plus depreciation of real estate assets, and after adjustment for unconsolidated partnerships and joint ventures. IRET uses the National Association of Real Estate Investment Trusts ("NAREIT") definition of FFO as amended by NAREIT to be effective January 1, 2000. FFO for any period means the net income of the company for such period, excluding gains or losses from debt restructuring and sales of property, and plus depreciation and amortization of real estate assets in IRET's investment portfolio, and after adjustment for unconsolidated partnerships and joint ventures, all determined on a

consistent basis in accordance with GAAP.

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FFO presented herein is not necessarily comparable to FFO presented by other real estate companies because not all real estate companies use the same definition.

FFO should not be considered as an alternative to net income (determined in accordance with GAAP) as a measure of IRET's liquidity, nor is it necessarily indicative of sufficient cash flow to fund all of IRET's needs or its ability to service indebtedness or make distributions.

## **Recent Developments**

### **Revenues**

Total revenues of the Operating Partnership for the first quarter of Fiscal 2002 ending July 31, 2001, were \$21,780,094, compared to \$17,431,644 received in the first quarter of the prior fiscal year. This is an increase of \$4,348,450 or 25%. This increase is attributable to the addition of new properties to IRET's investment portfolio. Funds From Operations for the Operating Partnership for the three-month period ended July 31, 2001, increased to \$6,899,059, compared to \$5,221,340 for the first quarter of Fiscal 2000, an increase of 32.1%. See pages 26 through 30 for a more complete discussion of first quarter results for the period ending July 31, 2001.

### **Capital Gain Income**

The Operating Partnership realized capital gain income of \$307,934 during the first quarter of Fiscal 2002 ending July 31, 2001. This resulted from the sale of the 36-unit Sunchase Apartment property in Fargo, North Dakota and the sale of the GNMA investment portfolio, resulting in realized gains of \$296,409 and \$11,526 respectively. No capital gain income was realized in the first quarter of the prior fiscal year.

### **Acquisition of Interlachen Corporate Center - Edina, Minnesota**

On August 13, 2001, we acquired Interlachen Corporate Center a 105,084 square foot office building located in Edina, Minnesota for \$16,500,000 in cash.

Interlachen Corporate Center is a four-story building containing four levels of office space and one level of underground parking containing 36 stalls located at 5050 Lincoln Drive Edina Minnesota. The building was completed in April of 2001 and is currently 95% leased to five tenants. The primary tenant occupying 75% of the space is Alliant Techsystems, Inc. (NYSE symbol ATK). Alliant Techsystems is an aerospace and defense company with leading market positions in propulsion, composite structures, munitions, and precision capabilities. The company, which is headquartered at the Interlachen Corporate Center, employs approximately 9,600 people worldwide and has two business segments: Aerospace and Defense.

Alliant's lease commenced in May of 2001 and runs for a 7-year term.

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### **Acquisition of Retail Strip Center Cottage Grove, Minnesota**

On July 6, 2001, we acquired the Cottage Grove Strip Center which is a 15,217 square foot retail strip center located in Cottage Grove, Minnesota for an agreed value of \$1,100,000 which was paid partly in cash of \$823,594.00

and the balance of \$276,594 with 31,603.53 limited partnership units with a value of \$8.752 per share.

The Cottage Grove Strip Center is a single story multi-tenant retail building built in 1986 and located at 7155 80th Street South Cottage Grove, Minnesota. It is currently 100% leased to eight tenants with remaining lease terms ranging from 2 to 6 years. All rents paid by the current tenants are at market rates. No one tenant occupies more than 35% of the leasable space.

### Price Range of Common Shares and Distributions

The following sets forth the high and low sale prices for our common shares for the periods indicated as reported by the NASDAQ Small Cap Market and the distributions we paid with respect to each period.

|   | <u>High</u> | <u>Low</u> | <u>Distribution</u><br><u>Per Share</u> |
|---|-------------|------------|---|
| Fiscal 1999                             |             |            |   |
| First Quarter ending July 31, 1998      | \$ 7.313    | \$ 7.188   | \$ 0.11000                              |
| Second Quarter ending October 31, 1998  | \$ 14.00    | \$ 6.50    | \$ 0.11500                              |
| Third Quarter ending January 31, 1999   | \$ 7.875    | \$ 7.00    | \$ 0.12000                              |
| Fourth Quarter ending April 30, 1999    | \$ 8.00     | \$ 7.00    | \$ 0.12250                              |
| Fiscal 2000                             |             |            |   |
| First Quarter ending July 31, 1999      | \$ 17.875   | \$ 7.063   | \$ 0.12400                              |
| Second Quarter ending October 31, 1999  | \$ 10.50    | \$ 7.063   | \$ 0.12600                              |
| Third Quarter ending January 31, 2000   | \$ 8.375    | \$ 7.250   | \$ 0.12800                              |
| Fourth Quarter ending April 30, 2000    | \$ 8.125    | \$ 7.125   | \$ 0.13000                              |
| Fiscal 2001                             |             |            |   |
| First Quarter ending July 31, 2000      | \$ 8.125    | \$ 7.375   | \$ 0.13250                              |
| Second Quarter ending October 31, 2000  | \$ 8.250    | \$ 7.594   | \$ 0.13500                              |
| Third Quarter ending January 31, 2001   | \$ 8.50     | \$ 7.438   | \$ 0.14000                              |
| Fourth Quarter ending April 30, 2001    | \$ 8.980    | \$ 8.00    | \$ 0.14250                              |
| Fiscal 2002                             |             |            |   |
| First Quarter ending July 31, 2001      | \$ 10.490   | \$ 8.250   | \$ 0.14500                              |
| Second Quarter through October 31, 2001 | \$ 9.430    | \$ 8.80    | \$ 0.14750                              |

On November 16, 2001, the last reported sale price of our common shares on the Nasdaq Small Cap Market was \$9.17 per share.

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## Legal Matters

Pringle & Herigstad, P.C., Minot, North Dakota, our legal counsel, will issue opinions about the valid issuance of the shares offered by this prospectus and tax matters relating to the qualification of IRET as a real estate investment trust.

## Experts

The audited consolidated financial statements for Investors Real Estate Trust included in this prospectus have been audited by Brady, Martz & Associates, P.C. independent public accountants, as indicated in their report with respect thereto, and are included in this prospectus in reliance upon the authority of said firm as experts in accounting and auditing in giving said report.

## Available Information Concerning IRET

### Securities and Exchange Commission

IRET is currently a reporting company pursuant to the Securities Exchange Act of 1934 and annually files a Form 10-K during July and quarterly Forms 10-Q for the first three quarters of each year with the Securities and Exchange Commission. The information filed by IRET can be inspected and copied at the Public Reference Room maintained by the Securities and Exchange Commission in Washington, DC, at 450 Fifth Street NW, Room 1024, Washington, DC 20549. For further information about the Public Reference Room, please call 1-800-SEC-0330.

The Securities and Exchange Commission maintains a website at <http://www.sec.gov>. Annual and quarterly reports, proxy statements and other information regarding IRET can be obtained from the SEC website.

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## PROSPECTUS

### The Company

Investors Real Estate Trust ("IRET") was organized under the laws of the State of North Dakota on July 31, 1970. Since its formation, IRET has qualified and operates as a "real estate investment trust" under Sections 856-858 of the Internal Revenue Code. IRET is a self-administered and self-managed company. As of July 31, 2001, IRET owned and operated a portfolio of 62 apartment communities containing 7,833 apartment units and 61 commercial buildings containing 2,528,735 square feet of leasable space.

IRET's investment strategy is to maintain its real estate investment portfolio at approximately 67% invested in multi-family apartment communities located primarily in the upper Midwest and the remaining 33% of real estate owned in commercial property warehouses, retirement homes, manufacturing plants, offices, and retail properties leased to single or multiple tenants for 10 years or longer located throughout the upper Midwest. IRET operates mainly within the states of North Dakota and Minnesota, although it has real estate investments in the states of Colorado, Georgia, Idaho, Iowa, Kansas, Michigan, Montana, Nebraska, South Dakota, Washington, and Texas.

IRET seeks to leverage all property acquired so that the debt is approximately 70% of the property's value.

IRET conducts all of its daily business operations through its operating partnership, IRET Properties, a North Dakota Limited Partnership. IRET Properties is principally engaged in acquiring, owning, operating and leasing multi-family apartment buildings and commercial real estate. The sole general partner of IRET Properties is IRET, Inc. IRET owns 100% of IRET, Inc.

As the general partner, IRET, Inc. owns a 76% interest as of April 30, 2001, in IRET Properties. The remaining ownership of IRET Properties is held by individual limited partners, none of who own more than 10% of the outstanding limited partnership units of IRET Properties.



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IRET's principal source of operating revenue is rental income from real estate properties owned and operated by its operating partnership. A minor amount of revenue is derived from interest on short-term investments in government securities and interest on savings deposits. In addition to operating income, IRET has received capital gain income when real estate properties have been sold at a price in excess of the depreciated cost of said properties.

IRET has its only office at 12 South Main, Suite 100, Minot, North Dakota 58701, (701) 837-4738.

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**Selected Financial Information For the Past Three Years**

IRET operates on a fiscal year ending April 30th. For the past three fiscal years, sources of operating revenue, total expenses, net real estate investment income, capital gain income, total income, and dividend distributions are as follows:

| Fiscal Year Ending 4/30  | <u>2001</u>          | <u>2000</u>          | <u>1999</u>          |
|--|----------------------|----------------------|----------------------|
| Revenue from Operations  |                      |                      |                      |
| Real Estate Rentals  | \$ 74,800,722        | \$ 54,257,881        | \$ 38,785,287        |
| Interest, Discount & Fees                                      | <u>\$ 966,428</u>    | <u>\$ 1,187,312</u>  | <u>\$ 1,141,975</u>  |
|  | \$ 75,767,150        | \$ 55,445,193        | \$ 39,927,262        |
| Expenses   | <u>\$ 65,579,338</u> | <u>\$ 46,896,635</u> | <u>\$ 33,525,586</u> |
| Income Before Gain/Loss on Properties<br>and Minority Interest | \$ 10,187,812        | \$ 8,548,558         | \$ 6,401,676         |
| Gain on Sale of Properties                                     | \$ 601,605           | \$ 1,754,496         | \$ 1,947,184         |
| Minority Interest Portion of<br>Operating Partnership Income   | <u>\$ -2,095,177</u> | <u>\$ -1,495,209</u> | <u>\$ -744,725</u>   |
| Net Income   | <u>\$ 8,694,240</u>  | <u>\$ 8,807,845</u>  | <u>\$ 7,604,135</u>  |
| Per Share  |                      |                      |                      |
| Net Income Per Share ( <i>basic and diluted</i> )              | \$ .38               | \$ .42               | \$ .44               |
| Dividends Paid   | \$ .55               | \$ .51               | \$ .47               |

Over the past three years IRET's investment in real estate, ownership, and sources of revenue by geographic location has been as follows:

**Real Estate Investment by State for the Last Three Years Ended April 30 (1)**

|    | <u>Commercial</u> |             |    |              |    |              | <u>Apartments</u> |               |             |               |             |               |     |
|----|-------------------|-------------|----|--------------|----|--------------|-------------------|---------------|-------------|---------------|-------------|---------------|-----|
|    | <u>State</u>      | <u>2001</u> |    | <u>2000</u>  |    | <u>1999</u>  | <u>2001</u>       |               | <u>2000</u> |               | <u>1999</u> |               |     |
| CO | \$                | 0           | 0% | \$ 1,409,445 | 1% | \$ 0         | 0%                | \$ 39,050,180 | 11%         | \$ 38,837,432 | 12%         | \$ 38,599,278 | 17% |
| GA | \$                | 3,971,878   | 2% | \$ 3,971,878 | 3% | \$ 3,971,878 | 6%                | \$ 0          | 0%          | \$ 0          | 0%          | \$ 0          | 0%  |
| ID | \$                | 4,788,294   | 2% | \$ 4,788,094 | 4% | \$ 5,792,182 | 9%                | \$ 3,853,638  | 1%          | \$ 3,833,486  | 1%          | \$ 3,822,199  | 2%  |
| IA | \$                | 0           | 0% | \$ 0         | 0% | \$ 0         | 0%                | \$ 4,281,967  | 1%          | \$ 0          | 0%          | \$ 0          | 0%  |
| KS | \$                | 0           | 0% | \$ 0         | 0% | \$ 0         | 0%                | \$ 26,818,295 | 7%          | \$ 26,541,920 | 8%          | \$ 0          | 0%  |

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|       |               |      |               |      |              |      |               |      |               |      |               |      |
|-------|---------------|------|---------------|------|--------------|------|---------------|------|---------------|------|---------------|------|
| MI    | \$ 2,121,474  | 1%   | \$ 2,113,574  | 2%   | \$ 2,113,574 | 3%   | \$ 0          | 0%   | \$ 0          | 0%   | \$ 0          | 0%   |
| MN    | \$143,191,654 | 62%  | \$44,384,465  | 37%  | \$ 7,873,122 | 12%  | \$55,485,023  | 15%  | \$ 45,712,269 | 14%  | \$38,645,843  | 17%  |
| MT    | \$ 4,832,860  | 2%   | \$ 4,130,684  | 3%   | \$ 3,627,565 | 5%   | \$36,883,028  | 10%  | \$ 24,982,540 | 8%   | \$18,503,389  | 8%   |
| NE    | \$ 14,640,541 | 6%   | \$13,112,879  | 11%  | \$11,983,078 | 18%  | \$9,956,873   | 3%   | \$ 9,572,130  | 3%   | \$ 0          | 0%   |
| ND    | \$ 48,492,536 | 21%  | \$45,829,016  | 38%  | \$25,212,104 | 37%  | \$112,882,092 | 31%  | \$107,836,564 | 33%  | \$94,845,697  | 41%  |
| SD    | \$ 8,019,609  | 3%   | \$ 974,739    | 1%   | \$ 5,403,765 | 8%   | \$16,769,796  | 5%   | \$ 16,559,607 | 5%   | \$16,427,555  | 7%   |
| TX    | \$ 0          | 0%   | \$ 0          | 0%   | \$ 0         | 0%   | \$37,617,106  | 10%  | \$ 37,473,258 | 11%  | \$ 0          | 0%   |
| WA    | \$ 0          | 0%   | \$ 0          | 0%   | \$ 0         | 0%   | \$17,979,624  | 5%   | \$ 17,855,910 | 5%   | \$17,731,015  | 8%   |
| Other | \$ _____      | 0%   | \$ _____      | 0%   | \$1,273,596  | 2%   | \$ _____      | 0%   | \$ _____      | 0%   | \$ _____      | 0%   |
| Total | \$230,058,846 | 100% | \$120,714,774 | 100% | \$67,250,864 | 100% | \$361,577,622 | 100% | \$329,205,117 | 100% | \$228,574,976 | 100% |

(1) Investment is the amount paid by IRET for the land and buildings plus the cost of any improvements made to the real estate.

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**Commercial Square Footage for the Last Three Years Ended April 30**

| State | 2001      |      | 2000      |      | 1999      |      |
|-------|-----------|------|-----------|------|-----------|------|
|       | sq. ft.   | %    | sq. ft.   | %    | sq. ft.   | %    |
| CO    | 29,408    | 1%   | 40,000    | 2%   | 0         | 0%   |
| GA    | 0         | 0%   | 29,408    | 2%   | 29,408    | 2%   |
| IA    | 0         | 0%   | 0         | 0%   | 0         | 0%   |
| ID    | 69,599    | 3%   | 139,198   | 9%   | 139,198   | 12%  |
| KS    | 0         | 0%   | 0         | 0%   | 0         | 0%   |
| MI    | 16,000    | 1%   | 16,000    | 1%   | 16,000    | 1%   |
| MN    | 1,430,460 | 57%  | 554,962   | 35%  | 176,319   | 15%  |
| MT    | 70,598    | 3%   | 64,803    | 4%   | 59,603    | 5%   |
| NE    | 126,774   | 5%   | 127,274   | 8%   | 101,274   | 8%   |
| ND    | 682,893   | 27%  | 623,593   | 39%  | 600,765   | 48%  |
| SD    | 87,786    | 3%   | 11,971    | 1%   | 106,147   | 9%   |
| TX    | 0         | 0%   | 0         | 0%   | 0         | 0%   |
| WA    | 0         | 0%   | 0         | 0%   | 0         | 0%   |
| Total | 2,513,518 | 100% | 1,607,209 | 100% | 1,228,714 | 100% |

**Apartment Units Owned For the Last Three Years Ended April 30**

|  | 2001 |       | 2000 |       | 1999 |       |
|--|------|-------|------|-------|------|-------|
|  | %    | Units | %    | Units | %    | Units |
|  | 0%   | 597   | 8%   | 597   | 8%   | 597   |
|  | 2%   | 0     | 0%   | 0     | 0%   | 0     |

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|           |            |           |            |           |            |           |
|-----------|------------|-----------|------------|-----------|------------|-----------|
| 0%        | 132        | 2%        | 0          | 0%        | 0          | 0%        |
| 12%       | 60         | 1%        | 60         | 1%        | 60         | 1%        |
| 0%        | 520        | 7%        | 520        | 7%        | 0          | 0%        |
| 1%        | 0          | 0%        | 0          | 0%        | 0          | 0%        |
| 15%       | 1,236      | 16%       | 1,163      | 16%       | 1,079      | 20%       |
| 5%        | 749        | 10%       | 475        | 6%        | 330        | 6%        |
| 8%        | 264        | 3%        | 264        | 4%        | 0          | 0%        |
| 48%       | 3,085      | 39%       | 3,014      | 41%       | 2,740      | 50%       |
| 9%        | 418        | 5%        | 418        | 6%        | 418        | 8%        |
| 0%        | 504        | 6%        | 504        | 7%        | 0          | 0%        |
| <u>0%</u> | <u>304</u> | <u>4%</u> | <u>304</u> | <u>4%</u> | <u>304</u> | <u>5%</u> |
| 100%      | 7,869      | 100%      | 7,319      | 100%      | 5,528      | 100%      |

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**Gross Revenue from Real Estate Activities for the Last Three Years Ended April 30**

| State | <u>Commercial</u> |             |               | <u>Apartments</u> |              |             |
|-------|-------------------|-------------|---------------|-------------------|--------------|-------------|
|       | <u>2001</u>       | <u>2000</u> | <u>1999</u>   | <u>2001</u>       | <u>2000</u>  | <u>1999</u> |
| CO    | \$ 0              | 0%          | \$ 0          | 0%                | \$ 0         | 0%          |
| GA    | \$ 436,907        | 2%          | \$ 436,907    | 4%                | \$ 436,907   | 8%          |
| IA    | \$ 0              | 0%          | \$ 0          | 0%                | \$ 0         | 0%          |
| ID    | \$ 26,780         | 0%          | \$ 63,081     | 1%                | \$ 101,702   | 2%          |
| KS    | \$ 0              | 0%          | \$ 0          | 0%                | \$ 0         | 0%          |
| MI    | \$ 202,912        | 1%          | \$ 192,264    | 2%                | \$ 192,264   | 3%          |
| MN    | \$ 10,085,064     | 53%         | \$ 3,169,633  | 27%               | \$ 459,246   | 8%          |
| MT    | \$ 591,581        | 3%          | \$ 569,668    | 5%                | \$ 578,412   | 10%         |
| NE    | \$ 1,367,740      | 7%          | \$ 1,201,903  | 10%               | \$ 416,755   | 7%          |
| ND    | \$ 5,675,734      | 30%         | \$ 5,878,584  | 49%               | \$ 2,976,140 | 52%         |
| SD    | \$ 607,293        | 3%          | \$ 365,987    | 3%                | \$ 613,735   | 11%         |
| TX    | \$ 0              | 0%          | \$ 0          | 0%                | \$ 0         | 0%          |
| WA    | \$ 0              | 0%          | \$ 0          | 0%                | \$ 0         | 0%          |
| Total | \$ 18,994,011     | 100%        | \$ 11,878,027 | 100%              | \$ 5,775,161 | 100%        |

**Net Income from Real Estate Activities for the Last Three Years Ended April 30**

| State    | <u>Commercial</u> |             |             | <u>Apartments</u> |             |             |                |           |                |           |                |           |
|----------|-------------------|-------------|-------------|-------------------|-------------|-------------|----------------|-----------|----------------|-----------|----------------|-----------|
|          | <u>2001</u>       | <u>2000</u> | <u>1999</u> | <u>2001</u>       | <u>2000</u> | <u>1999</u> |                |           |                |           |                |           |
| CO \$    | 0                 | 0%          | 0           | 0%                | 0           | 0%          | 1,832,402      | 11%       | 1,551,246      | 12%       | 1,456,732      | 14%       |
| GA \$    | 310,708           | 4%          | 321,847     | 6%                | 313,720     | 11%         | 0              | 0%        | 0              | 0%        | 0              | 0%        |
| IA \$    | 0                 | 0%          | 0           | 0%                | 0           | 0%          | 55,868         | 0%        | 0              | 0%        | 0              | 0%        |
| ID \$    | -377,029          | -5%         | -349,029    | -6%               | -346,420    | -12%        | 173,756        | 1%        | 187,005        | 1%        | 182,780        | 2%        |
| KS \$    | 0                 | 0%          | 0           | 0%                | 0           | 0%          | 787,400        | 5%        | 745,696        | 6%        | 0              | 0%        |
| MI \$    | 93,154            | 1%          | 78,988      | 1%                | 75,732      | 3%          | 0              | 0%        | 0              | 0%        | 0              | 0%        |
| MN \$    | 3,993,685         | 48%         | 1,718,743   | 31%               | 247,823     | 8%          | 3,108,143      | 19%       | 2,759,136      | 21%       | 2,465,305      | 23%       |
| MT \$    | 155,815           | 2%          | 205,684     | 4%                | 221,922     | 7%          | 1,570,239      | 10%       | 1,107,386      | 8%        | 752,074        | 7%        |
| NE \$    | 719,870           | 9%          | 589,536     | 11%               | 215,732     | 7%          | 376,243        | 2%        | 318,190        | 2%        | 0              | 0%        |
| ND \$    | 3,179,328         | 38%         | 2,694,967   | 49%               | 1,870,459   | 63%         | 5,496,014      | 34%       | 4,290,775      | 33%       | 4,546,399      | 43%       |
| SD \$    | 268,989           | 3%          | 199,381     | 4%                | 361,894     | 12%         | 895,872        | 5%        | 1,007,574      | 8%        | 853,890        | 8%        |
| TX \$    | 0                 | 0%          | 0           | 0%                | 0           | 0%          | 1,227,386      | 8%        | 432,807        | 3%        | 0              | 0%        |
| WA \$    | <u>0</u>          | <u>0%</u>   | <u>0</u>    | <u>0%</u>         | <u>0</u>    | <u>0%</u>   | <u>783,319</u> | <u>5%</u> | <u>692,017</u> | <u>5%</u> | <u>312,817</u> | <u>3%</u> |
| Total \$ | 8,344,520         | 100%        | 5,460,117   | 100%              | 2,960,862   | 100%        | 16,306,642     | 100%      | 13,091,832     | 100%      | 10,569,997     | 100%      |

**Risk Factors**

An investment in the shares involves various risks. Before investing you should carefully consider the following risks:

**Price of Shares May be Higher than Nasdaq Price**

The \$8.75 price is higher than the price paid by most of the current holders of IRET's shares. The \$8.75 price may be higher than the price at which IRET shares trade on the Nasdaq Smallcap Market. As a result, before buying shares pursuant to this offer, you should check to determine whether you might be able to buy the same number of shares on the Nasdaq for a lower price. See "Determination of Offering Price" on Page 19.

**Price Exceeds Book Value**

The book value of IRET shares of beneficial interest is substantially less than the \$8.75 purchase price. As of April 30, 2001, the book value of the 24,068,346 shares then outstanding was \$4.94 per share. Assuming all of the shares registered under this offering are sold, the estimated resulting book value will be \$5.23 per share. Thus, a purchasing shareholder paying \$8.75 per share will incur an immediate book value dilution of \$3.52 per share.

**High Leverage on Individual Properties or the Overall Portfolio May Result in Losses**

IRET seeks to borrow approximately 70% of the cost of real estate purchased or constructed. The 70% per property borrowing limitation is a policy that has been established by management and approved by the Board of Trustees. Since it is a policy, the 70% limitation may be changed at anytime by IRET without notice to or the approval of the shareholders. For the past three years as of April 30th, the total mortgage indebtedness of IRET as it relates to the total real estate assets of IRET at book value has been as follows:

|                        | <u>2001</u>    | <u>2000</u>    | <u>1999</u>    |
|------------------------|----------------|----------------|----------------|
| Real Estate Assets     | \$ 591,636,468 | \$ 449,919,890 | \$ 295,825,839 |
| Total real estate debt | \$ 368,956,930 | \$ 265,056,767 | \$ 175,071,069 |
| Leverage percentage    | 60.4%          | 69.8%          | 69.0%          |

In addition to the policy of not exceeding an overall 70% debt ratio on all real estate, the Declaration of Trust, Article 1, Section J provides that the total borrowings of IRET, secured and unsecured, shall be reasonable in relation to the total net assets of IRET, and shall be reviewed by the trustees at least quarterly. The maximum borrowings in relation to the net assets, in the absence of a satisfactory showing that a higher level of borrowing is appropriate, shall not exceed 300% of net assets in the aggregate. Any borrowing in excess of the 300% limit shall be approved by a majority of the independent trustees and disclosed to shareholders in the next quarterly report of IRET along with justification for the excess. There is no limit on the amount of money IRET may borrow on an individual property. For the past three years as of April 30, the total indebtedness of IRET as it relates to its total net assets has been as follows:

|                     | <u>2001</u>    | <u>2000</u>    | <u>1999</u>    |
|---------------------|----------------|----------------|----------------|
| Total Net Assets    | \$ 177,948,354 | \$ 145,038,261 | \$ 100,263,836 |
| Total debt          | \$ 389,086,105 | \$ 287,940,038 | \$ 191,229,475 |
| Leverage percentage | 219%           | 199%           | 191%           |

This amount of leverage may expose IRET to cash flow problems in the event rental income decreases. Such a scenario may require IRET to sell properties at a loss, reduce or eliminate quarterly cash distributions to shareholders or default on the mortgage which would result in loss of the property through foreclosure.

**Inability to Sell All the Shares May Prevent Completion of Rochester or Bismarck Apartments**

The shares are being sold by the broker/dealers on a "best efforts" basis whereby the selling agent is only required

to use its best efforts to locate purchasers for the shares, but is not obligated to ensure that a minimum number or that even any shares are sold. Therefore, no assurance is given as to the amount of proceeds that will be available for investment by IRET. In the event fewer than all the shares are sold during the offering period which is the shorter of one year from the date on the front of the prospectus or when all shares have been sold, IRET would not have sufficient money to complete the construction of the apartments in Rochester or Bismarck. This could result in the fixed operating expenses of IRET, as a percentage of gross income, to be higher and consequently reduce the taxable income distributable to shareholders.

In the event less than all the shares are sold, any net proceeds actually received by us will be used by us as follows and will not be returned to you.

| <u>Assumed Share Sales</u> | <u>Net Proceeds to IRET</u> | <u>Use of proceeds</u>   |
|----------------------------|-----------------------------|--|
| 25%                        | \$ 5,016,625                | Apply toward the construction of one 73 unit apartment complex in Rochester, MN  |
| 50%                        | \$10,033,250                | Construct one 73 unit apartment complex in Rochester for \$5.3 million and apply the balance toward the construction of a second 73 unit apartment complex in Rochester      |
| 75%                        | \$15,049,875                | Construct two 73 unit apartment complexes in Rochester for \$10.6 million and apply the balance toward the construction of one 67 unit apartment complex in Bismarck, ND     |
| 100%                       | \$20,066,500                | Construct two 73 unit apartment buildings in Rochester for \$10.6 million and two 67 unit apartment buildings in Bismarck for \$9.4 million for a total cost of \$20 million |

We plan to fund the balance necessary to complete the construction of any apartment complex using our existing resources as described on page 21 "Use of Proceeds."

**Delay or Increased Costs for the Apartments to be Built in Rochester or Bismarck Could Negatively Impact Earnings**

Even though IRET has prepared a detailed budget and timeline for completion of the apartments to be built in Rochester and Bismarck certain factors beyond IRET's control could cause a delay in the completion of the apartments to be build in both cities as well as dramatically increase the costs of construction. Those factors include, but are not limited to, unusual winter weather, availability of qualified labor and materials, and city permits. IRET currently owns enough properly zoned land in Rochester and Bismarck to accommodate the apartments to be constructed. Both Cities employ a routine permit process requiring only the payment of a nominal permit fee before construction may commence. IRET has factored the usual harsh winter conditions present in North Dakota and Minnesota into the construction schedule. The apartments to be constructed are based on the same designs as previously

constructed in Bismarck and Rochester in 1999 and 2000. Based on our past experience building similar complexes in the same cities, IRET is seeking to raise \$20,066,500.00 in net proceeds after payment of expenses which represents only a \$66,500.00 or a 3% cushion to cover cost overruns on the budgeted construction cost of \$20,000,000.00. Delay

beyond the completion date or cost overruns beyond the budget will delay IRET opening the property and collecting rent. However, IRET will still incur the fixed costs of insurance, taxes and management without any income. The result will be reduced earnings.

### **Geographic Concentration in North Dakota and Minnesota May Result in Losses**

A majority of IRET's assets are presently invested in real estate in North Dakota and Minnesota.

For fiscal year 2001 IRET received 53% of its commercial gross revenue of \$18,994,011 from commercial real estate from activities in Minnesota and 30% of its commercial gross revenue from North Dakota. Minnesota accounts for 57% of IRET's commercial real estate portfolio by square footage while North Dakota accounts for 27%.

For fiscal year 2001, IRET received 16% of its apartment gross revenue of \$42,379,855 from activities in Minnesota and 34% of its apartment gross revenue from North Dakota. IRET owns 1,163 apartment units in Minnesota or 16% of IRET's total number of apartment units and 39% of IRET's apartment units or 3,014 units are located in North Dakota.

As a result of this concentration in two states, IRET may be subject to substantially greater risk than if its investments were more dispersed geographically. Due to the high concentration in North Dakota and Minnesota changes in local conditions, such as building by competitors or a decrease in employment may adversely affect the performance of IRET's investments much more severely.

While the Minnesota economic climate has been strong for past five years, it is dependent on the areas of service, manufacturing, high technology, and agriculture. Since 75% of IRET's assets in Minnesota are commercial properties, an economic weakening in any of these areas would adversely affect the performance of IRET's real estate portfolio by decreasing demand for rental space.

In contrast, the North Dakota economy is dependent on the areas of agriculture and mineral development. Both of these industries were depressed for most of the past decade. In the opinion of IRET there appears little prospect for improvement. While the North Dakota unemployment rate is below 4%, the state experienced almost zero population growth during the last decade and currently has a high concentration of people over 65. During the past decade, the population located in the rural areas declined significantly while that of the cities and towns over 15,000 increased on average by 5%. This increase was due to the rural population moving to North Dakota's larger towns and cities of Fargo, Bismarck, Grand Forks, Minot, Jamestown, Dickinson, Williston, and Devils Lake. Of IRET's assets in North Dakota, over 90% are located in the cities and towns previously listed. It is predicted that the rural population in North Dakota will continue to move to North Dakota's larger towns and cities over the coming decade and that the overall population will decline over the next decade.

Unlike Minnesota, two-thirds of IRET's assets in North Dakota are multi-family apartment complexes, which are dependent on a stable or growing population. If North Dakota's population declines, IRET will experience difficulty in renting its real estate located in North Dakota at acceptable rates of return. This will result in a decrease in net

income and a corresponding decline in the level of distributions to shareholders.

IRET currently has no limitations or targets concerning the concentration of assets or geographic location of business activities.

#### **Senior Securities will be Paid Before IRET Shares**

As of July 31, 2001, IRET has issued \$18,505,565 of securities to other investors, which are senior to the shares offered for sale under this document. As a result, in the event IRET ceases operations or liquidates and distributes all of its assets, the holders of the senior securities will be paid in full first before any money is distributed to shareholders. This preference will result in shareholders receiving less money. Currently, IRET is authorized to issue no more than \$5,000,000 in senior securities. However, this policy can be changed by the trustees at any time without advance notice to or a vote of the shareholders.

#### **Current and Future Commercial Vacancy May Negatively Impact Earnings**

Over the next 12 months leases covering approximately 11.69% of the total commercial square footage owned by IRET will expire. As of July 31, 2001, approximately 1.23% of the total commercial square footage owned by IRET was vacant. Of the current vacancy, 2.7% is represented by the warehouse in Boise, Idaho which has been vacant for the last eleven (11) months. As a result, in the event IRET is unable to rent or sell those properties affected by an expiring lease or that are already vacant, then 14.6% of IRET's total commercial portfolio per square foot will be vacant. If not corrected, this vacancy will negatively impact IRET's earnings and result in lower distributions to shareholders and a possible decline in the value of IRET real estate portfolio.

While it is difficult to clearly identify specific properties which may not produce sufficient returns, IRET currently has two commercial properties facing great risk of not producing rental income. Those properties are the Boise warehouse which is currently vacant and producing no income. IRET is still paying all expenses associated with the property, which are expected to be \$500,000 over the next 12 months.

The second building is the Carmike Cinema building in Grand Forks, North Dakota. The tenant is currently in Chapter 11 bankruptcy. All rent has been paid to date, and the tenant has affirmed the lease in the bankruptcy proceeding and may no longer reject the lease. However, Carmike may not successfully complete its Chapter 11 re-organization and could default on its obligations. The deadline for rejection of the lease does not expire until November 1, 2001. IRET currently receives \$278,512 in rent annually which based on fiscal year 2001 gross revenues of \$74,774,464. Annual rent from Carmike represents less than 1% of annual gross revenue. However, should Carmike reject the lease, IRET would incur a decline in net income.

#### **Mortgage Lending May Result in Losses**

Over the past three years, IRET has the following mortgage loans:



**Mortgage Loans Receivable**

| <u>Location</u>                          | <u>Real Estate Security</u>   |                     |                     |                     |                      | <u>Interest</u> |                 |
|--|-------------------------------|---------------------|---------------------|---------------------|----------------------|-----------------|-----------------|
|  |                               | <u>6/30/01</u>      | <u>4/30/01</u>      | <u>4/30/00</u>      | <u>4/30/99</u>       | <u>Rate</u>     | <u>Priority</u> |
| Higley Heights - Phoenix, AZ             | Orange Grove<br>Campus/Office | \$ 0                | \$ 0                | \$ 598,843          | \$ 742,811           | 8.00%           | First           |
| Great Plains Software - Fargo, ND        | Facility                      | \$ 0                | \$ 0                | \$ 0                | \$ 9,185,758         | 9.50%           | First           |
| Hausmann Rentals - Moorhead, MN          | Apartment Building            | \$ 277,019          | \$ 278,527          | \$ 287,115          | \$ 294,968           | 9.00%           | First           |
| 1516 N. Street - Bismarck, ND            | Apartment Building            | \$ 0                | \$ 0                | \$ 0                | \$ 159,965           | 10.25%          | First           |
| Scottsbluff Estates - Scottsbluff, NE    | Apartment Building            | \$ 106,608          | \$ 106,926          | \$ 108,752          | \$ 110,437           | 8.00%           | Second          |
| Fairfield Apts - Hutchinson, MN          | Apartment Building            | \$ 42,692           | \$ 43,313           | \$ 45,930           | \$ 46,500            | 8.75%           | First           |
| 1921 7th Street NW - Minot, ND           | Rental House                  | \$ 745              | \$ 954              | \$ 2,269            | \$ 3,282             | 7.00%           | First           |
| Inwards Building - Detroit Lakes, MN     | Apartment Building            | \$ 0                | \$ 0                | \$ 0                | \$ 117,493           | 9.00%           | First           |
| Edgwood Vista - Norfolk, MN              | Alzheimers Facility           | \$ 477,375          | \$ 477,375          | \$ 477,375          | \$ 0                 | 11.00%          | First           |
| Mankato Heights Plaza - Mankota, MN      | Strip Mall                    | \$ 3,200,000        | \$ 0                | \$ 0                | \$ 0                 | 10.00%          | First           |
| Other Mortgages                          |                               | \$ <u>130,000</u>   | \$ <u>130,000</u>   | \$ <u>130,000</u>   | \$ <u>60,000</u>     | 8.00%           |                 |
| Total                                    |                               | \$ <u>4,234,438</u> | \$ <u>1,037,095</u> | \$ <u>1,650,284</u> | \$ <u>10,721,213</u> |                 |                 |
| Less:                                    |                               |                     |                     |                     |                      |                 |                 |
| Unearned Discounts                       |                               | \$ 0                | \$ 0                | \$ -392             | \$ -1,898            |                 |                 |
| Deferred gain from property dispositions |                               | \$ 0                | \$ 0                | \$ 0                | \$ -1,000            |                 |                 |
| Allowance for Losses                     |                               | \$ <u>0</u>         | \$ <u>0</u>         | \$ <u>120,314</u>   | \$ <u>-120,314</u>   |                 |                 |
|  |                               | \$ 4,234,438        | \$ 1,037,095        | \$ 1,529,578        | \$ 10,598,001        |                 |                 |

All real property investments are subject to some degree of risk, which, in some cases, varies according to the size of the investment as a percentage of the value of the real property. In the event of a default by a borrower on a mortgage loan, it may be necessary for IRET to foreclose its mortgage or engage in negotiations that may involve further outlays to protect IRET's investment.

The mortgages securing IRET's loans may be, in certain instances, subordinate to mechanics' liens, materialmen's liens, or government liens and, in instances in which IRET invests in a junior mortgage, IRET may be required to make payments in order to maintain the status of the prior lien or to discharge it entirely. In certain areas, IRET might lose first priority of its lien to mechanics' or materialmen's liens due to wrongful acts of the borrower. It is possible that the total amount which may be recovered by IRET in such cases may be less than its total investment, with resultant losses to IRET. Loans made by IRET may, in certain cases, be subject to statutory restrictions limiting the maximum interest charges and imposing penalties, which may include restitution of excess interest, and, in some cases, may affect enforceability of the debt. There can be no assurance that all or a portion of the charges and fees which IRET receives on its loans may not be held to exceed the statutory maximum, in which case IRET may be subjected to the penalties imposed by the statutes.

IRET may change any policy relating to its mortgage lending at any time without prior notice to or the approval of the shareholders.

**Lack of Employment Contracts May Prevent IRET from Retaining Qualified Management**

Certain operating expenses of IRET, including compensation to employees and trustees, must be met regardless of profitability. IRET will be dependent upon its officers for essentially all aspects of its business operations. Because the officers have experience in the specialized business segment in which IRET operates, the loss of any of the officers, for any reason, would likely have a material adverse affect on IRET's operations. The officers may terminate their relationship with IRET at any time and without providing any advance notice to IRET. IRET currently relies on the following key employees:

| <u>Name</u>          | <u>Position</u>                                 | <u>Age</u> |
|----------------------|---|------------|
| Thomas A. Wentz, Sr. | President & Chief Executive Officer             | 66         |
| Timothy P. Mihalick  | Senior Vice President & Chief Operating Officer | 42         |
| Thomas A. Wentz, Jr. | Vice President & Legal Counsel                  | 35         |
| Diane K. Bryantt     | Secretary & Chief Financial Officer             | 37         |

IRET does not have any employment contracts or agreements with any employees or trustees. IRET would incur significant expense in order to recruit and relocate officers to its location in Minot, North Dakota.

**Environmental Liability May Result in Significant Losses**

Investments in real property create a potential for environmental liability on the part of the owner of or any mortgage lender on such real property. Under federal and state legislation, property owners are liable for cleanup expenses in connection with hazardous wastes or other hazardous substances found on their property. No assurance can be given that a substantial financial liability may not occur with respect to properties owned or acquired in the future by IRET.

It is the policy of IRET to obtain a Phase I environmental survey upon purchasing property. If the Phase I indicates any possible environmental problems, IRET's policy is to order a Phase II study which involves testing the soil and ground water for actual hazardous substances. As of the date of this prospectus, IRET is unaware of any environmental liability with respect to properties in its portfolio as discovered through a Phase I or Phase II study. By its nature, a Phase I is only a limited visual inspection of the property and review of documents related to the property. It does not involve any actual testing of soil or ground water for the presence of hazardous substances or other environmental problems. As a result, it is possible that a Phase I may fail to reveal an environmental problem.

**Competition May Negatively Impact IRET's Earnings**

Investments of the types in which IRET is interested may be purchased on a negotiated basis by many kinds of institutions, including other real estate investment trusts, private partnerships, individuals, pension funds, and banks. There are a number of other real estate investment trusts in operation, many of which are active in one or more of IRET's areas of investment. According to the National Association of Real Estate Investment Trusts (NAREIT) as of September 2001, there were 178 publicly traded real estate investment trusts and another 20 real estate investment trusts not traded on a public exchange. According to the NAREIT list, IRET is currently ranked in the middle category according to market capitalization and annual gross revenue.

All of the properties currently owned by us are located in developed areas. Many of our competitors have greater financial and other resources than we have, within the market area of each of the properties that will compete with us for tenants and development and acquisition opportunities. The number of competitive properties and real estate companies in such areas could have a material effect on (1) our ability to rent our real estate properties and the rents charged and (2) development and acquisition opportunities. The activities of these competitors could cause us to pay a higher price for a new property than we otherwise would have paid or may prevent us from purchasing a desired property at all, which could have a material adverse effect on us and our ability to make distributions to you and to pay amounts due on our debt

There are also thousands of private limited partnerships organized to invest in real estate. Investments must thus be made by IRET in competition with such other entities as well. The yields available on mortgage and other real estate investments depend upon many factors, including the supply of money available for such investments and the demand for mortgage money. The presence of the foregoing competitors increases the price for real estate assets as well as the available supply of funds to prospective borrowers from IRET. All these factors, in turn, vary in relation to many other factors such as general and local economic conditions, conditions in the construction industry, opportunities for other types of investments, international, national and local political affairs, legislation, governmental regulation, tax laws, and other factors. IRET cannot predict the effect that such factors will have on its operations.

In no market in which IRET operates does a particular competitor own or otherwise control more than 10% of the available apartment units or more than 5% of the available commercial real estate space for rent to the public.

#### **Low Trading Volume of IRET on the Nasdaq will Prevent the Timely Resale of Shares**

No assurance can be given that a purchaser of IRET shares under this offering would be able to resell such shares when desired. Effective October 17, 1997, IRET shares of beneficial interest have been traded on the National Association of Securities Dealers Automated Quotation System Small Capitalization Index (NASDAQ). Since October 17, 1997, the average daily trading volume has been 13,555 and the average monthly trading volume through July 31, 2001, has been 280,599. As a result of this low trading volume, an owner of IRET shares will encounter difficulty in selling shares of IRET in a timely manner and may incur a substantial loss.

#### **Ability of IRET's Board of Trustees to Change Policy Without Shareholder Approval**

The major policies of IRET, including its policies with respect to development, acquisitions, financing, growth, debt capitalization and distributions will be determined by the trustees. Accordingly, the trustees may amend or revoke those policies and other policies without advance notice to or the approval of shareholders.

#### **Certain Restrictions on Transfer of Shares May Result in Losses**

Provisions of the Declaration of Trust of IRET designed to enable IRET to maintain its status as a REIT, authorize IRET (i) to refuse to effect a transfer of any shares of stock of IRET to any person if such transfer would jeopardize IRET's qualification as a REIT, and (ii) to repurchase any such shares held by any such person.

These restrictions allow IRET at anytime to redeem its shares held by any shareholder at the fair market value of the shares redeemed as determined by an independent appraisal. As a result, an investor may be forced to sell their shares of stock at a loss or at a time that may cause adverse income tax consequences.

Additionally, IRET may refuse to allow a transfer or sale of its stock. As a result, an investor may be prevented

from receiving the highest price possible for their shares, buying additional shares at a lower or favorable price, or even being able to buy or sell shares at any price. The Declaration of Trust specifically provides:

"To ensure compliance with the Internal Revenue Code provision that no more than 50% of the outstanding shares may be owned by five or fewer individuals, the trustees may at any time redeem shares from any shareholder at the fair market value thereof (as determined in good faith by the trustees based on an independent appraisal of trust assets made within six months of the redemption date). Also, the trustee may refuse to transfer shares to any person whose acquisition of additional shares might, in the opinion of the trustees, violate the above requirement."

#### **IRET does not Carry Insurance Against All Possible Losses**

We carry comprehensive liability, fire, extended coverage, and rental loss insurance with respect to our properties with certain policy specifications, limits, and deductibles. No assurance can be given that such coverage will be available on acceptable terms or at an acceptable cost, or at all, in the future, or if obtained, that the limits of those policies will cover the full cost of repair or replacement of covered properties.

In addition, there may be certain extraordinary losses such as those resulting from civil unrest, terrorism, or environmental contamination that are not generally insured or fully insured against because they are either uninsurable or not economically insurable. IRET does not carry environmental insurance. Should an uninsured or underinsured loss occur to a property, we could be required to use our own funds for restoration or lose all or part of our investment in, and anticipated revenues from, the property and would continue to be obligated on any mortgage indebtedness on the property. Any such loss could have a material adverse effect on us and our ability to make distributions to you and pay amounts due on our debt.

#### **Adverse Changes in Laws May Affect Our Potential Liability Relating to the Properties and Our Operations**

Increases in real estate taxes and income, service and transfer taxes cannot always be passed through to all tenants in the form of higher rents, and may adversely affect our cash available for distribution and our ability to make distributions to you and to pay amounts due on our debt. Similarly, changes in laws increasing the potential liability for environmental conditions existing on properties or increasing the restrictions on discharges or other conditions, as well as changes in laws affecting development, construction and safety requirements, may result in significant unanticipated expenditures, which could have a material adverse effect on us and our ability to make distributions to you and pay amounts due on our debt.

In addition, future enactment of rent control or rent stabilization laws or other laws regulating multifamily housing may reduce rental revenues or increase operating costs.

#### **Potential Effect on Costs and Investment Strategy from Compliance with Laws Benefiting Disabled Persons**

A number of federal, state and local laws (including the Americans with Disabilities Act) and regulations exist that may require modifications to existing buildings or restrict certain renovations by requiring improved access to such buildings by disabled persons and may require other structural features which add to the cost of buildings under construction. Legislation or regulations adopted in the future may impose further burdens or restrictions on us with respect to improved access by disabled persons. The costs of compliance with these laws and regulations may be substantial, and limits or restrictions on construction or completion of certain renovations may limit implementation of our investment strategy in certain instances or reduce overall returns on our investments, which could have a material adverse effect on us and our ability to make distributions to you and to pay amounts due on our debt. We review our properties periodically to determine the level of compliance and, if necessary, take appropriate action to bring such properties into compliance. We believe, based on property reviews to date, that the costs of such compliance should not have a material adverse effect on us. Such conclusions are based upon currently available information and data,

and no assurance can be given that further review and analysis of our properties, or future legal interpretations or legislative changes, will not significantly increase the costs of compliance.

### **Potential Inability to Renew, Repay or Refinance Our Debt Financing**

We are subject to the normal risks associated with debt financing, including the risk that our cash flow will be insufficient to meet required payments of principal and interest, the risk that indebtedness on our properties, or unsecured indebtedness, will not be able to be renewed, repaid or refinanced when due or that the terms of any renewal or refinancing will not be as favorable as the terms of such indebtedness. If we were unable to refinance our indebtedness on acceptable terms, or at all, we might be forced to dispose of one or more of the properties on disadvantageous terms, which might result in losses to us. Such losses could have a material adverse effect on us and our ability to make distributions to you and pay amounts due on our debt.

As of July 31, 2001, \$23,288,352 or 6% of our entire debt will come due over the following 12 months.

Furthermore, if a property is mortgaged to secure payment of indebtedness and we are unable to meet mortgage payments, the mortgagee could foreclose upon the property, appoint a receiver and receive an assignment of rents and leases or pursue other remedies, all with a consequent loss of our revenues and asset value. Foreclosures could also create taxable income without accompanying cash proceeds, thereby hindering our ability to meet the REIT distribution requirements of the Code.

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### **Increase in Cost of Indebtedness Due to Rising Interest Rates**

We have incurred and expect in the future to incur indebtedness that bears interest at a variable rate. Accordingly, increases in interest rates would increase our interest costs, which could have a material adverse effect on us and our ability to make distributions to you or cause us to be in default under certain debt instruments (including our debt). In addition, an increase in market interest rates may lead holders of our common shares to demand a higher yield on their shares from distributions by us, which could adversely affect the market price for IRET Shares of Beneficial Interest.

As of July 31, 2001, of the total \$372,402,308 mortgage indebtedness outstanding, \$23,008,489 or 6.2% is subject to variable interest rate agreements. The range of interest rates on the variable rate mortgages are from 7% to 9.17%. An increase of 1% in the interest rate would collectively increase the interest payment by \$192,173 annually.

### **Potential Incurrence of Additional Debt and Related Debt Service**

We currently fund the acquisition and development of multifamily communities partially through borrowings including our line of credit as well as from other sources such as sales of properties which no longer meet our investment criteria or the contribution of property to joint ventures. We could become more highly leveraged, resulting in an increase in debt service, which could have a material adverse effect on us and our ability to make distributions and to pay amounts due on our debt and in an increased risk of default on our obligations.

For the past three years as of April 30, the total indebtedness of IRET as it relates to its total net assets has been as follows:

|                     | <u>2001</u>    | <u>2000</u>    | <u>1999</u>    |
|---------------------|----------------|----------------|----------------|
| Total Net Assets    | \$ 177,948,354 | \$ 145,038,261 | \$ 100,263,836 |
| Total debt          | \$ 389,086,105 | \$ 287,940,038 | \$ 191,229,475 |
| Leverage percentage | 219%           | 199%           | 191%           |

Pursuant to the governing instruments of IRET, we may increase our total debt level to 300% of our total net assets or if approved by the Board to higher level if necessary. As a result, without notice to or the approval of the shareholders, we may increase our total indebtedness as compared to total net assets by an additional 81% or \$144,758,957.00 to \$533,845,062.00.

### **Potential Liability Under Environmental Laws**

Under various federal, state, and local laws, ordinances and regulations, a current or previous owner or operator of real estate may be liable for the costs of removal or remediation of certain hazardous or toxic substances in, on, around, or under such property. Such laws often impose such liability without regard to whether the owner or operator knew of, or was responsible for, the presence of such hazardous or toxic substances. The presence of, or failure to remediate properly, such substances may adversely affect the owner's or operator's ability to sell or rent the affected property or to borrow using such property as collateral. Persons who arrange for the disposal or treatment of hazardous or toxic substances may also be liable for the costs of removal or remediation of such substances at a disposal or treatment facility, whether or not such facility is owned or operated by such person. Certain environmental laws impose liability for release of

asbestos-containing materials into the air, and third parties may also seek recovery from owners or operators of real properties for personal injury associated with asbestos- containing materials and other hazardous or toxic substances. The operation and subsequent removal of certain underground storage tanks are also regulated by federal and state laws. In connection with the current or former ownership (direct or indirect), operation, management, development and/or control of real properties, we may be considered an owner or operator of such properties or as having arranged for the disposal or treatment of hazardous or toxic substances and, therefore, may be potentially liable for removal or remediation costs, as well as certain other costs, including governmental fines, and claims for injuries to persons and property.

Our current policy is to obtain a Phase I environmental study on each property we seek to acquire and to proceed accordingly. No assurance can be given, however, that the Phase I environmental studies or other environmental studies undertaken with respect to any of our current or future properties will reveal all or the full extent of potential environmental liabilities, that any prior owner or operator of a property did not create any material environmental condition unknown to us, that a material environmental condition does not otherwise exist as to any one or more of such properties or that environmental matters will not have a material adverse effect on us and our ability to make distributions to you and to pay amounts due on our debt. We currently carry no insurance for environmental liabilities.

Certain environmental laws impose liability on a previous owner of property to the extent that hazardous or toxic substances were present during the prior ownership period. A transfer of the property does not relieve an owner of such liability. As a result, we may have liability with respect to properties previously sold by our predecessors or us.

As of the date of this prospectus, we do not own any properties that contain know environmental liabilities.

### **Provisions Which Could Limit a Change in Control or Deter a Takeover**

In order to maintain our qualification as a REIT, not more than 50% in value of our outstanding capital stock may be owned, actually or constructively, by five or fewer individuals as defined in the Code to include certain entities. In order to protect us against risk of losing our status as a REIT due to a concentration of ownership among our shareholders, our Trust Agreement provide, among other things, that if the Board determines, in good faith, that direct or indirect ownership of IRET Shares of Beneficial Interest has or may become concentrated to an extent that would prevent us from qualifying as a REIT, the Board may prevent the transfer or call for redemption (by lot or other means affecting one or more shareholders selected in the sole discretion of the Board) of a number of shares sufficient in the opinion of the Board to maintain or bring the direct or indirect ownership of IRET Shares of Beneficial Interest into

conformity with the requirements for maintaining REIT status.

These limitations may have the effect of preventing a change in control or takeover of us by a third-party without consent of the Board even if such an event would be in the best interests of our shareholders.

### **Tax Liabilities as a Consequence of Failure to Qualify as a REIT**

Although management believes that we are organized and are operating to qualify as a REIT under the Code, no assurance can be given that we have in fact operated or will be able to continue to operate in a manner to qualify or remain so qualified. Qualification as a REIT involves the application of highly technical and complex Code provisions for which there are only limited judicial or administrative interpretations and the determination of various factual matters and circumstances not entirely within our control. For example, in order to qualify as a REIT, at least 90% of our taxable gross income in any year must be derived from qualifying sources and we must make distributions to shareholders aggregating annually at least 90% of our REIT taxable income (excluding net capital gains). Thus, to the extent revenues from non qualifying sources such as income from third-party management represents more than 10% of our gross income in any taxable year, we will not satisfy the 90% income test and may fail to qualify as a REIT, unless certain relief provisions apply, and, even if those relief provisions apply, a tax would be imposed with respect to excess net income, any of which could have a material adverse effect on us and our ability to make distributions to you and to pay amounts due on our debt. Additionally, to the extent the Operating Partnership or certain other subsidiaries are determined to be taxable as a corporation, we would not qualify as a REIT, which could have a material adverse effect on us and our ability to make distributions to you and to pay amounts due on our debt. Finally, no assurance can be given that new legislation, new regulations, administrative interpretations or court decisions will not change the tax laws with respect to qualification as a REIT or the federal income tax consequences of such qualification.

If we fail to qualify as a REIT, we will be subject to federal income tax (including any applicable alternative minimum tax) on our taxable income at corporate rates, which would likely have a material adverse effect on us and our ability to make distributions to you and to pay amounts due on our debt. In addition, unless entitled to relief under certain statutory provisions, we would also be disqualified from treatment as a REIT for the four taxable years following the year during which qualification is lost. This treatment would reduce funds available for investment or distributions to you because of the additional tax liability to us for the year or years involved. In addition, we would no longer be required to make distributions to you. To the extent that distributions to you would have been made in anticipation of qualifying as a REIT, we might be required to borrow funds or to liquidate certain investments to pay the applicable tax.

### **Conflicts of Interest May Negatively Impact the Financial Performance of IRET**

The Trustees and management are subject to certain conflicts of interest that could adversely impact the future performance of IRET. Potential conflicts of interest include:

**Joint Ventures Between IRET and Management** - Certain officers and trustees of IRET either directly or through entities controlled by them, are now engaged, and may engage in the future, in other real estate ownership, management or development activities for their own personal accounts. Accordingly, certain conflicts of interest may arise with respect to the allocation of time and efforts of such entities and persons between their own personal activities and those of IRET. A failure by the trustees or management to allocate all of their time to IRET may adversely impact the financial performance of IRET.

As of July 31, 2001, other than ownership of IRET shares and limited partnership units of IRET Properties no employee or trustee has any ownership interest in any IRET subsidiary, real estate project or business activity. However, without notice to or the approval of the shareholders, IRET may enter into joint ventures with any of the trustees or management. As of July 31, 2001, the ownership structure of Investors Real Estate Trust was as follows:

| <u>Entity</u>                      | <u>Owner</u>  |
|------------------------------------|---|
| Investors Real Estate Trust (IRET) | Publicly traded on Nasdaq with 4,673 shareholders                     |
| IRET, Inc.                         | 100% owned by Investors Real Estate Trust (IRET)                      |
| IRET Properties                    | 71% owned by IRET, Inc. and 29% individual limited partners           |
| PineCone IRET, Inc.                | 100% owned by IRET  |
| Miramont IRET, Inc.                | 100% owned by IRET  |
| Forest Park Properties, LP         | 100% owned by IRET Properties   |
| Thomasbrook Properties, LP         | 100% owned by IRET Properties   |
| Dakota Hill Properties, LP         | 100% owned by IRET Properties   |
| MedPark Properties, LP             | 100% owned by IRET Properties   |
| 7901 Properties, LP                | 100% owned by IRET Properties   |
| Health Investors Business Trust    | 100% owned by IRET Properties   |
| Meadow 2 Properties, LP            | 100% owned by IRET Properties   |
| Ridge Oaks, LP                     | 100% owned by IRET Properties   |
| Minnesota Medical Investors        | 68% owned by IRET Properties and 32% by an unrelated investment group |

**Purchase of Services or Goods from Management** - IRET is not precluded from purchasing either goods or services from the trustees or management without notice to or approval from the shareholders provided all relationships are on terms no more favorable than those IRET could obtain from other third-party providers.

As of July 31, 2001, the only business relationship between IRET and management involved trustee Steven B. Hoyt. As of July 31, 2001, IRET has contracts with Hoyt Properties, Inc. to provide management and leasing services for six office buildings located in Minnesota. The contracts can be terminated on 30 day's notice by either party without penalty. Hoyt Properties, Inc. is paid a fee equal to 5% of gross rents.

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## Front-End Fees and Costs Associated With This Offering



For the money that is being raised by this offering, there are front-end fees. A front-end fee is a cost or expense of the offering that must be paid regardless of the number of shares sold. The Declaration of Trust caps all front-end fees for organizational or sale purposes at no more than 15% of the total offering. In the present case, the total front-end fees will not be more than 9%, which is below the capped amount. The fees are capped in that under no situation shall they exceed the capped amount:

| <u>Type</u>                                    | <u>Minimum</u>  | <u>Cap</u>      | <u>Maximum Percentage</u> |
|--|-----------------|-----------------|---------------------------|
| Selling agent commission 8% of the amount sold | \$ 0            | \$ 1,750,000    | 8.000%                    |
| Legal Fees                                     | \$ 7,500        | \$ 7,500        | .034%                     |
| Advertising, Printing and Promotion Expenses   | \$ 40,000       | \$ 40,000       | .182%                     |
| Registration Fees                              | \$ 10,000       | \$ 10,000       | .045%                     |
| Accounting Fees                                | \$ <u>1,000</u> | \$ <u>1,000</u> | <u>.004%</u>              |
|  | \$ 58,500       | \$ 1,808,500    | 8.265%                    |

### Offering Compensation

The following table sets forth the fees and other compensation which IRET is to pay in association with this offering. No officer, trustee or employee of IRET will receive any additional compensation, bonus or fees as a result of the offering other than their normal salary as listed on pages 89 through 91. Additionally, no officer, trustee or employee of IRET will be selling any shares of IRET they own as part of this offering.

| <u>Item of Compensation</u>                  | <u>Recipient</u>          | <u>Amount / Method</u>   |
|--|---------------------------|--|
| Incentive Fees                               | N/A                       | While authorized by the Restated Declaration of Trust, no incentive fees shall be paid to anyone. This may be changed by a vote of the Trustees at anytime with incentive fees then payable for future transactions as limited by the Restated Declaration of Trust. |
| Broker-Dealer Fees                           | Selling Brokerage Firms   | Eight percent or \$.70 of each share sold for a total possible commission of \$1,750,000.  |
| Advertising, Printing and Promotion Expenses |                           | Up to \$40,000 may be paid as compensation for advertising and promotional expenses.   |
| Experts' Fees                                | Pringle & Herigstad, P.C. | \$7,500 for legal fees, plus filing fees, accounting fees and printing costs estimated to be another \$51,000.   |

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### Determination of Offering Price

In setting the price of the shares available for sale under this offering at \$8.75, we considered the following three factors:

First, the recent trading price on the Nasdaq Smallcap Market from May 1, 2001 to September 10, 2001. During this period of time the average high has been \$9.088, the average low \$8.85 with an average closing price of \$8.966.

Second, we attempt to achieve an annual distribution rate of 6.5% based on the selling price of new shares. As of September 17, 2001, our historical distribution rate over the prior 12 months of \$0.575 based on the goal of a 6.5% distribution yield suggests an offering price of \$8.85.

Third, we attempt to base the price for new shares as a multiple of the prior 12 months of Funds from Operations (FFO) which does not exceed 11 times the prior year's FFO. Based on fiscal 2001 FFO of \$.79 multiplied by 11 results in a suggested price of \$8.69 per share.

Based on the above three factors, we decided to set the price at \$8.75 per share.

### **Effective Date of Offering**

The offering of shares pursuant to this prospectus will last for a period of one year from the effective date on the front cover or until all shares have been sold on a first-come first-serve basis, whichever occurs first.

### **Dilution**

The book value of IRET shares of beneficial interest is substantially less than the purchase price to new shareholders under this Offering. As of July 31, 2001, the book value of the 24,261,217 shares outstanding was \$4.95 per share. Assuming all of the shares registered under this offering are sold, the estimated resulting book value will be \$5.23 per share. Thus, a purchasing shareholder paying \$8.75 per share under this offering will incur an immediate book value dilution of \$3.52 per share.

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### **Plan of Distribution**

For the sole purpose of selling the shares to be offered pursuant to this prospectus, IRET has entered into Security Sales Agreements with a number of broker/dealers who are members of the National Association of Security Dealers (NASD). There are no underwriters associated with this offering. None of the broker/dealers involved are required to take and pay for or to sell a specific number of shares. This offering shall be conducted on a best efforts basis under which a participating broker/dealer is required to take and pay for only those shares that are actually sold to the public. All shares of IRET available for sale to the public will be available for purchase through broker/dealers who have signed a selling agreement with IRET. The shares offered will only be sold for cash payable in United States Dollars. There will be no other distribution or sale of IRET shares to the public except through IRET's dividend reinvestment plan available only to current IRET shareholders. See page 86 - "Dividend Reinvestment Plan."

As of November 1, 2001, the following NASD registered broker/dealers have agreed to use their best efforts to sell the IRET shares offered under this prospectus to the public:

|                                      |                                     |
|--------------------------------------|-------------------------------------|
| American Investment Services, Inc.   | Investment Centers of America, Inc. |
| Berthel Fisher & Co.                 | Iron Street Securities, Inc.        |
| Eagle One Investments, LLC           | ND Capital, Inc.                    |
| Fintegra Financial Solutions         | Netcap Preferred Equity, LTD.       |
| First Montauk Securities Corp.       | Okoboji Financial Services, Inc.    |
| Garry Pierce Financial Services, LLP | Primevest Financial Services, Inc.  |
| Huntingdon Securities Corporation    | Proequities, Inc.                   |
| Inland National Securities, Inc.     | Protective Group Securities         |
| Intersecurities, Inc.                | VSR Financial Services, Inc.        |
| INVEST Financial                     | Sigma Financial                     |

The material terms of the Security Sales Agreement are as follows:

- \* For each share sold and paid for, IRET will pay a commission of 8% or \$.70 per share. There will be no discounts, other compensation, commissions, finders fees or other compensation paid to any broker/dealer.
- \* Subject only to a minimum purchase of 100 shares, no broker/dealer is required to sell a minimum number of shares.
- \* There are no limits on the number of shares a particular broker/dealer may sell provided no more than the total offering of 2,500,000 shares may be sold. All sales are on a first come first serve basis according to date on which IRET receives a completed subscription agreement in its Minot, North Dakota office along with payment in full of the shares purchased.
- \* Either IRET or the broker/dealer may terminate the Security Sales Agreement at anytime without penalty or further obligation.
- \* IRET has not agreed to indemnify any broker/dealer for liability arising under the Securities Act.

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- \* Any full-time employee of a participating broker/dealer may purchase shares for their own account at the offering price of \$8.75 per share. Any such shares so acquired may not be sold, transferred, assigned, pledged or hypothecated by any person for a period of one year from the date of acquisition.
  - \* No broker/dealer has a right to nominate or elect a member to the board of trustees.

None of the broker/dealers intend to engage in any passive market making activities, stabilization or other transactions that otherwise may affect the price of the shares offered or the price of IRET on the NASDAQ.

## Who May Invest

In order to purchase shares, an investor must be a resident of one of the states listed below as well as meet the other requirements listed:

| <u>State</u> | <u>Income or Net Worth Requirements</u>   | <u>Minimum Purchase</u> |
|--------------|---|-------------------------|
| Montana      | None  | 100 shares or \$875.00  |
| Minnesota    | Either individually or with a spouse has an annual gross income of at least \$60,000 during the previous calendar year, have a net worth of at least \$60,000 (exclusive of principal residence and its furnishings and automobile), and are purchasing shares for only the investors own account or retirement plan.<br>Either individually or with a spouse have a net worth of at least \$225,000 (exclusive of the principal residence and its furnishings and automobiles), and are purchasing shares for only the investors own account or retirement plan. | 100 shares or \$875.00  |
| North Dakota | None  | 100 shares or \$875.00  |
| South Dakota | None  | 100 shares or \$875.00  |

### Use of Proceeds

IRET plans to use any proceeds actually raised to fund the construction of two 73-unit apartment buildings to be located in Rochester, Minnesota and two 67-unit apartment buildings to be located in Bismarck, North Dakota.

#### Rochester

IRET purchased 15 acres of unimproved land in Rochester in 1999. The entire parcel has been zoned to allow for the construction of up to 300 apartment units. In 2000, IRET constructed one 73-unit apartment community called Sunset Trail I that was completed and opened to residents during the end of September 2000. As of July 1, 2001, Sunset Trail I was 100% occupied. The two additional communities to be constructed by IRET using the proceeds raised from this offering are designed the same as Sunset Trail I. Based on the actual costs incurred by IRET in the construction of Sunset Trail I, IRET expects to incur the following costs for the construction of the additional units:

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| <u>Apartment Community</u>  | <u>Location</u> | <u>Cost</u>         |
|-----------------------------|-----------------|---------------------|
| Sunset Trail II - 73 Units  | Rochester, MN   | \$ 5,300,000        |
| Sunset Trail III - 73 Units | Rochester, MN   | \$ <u>5,300,000</u> |
| Total                       |                 | \$ 10,600,000       |

#### Bismarck

IRET currently owns sufficient unimproved land in Bismarck, North Dakota, which has been zoned to allow for the construction of two 67-unit apartment communities. Over the past four years, IRET has constructed three 67-unit apartment communities at the same location called Cottonwood I, II and III. As of July 1, 2001, Cottonwood I, II and III were over 98% occupied. The two new 67-unit communities to be constructed are designed the same as the previous three Cottonwood apartments. Based on the actual costs incurred by IRET, in the construction of Cottonwood I, II and III, IRET expects to incur the following construction costs:

| <u>Apartment Community</u> | <u>Location</u> | <u>Cost</u>         |
|----------------------------|-----------------|---------------------|
| Cottonwood IV - 67 Units   | Bismarck, ND    | \$ 4,700,000        |
| Cottonwood V - 67 Units    | Bismarck, ND    | \$ <u>4,700,000</u> |
| Total                      |                 | \$ 9,400,000        |

Assuming all the offered shares are sold and after deduction from the offering proceeds of all the front-end fees and expenses associated with the offering, IRET will have \$20,066,500 to fund the construction of the two 73-unit Rochester apartment communities and the two 67-unit Bismarck apartment communities.

|   | <u>Dollars</u>   | <u>Percent</u>        |
|---|------------------|-----------------------|
| Gross Offering Proceeds                       | \$ 21,875,000    | 100.0%                |
| Selling Commissions                           | \$ -1,750,000    | 8.0%                  |
| Legal Fees                                    | \$ -7,500        | Less than 1% (.00034) |
| Advertising, Printing and Promotion Expenses  | \$ -40,000       | Less than 1% (.00182) |
| Registration Fees                             | \$ -10,000       | Less than 1% (.00045) |
| Accounting Fees                               | \$ <u>-1,000</u> | Less than 1% (.00004) |
| Cash Available for Construction of Properties | \$ 20,066,500    | 91.735%               |

In the event less than all the shares offered under this prospectus are sold, IRET will not receive enough money to cover the entire estimated construction cost of \$20,000,000. Depending on the actual amount of shares sold, IRET will need to acquire additional funds from other sources.

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| <u>Assumed Share Sales</u> | <u>Net Proceeds to IRET</u> | <u>Funds Needed from Other Sources After Expenses</u> |
|----------------------------|-----------------------------|---|
| 25%                        | \$ 5,016,625                | \$ 14,983,375   |
| 50%                        | \$ 10,033,250               | \$ 9,966,750  |
| 75%                        | \$ 15,049,875               | \$ 4,950,125  |
| 100%                       | \$ 20,066,500               | \$ 0  |

IRET intends to cover any shortfall using funds from the sources identified below:

- \* **Depreciation Revenue** - As a "Real Estate Investment Trust" under the Internal Revenue Code, IRET must distribute at least 90% of its taxable income. However, in computing taxable income, a deduction for depreciation of the buildings owned by IRET is allowed. In the Fiscal year ended April 30, 2001, this depreciation deduction was \$12,299,532. IRET is under no legal obligation to pay out depreciation revenue. The amount of this depreciation may be used by IRET to complete the construction of the apartment communities in Rochester, Minnesota and Bismarck, North Dakota.
- \* **Additional Long Term Leverage or Loans** - IRET has a policy of borrowing up to 70% of the cost of any real estate constructed or purchased. Upon completion of the two apartment buildings, IRET

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intends to place loans on the property. However, until the apartments are completed and at least 95% leased, IRET will be unable to place any financing on the project. As a result, in order to cover the full cost of the Rochester apartments, IRET may need to borrow money using its existing assets as collateral. As of July 31, 2001, the ratio of mortgage liabilities to total Trust real estate assets was \$372,402,308 of mortgage liabilities to \$596,714,969 of net real estate owned or 62.4%. Thus, as much as \$45,191,773 could be borrowed against IRET's existing real estate portfolio before reaching a debt ratio of 70%. No assurance can be given that IRET would be able to borrow this or any amount of additional money.

- \* **Credit Lines** - IRET may enter into short-term credit line borrowing agreements with banks if the need arises. As of the date of this prospectus, IRET has credit lines of \$17,500,000 with various banks. The available credit lines and the amount available to IRET is as follows as of July 31, 2001:

| <u>Bank</u>                                  | <u>Credit Line</u> | <u>Amount Outstanding</u> | <u>Amount Available</u> | <u>Interest Rate</u> | <u>Maturity Date</u> |
|--|--------------------|---------------------------|-------------------------|----------------------|----------------------|
| First Western Bank & Trust - Minot, ND       | \$ 5,000,000       | \$ 0                      | \$ 5,000,000            | 6.5%                 | 09/15/02             |
| First International Bank & Trust - Minot, ND | \$ 3,500,000       | \$ 0                      | \$ 3,500,000            | 6.5%                 | 10/15/02             |
| Bremer Bank                                  | \$ 10,000,000      | \$ 0                      | \$ 10,000,000           | 6.5%                 | 08/01/02             |
| Totals                                       | \$ 17,500,000      | \$ 0                      | \$ 17,500,000           |                      |                      |

No assurance can be given that these line of credit borrowing arrangements will be available to IRET beyond the expiration term listed.

### Selected Financial Data for IRET for Five Years Ended April 30

|  | <u>2001</u>   | <u>2000</u>   | <u>1999</u>   | <u>1998</u>   | <u>1997</u>   |
|--|---------------|---------------|---------------|---------------|---------------|
| Consolidated Income Statement Data                           |               |               |               |               |               |
| Revenue  | \$ 75,767,150 | \$ 55,445,193 | \$ 39,927,262 | \$ 32,407,545 | \$ 23,833,981 |
| Income before gain/loss on properties and minority interest  | \$ 10,187,812 | \$ 8,548,558  | \$ 6,401,676  | \$ 4,691,198  | \$ 3,499,443  |
| Gain on repossession/ Sale of properties                     | \$ 601,605    | \$ 1,754,496  | \$ 1,947,184  | \$ 465,499    | \$ 398,424    |
| Minority interest of portion of operating partnership income | \$ -2,095,177 | \$ -1,495,209 | \$ -744,725   | \$ -141,788   | \$ -18        |
| Net income   | \$ 8,694,240  | \$ 8,807,845  | \$ 7,604,135  | \$ 5,014,909  | \$ 3,897,849  |
| Consolidated Balance Sheet Data                              |               |               |               |               |               |
| Total real estate investments                                | \$548,580,418 | \$418,216,516 | \$280,311,442 | \$213,211,369 | \$177,891,168 |
| Total assets   | \$570,322,124 | \$432,978,299 | \$291,493,311 | \$224,718,514 | \$186,993,943 |
| Shareholders' equity   | \$118,945,160 | \$109,920,591 | \$ 85,783,294 | \$ 68,152,626 | \$ 59,997,619 |
| Per Share  |               |               |               |               |               |
| Net Income   | \$ .38        | \$ .42        | \$ .44        | \$ .32        | \$ .28        |
| Dividends  | \$ .55        | \$ .51        | \$ .47        | \$ .42        | \$ .39        |
| Calendar Year  | <u>2001</u>   | <u>2000</u>   | <u>1999</u>   | <u>1998</u>   | <u>1997</u>   |
| Tax status of dividend                                       |               |               |               |               |               |

|                   |        |       |       |       |       |
|-------------------|--------|-------|-------|-------|-------|
| Capital gain      | .72%   | 30.3% | 6.3%  | 2.9%  | 21.0% |
| Ordinary income   | 86.76% | 69.7% | 76.0% | 97.1% | 79.0% |
| Return of capital | 12.52% | 0%    | 17.7% | 0.0%  | 0.0%  |

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## **Management's Discussion and Analysis of Financial Conditions and Results of Operations**

### **General**

IRET has operated as a "real estate investment trust" under Sections 856-858 of the Internal Revenue Code since its formation in 1970 and is in the business of owning income-producing real estate investments, both residential and commercial.

On February 1, 1997, IRET restructured itself as an Umbrella Partnership Real Estate Investment Trust (UPREIT). IRET, through its wholly owned subsidiary, IRET, Inc., is the general partner of IRET Properties, a North Dakota limited partnership (the "Operating Partnership").

On July 1, 2000, IRET became "self-advised" as a result of the acquisition of the advisory business and assets of Odell-Wentz and Associates, L.L.C. Prior to that date, Odell-Wentz had been the advisor to the Trust and had furnished office space, employees, and equipment to conduct all of the day-to-day operations of IRET. The Operating Partnership issued 255,000 of its limited partnership units to Odell-Wentz and Associates, L.L.C. in exchange for the advisory business and assets. The valuation of the advisory business and assets of \$2,083,350 was determined by an independent appraisal of the business and assets by a certified public accounting firm not otherwise employed by either IRET or the advisory company. All employees of the advisory company became employees of IRET Properties on July 1, 2000, with the exception of Roger R. Odell who retired.

No other material change in IRET's business is contemplated at this time.

The following discussion and analysis should be read in conjunction with the attached audited financial statements prepared by Brady, Martz & Associates, P.C. of Minot, North Dakota, certified public accountants, which firm and its predecessors have served as the auditor for IRET since its inception in 1970.

Certain matters included in this discussion are forward-looking statements within the meaning of federal securities laws. Although IRET believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, it can give no assurance that the expectations expressed will actually be achieved. Many factors may cause actual results to differ materially from IRET's current expectations, including general economic conditions, local real estate conditions, the general level of interest rates and the availability of financing, timely completion and lease-up of properties under construction, and various other economic risks inherent in the business of owning and operating investment real estate.

### **Results of Operations - Three-Month Periods Ended July 31, 2001 and July 31, 2000**

**Revenues**

Total revenues of the Operating Partnership for the first quarter of Fiscal 2002 were \$21,780,094, compared to \$17,431,644 received in the first quarter of the prior fiscal year. This is an increase of \$4,348,450 or 25%. This increase is attributable to the addition of new properties to IRET's investment portfolio.

**Capital Gain Income**

The Operating Partnership realized capital gain income of \$307,934 during the first quarter of Fiscal 2002. This resulted from the sale of the 36-unit Sunchase Apartment property in Fargo, North Dakota and the sale of the GNMA investment portfolio, resulting in realized gains of \$296,408 and \$11,526 respectively. No capital gain income was realized in the first quarter of the prior fiscal year.

**Expenses and Net Income**

The following shows the changes in revenues, operating expenses, interest, and depreciation for the three-month period ending July 31, 2001 as compared to the three-month period ended July 31, 2000:

| <u>Three months ended July 31.</u>                             | <u>2001</u>          | <u>2000</u>          |
|--|----------------------|----------------------|
| REVENUE  |                      |                      |
| Real Estate Rentals*   | \$ 21,568,381        | \$ 17,291,976        |
| Interest, Discounts and Fees                                   | \$ <u>211,713</u>    | \$ <u>139,668</u>    |
| Total Revenue  | \$ <u>21,780,094</u> | \$ <u>17,431,644</u> |
| OPERATING EXPENSE  |                      |                      |
| Interest   | \$ 7,198,378         | \$ 5,677,556         |
| Depreciation   | \$ 3,656,762         | \$ 2,656,209         |
| Utilities and Maintenance                                      | \$ 2,971,809         | \$ 2,613,195         |
| Taxes  | \$ 2,115,630         | \$ 1,701,654         |
| Insurance  | \$ 314,685           | \$ 167,280           |
| Property Management Expenses                                   | \$ 1,630,079         | \$ 1,410,502         |
| Administrative Expense & Trustee Services                      | \$ 386,307           | \$ 463,960           |
| Operating Expenses   | \$ 126,622           | \$ 80,477            |
| Amortization   | \$ <u>128,956</u>    | \$ <u>95,680</u>     |
| Total Expenses   | \$ <u>18,529,228</u> | \$ <u>14,866,513</u> |
| INCOME BEFORE GAIN/LOSS ON PROPERTIES AND MINORITY INTEREST    |                      |                      |
|  | \$ 3,250,866         | \$ 2,565,131         |
| GAIN ON SALE OF INVESTMENT MINORITY INTEREST OTHER PARTNERSHIP | \$ 307,934           | \$ 0                 |
| MINORITY INTEREST PORTION OF OPERATING PARTNERSHIP INCOME      | \$ -56,755           | \$ 0                 |
|  | \$ <u>-726,318</u>   | \$ <u>-425,667</u>   |
| NET INCOME   | \$ <u>2,775,727</u>  | \$ <u>2,139,464</u>  |

\* Includes \$333,295 and \$354,194 for 3 months ended 07/31/01 and 07/31/00 respectively of "straight-line rents." Straight-line rents are the amounts to be collected in future years from tenants occupying commercial properties under



leases, which provide for periodic increases in rents. It is determined by dividing the total rent payable for the lease term by the total rental periods and allocating the resulting average rent to the period covered by the report.

The above described changes result primarily from the addition of new real estate assets to IRET's portfolio. The increase in insurance costs also resulted from an increase in the general level of premiums for property casualty insurance. The decline in administrative expenses also resulted from the acquisition of the advisory company by IRET on July 1, 2000, because the direct expenses for employee salaries and other operating costs proved to be less than the previous percentage fee payable under the advisory contract.

### Comparison of Residential and Commercial Properties

The following is a comparison of the net operating income from the two types of real estate investments owned by IRET - residential and commercial - for the three-month periods ending July 31, 2001, and 2000:

#### Net Real Estate Operating Income

| <u>Three Months Ended</u> | <u>7/31/01</u>      | <u>7/31/00</u>      | <u>Percent Change</u> |
|---------------------------|---------------------|---------------------|-----------------------|
| Segment                   |                     |                     |                       |
| Residential               | \$ 3,902,477        | \$ 3,789,073        | 2.9%                  |
| Commercial                | \$ <u>3,612,984</u> | \$ <u>2,101,107</u> | <u>71.9%</u>          |
| Total                     | \$ <u>7,515,461</u> | \$ <u>5,890,180</u> | <u>27.5%</u>          |

The growth in the two operating segments resulted from the acquisition of properties during Fiscal 2002. The increase in net operating income for commercial properties resulted from the investment of \$110,199,692 to acquire new commercial properties during the prior fiscal year.

### Occupancy Rates

The following is a comparison of occupancy rates for stabilized properties (actual rent as a percentage of scheduled rent) for the three-month periods ended July 31, 2001 and 2000:

| <u>Three Months Ended</u> | <u>7/31/01</u> | <u>7/31/00</u> | <u>Percent Change</u> |
|---------------------------|----------------|----------------|-----------------------|
| Segment                   |                |                |                       |
| Residential               | 94.70%         | 93.59%         | 1.1%                  |
| Commercial                | 98.77%         | 98.48%         | .2%                   |

## Property Acquisitions and Dispositions

During the three-month period ended July 31, 2001, the Operating Partnership acquired one commercial investment:

| <u>Property</u>   | <u>Acquisition Cost</u> |
|---|-------------------------|
| 15,217 sq ft Cottage Grove Retail Strip Center, Cottage Grove, MN | \$ 1,101,550            |

The 36-Unit Sunchase apartment complex in Fargo, North Dakota was sold during the first quarter of Fiscal 2001 at a gain of \$296,409.

On July 31, 2001, the Operating Partnership owned 62 apartment communities with a total of 7,833 apartment units and 61 commercial properties totaling 2,528,735 square feet.

## Funds From Operations

IRET considers Funds From Operations ("FFO") a useful measure of performance for an equity REIT. FFO is defined as net income available to shareholders determined in accordance with generally accepted accounting principles (GAAP), excluding gains (or losses) from debt restructuring and sales of property, plus depreciation of real estate assets, and after adjustment for unconsolidated partnerships and joint ventures. IRET uses the National Association of Real Estate Investment Trusts ("NAREIT") definition of FFO as amended by NAREIT to be effective January 1, 2000. FFO for any period means the net income of the company for such period, excluding gains or losses from debt restructuring and sales of property, and plus depreciation and amortization of real estate assets in IRET's investment portfolio, and after adjustment for unconsolidated partnerships and joint ventures, all determined on a consistent basis in accordance with GAAP.

FFO presented herein is not necessarily comparable to FFO presented by other real estate companies because not all real estate companies use the same definition.

FFO should not be considered as an alternative to net income (determined in accordance with GAAP) as a measure of IRET's liquidity, nor is it necessarily indicative of sufficient cash flow to fund all of IRET's needs or its ability to service indebtedness or make distributions.

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Funds From Operations for the Operating Partnership for the three-month period ended July 31, 2001, increased to \$6,899,059, compared to \$5,221,340 for the first quarter of Fiscal 2000, an increase of 32.1%.

Calculations of Funds From Operations for the Operating Partnership are as follows:

| <u>Three Months Ended</u>   | <u>7/31/01</u> | <u>7/31/00</u> | <u>Percent Change</u> |
|---|----------------|----------------|-----------------------|
| Net Income available to IRET shareholders and unitholders from operations and capital gains | \$ 3,558,800   | \$ 2,565,131   | 38.7%                 |
| Less gain from property sales   | \$ 307,934     | 0              | --%                   |
| Operating Income  | \$ 3,250,866   | \$ 2,565,131   | 26.7%                 |
| Plus real estate depreciation and amortization (1)  | \$ 3,648,193   | \$ 2,656,209   | 37.7%                 |

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|  |              |              |       |
|--|--------------|--------------|-------|
| Funds From Operations  | \$ 6,899,059 | \$ 5,221,340 | 32.1% |
| Weighted average shares and units outstanding -basic and diluted (2) | 31,466,261   | 27,166,617   | 15.8% |
| Distributions paid to Shareholders/Unitholders (3)                   | \$ 4,577,961 | \$ 3,602,278 | 27.1% |

- (1) Depreciation on office equipment and other assets used by the Company are excluded. Amortization of financing and other expenses are excluded, except for amortization of leasing commissions which are included.
- (2) Limited Partnership Units of the Operating Partnership are exchangeable for Shares of Beneficial Interest of IRET only on a one-for-one basis.
- (3) Distributions made equally on shares and units.

### Dividends

The following dividends were paid during the first quarters of Fiscal Years 2001 and 2000:

| Date   | 2001   | 2000    | Percent Change |
|--------|--------|---------|----------------|
| July 1 | \$.145 | \$.1325 | 9.4%           |

The Board of Trustees of IRET have declared a dividend of \$.1475 per share payable October 1, 2001 to shareholders of record at the close of business on September 14, 2001.

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### Liquidity and Capital Resources

The important changes in IRET's balance sheet during the first quarter of Fiscal 2002 were:

**\* Increase in Real Estate Owned**

Real estate owned increased to \$596,714,969 from the April 30, 2001 figure of \$591,636,468. This increase resulted from the acquisition of the Cottage Grove Retail Strip Center for \$1,101,550 and the ongoing costs of construction of the 73-unit Sunset Trail II apartment building in Rochester, MN and the final construction costs for the 27-unit Meadows III apartment building in Jamestown, ND.

**\* Increase in Mortgage Loans Receivable**

Mortgage loans receivable increased to \$4,633,400 from \$1,037,095 at the beginning of the quarter. This increase resulted primarily from the \$3,200,000 short-term loan to Mankato Plaza Associates.

**\* Increase in Cash and Marketable Securities**

Cash on hand on July 31, 2001 was \$13,309,576 compared to \$6,356,063 at the beginning of the three-month period. This increase resulted from the proceeds of refinancing existing mortgages as well as the sale of investment certificates. Marketable securities declined to \$696,609 at the end of the quarter from the \$3,012,113 carrying value of marketable securities on April 30, 2001. This decline resulted from the sale of the GNMA securities during the first quarter.

**\* Increase in Mortgages Payable**

Mortgages payable on 7/31/01 totaled \$372,402,308 compared to \$368,956,930 at 4/30/01. This increase resulted from refinancing of maturing mortgages and the placement of new mortgages. The

average weighted interest rate payable on the outstanding indebtedness at 7/31/01 was 7.58%.

\* **Increase in Investment Certificates**

Investment Certificates outstanding on 7/31/01 totaled \$18,505,565, compared to \$11,876,417. This increase resulted from the sale of new investment certificates to North Dakota residents as well as the reinvestment of accruing interest on outstanding investment certificates.

\* **Increase in Operating Partnership Units**

Outstanding Limited Partnership Units in the Operating Partnership increased to 7,638,970 Partnership Units on 7/31/01 as compared to the 7,527,151 Units outstanding on April 30, 2001. This increase resulted from the issuance of additional Partnership Units to acquire the Cottage Grove Retail Center.

\* **Increase in Shares of Beneficial Interest**

Shares of Beneficial Interest outstanding on 7/31/01 totaled 24,261,217 as compared to the 24,068,346 shares outstanding on April 30, 2001. This increase resulted from the issuance of additional shares pursuant to IRET's dividend reinvestment plan.

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**Results from Operations for the Fiscal Years Ended April 30, 2001, 2000, and 1999**

IRET operates on a fiscal year ending on April 30. The following discussion and analysis is for the fiscal years ended 4/30/2001, 2000, and 1999.

**Revenues**

Total revenues of the Operating Partnership for Fiscal 2001 were \$75,767,150, compared to \$55,445,193 in Fiscal 2000 and \$39,927,262 in Fiscal 1999. The increase in revenues received during Fiscal 2001 in excess of the prior year revenues was \$20,321,957. This increase resulted from:

|  |    |                |
|--|----|----------------|
| Rent from 28 properties acquired/completed in Fiscal 2001                          | \$ | 6,890,585      |
| Rent from 27 properties acquired in Fiscal 2000 in excess of that received in 2000 | \$ | 12,888,919     |
| Increase in rental income on existing properties                                   | \$ | 93,420         |
| A decrease in Boise Warehouse rent ( <i>bankruptcy of tenant</i> )                 | \$ | -36,301        |
| A decrease in rent - properties sold in 2001                                       | \$ | -32,404        |
| A decrease in interest income  | \$ | -371,585       |
| An increase in straight line rents   | \$ | 383,015        |
| An increase in ancillary income  | \$ | <u>506,308</u> |
|  | \$ | 20,321,957     |

The increase in revenues received during Fiscal 2000 in excess of that received in Fiscal 1999 was \$15,517,931. This increase resulted from:

|  |    |            |
|--|----|------------|
| Rent from 27 properties acquired/completed in Fiscal 2000                              | \$ | 10,206,154 |
| Rent from 12 properties acquired in Fiscal 1999 in excess of that received in 1999     | \$ | 4,419,227  |
| An increase in rental income on existing properties                                    | \$ | 579,151    |
| A decrease in rent on the Boise, Idaho Furniture Store ( <i>bankruptcy of tenant</i> ) | \$ | -38,622    |
| A decrease in rent - properties sold during 1999                                       | \$ | -524,680   |

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|   |                   |
|---|-------------------|
| An increase in interest income                            | \$ 45,337         |
| An increase in rent ( <i>straight-line calculations</i> ) | \$ <u>831,364</u> |
|   | \$ 15,517,931     |

As shown by the above analysis, the Fiscal 2001 and 2000 increases in revenues resulted primarily from the addition of new real estate properties to the Operating Partnership's portfolio. Rents received on properties owned at the beginning of Fiscal 2000 increased by \$579,151 in Fiscal 2000 and only \$93,420 in Fiscal 2001. Thus, new properties generated most of the new revenues during the past two years.

### Capital Gain Income

The Operating Partnership realized capital gain income for Fiscal 2001 of \$601,605. This compares to \$1,754,496 of capital gain income recognized in Fiscal 2000 and the \$1,947,184 recognized in Fiscal 1999. A list of the properties sold during each of these years showing sales price, depreciated cost plus sales costs and net gain (loss) is included in a later section of this discussion.

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### Expenses and Net Income

The Operating Partnership's operating income for fiscal year 2001 increased to \$10,187,812 from \$8,548,558 earned in Fiscal 2000 and \$6,401,676 earned in Fiscal 1999. IRET's Net Income for generally accepted accounting purposes for Fiscal 2001 was \$8,694,240, compared to \$8,807,845 in Fiscal 2000 and \$7,604,135 in Fiscal 1999. On a per share basis, net income was \$.38 per share in Fiscal 2001 compared to \$.42 in Fiscal 2000 and \$.44 in Fiscal 1999.

These changes in Operating Income and Net Income result from the changes in revenues and expenses detailed below:

For Fiscal 2001, a decrease in net income of \$113,605, resulting from:

|  |                     |
|--|---------------------|
| A decrease in gain on sale of investments                                      | \$ -1,152,891       |
| An increase in net rental income   | \$ 12,572,228       |
| A decrease in interest income  | \$ -371,585         |
| An increase in ancillary income  | \$ 506,308          |
| An increase in interest expense  | \$ -8,217,228       |
| An increase in depreciation expense  | \$ -3,839,420       |
| An increase in operating expenses, administrative, advisory & trustee services | \$ -119,274         |
| An increase in amortization expense  | \$ -212,091         |
| An increase in minority interest of operating partnership                      | \$ -598,968         |
| A decrease in loss on impairment   | \$ <u>1,319,316</u> |
|  | \$ -113,605         |

The \$1,203,710 increase in net taxable income for Fiscal 2000 over the net income earned in the prior fiscal year resulted from:

|   |               |
|---|---------------|
| A decrease in gain from sale of investments   | \$ -192,688   |
| An increase in net rental income ( <i>rents, less utilities, maintenance, taxes, insurance and management</i> ) | \$ 11,432,978 |

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|  |    |                   |
|--|----|-------------------|
| An increase in interest income                                   | \$ | 45,337            |
| An increase in interest expense                                  | \$ | -4,912,189        |
| An increase in depreciation expense                              | \$ | -2,493,238        |
| An increase in operating expenses and advisory trustee services  | \$ | -545,270          |
| An increase in amortization expense                              | \$ | -61,420           |
| An increase in minority interest of operating partnership income | \$ | -750,484          |
| An increase in loss on impairment of properties                  | \$ | <u>-1,319,316</u> |
|  | \$ | 1,203,710         |

**Telephone Endorsement Fee**

During Fiscal 2001, IRET received a payment of \$869,505 from a major telecommunications provider for allowing marketing access by that company to residents of apartment communities owned by IRET, totaling 5,863 units. The contract provides that IRET will allow promotional materials to be placed in its apartment communities advertising the availability of telecommunication services over a 12-year period. Of this payment, \$110,979 was recognized as income by IRET during Fiscal 2001. The balance of \$758,526 will be recognized ratably over the remaining portion of the contract period and there is a possibility of a refund of these monies if IRET should violate the contractual terms of the agreement.

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**Comparison of Results from Commercial and Residential Properties**

The following is an analysis of the contribution by each of the two categories of real estate owned by IRET - residential and commercial - to IRET revenues as compared to the year-end depreciated cost of each:

| Fiscal Years Ended 4/30   | <u>2001</u>           | <u>%</u>   | <u>2000</u>           | <u>%</u>   | <u>1999</u>           | <u>%</u>   |
|---|-----------------------|------------|-----------------------|------------|-----------------------|------------|
| <i>Property Cost - less depreciation</i>  |                       |            |                       |            |                       |            |
| Commercial  | \$ 218,261,880        | 40%        | \$ 112,511,467        | 27%        | \$ 60,141,248         | 22%        |
| Residential   | <u>\$ 329,281,443</u> | <u>60%</u> | <u>\$ 304,175,471</u> | <u>73%</u> | <u>\$ 209,572,192</u> | <u>78%</u> |
| Total   | \$ 547,543,323        | 100%       | \$ 416,686,938        | 100%       | \$ 269,713,440        | 100%       |
| <i>Revenues</i>   |                       |            |                       |            |                       |            |
| Commercial  | \$ 18,994,010         | 25%        | \$ 11,878,026         | 22%        | \$ 5,775,161          | 15%        |
| Residential   | <u>\$ 55,806,712</u>  | <u>75%</u> | <u>\$ 42,379,855</u>  | <u>78%</u> | <u>\$ 33,010,126</u>  | <u>85%</u> |
| Total   | \$ 74,800,722         | 100%       | \$ 54,257,881         | 100%       | \$ 38,785,287         | 100%       |
| <i>Expenses - before depreciation - see Note 11 to Financial Statement for detail</i> |                       |            |                       |            |                       |            |
| Commercial  | \$ 10,649,488         | 21%        | \$ 6,417,909          | 18%        | \$ 2,814,299          | 11%        |
| Residential   | <u>\$ 39,500,071</u>  | <u>79%</u> | <u>\$ 29,288,023</u>  | <u>82%</u> | <u>\$ 22,440,129</u>  | <u>89%</u> |
| Total   | \$ 50,149,559         | 100%       | \$ 35,705,932         | 100%       | \$ 25,254,428         | 100%       |
| <i>Segment Gross Profit - before depreciation</i>                                     |                       |            |                       |            |                       |            |
| Commercial  | \$ 8,344,522          | 34%        | \$ 5,460,117          | 29%        | \$ 2,960,862          | 22%        |
| Residential   | <u>\$ 16,306,641</u>  | <u>66%</u> | <u>\$ 13,091,832</u>  | <u>71%</u> | <u>\$ 10,569,997</u>  | <u>78%</u> |
|   |                       |            | \$                    |            |                       |            |
| Total   | \$ 24,651,163         | 100%       | 18,551,949            | 100%       | \$ 13,530,859         | 100%       |

**Charge for Impairment of Value Fiscal 2000**

During fiscal 2000, IRET reduced the value of two properties to reflect the reduced rental income expected to be

received from the properties. The properties are the Boise warehouse, Boise, Idaho, and the First Avenue building, Minot, North Dakota. Based on the reduced rental income the Boise building's value was reduced by \$1,008,114 and First Avenue by \$311,302. The Boise warehouse is vacant and has been for the last 18 months. First Avenue is mostly occupied but at rents below those necessary to justify the building's acquisition cost.

### Commercial Properties - Analysis of Lease Expirations and Credit Exposure

The following table shows the annual lease expiration percentages for the commercial properties owned by IRET for Fiscal years 2001 through 2010 and the leases that will expire during Fiscal year 2011 and beyond.

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| <u>Year of Lease Expiration</u> | <u>Square Footage of Expiring Leases</u> | <u>Percentage of Total Leased Square Footage</u> | <u>Annualized Base Rent of Expiring Leases at Expiration</u> | <u>Percentage of Total Annualized Base Rent</u> |
|---------------------------------|--|--|--|---|
| 2001                            | 111,548                                  | 4.40%  | \$ 165,396   | 0.75%   |
| 2002                            | 164,941                                  | 6.60%  | \$ 1,468,440   | 6.64%   |
| 2003                            | 156,327                                  | 6.20%  | \$ 908,393   | 4.11%   |
| 2004                            | 152,845                                  | 6.10%  | \$ 1,342,386   | 6.07%   |
| 2005                            | 128,214                                  | 5.10%  | \$ 1,170,815   | 5.29%   |
| 2006                            | 64,743                                   | 2.60%  | \$ 727,858   | 3.29%   |
| 2007                            | 128,827                                  | 5.10%  | \$ 766,844   | 3.47%   |
| 2008                            | 96,301                                   | 3.80%  | \$ 1,113,073   | 5.03%   |
| 2009                            | 81,016                                   | 3.20%  | \$ 592,695   | 2.68%   |
| 2010                            | 102,999                                  | 4.10%  | \$ 1,228,872   | 5.55%   |
| 2011 and beyond                 | <u>1,325,757</u>                         | <u>42.80%</u>                                    | <u>\$ 12,642,660</u>   | <u>57.14%</u>                                   |
| Total                           | 2,513,518                                | 100.00%  | \$ 22,127,432  | 100.00%   |

The following table shows the percentage of commercial leases by size of leased space in 10,000 square foot increments:

| <u>Square Feet Under Lease</u> | <u>Percentage of Aggregate Portfolio Leased Square Feet</u> | <u>Annualized Base Rent</u> | <u>Percentage of Aggregate Portfolio Annualized Base Rent</u> |
|--------------------------------|---|-----------------------------|---|
| 10,000 or Less                 | 13.93%  | \$ 3,245,361                | 14.67%  |
| 10,001 - 20,000                | 14.75%  | \$ 3,044,041                | 13.76%  |
| 20,001 - 30,000                | 14.50%  | \$ 2,987,722                | 13.50%  |
| 30,001 - 40,000                | 7.75%   | \$ 1,426,070                | 6.44%   |
| 40,001 - 50,000                | 9.94%   | \$ 2,191,103                | 9.90%   |
| 50,001 +                       | <u>39.14%</u>   | <u>\$ 9,233,134</u>         | <u>41.73%</u>   |
| Total                          | 100.00%   | \$ 22,127,431               | 100.00%   |

### Significant Properties

During Fiscal 2000 and 2001, IRET acquired one apartment community (Dakota Hill - Irving, Texas acquired

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during fiscal year 2000) and two commercial properties (HealthEast Medical in Maplewood and Woodbury, Minnesota acquired in fiscal 2000 and Southdale Medical Center in Edina, Minnesota acquired in fiscal year 2001) where the purchase price exceeded 10% of the corresponding IRET portfolio for apartments in the case of Dakota Hill and commercial in the case of HealthEast and Southdale. However, none of the acquisitions exceeded 10% of IRET's total portfolio value or account for more than 10% of IRET's gross or net income.

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The details of such acquisitions and their performance since acquisition are as follows:

|   | <u>Dakota Hill</u>                      | <u>HealthEast</u>  | <u>Southdale Medical*</u>                       |
|---|---|--|---|
| Description                                     | 504-unit Class A<br>Apartment Community | 114,216 Square Feet<br>Medical Office Buildings  | 195,983 Square Feet<br>Medical Office Buildings |
| Address   | 7902 North MacArthur<br>- Irving, TX    | St. Johns Medical Office<br>Building - 1600 Beam<br>Ave, Maplewood, MN<br><br>Woodwinds Medical<br>Office Bldgs. - 1875<br>Woodwinds Dr,<br>Woodbury, MN | 6545 France Ave S,<br>Edina, MN                 |
| Date of Acquisition                             | 02/01/2000                              | 05/01/2000   | 12/13/2000                                      |
| Purchase Price                                  | \$37,473,258                            | \$21,600,999   | \$32,421,070                                    |
| Loan  | \$25,550,000                            | \$19,482,851   | \$24,000,000                                    |
| Interest Rate -<br>fixed for 10 years or longer | 7.88%                                   | 7.940%   | 7.8%  |
| Cash Investment                                 | \$10,152,420                            | \$ 1,775,978   | \$ 5,000,000                                    |
| Fiscal 2001                                     |   |  |   |
| Rental Income                                   | \$ 5,339,716                            | \$ 1,916,636   | \$ 954,315                                      |
| Expenses  | \$ <u>-2,461,696</u>                    | \$ <u>- 0</u>  | \$ <u>- 30,852</u>                              |
| Gross Income                                    | \$ 2,878,020                            | \$ 1,916,636   | \$ 923,463                                      |
| Mortgage Interest Paid                          | \$-2,002,678                            | \$-1,533,964   | \$ -686,068                                     |
| Depreciation                                    | \$ <u>-859,058</u>                      | \$ <u>-439,868</u>   | \$ <u>-210,883</u>                              |
| Net Income                                      | \$ 16,284                               | \$ -57,196   | \$ 26,512                                       |
| Fiscal 2000                                     |   |  |   |
| Rental Income                                   | \$ 1,300,317                            | n/a  | n/a   |
| Expenses  | \$ <u>-376,642</u>                      | n/a  | n/a   |
| Gross Income                                    | \$ 923,675                              | n/a  | n/a   |



|                        |                    |     |     |
|------------------------|--------------------|-----|-----|
| Mortgage Interest Paid | \$ -502,988        | n/a | n/a |
| Depreciation           | \$ <u>-176,361</u> | n/a | n/a |
| Net Income             | \$ 244,326         | n/a | n/a |

\* IRET owns a 60% interest in this property. Data shown is the full income and expense for this property.

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### Significant Tenants of IRET

The following table shows the lessees of commercial property that account for five percent or more of the total scheduled rent on May 1, 2001, from all commercial properties owned by IRET:

| <u>Lessee</u>  | <u>Monthly Rent</u> | <u>% of Total</u> |
|--|---------------------|-------------------|
| Step II, Inc. DBA Edgewood Vista                       | \$ 197,547          | 9.70%             |
| HealthEast Medical                                     | \$ 159,720          | 7.8%              |
| Great Plains Software, a subsidiary of Microsoft, Inc. | \$ 156,250          | 7.7%              |
| All Others   | \$ <u>1,524,190</u> | <u>74.8%</u>      |
| Total Scheduled Rent on May 1, 2001                    | \$ 2,037,707        | 100.0%            |

As of this date, two tenants of commercial space have filed for bankruptcy protection under Chapter 11 of the bankruptcy code. Carmike Theatres is the lessee of a 28,300 square foot theatre in Grand Forks, North Dakota with a monthly rent of \$23,654 and Teligent Communications, Inc. is the lessee of 21,677 square feet in the Lexington Commerce Center, Eagan, Minnesota with a monthly rent of \$11,182, plus common area charges of \$4,571. Both Carmike and Teligent have the right to reject their lease obligations and vacate the leased premises. At this time, both are paying rent and remain in possession.

### Current Economic Slowdown

As of September 2001 there appears to have been little economic impact on IRET as a result of the recently publicized economic slowdown. Changes in the economic condition of country generally do not begin to affect real estate type operations until 6 to 12 months after the economic slowdown begins. This is due to the fact that most properties are already leased for a term of 6 to 12 months for apartment complexes and generally for 1 to 15 years for commercial property. At this point we do not anticipate that the current economic slowdown will have a significant adverse affect on our financial performance over the coming 12 months.

### Results from Stabilized Properties

IRET defines fully stabilized properties as those both owned at the beginning of the prior fiscal year and having completed the rent-up phase (90% occupancy). "Same store" results for Fiscal 2001 and 2000 for residential and commercial were:

| <u>Same Store Residential</u> | <u>Fiscal 2001</u>   | <u>Fiscal 2000</u>   | <u>% Change</u> |
|-------------------------------|----------------------|----------------------|-----------------|
| Scheduled Rent                | \$ <u>38,228,938</u> | \$ <u>37,471,897</u> | <u>2.0%</u>     |
| Total Receipts                | \$ <u>37,957,512</u> | \$ <u>36,615,535</u> | <u>3.7%</u>     |
| Utilities & Maintenance       | \$ 8,020,633         | \$ 6,757,467         | 18.7%           |
| Management YTD                | \$ 3,770,137         | \$ 3,615,178         | 4.3%            |

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|                      |                      |                      |             |
|----------------------|----------------------|----------------------|-------------|
| Taxes & Insurance    | \$ 4,104,636         | \$ 4,021,124         | 2.1%        |
| Mortgage Interest    | \$ <u>9,250,331</u>  | \$ <u>10,259,450</u> | -10.9%      |
| Total Expenses       | \$ <u>25,145,737</u> | \$ <u>24,653,219</u> | <u>2.0%</u> |
| Net Operating Income | \$ 12,811,775        | \$ 11,962,316        | 7.1%        |

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| <u>Same Store Commercial</u> | <u>Fiscal 2001</u>  | <u>Fiscal 2000</u>  | <u>% Change</u> |
|------------------------------|---------------------|---------------------|-----------------|
| Scheduled Rent               | \$ <u>6,439,820</u> | \$ <u>6,298,261</u> | <u>2.2%</u>     |
| Total Receipts               | \$ <u>6,318,864</u> | \$ <u>6,146,533</u> | <u>2.8%</u>     |
| Utilities & Maintenance      | \$ 336,672          | \$ 285,478          | 17.9%           |
| Management YTD               | \$ 73,638           | \$ 58,356           | 26.2%           |
| Taxes & Insurance            | \$ 210,145          | \$ 200,784          | 7.7%            |
| Mortgage Interest            | \$ <u>2,799,274</u> | \$ <u>2,831,082</u> | -11.2%          |
| Total Expenses               | \$ <u>3,419,729</u> | \$ <u>3,375,700</u> | <u>1.3%</u>     |
| Net Operating Income         | \$ 2,899,135        | \$ 2,770,833        | 4.6%            |

### Funds From Operations

IRET considers Funds From Operations ("FFO") a useful measure of performance for an equity REIT. FFO herein is defined as net income available to shareholders determined in accordance with generally accepted accounting principles (GAAP), excluding gains (or losses) from debt restructuring and sales of property, plus depreciation of real estate assets, and after adjustment for unconsolidated partnerships and joint ventures. IRET uses the National Association of Real Estate Investment Trusts ("NAREIT") definition of FFO as amended by NAREIT to be effective January 1, 2000. FFO for any period means the net income of the company for such period, excluding gains or losses from debt restructuring and sales of property, and plus depreciation and amortization of real estate assets in IRET's investment portfolio, and after adjustment for unconsolidated partnerships and joint ventures, all determined on a consistent basis in accordance with GAAP.

FFO presented herein is not necessarily comparable to FFO presented by other real estate companies because not all real estate companies use the same definition.

FFO should not be considered as an alternative to net income (determined in accordance with GAAP) as a measure of IRET's liquidity, nor is it necessarily indicative of sufficient cash flow to fund all of IRET's needs or its ability to service indebtedness or make distributions.

Funds From Operations for the Operating Partnership increased to \$22,440,463 for Fiscal 2001, compared to \$18,327,986 for Fiscal 2000 and \$12,368,550 for Fiscal 1999.

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Calculations of Funds From Operations for the Operating Partnership are as follows:

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| <u>Item</u>  | <u>Fiscal 2001</u>   | <u>Fiscal 2000</u>   | <u>Fiscal 1999</u>   |
|--|----------------------|----------------------|----------------------|
| Net Income Available to IRET Shareholders and Unit Holders from operations and capital gains | \$ 10,789,417        | \$ 11,622,370        | \$ 8,348,860         |
| Less gain from property sales  | \$ <u>-601,605</u>   | \$ <u>-1,754,496</u> | \$ <u>-1,947,184</u> |
| Operating income   | \$ <u>10,187,812</u> | \$ <u>9,867,874</u>  | \$ <u>6,401,676</u>  |
| Plus real estate depreciation and amortization (1)   | \$ <u>12,252,651</u> | \$ <u>8,460,112</u>  | \$ <u>5,966,874</u>  |
| Funds from operations  | \$ <u>22,440,463</u> | \$ <u>18,327,986</u> | \$ <u>12,368,550</u> |
| Weighted average shares and units outstanding - basic and diluted (2)                        | \$ <u>28,577,700</u> | \$ <u>24,476,984</u> | \$ <u>19,104,465</u> |
| Distributions paid to Shareholders/Unit holders (3)  | \$ <u>15,732,399</u> | \$ <u>12,492,067</u> | \$ <u>8,984,996</u>  |

(1) Depreciation on office equipment and other assets used by the Company are excluded. Amortization of financing and other expenses are excluded, except for amortization of leasing commissions, which are included.

(2) Limited Partnership Units of the Operating Partnership are exchangeable for Shares of Beneficial Interest of IRET only on a one-for-one basis.

(3) Distributions made equally on shares and units.

#### Self-Advised Status

On July 1, 2000, IRET Properties became self-advised. Prior to that date, Odell-Wentz and Associates, L.L.C., pursuant to an advisory contract with IRET, provided all office space, personnel, office equipment, and other equipment and services necessary to conduct all of the day-to-day operations of IRET. Odell-Wentz and its predecessor firms had acted as advisor to the Trust since its inception in 1970. IRET obtained an independent appraisal of the value of the advisory business and assets from certified public accounts not otherwise employed by either IRET or the advisory company.

The purchase price for the business and assets was \$2,083,350 allocated as follows:

|                                    |                    |
|------------------------------------|--------------------|
| Real Estate                        | \$ 475,000         |
| Furniture, Fixtures & Vehicles     | \$ 193,350         |
| Good Will                          | \$ 1,645,000       |
| Less Real Estate Mortgages Assumed | \$ <u>-230,000</u> |
|                                    | \$ 2,083,350       |

IRET Properties issued 255,000 of its limited partnership units in exchange for the above-described assets. Except for Roger R. Odell, who retired on July 1, 2000, all officers and employees of Odell-Wentz and Associates, L.L.C. were retained by IRET Properties.

#### Property Acquisitions

The Operating Partnership added \$143,042,292 of real estate investments to its portfolio during Fiscal 2001, compared to \$155,284,745 added in Fiscal 2000 and \$62,455,508 in Fiscal 1999. The Fiscal 2001 and 2000 additions

are detailed below:

**Fiscal 2001 Property Acquisitions for the Period May 1, 2000 to April 30, 2001**

| <u>Commercial</u>                              | <u>Location</u>      | <u>Property Type</u> | <u>Net Rentable</u> |                       |
|--|----------------------|----------------------|---------------------|-----------------------|
|  |                      |                      | <u>Sq. Ft.</u>      | <u>Purchase Price</u> |
| 12 South Main                                  | Minot, ND            | Office               | 11,300\$            | 385,000               |
| 17 South Main                                  | Minot, ND            | Office/Apartments    | 6,500\$             | 90,000                |
| 2030 Cliff Road                                | Eagan, MN            | Office               | 13,374\$            | 950,000               |
| Burnsville Bluffs                              | Burnsville, MN       | Office               | 26,186\$            | 2,400,000             |
| Cold Springs Center                            | St. Cloud, MN        | Office               | 77,533\$            | 8,250,000             |
| Conseco Financial Building                     | Rapid City, SD       | Office               | 75,815\$            | 6,850,000             |
| Dewey Hill Business Center                     | Edina, MN            | Office               | 73,338\$            | 4,472,895             |
| Edgewood Vista Addition                        | Duluth, MN           | Assisted Living      | 26,412\$            | 2,200,000             |
| Edgewood Vista Addition                        | East Grand Forks, MN | Assisted Living      | 5,100\$             | 516,700               |
| Edgewood Vista                                 | Fremont, NE          | Assisted Living      | 5,100\$             | 535,550               |
| Edgewood Vista                                 | Hastings, NE         | Assisted Living      | 5,100\$             | 550,800               |
| Edgewood Vista                                 | Kalispell, MT        | Assisted Living      | 5,895\$             | 560,000               |
| Edgewood Vista                                 | Omaha, NE            | Assisted Living      | 5,100\$             | 610,800               |
|  | Woodbury &           |                      |                     |                       |
| HealthEast I & II                              | Maplewood, MN        | Medical Office       | 114,216\$           | 21,588,498            |
| Hospitality Associates                         | Minnetonka, MN       | Office               | 4,000\$             | 400,000               |
| Nicollet VII                                   | Burnsville, MN       | Office               | 118,400\$           | 7,200,000             |
| Pillsbury Business Center                      | Bloomington, MN      | Office               | 42,220\$            | 1,800,000             |
| Plymouth IV & V                                | Plymouth, MN         | Office               | 126,809\$           | 13,750,000            |
| Sternier Lighting                              | Winsted, MN          | Manufacturing        | 38,000\$            | 1,000,000             |
| Stone Container Addition                       | Fargo, ND            | Manufacturing        | 41,500\$            | 2,001,879             |
| Stone Container                                | Waconia, MN          | Warehouse            | 29,440\$            | 1,666,500             |
| Southdale Medical Center<br>(60.31% part int.) | Edina, MN            | Medical Office       | <u>195,983\$</u>    | <u>32,421,070</u>     |
|  |                      |                      | 1,047,321\$         | 110,199,692           |

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| <u>Residential</u>   |                  | <u>Units</u> | <u>Purchase Price</u> |
|----------------------|------------------|--------------|-----------------------|
| Cottonwood Phase III | Bismarck, ND***  | 67           | \$ 1,854,800          |
| Meadows, Phase III   | Jamestown, ND*** | 27           | \$ 1,865,182          |
| Olympic Village      | Billings, MT     | 274          | \$ 11,616,500         |
| Prairiewood Meadows  | Fargo, ND        | 85           | \$ 2,811,000          |

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|                        |                 |            |                      |
|------------------------|-----------------|------------|----------------------|
| Ridge Oaks             | Sioux City, IA  | 132        | \$ 4,195,036         |
| Sunset Trail, Phase I  | Rochester, MN   | 73         | \$ 6,493,150         |
| Sunset Trail, Phase II | Rochester, MN** | <u>n/a</u> | <u>\$ 4,006,932</u>  |
|                        |                 | 658        | <u>\$ 32,842,600</u> |
| Total                  |                 |            | \$ 143,042,292       |

\*\* Property not placed in service at April 30, 2001. Additional costs are still to be incurred.

\*\*\* Represents costs to complete a project started in year ending April 30, 2000.

**Fiscal 2000 Property Acquisitions for the Period of May 1, 1999 to April 30, 2000**

| <u>Commercial</u>       | <u>Location</u>      | <u>Property Type</u> | <u>Net Rentable<br/>Sq. Ft.</u> | <u>Purchase Price</u> |
|-------------------------|----------------------|----------------------|---------------------------------|-----------------------|
| Maplewood Square        | Rochester, MN        | Retail               | 118,397                         | \$ 11,800,000         |
| Great Plains            | Fargo, ND            | Software Mfg.        | 121,600                         | \$ 15,000,000         |
| Edgewood Vista          | Grand Island, NE     | Assisted Living      | 5,100                           | \$ 446,000            |
| Edgewood Vista          | Columbus, NE         | Assisted Living      | 5,100                           | \$ 446,000            |
| Edgewood Vista          | Belgrade, MT         | Assisted Living      | 5,100                           | \$ 446,000            |
| Corner C-Store          | East Grand Forks, MN | Convenience Store    | 14,490                          | \$ 1,385,000          |
| Flying Cloud Drive      | Eden Prairie, MN     | Office Building      | 61,217                          | \$ 4,900,000          |
| Lexington Commerce Ctr. | Eagan, MN            | Office Warehouse     | 89,440                          | \$ 4,800,000          |
| Northgate II            | Maple Grove, MN      | Office Warehouse     | 25,999                          | \$ 2,300,000          |
| Southeast Tech Ctr.     | Eagan, MN            | Office Warehouse     | 58,300                          | \$ 6,050,000          |
| MedPark Mall            | Grand Forks, ND      | Retail               | 45,328                          | \$ 5,300,000          |
| Edgewood Vista          | Hermantown, MN       | Assisted Living      | <u>57,187</u>                   | <u>\$ 4,800,000</u>   |
|                         |                      |                      | 607,258                         | \$ 57,673,000         |

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| <u>Residential</u>    |                 | <u>Units</u> | <u>Purchase Price</u> |
|-----------------------|-----------------|--------------|-----------------------|
| Rimrock West          | Billings, MT    | 78           | \$ 3,750,000          |
| Valley Park Manor     | Grand Forks, ND | 168          | \$ 4,400,000          |
| The Meadows I***      | Jamestown, ND   | 27           | \$ 247,700            |
| Thomasbrook           | Lincoln, NE     | 264          | \$ 9,188,470          |
| Pebble Creek          | Bismarck, ND    | 18           | \$ 720,000            |
| Country Meadows II*** | Billings, MT    | 67           | \$ 3,010,325          |
| Crown Colony          | Topeka, KS      | 220          | \$ 10,500,000         |
| Sherwood              | Topeka, KS      | 300          | \$ 15,750,000         |

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|                       |                 |            |                       |
|-----------------------|-----------------|------------|-----------------------|
| Sunset Trail**        | Rochester, MN   | n/a        | \$ 1,500,000          |
| Legacy IV             | Grand Forks, ND | 67         | \$ 4,301,250          |
| Dakota Hill           | Irving, TX      | 504        | \$ 36,500,000         |
| The Meadows II        | Jamestown, ND   | 27         | \$ 1,845,000          |
| Lancaster Place       | St. Cloud, MN   | 84         | \$ 3,200,000          |
| The Meadows III**     | Jamestown, ND   | n/a        | \$ 68,000             |
| Cottonwood Lake III** | Bismarck, ND    | <u>n/a</u> | <u>\$ 2,631,000</u>   |
| <b>Total</b>          |                 | 1,824      | <u>\$ 97,611,745</u>  |
|                       |                 |            | <u>\$ 155,284,745</u> |

\*\* Property not placed in service at April 30, 2000. Additional costs are still to be incurred.

\*\*\* Represents costs to complete a project started in year ending April 30, 1999.

**Property Dispositions**

Real Estate assets sold by the Operating Partnership during Fiscal 2001 and 2000 were as follows:

| <u>Property Sold</u>                     | <u>Sales Price</u> | <u>Book Value<br/>&amp; Sales Costs</u> | <u>Gain</u>       |
|--|--------------------|---|-------------------|
| Fiscal 2001                              |                    |   |                   |
| Evergreen Shopping Center, Evergreen, CO | \$ 1,450,000       | \$ 1,448,310                            | \$ 1,689          |
| Chalet Apartments, Minot, ND             | \$ 390,000         | \$ 366,566                              | \$ 23,434         |
| Hill Park aka Garden Grove, Bismarck, ND | \$ 2,400,000       | \$ 1,823,518                            | <u>\$ 576,482</u> |
| Total Fiscal 2001 Gain                   |                    |   | \$ 601,605        |

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| <u>Property Sold</u>                   | <u>Sales Price</u> | <u>Book Value<br/>&amp; Sales Costs</u> | <u>Gain</u>       |
|--|--------------------|---|-------------------|
| Fiscal 2000                            |                    |   |                   |
| Superpumper - Grand Forks, ND          | \$ 485,000         | \$ 398,521                              | \$ 86,479         |
| Superpumper - Crookston, MN            | \$ 428,000         | \$ 338,097                              | \$ 89,903         |
| Superpumper - Langdon, ND              | \$ 239,000         | \$ 174,648                              | \$ 64,352         |
| Superpumper - Sydney, MT               | \$ 120,000         | \$ 102,839                              | \$ 17,161         |
| Mandan Apartments, Mandan, ND          | \$ 325,000         | \$ 249,388                              | \$ 75,612         |
| Sweetwater Apartments, Devils Lake, ND | \$ 480,000         | \$ 144,697                              | \$ 335,303        |
| Hutchinson Technology - Hutchinson, MN | \$ 5,200,000       | \$ 4,090,997                            | \$ 1,109,003      |
| Jenner 18-Plex - Devils Lake, ND       | \$ 340,000         | \$ 354,009                              | \$ -14,009        |
| Virginia Apartments, Minot, ND         | \$ 165,000         | \$ 175,308                              | <u>\$ -10,308</u> |
| Installment Sales                      |                    |   | <u>\$ 1,000</u>   |

Total Fiscal 2000 Gain \$ 1,754,496

### Dividends

The following dividends were paid during Fiscal Years 2001, 2000 and 1999:

| <u>Date</u>   | <u>2001</u>     | <u>2000</u>     | <u>1999</u>     |
|---------------|-----------------|-----------------|-----------------|
| July 1,       | \$ .1325        | \$ .1240        | \$ .1100        |
| October 1,    | \$ .1350        | \$ .1260        | \$ .1150        |
| January 15,   | \$ .1400        | \$ .1280        | \$ .1200        |
| April 1, 2000 | \$ <u>.1425</u> | \$ <u>.1300</u> | \$ <u>.1225</u> |
|               | \$ .5500        | \$ .5080        | \$ .4675        |

The fiscal 2001 dividends increased 8.3% over the dividends paid during fiscal year 2000 and 17.6% over Fiscal 1999.

### Liquidity and Capital Resources

Important equity capital and financing events in Fiscal 2001 were:

- \* As a result of the sale of additional Shares of Beneficial Interest, shareholder equity increased by \$9,024,569 and, in addition, the equity capital of the Operating Partnership was increased by \$23,885,524 as a result of contributions of real estate in exchange for Operating Units, resulting in a total increase in equity capital for the Operating Partnership of \$32,910,093.
- \* Mortgage loan indebtedness increased substantially due to the acquisition of new investment properties to \$368,956,930 on 04/30/01 from \$265,056,767 on 04/30/00, and \$175,071,069 on 04/30/99. The weighted interest rate on these loans decreased to 7.56% per annum from 7.59% on 04/30/00 compared to 7.12% at the end of Fiscal 1999.
- \* Of new real estate investments, \$143,042,292 was made by the Operating Partnership, compared to \$155,284,745 in Fiscal 2000 and \$62,455,508 in Fiscal 1999.
- \* Net cash provided from operating activities increased to \$22,328,745 from \$16,277,085 due to the addition of new investments to our real estate portfolio.
- \* Net cash used in investing activities declined to \$76,165,151 from the \$120,041,064 used in Fiscal 2000. This decrease resulted from the lesser amount of cash used to acquire new investment properties.
- \* Net cash provided from financing activities also declined to \$56,743,205 from the year earlier figure of \$103,500,190, again due to the lower activity in acquiring new properties for cash and borrowed funds.

IRET expects that its short-term liquidity requirements will be met through the net cash provided by its operations and also expects that it will meet its long-term liquidity requirements including scheduled debt maturities, construction and development activities, and property acquisitions through long-term secured borrowings and the issuance of additional equity securities by the Operating Partnership, including Shares of Beneficial Interest of the company as well as limited partnership units of the Operating Partnership to be issued in connection with acquisitions of improved real estate properties. IRET believes that its net cash provided by operations will continue to be adequate

to meet both operating requirements and the payment of dividends in accordance with REIT requirements in both the short and long term. Budgeted expenditures for ongoing maintenance and capital improvements and renovations to its real estate portfolio are expected to be funded from cash flow generated from operations of these properties.

Of the \$368,956,930 of mortgage indebtedness on April 30, 2001, \$31,592,149 were variable rate mortgages on which the future interest rate will vary based on changes in the interest rate index for each such loan and the balance of fixed rate mortgages was \$337,364,781. The principal payments due on all of the mortgage indebtedness are as follows:

| <u>Year Ending April 30</u> | <u>Mortgage Principal</u> |
|-----------------------------|---------------------------|
| 2002                        | \$ 14,474,108             |
| 2003                        | \$ 8,298,146              |
| 2004                        | \$ 8,940,912              |
| 2005                        | \$ 9,746,970              |
| 2006                        | \$ 13,133,365             |
| Later Years                 | \$ <u>314,363,429</u>     |
| Total Payments              | \$ 368,956,930            |

IRET has the following properties under construction: a 73-unit apartment community in Rochester, Minnesota and, as of April 30, 2001, the estimated cost of completing this complex is \$2,500,000. A 27-unit apartment community in Jamestown, North Dakota with an estimated cost of completion at April 30, 2001, at \$500,000. In addition, as of April 30, 2001, IRET is committed to provide construction financing for an assisted living and Alzheimer care facility in Virginia, Minnesota for \$7,000,000. IRET had no other commitments for the development of new real estate properties on April 30, 2001. IRET considers its existing cash and borrowing capacities to be adequate to fund its existing development activities.

The following is a summary of IRET's equity capital and liability conditions at the end of Fiscal 2001 as compared to prior periods:

- \* IRET's shareholder equity increased to \$118,945,160 from \$109,920,591 on April 30, 2000, and from \$85,783,297 on April 30, 1999. These increases resulted from the sale of Shares of Beneficial Interest and the reinvestment of dividends in new shares.
- \* Liabilities of the Operating Partnership increased to \$389,086,105 from \$287,940,038 on April 30, 2000, and \$191,229,475 as of April 30, 1999. These increases resulted from increased mortgage loans to finance the acquisition of real estate properties.
- \* Total assets of the Operating Partnership increased to \$570,322,124 from \$432,978,299 on April 30, 2000, and \$291,493,311 as of April 30, 1999, again, as a result of investments in additional real estate properties.
- \* Cash and marketable securities were \$9,368,176, compared to \$6,623,495 on April 30, 2000, and \$7,412,236 on April 30, 1999.
- \* In addition to its cash and marketable securities, IRET Properties has unsecured line of credit agreements with First International Bank & Trust, Bremer Bank, and First Western Bank & Trust, all



of Minot, North Dakota, totaling \$17,500,000, none of which were in use on April 30, 2001. On April 30, 2000, \$6,452,420 was in use. Credit lines in Fiscal 1999 totaling \$11,500,000 were not in use at the end of 1999.

### **Impact of Inflation**

In Fiscal 2001, IRET experienced a 17% increase in the cost of utilities primarily due to natural gas price increases in its same store(a) apartment communities. Of the \$1,060,282 total increase in same store utility and maintenance expense in Fiscal 2001 over the prior year, \$731,595 or 69% of the increase was due to natural gas prices and \$328,687 or 31% snow removal expense. Since that time, natural gas prices have retreated, but it is possible that IRET's apartment communities will again experience a sharp increase in utility expenses that may not be recoverable in the form of increased rent. Maintenance and other rental expenses also to increased at rate of 2-3%. IRET has been able to increase rental income sufficient to cover the normal inflationary increases in rental expenses.

With respect to IRET's commercial properties, the tenant is responsible to pay utilities and most other rental expenses. However, commercial leases tend to be of a longer term and IRET is precluded from increasing rent to compensate for inflationary changes in currency values. In the case of residential properties, no leases are longer than one year and the majority are for six months or less and thus IRET may raise rent to cover inflationary changes in expenses and the value of its capital investment, subject to market conditions.

*(a)Same Store Communities represent communities that had twelve consecutive months of operations in both Fiscal 2000 and 2001.*

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## **General Information As To Investors Real Estate Trust**

### **Organization of IRET**

Investors Real Estate Trust is a registered real estate investment trust organized and governed under the laws of North Dakota. IRET has qualified as a real estate investment trust under Sections 856-858 of the Internal Revenue Code during all years of its existence.

### **Governing Instruments of IRET**

IRET was organized on July 31, 1970. IRET will continue, unless sooner terminated by a majority vote of the shareholders, until the expiration of 20 years after the death of the last survivor of the seven original trustees. All of the original Trustees are still living, the youngest being 65 years of age. The existence of IRET may be extended indefinitely by action of the Trustees approved by the vote of shareholders holding fifty per cent or more of the outstanding shares. IRET has nine Trustees.

### **Independent Trustees**

IRET adheres to NASAA guidelines requiring a majority of the board to be composed of independent Trustees. Pursuant to NASAA guidelines, IRET considers the following Trustees as independent:

|                    |                   |                      |                |
|--------------------|-------------------|----------------------|----------------|
| C. Morris Anderson | John F. Decker    | Daniel L. Feist      | Steven B. Hoyt |
| Patrick G. Jones   | Jeffrey L. Miller | Stephen L. Stenehjem |                |

### **Non-Independent Trustees**

IRET considers the following trustees as non-independent:

Timothy P. Mihalick

Thomas A. Wentz, Jr.

### **Shareholder Meetings**

The governing provisions of IRET require the holding of annual meetings. It is the policy of the Board of Trustees to hold the annual meeting in Minot, North Dakota, during the month of September. All shareholders shall be given at least 30 days prior written notice.

Special meetings of the shareholders may be called by the chief executive officer, by a majority of the trustees or by a majority of the independent trustees, and shall be called by an officer of IRET upon written request of the shareholders holding in the aggregate of not less than 10% of the outstanding shares of IRET entitled to vote at such meeting.

Upon receipt of a written request, either in person or by mail, stating the purpose or purposes of the meeting, IRET shall provide all shareholders within ten days after receipt of said request, written notice, either in person or by mail, of a meeting and the purpose of such meeting to be held on a date not less than fifteen nor more than sixty days after the distribution of such notice, at a time and place specified in the request, or if none is specified, at a time and place convenient to shareholders. The holders of a majority of shares in IRET, present in person or by proxy, shall constitute a quorum at any meeting.

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### **Structure of IRET**

IRET carries on its activities directly and through subsidiaries and an operating partnership. IRET Properties, a North Dakota Limited Partnership, was organized on January 31, 1997, and, since February 1, 1997, is the principle entity through which IRET operates. All assets (except for qualified REIT subsidiaries) and liabilities of IRET have been contributed to the operating partnership in exchange for a general partnership interest in the operating partnership. IRET, INC., a North Dakota corporation, and a wholly owned subsidiary of IRET acts as the general partner of the operating partnership. As the sole shareholder of IRET, INC., which in turn is the sole general partner of the operating partnership, IRET has the exclusive power under the Operating Partnership Agreement to manage and conduct the business of the operating partnership, subject to certain limitations contained in the Operating Partnership Agreement. See "Operating Partnership Agreement."

IRET's interest in the operating partnership will entitle it to receive all quarterly or yearly cash distributions from the operating partnership and to be allocated its pro-rata share of the profits and losses of the operating partnership. IRET owned approximately 76% of the operating partnership as of April 30, 2001. It is expected that the operating partnership will merge with other partnerships or acquire real estate from other persons in exchange for limited partnership units. When certain properties were acquired by IRET, the lender financing the properties required, as a condition of the loan, that the properties be owned by a "single asset entity." Accordingly, IRET has organized two wholly owned subsidiary corporations and IRET Properties has organized several limited partnerships for the purpose of holding title to these investment properties in order to comply with the conditions of the lender. All financial statements of these subsidiaries are consolidated into the financial statements of IRET.

### **Policy With Respect To Certain Activities**

The following information is a statement of IRET's current policy as it pertains to the described activities.

**To Issue Senior Securities**

IRET has issued and outstanding investment certificates which are senior to the shares of beneficial interest being offered under this prospectus. The investment certificates are issued for a definite term and annual interest rate. In the event of dissolution of IRET, the investment certificates would be paid in preference to the shares of beneficial interest. Please see page 8 concerning the risks associated with the preference of the senior securities.

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The Trust does not plan to issue other senior securities in the future. However, the organizational documents of IRET do not restrict IRET from issuing additional senior securities with liquidation preferences superior to the shares purchased under this offering. The decision on whether to issue additional senior securities may be made by the trustees at anytime without notice to or a vote of the shareholders. As of April 30, over the past three years IRET had outstanding the following senior securities:

**Senior Securities Outstanding as of April 30**

| Due in Years Ending April 30                                    | <u>Fiscal 2001</u>  | <u>Fiscal 2000</u>  | <u>Fiscal 1999</u>  |
|---|---------------------|---------------------|---------------------|
| 6 month notes   | \$ 800,206          | \$ 2,762,960        | \$ 842,174          |
| 1 year notes  | \$ 4,805,206        | \$ 330,000          | \$ 2,446,566        |
| 3 year notes  | \$ 2,369,328        | \$ 1,574,669        | \$ 1,651,865        |
| 5 year notes  | \$ <u>3,899,807</u> | \$ <u>5,419,627</u> | \$ <u>6,829,531</u> |
| Totals  | \$ 11,874,416       | \$ 10,087,256       | \$ 11,770,136       |
| Rate of interest paid on investment certificates as of April 30 |                     |                     |                     |
| 6 month notes   | 6.50%               | 6.50%               | 6.00%               |
| 1 year notes  | 7.00%               | 7.00%               | 6.50%               |
| 3 year notes  | 7.50%               | 7.50%               | 7.00%               |
| 5 year notes  | 8.00%               | 8.00%               | 7.50%               |

**To Borrow Money**

IRET plans to continue to borrow money on all new real estate acquired or developed. IRET's policy is to seek to borrow up to 70% of the cost a property. IRET relies on borrowed funds in pursuing its investment objectives and goals. The policy concerning borrowed funds is vested solely with the board of trustees, subject to the limitation in IRET's organizational documents that unless justified and approved by a majority of the trustees, IRET may not borrow more than 300% of the value of its total portfolio of assets. The organizational documents of IRET do not impose any limitation on the amount of money IRET may borrow against any one particular property.

The decision to borrow up to 70% of the acquisition or development cost of individual properties or to borrow up to or more than 300% of the net value of IRET's assets may be changed by a majority of the trustees without notice to or a vote of the shareholders.

IRET intends to continue borrowing funds in the future. Over the past three fiscal years, IRET has borrowed funds on new property acquisitions and developments as follows:

Amount of Registration Fee

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|  | <u>Fiscal 2001</u> | <u>Fiscal 2000</u> | <u>Fiscal 1999</u> |
|--|--------------------|--------------------|--------------------|
| Cost of Property Acquired or developed | \$ 143,042,292     | \$ 154,094,051     | \$ 62,455,508      |
| Net Increase in borrowings             | \$ 103,900,163     | \$ 89,985,698      | \$ 41,011,095      |
| Borrowing as a percentage of cost      | 73%                | 58%                | 66%                |

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### To Loan Money

As part of IRET's business plan, trust funds have been loaned to third parties. The loans are in the form of mortgages secured by real estate. The decision to make loans is vested solely with the trustees and may be changed by a majority of the trustees without notice to or a vote of the shareholders.

### Mortgage Loans Receivable

| <u>Location</u>                          | <u>Real Estate Security</u> | <u>6/30/01</u>      | <u>4/30/01</u>      | <u>4/30/00</u>      | <u>4/30/99</u>       | <u>Interest Rate</u> |
|--|-----------------------------|---------------------|---------------------|---------------------|----------------------|----------------------|
| Higley Heights - Phoenix, AZ             | Orange Grove                | \$ 0                | \$ 0                | \$ 598,843          | \$ 742,811           | 8.00%                |
| Great Plains Software - Fargo, ND        | Campus/Office Facility      | \$ 0                | \$ 0                | \$ 0                | \$ 9,185,758         | 9.50%                |
| Hausmann Rentals - Moorhead, MN          | Apartment Building          | \$ 277,019          | \$ 278,527          | \$ 287,115          | \$ 294,968           | 9.00%                |
| 1516 N. Street - Bismarck, ND            | Apartment Building          | \$ 0                | \$ 0                | \$ 0                | \$ 159,965           | 10.25%               |
| Scottsbluff Estates - Scottsbluff, NE    | Apartment Building          | \$ 106,608          | \$ 106,926          | \$ 108,752          | \$ 110,437           | 8.00%                |
| Fairfield Apts - Hutchinson, MN          | Apartment Building          | \$ 42,692           | \$ 43,313           | \$ 45,930           | \$ 46,500            | 8.75%                |
| 1921 7th Street NW - Minot, ND           | Rental House                | \$ 745              | \$ 954              | \$ 2,269            | \$ 3,282             | 7.00%                |
| Inwards Building - Detroit Lakes, MN     | Apartment Building          | \$ 0                | \$ 0                | \$ 0                | \$ 117,493           | 9.00%                |
| Edgwood Vista - Norfolk, MN              | Alzheimers Facility         | \$ 477,375          | \$ 477,375          | \$ 477,375          | \$ 0                 | 11.00%               |
| Mankato Heights Plaza - Mankota, MN      | Strip Mall                  | \$ 3,200,000        | \$ 0                | \$ 0                | \$ 0                 | 10.00%               |
| Other Mortgages                          |                             | \$ <u>130,000</u>   | \$ <u>130,000</u>   | \$ <u>130,000</u>   | \$ <u>60,000</u>     | 8.00%                |
| Total                                    |                             | \$ <u>4,234,438</u> | \$ <u>1,037,095</u> | \$ <u>1,650,284</u> | \$ <u>10,721,213</u> |                      |
| Less:                                    |                             |                     |                     |                     |                      |                      |
| Unearned Discounts                       |                             | \$ 0                | \$ 0                | \$ -392             | \$ -1,898            |                      |
| Deferred gain from property dispositions |                             | \$ 0                | \$ 0                | \$ 0                | \$ -1,000            |                      |
| Allowance for Losses                     |                             | \$ <u>0</u>         | \$ <u>0</u>         | \$ <u>-120,314</u>  | \$ <u>-120,314</u>   |                      |
|  |                             | \$ 4,234,438        | \$ 1,037,095        | \$ 1,529,578        | 10,598,001           |                      |

As of September 17, 2001, all of our mortgage loans were current and none of the loans were in default.

**To Invest in the Securities of Other Companies for Purposes of Exercising Control**

Other than the formation of wholly owned subsidiaries to hold individual properties, IRET has not during the past three years invested in the securities of other issuers for the purpose of exercising control over such issuer and has no plans to do so. Over the past three years, IRET has created a number of subsidiary companies for the sole purpose of holding individual real estate properties. A list of those subsidiary companies is listed on page F-20 of the financial statements at the end of this prospectus.

Even though IRET has not done so in the past, the organizational documents of IRET do not impose any limitations on IRET's ability to invest in the securities of other companies for the purpose of exercising control. Any decision to do so is vested solely in the trustees and may be changed without notice to or a vote of the shareholders.

**To Underwrite Securities of Other Issuers**

Over the past three years, IRET has not engaged in the underwriting of securities of other issuers. Even though IRET has not done so in the past, the organizational documents of IRET do not impose any limitation on IRET's ability to underwrite the securities of other issuers. Any decision to do so is vested solely in the trustees and may be changed without notice to or a vote of the shareholders.

**To Engage in the Purchase and Sale or Turnover of Investments**

IRET has no plans to engage in the purchase and sale or turnover of investments. IRET's current policy is to acquire or develop real estate that will be held for a period of at least 10 years. Even though IRET has not engage in the practice of purchasing and then selling the property shortly thereafter in hopes of making a profit at any time over the past three years, the organizational documents of IRET do not impose any limitation on IRET's ability to do so. Any decision to do so is vested solely in the trustees and may be changed without notice to or a vote of the shareholders.

**To Offer Securities in Exchange for Property**

Commencing on February 1, 1997, IRET operates principally through IRET Properties, a North Dakota Limited Partnership, of which IRET is the sole general partner. Such a structure allows IRET to offer limited partnership units in exchange for real estate. IRET currently has plans to offer limited partnership units in exchange for real estate on a continuous and ongoing basis. The limited partnership units are convertible on a one to one basis into shares of IRET after at least a two-year holding period. All limited partnership units receive the same dividend as paid on shares of IRET. Limited partners are not entitled to vote on any matters affecting the company until they convert their units to shares. For a complete description of the limited partnership units, please see page 70. All exchanges shall be subject to approval by the trustees on such terms and conditions that are deemed reasonable by the trustees.

The organizational documents of IRET do not contain any restrictions of IRET's ability to offer its securities in exchange for property. As a result, any decision to do so is vested solely in the trustees. This policy may be changed at anytime without notice to or a vote of shareholders. Over the past three fiscal years ending April 30, IRET has issued the following limited partnership units in exchange for property:

|                                  | <u>2001</u>   | <u>2000</u>   | <u>1999</u>  |
|----------------------------------|---------------|---------------|--------------|
| Limited partnership units issued | 2,968,030     | 2,709,253     | 858,843      |
| Dollar value                     | \$ 25,344,059 | \$ 21,602,838 | \$ 6,485,927 |

### **To Purchase or Otherwise Re-Acquire Its Shares or Other Securities**

As a "real estate investment trust" under federal income tax laws, IRET intends to invest only in real estate assets. The organizational documents of IRET do not prohibit IRET from acquiring or otherwise repurchasing its own securities so long as such activity does not prohibit IRET from operating as a real estate investment trust under the IRS code. Any decision to purchase or otherwise reacquire its share or other securities is vested solely in the trustees and may be changed without notice to or a vote of the shareholders.

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Over the past three years, IRET has repurchased its shares under the terms of its dividend reinvestment plan for allocation to those existing shareholders who elect to reinvest their dividends into additional shares of IRET. Over the past three years IRET has repurchased the following number and amount of share:

| For the period ending 4/30 | <u>2001</u>  | <u>2000</u>  | <u>1999</u>  |
|----------------------------|--------------|--------------|--------------|
| Number of shares           | 555,785      | 372,500      | 148,000      |
| Total price paid by IRET   | \$ 4,478,401 | \$ 2,970,675 | \$ 1,174,675 |
| Average price per share    | \$ 8.057     | \$ 7.97      | \$ 7.936     |

### **To Make Annual and Other Reports Available to Shareholders**

The organizational documents of IRET require that an annual report be provided to shareholders at least once a year. The report must be provided no later than 120 days from the end of IRET's most recent fiscal year ending April 30. The annual reports are generally mailed during the second week of August. The annual report contains a financial statement certified by an independent public accountant. The requirement to provide an annual report to shareholders may only be changed by a vote of a majority of the shareholders.

IRET also has a policy of providing quarterly reports to the shareholders during January, April, July, and October. The quarterly reports do not contain financial statements certified by an independent public accountant. The provision of a quarterly report to the shareholders is not required by IRET's organizational documents and may be changed by a majority of the trustees at any time without notice to or a vote of the shareholders.

## **Investment Policies of IRET**

### **Investments in Real Estate or Interests in Real Estate**

We currently own real estate located in 13 states. Our current portfolio is allocated among the various states and between apartments and commercial property.

We may invest in real estate or interests in real estate which are located anywhere in the United States, but plans to focus on those states where we already have property with a concentration on Minnesota, Montana, North Dakota and South Dakota. Please see pages 53 through 65 for a breakdown of our real estate ownership by state and between apartments and commercial.

We may invest in any type of real estate or interest in real estate including, but not limited to, office buildings, apartment buildings, shopping centers, industrial and commercial properties, special purpose buildings and undeveloped acreage, except we may not invest more than 10% of net assets in unimproved real estate, excluding property being developed or property where development will be completed within a reasonable period.

The method of operating our real estate shall be delegated to a management company as it pertains to the day-to-day management. All major operating decisions concerning our operation of our real estate shall be made by the trustees.

The method of financing the purchase of real estate investments shall be primarily from borrowed funds and the sale of shares. The income generated from rental income and interest income is planned to be distributed to shareholders as dividends.

There is no limitation on the number or amount of mortgages which may be placed on any one piece of property provided that in the event we seek to borrow an amount which is more than 300% or 3 times our total net assets, our governing instrument requires that it must be approved by a majority of the independent trustees and disclosed to the shareholders in the next quarterly report. In addition to the 300% limitation on total indebtedness, we have a policy that may be changed at anytime without shareholder approval of not exceeding a 70% debt level on our real estate assets. As of July 31, 2001, our ratio of total real estate mortgages to total real estate assets was 62.4% while our overall indebtedness as compared to our net assets was 218%.

It is not our policy to acquire assets primarily for capital gain through sale in the short term. Rather, it is our policy to acquire assets with an intention to hold that asset for at least a 10-year period. During the holding period it is our policy to seek current income and capital appreciation through an increase in our stock price as a result of the increase in value of the underlying real estate portfolio as well as increased revenue as a result of higher rents.

Any policy as it relates to investments in real estate or interests in real estate may be changed by the trustees at anytime without notice to or a vote of the shareholders.

### **Investments in Real Estate Mortgages**

While not IRET's primary business focus, IRET does make loans to others that are secured by mortgages, liens, or deeds of trust covering real estate. Over the last three years IRET has made a number of mortgage loans, most of which are still outstanding. IRET has no restrictions on what type of property may be used as collateral for a mortgage loan, provided that except for loans insured or guaranteed by a government or a governmental agency, IRET may not invest in or make a mortgage loan unless an appraisal is obtained concerning the underlying property.

It is IRET's policy not to invest in mortgage loans on any one property if in the aggregate the total indebtedness on the property including IRET's mortgage exceeds 85% unless approved by the board of trustees. As of July 31, 2001, all outstanding loans met the 85% criteria.

IRET can invest in second mortgages without the approval of or notice to the shareholders. As of July 31, 2001 IRET only had one second mortgage with a principal balance of \$106,608.00. IRET does not plan to invest in any other second mortgages, but this policy may be changed at anytime by the trustees without the approval of or notice to the shareholders.

For a complete description of IRET's mortgage loan activity, please see page 9 "Mortgage Loan Receivable." IRET's policy as it relates to mortgage loans may be changed by the trustees at anytime without notice to or a vote of the shareholders.

### **Investments in the Securities of or Interests in Persons Primarily Engaged in Real Estate Activities and Other Securities**

IRET is permitted to invest in the securities of other entities engaged in the ownership and operation of real estate. Over the past three years IRET has purchased United States guaranteed obligations and common shares of five other publicly traded real estate investment trusts. These purchases are made solely for the purpose of holding cash until future real estate investments are identified. No further investments in other types of securities are planned.

IRET has organized a number of wholly owned subsidiary limited partnerships and other wholly owned subsidiary companies for the sole purpose of conducting its real estate business activities. For a list of these subsidiary entities please see page F-20 of the financial statements at the end of this prospectus or page 17.

While permitted to do so under its organizational documents, IRET has not invested in any other affiliated real estate investment trusts or entities organized for the purpose of operating as a real estate investment trust.

Any Trust policy as it relates to investments in other securities may be changed by the trustees at anytime without notice to or a vote of the shareholders.

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### **Description of Commercial Real Estate**

The following commercial properties were owned by IRET as of April 30, 2001. The monthly average rent is calculated by dividing the annualized rent by the total rentable space at the property. Annualized rental income is calculated by dividing the total base rent still to be received by IRET over the remaining term of the lease divided by the number of months of the lease term. This process is called "straight line rent" and is done in accordance with accounting principals generally accepted in the United States. Base rent does not include additional rents received from tenants as reimbursement to IRET of building operating costs including but not limited to management fees, insurance, taxes, utilities, and snow removal.



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| <u>Unit Name</u>                       | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Year of Construction/Remodel</u> | <u>Investment</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Average Rent Per Sq. Foot</u> | <u>Number Units</u> |
|--|----------------------|---------------------------|--------------------|----------------------|-------------------------------------|-------------------|------------------|---------------------------------|----------------------------------|---------------------|
| Georgia                                |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| Lithia Springs Wedgewood               | Assisted Living      | Fee-100%                  | 29,408             | 1996                 | 1996                                | \$ 3,971,878      | 100.00%          | \$ 515,011                      | \$ 1.46                          | 1                   |
| Georgia Totals                         |                      |                           | 29,408             |                      |                                     | \$3,971,878       | 100.00%          | \$ 515,011                      | \$ 1.46                          | 1                   |
| Idaho                                  |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| Boise                                  |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| America's Best 8740 Fairview Avenue    | Single Tenant Retail | Fee-100%                  | 69,599             | 1994                 | 1992                                | \$ 4,788,294      | 0%               | \$ 0                            | \$ 0.00                          | 1                   |
| Idaho Totals                           |                      |                           | 69,599             |                      |                                     | \$4,788,294       | 0%               | \$ 0                            | \$ 0.00                          | 1                   |
| Michigan                               |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| Kentwood                               |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| Comp USA 2984 28th St. SE              | Single Tenant Retail | Fee-100%                  | 16,000             | 1996                 | 1995                                | \$ 2,121,474      | 100.00%          | \$ 200,396                      | \$ 1.04                          | 1                   |
| Michigan Totals                        |                      |                           | 16,000             |                      |                                     | \$ 2,121,474      | 100.00%          | \$ 200,396                      | \$ 1.04                          | 1                   |
| Minnesota                              |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| Bloomington Pillsbury                  |                      |                           |                    |                      |                                     |                   |                  |                                 |                                  |                     |
| Business Ctr 8300 Pillsbury Ave. South | Single Story Office  | Fee-100%                  | 42,220             | 2001                 | 1985                                | \$1,842,970       | n/a              | \$ 225,543                      | \$ 0.45                          | 4                   |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

**Description of Commercial Real Estate - continued**

| <u>Unit Name</u>                                  | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Year of Construction/Remodel</u> | <u>Investment</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Monthly Avg. Rent Per Sq. Foot</u> | <u>Number Units</u> |
|---|----------------------|---------------------------|--------------------|----------------------|-------------------------------------|-------------------|------------------|---------------------------------|---------------------------------------|---------------------|
| Burnsville<br>Burnsville Bluffs<br>11351 Rupp Dr. | Single Story Office  | Fee-100%                  | 26,186             | 2001                 | 1988                                | \$2,456,646       | n/a              | \$ 279,957                      | \$ 0.89                               | 2                   |
| Nicollet VII<br>12150 Nicollet Avenue             | Single Story Office  | Fee-100%                  | 118,400            | 2001                 | 1999                                | \$7,360,670       | n/a              | \$ 724,788                      | \$ 0.51                               | 4                   |
| Duluth<br>Edgewood Vista 4195 Westberg            | Assisted Living      | Fee-100%                  | 57,187             | 2000                 | 2000                                | \$4,241,450       | 100.00%          | \$ 889,812                      | \$ 1.30                               | 1                   |

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|   |                     |          |        |      |      |             |         |             |         |    |
|---|---------------------|----------|--------|------|------|-------------|---------|-------------|---------|----|
| Road<br>Edgewood<br>Vista II  | Assisted Living     | Fee-100% | 26,412 | 2001 | 2001 | \$1,439,737 | 100.00% | \$ 242,004  | \$ 0.76 | 1  |
| Eagan<br>2030 Cliff<br>Road   | Single Story Office | Fee-100% | 13,374 | 2001 | 1983 | \$ 980,866  | n/a     | \$ 108,329  | \$ 0.67 | 1  |
| Lexington<br>Commerce<br>3030<br>Lexington<br>Ave.                  | Single Story Office | Fee-100% | 89,840 | 2000 | 1997 | \$5,489,723 | 100.00% | \$ 574,175  | \$ 0.53 | 5  |
| S.E. Tech<br>Center 3020<br>Denmark<br>Ave.                         | Single Story Office | Fee-100% | 58,300 | 2000 | 1998 | \$6,115,517 | 100.00% | \$ 268,064  | \$ 0.38 | 3  |
| East Grand<br>Forks<br>Corner<br>Express 1010<br>Central Ave.<br>NE | C-Store             | Fee-100% | 14,490 | 2000 | 2000 | \$1,392,251 | 100.00% | \$ 152,352  | \$ 0.88 | 1  |
| Edgewood<br>Vista 608<br>5th Ave. NW                                | Assisted Living     | Fee-100% | 10,778 | 1997 | 1997 | \$ 899,821  | 100.00% | \$ 126,972  | \$ 0.98 | 1  |
| Edgewood<br>Vista II  | Assisted Living     | Fee-100% | 5,100  | 2001 | 2001 | \$ 516,700  | 100.00% | \$ 59,760   | \$ 0.98 | 1  |
| Eden Prairie<br>Flying Cloud<br>Drive 7901<br>Flying Cloud<br>Dr.   | Multi-Story Office  | Fee-100% | 61,217 | 2000 | 1977 | \$5,074,810 | 99.18%  | \$1,018,521 | \$ 1.39 | 22 |
| Lindberg<br>Building<br>10150<br>Crosstown<br>Circle                | Office/Warehouse    | Fee-100% | 40,941 | 1992 | 1979 | \$1,608,535 | 100.00% | \$ 217,151  | \$ 0.44 | 1  |
| ViroMed<br>6101 Blue<br>Circle Dr.                                  | Office/Warehouse    | Fee-100% | 48,700 | 1999 | 1994 | \$4,863,634 | 100.00% | \$ 541,070  | \$ 0.93 | 1  |
| Edina<br>Dewey Hill<br>Business Ctr.<br>5555 West<br>78th St.       | Single Story Office | Fee-100% | 73,338 | 2001 | 1986 | \$4,492,381 | 100.00% | \$ 468,192  | \$ 0.53 | 8  |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

**Description of Commercial Real Estate - *continued***

| <u>Unit Name</u>                                      | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Year of Construction/Remodel</u> | <u>Investment</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Monthly Avg. RentPer Sq.Foot</u> | <u>Number Units</u> |
|---|----------------------|---------------------------|--------------------|----------------------|-------------------------------------|-------------------|------------------|---------------------------------|-------------------------------------|---------------------|
| Southdale Medical<br>Center 6545<br>France Ave. South | Multi-Story Office   | Fee -69%                  | 195,983            | 2001                 | 1958-1999                           | \$32,421,070      | 100.00%          | \$ 3,420,000                    | \$ 1.45                             | 1                   |
| Maple Grove<br>Northgate II 6420<br>Sycamore Lane     | Single Story Office  | Fee-100%                  | 25,999             | 2000                 | 1997                                | \$ 2,348,979      | 100.00%          | \$ 628,672                      | \$ 2.02                             | 2                   |
| Maplewood   |                      |                           |                    |                      |                                     |                   |                  |                                 |                                     |                     |

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|   |                     |          |         |      |      |              |         |              |         |    |
|---|---------------------|----------|---------|------|------|--------------|---------|--------------|---------|----|
| HealthEast I 1574<br>St. Johns Blvd.                              | Multi-Story Office  | Fee-100% | 34,195  | 2000 | 2000 | \$ 6,266,915 | 100.00% | \$ 632,177   | \$ 1.54 | 1  |
| Woodbury<br>HealthEast II 1851<br>Weir Dr.                        | Multi-Story Office  | Fee-100% | 80,021  | 2000 | 2000 | \$14,334,084 | 100.00% | \$ 1,475,079 | \$ 1.54 | 1  |
| Minnnetonka<br>Hospitality<br>Associates 17800<br>Excelsior Blvd. | Multi-Story Office  | Fee-100% | 4,000   | 2001 | 1985 | \$ 400,898   | n/a     | \$ 42,000    | \$ 0.88 | 1  |
| Moorhead<br>Pioneer Seed<br>Co.1505 29th Ave.<br>South            | Office/Warehouse    | Fee-100% | 13,600  | 1992 | 1979 | \$ 653,876   | 100.00% | \$ 80,000    | \$ 0.49 | 1  |
| Plymouth<br>Plymouth Tech IV<br>5000 Chelshire Lane<br>North      | Single Story Office | Fee-100% | 53,309  | 2001 | 2000 | \$ 5,891,898 | n/a     | \$ 612,851   | \$ 0.96 | 4  |
| Plymouth Tech V<br>5010 Chelshire Lane<br>North                   | Single Story Office | Fee-100% | 73,500  | 2001 | 2000 | \$ 8,136,431 | n/a     | \$ 643,128   | \$ 0.73 | 2  |
| Rochester<br>Maplewood Square<br>3956 E Frontage Rd<br>Hwy 52 N   | Multi-Tenant Retail | Fee-100% | 118,397 | 2000 | 1990 | \$11,898,946 | 98.31%  | \$ 1,160,094 | \$ 0.82 | 11 |
| St. Cloud<br>Cold Spring Center<br>4150 2nd St. South             | Multi-Story Office  | Fee-100% | 77,533  | 2001 | 1989 | \$ 8,395,539 | n/a     | \$ 857,990   | \$ 0.92 | 6  |
| Waconia<br>Stone Container 888<br>Industrial Blvd.                | Office/Warehouse    | Fee-100% | 29,440  | 2001 | 1996 | \$ 1,666,518 | 100.00% | \$ 181,371   | \$ 0.51 | 1  |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

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**Description of Commercial Real Estate - *continued***

| <u>Unit Name</u>   | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Year of Construction/Remodel</u> | <u>Investment</u>   | <u>Occupancy</u> | <u>Rental Income</u> | <u>Monthly Annualized Avg-Rent per Sq. Foot</u> | <u>Number Units</u> |
|--|----------------------|---------------------------|--------------------|----------------------|-------------------------------------|---------------------|------------------|----------------------|---|---------------------|
| Winsted<br>Stern<br>Lighting<br>351<br>Lewis<br>Ave.         | Office/Warehouse     | Fee-100%                  | <u>38,000</u>      | 2001                 | 1985                                | <u>\$ 1,000,789</u> | <u>n/a</u>       | <u>\$ 130,000</u>    | <u>0.29</u>                                     | <u>1</u>            |
| Total<br>Minnesota   |                      |                           | 1,430,460          |                      |                                     | \$141,291,654       | 99.73%           | \$15,760,052         | .92   | 88                  |
| Montana<br>Belgrade<br>Edgewood<br>Vista<br>1101<br>Cardinal | Assisted Living      | Fee-100%                  | 5,100              | 2000                 | 2000                                | \$ 453,494          | 100.00%          | \$ 57,198            | \$ 0.93   | 1                   |

Amount of Registration Fee

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|            |                    |          |               |      |      |                   |                |                   |             |           |          |
|------------|--------------------|----------|---------------|------|------|-------------------|----------------|-------------------|-------------|-----------|----------|
| Dr.        |                    |          |               |      |      |                   |                |                   |             |           |          |
| Billings   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Creekside  |                    |          |               |      |      |                   |                |                   |             |           |          |
| Office     |                    |          |               |      |      |                   |                |                   |             |           |          |
| Park       |                    |          |               |      |      |                   |                |                   |             |           |          |
| 1001 S     |                    |          |               |      |      |                   |                |                   |             |           |          |
| 24th St.   |                    |          |               |      |      |                   |                |                   |             |           |          |
| West       | Multi-Story Office | Fee-100% | 37,318        | 1992 | 1984 | \$ 1,868,570      | 81.39%         | \$ 415,602        | 0.93        | \$        | 20       |
| Edgewood   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Vista      |                    |          |               |      |      |                   |                |                   |             |           |          |
| 1225       |                    |          |               |      |      |                   |                |                   |             |           |          |
| Wicks      |                    |          |               |      |      |                   |                |                   |             |           |          |
| Lane       | Assisted Living    | Fee-100% | 11,971        | 1999 | 1999 | \$ 980,218        | 100.00%        | \$ 125,318        | 0.87        | \$        | 1        |
| Kalispell  |                    |          |               |      |      |                   |                |                   |             |           |          |
| Edgewood   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Vista      |                    |          |               |      |      |                   |                |                   |             |           |          |
| 141        |                    |          |               |      |      |                   |                |                   |             |           |          |
| Interstate |                    |          |               |      |      |                   |                |                   |             |           |          |
| Lane       | Assisted Living    | Fee-100% | 5,895         | 2001 | 2001 | \$ 568,150        | 100.00%        | \$ 71,307         | 1.01        | \$        | 1        |
| Missoula   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Edgewood   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Vista      |                    |          |               |      |      |                   |                |                   |             |           |          |
| 2815       |                    |          |               |      |      |                   |                |                   |             |           |          |
| Palmer     | Assisted Living    | Fee-100% | <u>10,314</u> | 1997 | 1997 | <u>\$ 962,428</u> | <u>100.00%</u> | <u>\$ 126,135</u> | <u>1.02</u> | <u>\$</u> | <u>1</u> |
| Total      |                    |          |               |      |      |                   |                |                   |             |           |          |
|            |                    |          | 70,598        |      |      | \$ 4,832,860      | 90.38%         | \$ 795,560        | 0.94        | \$        | 24       |
| Montana    |                    |          |               |      |      |                   |                |                   |             |           |          |
| Nebraska   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Columbus   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Edgewood   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Vista      |                    |          |               |      |      |                   |                |                   |             |           |          |
| 3386       |                    |          |               |      |      |                   |                |                   |             |           |          |
| 53rd       |                    |          |               |      |      |                   |                |                   |             |           |          |
| Avenue     | Assisted Living    | Fee-100% | 5,100         | 2000 | 2000 | \$ 455,626        | 100.00%        | \$ 57,197         | 0.93        | \$        | 1        |
| Freemont   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Edgewood   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Vista      |                    |          |               |      |      |                   |                |                   |             |           |          |
| 2910       |                    |          |               |      |      |                   |                |                   |             |           |          |
| North      |                    |          |               |      |      |                   |                |                   |             |           |          |
| Clarkson   |                    |          |               |      |      |                   |                |                   |             |           |          |
| St.        | Assisted Living    | Fee-100% | 5,100         | 2000 | 2000 | \$ 546,410        | 100.00%        | \$ 68,177         | 1.11        | \$        | 1        |
| Grand      |                    |          |               |      |      |                   |                |                   |             |           |          |
| Island     |                    |          |               |      |      |                   |                |                   |             |           |          |
| Edgewood   |                    |          |               |      |      |                   |                |                   |             |           |          |
| Vista      |                    |          |               |      |      |                   |                |                   |             |           |          |
| 214        |                    |          |               |      |      |                   |                |                   |             |           |          |
| North      |                    |          |               |      |      |                   |                |                   |             |           |          |
| Piper      |                    |          |               |      |      |                   |                |                   |             |           |          |
| Street     | Assisted Living    | Fee-100% | 5,100         | 2000 | 2000 | \$ 455,626        | 100.00%        | \$ 57,197         | 0.93        | \$        | 1        |

n/aProperty held less than 12 months

(1)Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.

Description of Commercial Real Estate - continued

| Unit Name | Property Type | Ownership Interest | Square Feet | Year Acquired | Year of Construction/<br>Remodel | Investment | Occupancy | Annualized Rental |             | Number Units |
|-----------|---------------|--------------------|-------------|---------------|----------------------------------|------------|-----------|-------------------|-------------|--------------|
|           |               |                    |             |               |                                  |            |           | Income            | Sq.Foot Per |              |
|           |               |                    |             |               |                                  |            |           | Monthly Avg. Rent |             |              |

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|                        |                      |          |              |      |           |                   |                |                  |                |          |  |
|------------------------|----------------------|----------|--------------|------|-----------|-------------------|----------------|------------------|----------------|----------|--|
| Hastings               |                      |          |              |      |           |                   |                |                  |                |          |  |
| Edgewood Vista         |                      |          |              |      |           |                   |                |                  |                |          |  |
| 2400 West 12th St.     | Assisted Living      | Fee-100% | 5,100        | 2000 | 2000      | \$ 565,777        | 100.00%        | \$ 60,588        | \$ 0.99        | 1        |  |
| Omaha                  |                      |          |              |      |           |                   |                |                  |                |          |  |
| Ameritrade             |                      |          |              |      |           |                   |                |                  |                |          |  |
| Headquarter 4211       |                      |          |              |      |           |                   |                |                  |                |          |  |
| South 102nd St.        | Single Story Office  | Fee-100% | 73,774       | 1999 | 1993/1997 | \$8,306,535       | 100.00%        | \$ 748,000       | \$ 0.84        | 1        |  |
| Barnes & Noble         | Single-Tennant       |          |              |      |           |                   |                |                  |                |          |  |
| 3333 Oak Dr.           | Retail               | Fee-100% | 27,500       | 1995 | 1995      | \$3,699,197       | 100.00%        | \$ 409,956       | \$ 1.24        | 1        |  |
| Edgewood Vista         |                      |          |              |      |           |                   |                |                  |                |          |  |
| 17620 Poppleton        |                      |          |              |      |           |                   |                |                  |                |          |  |
| Street                 | Assisted Living      | Fee-100% | <u>5,100</u> | 2000 | 2000      | <u>\$ 611,370</u> | <u>100.00%</u> | <u>\$ 77,775</u> | <u>\$ 1.27</u> | <u>1</u> |  |
| Total Nebraska         |                      |          | 126,774      |      |           | \$14,640,541      | 100.00%        | \$ 1,478,890     | \$ .97         | 7        |  |
| North Dakota           |                      |          |              |      |           |                   |                |                  |                |          |  |
| Bismarck               |                      |          |              |      |           |                   |                |                  |                |          |  |
| Lester Chiropractic    |                      |          |              |      |           |                   |                |                  |                |          |  |
| Clinic 1122 West       |                      |          |              |      |           |                   |                |                  |                |          |  |
| Divide Ave.            | Single Story Office  | Fee-100% | 5,400        | 1988 | 1974      | \$ 268,917        | 100.00%        | \$ 33,840        | \$ 0.52        | 1        |  |
| Fargo                  |                      |          |              |      |           |                   |                |                  |                |          |  |
| Barnes & Noble         |                      |          |              |      |           |                   |                |                  |                |          |  |
| 1201 42nd St. SW       | Single-Tennant       |          |              |      |           |                   |                |                  |                |          |  |
| Great Plains           | Retail               | Fee-100% | 30,000       | 1994 | 1994      | \$ 3,259,893      | 100.00%        | \$ 396,750       | \$ 1.10        | 1        |  |
| Software3900 44th      |                      |          |              |      |           |                   |                |                  |                |          |  |
| Ave. SW                | 2 Story Office       | Fee-100% | 121,600      | 1999 | 1999      | \$15,375,154      | 100.00%        | \$ 1,875,000     | \$ 1.28        | 1        |  |
| Petco 1126 43rd St. SW | Single-Tennant       |          |              |      |           |                   |                |                  |                |          |  |
| SW                     | Retail               | Fee-100% | 18,000       | 1994 | 1994      | \$ 1,278,934      | 100.00%        | \$ 185,040       | \$ 0.86        | 1        |  |
| Stone Container        |                      |          |              |      |           |                   |                |                  |                |          |  |
| 4637 16th Ave. NW      | Office/Warehouse     | Fee-100% | 193,350      | 1995 | 1995-2001 | \$ 7,000,364      | 100.00%        | \$ 884,793       | \$ 0.38        | 1        |  |
| Grand Forks            |                      |          |              |      |           |                   |                |                  |                |          |  |
| Carmike Theatre        |                      |          |              |      |           |                   |                |                  |                |          |  |
| 2306 32nd Ave.         |                      |          |              |      |           |                   |                |                  |                |          |  |
| South                  | Multi-Plex Theatre   | Fee-100% | 28,300       | 1994 | 1986      | \$ 2,545,737      | 100.00%        | \$ 318,232       | \$ 0.94        | 1        |  |
| MedPark                |                      |          |              |      |           |                   |                |                  |                |          |  |
| Mall1375&1395 S        |                      |          |              |      |           |                   |                |                  |                |          |  |
| Columbia Rd            | Multi-Tennant Retail | Fee-100% | 59,177       | 2000 | 1989      | \$ 5,642,950      | 97.31%         | \$ 625,816       | \$ 0.88        | 13       |  |

n/a Property held less than 12 months

(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.

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Description of Commercial Real Estate - continued

| Unit Name                   | Property Type        | Ownership Interest | Square Feet | Year Acquired | Year of Construction/<br>Remodel | Investment   | Occupancy | Annualized    | Monthly                | Number Units |
|-----------------------------|----------------------|--------------------|-------------|---------------|----------------------------------|--------------|-----------|---------------|------------------------|--------------|
|                             |                      |                    |             |               |                                  |              |           | Rental Income | Avg. Rent Per Sq. Foot |              |
| Minot                       |                      |                    |             |               |                                  |              |           |               |                        |              |
| 13 1st Ave SW               | Multi-Story Office   | Fee-100%           | 15,900      | 1981          | 1929-1993                        | \$ 533,765   | 58.82%    | \$ 114,794    | \$ 0.60                | 23           |
| 12 South Main               | Multi-Story Office   | Fee-100%           | 11,300      | 2001          | 1905-1985                        | \$ 389,205   | 93.25%    | \$ 47,979     | \$ 0.35                | 9            |
| 17 South Main               | Multi-Story Office   | Fee-100%           | 6,500       | 2001          | 1908-1990                        | \$ 90,000    | 100.00%   | \$ 14,100     | \$ 0.18                | 1            |
| Single Tenant               |                      |                    |             |               |                                  |              |           |               |                        |              |
| 114 South Main              | Retail               | Fee-100%           | 3,500       | 1978          | 1910-1985                        | \$ 111,996   | 0.00%     | \$ 0          | \$ 0                   | 1            |
| 401 South Main              | Multi-Story Office   | Fee-100%           | 11,200      | 1987          | 1956-1982                        | \$ 659,914   | 90.41%    | \$ 74,503     | \$ 0.55                | 10           |
| Arrowhead Shopping          |                      |                    |             |               |                                  |              |           |               |                        |              |
| Center 1600 2nd Ave. SW     | Multi-Tennant Retail | Fee-100%           | 80,000      | 1973          | 1961-1998                        | \$ 2,973,786 | 98.74%    | \$ 372,782    | \$ 0.39                | 26           |
| Corner Express              |                      |                    |             |               |                                  |              |           |               |                        |              |
| C-Store 3630 South Broadway | C-Store              | Fee-100%           | 4,674       | 1998          | 1998                             | \$ 1,581,260 | 100.00%   | \$ 172,260    | \$ 3.07                | 1            |

Amount of Registration Fee

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|                             |                     |          |               |      |      |                     |                |                   |                |          |  |
|-----------------------------|---------------------|----------|---------------|------|------|---------------------|----------------|-------------------|----------------|----------|--|
| Edgewood Vista 706          |                     |          |               |      |      |                     |                |                   |                |          |  |
| 16th Ave. SE                | Assisted Living     | Fee-100% | 97,821        | 1997 | 1997 | \$ 6,270,707        | 100.00%        | \$ 810,581        | \$ 0.69        | 1        |  |
| Minot Plaza 1930            | Multi-Tenant        |          |               |      |      |                     |                |                   |                |          |  |
| South Broadway              | Retail              | Fee-100% | <u>10,020</u> | 1993 | 1983 | <u>\$ 509,954</u>   | <u>100.00%</u> | <u>\$ 120,298</u> | <u>\$ 1.00</u> | <u>4</u> |  |
| Total North Dakota          |                     |          | 696,742       |      |      | \$48,492,536        | 98.52%         | \$ 6,046,768      | \$ .72         | 95       |  |
| South Dakota                |                     |          |               |      |      |                     |                |                   |                |          |  |
| Rapid City                  |                     |          |               |      |      |                     |                |                   |                |          |  |
| Conseco 900                 |                     |          |               |      |      |                     |                |                   |                |          |  |
| Concourse Dr.               | Single Story Office | Fee-100% | 75,815        | 2000 | 2000 | \$ 7,044,870        | 100.00%        | \$ 771,214        | \$ 0.85        | 1        |  |
| Sioux Falls                 |                     |          |               |      |      |                     |                |                   |                |          |  |
| Edgewood Vista 3401         |                     |          |               |      |      |                     |                |                   |                |          |  |
| Ralph Rodgers Rd.           | Assisted Living     | Fee-100% | <u>11,971</u> | 1999 | 1999 | <u>\$ 974,739</u>   | <u>100.00%</u> | <u>\$ 125,318</u> | <u>\$ 0.87</u> | <u>1</u> |  |
| Total South Dakota          |                     |          | <u>87,786</u> |      |      | <u>\$ 8,019,609</u> | <u>100.00%</u> | <u>\$ 896,532</u> | <u>\$ .85</u>  | <u>2</u> |  |
| Total Commercial Properties |                     |          | 2,527,367     |      |      | \$228,158,801       | 98.59%         | \$ 25,639,743     | \$ .85         | 219      |  |

n/a Property held less than 12 months

(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.

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### Description of Residential Real Estate

IRET owned the following residential properties as of April 30, 2001:

| <u>Unit Name</u>                     | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Investment</u>    | <u>Year of Construction/<br/>Remodel</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Monthly Avg. Rent Per Unit</u> | <u>Number Units</u> |
|--------------------------------------|----------------------|---------------------------|--------------------|----------------------|----------------------|--|------------------|---------------------------------|-----------------------------------|---------------------|
| Colorado                             |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| Colorado Springs Neighborhood        |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| 3502-3508 Van Teylingen Dr.          | Multi-Family         | Fee-100%                  | 204,480            | 1996                 | \$11,422,781         | 1980-1985                                | 96.27%           | \$1,787,824                     | \$ 775.97                         | 192                 |
| Ft. Collins MiraMont                 |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| 4900 Boardwalk Dr. Bldg A            | Multi-Family         | Fee-100%                  | 215,800            | 1996                 | \$14,363,539         | 1996                                     | 97.10%           | \$ 2,145,632                    | \$ 851.44                         | 210                 |
| Pine Cone                            |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| 2212 Vermont Dr.                     | Multi-Family         | Fee-100%                  | <u>197,135</u>     | 1994                 | <u>\$ 13,263,860</u> | 1994                                     | <u>96.71%</u>    | <u>\$ 1,924,155</u>             | <u>\$ 822.29</u>                  | <u>195</u>          |
| Total Colorado                       |                      |                           | 617,415            |                      | \$39,050,180         |  | 96.88%           | \$5,857,611                     | \$ 816.57                         | 597                 |
| Idaho                                |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| Boise                                |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| Clearwater 660 South Clearwater Lane | Multi-Family         | Fee-100%                  | <u>57,000</u>      | 1999                 | <u>\$ 3,853,638</u>  | 1995                                     | <u>92.14%</u>    | <u>\$ 556,440</u>               | <u>\$ 772.83</u>                  | <u>60</u>           |
| Total Idaho                          |                      |                           | 57,000             |                      | \$ 3,853,638         |  | 92.14%           | \$ 556,440                      | \$ 72.83                          | 60                  |
| Iowa                                 |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| Sioux City                           |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |
| Ridge Oaks 2300 Indian Hills Drive   | Multi-Family         | Fee-100%                  | <u>183,720</u>     | 2001                 | <u>\$ 4,281,967</u>  | 1976-2001                                | <u>n/a%</u>      | <u>\$ 895,080</u>               | <u>\$ 565.08</u>                  | <u>132</u>          |
| Total Iowa                           |                      |                           | 183,720            |                      | \$ 4,281,967         |  | n/a%             | \$ 895,080                      | \$ 565.08                         | 132                 |
| Kansas                               |                      |                           |                    |                      |                      |  |                  |                                 |                                   |                     |

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Topeka  
 Crown Colony 900 SW Robinson Multi-Family Fee-100% 208,864 2000 \$10,817,090 1986 83.88% \$ 1,739,359 \$ 658.85 220

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

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**Description of Residential Real Estate - continued**

| Unit Name                              | Property Type | Ownership Interest | Square Feet    | Year Acquired | Investment          | Year of Construction/<br>Remodel | Occupancy     | Annualized Rental Income | Monthly Avg. Rent Per Unit | Number Units |
|--|---------------|--------------------|----------------|---------------|---------------------|----------------------------------|---------------|--------------------------|----------------------------|--------------|
| Kansas                                 |               |                    |                |               |                     |                                  |               |                          |                            |              |
| Sherwood 2745 SW Villa W Drive         | Multi-Family  | Fee-100%           | <u>200,390</u> | 2000          | <u>\$16,001,205</u> | 1987                             | <u>86.97%</u> | <u>\$ 2,471,037</u>      | <u>\$ 686.40</u>           | <u>300</u>   |
| Total Kansas                           |               |                    | 409,254        |               | \$26,818,295        |                                  | 86.98%        | \$ 4,210,396             | \$ 674.74                  | 520          |
| Minnesota                              |               |                    |                |               |                     |                                  |               |                          |                            |              |
| Moorhead                               |               |                    |                |               |                     |                                  |               |                          |                            |              |
| Eastgate 1605 20th St. S               | Multi-Family  | Fee-100%           | 129,504        | 1970          | \$ 2,425,737        | 1968-1997                        | 90.25%        | \$ 562,274               | \$ 403.93                  | 116          |
| Rochester                              |               |                    |                |               |                     |                                  |               |                          |                            |              |
| Heritage Manor 2409 Hwy 52 N           | Multi-Family  | Fee-100%           | 173,634        | 1999          | \$ 7,697,780        | 1965-1999                        | 99.41%        | \$ 1,270,490             | \$ 581.73                  | 182          |
| Woodridge 2804 2nd St. SW              | Multi-Family  | Fee-100%           | 191,118        | 1996          | \$ 6,775,134        | 1991                             | 98.46%        | \$ 1,237,638             | \$ 954.97                  | 108          |
| Sunset Trail 3675 41st St. NW          | Multi-Family  | Fee-100%           | 77,078         | 2,000         | \$ 7,908,091        | 2000                             | 96.53%        | \$ 886,920               | \$ 1,012.46                | 73           |
| Sunset Trail II & III 3675 41st St. NW | Multi-Family  | Fee-100%           | (2)            | 2001          | \$ 4,006,932        | 2001                             | (2)           | (2)                      | (2)                        | (2)          |
| St. Cloud                              |               |                    |                |               |                     |                                  |               |                          |                            |              |
| Lancaster Place 1100 East Division St. | Multi-Family  | Fee-100%           | 106,222        | 2000          | \$ 3,226,626        | 1989                             | 95.87%        | \$ 575,016               | \$ 570.45                  | 84           |
| Park Meadows 360 Park Meadows Dr.      | Multi-Family  | Fee-100%           | 423,100        | 1997          | \$11,673,583        | 1982-1989                        | 97.72%        | \$ 2,488,248             | \$ 575.98                  | 360          |
| West Stonehill 625 10th Ave. S         | Multi-Family  | Fee-100%           | <u>374,160</u> | 1995          | <u>\$11,771,140</u> | 1989-1991                        | <u>99.64%</u> | <u>\$ 2,244,024</u>      | <u>\$ 597.45</u>           | <u>313</u>   |
| Total Minnesota                        |               |                    | 1,474,816      |               | \$55,485,023        |                                  | 97.10%        | \$ 9,264,610             | \$ 627.06                  | 1,236        |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

*(2) The property is currently in the lease-up phase having been completed on August 25, 2001.*

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**Description of Residential Real Estate - continued**

| Unit Name                            | Property Type | Ownership Interest | Square Feet | Year Acquired | Investment   | Year of Construction/<br>Remodel | Occupancy | Annualized Rental Income | Monthly Avg. Rent Per Unit | Number Units |
|--------------------------------------|---------------|--------------------|-------------|---------------|--------------|----------------------------------|-----------|--------------------------|----------------------------|--------------|
| Montana                              |               |                    |             |               |              |                                  |           |                          |                            |              |
| Billings                             |               |                    |             |               |              |                                  |           |                          |                            |              |
| Castle Rock 1551 Nottingham Pl.      | Multi-Family  | Fee-100%           | 174,604     | 1999          | \$ 5,742,534 | 1979-1999                        | 92.49%    | \$ 1,083,846             | \$ 547.40                  | 165          |
| Country Meadows I 1550 Country Manor | Multi-Family  | Fee-100%           | 115,202     | 1996          | \$ 4,361,135 | 1999                             | 97.34%    | \$ 588,156               | \$ 731.54                  | 67           |

Amount of Registration Fee

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|                        |              |          |                |      |                     |           |               |                   |                  |           |
|------------------------|--------------|----------|----------------|------|---------------------|-----------|---------------|-------------------|------------------|-----------|
| Blvd.                  |              |          |                |      |                     |           |               |                   |                  |           |
| Country Meadows II     |              |          |                |      |                     |           |               |                   |                  |           |
| 1550 Country Manor     |              |          |                |      |                     |           |               |                   |                  |           |
| Blvd.                  | Multi-Family | Fee-100% | 115,202        | 2000 | \$ 4,359,718        | 2000      | 97.50%        | \$ 588,156        | \$ 731.54        | 67        |
| Olympic Village3900    |              |          |                |      |                     |           |               |                   |                  |           |
| Victory Circle         | Multi-Family | Fee-100% | 319,312        | 2001 | \$11,782,852        | 1983      | n/a%          | \$ 1,624,332      | \$ 494.02        | 274       |
| Rimrock 2220 St. Johns |              |          |                |      |                     |           |               |                   |                  |           |
| Ave.-A                 | Multi-Family | Fee-100% | 99,196         | 2000 | \$ 3,899,680        | 1984      | 97.12%        | \$ 551,386        | \$ 589.09        | 78        |
| Rocky Meadows 2440     |              |          |                |      |                     |           |               |                   |                  |           |
| Village Lane           | Multi-Family | Fee-100% | <u>150,916</u> | 1996 | <u>\$ 6,737,109</u> | 1996-1997 | <u>96.93%</u> | <u>\$ 831,495</u> | <u>\$ 707.05</u> | <u>98</u> |
| Total Montana          |              |          | 974,432        |      | \$36,883,028        |           | 96.30%        | \$ 5,267,371      | \$ 586.04        | 749       |

Nebraska

Lincoln

Thomasbrook 5900

|                |              |          |                |      |                     |           |               |                     |                  |            |
|----------------|--------------|----------|----------------|------|---------------------|-----------|---------------|---------------------|------------------|------------|
| Roose St.      | Multi-Family | Fee-100% | <u>274,253</u> | 2000 | <u>\$ 9,956,873</u> | 1974-2000 | <u>96.42%</u> | <u>\$ 1,717,838</u> | <u>\$ 542.25</u> | <u>264</u> |
| Total Nebraska |              |          | 274,253        |      | \$ 9,956,873        |           | 96.42%        | \$ 1,717,838        | \$ 542.25        | 264        |

North Dakota

Bismarck

Cottonwood Lake I & II

|                     |              |          |         |      |              |      |        |              |           |     |
|---------------------|--------------|----------|---------|------|--------------|------|--------|--------------|-----------|-----|
| 1045 Tacoma         | Multi-Family | Fee-100% | 205,389 | 1997 | \$ 9,197,265 | 1997 | 88.36% | \$ 1,067,563 | \$ 663.91 | 134 |
| Cottonwood III 1045 |              |          |         |      |              |      |        |              |           |     |
| Tacoma              | Multi-Family | Fee-100% | 102,695 | 2000 | \$ 4,535,371 | 2000 | n/a%   | \$ 533,782   | \$ 663.91 | 67  |
| Crestview 1615 E    |              |          |         |      |              |      |        |              |           |     |
| Capitol Ave.        | Multi-Family | Fee-100% | 176,320 | 1994 | \$ 4,961,835 | 1983 | 94.30% | \$ 857,623   | \$ 470.19 | 152 |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

**Description of Residential Real Estate - *continued***

| <u>Unit Name</u>    | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Investment</u> | <u>Year of Construction/Remodel</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Monthly Avg. Rent Per Unit</u> | <u>Number Units</u> |
|---------------------|----------------------|---------------------------|--------------------|----------------------|-------------------|-------------------------------------|------------------|---------------------------------|-----------------------------------|---------------------|
| Kirkwood Manor      |                      |                           |                    |                      |                   |                                     |                  |                                 |                                   |                     |
| 114 E Indiana Ave.  | Multi-Family         | Fee-100%                  | 135,244            | 1997                 | \$ 3,731,401      | 1983-1984                           | 93.86%           | \$ 657,872                      | \$ 507.62                         | 108                 |
| North Pointe 1930 E |                      |                           |                    |                      |                   |                                     |                  |                                 |                                   |                     |
| Capitol Ave         | Multi-Family         | Fee-100%                  | 83,250             | 1995                 | \$ 2,446,675      | 1995                                | 97.99%           | \$ 370,776                      | \$ 630.57                         | 49                  |
| Pebble Creek 3110 N |                      |                           |                    |                      |                   |                                     |                  |                                 |                                   |                     |
| 19th St.            | Multi-Family         | Fee-100%                  | 22,400             | 2000                 | \$ 784,962        | 1993                                | 98.04%           | \$ 102,954                      | \$ 476.64                         | 18                  |



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|                           |              |          |         |      |              |                |        |              |           |     |  |
|---------------------------|--------------|----------|---------|------|--------------|----------------|--------|--------------|-----------|-----|--|
| Westwood Park             |              |          |         |      |              |                |        |              |           |     |  |
| 1101 Westwood St.<br>#100 | Multi-Family | Fee-100% | 66,166  | 1999 | \$ 2,205,488 | 1984           | 99.25% | \$ 395,621   | \$ 515.13 | 64  |  |
| Dickinson                 |              |          |         |      |              |                |        |              |           |     |  |
| Century 1156 W 2nd        |              |          |         |      |              |                |        |              |           |     |  |
| St. 101-124               | Multi-Family | Fee-100% | 130,144 | 1986 | \$ 2,321,814 | 1979-1998      | 88.09% | \$ 588,954   | \$ 409.00 | 120 |  |
| Eastwood 177 10th         |              |          |         |      |              |                |        |              |           |     |  |
| Ave. E                    | Multi-Family | Fee-100% | 23,945  | 1989 | \$ 472,395   | 1968-1995      | 79.00% | \$ 132,492   | \$ 290.55 | 38  |  |
| Oak Manor 417 2nd         |              |          |         |      |              |                |        |              |           |     |  |
| St. E                     | Multi-Family | Fee-100% | 23,735  | 1989 | \$ 374,730   | 1997           | 97.23% | \$ 106,902   | \$ 329.94 | 27  |  |
| Fargo                     |              |          |         |      |              |                |        |              |           |     |  |
| Candlelight 2200 21st     |              |          |         |      |              |                |        |              |           |     |  |
| Ave S                     | Multi-Family | Fee-100% | 54,765  | 1993 | \$ 977,083   | 1985           | 97.21% | \$ 180,911   | \$ 342.63 | 44  |  |
| Park East 1 S 2nd St.     |              |          |         |      |              |                |        |              |           |     |  |
| Bldg. 1                   | Multi-Family | Fee-100% | 153,852 | 1997 | \$ 5,136,953 | 1973-1997      | 98.75% | \$ 947,796   | \$ 647.40 | 122 |  |
| Prairiewood               |              |          |         |      |              |                |        |              |           |     |  |
| Meadows 137               | Multi-Family | Fee-100% | 118,652 | 2001 | \$ 2,839,271 | 1985           | n/a%   | \$ 563,240   | \$ 552.20 | 85  |  |
| Prairiewood Dr.           |              |          |         |      |              |                |        |              |           |     |  |
| Sunchase 4301-4313        |              |          |         |      |              |                |        |              |           |     |  |
| 9th Ave. SE               | Multi-Family | Fee-100% | 30,936  | 1988 | \$ 1,042,210 | 1987           | 99.10% | \$ 177,678   | \$ 411.29 | 36  |  |
| Grand Forks               |              |          |         |      |              |                |        |              |           |     |  |
| Forest Park Estates       |              |          |         |      |              |                |        |              |           |     |  |
| 3415 20th Ave. S          | Multi-Family | Fee-100% | 265,175 | 1993 | \$ 7,482,837 | 1978-1985-1996 | 94.70% | \$ 1,790,802 | \$ 552.72 | 270 |  |
| Jenner Properties         |              |          |         |      |              |                |        |              |           |     |  |
| 3624 Landeco Lane         | Multi-Family | Fee-100% | 54,908  | 1996 | \$ 2,231,184 | 1969-1997      | 94.10% | \$ 414,744   | \$ 285.64 | 121 |  |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

**Description of Residential Real Estate - continued**

| <u>Unit Name</u>                                     | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Investment</u> | <u>Year of Construction/Remodel</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Monthly Avg.Rent Per Unit</u> | <u>Number Units</u> |
|--|----------------------|---------------------------|--------------------|----------------------|-------------------|-------------------------------------|------------------|---------------------------------|----------------------------------|---------------------|
| Legacy 2600 34th Ave. S                              | Multi-Family         | Fee-100%                  | 305,853            | 1996                 | \$10,997,398      | 1997                                | 95.42%           | \$ 1,586,068                    | \$ 722.25                        | 183                 |
| Legacy IV 2600 34th Ave. S                           | Multi-Family         | Fee-100%                  | 101,951            | 1997                 | \$ 7,031,125      | 1997                                | 95.42%           | \$ 528,690                      | \$ 657.57                        | 67                  |
| Southwinds 2402 30th Ave. S                          | Multi-Family         | Fee-100%                  | 176,789            | 1996                 | \$ 5,972,073      | 1982                                | 90.77%           | \$ 1,250,718                    | \$ 635.53                        | 164                 |
| Valley Park Manor 2300 Library Lane                  | Multi-Family         | Fee-100%                  | 153,005            | 2000                 | \$ 4,713,692      | 1970-2000                           | 95.44%           | \$ 775,403                      | \$ 384.62                        | 168                 |
| Minot Chateau 1725 2nd Ave. SW                       | Multi-Family         | Fee-100%                  | 81,614             | 1997                 | \$ 2,468,984      | 1979-1996                           | 96.86%           | \$ 471,934                      | \$ 614.50                        | 64                  |
| Colton Heights 707 6th Ave. NW                       | Multi-Family         | Fee-100%                  | 28,432             | 1984                 | \$ 967,733        | 1984                                | 93.85%           | \$ 127,374                      | \$ 589.69                        | 18                  |
| Dakota Arms 1112 32nd Ave. SW                        | Multi-Family         | Fee-100%                  | 19,908             | 1996                 | \$ 625,487        | 1982                                | 97.12%           | \$ 109,608                      | \$ 507.44                        | 18                  |
| Magic City 411 8th St. SW                            | Multi-Family         | Fee-100%                  | 134,520            | 1997                 | \$ 5,257,208      | 1975-1996                           | 96.62%           | \$ 1,053,119                    | \$ 378.28                        | 232                 |
| South Pointe 1201 31st Ave. SW                       | Multi-Family         | Fee-100%                  | 305,184            | 1995                 | \$10,345,036      | 1995                                | 97.01%           | \$ 1,515,330                    | \$ 644.27                        | 196                 |
| Southview 2800 7th St. SW                            | Multi-Family         | Fee-100%                  | 21,344             | 1994                 | \$ 728,676        | 1981                                | 93.24%           | \$ 138,024                      | \$ 479.25                        | 24                  |
| Williston Century 1510 9th Ave. NW                   | Multi-Family         | Fee-100%                  | 204,288            | 1986                 | \$ 4,125,747      | 1979-1996                           | 71.35%           | \$ 841,434                      | \$ 365.21                        | 192                 |
| Other Communities<br>Beulah Condominiums -<br>Beulah | Multi-Family         | Fee-100%                  | 17,976             | 1983                 | \$ 483,155        | 1971-1998                           | 55.44%           | \$ 76,740                       | \$ 245.96                        | 26                  |

*n/a Property held less than 12 months*

*(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.*

**Description of Residential Real Estate - continued**

| <u>Unit Name</u>  | <u>Property Type</u> | <u>Ownership Interest</u> | <u>Square Feet</u> | <u>Year Acquired</u> | <u>Investment</u> | <u>Year of Construction/Remodel</u> | <u>Occupancy</u> | <u>Annualized Rental Income</u> | <u>Monthly Avg.Rent Per Unit</u> | <u>Number Units</u> |
|---|----------------------|---------------------------|--------------------|----------------------|-------------------|-------------------------------------|------------------|---------------------------------|----------------------------------|---------------------|
| Parkway Apartments - Beulah 700 Parkway Dr.               | Multi-Family         | Fee-100%                  | 10,800             | 1988                 | \$ 150,912        | 1975-1996                           | 56.99%           | \$ 104,916                      | \$ 242.86                        | 36                  |
| Bison Properties-Carrington & Cooperstown 806 13th St. NE | Multi-Family         | Fee-100%                  | 21,868             | 1972                 | \$ 614,541        | 1969-1996                           | 94.36%           | \$ 112,500                      | \$ 267.86                        | 35                  |
| SweetwaterPropertiesMulti-Family - Devils Lake & Grafton  | Multi-Family         | Fee-100%                  | 67,179             | 1972                 | \$ 1,626,298      | 1970-1999                           | 76.79%           | \$ 353,658                      | \$ 258.52                        | 114                 |

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|   |              |          |               |      |                     |           |             |                   |                  |           |
|---|--------------|----------|---------------|------|---------------------|-----------|-------------|-------------------|------------------|-----------|
| 1112 5th Ave. SE<br>Lonetree Manor -<br>Harvey    |              |          |               |      |                     |           |             |                   |                  |           |
| 405 Grant Ave.<br>The Meadows I -<br>Jamestown    | Multi-Family | Fee-100% | 8,956         | 1991 | \$ 228,846          | 1969-1996 | 74.82%      | \$ 50,946         | \$ 353.79        | 12        |
| 615 10th St. NE<br>The Meadows II -<br>Jamestown  | Multi-Family | Fee-100% | 29,240        | 2000 | \$ 1,878,636        | 1999      | 98.40%      | \$ 200,000        | \$ 617.28        | 27        |
| 615 10th St. NE<br>The Meadows III -<br>Jamestown | Multi-Family | Fee-100% | 29,240        | 2000 | \$ 1,878,636        | 2000      | 97.54%      | \$ 200,000        | \$ 617.28        | 27        |
| 615 10th St. NE                                   | Multi-Family | Fee-100% | <u>29,196</u> | 2001 | <u>\$ 2,046,455</u> | 2001      | <u>n/a%</u> | <u>\$ 200,000</u> | <u>\$ 617.28</u> | <u>27</u> |
| Total North Dakota                                |              |          | 3,394,919     |      | \$112,882,092       |           | 91.99%      | \$18,586,172      | \$ 502.06        | 3,085     |

South Dakota

|  |              |          |         |      |              |      |        |              |           |     |
|--|--------------|----------|---------|------|--------------|------|--------|--------------|-----------|-----|
| Rapid City<br>Pointe West<br>3955 Pointe West<br>Place |              |          |         |      |              |      |        |              |           |     |
|  | Multi-Family | Fee-100% | 77,062  | 1994 | \$ 4,061,061 | 1985 | 94.59% | \$ 687,312   | \$ 636.40 | 90  |
| Sioux Falls<br>Oakwood Estates<br>3300 W 53rd          |              |          |         |      |              |      |        |              |           |     |
|  | Multi-Family | Fee-100% | 157,720 | 1993 | \$ 5,664,991 | 1988 | 96.47% | \$ 1,003,630 | \$ 522.72 | 160 |

n/a Property held less than 12 months

(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.

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Description of Residential Real Estate - continued

| Unit Name                          | Property Type | Ownership Interest | Square Feet    | Year Acquired | Investment           | Year of Construction/<br>Remodel | Occupancy     | Annualized Rental Income | Monthly Avg. Rent Per Unit | Number Units |
|------------------------------------|---------------|--------------------|----------------|---------------|----------------------|----------------------------------|---------------|--------------------------|----------------------------|--------------|
| Oxbow                              |               |                    |                |               |                      |                                  |               |                          |                            |              |
| 4701 S Oxbow Ave.                  | Multi-Family  | Fee - 100%         | 172,404        | 1994          | \$ 5,030,689         | 1994                             | 99.53%        | \$ 943,746               | \$ 655.38                  | 120          |
| Prairie Winds                      |               |                    |                |               |                      |                                  |               |                          |                            |              |
| 6000 W 43rd                        | Multi-Family  | Fee - 100%         | <u>64,050</u>  | 1993          | <u>\$ 2,013,055</u>  | 1993                             | <u>99.32%</u> | <u>\$ 358,044</u>        | <u>\$ 621.60</u>           | <u>48</u>    |
| Total South Dakota                 |               |                    | 471,236        |               | \$ 16,769,796        |                                  | 97.35%        | \$ 2,992,732             | \$ 609.03                  | 418          |
| Texas                              |               |                    |                |               |                      |                                  |               |                          |                            |              |
| Irving                             |               |                    |                |               |                      |                                  |               |                          |                            |              |
| Dakota Hill at Valley Ranch 7902 N |               |                    |                |               |                      |                                  |               |                          |                            |              |
| MacArthur                          | Multi-Family  | Fee - 100%         | <u>616,615</u> | 2000          | <u>\$ 37,617,106</u> | 1998                             | <u>93.08%</u> | <u>\$ 5,771,632</u>      | <u>\$ 954.30</u>           | <u>504</u>   |
| Total Texas                        |               |                    | 616,615        |               | \$ 37,617,106        |                                  | 93.08%        | \$ 5,771,632             | \$ 954.30                  | 504          |
| Washington                         |               |                    |                |               |                      |                                  |               |                          |                            |              |
| Vancouver                          |               |                    |                |               |                      |                                  |               |                          |                            |              |
| Ivy Club                           |               |                    |                |               |                      |                                  |               |                          |                            |              |
| 8701 NE 54th St.                   | Multi-Family  | Fee - 100%         | 225,505        | 1999          | \$ 11,827,863        | 1988                             | 94.19%        | \$ 1,712,580             | \$ 699.58                  | 204          |
| Van Mall Woods                     |               |                    |                |               |                      |                                  |               |                          |                            |              |
| 7609 NE Van Mall Dr.               | Multi-Family  | Fee - 100%         | <u>93,832</u>  | 1999          | <u>\$ 6,151,761</u>  | 1994                             | <u>96.31%</u> | <u>\$ 886,024</u>        | <u>\$ 712.345</u>          | <u>100</u>   |
| Total Washington                   |               |                    | <u>319,337</u> |               | <u>\$ 17,979,624</u> |                                  | <u>94.98%</u> | <u>\$ 2,598,604</u>      | <u>\$ 718.97</u>           | <u>304</u>   |
| Total Apartment Communities        |               |                    | 8,792,997      |               | \$361,577,622        |                                  | 93.96%        | \$ 57,754,486            | \$ 602.15                  | 7,869        |

n/a Property held less than 12 months

(1) Investment is the actual cost paid for the property by IRET plus any capital improvements to the real property.

**Fiscal Year 2001 Property Sales & Acquisitions**

During fiscal year 2001, IRET made the following changes to its real estate investment portfolio:

| <u>Property Sold</u>                     | <u>Sales Price</u> | <u>Book Value<br/>&amp; Sales Costs</u> | <u>Gain</u>       |
|--|--------------------|---|-------------------|
| Fiscal 2001                              |                    |   |                   |
| Evergreen Shopping Center, Evergreen, CO | \$ 1,450,000       | \$ 1,448,310                            | \$ 1,689          |
| Chalet Apartments, Minot, ND             | \$ 390,000         | \$ 366,566                              | \$ 23,434         |
| Hill Park aka Garden Grove, Bismarck, ND | \$ 2,400,000       | \$ 1,823,518                            | \$ <u>576,482</u> |
| Total Fiscal 2001 Gain                   |                    |   | \$ 601,605        |

**Fiscal 2001 Property Acquisitions for Year Ended April 30, 2001**

| <u>Commercial</u>                              | <u>Location</u>      | <u>Property Type</u> | <u>Net<br/>Rentable<br/>Sq. Ft.</u> | <u>Purchase<br/>Price</u> |
|--|----------------------|----------------------|-------------------------------------|---------------------------|
| 12 South Main                                  | Minot, ND            | Office               | 11,300                              | \$ 385,000                |
| 17 South Main                                  | Minot, ND            | Office/Apartments    | 6,500                               | \$ 90,000                 |
| 2030 Cliff Road                                | Eagan, MN            | Office               | 13,374                              | \$ 950,000                |
| Burnsville Bluffs                              | Burnsville, MN       | Office               | 26,186                              | \$ 2,400,000              |
| Cold Springs Center                            | St. Cloud, MN        | Office               | 77,533                              | \$ 8,250,000              |
| Conseco Financial Building                     | Rapid City, SD       | Office               | 75,815                              | \$ 6,850,000              |
| Dewey Hill Business Center                     | Edina, MN            | Office               | 73,338                              | \$ 4,472,895              |
| Edgewood Vista Addition                        | Duluth, MN           | Assisted Living      | 26,412                              | \$ 2,200,000              |
| Edgewood Vista Addition                        | East Grand Forks, MN | Assisted Living      | 5,100                               | \$ 516,700                |
| Edgewood Vista                                 | Fremont, NE          | Assisted Living      | 5,100                               | \$ 535,550                |
| Edgewood Vista                                 | Hastings, NE         | Assisted Living      | 5,100                               | \$ 550,800                |
| Edgewood Vista                                 | Kalispell, MT        | Assisted Living      | 5,895                               | \$ 560,000                |
| Edgewood Vista                                 | Omaha, NE            | Assisted Living      | 5,100                               | \$ 610,800                |
|  | Woodbury &           |                      |                                     |                           |
| HealthEast I & II                              | Maplewood, MN        | Medical Office       | 114,216                             | \$ 21,588,498             |
| Hospitality Associates                         | Minnetonka, MN       | Office               | 4,000                               | \$ 400,000                |
| Nicollet VII                                   | Burnsville, MN       | Office               | 118,400                             | \$ 7,200,000              |
| Pillsbury Business Center                      | Bloomington, MN      | Office               | 42,220                              | \$ 1,800,000              |
| Plymouth IV & V                                | Plymouth, MN         | Office               | 126,809                             | \$ 13,750,000             |
| Sterner Lighting                               | Winsted, MN          | Manufacturing        | 38,000                              | \$ 1,000,000              |
| Stone Container Addition                       | Fargo, ND            | Manufacturing        | 41,500                              | \$ 2,001,879              |
| Stone Container                                | Waconia, MN          | Warehouse            | 29,440                              | \$ 1,666,500              |
| Southdale Medical Center<br>(60.31% part int.) | Edina, MN            | Medical Office       | <u>195,983</u>                      | <u>\$ 32,421,070</u>      |
|  |                      |                      | 1,047,321                           | \$ 110,199,692            |

| <u>Residential</u>     |                  | <u>Units</u> | <u>Purchase Price</u> |
|------------------------|------------------|--------------|-----------------------|
| Cottonwood Phase III   | Bismarck, ND***  | 67           | \$ 1,854,800          |
| Meadows, Phase III     | Jamestown, ND*** | 27           | \$ 1,865,182          |
| Olympic Village        | Billings, MT     | 274          | \$ 11,616,500         |
| Prairiewood Meadows    | Fargo, ND        | 85           | \$ 2,811,000          |
| Ridge Oaks             | Sioux City, IA   | 132          | \$ 4,195,036          |
| Sunset Trail, Phase I  | Rochester, MN    | 73           | \$ 6,493,150          |
| Sunset Trail, Phase II | Rochester, MN**  | <u>n/a</u>   | <u>\$ 4,006,932</u>   |
| TOTAL                  |                  | 658          | <u>\$ 32,842,600</u>  |
|                        |                  |              | \$ 143,042,292        |

\*\* Property not placed in service at April 30, 2001. Additional costs are still to be incurred.

\*\*\* Represents costs to complete a project started in year ending April 30, 2000.

### **Title**

The title to all of the above properties is in the name of IRET Properties, IRET or a wholly owned subsidiary, in fee simple (in each case, IRET has in its files an attorney's title opinion or a title insurance policy evidencing its title).

### **Insurance**

In the opinion of management, all of said properties are adequately covered by casualty and liability insurance.

### **Planned Improvements**

There are no plans for material improvements to any of the above properties.

### **Occupancy**

Occupancy rates shown above are for the twelve months ended April 30, 2001. In the case of apartment properties, lease arrangements with individual tenants vary from month-to-month to one-year leases, with the normal term being six months. Leases on commercial properties vary from one year to 20 years.

### **Material Lease Terms**

**Residential Lease Terms** - IRET's typical residential lease terms are as follows:

- \* A term of 3 to no more than 12 months.
- \* Month-to-month occupancy is not permitted.
- \* Water, sewer, and garbage are included in the monthly rent while all other utilities and services are the direct responsibility of the tenant.
- \* Renter's insurance is not required to be carried by the individual tenants.

**Commercial Lease Terms** - IRET's typical commercial lease terms are as follows:

- \* Terms from no less than 12 months up to 20 years plus guaranteed renewal terms.
- \* Renewal term rents shall be equal to current market rents at time of renewal, but in no event less than the most recent rental rate.
- \* Tenant pays all expenses associated with taxes, insurance, repairs, daily operations, and maintenance.
- \* Less than 5% of rental income is based on our commercial tenant's sales. Majority of rent is payable in fixed monthly amounts.
- \* All tenants are prohibited from assigning the lease or subleasing without our written approval.
- \* IRET may sell the property and assign the lease at any time without the approval of the tenants.
- \* IRET does not grant tenants an option to purchase the property.

**Shares Available for Future Sale**

Pursuant to its organizational documents, IRET is authorized to issue an unlimited number of its shares.

The shares of IRET issued in connection with this offering and six prior registrations of shares are freely transferable without restriction under the Securities Act of 1933, as amended, subject to those certain limitations on ownership imposed by IRET's organizational documents designed to insure that IRET may continue to qualify as a real estate investment trust under the IRS code. See Description of IRET's Restrictions on Transfer at page 87.

Pursuant to the partnership agreement of IRET Properties, all limited partners of IRET properties have certain exchange rights. After at least a holding period of one year, a limited partner is entitled to convert their limited partnership units to share of IRET stock on a one for one basis. Shares of Beneficial Interest of IRET, other than those issued under this registration and the prior registrations which were effective July 9, 1996, March 14, 1997, December 15, 1998, June 4, 1999, September 1, 1999, December 14, 1999, and June 13, 2000, respectively, will be restricted securities under the meaning of Rule 144 of the Securities Act of 1933 and may not be sold in the absence of registration under the Securities Act of 1933 unless an exemption from registration is available, including exemptions contained in Rule 144.

In general, under Rule 144 as currently in effect, if two years have elapsed since the later of the date of acquisition of restricted securities from IRET or any "affiliate"; of IRET, as that term is defined under the Securities Act of 1933, the acquirer or subsequent holder thereof is entitled to sell within any three month period a number of shares that does not exceed the greater of one percent (1%) of the then outstanding shares of Beneficial Interest or the average weekly trading volume of the shares of Beneficial Interest during the four calendar weeks preceding the date on which notice of the sale is filed with the Securities and Exchange Commission. Sales under Rule 144 also are subject to certain manner of sale provisions, notice requirements and the availability of current public information about IRET. If three years have elapsed since the date of acquisition of restricted shares from IRET or from any affiliate of IRET and the holder thereof is deemed not to have been an affiliate of IRET at any time during the three months preceding a sale, such holder would be entitled to sell such shares in the public market under Rule 144(k) without regard to the volume limitations, manner of sale provisions, public information requirements or notice requirements.

IRET has agreed under the Operating Partnership Agreement that it will file with the Securities and Exchange Commission a shelf registration on Form S-3 under Rule 415 of the Securities Act or any similar rule adopted by the Commission with respect to any IRET shares that may be issued upon exchange of limited partnership units in the operating partnership, pursuant to Section 8.06 of the Operating Partnership Agreement and to use its best efforts to have such registration statement declared effective under the Securities Act of 1933.

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### **Operating Partnership Agreement**

IRET conducts all of its day-to-day real estate activities through its operating partnership IRET Properties, a North Dakota Limited Partnership (IRET Properties). The operation of IRET Properties is governed by the limited partnership agreement between IRET, Inc. and the individual limited partners. IRET, Inc. is 100% owned by Investors Real Estate Trust (IRET). IRET, Inc. as of April 30, 2001, owned 71% of IRET Properties. The material terms of the limited partnership agreement for IRET Properties are as follows:

#### **IRET, Inc. is the Sole General Partner**

The IRET Properties has been organized as a North Dakota limited partnership pursuant to the terms of the Agreement of Limited Partnership dated January 31, 1997. Pursuant to the agreement of limited partnership, IRET, Inc., as the sole general partner, has full, exclusive and complete responsibility and discretion in the management and control of IRET Properties, and the limited partners have no authority in their capacity as limited partners to transact business for, or participate in the management activities or decisions of IRET Properties except as required by applicable law. However, any amendment to the limited partnership agreement that would (i) adversely affect the Exchange Rights as described below on page 72, (ii) adversely affect the limited partners' rights to receive cash distributions, (iii) alter the limited partnership's allocations of capital of the IRET Properties, requires the consent of the limited partners holding more than fifty percent (50%) of the limited partnership units held by such partners.

#### **Transferability of Limited Partnership and General Partnership Interests**

As the general partner, IRET, Inc., may not voluntarily withdraw as the general partner of IRET Properties or transfer or assign its interest in IRET Properties unless the transaction in which such withdrawal or transfer occurs results in the limited partners receiving property in an amount equal to the amount they would have received had they exercised their Exchange Rights immediately prior to such transaction, or unless the successor to IRET, Inc. contributes substantially all of its assets to the IRET Properties in return for an interest in IRET Properties. With certain limited exceptions, the limited partners may not transfer their interests in IRET Properties, in whole or in part, without the written consent of IRET, Inc., which consent IRET, Inc. may withhold in its sole discretion. IRET, Inc. may not consent to any transfer that would cause IRET Properties to be treated as a corporation for federal income tax purposes.

IRET Properties may not engage in any transaction resulting in a change of control Transaction unless in connection with the transaction the limited partners receive or have the right to receive cash or other property equal to the product of the number of shares of IRET into which each limited partnership unit of IRET Properties is then exchangeable and the greatest amount of cash, securities or other property paid in the transaction to the holder of one share of IRET in consideration of one such share. If, in connection with the transaction, a purchase, tender or exchange offer shall have been made to and accepted by the holders of more than fifty percent (50%) of the outstanding shares of IRET, each holder of limited partnership units of IRET Properties will receive, or will have the right to elect to receive, the greatest amount of cash, securities, or other property which such holder would have received had it exercised its right to redemption and received shares of IRET in exchange for its limited partnership

units of IRET Properties immediately prior to the expiration of such purchase, tender or exchange offer and had accepted such purchase, tender or exchange offer.

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Despite the foregoing paragraph, IRET may merge, or otherwise combine its assets, with another entity if, immediately after such merger or other combination, substantially all of the assets of the surviving entity, other than its ownership in IRET Properties, are contributed to IRET Properties as a capital contribution in exchange for general partnership units of IRET Properties with a fair market value, as reasonable determined by IRET, equal to the agreed value of the assets so contributed.

For any transaction described in the preceding two paragraphs, IRET is required to use its commercially reasonable efforts to structure such transaction to avoid causing the limited partners to recognize gain for federal income tax purposes by virtue of the occurrence of or their participation in such transaction, provided such efforts are consistent with the exercise of the trustees' fiduciary duty under applicable law.

**Proceeds of this Offering will be Capital Contributions to IRET Properties**

All assets of IRET will be held by IRET Properties or a subsidiary of IRET Properties, including the proceeds of this offering. Although IRET Properties will receive the net proceeds of the offering, IRET and the General Partner will be deemed to have made a capital contribution to the IRET Properties in the amount of the gross proceeds of the offering and IRET Properties will be deemed simultaneously to have paid the expenses paid or incurred in connection with the offering. Upon such contribution, IRET, Inc. or IRET, as applicable, will receive additional Units and the General Partner's or IRET's, as applicable, percentage interest in IRET Properties will be increased on a proportionate basis based upon the amount of such additional capital contributions.

Conversely, the percentage interests of the limited partners will be decreased on a proportionate basis in the event of additional capital contributions by the IRET, Inc. or IRET. In addition, if the IRET, Inc. or IRET contributes additional capital to IRET Properties, IRET, Inc. will revalue the property of IRET Properties to its fair market value as determined by IRET, Inc. and the capital accounts of the partners will be adjusted to reflect the manner in which the unrealized gain or loss inherent in such property which has not been reflected in the capital accounts previously would be allocated among the partners under the terms of the limited partnership agreement of IRET Properties if there were a taxable disposition of such property at fair market value on the date of the revaluation.

The limited partnership agreement of IRET Properties provides that if IRET Properties requires additional funds at any time or from time to time in excess of funds available to IRET Properties from borrowing or capital contributions, IRET, Inc. or IRET may borrow such funds from a financial institution or other lender and lend such funds to IRET Properties on the same terms and conditions as are applicable to IRET, Inc.'s or IRET's, as applicable, borrowing of such funds.

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IRET, Inc. is authorized to cause IRET Properties to issue partnership interests for less than fair market value if IRET (i) has concluded in good faith that such issuance is in the best interest of IRET and IRET Properties and (ii) IRET, Inc. makes a capital contribution in an amount equal to the proceeds of such issuance. Under the limited partnership agreement of IRET Properties, IRET, Inc. is obligated to contribute or cause IRET to contribute the



proceeds of a share offering by IRET as additional capital to IRET Properties.

### **Exchange Rights of Limited Partners**

Pursuant to the limited partnership agreement of IRET Properties, the limited partners have exchange rights that enable them to cause IRET Properties to exchange their limited partnership units for cash, or at the option of IRET, Inc., shares of IRET on a one-for-one basis.

The exchange price will be paid in cash in the event that the issuance of shares of IRET to the exchanging limited partner would:

- (i) result in any person owning, directly or indirectly, IRET shares in excess of the ownership limitation of 50% of the outstanding shares of IRET;
- (ii) result in shares of beneficial interest of IRET being owned by fewer than 100 persons;
- (iii) result in IRET being "closely held" within the meaning of Section 856(h) of the IRS code;
- (iv) cause IRET to own, actually or constructively, 10% or more of the ownership interest in a tenant of IRET's or IRET Properties' real estate, within the meaning of Section 856(d)(2)(B) of the IRS code; or
- (v) cause the acquisition of IRET shares by such redeeming limited partner to be "integrated" with any other distribution of IRET shares for purposes of complying with the Securities Act.

The exchange may be exercised by the limited partners at any time after the first anniversary of the date of their acquisition, provided that not more than two exchanges may occur during each calendar year and each limited partner may not exercise the exchange for less than 1,000 units or, if such limited partner holds less than 1,000 units all of the units held by such limited partner.

The number of IRET shares issuable upon an exchange will be adjusted upon the occurrence of share splits, mergers, consolidations or similar pro rata share transactions, which otherwise would have the effect of diluting the ownership interests of the limited partners or the shareholders IRET.

### **Operation of IRET Properties and Payment of Expenses**

The limited partnership agreement of IRET Properties requires that the partnership be operated in a manner that will enable IRET to satisfy the requirements for being classified as a REIT for federal tax purposes, to avoid any federal income or excise tax liability imposed by the IRS code, and to ensure that IRET Properties will not be classified as a publicly traded partnership for purposes of Section 7704 of the IRS code.

In addition to the administrative and operating costs and expenses incurred by IRET Properties, it will pay all administrative costs and expenses of IRET and IRET, Inc. All expenses of IRET will be considered expenses of IRET Properties. IRET expenses generally will include:

- (i) all expenses relating to the operation and continuity of existence of IRET and IRET, Inc.;
- (ii) all expenses relating to the public offering and registration of securities by IRET;

- (iii) all expenses associated with the preparation and filing of any periodic reports by IRET under federal, state or local laws or regulations;
- (iv) all expenses associated with compliance by IRET and IRET, Inc. with laws, rules and regulations promulgated by any regulatory body; and
- (v) all other operating or administrative costs of IRET, Inc. incurred in the ordinary course of its business on behalf of IRET Properties.

#### **Distributions and Liquidation**

The limited partnership agreement of IRET Properties provides that it shall distribute cash from operations on a quarterly basis, in amounts determined by IRET, Inc. in its sole discretion, to the partners in accordance with their respective percentage interests in IRET Properties. Upon liquidation of the IRET Properties, and after payment of, or adequate provision for, debts and obligations of IRET Properties, any remaining assets will be distributed to all partners with positive capital accounts in accordance with their respective positive capital account balances. If IRET has a negative balance in its capital account following a liquidation, it will be obligated to contribute cash equal to the negative balance in its capital account.

#### **Allocations**

Income, gain and loss of IRET Properties for each fiscal year is allocated among the partners in accordance with their respective interests, subject to compliance with the provisions of IRS code sections 704(b) and 704(c) regulations issued thereunder.

#### **Term**

IRET Properties shall continue until April 30, 2050, or until sooner dissolved upon:

- (i) the bankruptcy, dissolution or withdrawal of IRET, Inc.;
- (ii) the sale or other disposition of all or substantially all of its assets;
- (iii) the redemption of all limited partnership interests; or
- (iv) the election by the General Partner.

#### **Fiduciary Duty**

Before becoming a limited partner, each limited partner must agree that in the event of any conflict in the fiduciary duties owed by IRET to its shareholders and by the General Partner to such Limited Partners, the General Partner will fulfill its fiduciary duties to such limited partnership by acting in the best interests of IRET's shareholders.

#### **Tax Matters**

IRET, Inc. is the tax matters partner of IRET Properties and, as such, has authority to handle tax audits and to make tax elections under the IRS code on behalf of IRET Properties and the limited partners.

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#### **Tax Treatment of IRET and Its Shareholders**

### Federal Income Tax

Since its organization, IRET has operated in a manner to qualify as a real estate investment trust under Sections 856-858 of the IRS code. Under such sections, a real estate investment trust, which meets certain requirements, will not be subject to Federal income tax with respect to income that it distributes to shareholders. Rather all earnings of the company will be taxed at the shareholder level

To be considered a real estate investment trust for purposes of the Federal income tax laws, IRET must continue to meet the following requirements:

- (1) At the end of each fiscal quarter at least 75% of the total assets of IRET must consist of real estate, cash, cash items including receivables and government securities. As to non-real estate investments, which may not exceed 25% of the total assets of IRET, the securities of any one issuer acquired by IRET may not represent more than 5% of the value of IRET's assets or more than 10% of the outstanding voting securities of such issuer.
- (2) At least 75% of the gross income of IRET for the taxable year must be derived from real estate rents or mortgages or other real estate related activities
- (3) Gross income for the taxable year from sales or other disposition of stock or securities held for less than six months and of real property (or interests in real property) held for less than four years must be less than 30% of gross income.
- (4) Beneficial ownership of IRET must be held by 100 or more persons during at least 335 days of a taxable year of 12 months. More than 50% of the outstanding stock may not be owned, directly or indirectly, by or for, five or fewer individuals, at any time during the last half of the taxable year.

As a real estate investment trust, IRET will not be taxed on that portion of its net income which is distributed to shareholders, if at least 90% of its net income is distributed. However, to the extent that there is undistributed net income or undistributed capital gain income, IRET will be taxed as a corporation at corporate income tax rates. IRET will not be entitled to carry back or carry forward any net operating losses.

So long as IRET has met the statutory requirements for taxation as a real estate investment trust, distributions made to IRET's shareholders will be taxed to such shareholders as ordinary income or long-term capital gain. Distributions will not be eligible for the dividend exclusion for individuals, or for the 85% dividends received deduction for corporations. IRET will notify each shareholder as to what portion of the distributions in the opinion of its counsel constitutes ordinary income or capital gain. The shareholders may not include in their individual income tax returns any operating or extraordinary losses of IRET, whether ordinary or capital losses.

If, in any taxable year, IRET should not qualify as a real estate investment trust, it would be taxed as a corporation and distributions to its shareholders would not be deductible by IRET in computing its taxable income. Such distributions, to the extent made out of IRET's current or accumulated earnings and profits, would be taxable to the shareholders as dividends, but would be eligible for the dividend exclusion, or the 85% dividends received deduction for corporations.

In the opinion of the law firm of Pringle & Herigstad, P.C., IRET has conducted its operations in such a manner to qualify as a real estate investment trust. The regulations of the IRS require that the trustees have continuing exclusive authority over the management of IRET, the conduct of its affairs and, with certain limitations, the management and disposition of IRET property. It is the intention of the trustees to adopt any amendments to IRET's organizational documents that may be necessary for IRET to continue operation as a real estate investment trust. Any amendments to

the organizational documents in order to remain qualified as a real estate investment trust may be done by the trustees without notice to or a vote of the shareholders.

### **State and Local Income Taxation**

Since IRET qualifies as a real estate investment trust for purposes of the Federal income tax laws, it will not be subject to state income tax on that portion of its taxable income which is distributed to shareholders. Distributions to IRET shareholders may be subject to taxation by the state or local jurisdiction of residence of the shareholder.

Prospective shareholders should consult their tax advisors for an explanation of how state and local tax laws could affect their investment.

### **Taxation of IRET's Shareholders**

Distributions made to IRET's shareholders out of current or accumulated earnings and profits will be taxed as ordinary income. Distributions that are designated as capital gain dividends will be taxed as long-term capital gains to the extent they do not exceed IRET's actual net capital gain income for the taxable year, although corporate shareholders may be required to treat up to 20% of any such capital gain dividend as ordinary income. Distributions in excess of current or accumulated earnings and profits will not be taxable to a shareholder to the extent that they do not exceed the adjusted basis of the shareholder's shares of stock, but rather will reduce the adjusted basis of such shares of stock as a return of capital.

To the extent that distributions exceed the adjusted basis of shareholder's shares of stock they will be included in income as long-term or short-term capital gain assuming the shares are held as a capital asset in the hands of the shareholder. IRET will notify shareholders at the end of each year as to the portions of the distributions which constitute ordinary income, net capital gain or return of capital.

In addition, any dividend declared by IRET in October, November or December of any year payable to a shareholder of record on a specified date in any such month shall be treated as both paid by IRET and received by the shareholder on December 31 of such year, even though the dividend is actually paid by IRET during January of the following calendar year.

In general any gain or loss upon a sale or exchange of shares by a shareholder who has held such shares as a capital asset will be long-term or short-term depending on whether the stock was held for more than one year; provided, however, any loss on the sale or exchange of shares that have been held by such shareholder for six months or less will be treated as a long-term capital loss to the extent of distributions from IRET required to be treated by such shareholders as long-term capital gain.

### **Taxation of IRA's, 401K's, Pension Plans and Other Tax-exempt Shareholders**

The IRS has ruled that amounts distributed as dividends by a qualified REIT do not constitute unrelated business taxable income ("UBTI") when received by a tax-exempt entity. Based on that ruling the dividend income from IRET should not, subject to certain exceptions described below, be UBTI to a pension plan, 401k, IRA or other tax-exempt entity (a "Tax-Exempt Shareholder") provided that the Tax-Exempt Shareholder has not held its shares as "debt financed property" within the meaning of the Code and the shares are not otherwise used in an unrelated trade or business of the Tax-Exempt Shareholder. Similarly, income from the sale of IRET shares should not, subject to certain exceptions described below, constitute UBTI unless the Tax-Exempt Shareholder has held such shares as a dealer (under Section 512(b)(5)(B) of the IRS code) or as "debt financed property" within the meaning of Section 514

of the IRS code.

For Tax-Exempt Shareholders which are social clubs, voluntary employee benefit associations, supplemental unemployment benefit trusts, and qualified group legal services plans exempt from federal income taxation under sections 501(c)(7), (c)(9), (c)(17) and (c)(20) of the IRS code respectively, income from an investment in IRET will constitute UBTI unless the organization is able to deduct properly amounts set aside or placed in reserve for certain purposes so as to offset the income generated by its investment in IRET. Such prospective investors should consult their tax advisors concerning these "set-aside" and reserve requirements.

### **IRET Reporting to the IRS and Backup Withholding**

IRET will report to its shareholders and the IRS the amount of dividends paid during each calendar year, and the amount of tax withheld, if any. Under the backup withholding rules, a shareholder may be subject to backup withholding at the rate of 31% with respect to dividends paid unless such holder (a) is a corporation or comes within certain other exempt categories and when required, demonstrates this fact, or (b) provides a correct taxpayer identification number, certifies as to no loss of exemption from backup withholding, and otherwise complies with applicable requirements of the backup withholding rules. A shareholder that does not provide IRET with a correct taxpayer identification number may also be subject to penalties imposed by the IRS. Any amount paid as backup withholding will be creditable against the shareholder's income tax liability. In addition, IRET may be required to withhold a portion of capital gain distributions to any shareholders who fail to certify their non-foreign status to IRET.

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## **Tax Treatment of IRET Properties and Its Limited Partners**

The following discussion summarizes certain federal income tax considerations applicable to IRET's investment in IRET Properties. The discussion does not cover state or local tax laws or any federal tax laws other than income tax laws.

### **Classification as a Partnership**

IRET will include in its income its share of IRET Properties income and deduct its share of the losses only if IRET Properties is classified for federal income tax purposes as a partnership rather than as a corporation or an association taxable as a corporation.

IRET has not requested, and does not intend to request, a ruling from the IRS that IRET Properties will be classified as a partnership for federal income tax purposes. Instead, Pringle & Herigstad, P.C., is of the opinion that, based on certain factual assumptions and representations, IRET Properties does not possess more than two corporate characteristics and will not be treated as a publicly traded partnership. Therefore, it will be treated for federal income tax purposes as a partnership and not as a corporation or an association taxable as a corporation, or a publicly traded partnership. Unlike a tax ruling, an opinion of counsel is not binding upon the IRS, and no assurance can be given that the IRS will not challenge the status of IRET Properties as a partnership for federal income tax purposes. If a court sustained such a challenge, IRET Properties would be treated as a corporation for federal income tax purposes, as described below. In addition, the opinion of Pringle & Herigstad, P.C., is based on existing law, which is to a great extent the result of administrative and judicial interpretation. No assurance can be given that administrative or judicial changes would not modify the conclusions expressed in the opinion.

If for any reason IRET Properties was taxable as a corporation, rather than a partnership, for federal income tax purposes, IRET would not be able to qualify as a REIT. In addition, any change in the Partnership's status for tax purposes might be treated as a taxable event, in which case IRET might incur a tax liability without any related cash

distribution. Further, items of income and deduction of the Partnership would not pass through to its partners, and its partners would be treated as shareholders for tax purposes. Additionally, IRET Properties would be required to pay income tax at corporate tax rates on its net income, and distributions to its partners would constitute dividends that would not be deductible in computing IRET Properties' taxable income.

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## **Income Taxation of IRET Properties and its Partners**

### **Partners and not IRET Properties Subject to Tax**

A partnership is not a taxable entity for federal income tax purposes. Rather, IRET will be required to take into account its allocable share of IRET Properties' income, gains, losses, deductions, and credits for any taxable year ending within or with the taxable year of IRET, without regard to whether IRET has received or will receive any distributions.

### **Partnership Allocation Income, Losses and Capital Gain**

Although a partnership agreement generally will determine the allocation of income and losses among partners, such allocations will be disregarded for tax purposes under section 704(b) of the Code if they do not comply with the provisions of section 704(b) of the Code and the Treasury Regulations promulgated thereunder. If an allocation is not recognized for federal income tax purposes, the item subject to the allocation will be reallocated in accordance with the partners' interests in the partnership, which will be determined by taking into account all of the facts and circumstances relating to the economic arrangement of the partners with respect to such item. The Operating Partnership's allocations of taxable income and loss are intended to comply with the requirements of Section 704(b) of the Code and the Treasury Regulations promulgated thereunder.

### **Tax Allocations with Respect to Contributed Property**

Pursuant to section 704(c) of the Code, income, gain, loss, and deductions attributable to appreciated or depreciated property that is contributed to a partnership in exchange for an interest in the partnership must be allocated for federal income tax purposes in a manner such that the contributor is charged with, or benefits from, the unrealized gain or unrealized loss associated with the property at the time of the contribution. The amount of such unrealized gain or unrealized loss is generally equal to the difference between the fair market value of the contributed property at the time of contribution and the adjusted tax basis of such property at the time of contribution. The Treasury Department has issued regulations requiring partnerships to use a "reasonable method" for allocating items affected by section 704(c) of the Code and outlining several reasonable allocation methods. IRET Properties plans to elect to use the traditional method for allocating IRS code section 704(c) items with respect to the properties it acquires in exchange for limited partnership units.

Under the limited partnership agreement of IRET Properties, depreciation or amortization deductions of will be allocated among the partners in accordance with their respective interests. In addition, gain on the sale of a property contributed to IRET Properties by a limited partner in exchange for limited partnership units will be specially allocated to such limited partner to the extent of any built-in gain with respect to the property. Depending on the

allocation method elected under IRS code section 704(c), it is possible that IRET (i) may be allocated lower amounts of depreciation deductions for tax purposes with respect to contributed properties than would be allocated to IRET if such properties were to have a tax basis equal to their fair market value at the time of contribution and (ii) may be allocated taxable gain in the event of a sale of such contributed properties in excess of the economic profit allocated to IRET as a result of such sale. These allocations may cause IRET to recognize taxable income in excess of cash proceeds, which might adversely affect IRET's ability to comply with the REIT distribution requirements. This situation has not occurred to IRET in the past, nor does IRET have any reason to believe it will occur in the future.

The allocation rules may also affect the calculation of IRET's earnings and profits for purposes of determining which portion of IRET's distributions is taxable as a dividend. The allocations described in this paragraph may result in a higher portion of IRET's distributions being taxed as a dividend than would have occurred had IRET purchased the Properties for cash.

### **Tax Basis in IRET Properties**

IRET's adjusted tax basis of its partnership interest in IRET properties is equal to (i) the amount of cash and the basis of any other property contributed to IRET Properties by IRET, (ii) increased by its share of income and its share of indebtedness, and (iii) reduced, but not below zero, by its share of the loss and the amount of cash distributed to IRET.

If the allocation of IRET's share of loss would reduce the adjusted tax basis of IRET's partnership interest in below zero, the recognition of such loss will be deferred until such time as the recognition of such loss would not reduce IRET's adjusted tax basis below zero. To the extent that distributions, or any decrease in IRET's share of the indebtedness would reduce IRET's adjusted tax basis below zero, such distributions will constitute taxable income to IRET. Such distributions normally will be characterized as capital gain, and, if IRET's partnership interest has been held for longer than the long-term capital gain holding period, the distributions will constitute long-term capital gain.

### **Sale of Real Estate**

Generally, any gain realized by IRET Properties on the sale of property held for more than one year will be long-term capital gain, except for any portion of such gain that is treated as depreciation or cost recovery recapture.

Any gain recognized on the disposition of a particular property contributed by a partner in exchange for limited partnership will be allocated first to such contributing partner under section 704(c) of the IRS code to the extent of such contributing partner's built-in. Any remaining gain will be allocated among the partners in accordance with their respective ownership percentage interests in IRET Properties

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## **ERISA and Prohibited Transaction Considerations**

The following is a discussion of material considerations arising under the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), and the prohibited transaction provisions of section 4975 of the IRS code that may be relevant to a prospective purchaser. The discussion does not purport to deal with all aspects of ERISA or section 4975 of the IRS code that may be relevant to particular shareholders in light of their particular circumstances.

The discussion is based on current provisions of ERISA and the IRS code. Any change in the current law may render this discussion incorrect.

A fiduciary of a pension, profit-sharing, other employee benefit plan, IRA or 401K plan subject to Title I of ERISA should consider carefully whether an investment in IRET shares is consistent with his fiduciary responsibilities under ERISA. In particular, the fiduciary requirements of Part 4 of Title I of ERISA require an ERISA Plan's investments to be (i) prudent and in the best interests of the ERISA Plan, its participants, and its beneficiaries, (ii) diversified in order to minimize the risk of large losses, unless it is clearly prudent not to do so, and (iii) authorized under the terms of the ERISA Plan's governing documents.

### **Status of IRET and IRET Properties under ERISA**

The following section discusses certain principles that apply in determining whether the fiduciary requirements of ERISA and the prohibited transaction provisions of ERISA and the IRS code apply to IRET or IRET Properties because one or more shareholders may be an ERISA Plan or is a Non-ERISA Plan or IRA subject to prohibited transactions section 4975 of the IRS code.

If the assets of IRET are deemed to be "plan assets" under ERISA, (i) the prudence standards and other provisions of Part 4 of Title I of ERISA would be applicable to any transactions involving IRET's assets, (ii) persons who exercise any authority over IRET's assets, or who provide investment advice to IRET, would (for purposes of fiduciary responsibility provisions of ERISA) be fiduciaries of each ERISA Plan that acquires IRET shares, and transactions involving IRET's assets undertaken at their direction or pursuant to their advice might violate their fiduciary responsibilities under ERISA, especially with regard to conflicts of interest, (iii) a fiduciary exercising his investment discretion over the assets of an ERISA Plan to cause it to acquire or hold IRET shares could be liable under Part 4 of Title I of ERISA for transactions entered into by IRET that do not conform to ERISA standards of prudence and fiduciary responsibility, and (iv) certain transactions that IRET might enter into in the ordinary course of its business and operations might constitute "prohibited transactions" under ERISA and the IRS code.

Regulations of the Department of Labor (DOL) provide that the ERISA rules do not apply in the case of a security which is either a "publicly-offered security."

The Plan Asset Regulations define a publicly-offered security as a security that is "widely-held," "freely transferable," and either part of a class of securities registered under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or sold pursuant to an effective registration statement under the Securities Act. The DOL regulations provide that a security is "widely-held" only if it is part of a class of securities that is owned by 100 or more investors independent of the issuer and of one another. As of April 30, 2001, IRET had in excess of 4,800 shareholders and is of the opinion that the Shares are now and will be "widely held."

The Plan Asset Regulations provide that whether a security is "freely transferable" is a factual question to be determined on the basis of all relevant facts and circumstances. IRET currently imposes only the following restrictions on transfer:

Section 7 of Article 2 of the Declaration of Trust provides: "To insure compliance with the Internal Revenue Code provision that no more than 50% of the outstanding Shares may be owned by five or fewer individuals, the Trustees may at any time redeem Shares from any Shareholder at the fair market value thereof (as determined in good faith by the Trustees based on an independent appraisal of Trust assets made within six months of the redemption date). Also, the Trustee may refuse to transfer Shares to any Person who acquisition of additional Shares might, in the opinion of



the Trustees, violate the above requirement."

IRET is not aware of any other facts or circumstances limiting the transferability of its shares that are not enumerated in the Plan Asset Regulations as those not affecting free transferability.

Assuming that IRET shares will be "widely held" and that no other facts and circumstances other than those referred to in the preceding paragraph exist that restrict transferability, it is IRET's opinion that its shares should be publicly offered securities and the assets of IRET should not be deemed to be "plan assets" of any ERISA Plan, IRA, or Non-ERISA Plan that invests in IRET shares.

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### Market Price of and Dividends on IRET's Shares of Beneficial Interest

#### Market for IRET Shares of Beneficial Interest

Since October 17, 1997, IRET shares of Beneficial Interest have traded on the NASDAQ Small-Cap market under the symbol "IRETS." The following sets forth high and low closing sale prices for the fiscal periods indicated as well as the total volume and total number of trades during such periods:

| <u>Fiscal Quarter Ended</u> | <u>High</u> | <u>Low</u> | <u>Total Volume</u> | <u>Total Trades</u> |
|-----------------------------|-------------|------------|---------------------|---------------------|
| *10-31-97                   | \$ 7.125    | \$ 6.563   | 35,154              | 45                  |
| 01-31-98                    | \$ 7.313    | \$ 6.625   | 339,857             | 204                 |
| 04-30-98                    | \$ 7.344    | \$ 7.031   | 437,487             | 196                 |
| 07-31-98                    | \$ 7.250    | \$ 7.000   | 359,835             | 118                 |
| 10-31-98                    | \$ 7.500    | \$ 7.000   | 489,586             | 232                 |
| 01-31-99                    | \$ 7.688    | \$ 7.000   | 343,128             | 249                 |
| 04-30-99                    | \$ 8.000    | \$ 7.000   | 445,900             | 313                 |
| 07-31-99                    | \$ 17.875   | \$ 7.063   | 1,306,088           | 754                 |
| 10-31-99                    | \$ 8.438    | \$ 7.000   | 962,576             | 746                 |
| 01-31-00                    | \$ 8.375    | \$ 7.250   | 620,291             | 737                 |
| 04-30-00                    | \$ 8.125    | \$ 7.125   | 1,169,063           | 1,177               |
| 07-31-00                    | \$ 8.125    | \$ 7.375   | 1,389,410           | 1,189               |
| 10-31-00                    | \$ 8.250    | \$ 7.594   | 979,400             | 1,288               |
| 01-31-01                    | \$ 8.500    | \$ 7.438   | 1,075,896           | 1,311               |
| 04-30-01                    | \$ 8.980    | \$ 8.000   | 619,172             | 904                 |
| 07-31-01                    | \$ 10.490   | \$ 8.250   | 2,516,122           | 4,434               |
| 10-31-01                    | \$ 9.430    | \$ 8.800   | 1,101,648           | 2,006               |

\* *from 10-20-97 - trading day*

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### Prior Share Offering Price

IRET also offered primary Shares of Beneficial Interest for sale to the public under Best Efforts offerings through various brokers registered with the National Association of Securities Dealers. Primary shares were sold as follows:

|                      | <u>Per Share</u> |
|----------------------|------------------|
| 05/01/97 to 12/31/97 | \$7.20           |
| 01/05/98 to 11/20/98 | \$7.45           |
| 01/15/98 to 04/30/99 | \$7.85           |
| 06/04/99 to 07/20/99 | \$8.10           |
| 09/01/99 to 11/19/99 | \$8.25           |
| 12/14/99 to 05/01/00 | \$8.40           |
| 06/13/00 to 04/16/01 | \$8.60           |

### Share Buyback Program

IRET also repurchased its shares during this period. Following is a summary, by quarter-year, of the sale of primary shares and repurchase of shares by IRET:

|                            | <u>Shares</u> | <u>Dollars</u>     |
|----------------------------|---------------|--------------------|
| 05/01/99 Beginning Balance | 19,066,954    | \$ 93,095,819      |
| Quarter Ended 07/31/99     |               |                    |
| Shares Sold                | 856,738       | \$ 7,172,603       |
| Commissions Paid           | _____         | \$ <u>-466,368</u> |
|                            | 19,923,692    | \$ 99,802,054      |
| Quarter Ended 10/31/99     |               |                    |
| Shares Sold                | 1,216,465     | \$ 9,789,966       |
| Commissions Paid           | _____         | \$ <u>-497,488</u> |
|                            | 21,140,157    | \$ 109,094,532     |
| Quarter Ended 01/31/00     |               |                    |
| Shares Sold                | 850,779       | \$ 6,881,751       |
| Commissions Paid           | _____         | \$ <u>-310,900</u> |
|                            | 21,990,936    | \$ 115,665,383     |
| Quarter Ended 04/30/00     |               |                    |
| Shares Sold                | 461,133       | \$ 3,887,039       |
| Commissions Paid           | _____         | \$ <u>-319,252</u> |

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|                            |             |                  |
|----------------------------|-------------|------------------|
|                            | 22,452,069  | \$ 119,233,170   |
| Quarter Ended 07/31/00     |             |                  |
| Shares Sold                | 288,677     | \$ 2,437,091     |
| Commissions Paid           |             | \$ -173,256      |
| Dividend Reinvestment Plan | 141,736     | \$ 1,157,349     |
| Shares Redeemed            | <u>-716</u> | <u>\$ -5,470</u> |
|                            | 22,881,768  | \$ 122,648,884   |
| Quarter Ended 10/31/00     |             |                  |
| Shares Sold                | 158,248     | \$ 1,360,601     |
| Commissions Paid           |             | \$ -99,949       |
| Dividend Reinvestment Plan | 40,603      | \$ 330,957       |
| Shares Redeemed            | <u>-289</u> | <u>\$ -2,277</u> |
|                            | 23,080,328  | \$ 124,238,216   |

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|                            | <u>Shares</u>     | <u>Dollars</u>        |
|----------------------------|-------------------|-----------------------|
| Quarter Ended 01/31/01     |                   |                       |
| Shares Sold                | 286,868           | \$ 2,465,230          |
| Commissions Paid           |                   | \$ -193,123           |
| Dividend Reinvestment Plan | 12,813            | \$ 103,169            |
| Shares Redeemed            | <u>-39,561</u>    | <u>\$ -306,722</u>    |
|                            | 23,340,448        | \$ 126,306,770        |
| Quarter Ended 04/30/01     |                   |                       |
| Shares Sold                | 610,833           | \$ 5,197,960          |
| Commissions Paid           |                   | \$ -312,251           |
| Dividend Reinvestment Plan | 117,286           | \$ 958,177            |
| Shares Redeemed            | <u>-221</u>       | <u>\$ -1,888</u>      |
|                            | <u>24,068,346</u> | <u>\$ 132,148,768</u> |

#### Shares Outstanding and Number of Shareholders

As of July 31, 2001, IRET had 4,354 shareholder accounts. No shareholder held 5% or more of the 24,261,217 shares of beneficial interest outstanding on July 31, 2001. IRET has no other classes of stock and there were no warrants, stock options or other contractual arrangements requiring the issuance of its stock.

#### Distributions Payable Last Five Years

IRET has paid quarterly distributions since July 1, 1971. Distributions are generally paid in January, April, July, and October of each year. IRET's current dividend rate is .1450 cents per share per quarter payable on Dividends paid during the past three fiscal years and the current fiscal year to date were as follows:

|              |             |             |             |             |             |
|--------------|-------------|-------------|-------------|-------------|-------------|
|              | <u>2001</u> | <u>2000</u> | <u>1999</u> | <u>1998</u> | <u>1997</u> |
| January 15th | \$ .1400    | \$ .1280    | \$ .1200    | \$ .10500   | \$ .0975    |

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|             |                 |                 |                 |                  |                 |
|-------------|-----------------|-----------------|-----------------|------------------|-----------------|
| April 1st   | \$ .1425        | \$ .1300        | \$ .1225        | \$ .10700        | \$ .1000        |
| July 1st    | \$ .1450        | \$ .1240        | \$ .1100        | \$ .10125        | \$ .0925        |
| October 1st | \$ <u>.1475</u> | \$ <u>.1260</u> | \$ <u>.1150</u> | \$ <u>.10300</u> | \$ <u>.0950</u> |
| Total       | \$ .5750        | \$ .5080        | \$ .4675        | \$ .41625        | \$ .385         |

Over the past five fiscal years ending April 30, the annual distributions have been treated as follows for federal and state income tax purposes:

|                   | <u>2001</u>   | <u>2000</u>  | <u>1999</u>   | <u>1998</u> | <u>1997</u>  |
|-------------------|---------------|--------------|---------------|-------------|--------------|
| Ordinary Income   | 86.76%        | 69.70%       | 76.00%        | 97.10%      | 79.00%       |
| Capital Gain      | .72%          | 30.30%       | 6.30%         | 2.90%       | 21.00%       |
| Return of Capital | <u>12.52%</u> | <u>0.00%</u> | <u>17.70%</u> | <u>0.0%</u> | <u>0.00%</u> |
| Total             | 100.00%       | 100.00%      | 100.00%       | 100.00%     | 100.00%      |

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**Dividend Reinvestment Plan**

IRET currently offers its existing shareholders the option of reinvesting all or a portion of dividends into additional IRET shares.

Pursuant to its dividend reinvestment plan, IRET may, from time to time, repurchase its shares on the open market for purposes of fulfilling its obligations under the Plan or, if sufficient shares are not available on the open market, IRET will issue additional shares.

Each shareholder shall have the option to use cash dividends to purchase additional shares. In order to participate in the Dividend Reinvestment Plan, the shareholder must affirmatively elect to do so by notifying the Transfer Agent and Registrar, Investors Real Estate Trust, 12 South Main, Suite 100, Minot, ND 58701, (701) 837-4738. The shareholder may terminate participation at any time by notifying the Transfer Agent.

The dividend is taxable to the shareholders whether received in cash or shares.

**Description of IRET's Shares of Beneficial Interest**

The securities being offered pursuant to this prospectus are shares of beneficial interest of Investors Real Estate Trust. As of the effective date of this prospectus listed on the front cover, each share of beneficial interest has rights and benefits outlined below. None of the items listed may be changed by IRET or its trustees without notice to and the affirmative vote of those shareholders holding a majority of IRET's outstanding shares unless otherwise noted below:

The shares of beneficial interest of IRET are of one class without par value.

There is no limit on the number of shares that may be issued.

All shares participate equally in dividends and distributions when and as declared by the trustees and in net assets upon liquidation.

All shares of beneficial interests are fully paid and non-assessable by IRET upon issuance and will have no preference, conversion, exchange, pre-emptive or redemption rights.

Annual meetings of shareholders shall be held no later than 120 days after April 30th of each year and special meetings may be called by the Chairman of the trustees or by a majority of the trustees or upon written request of shareholders holding not less than 10% of the issued and outstanding shares.

At any meeting a shareholder is entitled to one vote for each share of IRET owned.

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All trustees must be elected or re-elected annually by the shareholders holding a majority of the issued and outstanding shares of IRET. With respect to the election of trustees, the shares have cumulative voting rights which allow each shareholder one vote in person or by written proxy for each share registered in his name for as many persons as there are trustees to be elected. For example, if a shareholder owns 10 shares of IRET and there are nine trustees, then the shareholder is entitled to cast a total of 90 votes for any particular or all trustees standing for election.

#### **Ownership and Transfer Restrictions**

The shares of beneficial interests of IRET are fully transferable and alienable subject only to certain restrictions intended to maintain IRET's status as a REIT:

To insure compliance with the Internal Revenue Code provision that no more than 50% of the outstanding shares may be owned by five or fewer individuals, IRET may at any time redeem shares from any shareholder at the fair market value thereof as determined in good faith by IRET based on an independent appraisal of IRET's assets made within six months of the redemption date.

Also, IRET may refuse to transfer shares to any person whose acquisition of additional shares might, in the opinion of IRET, violate the above requirement.

Since its formation in 1970, IRET has never imposed the restrictions on transfer nor redeemed any of its shares pursuant to the restrictions listed in the preceding paragraph.

#### **Legal Proceeding**

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As of November 5, 2001, we are not aware of any pending or threatened litigation that will have a materially adverse effect on IRET or any of our properties.

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**Management**

**Directors and Executive Officers**

The organizational documents of IRET provide that the company is to be supervised by a board of trustees consisting of no fewer than 5 nor more than 11 members. As of September 25, 2001, IRET had 9 trustees. The trustees delegate the day-to-day management of IRET to four executive officers.

Trustees as of September 25, 2001, were:

| <u>Name</u>          | <u>Title</u>  | <u>Principal Activity Last Five Years</u>  | <u>Age</u> | <u>First Elected</u> | <u>Term Expires</u> |
|----------------------|---------------|--|------------|----------------------|---------------------|
| Jeffrey L. Miller    | Chairman      | President of M&S Concessions, Inc.;<br>Former President of Coca-Cola Bottling, Co.   | 57         | 1985                 | 09/25/02            |
| C. Morris Anderson   | Vice Chairman | Director of Dakota Boys Ranch (26 yrs.);<br>President of North Hill Bowl, Inc.;<br>Chairman of the Board, International Inn, Inc.;   | 72         | 1970                 | 09/25/02            |
| John F. Decker       | Trustee       | Director, Norwest Bank - Minot, N.A.   | 59         | 1998                 | 09/25/02            |
| Daniel L. Feist      | Vice Chairman | Financial Advisor/Senior Vice President, D.A. Davidson;<br>President- Feist Construction & Realty;<br>Former Director of First Bank - Minot, N.A.; Director ND Holdings, Inc. -<br>Minot, ND   | 69         | 1985                 | 09/25/02            |
| Steven B. Hoyt       | Trustee       | CEO of Hoyt Properties, Inc.;  | 49         | 2001                 | 09/25/02            |
| Patrick G. Jones     | Trustee       | Board Member of Stonehaven Realty Trust;<br>President of Complast, Inc.  | 53         | 1986                 | 09/25/02            |
| Timothy P. Mihalick  | Trustee       | Investor   | 42         | 1999                 | 09/25/02            |
| Stephen L. Stenehjem | Trustee       | Senior Vice President & Chief Operating Officer of IRET<br>President & Chief Executive Officer of<br>Watford City BancShares, Inc.;  | 46         | 1999                 | 09/25/02            |
| Thomas A. Wentz, Jr. | Trustee       | President & Chairman of First International Bank & Trust, Watford City, ND;<br>Vice President & Director of First International Bank & Trust, Scottsdale, AZ<br>Vice President & General Counsel of IRET;<br>Director of SRT Communications, Inc.; | 35         | 1996                 | 09/25/02            |
|                      |               | Shareholder & Attorney with Pringle & Herigstad, P.C. until 12/31/99   |            |                      |                     |

As of November 5, 2001, there was no pending or threatened litigation involving and of the above named trustees that would have a materially adverse effect on the ability or the integrity of the listed trustees.

## Executive Compensation

Until July 1, 2000, IRET had no employees and contracted with Odell-Wentz & Associates, L.L.C., to provide all management services. In addition to the advisory fee paid for these management services, IRET also incurs administrative expenses for Trustees' fees, accountants' fees, printing and postage, filing fees and other related expenses incurred in connection with administering IRET assets and its communications with its shareholders and regulatory authorities. During the past five fiscal years, the following is a summary of the administrative expenses IRET paid to Odell-Wentz, the Trustees and the other administrative expenses:

| Fiscal Years Ended April 30                        | <u>2001</u>        | <u>2000</u>       | <u>1999</u>       | <u>1998</u>       | <u>1997</u>       |
|--|--------------------|-------------------|-------------------|-------------------|-------------------|
| Advisor's and Trustees' Compensation               | \$ 423,227         | \$1,159,120       | \$ 927,063        | \$ 745,907        | \$ 559,149        |
| Advisory Investigation Fee                         | \$ 58,250          | \$ 316,458        | \$ 195,019        | \$ 141,465        | \$ 177,834        |
| Other Administrative Expenses                      | <u>\$1,057,469</u> | <u>\$ 633,692</u> | <u>\$ 320,479</u> | <u>\$ 271,738</u> | <u>\$ 158,627</u> |
| Total Fees   | \$1,538,946        | \$2,109,270       | \$1,442,561       | \$1,159,110       | \$ 895,610        |
| Fees as Percent of Net Invested ssets of the Trust | 0.3%               | 0.4%              | 0.5%              | 0.5%              | 0.5%              |

As of July 1, 2000, IRET has been internally managed and operated so the calculation for 2001 is based on a combination of the fee paid to the advisor, Odell-Wentz and Associates, L.L.C., as well as all the administrative expenses of IRET after acquisition of Odell-Wentz and Associates, L.L.C. including salaries and other employee costs assumed from Odell-Wentz and Associates, L.L.C.

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The following tables set forth certain information concerning the compensation paid by IRET to its executive officers, who are also the four most highly compensated executive officers.

| Name and Principal Position                | Year | Salary (\$) | Bonus (\$) | Other Annual      | Restricted | Securities Underlying | LTIP    | All Other         |
|--|------|-------------|------------|-------------------|------------|-----------------------|---------|-------------------|
|  |      |             |            | Compensation (\$) | Stock      |                       |         |                   |
|  |      |             |            | (3)               | Award(s)   | Options/SARs(\$)(4)   | Payouts | Compensation (\$) |
|  |      |             |            |                   | (5)(4)     |                       | (5)(4)  |                   |
| Thomas A. Wentz,<br>Sr.<br>President & CEO | 2000 | \$71,500(1) | 0          | \$ 5,220          | 0          |                       | 0       | 0                 |
|  | 1999 | (5)         | (5)        | (5)               | (5)        |                       | (5)     | (5)               |
|  | 1998 | (5)         | (5)        | (5)               | (5)        |                       | (5)     | (5)               |
| Timothy P. Mihalick                        |      |             |            |                   |            |                       |         |                   |

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Senior Vice  
President & COO

|      |             |     |          |     |     |     |     |
|------|-------------|-----|----------|-----|-----|-----|-----|
| 2000 | \$78,000(1) | 0   | \$12,312 | 0   | 0   | 0   | 0   |
| 1999 | (5)         | (5) | (5)      | (5) | (5) | (5) | (5) |
| 1998 | (5)         | (5) | (5)      | (5) | (5) | (5) | (5) |

Thomas A. Wentz,  
Jr.  
Vice President &  
General Counsel

|      |             |     |          |     |     |     |     |
|------|-------------|-----|----------|-----|-----|-----|-----|
| 2000 | \$65,000(1) | 0   | \$10,557 | 0   | 0   | 0   | 0   |
| 1999 | (5)         | (5) | (5)      | (5) | (5) | (5) | (5) |
| 1998 | (5)         | (5) | (5)      | (5) | (5) | (5) | (5) |

Diane K. Bryantt  
Secretary & CFO

|      |             |     |          |     |     |     |     |
|------|-------------|-----|----------|-----|-----|-----|-----|
| 2000 | \$32,050(1) | 0   | \$ 8,626 | 0   | 0   | 0   | 0   |
| 1999 | (5)         | (5) | (5)      | (5) | (5) | (5) | (5) |
| 1998 | (5)         | (5) | (5)      | (5) | (5) | (5) | (5) |

(1) Calendar year 2000 covers a 6 month compensation period of July 1st through December 31st.

(2) IRET has no stock option plans or other stock based compensation plans that allocate, award or otherwise grant shares of IRET stock to any employees.

(3) Consists of employee health, dental, disability, and contributions to the company 401K plan on behalf of named executive officers. Additionally, includes compensation of \$751 annually for vehicle provided to Mr. Mihalick.

(4) IRET has no long-term incentive plans, restricted stock award plans, option plans or share appreciation rights plans (SARs).

(5) Until July 1st, 2000, Investor's Real Estate Trust had no employees and was externally advised by Odell-Wentz, & Associates, L.L.C

Since the conversion from being managed by the external advisor to being internally managed, IRET has employed and paid its employees directly. Going forward, IRET plans to pay its officers an annual salary and, depending upon IRET's performance, a bonus as determined annually by the trustees. No employee has an employment contract, change in control payment plan, or guaranteed bonus plan. All employees are employed at will and may be terminated by IRET at any time.

As a result of the acquisition of the advisory company, IRET assumed a note receivable from Mr. Mihalick in the amount of \$101,001.80. Proceeds of the note were used to purchase IRET shares of beneficial interest. The note bears interest at New York Prime less 1%. The note is current and is repayable upon demand.

**Trustee Compensation**

IRET pays an annual fee to its non-employee trustees. Trustees who are employees of IRET are not paid any annual fees for serving as a trustee beyond their annual salary and other employee compensation. IRET does not reimburse trustees for travel expenses incurred in connection with their activities on behalf of IRET. IRET has no option or share grant plans for trustees. For the past fiscal year, the compensation paid to each trustee was as follows:

| <u>Name</u> | <u>Title</u> | Compensation for the<br>past year 2001 |
|-------------|--------------|--|
|-------------|--------------|--|



ending April 30, 2001

|                          |                           |    |        |
|--------------------------|---------------------------|----|--------|
| Jeffrey L. Miller        | Trustee & Chairman        | \$ | 17,958 |
| C. Morris Anderson       | Trustee & Vice Chairman   | \$ | 16,178 |
| Daniel L. Feist          | Trustee & Vice Chairman   | \$ | 16,078 |
| Patrick G. Jones         | Trustee                   | \$ | 14,420 |
| John F. Decker           | Trustee                   | \$ | 14,220 |
| Stephen L. Stenehjem     | Trustee                   | \$ | 14,420 |
| Steven B. Hoyt (1)       | Trustee                   | \$ | 0      |
| Timothy P. Mihalick (2)  | Trustee & COO             | \$ | 0      |
| Thomas A. Wentz, Jr. (2) | Trustee & General Counsel | \$ | 0      |

(1) Mr. Hoyt was appointed to the board on April 1, 2001. As a result, he has received no compensation for the past year.

(2) Mr. Mihalick and Mr. Wentz, Jr. are employees of IRET Properties and are not awarded any additional compensation for serving on the Board of Trustees.

#### Security Ownership of Management and Trustees

As of date of this prospectus, no persons, or any trustee or officer individually was known by IRET to own beneficially more than 5% of the outstanding shares IRET.

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The following tabulation shows the ownership of IRET shares and limited partnership units of IRET Properties by trustees and officers as of September 1, 2001.

| <u>Trustees &amp; Officers</u>              | <u>Shares of Beneficial Interest (1)</u> | <u>Limited Partnership Operating Units (2)</u> | <u>Total Shares and Units</u> | <u>Percent of Class</u> |
|---|--|--|-------------------------------|-------------------------|
| Jeffrey L. Miller, Trustee & Chairman       | 279,874                                  | 6,725  | 286,599                       | .87%                    |
| Daniel L. Feist, Trustee & Vice Chairman    | 711,377                                  | 1,856  | 713,233                       | 2.17%                   |
| C. Morris Anderson, Trustee & Vice Chairman | 4,332                                    | 171,170  | 175,502                       | .53%                    |
| John F. Decker, Trustee                     | 48,856                                   | 0  | 48,856                        | .14%                    |
| Patrick G. Jones, Trustee                   | 235,905                                  | 0  | 235,905                       | .72%                    |
| Stephen L. Stenehjem, Trustee               | 16,850                                   | 0  | 16,850                        | .05%                    |
| Steven B. Hoyt, Trustee                     | 0  | 1,021,673                                      | 1,021,673                     | 3.11%                   |

|  |           |           |           |       |
|--|-----------|-----------|-----------|-------|
| Thomas A. Wentz, Sr., President & CEO                              | 269,147   | 126,977   | 396,124   | 1.20% |
| Timothy P. Mihalick, Trustee,<br>Senior Vice President & COO       | 33,824    | 0         | 33,824    | .10%  |
| Thomas A. Wentz, Jr., Trustee,<br>Vice President & General Counsel | 184,021   | 0         | 184,021   | .56%  |
| Diane K. Bryantt, Secretary & CFO                                  | 4,442     | 0         | 4,442     | .01%  |
| Group Total  | 1,788,628 | 1,328,401 | 3,117,029 | 9.48% |

- (1) *The amounts and percentages of shares beneficially owned are reported on the basis of regulations of the Securities and Exchange Commission governing the determination of beneficial ownership of securities. Except as otherwise indicated, each individual has sole voting and sole investment power with regard to the shares owned.*
- (2) *The units do not have voting rights but are exchangeable for shares at the option of the holder upon expiration of an initial mandatory holding period.*

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## Certain Relationships and Related Transactions

### Management Services

Through June 30, 2000, the advisor to the Trust was Odell-Wentz & Associates, LLC. Roger R. Odell and Thomas A. Wentz, Sr. were the owners of Odell-Wentz & Associates LLC and also officers and shareholders of the Trust. Under the advisory contract between the Trust and Odell-Wentz & Associates, LLC, the Trust paid an advisor's fee based on the net assets of the Trust and a percentage fee for investigating and negotiating the acquisition of new investments. For the year ended April 30, 2001, Odell-Wentz & Associates, LLC received total fees under said agreement of \$265,573. The fees for April 30, 2000, were \$1,400,973 and for April 30, 1999, were \$951,234.

### Acquisition of Odell-Wentz & Associates, L.L.C.

On July 1, 2000, IRET Properties acquired assets from Odell-Wentz & Associates, LLC in exchange for operating partnership units at a total purchase price of \$2,083,350. This acquisition included real estate, furniture, fixtures, equipment and other assets of approximately \$675,000, goodwill of approximately \$1,645,000, and the assumption of mortgages and other liabilities of approximately \$236,000. Except for Roger R. Odell who retired, all officers and employees of Odell-Wentz & Associates, LLC were retained by IRET Properties.

Odell-Wentz was owned equally by Thomas A. Wentz, Sr., who is currently IRET's President and Chief Executive Officer and Roger R. Odell, who as of the acquisition on July 1, 2000, was IRET's President. Mr. Odell retired as an employee of IRET as of July, 2000, and he did not seek re-election to the Board of trustees in August of 2000. Currently, Mr. Odell has no relationship with IRET as an employee, officer or trustee.

### Property Management Services

Investors Management and Marketing (IMM) provides property management services to the Trust. Roger R. Odell is a shareholder in IMM. IMM received \$114,421 for services rendered from May 1, 2000 through June 30, 2000, IMM received \$649,729, and \$609,783 for services rendered for years ended April 30, 2000, and 1999,

respectively.

With the exception of Hoyt Properties, Inc., none of the firms engaged to provide property management services are affiliated with IRET, its officers or trustees. As it pertains to Hoyt Properties, it is owned by Steven B. Hoyt who is currently a trustee of IRET. Hoyt Properties manages the following commercial buildings for IRET pursuant to a written management contract:

|                           |                 |
|---------------------------|-----------------|
| Cold Spring Center        | St. Cloud, MN   |
| 2030 Cliff Road           | Eagan, MN       |
| Plymouth IV & V           | Plymouth, MN    |
| Nicollet VII              | Burnsville, MN  |
| Burnsville Bluffs         | Burnsville, MN  |
| Pillsbury Business Center | Bloomington, MN |

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As compensation for its services, Hoyt properties receives a fee of 5% of the gross rental income provided such management fee is reimbursable by the building's tenants pursuant to the tenant's lease agreement. If the 5% fee is not payable by the tenant, but must be paid by IRET from rent proceeds, the annual fee is 3.5% of the gross rental proceeds.

The management contract with Hoyt Properties commenced on April 1, 2001 and may be terminated by either party on 30 days written notice for any reason and without penalty. As of July 31, 2001, Hoyt Properties has received \$70,296.12 as a management fee from IRET of which 100% has been recovered by IRET from the various building tenants. It is the opinion of IRET that all the other terms of the management contract are commercially reasonable and are on terms no less favorable to IRET than what could be obtained from an unrelated property management firm.

### **Security Sales Services**

Inland National Securities is a corporation that provides underwriting services in the sale of additional shares for the Trust. Roger R. Odell is also a shareholder in Inland National Securities. Fees for services from May 1, 2000 through June 30, 2000 were \$6,861. Fees for services totaled \$100,081, and \$157,392, for the years ended April 30, 2000 and 1999, respectively.

### **Legal Services**

The Trust paid fees and expense reimbursements to the law firm in which Thomas A. Wentz, Jr. was, until December 31, 1999, a partner totaling \$89,497 and \$33,022 for the years ended April 30, 2000, and 1999, respectively. Thomas A. Wentz, Jr. is a trustee of the Trust.

## **Selection, Management, and Custody of IRET's Assets**

### **Real Estate Management**

Under the direction and supervision of IRET employees based in Minot, all of the day to day management of IRET's real estate assets is handled by third party professional real estate management companies, which includes the negotiation of potential leases, preparation of proposed operating budgets and supervision of routine maintenance and capital improvements authorized by IRET. All activities related to the purchase, sale, insurance coverage, capital improvements, approval of commercial leases and annual operating budgets and major renovations are made exclusively by IRET employees and then implemented by the third party property management companies.

As it pertains to leases for its multi-tenant commercial properties, IRET relies almost exclusively on third party brokers to locate potential tenants. As compensation, most brokers receive a commission of up to 7% of the total rent to be paid over the term of the lease. This commission rate is the industry standard and in IRET's opinion commercially reasonable.

As of June 1, 2001, IRET has property management contracts with the following companies:

| <u>Firm</u>                               | <u>Address</u>   |
|---|--|
| Bayport Properties                        | 300 S. Hwy. 169, Suite 120, Minneapolis, MN 55426                                    |
| Builder's Management & Investment Company | 1445 1st Avenue North, Fargo, ND 58102   |
| Coast Management                          | PO Box 2066, Boise, ID 83701-2066;<br>2610 Wetmore Avenue, Everett, WA 98206         |
| Coldwell Banker First Realty              | PO Box 9379, Fargo, ND 58106-9379  |
| Dakota Commercial                         | 1197B S. Columbia Rd., Grand Forks, ND 58201   |
| Hoyt Properties, Inc.                     | 708 S. 3rd St., Minneapolis, MN 55415  |
| IMM                                       | PO Box 2064, Minot, ND 58702-2064  |
| Illies Nohave Heinen Property Management  | 300 E. Germain St., St. Cloud, MN 56304  |
| Kahler Property Management                | 2020 W. Omaha, Rapid City, SD 57702  |
| ConAm                                     | 2301 Ohio Dr., Suite 285, Plano, TX 75093;<br>10800 E. Bethany Dr., Aurora, Co 80014 |
| Opus Northwest Management, L.L.C.         | 10350 Bren Rd. W., Minnetonka, MN 55343;<br>PO Box 59110, Minneapolis, MN 55459-0110 |
| Sand Companies, Inc.                      | PO Box 727, Waite Park, MN 56387-0727  |
| Tamarack Property Management              | 2929 3rd Ave. N., Suite 538, Billings, MT 59101-1944                                 |

Weis Management

2227 7th St. NW, Rochester, MN 55901

All contracts may be terminated by IRET without cause or penalty on no more than a 60-day written notice. In IRET's opinion all property management companies listed above are properly licensed, insured and bonded to the extent required for each manager's particular duties.

With the exception of Hoyt Properties, Inc., none of the firms listed above are currently affiliated with IRET, its officers or trustees. As it pertains to Hoyt Properties, it is owned by Steven B. Hoyt who is currently a trustee of IRET. Hoyt Properties manages the following buildings for IRET pursuant to a written management contract: See page 93 for list.

As compensation for its services, Hoyt properties receives a fee of 5% of the gross rental income provided such management fee is reimbursable by the building's tenants pursuant to the tenant's lease agreement. If the 5% fee is not payable by the tenant, but must be paid by IRET from rent proceeds, the annual fee is 3.5% of the gross rental proceeds.

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The management contract with Hoyt Properties commenced on April 1, 2001 and may be terminated by either party on 30 days written notice for any reason and without penalty. As of July 31, 2001, Hoyt Properties has received \$70,296.12 as a management fee from IRET of which 100% has been recovered by IRET from the various building tenants. It is the opinion of IRET that all the other terms of the management contract are commercially reasonable and are on terms no less favorable to IRET than what could be obtained from an unrelated property management firms.

## **Conflicts of Interest**

### **Selling To or Buying Property From IRET**

During the past fiscal year, IRET did not sell or buy any property from a trustee, officer, or employee of IRET. While not prohibited by IRET's organizational documents, there are certain requirements, which must be satisfied before such a transaction may occur.

Specifically, no trustee, officer or employee of IRET, or any person affiliated with any such persons directly or indirectly, may sell or buy any property or assets to IRET or purchase any property or assets from IRET, directly or indirectly, nor shall any such person receive any commission or other remuneration, directly or indirectly, in connection with the purchase or sale of IRET assets, except pursuant to transactions that are fair and reasonable to the IRET and that relate to:

- a. The acquisition of property or assets at the formation of IRET or shortly thereafter and fully disclosed in the prospectus filed with the North Dakota State Securities Commissioner;
- b. The acquisition of federally insured or guaranteed mortgages at prices not exceeding the currently quoted prices at which the Federal National Mortgage Association is purchasing comparable mortgages;
- c. The acquisition of other mortgages on terms not less favorable to IRET than similar transactions involving unaffiliated parties; or,
- d. The acquisition by IRET of other property at prices not exceeding, or disposition of other property at prices not less than, the fair value thereof as determined by independent appraisal.

All such transactions and all other transactions in which trustee, officer or employee has any direct or indirect interest shall be approved by a majority of the trustees having no interest in the particular transaction. All brokerage commissions or remuneration received in connection with any transactions shall be no more than what IRET would pay to an unrelated party or company.

### **Sales Commissions or Finder Fees**

The organizational documents of IRET prohibit any trustee or affiliate of the trustee from receiving a brokerage commission or other such remuneration in connection with the acquisition or disposition of IRET assets.

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### **Competition with IRET**

The organizational documents of IRET do not preclude the trustees, officers, or employees of IRET from engaging in other business activities that may compete directly with IRET. See the "Conflict of Interest" section on page 96 for a discussion of this potential competition.

### **Interests of Named Experts and Counsel**

Pringle & Herigstad, P.C., is named counsel for the registrant. Until December 31, 1999, Mr. Wentz, Jr., was a member of the law firm of Pringle & Herigstad, P.C., counsel for the Trust. Mr. Wentz, Jr., as of the date of this registration statement, is a voting trustee and officer of the registrant.

### **Limitations of Liability**

Indemnification by IRET to trustees, employees, or persons controlling IRET for liabilities arising under the Securities Act of 1933. IRET has been informed that in the opinion of the Securities and Exchange Commission such indemnification is against public policy as expressed in the Act and is therefore unenforceable.

Section 12 of the Declaration of Trust of IRET provides that under certain circumstances IRET will indemnify its trustees and employees against all claims, costs and liabilities incurred as a result of acting as a trustee or employee of IRET provided the following conditions have been satisfied:

- \* The course of conduct which caused the loss was in the best interests of IRET.
- \* The affected trustee or employee was acting on behalf of IRET.
- \* The loss was not the result of negligence or misconduct by a trustee or employee or gross negligence or willful misconduct by an independent Trustee.
- \* Any indemnification payment is only recoverable from IRET's net assets and not from the shareholders

Trustee and employees shall not be indemnified by IRET for any losses, liabilities, or expenses arising from or out of an alleged violation of federal or state securities unless one or more of the following conditions are met:

- \* There has been a successful adjudication on the merits of each count involving alleged securities law violations.
- \*

Such claims have been dismissed with prejudice on the merits by a court of competent jurisdiction.

- \* A court of competent jurisdiction approves a settlement of the claims against a and finds that indemnification of the settlement and the related costs should be made, and the court considering the request for indemnification has been advised of the position of the Securities and Exchange Commission and of the published position of any state securities regulatory authority in which securities of IRET were offered or sold as to indemnification for violations of securities laws.

The advancement of IRET funds to a trustee or employee for legal expenses and other costs incurred for which indemnification is being sought is permissible only if all of the following conditions are satisfied:

- \* The legal action relates to acts or omissions with respect to the performance of duties or services on behalf of IRET.
- \* The legal action is initiated by a third party who is not a shareholder or the legal action is initiated by a shareholder acting in his or her capacity as such and a court of competent jurisdiction specifically approves such advancement.
- \* The trustee or employee undertake to repay the advanced funds to IRET, together with the applicable legal rate of interest thereon, in cases in which such trustee or employee is found not to be entitled to indemnification.

In addition to providing indemnification to its employees and trustees under certain circumstance, IRET also maintains insurance covering officers and trustees against liability as a result of their actions or inactions on behalf of IRET.

With the exception of indemnification by IRET and the trustee and officer insurance, there is no other statute, charter provision, by-laws, contract or other arrangements under which a trustee or employee of IRET is insured or indemnified in any manner against liability which he may incur in his capacity as trustee or employee.

### **Quantitative & Qualitative Disclosures About Market Risk**

IRET's exposure to market risk is limited to fluctuations in the general level of interest rates on its current and future fixed and variable rate debt obligations. Even though IRET's philosophy is to maintain a fairly low exposure to interest rate fluctuation risk, IRET is still vulnerable to significant fluctuations in interest rates on its variable rate debt, on any future repricing or refinancing of its fixed rate debt and on future debt.

IRET primarily uses long-term and medium-term (more than 10 years) and medium-term debt as a source of capital. IRET does not currently use derivative securities, or interest rate swaps or any other type of hedging activity to manage its costs of capital. As of April 30, 2001, IRET had the following amount of future principal payments on mortgages secured by its real estate:

| Long Term Debt            | <u>2002</u>  | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u>  | <u>Thereafter</u> | <u>Total</u>         |
|---------------------------|--------------|-------------|-------------|-------------|--------------|-------------------|----------------------|
| Fixed Rate                | \$13,209,699 | \$6,949,388 | \$7,482,220 | \$8,183,905 | \$10,998,715 | \$291,141,854     | \$337,364,781        |
| Variable Rate             | \$ 1,265,409 | \$1,348,758 | \$1,458,692 | \$1,563,065 | \$ 2,734,650 | \$ 23,221,575     | \$ <u>31,592,149</u> |
|                           |              |             |             |             |              |                   | \$368,956,930        |
| Average Interest Rate (%) | (1)          | (1)         | (1)         | (1)         | (1)          | (1)               |                      |

(1) The weighted average interest rate as of April 30, 2001, was 7.56%. Any fluctuations on the variable interest rates could increase or decrease IRET's interest expenses. For example, an increase of 1% per annum on IRET's \$31,592,149 of variable rate indebtedness would increase its annual interest expense by \$315,921.

### Legal Matters

The validity of the Shares of Beneficial Interest offered under the Prospectus, the federal and state tax aspects of the organization and operation of IRET and the Operating Partnership and other legal matters will be passed upon for IRET by Pringle & Herigstad, P.C., Minot, North Dakota.

### Experts

The balance sheets of IRET as of April 30, 2000, and April 30, 2001, the statements of income, shareholders' equity, and cash flows for each of the three years in the period ended April 30, 2001, as listed on the Index to Financial Statements on page F-13 through F-55, included in this Prospectus, have been included herein in reliance on the reports of Brady, Martz & Associates, P.C., Minot, North Dakota, independent accountants, given on the authority of that firm as experts in accounting and auditing.

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## Investors Real Estate Trust

### Unaudited Pro Forma Consolidated Statement of Operations

### First Quarter Acquisitions

IRET acquired the following real estate investment during the three-month period ended July 31, 2001:

| <u>Property Description</u>  | <u>Date of Acquisition</u> | <u>Total Purchase Price (Including all closing costs)</u> |
|--|----------------------------|---|
| Cottage Grove Center - 15,217 Square Feet - Strip Mall, Cottage Grove, Minnesota | 07/06/01                   | \$1,101,550   |

The following unaudited pro forma information was prepared as if the above transactions had occurred on May 1, 2001, the beginning of IRET's current fiscal year. The proforma financial information is based upon the rent rolls and expected expenses for this property on the date of its actual acquisition. This proforma information is not necessarily indicative of the consolidated results which would have occurred if all of the transactions had been consummated on May 1, 2001, nor do they purport to represent the results of operations for future periods.

Three months  
ended 07/31/01

Cottage Grove  
Pro Forma

Total Consolidated



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|   |                      | <u>Adjustments</u> | <u>Pro Forma</u>     |
|---|----------------------|--------------------|----------------------|
| <b>REVENUE</b>                                  |                      |                    |                      |
| Real Estate Rentals                             | \$ 21,568,381        | \$ 40,804          | \$ 21,609,185        |
| Interest, Discounts and Fees                    | \$ <u>211,713</u>    | \$ <u>0</u>        | \$ <u>211,713</u>    |
| Total Revenue                                   | \$ <u>21,780,094</u> | \$ <u>40,804</u>   | \$ <u>21,820,898</u> |
| <b>EXPENSES</b>                                 |                      |                    |                      |
| Interest  | \$ 7,198,378         | \$ 15,400          | \$ 7,213,778         |
| Depreciation                                    | \$ 3,656,762         | \$ 4,868           | \$ 3,661,630         |
| Utilities and Maintenance                       | \$ 2,971,809         | \$ 1,755           | \$ 2,973,564         |
| Taxes   | \$ 2,115,630         | \$ 11,427          | \$ 2,127,057         |
| Insurance                                       | \$ 314,685           | \$ 533             | \$ 315,218           |
| Property Management Expenses                    | \$ 1,630,079         | \$ 1,064           | \$ 1,631,143         |
| Loss on Impairment of Properties                | \$ 0                 | \$ 0               | \$ 0                 |
| Administrative Expenses                         | \$ 386,307           | \$ 0               | \$ 386,307           |
|   |                      | \$                 |                      |
| Operating Expenses                              | \$ 126,622           | 0                  | \$ 126,622           |
|   |                      | \$                 |                      |
| Amortization                                    | \$ <u>128,956</u>    | 0                  | \$ <u>128,956</u>    |
|   |                      | \$                 |                      |
| Total Expenses                                  | \$ <u>18,529,228</u> | <u>35,047</u>      | \$ <u>18,564,275</u> |
| <b>INCOME BEFORE GAIN/LOSS ON</b>               |                      |                    |                      |
| PROPERTIES AND MINORITY INTEREST                | \$ 3,250,866         | \$ 5,757           | \$ 3,256,623         |
|   |                      | \$                 |                      |
| GAIN ON SALE OF PROPERTIES                      | \$ 307,934           | 0                  | \$ 307,934           |
| MINORITY INTEREST PORTION OF                    |                      | \$                 |                      |
| OPERATING PARTNERSHIP INCOME                    | \$ <u>-783,073</u>   | <u>-1,267</u>      | \$ <u>-784,340</u>   |
|   |                      | \$                 |                      |
| NET INCOME                                      | \$ <u>2,775,727</u>  | <u>4,490</u>       | \$ <u>2,780,217</u>  |
|   |                      | \$                 |                      |
| Net income per share <i>(basic and diluted)</i> | \$ <u>.11</u>        | <u>.00</u>         | \$ <u>.11</u>        |

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**Investors Real Estate Trust**  
**Unaudited Pro Forma Consolidated Financial Statements Fiscal 2001**

**Pro Forma Consolidated Balance Sheet as of April 30, 2001 (unaudited)**

During the past fiscal year ending April 30, 2001, IRET acquired or constructed 26 new real estate properties. See page 66 and 67 for the complete list. All of those properties are included in the audited balance sheet which is presented on page F-14 and F-15.

The pro forma consolidated statement of operations (unaudited) for the year ended April 30, 2001, is presented as if all real estate acquisitions, developments and the purchase of the Advisor, Odell-Wentz & Associates, L.L.C., had been completed at the beginning of the period May 1, 2000, rather than on the actual acquisition or closing date.

|                              | <u>*Fiscal 2001</u>  | HealthEast I & II,<br>Woodbury and<br>Maplewood, MN<br>(1) | Olympic<br>Village,<br>Billings, MT (2) | Southdale<br>Medical Center,<br>Edina, MN (3) | Plymouth<br>Tech IV &<br>Plymouth, MN<br>(4) | Insignificant<br>2001<br>Acquisitions (5) | Total<br>Consolidated<br>Pro Forma |
|------------------------------|----------------------|--|---|---|--|---|------------------------------------|
| <b>REVENUE</b>               |                      |  |   |   |  |   |                                    |
| Real estate rentals          | \$ 74,800,722        | n/a See (1)  | \$ 683,211                              | \$ 2,314,488                                  | \$ 1,701,903                                 | \$ 5,907,725                              | \$ 85,408,049                      |
| Interest, discounts and fees | \$ <u>966,428</u>    | n/a See (1)  | \$ <u>0</u>                             | \$ <u>0</u>                                   | \$ <u>0</u>                                  | \$ <u>0</u>                               | \$ <u>966,428</u>                  |
|                              |                      | n/a See (1)  |   |   |  | \$  |                                    |
| Total revenue                | \$ <u>75,767,150</u> | n/a See (1)  | \$ <u>683,211</u>                       | \$ <u>2,314,488</u>                           | \$ <u>1,701,903</u>                          | <u>5,907,725</u>                          | \$ <u>86,374,477</u>               |
| <b>EXPENSES</b>              |                      |  |   |   |  |   |                                    |

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|   |               |             |            |              |             |              |               |
|---|---------------|-------------|------------|--------------|-------------|--------------|---------------|
| Interest  | \$ 25,231,398 | n/a See (1) | \$ 274,988 | \$ 1,287,509 | \$ 695,063  | \$ 1,564,906 | \$ 29,053,864 |
| Depreciation  | \$ 12,299,532 | n/a See (1) | \$ 71,592  | \$ 180,757   | \$ 85,625   | \$ 363,163   | \$ 13,000,669 |
| Utilities and maintenance                                   | \$ 11,546,566 | n/a See (1) | \$ 114,884 | \$ 0         | \$ 75,279   | \$ 680,992   | \$ 12,417,721 |
| Real Estate Taxes   | \$ 7,545,182  | n/a See (1) | \$ 66,497  | \$ 0         | \$ 123,327  | \$ 593,910   | \$ 8,328,916  |
| Insurance   | \$ 831,963    | n/a See (1) | \$ 9,068   | \$ 0         | \$ 13,703   | \$ 238,474   | \$ 1,093,208  |
| Property management expenses                                | \$ 5,784,423  | n/a See (1) | \$ 57,717  | \$ 73,586    | \$ 976      | \$ 173,815   | \$ 6,090,517  |
| Loss on Impairment of Properties                            | \$ 0          | n/a See (1) | \$ 0       | \$ 0         | \$ 0        | \$ 0         | \$ 0          |
| Administrative Expense                                      | \$ 1,057,469  | n/a See (1) | \$ 0       | \$ 0         | \$ 0        | \$ 0         | \$ 1,057,469  |
| Advisory and trustee services                               | \$ 423,227    | n/a See (1) | \$ 0       | \$ 0         | \$ 0        | \$ 0         | \$ 423,227    |
| Operating expenses  | \$ 431,390    | n/a See (1) | \$ 0       | \$ 0         | \$ 0        | \$ 0         | \$ 431,390    |
| Amortization  | \$ 428,188    | n/a See (1) | \$ 0       | \$ 0         | \$ 0        | \$ 0         | \$ 428,188    |
| Total expenses  | \$ 65,579,338 | n/a See (1) | \$ 594,746 | \$ 1,541,852 | \$ 993,973  | \$ 3,615,260 | \$ 72,325,169 |
| INCOME BEFORE GAIN/LOSS ON PROPERTIES AND MINORITY INTEREST |               |             |            |              |             |              |               |
| GAIN ON SALE OF PROPERTIES                                  | \$ 10,187,812 | n/a See (1) | \$ 88,465  | \$ 772,636   | \$ 707,930  | \$ 2,292,465 | \$ 14,049,308 |
| MINORITY INTEREST PORTION OF OPERATING PARTNERSHIP INCOME   | \$ 601,605    | n/a See (1) | \$ 0       | \$ 0         | \$ 0        | \$ 0         | \$ 601,605    |
| NET INCOME  | \$ -2,095,177 | n/a See (1) | \$ -17,693 | \$ -154,527  | \$ -141,586 | \$ -573,338  | \$ -2,982,321 |
|   | \$ 8,694,240  | n/a See (1) | \$ 70,772  | \$ 618,109   | \$ 566,344  | \$ 1,719,127 | \$ 11,668,592 |
|   |               | n/a See (1) | \$         | \$           | \$          | \$           | \$            |
| Net income per share  | \$ .38        |             | \$ .004    | \$ .027      | \$ .025     | \$ .075      | \$ .51        |

|     |  |
|-----|--|
| (1) | <i>HealthEast was acquired at the beginning of fiscal year May 1, 2000, so is fully reflected in the actual fiscal 2001 column.</i>                                  |
| (2) | <i>The pro forma income and expense items reflect 0 months of estimated operations as the property was acquired on May 1, 2000.</i>                                  |
| (3) | <i>The pro forma income and expense items for Southdale Medical Center reflect 8 months of estimated operations as the property was acquired on January 1, 2000.</i> |
| (4) | <i>The pro forma income and expense items reflect 3 months of estimated operations as the property was acquired on April 1, 2001.</i>                                |
| (5) | <i>The pro forma income and expense items reflect acquisitions which are not significant at the 5% level during fiscal 2001.</i>                                     |

**Financial Information for Significant Acquisitions - Fiscal 2001**

During the period from May 1, 2000, to April 30, 2001, we purchased 26 real estate properties as listed on page 66 and 67, which, individually are insignificant as defined in SEC Regulation S-X, but in the aggregate, constitute a "significant amount of assets" as defined in Regulation S-X. When acquisitions are individually insignificant but significant in the aggregate, Regulation S-X requires the presentation of audited financial statements for assets comprising a substantial majority of the individually insignificant properties for the one year period prior to the date of acquisition by IRET or for the three year period prior to acquisition if the property is acquired from a related party. None of the properties at the time of acquisition acquired by IRET during Fiscal 2001 ( May 1, 2000 to April 30, 2001) were acquired from a related party.

**Olympic Village - Billings, Montana**

**Material Factors Considered by IRET at the Time of Acquisition**

We acquired the Olympic Village apartments from an unrelated party on September 20, 2000. The total purchase price for the property was \$11,616,500. Olympic Village is a 272-unit apartment complex built in 1983 and located at 3900 Victory Circle, Billings, Montana. We considered the following material factors at the time of acquisition:

**Revenue Source:** 99% of the property's revenue is derived for the rental of the 272 apartment units.

**Occupancy:** At the time of acquisition, the property was 94% occupied.

**Comparative Rents:** At the time of acquisition, rents at the property were 10% to 14% below rents charged at comparable properties.

**Competition:** At the time of acquisition, there was very little competition with the property from other apartment complexes due to Olympic Village's location. There is unlikely to be extensive competition in the future since there is little available land in the vicinity.

**Expenses:** All utilities are paid by the individual tenants directly except water, sewer, and garbage. The property has no unusual maintenance expenses.

**Capital Improvements:** At the time of acquisition, the property did not need any major capital improvements except a new outdoor lighting system for the common areas which is estimated to cost \$40,000. As of September 19, 2001, this improvement has not been made or scheduled.

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**Typical Lease Terms:** All leases are for three to twelve months. Month-to-month tenants are generally not allowed. The tenant is responsible for all utilities except sewer, water and garbage. A security deposit equal to at least one month's rent is required from all tenants.

**Average rent per unit:** For the twelve months prior to IRET's acquisition, the average monthly rent per unit was \$464.95.

**Real Estate Taxes:** At the time of acquisition, the annual real estate tax was \$157,971 per year for 1999. The rate for 2000 was \$166,654 and is estimated to be \$168,321 for 2001.

**Depreciation:** Olympic Village is being depreciated as follows:

|                  | <u>Federal Tax Basis</u> | <u>Method</u> | <u>Life</u> |
|------------------|--------------------------|---------------|-------------|
| 272-unit complex | \$1,279,800              | MSL           | 34 years    |

After reasonable inquiry, IRET is not aware of any material factors relating to Olympic Village other than those discussed in the preceding paragraphs that would cause the reported financial information not to be indicative of future operating results for the property.

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### **Independent Auditor's Report**

To the Board of Trustees of Investors Real Estate Trust

We have audited the accompanying Historical Summary of Gross Income and Direct Operating Expenses of Olympic Village ("Historical Summary") for the year ended December 31, 1999. This Historical Summary is the responsibility of the management. Our responsibility is to express an opinion on the Historical Summary based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Historical Summary is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Historical Summary. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Historical Summary. We believe that our audit provides a reasonable basis for our opinion.

The accompanying Historical Summary was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission as described in Note 2, and is not intended to be a complete presentation of Olympic Village's revenue and expenses.

In our opinion, the Historical Summary referred to above presents fairly, in all material respects, the gross income and direct operating expenses described in Note 2 of Olympic Village for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States of America.

/S/ Brady Martz and Associates, P.C.  
Brady, Martz and Associates, P.C.

Minot, North Dakota  
October 8, 2001

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**Olympic Village**  
**Historical Summary of Gross Income and Direct Operating Expenses**  
**For the Year Ended December 31, 1999**

|   |                     |
|---|---------------------|
| GROSS INCOME  |                     |
| Real estate rentals                                   | \$ 1,517,615        |
| Other rental income                                   | \$ <u>64,665</u>    |
| Total Gross Income                                    | \$ <u>1,582,280</u> |
| DIRECT OPERATING EXPENSES                             |                     |
| Utilities   | \$ 63,409           |
| Repairs & Maintenance                                 | \$ 68,841           |
| Real Estate Taxes                                     | \$ 157,971          |
| Insurance   | \$ <u>19,074</u>    |
| Total Direct Operating Expenses                       | \$ <u>309,295</u>   |
| EXCESS OF GROSS INCOME OVER DIRECT OPERATING EXPENSES | \$ <u>1,272,985</u> |

The Notes to Historical Summary of Gross Income and Direct Operating Expenses are an integral part of this summary.

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**Olympic Village**  
**Notes To Historical Summary of Gross Income and Direct Operating Expenses**  
**For the Year Ended December 31, 1999**

*Note 1. Nature of Business*

*Olympic Village is a 272-unit, multi-tenant apartment community located in Billings, Montana. The operations of Olympic Village consists of leasing residential units to various tenants. Leases are generally for terms of one year or less.*

*Note 2. Basis of Presentation*

*Investors Real Estate Trust purchased Olympic Village on September 20, 2000. The historical*

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summary has been prepared for the purpose of complying with Regulation S-X, Rule 3-14 of the Securities and Exchange Commission ("SEC"), which requires certain information with respect to real estate operations acquired to be included with certain filings with the SEC. This historical summary includes the historical gross income and direct operating expenses of Olympic Village, exclusive of the following expenses which may not be comparable to the proposed future operations:

- (a) interest expense on existing mortgage and borrowings
- (b) depreciation of property and equipment
- (c) certain administrative expenses
- (d) provision for income taxes
- (e) management fees

### Note 3. Summary of Significant Accounting Policies

Use of Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Capitalization Policy - Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of an asset are capitalized. Expenditures for maintenance and repairs which do not add to the value or extend useful lives are charged to expense as incurred.

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### Olympic Village Unaudited Interim Financial Statement For The Period January 1, 2000 through August 30, 2000

|   |                     |
|---|---------------------|
| GROSS INCOME  |                     |
| Real estate rentals                                   | \$ 1,038,121        |
| Other rental income                                   | \$ <u>51,530</u>    |
| Total Gross Income                                    | \$ <u>1,089,651</u> |
| DIRECT OPERATING EXPENSES                             |                     |
| Utilities   | \$ 38,893           |
| Repairs & Maintenance                                 | \$ 57,818           |
| Real Estate Taxes                                     | \$ 126,298          |
| Insurance   | \$ 16,428           |
| Total Direct Operating Expenses                       | \$ <u>239,437</u>   |
| EXCESS OF GROSS INCOME OVER DIRECT OPERATING EXPENSES | \$ <u>850,214</u>   |

## Unaudited Estimated Taxable Operating Results

The table below represents estimated taxable operating results of Olympic Village Apartment Community in Billings, Montana for the first twelve-month period of the acquisition. Said property is a 272-unit apartment community, of which assumptions of 5% annual vacancy.

|                              | <u>Cash Flow Projections</u> |
|------------------------------|------------------------------|
| Rental Revenue               | \$ 1,529,658                 |
| Other Revenue                | \$ 61,500                    |
| Interest Expense             | \$ -644,896                  |
| Operating Expenses           | \$ -574,008                  |
| Principle Mortgage Reduction | \$ <u>-68,214</u>            |
| OPERATING CASH FLOW          | \$ 304,040                   |

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### Southdale Medical - Edina, Minnesota

#### Material Factors Considered by IRET at the Time of Acquisition

We acquired a 60.31% interest in Southdale Medical Center on January 1, 2001. Southdale is a 195,983 square foot multi-tenant medical office building that was constructed in three phases in 1957, 1965, and 1972. The purchase price paid by IRET was \$32,421,070. We considered the following material factors at the time of acquisition:

**Revenue:** One hundred percent (100%) of the property's revenue is derived from the rental of real property.

**Occupancy:** At the time of acquisition, the property was 94.4% occupied by 79 different tenants.

**Significant Tenants:** At the time of acquisition, no one tenant occupied more than 10% of the building.

**Average Annual Rental Rate:** At the time of acquisition, the average annual rental rate per square foot was \$1.36.

**Lease Expirations:** The schedule of lease expiration over the next ten years is as follows:

| <u>Year</u> | <u>Number Expiring</u> | <u>Square Footage Expiring</u> | <u>Annual Rental of Expiring Leases</u> | <u>% of Annual Gross Rental Expiring</u> |
|-------------|------------------------|--------------------------------|---|--|
| 2001        | 18                     | 15,094                         | \$ 472,895                              | 8%                                       |
| 2002        | 15                     | 35,054                         | \$ 1,116,103                            | 19%                                      |
| 2003        | 13                     | 30,378                         | \$ 976,075                              | 16.4%                                    |
| 2004        | 6                      | 6,798                          | \$ 218,295                              | 3.6%                                     |
| 2005        | 12                     | 27,420                         | \$ 877,380                              | 14.7%                                    |
| 2006        | 12                     | 37,767                         | \$ 1,239,003                            | 20.8%                                    |
| 2007        | 3                      | 4,315                          | \$ 132,596                              | 2.2%                                     |
| 2008        | 1                      | 1,706                          | \$ 54,326                               | 1%                                       |
| 2009        | 1                      | 855                            | \$ 27,936                               | .5%                                      |
| 2010        | 2                      | 13,103                         | \$ 396,852                              | 6.6%                                     |

**Comparable Rents:** Comparable rents for similar medical office space ranges from \$1.70 to \$1.08 with \$1.35 per square foot per month being the average for the medical office building rental market for Minneapolis, Minnesota.

**Competition:** At the time of acquisition, there were 19 competing properties and three under construction. The average rental rate quoted by the competing properties was \$1.35. Southdale Medical's average was \$1.36 per square foot.

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**Depreciation:** Southdale Medical is being depreciated as follows:

|                   | <u>Federal Tax Basis</u> | <u>Method</u> | <u>Life</u> |
|-------------------|--------------------------|---------------|-------------|
| Southdale Medical | \$ 31,487,160            | MSL           | 40 years    |

**Real Estate Taxes:** At the time of acquisition, the annual real estate tax was \$826,940 per year. The rate for 2001 is \$889,872.

**Expenses:** All operating expenses associated with the property are billed back to and paid by the tenants.

**Typical Lease Term:** Leases are for a period of two to ten years. All operating costs are billed back to the tenant in direct relation to the amount of space leased. Month-to-month leases are not permitted.

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## Independent Auditor's Report

To the Board of Trustees of Investors Real Estate Trust

We have audited the accompanying Historical Summary of Gross Income and Direct

Operating Expenses of Southdale Medical Center ("Historical Summary") for the year ended December 31, 2000. This Historical Summary is the responsibility of the management. Our responsibility is to express an opinion on the Historical Summary based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Historical Summary is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Historical Summary. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Historical Summary. We believe that our audit provides a reasonable basis for our opinion.



The accompanying Historical Summary was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission as described in Note 2, and is not intended to be a complete presentation of Southdale Medical Center's revenue and expenses.

In our opinion, the Historical Summary referred to above presents fairly, in all material respects, the gross income and direct operating expenses described in Note 2 of Southdale Medical Center for the year ended December 31, 2000, in conformity with accounting principles generally accepted in the United States of America.

/S/ Brady Martz and Associates, P.C.  
 Brady, Martz and Associates, P.C.

Minot, North Dakota  
 October 8, 2001

**Southdale Medical Center**  
**Historical Summary of Gross Income and Direct Operating Expenses**  
**For The Year Ended December 31, 2000**

|                                    |                            |
|------------------------------------|----------------------------|
| <b>GROSS INCOME</b>                |                            |
| Real estate rentals                | \$ 3,230,324               |
| Operating Expense Reimbursements   | \$ <u>2,464,306</u>        |
| Total Gross Income                 | \$ <u>5,694,630</u>        |
| <b>DIRECT OPERATING EXPENSES</b>   |                            |
| Utilities                          | \$ 371,284                 |
| Repairs and Maintenance            | \$ 681,617                 |
| Real Estate Taxes                  | \$ 891,796                 |
| Insurance                          | \$ 39,785                  |
| Security                           | \$ 64,839                  |
| Salary and Wages                   | \$ 302,514                 |
| Office Supplies and Expense        | \$ <u>61,694</u>           |
| Total Direct Operating Expenses    | \$ <u>2,413,529</u>        |
| <b>EXCESS OF GROSS INCOME OVER</b> |                            |
| <b>DIRECT OPERATING EXPENSES</b>   | <b>\$ <u>3,281,101</u></b> |

The Notes to Historical Summary of Gross Income and Direct Operating Expenses are an integral part of this summary.

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**Southdale Medical Center**  
**Notes To Historical Summary of Gross Income and Direct Operating Expenses**  
**For The Year Ended December 31, 2000**

*Note 1. Nature of Business*

*Southdale Medical Center is a multi-tenant commercial property located in Edina, Minnesota, containing 195,983 square feet of rentable space which was acquired on January 1, 2001.*

*Note 2. Basis of Presentation*

*Investors Real Estate Trust purchased Southdale Medical January 1, 2001. The historical summary has been prepared for the purpose of complying with Regulation S-X, Rule 3-14 of the Securities and Exchange Commission (SEC), which requires certain information with respect to real estate operations acquired to be included with certain filings with the SEC. This historical summary includes the historical gross income and direct operating expenses of Southdale Medical, exclusive of the following expenses which may not be comparable to the proposed future operations:*

- (a) interest expense on existing mortgage and borrowings*
- (b) depreciation of property and equipment*
- (c) management and leasing fees*
- (d) certain administrative and professional expenses*
- (e) provision for income taxes*

*Note 3. Summary of Significant Accounting Policies*

*Use of Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.*

*Capitalization Policy - Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of an asset are capitalized. Expenditures for maintenance and repairs which do not add to the value or extend useful lives are charged to expense as incurred.*

*Revenue Recognition - Rental revenue is recognized on the straight-line basis, which averages minimum rents over the terms of the leases. All leases are classified as operating leases and expire at various dates prior to December 31, 2050. The following is a schedule by years of future minimum rents receivable on non-cancellable operating leases in effect as of December 31, 2000.*

| <u>Year</u> | <u>Amount</u> |
|-------------|---------------|
| 2001        | \$ 2,869,869  |
| 2002        | \$ 2,415,975  |
| 2003        | \$ 1,861,487  |
| 2004        | \$ 1,499,524  |
| 2005        | \$ 1,201,001  |

*Thereafter*                      \$        8,518,935

*Expense Reimbursement Expense reimbursements represent operating expenses, including real estate taxes billed to the tenants and are recognized in the period the expenses are incurred.*

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## Southdale Medical Center Unaudited Estimated Taxable Operating Results

The table below represents estimated taxable operating results of Southdale Medical Center for the first twelve-month period of the acquisition. Said property is a net lease commercial structure consisting of 195,983 rentable square footage, of which assumptions for net rent is based upon 96% occupancy.

### Cash Flow Projections

|                              |  |                     |
|------------------------------|--|---------------------|
| Rental Revenue               |  | \$ 3,395,394        |
| Other Revenue                |  | \$ 27,132           |
| Interest Expense             |  | \$ -1,934,400       |
| Non-recoverable expenses     |  | \$ -45,588          |
| Principle Mortgage Reduction |  | <u>\$ -213,293</u>  |
| <b>OPERATING CASH FLOW</b>   |  | <b>\$ 1,229,245</b> |

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## HealthEast I & II Woodbury & Maplewood, Minnesota

### **Material Factors Considered by IRET at the Time of Acquisition**

We acquired HealthEast I and II from an unrelated party on May 1, 2000. The total purchase price for the property was \$21,588,499. HealthEast is a 2-building, 114,216 square foot medical facility located in Woodbury and Maplewood, Minnesota. The property is masterleased to a single tenant for a 20-year term expiring in 2019. We considered the following material factors at the time of acquisition:

**Revenue Source:** One hundred percent (100%) of the property's income comes from a single tenant.

**Occupancy:** The property was 100% leased at the time of acquisition.

**Comparative Rents:** At the time of acquisition, the rental rate was equal to the rate charged at comparable properties.

**Competition:** At the time of acquisition, there was very little competition with the property from other apartment complexes due to HealthEast's location. There is unlikely to be extensive competition in the future since there is little available land in the vicinity.

**Expenses:** All utilities are paid by the individual tenants directly except water, sewer, and garbage. The property has no unusual maintenance expenses.

**Capital Improvements:** Since the property was built in 2000, no capital improvements are planned for the next three to five years.

**Major Tenant and Lease Terms:** The property is 100% leased to a nonprofit medical provider. The lease term expires on March, 2019. The tenant has 4 five-year renewal options with an increased rental rate with each option. The annual rental is \$1,916,636 for the first five years. The tenant is responsible for all expenses and costs associated with the property.

**Average Rent Per Square Foot:** For the twelve months prior to IRETs acquisition, the average monthly rent per square foot was \$1.54.

**Depreciation:** HealthEast is being depreciated as follows:

|                          | <u>Federal Tax Basis</u> | <u>Method</u> | <u>Life</u> |
|--------------------------|--------------------------|---------------|-------------|
| HealthEast I - Maplewood | \$ 6,366,915             | MSL           | 40          |
| HealthEast II Woodbury   | \$14,695,983             | MSL           | 40          |

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## Independent Auditors Report

To the Board of Trustees of Investors Real Estate Trust

We have audited the accompanying Historical Summary of Gross Income and Direct

Operating Expenses of HealthEast I & II ("Historical Summary") for the year ended December 31, 1999. This Historical Summary is the responsibility of the management. Our responsibility is to express an opinion on the Historical Summary based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Historical Summary is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Historical Summary. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Historical Summary. We believe that our audit provides a reasonable basis for our opinion.

The accompanying Historical Summary was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission as described in Note 2, and is not intended to be a complete presentation of HealthEast I & II's revenue and expenses.

In our opinion, the Historical Summary referred to above presents fairly, in all material respects, the gross income and direct operating expenses described in Note 2 of HealthEast I & II for the year ended December 31, 1999,

in conformity with accounting principles generally accepted in the United States of America.

/S/ Brady Martz and Associates, P.C.  
Brady, Martz and Associates, P.C.

Minot, North Dakota  
October 8, 2001

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**HealthEast I & II**  
**Historical Summary of Gross Income and Direct Operating Expenses**  
**For the Year Ended December 31, 1999**

|   |                     |
|---|---------------------|
| GROSS INCOME  |                     |
| Real estate rentals                                   | \$ 2,057,149        |
| DIRECT OPERATING EXPENSES                             | \$ <u>0</u>         |
| EXCESS OF GROSS INCOME OVER DIRECT OPERATING EXPENSES | \$ <u>2,057,149</u> |

The Notes to Historical Summary of Gross Income and Direct Operating Expenses are an integral part of this summary.

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**HealthEast I & II**  
**Notes To Historical Summary of Gross Income and Direct Operating Expenses**  
**For the Year Ended December 31, 1999**

*Note 1. Nature of Business*

*HealthEast I & II consists of two buildings containing 114,216 square feet of rentable space which is leased to HealthEast. The tenant is directly responsible for all costs and expenses, including structural. Therefore, the landlord did not incur any direct operating expenses for the year ended December 31, 1999.*

*Note 2. Basis of Presentation*

*Investors Real Estate Trust purchased HealthEast I & II on May 1, 2000. The historical summary has been prepared for the purpose of complying with Regulation S-X, Rule 3-14 of the Securities and Exchange Commission (SEC), which requires certain information with respect to real estate operations acquired to be included with certain filings with the SEC. This historical summary includes the historical gross income and direct operating expenses of HealthEast I & II, exclusive of the following expenses which may not be comparable to the proposed future operations:*

- (a) interest expense on existing mortgage and borrowings*

(b) depreciation of property and equipment

(c) management fees

**Note 3. Summary of Significant Accounting Policies**

**Use of Estimates** - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Capitalization Policy** - Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of an asset are capitalized. Expenditures for maintenance and repairs which do not add to the value or extend useful lives are charged to expense as incurred.

**Revenue Recognition** - Rental revenue is recognized on the straight-line basis, which averages minimum rents over the terms of the lease. The lease is classified as an operating lease and expires on February 28, 2019, unless a five year renewal option is exercised. The following is a schedule by years of future minimum rents receivable on this non-cancellable operating lease as of December 31, 1999.

| <u>Year</u> | <u>Amount</u> |
|-------------|---------------|
| 2000        | \$ 1,916,636  |
| 2001        | \$ 1,916,636  |
| 2002        | \$ 1,916,636  |
| 2003        | \$ 1,916,636  |
| 2004        | \$ 2,012,468  |
| Thereafter  | \$ 30,646,510 |

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**HealthEast I & II**  
**Unaudited Interim Financial Statements**  
**For The Period January 1, 2000 through April 30, 2000**

|  |                   |
|--|-------------------|
| GROSS INCOME   |                   |
| Real Estate Rentals                                  | \$ 638,879        |
| DIRECT OPERATING EXPENSE                             | \$ <u>0</u>       |
| EXCESS OF GROSS INCOME OVER DIRECT OPERATING EXPENSE | \$ <u>638,879</u> |

**Unaudited Estimated Taxable Operating Results**

The table below represents estimated taxable operating results of Health East I & II for the first twelve-month period of the acquisition. Said property is a net lease commercial structure 100% leased to HealthEast Inc, consisting of 114,216 net rentable square footage, of which assumptions for net rent is based upon 100% occupancy.

|                              | <u>Cash Flow Projections</u> |
|------------------------------|------------------------------|
| Rental Revenue               | \$ 1,916,636                 |
| Interest Expense             | \$ -1,510,836                |
| Principle Mortgage Reduction | \$ <u>-330,514</u>           |
| OPERATING CASH FLOW          | \$ 75,286                    |

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### Plymouth Techcenter IV & V Plymouth, Minnesota

#### Material Factors Considered by IRET at the Time of Acquisition

We acquired Plymouth Techcenter IV & V5 on April 1, 2001, from an unrelated party. The total purchase price for the property was \$13,750,000. Plymouth Techcenter IV & V is a 2-building, multi-tenant commercial property built in 1999 and located at 5000 and 5010 Chelshire Lane, North Plymouth, Minnesota. We considered the following material factors at the time of acquisition:

**Revenue Source:** One hundred percent (100%) of the property's revenue is derived from six different tenants.

**Occupancy:** At the time of acquisition, the property was 100% occupied and as of September 20, 2001, is still 100% occupied.

**Comparative Rents:** At the time of acquisition, rental rates for the property were equal to the area market or 2% to 3% higher.

**Competition:** There is a significant amount of competing space for rent in the immediate vicinity.

**Expenses:** All expenses, repairs, maintenance, and operating costs are paid by the tenants.

**Capital Improvements:** Since the property was built new in 1999, no capital improvements are planned for the next three to five years.

**Typical Lease Terms:** All leases are triple net with all property operating expenses paid by the tenants. All leases are for a term of three to eight years.

**Major Tenants:** The following tenants occupy 10% or more of the rentable square footage:

| <u>Tenant</u>              | <u>Square Footage</u> | <u>% of Total</u> | <u>Annual Rent</u> | <u>Lease Term</u> | <u>Business</u> |
|----------------------------|-----------------------|-------------------|--------------------|-------------------|-----------------|
| Plymouth IV                |                       |                   |                    |                   |                 |
| Miracle Ear, Inc.          | 32,543                | 61%               | \$ 404,367         | 06/30/07          | medical         |
| Simplex Time Recorder, Inc | 13,612                | 26%               | \$ 73,734          | 06/30/05          | manufacturing   |
| Ondeo Nalco Chemical Co.   | 3,365                 | 6%                | \$ 4,324           | 10/31/01          | chemical sales  |

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|                              |               |            |                   |          |           |
|------------------------------|---------------|------------|-------------------|----------|-----------|
| Hoyt Properties Master Lease | <u>3,789</u>  | <u>7%</u>  | \$ <u>32,585</u>  | 03/31/06 | n/a       |
| Total Plymouth IV            | 53,309        | 100%       | \$ 915,707        |          |           |
| Plymouth V                   |               |            |                   |          |           |
| Miracle Ear, Inc.            |               |            | \$                |          |           |
|                              | 52,547        | 71%        | 651,922           | 06/04/07 | medical   |
| New Horizons                 | 9,975         | 14%        | \$ 119,196        | 09/30/06 | childcare |
| Hoyt Properties Master Lease | <u>11,068</u> | <u>15%</u> | \$ <u>144,589</u> | 03/31/06 | n/a       |
| Total Plymouth V             | 73,590        | 100%       | \$ 832,891        |          |           |

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**Average Rent Per Square Foot:** For the 12 months prior to IRETs acquisition, the average monthly rent per square foot was \$0.96 for Plymouth IV and \$0.73 for Plymouth V.

**Lease Expiration Schedule:** For the next ten years the current leases will expire as follows:

| <u>Year</u> | <u>Leases Expiring</u> | <u>Sq. Ft. Expiring</u> | <u>Annual Revenue of Expiring Leases</u> | <u>Percentage of Gross Revenue of Expiring Leases</u> |
|-------------|------------------------|-------------------------|--|---|
| 2001        | 0                      | 0                       | \$ 0                                     | 0%  |
| 2002        | 0                      | 0                       | \$ 0                                     | 0%  |
| 2003        | 0                      | 0                       | \$ 0                                     | 0%  |
| 2004        | 0                      | 0                       | \$ 0                                     | 0%  |
| 2005        | 0                      | 0                       | \$ 0                                     | 0%  |
| 2006        | 2                      | 31,834                  | \$ 395,234                               | 25%   |
| 2007        | 1                      | 9975                    | \$ 119,196                               | 8%  |
| 2008        | 2                      | 85,090                  | \$ 1,056,289                             | 67%   |
| 2009        | 0                      | 0                       | \$ 0                                     | 0%  |
| 2010        | 0                      | 0                       | \$ 0                                     | 0%  |

**Depreciation:** Plymouth IV & V are being depreciated as follows:

| <u>Asset</u> | <u>Federal Tax Basis</u> | <u>Method</u> | <u>Life</u> |
|--------------|--------------------------|---------------|-------------|
| Plymouth 4   | \$4,456,135              | SL            | 39 years    |
| Plymouth 5   | \$4,783,353              | SL            | 39 years    |

**Real Estate Taxes:** At the time of acquisition, the annual real estate tax was \$128,937 per year. The rate for 2001 is \$135,585.

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**Independent Auditors Report**

To the Board of Trustees of Investors Real Estate Trust

We have audited the accompanying Historical Summary of Gross Income and Direct Operating Expenses of Plymouth Techcenter IV & V ("Historical Summary") for the year ended December 31, 2000. This Historical Summary is the responsibility of the management. Our responsibility is to express an opinion on the Historical Summary based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Historical Summary is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Historical Summary. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Historical Summary. We believe that our audit provides a reasonable basis for our opinion.

The accompanying Historical Summary was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission as described in Note 2, and is not intended to be a complete presentation of Plymouth Techcenter IV & Vs revenue and expenses.

In our opinion, the Historical Summary referred to above presents fairly, in all material respects, the gross income and direct operating expenses described in Note 2 of Plymouth Techcenter IV & V for the year ended December 31, 2000, in conformity with accounting principles generally accepted in the United States of America.

/S/ Brady Martz and Associates, P.C.  
Brady, Martz and Associates, P.C.

Minot, North Dakota  
October 8, 2001

**Plymouth Techcenter IV & V  
Historical Summary of Gross Income and Direct Operating Expenses  
For the Year Ended December 31, 2000**

|                              |    |         |
|------------------------------|----|---------|
| GROSS INCOME                 |    |         |
| Real Estate Rentals          | \$ | 637,758 |
| Operating Expense Recoveries | \$ | 84,910  |

|  |                          |
|--|--------------------------|
| Other rental income  | \$ <u>4,854</u>          |
| Total Gross Income   | \$ <u>727,522</u>        |
| <b>DIRECT OPERATING EXPENSE</b>                              |                          |
| Utilities  | \$ 37,668                |
| Real Estate Taxes  | \$ 64,469                |
| Insurance  | \$ 8,418                 |
| Repairs and Maintenance                                      | \$ <u>51,943</u>         |
| Total Direct Operating Expenses                              | \$ <u>162,498</u>        |
| <b>EXCESS OF GROSS INCOME OVER DIRECT OPERATING EXPENSES</b> | <b>\$ <u>565,024</u></b> |

The Notes to Historical Summary of Gross Income and Direct Operating Expenses are an integral part of this summary.

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**Plymouth Techcenter IV & V**  
**Notes To Historical Summary of Gross Income and Direct Operating Expenses**  
**For the Year Ended December 31, 2000**

*Note 1. Nature of Business*

*Plymouth Techcenter IV & V is multi-tenant commercial property consisting of 128,809 rentable square feet. Construction of the property was completed in calendar year 2000, lease-up began June, 2000. Accordingly, the above audited report only covers seven (7) months of operation. The property was acquired from an entity controlled by Steven B. Hoyt who is a Trustee of IRET. However, at the time of acquisition, Mr. Hoyt was not a member of the board or a related party.*

*Note 2. Basis of Presentation*

*Investors Real Estate Trust purchased Plymouth Techcenter IV & V on April 1, 2001. The historical summary has been prepared for the purpose of complying with Regulation S-X, Rule 3-14 of the Securities and Exchange Commission (SEC), which requires certain information with respect to real estate operations acquired to be included with certain filings with the SEC. This historical summary includes the historical gross income and direct operating expenses of Techcenter IV & V, exclusive of the following expenses which may not be comparable to the proposed future operations:*

- (a) interest expense on existing mortgage and borrowings*
- (b) depreciation of property and equipment*
- (c) management fees*
- (d) certain corporate expenses*

(e) provision for income taxes

*Note 3. Summary of Significant Accounting Policies*

Use of Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period.

Actual results could differ from those estimates.

Capitalization Policy - Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of an asset are capitalized. Expenditures for maintenance and repairs which do not add to the value or extend useful lives are charged to expense as incurred.

Revenue Recognition - Rental revenue is recognized on the straight-line basis, which averages minimum rents over the terms of the leases. All leases are classified as operating leases and expense at various dates prior to June 30, 2007. The following is a schedule by years of future minimum rents receivable on non-cancellable operating leases in effect as of December 31, 2000.

| <u>Year</u> | <u>Amount</u> |
|-------------|---------------|
| 2001        | \$ 1,254,425  |
| 2002        | \$ 1,254,715  |
| 2003        | \$ 1,256,165  |
| 2004        | \$ 1,256,165  |
| 2005        | \$ 1,163,713  |
| Thereafter  | \$ 1,563,150  |

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**Plymouth Techcenter IV & V**  
**Notes To Historical Summary of Gross Income and Direct Operating Expenses**  
**For the Year Ended December 31, 2000**

*Note 3. During the year ended December 31, 2000 four tenants accounted for all of the base continued rents. Approximately 24,700 square feet was still vacant as of December 31, 2000.*

Expense Reimbursement - Expense reimbursements represent operating expenses, including real estate taxes billed to the tenants and are recognized in the period the expenses are incurred.

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**Plymouth Techcenter IV & V**  
**Unaudited Interim Financial Statement**  
**For The Period January 1, 2001 through March 31, 2001**

|  |                          |
|--|--------------------------|
| <b>GROSS INCOME</b>  |                          |
| Real estate rentals  | \$ 425,172               |
| Operating Expense Recovery                                   | \$ <u>25,725</u>         |
| Total revenue  | \$ <u>450,897</u>        |
| <b>DIRECT OPERATING EXPENSE</b>                              |                          |
| Utilities  | \$ 1,744                 |
| Real Estate Taxes  | \$ 33,896                |
| Insurance  | \$ 3,476                 |
| Repairs and Maintenance                                      | \$ <u>9,041</u>          |
| Total Direct Operating expenses                              | \$ <u>48,157</u>         |
| <b>EXCESS OF GROSS INCOME OVER DIRECT OPERATING EXPENSES</b> | <b>\$ <u>402,740</u></b> |

**Unaudited Estimated Taxable Operating Results**

The table below represents estimated taxable operating results of Plymouth IV & V for the first twelve-month period of the acquisition. Said property is a net lease commercial structure consisting 126,809 net rentable square footage, of which assumptions for net rent is based upon 100% occupancy.

|                              |                              |
|------------------------------|------------------------------|
|                              | <u>Cash Flow Projections</u> |
| Rental Revenue               | \$ 1,465,911                 |
| Interest Expense             | \$ -753,818                  |
| Non-recoverable expenses     | \$ -111,459                  |
| Principle Mortgage Reduction | \$ <u>-120,134</u>           |
| <b>OPERATING CASH FLOW</b>   | <b>\$ 480,500</b>            |

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Schedules other than those listed above are omitted since they are not required or are not applicable, or the required information is shown in the financial statement or notes thereof.

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**Consolidated Financial Statements**  
**Three-Month Period Ended July 31, 2001**  
**Unaudited**

**Financial Statement - First Quarter Fiscal 2002**

The accompanying condensed consolidated financial statements of Investors Real Estate Trust, and its subsidiaries (collectively, the "Company"), included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC"). These unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and the footnotes thereto contained in the Annual Report on Form 10-K405 for the year ended April 30, 2001, of Investors Real Estate Trust, as filed with the SEC. The Condensed Consolidated Balance Sheet at April 30, 2001, contained herein, was derived from audited financial statements, but does not include all disclosures included in the Form 10-K405 and applicable under accounting principles generally accepted in the United States. Certain information and footnote disclosures normally included in interim financial statements prepared in accordance with accounting principals generally accepted in the United States have been omitted. In the opinion of the company, the accompanying unaudited condensed consolidated financial statements contain all adjustments (of a normal recurring nature) necessary for a fair presentation of the financial statements. The results of operations for the three months ended July 31, 2001, are not necessarily indicative of operating results for the entire year.

**INVESTORS REAL ESTATE TRUST**  
**CONSOLIDATED FINANCIAL STATEMENTS**

**BALANCE SHEET**

*(unaudited)*

|                                      | 07/31/01       | 04/30/01       |
|--------------------------------------|----------------|----------------|
| <b>ASSETS</b>                        |                |                |
| <b>Real Estate Investments</b>       | \$ 596,714,969 | \$ 591,636,468 |
| Less Accumulated Depreciation        | \$ -47,423,588 | \$ -44,093,145 |
|                                      | \$ 549,291,381 | \$ 547,543,323 |
| <br>                                 |                |                |
| Mortgage Loans Receivable            | \$ 4,633,400   | \$ 1,037,095   |
| <b>Total Real Estate Investments</b> | \$ 553,924,781 | \$ 548,580,418 |

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**BALANCE SHEET (unaudited) - continued**

|  | 07/31/01       | 04/30/01       |
|--|----------------|----------------|
| <b>OTHER ASSETS</b>                        |                |                |
| Cash                                       | \$ 13,309,576  | \$ 6,356,063   |
| Marketable Securities - Held to Maturity   | 0              | 2,351,248      |
| Marketable Securities - Available for Sale | 696,609        | 660,865        |
| Rent Receivable                            | 1,941,673      | 1,925,429      |
| Real Estate Deposits                       | 1,569,277      | 522,500        |
| Prepaid and Other Assets                   | 1,773,188      | 799,973        |
| Tax and Insurance Escrow                   | 4,177,213      | 4,323,960      |
| Deferred Charges and Leasing Costs         | 3,250,821      | 3,064,109      |
| Furniture & Fixtures                       | 170,376        | 187,313        |
| Goodwill                                   | \$ 1,522,889   | \$ 1,550,246   |
| <b>TOTAL ASSETS</b>                        | \$ 582,336,403 | \$ 570,322,124 |
| <br>                                       |                |                |
| <b>LIABILITIES</b>                         |                |                |
| Accounts Payable and Accrued Expenses      | \$ 8,472,456   | \$ 8,252,758   |
| Notes Payable                              | 0              | 0              |
| Mortgages Payable                          | 372,402,308    | 368,956,930    |

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|   |                |                |
|---|----------------|----------------|
| Investment Certificates Issued                    | \$ 18,505,565  | \$ 11,876,417  |
| <b>TOTAL LIABILITIES</b>                          | \$ 399,380,329 | \$ 389,086,105 |
| <b>Minority Interest in Partnerships</b>          |                |                |
| Limited Partner - NSCM                            | 3,344,532      | 3,287,665      |
| <b>Minority Interest in Operating Partnership</b> |                |                |
| Limited Partnership Units                         |                |                |
| 7,638,970 on 07/31/01                             |                |                |
| 7,527,151 on 04/30/01                             | \$ 59,514,168  | \$ 59,003,194  |
| <b>SHAREHOLDERS' EQUITY</b>                       |                |                |
| Shares of Beneficial Interest                     |                |                |
| 24,261,217 on 07/31/01                            |                |                |
| 24,068,346 on 04/30/01                            | \$ 133,885,966 | \$ 132,148,768 |
| Accumulated Distributions in Excess of Net Income | -13,693,885    | -13,073,157    |
| Accumulated Other Comprehensive Income/Loss       | \$ -94,707     | \$ -130,451    |
| Total Shareholders' Equity                        | \$ 120,097,374 | \$ 118,945,160 |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b> | \$ 582,336,403 | \$ 570,322,124 |

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**STATEMENT OF OPERATIONS**

For the Three-Month Period Ended July 31, 2001 and 2000  
(unaudited)

|   | <b>3 Months<br/>Ended<br/>07/31/01</b> | <b>3 Months<br/>Ended<br/>07/31/00</b> |
|---|--|--|
| <b>REVENUE</b>                            |  |  |
| Real Estate Rentals*                      | \$ 1,568,381                           | \$ 17,291,976                          |
| Interest, Discounts and Fees              | \$ 211,713                             | \$ 139,668                             |
| <b>Total Revenue</b>                      | \$ 21,780,094                          | \$ 17,431,644                          |
| <b>OPERATING EXPENSE</b>                  |  |  |
| Interest                                  | \$ 7,198,378                           | \$ 5,677,556                           |
| Depreciation                              | 3,656,762                              | 2,656,209                              |
| Utilities and Maintenance                 | 2,971,809                              | 2,613,195                              |
| Taxes                                     | 2,115,630                              | 1,701,654                              |
| Insurance                                 | 314,685                                | 167,280                                |
| Property Management Expenses              | 1,630,079                              | 1,410,502                              |
| Administrative Expense & Trustee Services | 386,307                                | 463,960                                |
| Operating Expenses                        | 126,622                                | 80,477                                 |

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|  |                      |                      |
|--|----------------------|----------------------|
| Amortization   | \$ 128,956           | \$ 95,680            |
| <b>Total Expenses</b>  | <b>\$ 18,529,228</b> | <b>\$ 14,866,513</b> |
| <b>INCOME BEFORE GAIN/LOSS ON PROPERTIES AND MINORITY INTEREST</b> | <b>3,250,866</b>     | <b>2,565,131</b>     |
| <b>GAIN ON SALE OF INVESTMENT</b>                                  | <b>307,934</b>       | <b>0</b>             |
| <b>MINORITY INTEREST OTHER PARTNERSHIP</b>                         | <b>-56,755</b>       | <b>0</b>             |
| <b>MINORITY INTEREST PORTION OF OPERATING PARTNERSHIP INCOME</b>   | <b>\$ -726,318</b>   | <b>\$ -425,667</b>   |
| <b>NET INCOME</b>  | <b>\$ 2,775,727</b>  | <b>\$ 2,139,464</b>  |

\* Includes \$333,295 and \$354,194 for 3 months ended 07/31/01 and 07/31/00 respectively of "straight-line rents." Straight-line rents are the amounts to be collected in future years from tenants occupying commercial properties under leases which provide for periodic increases in rents. It is determined by dividing the total rent payable for the lease term by the total rental periods and allocating the resulting average rent to the period covered by the report.

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**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY**  
for the periods ended July 31, 2001 and July 31, 2000  
(unaudited)

|  | <u>NUMBER OF SHARES</u> | <u>SHARES OF BENEFICIAL INTEREST</u> | <u>DISTRIBUTIONS IN EXCESS OF NET INCOME</u> | <u>ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)</u> | <u>TOTAL SHAREHOLDER'S EQUITY</u> |
|--|-------------------------|--------------------------------------|--|--|-----------------------------------|
| BALANCE APRIL 30, 2000                           | 22,452,069              | \$ 119,233,172                       | \$ -9,094,076                                | \$ -218,505  | \$ 109,921,591                    |
| Comprehensive Income                             |                         |                                      |  |  |                                   |
| Net income                                       | 0                       | 0                                    | 2,139,464                                    | 0  | 2,139,464                         |
| Unrealized gain on securities available for sale | 0                       | 0                                    | 0  | 67,977   | <u>67,977</u>                     |
| Total comprehensive income                       |                         |                                      |  |  | \$ 2,207,441                      |
| Dividends distributed                            | 0                       | 0                                    | -2,981,854                                   | 0  | -2,981,854                        |
| Dividend reinvestment plan                       | 141,736                 | 1,157,349                            | 0  | 0  | 1,157,349                         |
| Sale of shares                                   | 288,677                 | 2,263,834                            | 0  | 0  | 2,263,834                         |
| Fractional Shares repurchased                    | <u>-716</u>             | <u>-5,471</u>                        | <u>0</u>                                     | <u>0</u>   | <u>-5,471</u>                     |
| BALANCE JULY 31, 2000                            | <u>22,881,766</u>       | <u>\$ 122,648,884</u>                | <u>\$ -9,936,466</u>                         | <u>\$ -150,528</u>                                   | <u>\$ 112,562,890</u>             |
| BALANCE APRIL 30, 2001                           | <u>24,068,346</u>       | <u>\$ 132,148,768</u>                | <u>\$ -13,073,157</u>                        | <u>\$ -130,451</u>                                   | <u>\$ 118,945,160</u>             |
| Comprehensive Income                             |                         |                                      |  |  |                                   |
| Net income                                       | 0                       | 0                                    | 2,775,727                                    | 0  | 2,775,727                         |
| Unrealized gain on securities available for sale | 0                       | 0                                    | 0  | 35,744   | <u>35,744</u>                     |
| Total comprehensive income                       |                         |                                      |  |  | \$ 2,811,471                      |
| Dividends distributed                            | 0                       | 0                                    | -3,396,455                                   | 0  | -3,396,455                        |
| Dividend reinvestment plan                       | 193,687                 | 1,744,300                            | 0  | 0  | 1,744,300                         |



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|                               |                   |                       |                       |                   |                       |
|-------------------------------|-------------------|-----------------------|-----------------------|-------------------|-----------------------|
| Sale of shares                | 0                 | 0                     | 0                     | 0                 | 0                     |
| Fractional Shares repurchased | <u>-816</u>       | <u>-7,102</u>         | <u>0</u>              | <u>0</u>          | <u>-7,102</u>         |
| BALANCE July 31, 2001         | <u>24,261,217</u> | <u>\$ 133,885,966</u> | <u>\$ -13,693,885</u> | <u>\$ -94,707</u> | <u>\$ 120,097,374</u> |

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**CONSOLIDATED STATEMENT OF CASH FLOWS**

For the Three-Month Periods Ended July 31, 2001 and 2000

(unaudited)

|  | 07/31/01      | 07/31/00       |
|--|---------------|----------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                      |               |                |
| NET INCOME   | \$ 2,775,727  | \$ 2,139,464   |
| Adjustments to reconcile net income to net cash provided by operating activities |               |                |
| Depreciation and Amortization  | 3,785,718     | 2,751,889      |
| Minority interest portion of operating partnership income                        | 783,073       | 425,667        |
| Gain on Sale of Properties   | -307,934      | 0              |
| Interest reinvested in investment certificates                                   | 110,495       | 58,574         |
| Changes in other assets and liabilities:   |               |                |
| (Increase) decrease in real estate deposits                                      | -1,046,777    | 483,100        |
| (Increase) decrease in other assets  | -1,010,776    | -361,818       |
| (Increase) decrease in rent receivable   | -16,244       | -129,636       |
| (Increase) decrease in tax and insurance escrow                                  | 146,747       | -558,271       |
| (Increase) decrease in deferred charges  | -186,712      | -195,459       |
| Increase (decrease) in accounts payable& accrued expenses                        | \$ -386,189   | \$ 597,467     |
| Net cash provided from operating activities                                      | \$ 4,647,128  | \$ 5,210,977   |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                                      |               |                |
| Proceeds from sale of marketable securities held to maturity                     | \$ 2,351,248  | \$ 76,683      |
| Principal payments on mortgage loans receivable                                  | 164,924       | 606,898        |
| Payments for acquisition and improvements of properties                          | -4,462,109    | -12,012,135    |
| Investment in Mortgage loan receivable   | \$ -3,200,000 | \$ 0           |
| <b>Net Cash used for investing activities</b>                                    | \$ -5,145,937 | \$ -11,328,554 |

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**STATEMENT OF CASH FLOWS** (unaudited) - continued

|  | 07/31/01             | 07/31/00            |
|--|----------------------|---------------------|
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>  |                      |                     |
| Proceeds from sale of shares                 | \$ 0                 | \$ 2,258,364        |
| Proceeds from investment certificates issued | 6,688,447            | 646,850             |
| Proceeds from mortgages payable              | 9,734,544            | 20,684,504          |
| Proceeds from short-term lines of credit     | 1,000,000            | 2,800,000           |
| Repurchase of shares/minority interest       | -17,821              | -1,289,035          |
| Dividends/Distributions Paid                 | -2,935,317           | -1,231,597          |
| Prepaid Advances to DRIP                     | 0                    | -700,000            |
| Redemption of investment certificates        | -170,085             | -706,269            |
| Principal payments on mortgage loans         | -5,847,446           | -1,611,305          |
| Payments on short-term lines of credit       | \$ -1,000,000        | \$ -9,252,420       |
| Net cash provided from financing activities  | \$ 7,452,322         | \$ 11,599,092       |
| <b>NET INCREASE (DECREASE) IN CASH</b>       | <b>\$ 6,953,513</b>  | <b>\$ 5,481,515</b> |
| <b>CASH AT BEGINNING OF YEAR</b>             | <b>\$ 6,356,063</b>  | <b>\$ 3,449,264</b> |
| <b>CASH AT END OF 1st PERIOD</b>             | <b>\$ 13,309,576</b> | <b>\$ 8,930,779</b> |

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**SUPPLEMENTARY SCHEDULE OF NON-CASH INVESTING AND FINANCING ACTIVITIES 2001 and 2000**

|   | 07/31/01     | 07/31/00     |
|---|--------------|--------------|
| Dividends reinvested  | \$ 1,744,586 | \$ 1,746,384 |
| Real estate investment and mortgage loans receivable acquired through assumption of mortgage loans payable and accrual of costs | 0            | 19,603,741   |
| Mortgage loan receivable transferred to property owned  | 0            | 0            |
| Proceeds from Sale of Properties deposited directly with escrow agent   | 712,477      | 0            |
| Properties acquired through the issuance of minority interest units in the operating partnership                                | 1,100,000    | 5,981,938    |
| Interest reinvested directly in investment certificates   | 110,495      | 54,574       |
| Goodwill acquired   | 0            | 1,641,437    |

**SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION**

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Cash paid during the year for:

|   |                  |                  |
|---|------------------|------------------|
| Interest paid on mortgages                | \$ 6,557,770     | \$ 5,004,812     |
| Interest paid on margin account and other | 1,438            | 119,477          |
| Interest paid on investment certificates  | \$ <u>79,519</u> | \$ <u>97,723</u> |
|   | \$ 6,638,727     | \$ 5,222,012     |

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**SELECTED FINANCIAL DATA**

|                                      | <b>3 Months<br/>Ended<br/>07/31/01</b> | <b>3 Months<br/>Ended<br/>07/31/00</b> |
|--------------------------------------|--|--|
| <b>PER SHARE</b>                     |  |  |
| Net Income Per Share                 | 0.11                                   | 0.09                                   |
| Dividends Paid Per Share             | 0.1450                                 | 0.1325                                 |
| Average Number of Shares Outstanding | 23,873,777                             | 22,631,392                             |

|  | <b>3 Months<br/>Ended<br/>07/31/01</b> | <b>3 Months<br/>Ended<br/>07/31/00</b> |
|--|--|--|
| <b>OPERATING PARTNERSHIP FUNDS FROM OPERATIONS</b>                   |  |  |
| Income before Gain(Loss) on Properties Sold                          | \$ 3,250,866                           | \$ 2,565,131                           |
| Plus Real Estate Depreciation and Amortization                       | \$ <u>3,648,193</u>                    | \$ <u>2,656,209</u>                    |
| Funds from Operations  | \$ <u><b>6,899,059</b></u>             | \$ <u><b>5,221,340</b></u>             |
| Average Number of Shares and Operating Partnership Units Outstanding | 31,466,261                             | 27,166,617                             |

**OPERATING SEGMENTS**

The following information summarizes the Trust's unaudited segment reporting for Residential and Commercial properties along with reconciliations to the consolidated financial statements:

**QUARTER ENDING July 31, 2001**

|                 | <b>Commercial</b>   | <b>Residential</b>   | <b>Total</b>         |
|-----------------|---------------------|----------------------|----------------------|
| Segment Revenue |                     |                      |                      |
| Rental Revenue  | \$ <u>7,439,531</u> | \$ <u>14,128,850</u> | \$ <u>21,568,381</u> |

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|                           |              |               |               |
|---------------------------|--------------|---------------|---------------|
| Segment Expenses          |              |               |               |
| Mortgage Interest         | 2,649,704    | 4,371,013     | 7,020,717     |
| Utilities and Maintenance | 411,066      | 2,560,743     | 2,971,809     |
| Real Estate Taxes         | 533,699      | 1,581,931     | 2,115,630     |
| Insurance                 | 46,253       | 268,432       | 314,685       |
| Property Management       | \$ 185,825   | \$ 1,444,254  | \$ 1,630,079  |
| Total Segment Expense     | \$ 3,826,547 | \$ 10,226,373 | \$ 14,052,920 |
| Segment Gross Profit      | \$ 3,612,984 | \$ 3,902,477  | \$ 7,515,461  |

|   |  |              |
|---|--|--------------|
| <b>Reconciliation to consolidated operations:</b>           |  |              |
| Interest Discounts and Fee Revenue                          |  | \$ 211,713   |
| Other Interest Expense                                      |  | -177,661     |
| Depreciation  |  | - 3,656,762  |
| Administrative Expense and Trustee Fees                     |  | -386,307     |
| Operating Expenses  |  | -126,622     |
| Amortization  |  | \$ -128,956  |
| Income Before Gain/Loss on Properties and Minority Interest |  | \$ 3,250,866 |

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**QUARTER ENDING July 31, 2000**

|                           | Commercial   | Residential   | Total         |
|---------------------------|--------------|---------------|---------------|
| Segment Revenue           |              |               |               |
| Rental Revenue            | \$ 4,401,646 | \$ 12,890,330 | \$ 17,291,976 |
| Segment Expenses          |              |               |               |
| Mortgage Interest         | 1,746,017    | 3,763,147     | 5,509,164     |
| Utilities and Maintenance | 194,590      | 2,418,605     | 2,613,195     |
| Taxes                     | 259,536      | 1,442,118     | 1,701,654     |
| Insurance                 | 17,125       | 150,156       | 167,281       |
| Property Management       | \$ 83,271    | \$ 1,327,231  | \$ 410,502    |
| Total Segment Expense     | \$ 2,300,539 | \$ 9,101,257  | \$ 11,401,796 |
| Segment Gross Profit      | \$ 2,101,107 | \$ 3,789,073  | \$ 5,890,180  |

|   |  |              |
|---|--|--------------|
| <b>Reconciliation to consolidated operations:</b>           |  |              |
| Interest Discounts and Fee Revenue                          |  | \$ 139,668   |
| Other Interest Expense                                      |  | -168,392     |
| Depreciation  |  | -2,656,209   |
| Advisory and Trust Fees                                     |  | -463,960     |
| Operating Expenses  |  | -80,476      |
| Amortization  |  | \$ -95,680   |
| Income Before Gain/Loss on Properties and Minority Interest |  | \$ 2,565,131 |

**QUARTER ENDING July 31, 2001**

|                               | Commercial            | Residential           | Total                 |
|-------------------------------|-----------------------|-----------------------|-----------------------|
| Segment Assets                |                       |                       |                       |
| Property Owned                | \$ 232,097,480        | \$ 364,617,489        | \$ 596,714,969        |
| Less Accumulated Depreciation | \$ -13,074,868        | \$ -34,348,720        | \$ -47,423,588        |
| Total Property Owned          | \$ <u>219,022,612</u> | \$ <u>330,268,769</u> | \$ <u>549,291,381</u> |

**YEAR ENDING APRIL 30, 2001**

|                               | Commercial            | Residential           | Total                 |
|-------------------------------|-----------------------|-----------------------|-----------------------|
| Segment Assets                |                       |                       |                       |
| Property Owned                | \$ 230,058,846        | \$ 361,577,622        | \$ 591,636,468        |
| Less Accumulated Depreciation | \$ -11,796,966        | \$ -32,296,179        | \$ -44,093,145        |
| Total Property Owned          | \$ <u>218,216,880</u> | \$ <u>329,281,443</u> | \$ <u>547,543,323</u> |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
*Three-Month Periods Ended July 31, 2001 and 2000*

**NOTE 1 - BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES**

**BASIS OF PRESENTATION** The consolidated financial statements include the accounts of Investors Real Estate Trust and all its subsidiaries in which it maintains a controlling interest. The financial statements have been prepared on the basis of accounting principles that are in effect as of the financial statement date.

**SIGNIFICANT ACCOUNTING POLICIES** The Trust has not made any significant changes in accounting policy and practices since the most recent audited financial statements.

**RECENT ACCOUNTING PRONOUNCEMENTS**

**In June, 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 141, Business Combinations.** This Statement addresses financial accounting and reporting for business combinations and supersedes APB Opinion No. 16, Business Combinations, and FASB Statement No. 38, Accounting for Preacquisition Contingencies of Purchased Enterprises. The provisions of this Statement provide that all business combinations under the scope of this Statement are to be accounted for using one method - the purchase method. The provisions of this Statement apply to all business combinations initiated after June 30, 2001, and to all business combinations accounted for using the purchase method for which the date of acquisition is July 1, 2001, or later. The Trust has not entered into any business combinations since June 30, 2001 and therefore the provisions of this Statement do not yet impact the Trust's financial position, results of operations and cash flows. The Trust will be adopting this Statement for any future business combinations.

**In June, 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 142, Goodwill and Other Intangible Assets.** This Statement addresses financial accounting and reporting for acquired goodwill and other intangible assets and supersedes APB Opinion No. 17, Intangible Assets. It addresses how intangible assets that are acquired individually or with a group of other assets (but not those acquired in a business combination) should be accounted for in financial statements upon their acquisitions. This Statement also addresses how goodwill and other intangible assets should be accounted for after they have been initially recognized in the financial statements. The provisions of this Statement are required to be applied starting with fiscal years beginning after December 15, 2001. Although the Statement allows for early adoption by entities with fiscal years beginning after March 15, 2001, provided that the first interim financial statements have not previously been issued, the Trust has no plans to adopt the provisions of SFAS No. 142 prior to the effective date.

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Therefore, this Statement is will be adopted by the Trust at the beginning of fiscal year May 1, 2002. The provisions of SFAS No. 142 will be applied to all goodwill and other intangible assets reflected on its financial statements at that date.

SFAS No. 142 requires that goodwill and intangible assets that have indefinite useful lives will not be amortized as in the past, but will instead be tested at least annually for impairment. SFAS No. 142 adopts a more aggressive view of goodwill and bases the accounting for goodwill on the units of the combined entity into which an acquired entity is integrated (referred to as reporting units). This statement provides specific guidance for testing goodwill for impairment. The Trust will follow this guidance and goodwill will be tested for impairment at least annually using a two-step process that begins with an estimation of the fair value of a reporting unit. The first step is a screen for potential impairment, and the second step measures the amount of impairment, if any. If certain criteria are met, the requirement to test goodwill for annual impairment can be satisfied without remeasurement of the fair value of a reporting entity.

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Impairment losses for goodwill and indefinite-lived intangible assets that arise due to the initial application of this Statement (resulting from a transitional impairment test) are to be reported as resulting from a change in accounting principle. As of July 31, 2001, the impact of adopting the provisions of SFAS No. 142 on the Trust's financial position, results of operations and cash flows would not be material since as of this date the Trust's goodwill and indefinite intangibles are not determined to be impaired. The impact of adopting this Statement on its effective date is not yet estimable since fact and circumstances that could impact the impairment estimation will need to be evaluated as of that date.

In June 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 143, Accounting for Asset Retirement Obligations. The provisions of this statement address the financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated asset retirement costs. This Statement requires that the fair value of a liability for an asset retirement obligation be recognized in the period in which it is incurred if a reasonable estimate of fair value can be made. The associated asset retirement costs are capitalized as part of the carrying amount of the long-lived asset. The provisions of this Statement become effective for fiscal years beginning after June 15, 2002. Although the Statement allows for early adoption prior to becoming effective, the Trust has no plans for to adopt the provision of SFAS No. 143 prior to the effective date. Therefore, this Statement will be adopted by the Trust at the beginning of fiscal year May 1, 2003. As of July 31, 2001 the impact of adopting the provisions of this Statement on the Trust's financial position, results of operations and cash flow would not be material as the Trust did not currently retire any tangible long-lived assets. The impact of adopting this Statement on its effective date is not yet estimable since fact and circumstances that could impact retirement costs and obligations will depend on future retirements of long-lived assets.

In August 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets. This Statement addresses financial accounting and reporting for the impairment or disposal of long-lived assets. This Statement supersedes FASB No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be disposed of, and the accounting and reporting provision of APB Opinion No. 30, Reporting the Results of Operations-Reporting the Effects of Disposal of a Segment of a Business and Extraordinary, Unusual and Infrequently Occurring Events and Transactions, for the disposal of a segment of a business (as previously defined in the Opinion). This Statement also amends ARB No. 51, Consolidated Financial Statements, to eliminate the exception to consolidation for a subsidiary for which control is likely to be temporary. The provisions of this statement become effective for financial statements issued for fiscal years beginning after December 15, 2001 and interim periods within those fiscal years. Although the statement provides for early adoption prior to becoming effective, the Trust has no plans to adopt this Statement prior to the effective date. Therefore, this Statement is will be adopted by the Trust at the beginning of fiscal year May 1, 2002.

This Statement does not materially change the measurement of impairment for long-lived assets to "be held or used". Instead, it provides guidance on measuring impairment of long lived assets to "be held and used". As of July 31, 2001, the Trust did have long-lived assets that are being "held and used" (primarily real estate) as part of its normal business operations of a REIT. The Trust has implemented its measuring of impairment for assets "held and used" in accordance with the implementation guidance in SFAS No. 144 which is consistent with SFAS No. 121 and therefore this Statement has no material impact on the Trust's financial position, results of operations and cash flows.

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SFAS No. 144 also has some provisions, primarily guidance, on implementation of the provisions of SFAS No. 122, that apply to long-lived assets to be disposed of "other than by sale" and long-lived assets to be disposed of "by sale". As of July 31, 2001, the Trust did not have any long-lived assets within these categories and therefore the application as of that date does not have any material impact on the financial position, results of operations, and cash flows. The impact of adopting the provisions of this Statement for long-lived assets to be disposed of "other than by sale" or "by sale" on its effective date is not yet estimable since facts and circumstances have not yet occurred that would cause the Trust to classify properties in either of these categories.

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### NOTE 2 - MORTGAGE LOAN RECEIVABLE

Mortgage loans receivable consist of eight contracts, which are collateralized by real estate. Contract terms call for monthly payments of principals and interest. Interest rates range from 7% to 11%. Mortgage loans receivable have been evaluated for possible losses considering repayment history, market value of underlying collateral, and economic conditions.

Future principal payments due under the mortgage loan contracts as of July 31, 2001, are as follows:

|                       |                     |
|-----------------------|---------------------|
| Year ending April 30, |                     |
| 2002                  | \$ 4,361,835        |
| 2003                  | \$ 98,252           |
| 2004                  | \$ 43,313           |
| 2005                  | \$ 0                |
| 2006                  | \$ 0                |
| Later years           | <u>\$ 130,000</u>   |
|                       | <u>\$ 4,633,400</u> |

There were no significant non-performing mortgage loans receivable as of July 31, 2001. Non-performing loans are recognized as impaired in conformity with FASB Statement No. 114, Accounting by Creditors for Impairment of a Loan. The average balance of impaired loans for the period ending July 31, 2001 was not significant. For impairment recognized in conformity with FASB statement No. 114, the entire change in present value of expected cash flows is reported as bad debt expense in the same manner in which impairment initially was recognized or as a reduction in the amount of bad debt expense that otherwise would be reported. Additional interest income that would have been earned on loans if they had not been non-performing was not significant in this period. There was not interest income on non-performing loans recognized on a cash basis for period ending July 31, 2001.

### NOTE 3 - MARKETABLE SECURITIES

The investment of \$2,351,248 in GNMA Securities, which were classified as marketable securities held-to-maturity, were sold for proceeds of \$2,362,774 on June 30, 2001, resulting in realized gains of \$11,526.

### NOTE 4 - INVESTMENT CERTIFICATES ISSUED

The trust has placed investment certificates with the public. The interest rates vary from 6% to 9% per annum, depending on the term of the security. Total securities maturing within fiscal years ending April 30, are shown below. Interest is paid annually, semiannually, or quarterly on the anniversary date of the security.

|             |                   |
|-------------|-------------------|
| 2002        | \$ 10,226,662     |
| 2003        | \$ 2,628,173      |
| 2004        | \$ 1,920,307      |
| 2005        | \$ 914,281        |
| 2006        | \$ 2,118,134      |
| Later years | <u>\$ 698,008</u> |

\$ 18,505,565

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### INDEPENDENT AUDITOR'S REPORT

Board of Trustees  
Investor Real Estate Trust  
and Subsidiaries  
Minot, North Dakota

We have audited the accompanying consolidated balance sheets of Investors Real Estate Trust and Subsidiaries as of April 30, 2001 and 2000, and the related consolidated statements of operations, shareholders' equity, and cash flows for the years ended April 30, 2001, 2000 and 1999. These consolidated financial statements are the responsibility of the Trust's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis of our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Investors Real Estate Trust and Subsidiaries as of April 30, 2001 and 2000, and the consolidated results of its operations and cash flows for the years ended April 30, 2001, 2000 and 1999, in conformity with accounting principles generally accepted in the United States of America.

/S/ Brady Martz and Associates, P.C.

**BRADY, MARTZ & ASSOCIATES, P.C.**

Minot, North Dakota, USA

May 23, 2001

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### INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

*April 30, 2001 and 2000*

#### ASSETS



|   | <u>2001</u>                  | <u>2000</u>                  |
|---|------------------------------|------------------------------|
| <b>REAL ESTATE INVESTMENTS</b>            |                              |                              |
| Property owned                            | \$ 591,636,468               | \$ 449,919,890               |
| Less accumulated depreciation             | <u>- 44,093,145</u>          | <u>- 33,232,952</u>          |
|   | \$ 547,543,323               | \$ 416,686,938               |
| <br>                                      |                              |                              |
| Mortgage loans receivable                 | <u>1,037,095</u>             | <u>1,529,578</u>             |
| Total real estate investments             | \$ 548,580,418               | \$ 418,216,516               |
| <br>                                      |                              |                              |
| <b>OTHER ASSETS</b>                       |                              |                              |
| Cash                                      | \$ 6,356,063                 | \$ 3,449,264                 |
| Marketable securities -held-to-maturity   | 2,351,248                    | 2,601,420                    |
| Marketable securities -available for sale | 660,865                      | 572,811                      |
| Rent receivable                           | 1,925,429                    | 1,055,922                    |
| Real estate deposits                      | 522,500                      | 768,850                      |
| Prepaid and other assets                  | 799,973                      | 577,624                      |
| Tax and insurance escrow                  | 4,323,960                    | 3,218,603                    |
| Furniture & Fixtures                      | 187,313                      | 0                            |
| Goodwill                                  | 1,550,246                    | 0                            |
| Deferred charges and Leasing Costs        | <u>3,064,109</u>             | <u>2,517,289</u>             |
| <b>TOTAL ASSETS</b>                       | <b>\$ <u>570,322,124</u></b> | <b>\$ <u>432,978,299</u></b> |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS** *(continued)*  
*April 30, 2001 and 2000*

**LIABILITIES AND SHAREHOLDERS' EQUITY**

|   | <u>2001</u>           | <u>2000</u>           |
|---|-----------------------|-----------------------|
| <b>LIABILITIES</b>  |                       |                       |
| Accounts payable and accrued expenses   | \$ 8,252,758          | \$ 6,343,595          |
| Notes payable   | 0                     | 6,452,420             |
| Mortgages payable   | 368,956,930           | 265,056,767           |
| Investment certificates issued  | <u>11,876,417</u>     | <u>10,087,256</u>     |
| Total Liabilities   | \$ <u>389,086,105</u> | \$ <u>287,940,038</u> |
| <br>  |                       |                       |
| <b>MINORITY INTEREST IN PARTNERSHIPS</b>  | \$ <u>3,287,665</u>   | \$ <u>0</u>           |
| <b>MINORITY INTEREST OF UNIT HOLDERS IN OPERATING PARTNERSHIP</b>   | \$ <u>59,003,194</u>  | \$ <u>35,117,670</u>  |
| <br>  |                       |                       |
| <b>SHAREHOLDER'S EQUITY</b>   |                       |                       |
| Shares of beneficial interest <i>(unlimited authorization, no par value, 24,068,346 shares outstanding in 2001 and 22,452,069 shares outstanding in 2000)</i> | \$ 132,148,768        | \$ 119,233,172        |
| Accumulated distributions in excess of net income   | -13,073,157           | -9,094,076            |

|   |                              |                              |
|---|------------------------------|------------------------------|
| Accumulated other comprehensive loss              | <u>-130,451</u>              | <u>- 218,505</u>             |
| Total shareholders' equity                        | \$ <u>118,945,160</u>        | \$ <u>109,920,591</u>        |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b> | <b>\$ <u>570,322,124</u></b> | <b>\$ <u>432,978,299</u></b> |

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
*for the years ended April 30, 2001, 2000 and 1999*

|  | <u>2001</u>                | <u>2000</u>                | <u>1999</u>                |
|--|----------------------------|----------------------------|----------------------------|
| <b>REVENUE</b>   |                            |                            |                            |
| Real estate rentals  | \$ 74,800,722              | \$ 54,257,881              | \$ 38,785,287              |
| Interest, discounts and fees   | <u>966,428</u>             | <u>1,187,312</u>           | <u>1,141,975</u>           |
| Total revenue  | \$ <u>75,767,150</u>       | \$ <u>55,445,193</u>       | \$ <u>39,927,262</u>       |
| <b>EXPENSES</b>  |                            |                            |                            |
| Interest   | \$ 25,231,398              | \$ 17,014,170              | \$ 12,101,981              |
| Depreciation   | 12,299,532                 | 8,460,112                  | 5,966,874                  |
| Utilities and maintenance  | 11,546,566                 | 8,044,530                  | 6,356,483                  |
| Taxes  | 7,545,182                  | 5,282,361                  | 4,025,559                  |
| Insurance  | 831,963                    | 476,962                    | 384,203                    |
| Property management expenses   | 5,784,423                  | 4,290,275                  | 3,288,267                  |
| Loss on Impairment of Properties                                       | 0                          | 1,319,316                  | 0                          |
| Administrative Expenses  | 1,057,469                  | 0                          | 0                          |
| Advisory and trustee services  | 423,227                    | 1,159,120                  | 844,901                    |
| Operating expenses   | 431,390                    | 633,692                    | 402,641                    |
| Amortization   | <u>428,188</u>             | <u>216,097</u>             | <u>154,677</u>             |
| Total expenses   | \$ <u>65,579,338</u>       | \$ <u>46,896,635</u>       | \$ <u>33,525,586</u>       |
| <b>INCOME BEFORE GAIN/LOSS ON<br/>PROPERTIES AND MINORITY INTEREST</b> |                            |                            |                            |
|  | \$ 10,187,812              | \$ 8,548,558               | \$ 6,401,676               |
| <b>GAIN ON SALE OF PROPERTIES</b>                                      |                            |                            |                            |
|  | 601,605                    | 1,754,496                  | 1,947,184                  |
| <b>MINORITY INTEREST PORTION OF<br/>OPERATING PARTNERSHIP INCOME</b>   |                            |                            |                            |
|  | <u>-2,095,177</u>          | <u>-1,495,209</u>          | <u>- 744,725</u>           |
| <b>NET INCOME</b>  | <b>\$ <u>8,694,240</u></b> | <b>\$ <u>8,807,845</u></b> | <b>\$ <u>7,604,135</u></b> |
| <b>Net income per share (basic and diluted)</b>                        | <b>\$ <u>.38</u></b>       | <b>\$ <u>.42</u></b>       | <b>\$ <u>.44</u></b>       |

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY**  
*for the years ended April 30, 2001, 2000 and 1999*

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|  | NUMBER OF<br><u>SHARES</u> | SHARES OF<br>BENEFICIAL<br><u>INTEREST</u> | DISTRIBUTIONS IN<br>EXCESS OF NET<br><u>INCOME</u> | ACCUMULATED<br>OTHER<br>COMPREHENSIVE<br><u>INCOME (LOSS)</u> | TOTAL<br>SHAREHOLDER'S<br><u>EQUITY</u> |
|--|----------------------------|--|--|---|---|
| <b>BALANCE May 1, 1998</b>                       | <b>16,391,412</b>          | <b>\$ 74,708,559</b>                       | <b>\$ -6,666,555</b>                               | <b>\$ 110,622</b>   | <b>\$ 68,152,626</b>                    |
| Comprehensive Income                             |                            |  |  |   |   |
| Net income                                       | 0                          | 0  | 7,604,135  | 0   | 7,604,135                               |
| Unrealized loss on securities available for sale | 0                          | 0  | 0  | -167,189  | <u>-167,189</u>                         |
| Total comprehensive income                       |                            |  |  |   | \$ 7,436,946                            |
| Dividends distributed                            | 0                          | 0  | -8,193,538   | 0   | -8,193,538                              |
| Dividends reinvested                             | 762,051                    | 5,389,464                                  | 0  | 0   | 5,389,464                               |
| Sale of shares                                   | 2,368,504                  | 16,284,684                                 | 0  | 0   | 16,284,684                              |
| Shares repurchased                               | <u>-455,013</u>            | <u>-3,286,888</u>                          | <u>0</u>   | <u>0</u>  | <u>-3,286,888</u>                       |
| <b>BALANCE APRIL 30, 1999</b>                    | <b>19,066,954</b>          | <b>\$ 93,095,819</b>                       | <b>\$ -7,255,958</b>                               | <b>\$ - 56,567</b>  | <b>\$ 85,783,294</b>                    |
| Comprehensive income                             |                            |  |  |   |   |
| Net income                                       | 0                          | 0  | 8,807,845  | 0   | 8,807,845                               |
| Unrealized loss on securities available for sale | 0                          | 0  | 0  | -161,938  | <u>-161,938</u>                         |
| Total comprehensive income                       |                            |  |  |   | \$8,645,907                             |
| Dividends distributed                            | 0                          | 0  | -10,645,963  | 0   | -10,645,963                             |
| Dividend reinvestment plan                       | 803,192                    | 6,330,301                                  | 0  | 0   | 6,330,301                               |
| Sales of shares                                  | 3,115,789                  | 24,022,246                                 | 0  | 0   | 24,022,246                              |
| Shares repurchased                               | <u>-533,866</u>            | <u>-4,215,194</u>                          | <u>0</u>   | <u>0</u>  | <u>-4,215,194</u>                       |
| <b>BALANCE APRIL 30, 2000</b>                    | <b>22,452,069</b>          | <b>\$ 119,233,172</b>                      | <b>\$ -9,094,076</b>                               | <b>\$ -218,505</b>  | <b>\$ 109,920,591</b>                   |
| Comprehensive Income                             |                            |  |  |   |   |
| Net income                                       | 0                          | 0  | 8,694,240  | 0   | 8,694,240                               |
| Unrealized gain on securities available for sale | 0                          | 0  | 0  | 88,054  | <u>88,054</u>                           |
| Total comprehensive income                       |                            |  |  |   | \$ 8,782,294                            |
| Dividends distributed                            | 0                          | 0  | -12,673,321  | 0   | -12,673,321                             |
| Dividend reinvestment plan                       | 273,155                    | 2,230,445                                  | 0  | 0   | 2,230,445                               |
| Sale of shares                                   | 1,383,908                  | 11,001,509                                 | 0  | 0   | 11,001,509                              |
| Fractional Shares repurchased                    | <u>-40,786</u>             | <u>-316,358</u>                            | <u>0</u>   | <u>0</u>  | <u>- 316,358</u>                        |
| <b>BALANCE APRIL 30, 2001</b>                    | <b>24,068,346</b>          | <b>\$ 132,148,768</b>                      | <b>\$ -13,073,157</b>                              | <b>\$ -130,451</b>  | <b>\$ 118,945,160</b>                   |

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
*for the years ended April 30, 2001, 2000 and 1999*

|   | <u>2001</u>  | <u>2000</u>  | <u>1999</u>  |
|---|--------------|--------------|--------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                       |              |              |              |
| Net Income  | \$ 8,694,240 | \$ 8,807,845 | \$ 7,604,135 |
| Adjustments to reconcile net income to net cash provided by operating activities: |              |              |              |
| Depreciation and amortization   | 12,727,720   | 8,676,209    | 6,121,551    |
| Minority interest portion of operating partnership income                         | 2,095,177    | 1,495,209    | 744,725      |

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|   |                       |                        |                       |
|---|-----------------------|------------------------|-----------------------|
| Accretion of discount on contracts                      | 0                     | -1,506                 | -2,920                |
| Gain on sale of properties                              | -601,605              | -1,754,496             | -1,947,184            |
| Loss on impairment of properties                        | 0                     | 1,319,316              | 0                     |
| Interest reinvested in investment certificates          | 360,181               | 363,935                | 408,097               |
| Effects on operating cash flows due to changes in:      |                       |                        |                       |
| Real estate deposits                                    | 246,350               | -467,950               | 2,192,813             |
| Rent receivable   | -990,213              | -1,055,922             | 0                     |
| Other assets  | -201,547              | -283,838               | -11,884               |
| Tax and insurance escrow                                | -1,105,357            | -1,457,408             | -507,127              |
| Deferred charges  | -805,364              | -1,319,634             | -480,413              |
| Accounts payable and accrued expenses                   | <u>1,909,163</u>      | <u>1,955,325</u>       | <u>1,541,190</u>      |
| Net cash provided from operating activities             | <u>\$ 22,328,745</u>  | <u>\$ 16,277,085</u>   | <u>\$ 15,662,983</u>  |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>             |                       |                        |                       |
| Proceeds from maturity of marketable securities         |                       |                        |                       |
| held-to-maturity  | \$ 250,172            | \$ 363,014             | \$ 572,104            |
| Principal payments on mortgage loans receivable         | 613,934               | 492,547                | 372,155               |
| Proceeds from sale of property                          | 0                     | 7,326,563              | 435,787               |
| Payments for acquisitions and improvement of properties | -72,319,419           | -121,931,571           | -45,325,061           |
| Purchase of marketable securities available-for-sale    | 0                     | 0                      | -181,250              |
| Investment in mortgage loans receivable                 | <u>-4,709,838</u>     | <u>-6,291,617</u>      | <u>-7,655,061</u>     |
| Net cash used for investing activities                  | <u>\$ -76,165,151</u> | <u>\$ -120,041,064</u> | <u>\$ -51,781,326</u> |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS** *(continued)*  
*for the years ended April 30, 2001, 2000 and 1999*

|   | <u>2001</u>          | <u>2000</u>           | <u>1999</u>          |
|---|----------------------|-----------------------|----------------------|
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>   |                      |                       |                      |
| Proceeds from sale of shares, net of issue costs  | \$ 11,001,509        | \$ 24,022,246         | \$ 16,284,684        |
| Proceeds from investment certificates issued  | 3,257,574            | 3,769,003             | 4,591,528            |
| Proceeds from mortgages payable   | 79,369,000           | 93,969,098            | 32,326,973           |
| Repurchase of shares and minority interest units  | -5,497,952           | -4,832,012            | -3,534,813           |
| Dividends paid  | -5,963,290           | -4,315,662            | -2,804,074           |
| Distributions paid to minority interest unitholders   | -3,059,078           | -1,846,104            | -791,458             |
| Redemption of investment certificates   | -1,828,594           | -5,815,818            | -3,599,050           |
| Principal payments on mortgage loans  | -14,083,544          | -7,902,981            | -3,774,614           |
| Net increase (decrease) in short-term lines of credit   | <u>-6,452,420</u>    | <u>6,452,420</u>      | <u>-1,000,000</u>    |
| Net cash provided from financing activities   | <u>\$ 56,743,205</u> | <u>\$ 103,500,190</u> | <u>\$ 37,699,176</u> |
| <b>NET INCREASE (DECREASE) IN CASH</b>  | <u>\$ 2,906,799</u>  | <u>\$ -263,789</u>    | <u>\$ 1,580,833</u>  |
| <b>CASH AT BEGINNING OF YEAR</b>  | <u>3,449,264</u>     | <u>3,713,053</u>      | <u>2,132,220</u>     |
| <b>CASH AT END OF YEAR</b>  | <u>\$ 6,356,063</u>  | <u>\$ 3,449,264</u>   | <u>\$ 3,713,053</u>  |
| <b>SUPPLEMENTARY SCHEDULE OF NON-CASH INVESTING AND FINANCING ACTIVITIES</b>  |                      |                       |                      |
| Dividend reinvestment plan  | \$ 2,230,445         | \$ 6,330,301          | \$ 5,389,464         |
| Real estate investment and mortgage loans receivable acquired through assumption of mortgage loans payable and accrual of costs | 38,611,547           | 4,049,568             | 12,458,735           |

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|   |            |            |           |
|---|------------|------------|-----------|
| Mortgage loan receivable transferred to property owned  | 4,709,838  | 15,000,000 | 0         |
| Proceeds from sale of properties deposited directly with escrow agent   | 4,093,684  | 0          | 6,863,691 |
| Properties and goodwill acquired through the issuance of Minority interest units in the operating partnership | 25,543,524 | 21,602,841 | 6,485,927 |
| Minority partner interest in Southdale Medical Center   | 3,287,655  | 0          | 0         |
| Interest reinvested directly in investment certificates   | 360,181    | 363,935    | 408,097   |

### SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

Cash paid during the year for:

|  |                      |                      |                      |
|--|----------------------|----------------------|----------------------|
| Interest paid on mortgages               | \$ 23,763,584        | \$ 15,670,488        | \$ 10,998,722        |
| Interest paid on investment certificates | <u>745,391</u>       | <u>544,977</u>       | <u>895,214</u>       |
|  | <u>\$ 24,508,975</u> | <u>\$ 16,215,465</u> | <u>\$ 11,893,936</u> |

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

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## INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

*April 30, 2001, 2000 and 1999*

### NOTE 1 - NATURE OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES

**NATURE OF OPERATIONS** Investors Real Estate Trust qualifies under Section 856 of the Internal Revenue Code as a real estate investment trust. The Trust has properties located primarily throughout the Upper Midwest, with principal offices located in Minot, North Dakota. The Company invests in commercial and residential real estate, real estate contracts, real estate related governmental backed securities (GNMA), and equity securities in other real estate investment trusts. Rental revenue from residential properties represents the major source of revenues for the Trust.

Effective February 1, 1997, the Trust reorganized its structure in order to convert to Umbrella Partnership Real Estate Investment Trust (UPREIT) status. The Trust established an operating partnership (IRET Properties, a North Dakota Limited Partnership) with a wholly owned corporate subsidiary acting as its sole general partner (IRET, Inc., a North Dakota Corporation). At that date, the Trust transferred substantially all of its assets and liabilities to the operating partnership in exchange for general partnership units.

The general partner has full and exclusive management responsibility for the real estate investment portfolio owned by the operating partnership. The partnership is operated in a manner that allows IRET to continue its qualification as a real estate investment trust under the Internal Revenue Code.

All limited partners of the operating partnership have "exchange rights" allowing them, at their option, to exchange their limited partnership units for shares of the Trust on a one for one basis. The exchange rights are subject to certain restrictions including no exchanges for at least one year following the acquisition of the limited partnership units. The operating partnership distributes cash on a quarterly basis in the amounts determined by the Trust, which results in each limited partner receiving a distribution equivalent to the dividend received by a Trust shareholder.

Effective July 1, 2000, the Trust became self-administered as a result of the acquisition of its former advisory company, Odell-Wentz & Associates, LLC. Virtually all officers and employees of Odell-Wentz & Associates, LLC were retained by the Trust. Please refer to Note 9 for information concerning the impact of this acquisition on the accompanying financial statements.

**BASIS OF PRESENTATION** The consolidated financial statements include the accounts of Investors Real Estate Trust and all of its subsidiaries in which it maintains a controlling interest. The Trust is the sole shareholder of IRET, Inc., which is the general partner of the operating partnership, IRET Properties. The trust is also the sole shareholder of Miramont IRET Inc. and Pine Cone

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IRET Inc., both of which are invested in real estate.

The Trust is the sole shareholder of the following entities: Forest Park -IRET, Inc., Thomasbrook -IRET, Inc., Dakota -IRET, Inc., MedPark -IRET, Inc., Flying Cloud -IRET, Inc., Meadows 2 -IRET, Inc., and IRET -Ridge Oaks, LLC. These entities are the sole general partners and IRET Properties is the sole limited partner for the following limited partnerships, respectively: Forest Park Properties, a North Dakota Limited Partnership; Thomasbrook Properties, a Nebraska Limited Partnership; Dakota Hill Properties, a Texas Limited Partnership; MedPark Properties, a North Dakota Limited Partnership; and 7901 Properties L.P., a Minnesota

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### **NOTE 1 - (continued)**

Limited Partnership, Meadows 2 Properties, LP, a North Dakota Limited Partnership, and Ridge Oaks, LP an Iowa Limited Partnership. IRET Properties is also the sole owner of Health Investors Business Trust. These entities are all invested in real estate and are primarily formed and acquired for the beneficial ownership of certain properties that may be encumbered by mortgage indebtedness.

The consolidated financial statements also include the ownership of a controlling interest in Minnesota Medical Investors LLC, SMB Operating Company LLC, and SMB MM LLC, collectively known as Southdale Medical Center. These companies are accounted for under the consolidation method of accounting.

All material inter-company transactions and balances have been eliminated in the consolidated financial statements.

### **ACCOUNTING POLICIES**

**NEW ACCOUNTING PRONOUNCEMENTS** The Securities and Exchange Commission (SEC) issued Staff Accounting Bulletin No. 101 ("SAB 101"), "Revenue Recognition," which provides guidance on the recognition, presentation, and disclosure of revenue in financial statements. The Trust's accounting policies comply with SAB 101 in all material respects.

Statement of Financial Accounting Standards ("SFAS") No. 133, Accounting for Derivative Instruments and Hedging Activities, establishes accounting and reporting standards requiring that every derivative instrument be recorded on the balance sheet as either an asset or liability measured at its fair value. The statement requires that changes in the derivative's fair value be recognized currently in earnings unless specific hedge accounting criteria are met. Certain provisions of SFAS 133 were amended by SFAS 138, "Accounting for Certain Derivative Instruments and Certain Hedging Activities" an amendment of Statement 133." SFAS 133 has no impact as the Trust does not currently use derivatives.

**USE OF ESTIMATES** The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**PROPERTY OWNED** Real estate is stated at cost. Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of an asset are capitalized. Refurbishment type costs such as property-wide painting, carpeting, wallpaper, tiling, replacement of worn out appliances, replacement of worn out bathroom fixtures, replacement of worn out windows, siding, roofs, walkways, parking lots or landscaping, and any other type of refurbishment activity is capitalized. Interest, real estate taxes, and other development costs relating to the acquisition and development of certain qualifying properties are also capitalized. Expenditures for routine maintenance and repairs, such as individual apartment painting, wallpapering, cleaning, and appliance repair, which do not add to the value or extend useful lives are charged to expense as incurred.

The Trust assesses whether there has been an impairment in the value of its real estate by comparing its carrying amount to the aggregate undiscounted future cash flows without interest charges. Such cash flows consider factors such as expected future operating income, trends and prospects as well as the effects of demand, competition and other economic factors. Such market factors include a lessee's ability to pay rent under the terms of the lease. If a property is leased at a significantly lower rent, the Trust may recognize a loss if the income stream is not sufficient to recover its investment. If impairment is determined to be present, the loss is measured as the amount by which the carrying value exceeds the property's fair value.

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**NOTE 1- (continued)**

The fair value of the property is the amount which would be recoverable upon the disposition of the property. Techniques used to establish fair value include present value of estimated expected future cash flows using a discount rate commensurate with the risks involved, or appraised value.

**REAL ESTATE HELD FOR SALE** is stated at the lower of its carrying amount or estimated fair value less disposal costs. Depreciation is not recorded on assets classified as held for sale.

In the normal course of business the Trust will receive offers for sale of its properties, either solicited or unsolicited. For those offers that are accepted, the prospective buyer will usually acquire a due diligence period before consummation of the transaction. It is not unusual for matters to arise that result in the withdrawal or rejection of the offer during this process. As a result, real estate is not classified as "held for sale" until it is likely, in the opinion of management, that a property will be disposed of in the near term, even if sale negotiations for such property are currently under way. There were no properties considered "held for sale" at April 30, 2001 or 2000.

**FURNITURE AND FIXTURES** consists of office furniture, fixtures, and equipment located at the Trust's operational head quarters and are stated at cost net of accumulated depreciation. Accumulated depreciation was \$215,757 and \$0 at April 30, 2001 and 2000, respectively.

**DEPRECIATION** is provided to amortize the cost of individual assets over their estimated useful lives using principally the straight-line method. Useful lives range from 5 - 12 years for furniture and fixtures to 20 - 40 years for buildings and improvements.

**MORTGAGE LOANS RECEIVABLE** are shown at cost. Interest income is accrued and reflected in the related balance.

**ALLOWANCE FOR DOUBTFUL ACCOUNTS** The Trust evaluates the need for an allowance for doubtful accounts periodically. In performing its evaluation, management assesses the recoverability of individual real estate mortgage loans and rent receivables by a comparison of their carrying amount with their estimated net realizable value.

**MARKETABLE SECURITIES** The Trust's investments in securities are classified as securities "held-to-maturity" and securities "available-for-sale." The securities classified as "available-for-sale" consist of equity shares in other real estate investment trusts and are stated at fair value. Unrealized gains and losses on securities available-for-sale are recognized as direct increases or decreases in shareholders' equity. Cost of securities sold are recognized on the basis of specific identification. The securities classified as "held-to-maturity" consist of Government National Mortgage Association securities for which the Trust has positive intent and ability to hold to maturity. They are reported at cost, adjusted by amortization of premiums and accretion of discounts which are recognized in interest income using the straight-line method over the period to maturity which approximates the effective interest method.

**REAL ESTATE DEPOSITS** consist of funds held by an escrow agent to be applied toward the purchase of real estate qualifying for gain deferral as a like-kind exchange of property under section 1031 of the Internal Revenue Code. It also consists of earnest money, or "good faith deposits," to be used by the Trust toward the purchase of property or the payment of loan costs associated with loan refinancing.

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**NOTE 1- (continued)**

**GOODWILL** is amortized on a straight-line basis over a period of 15 years. The Trust periodically reviews goodwill for impairment and if a permanent decline in value has occurred, the Trust will reduce its goodwill balance to fair value. Accumulated amortization of goodwill was \$91,191 and \$0 at April 30, 2001 and 2000, respectively.

**DEFERRED LEASING AND LOAN ACQUISITION COSTS** -Costs and commissions incurred in obtaining tenant leases are amortized on the straight-line method over the terms of the related leases. Costs incurred in obtaining long-term financing are amortized over the life of the loan and charged to amortization expense over the terms of the related debt agreements.

**MINORITY INTEREST** Interests in the operating partnership held by limited partners are represented by operating partnership units. The operating partnerships' income is allocated to holders of units based upon the ratio of their holdings to the total units outstanding during the period. Capital contributions, distributions, and profits and losses are allocated to minority interests in accordance with the terms of the operating partnership agreement.

The Trust reflects minority interests in the Southdale Medical Center on the balance sheet for the portion of properties consolidated by the Trust that are not wholly owned by the Trust. The earnings or losses from these properties attributable to the minority interests are reflected as limited partner minority interests in the consolidated statements of operations.

**NET INCOME PER SHARE** Effective May 1, 1998, the Trust adopted Statement of Financial Accounting Standard No. 128, Earnings Per Share. Basic net income per share is computed using the weighted average number of shares outstanding. There is potential for dilution of net income per share due to the conversion option of operating partnership units. However, basic and diluted net income per share are the same. The computation of basic and diluted net income per share can be found in Note 12.

**INCOME TAXES** The Trust intends to continue to qualify as a real estate investment trust as defined by the Internal Revenue Code and, as such, will not be taxed on the portion of the income that is distributed to the shareholders, provided at least 90% of its real estate investment trust taxable income is distributed and other requirements are met. The Trust intends to distribute all of its taxable income and realized capital gains from property dispositions within the prescribed time limits and, accordingly, there is no provision or liability for income taxes shown on the financial statements.

UPREIT status allows non-recognition of gain by an owner of appreciated real estate if that owner contributes the real estate to a partnership in exchange for a partnership interest. The UPREIT concept was born when the non-recognition provisions of Section 721 of the Internal Revenue Code were combined with "Exchange Rights" which allow the contributing partner to exchange the limited partnership interest received in exchange for the appreciated real estate for the Trust stock. Upon conversion of the partnership units to Trust shares, a taxable event occurs for that limited partner. Income or loss of the operating partnership shall be allocated among its partners in compliance with the provisions of the Internal Revenue Code Section 701(b) and 704(c).

**REVENUE RECOGNITION** Residential rental properties are leased under operating leases with terms generally of one year or less. Commercial properties are leased under operating leases to tenants for various terms exceeding one year. Lease terms often include renewal options. Rental revenue is recognized on the straight-line basis, which averages minimum required rents over the terms of the leases. Rents recognized in advance of collection is reflected as rent receivable, net of allowance for doubtful accounts of \$120,314 and \$0 as of April 30, 2001 and 2000, respectively.

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**NOTE 1 - (continued)**

A number of the commercial leases provide for a base rent plus a percentage rent based on gross sales in excess of a stipulated amount. These percentage rents are recorded once the required sales level is achieved and are included in rental income at that time. These leases also typically provide for tenant reimbursement of common area maintenance and other operating expenses.

Profit on sales of real estate shall be recognized in full when real estate is sold, provided the profit is determinable, that is, the collectibility of the sales price is reasonably assured or the amount that will be collectible can be estimated and the earnings process is virtually complete, that is, the seller is not obliged to perform significant activities after the sale to earn the profit. Any gain or loss on the sale of disposition is recognized in accordance with accounting principles generally accepted in the United States of America.

Interest on mortgage loans receivable is recognized in income as it accrues during the period the loan is outstanding. In the case of non-performing loans, income is recognized as discussed in Note 4.

**RECLASSIFICATIONS** Certain previously reported amounts have been reclassified to conform with the current financial statement presentation.

**THE DIVIDEND REINVESTMENT PLAN** is available to all shareholders of the Trust. Under the Dividend Reinvestment Plan, shareholders may elect for their dividends to be used by the plan administrator to acquire additional shares on the NASDAQ Small Cap Market or, if not available, directly from the Trust. Amounts are deposited with the plan administrator in advance of the dividend date to acquire shares for dividend reinvestment.



**NOTE 2 - OFF-BALANCE-SHEET RISK**

The Trust had deposits at First Western Bank, Bremer Bank, and First International Bank which exceeded Federal Deposit Insurance Corporation limits by \$3,844,663, \$785,073 and \$561,155, respectively, at April 30, 2001.

**NOTE 3 - PROPERTY OWNED UNDER LEASE**

Property consisting principally of real estate owned under lease is stated at cost less accumulated depreciation and is summarized as follows:

|                               | <u>April 30, 2001</u> | <u>April 30, 2000</u> |
|-------------------------------|-----------------------|-----------------------|
| Residential                   | \$ 361,577,622        | \$ 329,205,116        |
| Less accumulated depreciation | <u>-32,296,179</u>    | <u>-25,029,645</u>    |
|                               | <u>\$ 329,281,443</u> | <u>\$ 304,175,471</u> |
| Commercial                    | \$ 230,058,846        | \$ 120,714,774        |
| Less accumulated depreciation | <u>-11,796,966</u>    | <u>-8,203,307</u>     |
|                               | <u>\$ 218,261,880</u> | <u>\$ 112,511,467</u> |
| Remaining Cost                | <u>\$ 547,543,323</u> | <u>\$ 416,686,938</u> |

*There were no repossessions during the years ended April 30, 2001 and 2000.*

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**NOTE 3 - (continued)**

The above cost of residential real estate owned included construction in progress of \$6,307,018 and \$6,190,287 as of April 30, 2001 and 2000, respectively. As of April 30, 2001, the trust expects to fund approximately \$3,500,000 during the upcoming year to complete these construction projects. The Trust also has outstanding offers to purchase selected properties as part of their normal operations. As of April 30, 2001, significant signed purchase commitments are estimated at \$23,400,000 for the upcoming year.

Construction period interest of \$316,644, \$404,089 and \$211,882 has been capitalized for the years ended April 30, 2001, 2000 and 1999, respectively.

Residential apartment units are rented to individual tenants with lease terms up to one year. Gross revenues from residential rentals totaled \$55,806,712, \$42,379,855 and \$33,010,126 for the years ended April 20, 2001, 2000 and 1999, respectively.

Gross revenues from commercial property rentals totaled \$18,994,010, \$11,878,026 and \$5,775,161 for the years ended April 30, 2001, 2000 and 1999, respectively. Commercial properties are leased to tenants under terms of leases expiring at various dates through 2024. Lease terms often include renewal options. In addition, a number of the commercial leases provide for a base rent plus a percentage rent based on gross sales in excess of a stipulated amount. Rents based on a percentage of sales totaled \$124,092, \$102,659 and \$101,032 for the years ended April 30, 2001, 2000 and 1999, respectively.

The future minimum lease payments to be received under these operating leases for the commercial properties as of April 30, 2000, are as follows:

| <u>Year ending April 30,</u> |               |
|------------------------------|---------------|
| 2002                         | \$ 20,379,372 |
| 2003                         | 19,239,427    |

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|            |                              |
|------------|------------------------------|
| 2004       | 18,626,368                   |
| 2005       | 17,681,872                   |
| 2006       | 16,268,305                   |
| Thereafter | <u>126,659,158</u>           |
|            | <b>\$ <u>218,854,502</u></b> |

Loss on impairment of two commercial properties totaled \$1,319,316 for the year ended April 30, 2000. Impairment losses were determined based on present value of estimated expected future cash flows from each property. The carrying value of First Avenue Building, located in Minot, North Dakota, was reduced by \$311,202. The carrying value of a commercial building located in Boise, Idaho was reduced by \$1,008,114. There were no losses on impairment of properties for the years ended April 30, 2001 and 1999.

**NOTE 4 - MORTGAGE LOANS RECEIVABLE**

Mortgage loans receivable consists of seven contracts which are collateralized by real estate. Contract terms call for monthly payments of principals and interest. Interest rates range from 7% to 11%. Mortgage loans receivable have been evaluated for possible losses considering repayment history, market value of underlying collateral, and economic conditions.

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**NOTE 4- (continued)**

Future principal payments due under the mortgage loans contracts as of April 30, 2001, are as follows:

| <u>Year ending April 30.</u> |                            |
|------------------------------|----------------------------|
| 2002                         | \$ 765,530                 |
| 2003                         | 98,252                     |
| 2004                         | 43,313                     |
| 2005                         | 0                          |
| 2006                         | 0                          |
| Later years                  | <u>130,000</u>             |
|                              | <b>\$ <u>1,037,095</u></b> |

There were no significant non-performing mortgage loans receivable as of April 30, 2001 and 2000. Non-performing loans are recognized as impaired in conformity with FASB Statement No. 114, *Accounting by Creditors for Impairment of a Loan*. The average balance of impaired loans for the years ended April 30, 2001 and 2000 was not significant. For impairment recognized in conformity with FASB Statement No. 114, the entire change in present value of expected cash flows is reported as bad debt expense in the same manner in which impairment initially was recognized or as a reduction in the amount of bad debt expense that otherwise would be reported. Additional interest income that would have been earned on loans if they had not been non-performing was not significant in 2001, 2000, or 1999. There was no interest income on non-performing loans recognized on a cash basis for 2001, 2000, and 1999.

**NOTE 5 - MARKETABLE SECURITIES**

The amortized cost and estimated market values of marketable securities held-to-maturity at April 30, 2001 and 2000 are as follows:

| <u>2001</u> | <u>Amortized Cost</u> | <u>Gross Unrealized Gains</u> | <u>Gross Unrealized Losses</u> | <u>Fair Value</u>   |
|-------------|-----------------------|-------------------------------|--------------------------------|---------------------|
| ISSUER GNMA | \$ <u>2,351,248</u>   | \$ <u>80,159</u>              | \$ <u>77,389</u>               | \$ <u>2,354,018</u> |

BALANCE APRIL 30, 2000

**2000**

|             |                     |                  |                   |                     |
|-------------|---------------------|------------------|-------------------|---------------------|
| ISSUER GNMA | \$ <u>2,601,420</u> | \$ <u>34,608</u> | \$ <u>159,785</u> | \$ <u>2,476,243</u> |
|-------------|---------------------|------------------|-------------------|---------------------|

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**NOTE 5 - (continued)**

The amortized cost and estimated market values of marketable securities available-for-sale at April 30, 2001 and 2000 are as follows:

|                               | <b>Amortized<br/>Cost</b> | <b>Gross<br/>Unrealized<br/>Gains</b> | <b>Gross<br/>Unrealized<br/>Losses</b> | <b>Fair<br/>Value</b> |
|-------------------------------|---------------------------|---------------------------------------|--|-----------------------|
| <b><u>2001</u></b>            |                           |                                       |  |                       |
| Equity shares in other REIT's | \$ <u>791,316</u>         | \$ <u>97,209</u>                      | \$ <u>227,660</u>                      | \$ <u>660,865</u>     |
| <b><u>2000</u></b>            |                           |                                       |  |                       |
| Equity shares in other REIT's | \$ <u>791,316</u>         | \$ <u>65,338</u>                      | \$ <u>283,843</u>                      | \$ <u>572,811</u>     |

There were no realized gains or losses on sales of securities for the years ended April 30, 2001, 2000 and 1999.

Marketable securities held-to-maturity consists of Governmental National Mortgage Association (GNMA) securities bearing interest from 6.5% to 9.5% with maturity dates ranging from May 15, 2016, to September 15, 2023. The following is a summary of the maturities of securities held-to-maturity at April 30, 2001 and 2000:

|                    | <b><u>2001</u></b>        |                       | <b><u>2000</u></b>        |                       |
|--------------------|---------------------------|-----------------------|---------------------------|-----------------------|
|                    | <b>Amortized<br/>Cost</b> | <b>Fair<br/>Value</b> | <b>Amortized<br/>Cost</b> | <b>Fair<br/>Value</b> |
| Due After 10 years | \$ <u>2,351,248</u>       | \$ <u>2,354,018</u>   | \$ <u>2,601,420</u>       | \$ <u>2,476,243</u>   |

**NOTE 6 - NOTES PAYABLE**

As of April 30, 2001, the trust had lines of credit available from three financial institutions. An unsecured line of credit was issued by First Western Bank & Trust in the amount of \$4,000,000 carrying an interest rate equal to prime and maturing August 15, 2002, the weighted average interest rate for year ended April 30, 2001 was 9.46%. A second unsecured line of credit from First International Bank & Trust was issued in the amount of \$3,500,000 carrying an interest rate equal to prime and maturing October 15, 2002, the weighted average interest rate for year ended April 30, 2001 was 8.15%. A third unsecured line of credit from Bremer Bank was issued in the amount of \$10,000,000 carrying an interest rate equal to Bremer Financial Corp.'s reference rate and maturing August 1, 2002, the weighted average interest rate for year ended April 30, 2001 was 8.99%. Interest payments are due monthly on all three notes. As of April 30, 2001, the Trust had no unpaid balances on any of their lines of credit. As of April 30, 2000, the trust had an unpaid balance of \$6,452,420 on the line of credit at Bremer Bank.

**NOTE 7 - MORTGAGES PAYABLE**

Mortgages payable as of April 30, 2001, included mortgages on properties owned totaling \$368,956,930. The carrying value of the related real estate owned was \$577,045,712.

Mortgages payable as of April 30, 2000, included mortgages on properties owned totaling \$265,054,767. The carrying value of the related real estate owned was \$410,776,553.

BALANCE APRIL 30, 2000

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**NOTE 7 - (continued)**

Monthly installments are due on the mortgages with interest rates ranging from 6.47% to 9.75% and with varying maturity dates through November 30, 2036.

Of the mortgages payable, the balances of fixed rate mortgages totaled \$337,364,781 and \$232,919,354, and the balances of variable rate mortgages totaled \$31,592,149 and \$32,137,413 as of April 30, 2001 and 2000, respectively.

The aggregate amount of required future principal payments on mortgages payable is as follows:

**Year ending April 30,**

|                |                              |
|----------------|------------------------------|
| 2002           | \$ 14,474,108                |
| 2003           | 8,298,146                    |
| 2004           | 8,940,912                    |
| 2005           | 9,746,970                    |
| 2006           | 13,133,365                   |
| Later years    | <u>314,363,429</u>           |
| Total payments | <b><u>\$ 368,956,930</u></b> |

**NOTE 8 - INVESTMENT CERTIFICATES ISSUED**

The Trust has placed investment certificates with the public. The interest rates vary from 6% to 9% per annum, depending on the term of the security. Total securities maturing within fiscal years ending April 30, are shown below. Interest is paid annually, semiannually, or quarterly on the anniversary date of the security.

**Year ending April 30,**

|            |                             |
|------------|-----------------------------|
| 2002       | \$ 5,820,502                |
| 2003       | 1,326,062                   |
| 2004       | 1,932,291                   |
| 2005       | 669,657                     |
| 2006       | 2,116,601                   |
| Thereafter | <u>11,304</u>               |
|            | <b><u>\$ 11,876,417</u></b> |

**NOTE 9 - TRANSACTIONS WITH RELATED PARTIES**

Through June 30, 2000, the advisor to the Trust was Odell-Wentz & Associates, LLC. Roger R. Odell and Thomas A. Wentz, Sr. were the owners of Odell-Wentz & Associates LLC and also officers and shareholders of the Trust. Under the advisory contract between the Trust and Odell-Wentz & Associates, LLC, the Trust paid an advisor's fee based on the net assets of the Trust and a percentage fee for investigating and negotiating the acquisition of new investments. For the year ended April 30, 2001, Odell-Wentz & Associates, LLC received total fees under said agreement of \$265,573. The fees for April 30, 2000, were \$1,400,973 and for April 30, 1999, were \$951,234.

**NOTE 9 - (continued)**

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For the years ended April 30, 2001, 2000 and 1999, the Trust has capitalized \$58,250, \$316,458, and \$195,019 respectively, of these fees, with the remainder of 207,323, \$1,084,515, and \$756,215, respectively, expensed as advisory fees on the statement of operations. The advisor was obligated to provide office space, staff, office equipment, computer services and other services necessary to conduct the business affairs of the Trust.

On July 1, 2000, IRET Properties acquired assets from Odell-Wentz & Associates, LLC in exchange for operating partnership units at a total purchase price of \$2,083,350. This acquisition included real estate, furniture, fixtures, equipment and other assets of approximately \$675,000, goodwill of approximately \$1,645,000, and the assumption of mortgages and other liabilities of approximately \$236,000. Except for Roger R. Odell who retired, all officers and employees of Odell-Wentz & Associates, LLC were retained by IRET Properties.

As part of the acquisition of Odell-Wentz & Associates, LLC, IRET Properties acquired a note receivable due from Timothy P. Mihalick of approximately \$100,000. Timothy P. Mihalick was an officer of Odell-Wentz & Associates, LLC and is currently an officer of the Trust.

Investors Management and Marketing (IMM) provides property management services to the Trust. Roger R. Odell is a shareholder in IMM. IMM received \$114,421 for services rendered from May 1, 2000 through June 30, 2000, IMM received \$649,729, and \$609,783 for services rendered for years ended April 30, 2000, and 1999, respectively.

Hoyt Properties Inc. provides property management services to the Trust. Steven B. Hoyt is the owner of Hoyt Properties Inc., and is also a trustee of IRET. Hoyt Properties received \$533 for services rendered from April 1, 2001 through April 30, 2001, The management contract with Hoyt Properties commenced on April 1, 2001.

Inland National Securities is a corporation that provides underwriting services in the sale of additional shares for the Trust. Roger R. Odell is also a shareholder in Inland National Securities. Fees for services from May 1, 2000 through June 30, 2000 were \$6,861. Fees for services totaled \$100,081, and \$157,392, for the years ended April 30, 2000 and 1999, respectively.

The Trust paid fees and expense reimbursements to the law firm in which Thomas A. Wentz, Jr. was, until December 31, 1999, a partner totaling \$89,497 and \$33,022 for the years ended April 30, 2000, and 1999, respectively. Thomas A. Wentz, Jr. is a trustee of the Trust.

Investment certificates issued by the Trust to officers and trustees totaled \$80,000, \$200,000, and \$2,138,758 at April 30, 2001, 2000 and 1999, respectively.

Management believes that all activity with related parties were transacted at amounts consistent with current fair market prices.

### **NOTE 10 - MARKET PRICE RANGE OF SHARES**

For the year ended April 30, 2001, a total of 3,668,819 shares were traded in 4,692 separate trades. The high trade price during the period was 8.980, low was 7.375, and the closing price on April 30, 2001 was 8.770. For the year ended April 30, 2000, a total of 4,058,018 shares were traded in 3,414 separate trades. The high trade price during the period was 17.875, low was 7.681, and the closing price on April 30, 2000 was 7.875. For the year ended April 30, 1999, a total of 1,862,187 shares were traded in 1,017 separate trades. The high trade price during the period was 14.00, low was 6.50, and the closing price on April 30, 1999 was 7.50.

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### **NOTE 11 - OPERATING SEGMENTS**

Operating segments are defined as components of an enterprise about which separate financial information is available that is evaluated by the chief decision makers in deciding how to allocate resources and in assessing performance. Operating segments of the Trust are determined to be commercial and residential rental operations. All properties falling into these categories have similar economic characteristics, as well as similar production processes, type of customers, distribution methods, and regulatory environments. Although information is available on a property-by-property basis, including rental income and operating expenses, analysis and decisions are primarily made based on residential and commercial segments. Generally, segmental information follows the same accounting policies utilized for consolidated reporting, except, certain expenses, such as depreciation, are not allocated to segments for management purposes.

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The following information summarizes the Trust's segment reporting for residential and commercial properties along with reconciliations to the consolidated financial statements:

| <b><u>YEAR ENDING APRIL 30, 2001</u></b> | <b><u>Commercial</u></b> | <b><u>Residential</u></b> | <b><u>Total</u></b>  |
|--|--------------------------|---------------------------|----------------------|
| Segment Revenue                          |                          |                           |                      |
| Rental revenue                           | \$ <u>18,994,010</u>     | \$ <u>55,806,712</u>      | \$ <u>74,800,722</u> |
| Segment Expenses                         |                          |                           |                      |
| Mortgage interest                        | 8,043,382                | 16,398,046                | 24,441,428           |
| Utilities and maintenance                | 1,012,658                | 10,533,905                | 11,546,563           |
| Taxes                                    | 1,083,759                | 6,461,423                 | 7,545,182            |
| Insurance                                | 161,941                  | 670,022                   | 831,963              |
| Property management                      | <u>347,748</u>           | <u>5,436,675</u>          | <u>5,784,423</u>     |
| Total Segment Expense                    | \$ <u>10,649,488</u>     | \$ <u>39,500,071</u>      | \$ <u>50,149,559</u> |
| Segment Gross Profit                     | \$ <u>8,344,522</u>      | \$ <u>16,306,641</u>      | \$ <u>24,651,163</u> |

**Reconciliation to consolidated operations:**

|  |  |  |                      |
|--|--|--|----------------------|
| Interest discounts and fee revenue                                       |  |  | 966,428              |
| Other interest expense   |  |  | -789,973             |
| Depreciation   |  |  | -12,299,532          |
| Advisory and trust fees  |  |  | -1,480,696           |
| Operating expenses   |  |  | -431,390             |
| Amortization   |  |  | <u>-428,188</u>      |
| Consolidated income before gain/loss on properties and minority interest |  |  | \$ <u>10,187,812</u> |

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**NOTE 11 - (continued)**

| <b><u>APRIL 30, 2001</u></b>      | <b><u>Commercial</u></b> | <b><u>Residential</u></b> | <b><u>Total</u></b>   |
|-----------------------------------|--------------------------|---------------------------|-----------------------|
| Segment Assets                    |                          |                           |                       |
| Property owned                    | \$ 230,058,846           | \$ 361,577,622            | \$ 591,636,468        |
| Less accumulated depreciation     | <u>-11,796,966</u>       | <u>-32,296,179</u>        | <u>-44,093,145</u>    |
| Total consolidated property owned | \$ <u>218,216,880</u>    | \$ <u>329,281,443</u>     | \$ <u>547,543,323</u> |

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| <b><u>YEAR ENDING APRIL 30, 2000</u></b> | <b><u>Commercial</u></b> | <b><u>Residential</u></b> | <b><u>Total</u></b>  |
|--|--------------------------|---------------------------|----------------------|
| Segment Revenue                          |                          |                           |                      |
| Rental revenue                           | \$ <u>11,878,026</u>     | \$ <u>42,379,855</u>      | \$ <u>54,257,881</u> |
| Segment Expenses                         |                          |                           |                      |
| Mortgage interest                        | 3,980,450                | 12,312,038                | 16,292,488           |
| Utilities and maintenance                | 452,229                  | 7,592,301                 | 8,044,530            |
| Taxes                                    | 481,191                  | 4,801,170                 | 5,282,361            |
| Insurance                                | 52,288                   | 424,674                   | 476,962              |
| Property management                      | 132,435                  | 4,157,840                 | 4,290,275            |
| Loss on impairment of properties         | <u>1,319,316</u>         | <u>0</u>                  | <u>1,319,316</u>     |
| Total Segment Expense                    | \$ <u>6,417,909</u>      | \$ <u>29,288,023</u>      | \$ <u>35,705,932</u> |
| Segment Gross Profit                     | \$ <u>5,460,117</u>      | \$ <u>13,091,832</u>      | \$ <u>18,551,949</u> |

**Reconciliation to consolidated operations:**

|  |  |  |                     |
|--|--|--|---------------------|
| Interest discounts and fee revenue                                       |  |  | 1,187,312           |
| Other interest expense   |  |  | -721,682            |
| Depreciation   |  |  | -8,460,112          |
| Advisory and trust fees  |  |  | -1,159,120          |
| Operating expenses   |  |  | -633,692            |
| Amortization   |  |  | <u>-216,097</u>     |
| Consolidated income before gain/loss on properties and minority interest |  |  | \$ <u>8,548,558</u> |

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**NOTE 11 - (continued)**

| <b><u>APRIL 30, 2000</u></b>      | <b><u>Commercial</u></b> | <b><u>Residential</u></b> | <b><u>Total</u></b>   |
|-----------------------------------|--------------------------|---------------------------|-----------------------|
| Segment Assets                    |                          |                           |                       |
| Property owned                    | \$ 120,714,774           | \$ 329,205,116            | \$ 449,919,890        |
| Less accumulated depreciation     | <u>-8,203,307</u>        | <u>-25,029,645</u>        | <u>-33,232,952</u>    |
| Total consolidated property owned | \$ <u>112,511,467</u>    | \$ <u>304,175,471</u>     | \$ <u>416,686,938</u> |

| <b><u>YEAR ENDING APRIL 30, 1999</u></b> | <b><u>Commercial</u></b> | <b><u>Residential</u></b> | <b><u>Total</u></b> |
|--|--------------------------|---------------------------|---------------------|
| Segment Revenue                          |                          |                           |                     |

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|                           |                     |                      |                      |
|---------------------------|---------------------|----------------------|----------------------|
| Rental revenue            | \$ <u>5,775,161</u> | \$ <u>33,010,126</u> | \$ <u>38,785,287</u> |
| Segment Expenses          |                     |                      |                      |
| Mortgage interest         | 2,417,316           | 8,782,600            | 11,199,916           |
| Utilities and maintenance | 113,374             | 6,243,109            | 6,356,483            |
| Taxes                     | 192,930             | 3,832,629            | 4,025,559            |
| Insurance                 | 30,067              | 354,136              | 384,203              |
| Property management       | <u>60,612</u>       | <u>3,227,655</u>     | <u>3,288,267</u>     |
| Total Segment Expense     | \$ <u>2,814,299</u> | \$ <u>22,440,129</u> | \$ <u>25,254,428</u> |
| Segment Gross Profit      | \$ <u>2,960,862</u> | \$ <u>10,569,997</u> | \$ <u>13,530,859</u> |

**Reconciliation to consolidated operations:**

|  |                     |
|--|---------------------|
| Interest discounts and fee revenue                                       | 1,141,975           |
| Other interest expense   | -902,065            |
| Depreciation   | -5,966,874          |
| Advisory and trust fees  | -927,063            |
| Operating expenses   | -320,479            |
| Amortization   | <u>-154,677</u>     |
| Consolidated income before gain/loss on properties and minority interest | \$ <u>6,401,676</u> |

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**NOTE 11 - (continued)**

| <b><u>APRIL 30, 1999</u></b>      | <b><u>Commercial</u></b> | <b><u>Residential</u></b> | <b><u>Total</u></b>   |
|-----------------------------------|--------------------------|---------------------------|-----------------------|
| Segment Assets                    |                          |                           |                       |
| Property owned                    | \$ 67,250,863            | \$ 228,574,976            | \$ 295,825,839        |
| Less accumulated depreciation     | <u>-7,109,615</u>        | <u>-19,002,784</u>        | <u>-26,112,399</u>    |
| Total consolidated property owned | \$ <u>60,141,248</u>     | \$ <u>209,572,192</u>     | \$ <u>269,713,440</u> |

**NOTE 12 - EARNINGS PER SHARE**

Basic earnings per share are computed by dividing the earnings available to stockholders by the weighted average number of shares outstanding during the period. Diluted earnings per share reflect per share amounts that would have resulted if potential dilutive securities had been converted to shares. Operating partnership units can be exchanged for shares on a one for one basis. The following tables reconciles amounts reported in the consolidated financial statements for the years ended April 30, 2001, 2000, and 1999:

|                  | <b><u>2001</u></b> | <b><u>2000</u></b> | <b><u>1999</u></b> |
|------------------|--------------------|--------------------|--------------------|
| <b>NUMERATOR</b> |                    |                    |                    |



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|   |                      |                      |                     |
|---|----------------------|----------------------|---------------------|
| Net income applicable to shares                           | \$ <u>8,694,240</u>  | \$ <u>8,807,845</u>  | \$ <u>7,604,135</u> |
| Numerator for basic earnings per share                    | 8,694,240            | 8,807,845            | 7,604,135           |
| Minority interest portion of operating partnership income | <u>2,095,177</u>     | <u>1,495,209</u>     | <u>744,725</u>      |
| Numerator for diluted earnings per share                  | \$ <u>10,789,417</u> | \$ <u>10,303,054</u> | \$ <u>8,348,860</u> |
| <b>DENOMINATOR</b>  |                      |                      |                     |
| Denominator for basic earnings per share                  |                      |                      |                     |
| Weighted average shares                                   | 23,071,500           | 20,899,848           | 17,441,976          |
| Effect of dilutive securities                             |                      |                      |                     |
| Convertible operating partnership units                   | <u>5,506,200</u>     | <u>3,577,136</u>     | <u>1,662,489</u>    |
| Denominator for diluted earnings per share                | <u>28,577,700</u>    | <u>24,476,984</u>    | <u>19,104,465</u>   |
| Basic earnings per share                                  | \$ <u>.38</u>        | \$ <u>.42</u>        | \$ <u>0.44</u>      |
| Diluted earnings per share                                | \$ <u>.38</u>        | \$ <u>.42</u>        | \$ <u>0.44</u>      |

**NOTE 13 - RETIREMENT PLAN**

As part of the acquisition on July 1, 2000 of Odell-Wentz & Associates, LLC, the Trust assumed a defined contribution profit sharing retirement plan and a defined contribution 401K retirement plan. Employees over the age of 21 and after completion of one year of service are eligible to participate in the profit sharing plan. Contributions to the profit sharing plan are at the discretion of the management. All employees are immediately eligible to participate in the 401K plan and may contribute up to 15% of their compensation subject to maximum levels. The Trust matches up to 3% of participating employees' wages. Pension expense of the Trust for the year ended April 30, 2001 was \$45,301.

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**NOTE 14 - COMMITMENTS AND CONTINGENCIES**

The Trust, as an owner of real estate, is subject to various environmental laws of Federal and local governments. Compliance by the Trust with existing laws has not had a material adverse effect on the Trust's financial condition and results of operations. However, the Trust cannot predict the impact of new or changed laws or regulations on its current properties or on properties that it may acquire in the future.

**NOTE 15 - FAIR VALUE OF FINANCIAL INSTRUMENTS**

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

Mortgage loans receivable - Fair values are based on the discounted value of future cash flows expected to be received for a loan using current rates at which similar loans would be made to borrowers with similar credit risk and the same remaining maturities.

Cash - The carrying amount approximates fair value because of the short maturity of those instruments.

Marketable securities - The fair values of these instruments are estimated based on quoted market prices for these instruments.

Notes payable - The carrying amount approximates fair value because of the short maturity of those notes.

Mortgages payable - For variable rate loans that re-price frequently, fair values are based on carrying values. The fair value of fixed rate loans is estimated based on the discounted cash flows of the loans using current market rates.

Investment certificates issued - The fair value is estimated using a discounted cash flow calculation that applies interest rates currently being offered on deposits with similar remaining maturities.

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Accrued interest payable - The carrying amount approximates fair value because of the short-term nature of which interest will be paid.

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**NOTE 15 - (continued)**

The estimated fair values of the Company's financial instruments are as follows:

|   | <u>2001</u>                |                       | <u>2000</u>                |                       |
|---|----------------------------|-----------------------|----------------------------|-----------------------|
|   | <u>Carrying<br/>Amount</u> | <u>Fair<br/>Value</u> | <u>Carrying<br/>Amount</u> | <u>Fair<br/>Value</u> |
| <b>FINANCIAL ASSETS</b>                     |                            |                       |                            |                       |
| Mortgage loan receivable                    | \$ 1,037,095               | \$ 1,037,095          | \$ 1,650,284               | \$ 1,650,284          |
| Cash  | 6,356,063                  | 6,356,063             | 3,449,264                  | 3,449,264             |
| Marketable securities<br>held-to-maturity   | 2,351,248                  | 2,354,018             | 2,601,420                  | 2,476,243             |
| Marketable securities<br>available-for-sale | 660,865                    | 660,865               | 572,811                    | 572,811               |
| <b>FINANCIAL LIABILITIES</b>                |                            |                       |                            |                       |
| Notes payable                               | \$ 0                       | \$ 0                  | \$ 6,452,420               | \$ 6,452,420          |
| Mortgages payable                           | 368,956,930                | 356,434,028           | 265,057,767                | 250,897,221           |
| Investment certificates issued              | 11,876,417                 | 11,804,535            | 10,087,256                 | 10,810,160            |
| Accrued interest payable                    | 2,369,454                  | 2,369,454             | 1,679,000                  | 1,679,000             |

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**INDEPENDENT AUDITOR'S REPORT ON ADDITIONAL INFORMATION**

Board of Trustees  
Investor Real Estate Trust  
and Subsidiaries  
Minot, North Dakota

Our report on our audit of the consolidated balance sheets of Investors Real Estate Trust and Subsidiaries as of April 30, 2001 and 2000, and the related consolidated statements of operations, shareholders' equity, and cash flows for the years ended April 30, 2001, 2000 and 1999, appears on page F-13. Those audits were made for the purpose of forming an opinion on such consolidated financial statements taken as a

whole. The information on pages F-37 through F-54 related to the consolidated balance sheets of Investors Real Estate Trust and Subsidiaries as of April 30, 2001 and 2000, and the related consolidated statements of operations, shareholders' equity, and cash flows for the years ended April 30, 2001, 2000 and 1999 is presented for purposes of additional analysis and is not a required part of the basic consolidated financial statements. Such information, except for information on page F-55 that is marked "unaudited" on which we express no opinion, has been subjected to the auditing procedures applied in the audits of the basic consolidated financial statements, and, in our opinion, the information is fairly stated in all material respects in relation to the consolidated balance sheets of Investors Real Estate Trust and Subsidiaries as of April 30, 2001 and 2000, and the related consolidated statements of operations, shareholders' equity, and cash flows for the years ended April 30, 2001, 2000 and 1999, taken as a whole.

We also have previously audited, in accordance with auditing standards generally accepted in the United State of America, the consolidated balance sheets of Investors Real Estate Trust and Subsidiaries as of April 30, 1999, 1998 and 1997, and the related consolidated statements of operations, shareholders' equity, and cash flows for each of the two years ended April 30, 1998 and 1997, none of which is presented herein, and we expressed unqualified opinions on those consolidated financial statements. In our opinion, the information on page F-49 relating to the consolidated balance sheets of Investors Real Estate Trust and Subsidiaries as of April 30, 1999, 1998 and 1997, and the related consolidated statements of operations, shareholders' equity, and cash flows for each of the two years ended April 30, 1998 and 1997, is fairly stated in all material respects in relation to the basic consolidated financial statements from which it has been derived.

/S/ Brady, Martz & Associates, P.C.

**BRADY, MARTZ & ASSOCIATES, P.C.**

Minot, North Dakota, USA

May 23, 2001

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## INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

*April 30, 2001 and 2000*

### Schedule I MARKETABLE SECURITIES

|                               | <u>April 30, 2001</u>       |                       | <u>April 30, 2000</u>       |                       |
|-------------------------------|-----------------------------|-----------------------|-----------------------------|-----------------------|
|                               | <u>Principal<br/>Amount</u> | <u>Fair<br/>Value</u> | <u>Principal<br/>Amount</u> | <u>Fair<br/>Value</u> |
| GNMA Pools                    | \$ <u>2,351,248</u>         | \$ <u>2,354,018</u>   | \$ <u>2,601,420</u>         | \$ <u>2,476,243</u>   |
|                               | <b>Cost</b>                 | <b>Fair Value</b>     | <b>Cost</b>                 | <b>Fair Value</b>     |
| Equity shares in other REIT's | \$ <u>791,316</u>           | \$ <u>660,865</u>     | \$ <u>791,316</u>           | \$ <u>572,811</u>     |

## INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

*for the years ended April 30, 2001, 2000 and 1999*

### Schedule X

#### SUPPLEMENTAL INCOME STATEMENT INFORMATION

#### Charges to Costs and Expenses

| <u>ITEM</u>                                | <u>2001</u>  | <u>2000</u>  | <u>1999</u>  |
|--|--------------|--------------|--------------|
| Maintenance and repairs                    | \$ 6,436,205 | \$ 4,564,693 | \$ 3,470,202 |
| Taxes, other than payroll and income taxes | \$ 7,545,182 | \$ 5,282,361 | \$ 4,025,560 |
| Royalties                                  | *            | *            | *            |
| Advertising costs                          | *            | *            | *            |

\*Less than 1 percent of total revenues

## INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

*April 30, 2001*

### Schedule XI

#### REAL ESTATE AND ACCUMULATED DEPRECIATION

| <u>APARTMENTS</u>                       | <u>ENCUMBRANCES</u><br>\$ | <u>INITIAL COST TO TRUST</u> |                                     |                     | <u>CARRYING</u> |
|---|---------------------------|------------------------------|-------------------------------------|---------------------|-----------------|
|   |                           | <u>LAND</u>                  | <u>BUILDINGS &amp; IMPROVEMENTS</u> | <u>IMPROVEMENTS</u> | <u>COSTS</u>    |
| BEULAH CONDOS - BEULAH, ND              | 0                         | \$ 6,360                     | \$ 468,620                          | 8,154               | \$ 0            |
| BISON PROPERTIES - CARRINGTON, ND       | 0                         | 100,210                      | 508,151                             | 6,180               | 0               |
| CANDLELIGHT APTS - FARGO, ND            | 411,529                   | 80,040                       | 852,030                             | 45,013              | 0               |
| CASTLE ROCK - BILLINGS, MT              | 3,857,473                 | 736,000                      | 4,973,639                           | 32,895              | 0               |
| CENTURY APTS. - DICKINSON, ND           | 1,393,489                 | 100,000                      | 2,105,494                           | 116,320             | 0               |
| CENTURY APTS. - WILLISTON, ND           | 2,358,883                 | 200,000                      | 3,754,445                           | 171,302             | 0               |
| CHATEAU APTS. - MINOT, ND               | 1,528,906                 | 122,000                      | 2,322,200                           | 24,785              | 0               |
| CLEARWATER - BOISE, ID                  | 2,589,905                 | 585,000                      | 3,245,486                           | 20,151              | 0               |
| COLTON HEIGHTS - MINOT, ND              | 256,077                   | 80,000                       | 877,199                             | 10,354              | 0               |
| COTTONWOOD LAKE - BISMARCK, ND          | 5,540,374                 | 1,055,862                    | 10,644,946                          | 1,917,474           | 114,353         |
| COUNTRY MEADOWS PHASE I - BILLINGS, MT  | 2,522,888                 | 245,624                      | 3,990,795                           | 3,895               | 120,821         |
| COUNTRY MEADOWS PHASE II - BILLINGS, MT | 2,564,285                 | 245,624                      | 4,086,664                           | 27,430              | 0               |
| CRESTVIEW APTS. - BISMARCK, ND          | 3,245,760                 | 235,000                      | 4,569,503                           | 157,332             | 0               |
| CROWN COLONY - TOPEKA, KS               | 7,253,424                 | 620,000                      | 10,023,038                          | 174,052             | 0               |
| DAKOTA ARMS - MINOT, ND                 | 309,303                   | 50,000                       | 571,189                             | 4,298               | 0               |

BALANCE APRIL 30, 2000

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|  |            |           |            |         |         |
|--|------------|-----------|------------|---------|---------|
| DAKOTA HILL AT VALLEY RANCH - IRVING, TX | 25,293,305 | 3,650,000 | 33,823,258 | 143,849 | 0       |
| EASTGATE PROPERTIES - MOORHEAD, MN       | 1,601,726  | 23,917    | 2,099,972  | 301,848 | 0       |
| EASTWOOD - DICKINSON, ND                 | 210,961    | 40,000    | 405,272    | 27,122  | 0       |
| FOREST PARK ESTATES. - GRAND FORKS, ND   | 7,386,895  | 810,000   | 6,494,715  | 178,122 | 0       |
| HERITAGE MANOR - ROCHESTER, MN           | 4,749,593  | 403,256   | 7,194,917  | 99,608  | 0       |
| IVY CLUB - VANCOUVER, WA                 | 6,910,101  | 1,274,000 | 10,463,597 | 90,266  | 0       |
| JENNER PROPERTIES - GRAND FORKS, ND      | 1,103,784  | 220,000   | 1,971,033  | 40,151  | 0       |
| KIRKWOOD APTS. - BISMARCK, ND            | 2,267,110  | 449,290   | 3,171,933  | 110,178 | 0       |
| LANCASTER APTS. - ST. CLOUD, MN          | 1,716,664  | 289,000   | 2,899,120  | 38,506  | 0       |
| LEGACY APTS. - GRAND FORKS, ND           | 6,171,186  | 1,361,855 | 9,307,090  | 104,274 | 224,180 |
| LEGACY IV - GRAND FORKS, ND              | 2,958,788  | 725,277   | 6,119,239  | 186,610 | 0       |
| LONETREE APTS. - HARVEY, ND              | 0          | 13,584    | 213,792    | 1,471   | 0       |
| MAGIC CITY APTS. - MINOT, ND             | 1,879,730  | 532,000   | 4,627,059  | 98,148  | 0       |
| MEADOWS PHASE I & II - JAMESTOWN, ND     | 1,965,867  | 111,550   | 3,607,059  | 38,663  | 0       |
| MEADOWS PHASE III - JAMESTOWN, ND        | 0          | 55,775    | 1,990,680  | 0       | 0       |
| MIRAMONT - FORT COLLINS, CO              | 11,381,741 | 1,470,000 | 12,845,599 | 47,939  | 0       |
| NEIGHBORHOOD APTS. - CO. SPRINGS, CO     | 7,044,910  | 1,033,592 | 10,258,092 | 131,097 | 0       |
| NORTH POINTE - BISMARCK, ND              | 1,640,483  | 143,500   | 2,151,277  | 28,211  | 123,687 |
| OAK MANOR APTS. - DICKINSON, ND          | 0          | 25,000    | 336,033    | 13,697  | 0       |
| OAKWOOD ESTATES - SIOUX FALLS, SD        | 1,965,736  | 342,800   | 3,257,671  | 116,585 | 0       |
| OLYMPIC VILLAGE - BILLINGS, MT           | 8,377,235  | 1,164,000 | 10,618,852 | 0       | 0       |
| OXBOW - SIOUX FALLS, SD                  | 3,114,600  | 404,072   | 4,606,469  | 20,148  | 0       |
| PARK EAST APTS. - FARGO, ND              | 3,385,258  | 83,000    | 4,983,651  | 70,302  | 0       |
| PARK MEADOWS - WAITE PARK, MN            | 8,081,923  | 1,143,450 | 10,257,185 | 272,948 | 0       |
| PARKWAY APTS. - BEULAH, ND               | 0          | 7,000     | 136,980    | 6,932   | 0       |

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INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

April 30, 2001

Schedule XI

REAL ESTATE AND ACCUMULATED DEPRECIATION (continued)

| APARTMENTS                            | ENCUMBRANCES | COST CAPITALIZATION   |                          |                           |                |
|---------------------------------------|--------------|-----------------------|--------------------------|---------------------------|----------------|
|                                       |              | INITIAL COST TO TRUST |                          | SUBSEQUENT TO ACQUISITION |                |
|                                       |              | LAND                  | BUILDINGS & IMPROVEMENTS | IMPROVEMENTS              | CARRYING COSTS |
| PEBBLE CREEK - BISMARCK, ND           | \$ 448,744   | \$ 7,200              | \$ 749,493               | \$ 28,269                 | \$ 0           |
| PINE CONE APTS. - FORT COLLINS, CO    | 10,315,861   | 904,545               | 12,325,605               | 33,711                    | 0              |
| POINTE WEST APTS. - MINOT, ND         | 2,291,125    | 240,000               | 3,757,816                | 63,245                    | 0              |
| PRAIRIE WINDS APTS. - SIOUX FALLS, SD | 1,300,993    | 144,097               | 1,858,747                | 10,212                    | 0              |
| PRAIRIEWOOD MEADOWS - FARGO, ND       | 2,059,583    | 280,000               | 2,559,271                | 0                         | 0              |
| RIDGE OAKS APTS. - SIOUX CITY, IA     | 2,895,279    | 178,100               | 4,103,867                | 0                         | 0              |
| RIMROCK APTS. - BILLINGS, MT          | 2,599,093    | 329,708               | 3,537,917                | 32,055                    | 0              |
| ROCKY MEADOWS 96 - BILLINGS, MT       | 3,693,447    | 655,985               | 5,956,386                | 21,360                    | 103,378        |
|                                       | 1,172,698    | 200,000               | 1,747,935                | 0                         | 0              |

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|   |                    |                      |                       |                  |                     |
|---|--------------------|----------------------|-----------------------|------------------|---------------------|
| ROSEWOOD/OAKWOOD - SIOUX FALLS, SD          |                    |                      |                       |                  |                     |
| SHERWOOD APTS. - TOPEKA, KS                 | 10,880,136         | 1,150,000            | 14,748,882            | 102,324          | 0                   |
| SOUTH POINTE - MINOT, ND                    | 6,272,436          | 550,000              | 9,358,131             | 34,233           | 402,672             |
| SOUTHVIEW APTS. - MINOT, ND                 | 0                  | 185,000              | 539,212               | 4,464            | 0                   |
| SOUTHWIND APTS. - GRAND FORKS, ND           | 3,956,460          | 400,000              | 5,378,731             | 193,342          | 0                   |
| SUNCHASE - FARGO, ND                        | 309,623            | 52,870               | 986,975               | 2,365            | 0                   |
| SUNSET TRAIL PHASE I - ROCHESTER, MN        | 4,346,961          | 168,188              | 7,403,527             | 0                | 0                   |
| SUNSET TRAIL PHASE II & III - ROCHESTER, MN | 0                  | 336,376              | 4,006,932             | 0                | 0                   |
| SWEETWATER PROPERTIES - DEVILS LAKE, ND     | 87,079             | 90,767               | 1,183,071             | 52,460           | 0                   |
| THOMASBROOK - LINCOLN, NE                   | 6,070,287          | 600,000              | 8,972,130             | 384,743          | 0                   |
| VALLEY PARK MANOR - GRAND FORKS, ND         | 2,990,184          | 293,500              | 4,226,508             | 193,684          | 0                   |
| VAN MALL WOODS - VANCOUVER, WA              | 3,858,149          | 600,000              | 5,518,313             | 33,449           | 0                   |
| WEST STONEHILL - ST. CLOUD, MN              | 7,544,370          | 939,000              | 10,710,087            | 122,053          | 0                   |
| WESTWOOD PARK - BISMARCK, ND                | 1,180,304          | 161,114              | 2,011,049             | 33,325           | 0                   |
| WOODRIDGE APTS. - ROCHESTER, MN             | <u>3,941,271</u>   | <u>370,000</u>       | <u>6,353,956</u>      | <u>51,178</u>    | <u>0</u>            |
|   | \$                 |                      | \$                    | \$               |                     |
|   | <u>221,253,971</u> | <u>\$ 29,074,087</u> | <u>\$ 325,131,485</u> | <u>6,282,959</u> | <u>\$ 1,089,091</u> |

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INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES  
April 30, 2001

Schedule XI

REAL ESTATE AND ACCUMULATED DEPRECIATION

|   | ENCUMBRANCES | INITIAL COST TO TRUST |                          | COST CAPITALIZATION                    |                |
|---|--------------|-----------------------|--------------------------|--|----------------|
|   |              | LAND                  | BUILDINGS & IMPROVEMENTS | SUBSEQUENT TO ACQUISITION IMPROVEMENTS | CARRYING COSTS |
| 1ST AVENUE BUILDING - MINOT, ND         | \$ 0         | \$ 30,000             | \$ 500,462               | \$ 3,303                               | \$ 0           |
| 12 SOUTH MAIN - MINOT, ND               | 0            | 29,000                | 360,205                  | 0                                      | 0              |
| 17 SOUTH MAIN - MINOT, ND               | 0            | 15,000                | 75,000                   | 0                                      | 0              |
| 401 SOUTH MAIN - MINOT, ND              | 0            | 70,600                | 542,707                  | 0                                      | 0              |
| 408 1ST STREET SE - MINOT, ND           | 0            | 10,000                | 36,907                   | 0                                      | 0              |
| 2030 CLIFF ROAD - EAGAN, MN             | 650,000      | 145,900               | 834,966                  | 0                                      | 0              |
| 7901 FLYING CLOUD DR - EDEN PRAIRIE, MN | 3,812,804    | 1,062,000             | 3,859,181                | 153,629                                | 0              |
| BURNSVILLE BLUFFS - BURNSVILLE, MN      | 1,641,798    | 300,300               | 2,156,349                | 0                                      | 0              |
| COLD SPRING CENTER - ST. CLOUD, MN      | 5,250,000    | 588,000               | 7,807,539                | 0                                      | 0              |
| CREEKSIDE OFF BLDG. - BILLINGS, MT      | 1,106,166    | 311,310               | 1,427,832                | 129,428                                | 0              |
|   | 0            | 25,000                | 243,917                  | 300                                    | 0              |

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|   |                      |                  |                      |                   |             |
|---|----------------------|------------------|----------------------|-------------------|-------------|
| LESTER<br>CHIROPRACTIC<br>CLINIC - BISMARCK,<br>ND<br>LEXINGTON<br>COMMERCE CENTER -<br>EAGAN, MN | 3,379,724            | 453,400          | 5,035,922            | 401               | 0           |
| NICOLLETT VII -<br>BURNSVILLE, MN   | 4,779,722            | 429,400          | 6,931,270            | 0                 | 0           |
| NORTHGATE II -<br>MAPLE GROVE, MN   | 1,552,846            | 357,800          | 1,982,264            | 8,915             | 0           |
| PILLSBURY BUSINESS<br>CENTER - EDINA, MN  | 1,260,000            | 284,400          | 1,558,570            | 0                 | 0           |
| PLYMOUTH IV & V -<br>PLYMOUTH, MN   | 9,271,270            | 640,500          | 13,387,829           | 0                 | 0           |
| SOUTHDAL MEDICAL<br>CENTER - EDINA, MN  | 23,949,215           | 3,500,000        | 28,921,070           | 0                 | 0           |
| SOUTHEAST TECH<br>CENTER - EAGAN, MN  | 4,201,819            | 559,500          | 5,551,871            | 4,146             | 0           |
| WALTERS 214 SO MAIN<br>- MINOT, ND  | 0                    | 27,055           | 84,941               | 0                 | 0           |
|   | <u>0</u>             | <u>27,055</u>    | <u>84,941</u>        | <u>0</u>          | <u>0</u>    |
|   |                      | \$               |                      |                   |             |
|   | <u>\$ 60,855,364</u> | <u>8,839,165</u> | <u>\$ 81,298,798</u> | <u>\$ 299,523</u> | <u>\$ 0</u> |

**COMMERCIAL**

|   |              |            |              |           |        |
|---|--------------|------------|--------------|-----------|--------|
| AMERICA'S BEST<br>WAREHOUSE - BOISE,<br>ID      | \$ 3,303,018 | \$ 765,000 | \$ 4,023,094 | \$ 200    | \$ 0   |
| AMERITRADE -<br>OMAHA, NE                       | 5,854,994    | 326,500    | 7,980,035    | 0         | 0      |
| ARROWHEAD<br>SHOPPING CENTER -<br>MINOT, ND     | 1,290,671    | 100,359    | 2,812,463    | 60,965    | 0      |
| BARNES & NOBLE -<br>FARGO, ND                   | 1,800,608    | 540,000    | 2,752,012    | 32,119    | 0      |
| BARNES & NOBLE -<br>OMAHA, NE                   | 1,950,659    | 600,000    | 3,099,197    | 0         | 0      |
| CARMIKE THEATRE -<br>GRAND FORKS, ND            | 1,845,233    | 183,515    | 2,295,154    | 0         | 67,068 |
| COMPUSA -<br>KENTWOOD, MI                       | 1,365,519    | 225,000    | 1,888,574    | 7,900     | 0      |
| CONSECO BLDG -<br>RAPID CITY, SD                | 4,682,203    | 285,000    | 6,759,870    | 0         | 0      |
| CORNER EXPRESS -<br>MINOT, ND                   | 798,550      | 195,000    | 1,386,260    | 0         | 0      |
| DEWEY HILL<br>BUSINESS CENTER -<br>EDINA, MN    | 3,114,964    | 985,000    | 3,507,381    | 0         | 0      |
| EAST GRAND STATION<br>- EAST GRAND FORKS,<br>ND | 948,989      | 150,000    | 1,235,315    | 6,936     | 0      |
| EDGEWOOD VISTA -<br>BELGRADE, MT                | 0            | 14,300     | 434,596      | 4,598     | 0      |
| EDGEWOOD VISTA -<br>BILLINGS, MT                | 645,737      | 130,000    | 850,218      | 0         | 0      |
| EDGEWOOD VISTA -<br>COLUMBUS, NE                | 304,367      | 14,300     | 434,480      | 6,846     | 0      |
| EDGEWOOD VISTA -<br>DULUTH, MN                  | 2,719,619    | 390,000    | 3,822,400    | 1,468,787 | 0      |
| EDGEWOOD VISTA -<br>EAST GRAND FORKS,<br>MN     | 549,604      | 25,000     | 874,821      | 516,700   | 0      |
| EDGEWOOD VISTA -<br>FREMONT, ND                 | 0            | 56,000     | 490,410      | 0         | 0      |
| EDGEWOOD VISTA -<br>GRAND ISLAND, NE            | 304,367      | 14,300     | 434,480      | 6,846     | 0      |
| EDGEWOOD VISTA -<br>HASTINGS, NE                | 0            | 13,971     | 551,805      | 0         | 0      |
| EDGEWOOD VISTA -<br>KALISPELL, MT               | 0            | 70,000     | 498,150      | 0         | 0      |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**
*April 30, 2001*
**Schedule XI****REAL ESTATE AND ACCUMULATED DEPRECIATION** *(continued)*

| <u>OFFICE BUILDINGS</u>   | <u>ENCUMBRANCES</u> | <u>COST CAPITALIZATION</u>   |                                     |                                  |                       |
|---|---------------------|------------------------------|-------------------------------------|----------------------------------|-----------------------|
|   |                     | <u>INITIAL COST TO TRUST</u> |                                     | <u>SUBSEQUENT TO ACQUISITION</u> |                       |
|   |                     | <u>LAND</u>                  | <u>BUILDINGS &amp; IMPROVEMENTS</u> | <u>IMPROVEMENTS</u>              | <u>CARRYING COSTS</u> |
| <b>COMMERCIAL</b> <i>continued</i>                              |                     |                              |                                     |                                  |                       |
| EDGEWOOD VISTA - MINOT, ND                                      | \$ 3,815,498        | \$ 260,000                   | \$ 6,010,707                        | \$ 0                             | \$ 0                  |
| EDGEWOOD VISTA - MISSOULA, MT                                   | 917,342             | 108,900                      | 853,528                             | 0                                | 0                     |
| EDGEWOOD VISTA - OMAHA, NE                                      | 0                   | 88,567                       | 522,803                             | 0                                | 0                     |
| EDGEWOOD VISTA - SIOUX FALLS, SD                                | 649,494             | 130,000                      | 844,739                             | 0                                | 0                     |
| HEALTHEAST MED CTR - WDBRY & ST JHNS, MN HOSPITALITY ASSOCIATES | 19,176,624          | 3,238,275                    | 18,362,724                          | 0                                | 0                     |
| MINNETONKA, MN  | 280,000             | 40,000                       | 360,898                             | 0                                | 0                     |
| GREAT PLAINS SOFTWARE - FARGO, ND                               | 8,870,861           | 125,501                      | 15,249,652                          | 0                                | 0                     |
| LINDBERG BLDG. - EDEN PRAIRIE, MN                               | 1,140,863           | 198,000                      | 1,410,535                           | 0                                | 0                     |
| MAPLEWOOD SQUARE - ROCHESTER, MN                                | 7,154,199           | 3,275,000                    | 8,623,946                           | 0                                | 0                     |
| MED PARK MALL - GRAND FORKS, ND                                 | 3,381,663           | 680,500                      | 4,811,862                           | 150,587                          | 0                     |
| MINOT PLAZA - MINOT, ND   | 0                   | 50,000                       | 459,079                             | 0                                | 0                     |
| PETCO WAREHOUSE - FARGO, ND                                     | 901,454             | 324,148                      | 927,541                             | 0                                | 27,245                |
| PIONEER SEED - MOORHEAD, MN                                     | 221,367             | 56,925                       | 596,951                             | 0                                | 0                     |
| STERNER LIGHTING - WINSTED, MN                                  | 700,000             | 100,000                      | 900,789                             |                                  |                       |
| STONE CONTAINER - FARGO, ND                                     | 2,567,688           | 440,251                      | 4,469,078                           | 2,001,878                        | 89,156                |
| STONE CONTAINER - WACONIA, MN                                   | 1,303,763           | 165,000                      | 1,501,518                           | 0                                | 0                     |
| VIROMED - EDEN PRAIRIE, MN                                      | 2,866,820           | 666,000                      | 4,197,634                           | 0                                | 0                     |
| WEDGEWOOD - SWEETWATER, GA                                      | 1,420,859           | 334,346                      | 3,637,532                           | 0                                | 0                     |
|   | \$ 86,847,595       | \$ 15,364,658                | \$ 119,873,108                      | \$ 4,200,125                     | \$ 183,469            |
|   | \$ 368,956,930      | \$ 53,277,910                | \$ 526,303,391                      | \$ 10,782,607                    | \$ 1,272,560          |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**
*April 30, 2001*



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Schedule XI

REAL ESTATE AND ACCUMULATED DEPRECIATION

| <u>APARTMENTS</u>                         | <u>LAND</u> | <u>BUILDING &amp; IMPROVEMENTS</u> |            | <u>TOTAL</u> | <u>ACCUMULATED DEPRECIATION</u> | <u>DATE ACQUIRED</u> | <u>LIFE ON WHICH LATEST INCOME STATEMENT IS COMPUTED</u> |
|---|-------------|------------------------------------|------------|--------------|---------------------------------|----------------------|--|
|   |             |                                    |            |              |                                 |                      |  |
| BEULAH CONDOS - BEULAH, ND                | \$ 6,360    | \$                                 | 476,774    | \$ 483,134   | \$ 329,273                      | 1983                 | 15-40 years  |
| BISON PROPERTIES - CARRINGTON, ND         | 100,210     |                                    | 514,331    | 614,541      | 364,035                         | 1972                 | 25-40 years  |
| CANDLELIGHT APTS. - FARGO, ND             | 80,040      |                                    | 897,043    | 977,083      | 179,684                         | 1993                 | 24-40 years  |
| CASTLE ROCK - BILLINGS, MT                | 736,000     |                                    | 5,006,534  | 5,742,534    | 304,436                         | 1999                 | 40 years   |
| CENTURY APTS. - DICKINSON, ND             | 100,000     |                                    | 2,221,814  | 2,321,814    | 757,085                         | 1986                 | 35-40 years  |
| CENTURY APTS. - WILLISTON, ND             | 200,000     |                                    | 3,295,747  | 4,125,747    | 1,488,381                       | 1986                 | 35-40 years  |
| CHATEAU APTS. - MINOT, ND                 | 122,000     |                                    | 2,346,984  | 2,468,984    | 187,074                         | 1997                 | 12-40 years  |
| CLEARWATER - BOISE, ID                    | 585,000     |                                    | 3,268,838  | 3,853,638    | 217,307                         | 1999                 | 40 years   |
| COUNTRY MEADOWS PHASE I - BILLINGS, MT    | 245,624     |                                    | 4,115,511  | 4,361,135    | 249,483                         | 1996                 | 40 years   |
| COUNTRY MEADOWS PHASE II - BILLINGS, MT   | 245,623     |                                    | 4,114,095  | 4,359,718    | 249,483                         | 1999                 | 40 years   |
| COLTON HEIGHTS - MINOT, ND                | 80,000      |                                    | 887,773    | 967,733      | 415,053                         | 1984                 | 33-40 years  |
| COTTONWOOD LAKE - BISMARCK, ND            | 1,055,862   |                                    | 12,676,773 | 13,732,636   | 696,954                         | 1997                 | 40 years   |
| CRESTVIEW APTS. - BISMARCK, ND            | 235,000     |                                    | 4,726,835  | 4,961,835    | 853,823                         | 1994                 | 24-40 years  |
| CROWN COLONY - TOPEKA, KS                 | 620,000     |                                    | 10,197,090 | 10,817,090   | 402,287                         | 2000                 | 40 years   |
| DAKOTA ARMS - MINOT, ND                   | 50,000      |                                    | 575,487    | 625,487      | 80,729                          | 1996                 | 24-40 years  |
| DAKOTA HILLS - IRVING, TX                 | 3,650,000   |                                    | 33,967,106 | 37,617,106   | 1,035,419                       | 2000                 | 40 years   |
| EASTGATE PROPERTIES - MOORHEAD, MN        | 23,917      |                                    | 2,401,820  | 2,425,737    | 1,529,752                       | 1970                 | 33-40 years  |
| EASTWOOD - DICKINSON, ND                  | 40,000      |                                    | 432,394    | 472,394      | 112,860                         | 1989                 | 24-40 years  |
| FOREST PARK ESTATES - GRAND FORKS, ND     | 810,000     |                                    | 6,672,837  | 7,482,837    | 1,341,702                       | 1993                 | 24-40 years  |
| HERITAGE MANOR - ROCHESTER, MN            | 403,256     |                                    | 7,294,524  | 7,697,780    | 499,892                         | 1999                 | 40 years   |
| IVY CLUB - VANCOUVER, WA                  | 1,274,000   |                                    | 10,553,863 | 11,827,863   | 591,803                         | 1999                 | 40 years   |
| JENNER PROPERTIES - GRAND FORKS, ND       | 220,000     |                                    | 2,011,184  | 2,231,184    | 193,431                         | 1996                 | 40 years   |
| KIRKWOOD APTS. - BISMARCK, ND             | 449,290     |                                    | 3,282,111  | 3,731,401    | 311,091                         | 1997                 | 12-40 years  |
| LANCASTER APTS. - ST. CLOUD, MN           | 289,000     |                                    | 2,937,626  | 3,226,626    | 80,316                          | 2000                 | 40 years   |
| LEGACY APTS. - GRAND FORKS, ND            | 1,361,855   |                                    | 9,635,543  | 10,997,398   | 1,031,588                       | 1996                 | 24-40 years  |
| LEGACY IV - GRAND FORKS, ND               | 725,277     |                                    | 6,305,848  | 7,031,125    | 228,341                         | 2000                 | 40 years   |
| LONETREE APTS. - HARVEY, ND               | 13,584      |                                    | 215,262    | 228,846      | 49,155                          | 1991                 | 24-40 years  |
| MAGIC CITY APTS. - MINOT, ND              | 532,000     |                                    | 4,725,208  | 5,257,208    | 442,011                         | 1997                 | 12-40 years  |
| MEADOWS PHASE I & II - JAMESTOWN, ND      | 111,550     |                                    | 3,645,722  | 3,757,272    | 136,508                         | 2000                 | 40 years   |
| MEADOWS PHASE III - JAMESTOWN, ND         | 55,775      |                                    | 1,990,680  | 2,046,455    | 1,595                           | 2001                 | N/A - construction in progress                           |
| MIRAMONT - FT. COLLINS, CO                | 1,470,000   |                                    | 12,893,539 | 14,363,529   | 1,457,970                       | 1996                 | 40 years   |
| NEIGHBORHOOD APTS. - COLORADO SPRINGS, CO | 1,033,592   |                                    | 10,389,189 | 11,422,781   | 1,206,581                       | 1996                 | 40 years   |

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|                                      |         |           |           |         |      |             |
|--------------------------------------|---------|-----------|-----------|---------|------|-------------|
| NORTH POINTE - BISMARCK,<br>ND       | 143,500 | 2,303,175 | 2,446,675 | 310,289 | 1995 | 24-40 years |
| OAK MANOR APTS. -<br>DICKINSON, ND   | 25,000  | 349,730   | 374,730   | 84,069  | 1989 | 24-40 years |
| OAKWOOD ESTATES - SIOUX<br>FALLS, SD | 342,800 | 3,374,256 | 3,717,056 | 688,361 | 1993 | 24-40 years |

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INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

April 30, 2001

Schedule XI

REAL ESTATE AND ACCUMULATED DEPRECIATION(continued)

| APARTMENTS                                   | LAND         | BUILDING &<br>IMPROVEMENTS | TOTAL         | ACCUMULATED<br>DEPRECIATION | DATE<br>ACQUIRED | LIFE ON WHICH<br>LATEST INCOME<br>STATEMENT IS<br>COMPUTED |
|--|--------------|----------------------------|---------------|-----------------------------|------------------|--|
|  |              |                            |               |                             |                  |  |
| OLYMPIC VILLAGE - BILLINGS, MT               | \$ 1,164,000 | \$ 10,618,852              | \$ 11,782,852 | \$ 175,258                  | 2001             | 40 years   |
| OXBOW - SIOUX FALLS, SD                      | 404,072      | 4,626,617                  | 5,030,689     | 750,715                     | 1994             | 24-40 years  |
| PARK EAST APTS. - FARGO, ND                  | 83,000       | 5,053,953                  | 5,136,953     | 381,418                     | 1997             | 12-40 years  |
| PARK MEADOWS - WAITE PARK, MN                | 1,143,450    | 10,530,133                 | 11,673,583    | 1,293,868                   | 1997             | 40 years   |
| PARKWAY APTS. - BEULAH, ND                   | 7,000        | 143,912                    | 150,912       | 27,623                      | 1988             | 540 years  |
| PEBBLE CREEK - BISMARCK, ND                  | 7,200        | 777,792                    | 784,962       | 31,282                      | 2000             | 40 years   |
| PINE CONE APTS. - FT. COLLINS, CO            | 904,545      | 12,359,315                 | 13,263,861    | 1,539,847                   | 1994             | 40 years   |
| POINTE WEST APTS. - MINOT, ND                | 240,000      | 3,821,061                  | 4,061,061     | 714,954                     | 1994             | 24-40 years  |
| PRAIRIE WINDS APTS. - SIOUX FALLS,<br>SD     | 144,097      | 1,868,958                  | 2,013,055     | 393,585                     | 1993             | 24-40 years  |
| PRAIRIEWOOD MEADOWS - FARGO,<br>ND           | 280,000      | 2,559,271                  | 2,839,271     | 47,763                      | 2001             | 40 years   |
| RIDGE OAKS APTS. - SIOUX CITY, IA            | 178,100      | 4,103,867                  | 4,281,967     | 105,045                     | 2001             | 40 years   |
| RIMROCK APTS. - BILLINGS, MT                 | 329,708      | 3,569,972                  | 3,899,680     | 162,211                     | 2000             | 40 years   |
| ROCKY MEADOWS 96 - BILLINGS, MT              | 655,985      | 6,081,124                  | 6,737,109     | 697,830                     | 1996             | 40 years   |
| ROSEWOOD/OAKWOOD - SIOUX<br>FALLS, SD        | 200,000      | 1,747,935                  | 1,947,935     | 196,245                     | 1996             | 40 years   |
| SHERWOOD APTS. - TOPEKA, KS                  | 1,150,000    | 14,851,205                 | 16,001,205    | 587,097                     | 2000             | 40 years   |
| SOUTH POINTE - MINOT, ND                     | 550,000      | 9,795,036                  | 10,345,036    | 1,220,817                   | 1995             | 24-40 years  |
| SOUTHVIEW APTS. - MINOT, ND                  | 185,000      | 543,676                    | 728,676       | 94,340                      | 1994             | 24-40 years  |
| SOUTHWIND APTS - GRAND FORKS,<br>ND          | 400,000      | 5,572,073                  | 5,972,073     | 749,522                     | 1996             | 24-40 years  |
| SUNCHASE - FARGO, ND                         | 52,870       | 989,340                    | 1,042,210     | 304,382                     | 1988             | 5-40 years   |
| SUNSET TRAIL PHS I - ROCHESTER,<br>MN        | 168,188      | 7,403,527                  | 7,571,715     | 106,602                     | 2001             | 40 years   |
| SUNSET TRAIL - PHS II & III<br>ROCHESTER, MN | 336,376      | 4,006,932                  | 4,343,308     | 0                           | N/a              | N/A -construction<br>in progress                           |
| SWEETWATER PROP. - DEVILS LAKE,<br>ND        | 90,767       | 1,535,531                  | 1,626,298     | 907,394                     | 1972             | 5-40 years   |
| THOMASBROOK APTS. - LINCOLN, NE              | 600,000      | 9,356,873                  | 9,956,873     | 411,582                     | 2000             | 40 years   |
| VALLEY PARK MANOR - GRAND<br>FORKS, ND       | 293,500      | 4,420,192                  | 4,713,692     | 210,317                     | 2000             | 40 years   |
| VAN MALL WOODS - VANCOUVER<br>-WA            | 600,000      | 5,551,761                  | 6,151,761     | 354,296                     | 1999             | 40 years   |
| WEST STONEHILL - ST CLOUD, MN                | 939,000      | 10,832,140                 | 11,771,140    | 1,523,900                   | 1995             | 40 years   |
| WESTWOOD PARK - BISMARCK, ND                 | 161,114      | 2,044,374                  | 2,205,488     | 151,269                     | 1999             | 40 years   |

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|                                    |                      |                       |                       |                      |      |          |
|------------------------------------|----------------------|-----------------------|-----------------------|----------------------|------|----------|
| WOODRIDGE APTS. - ROCHESTER,<br>MN | <u>370,000</u>       | <u>6,405,134</u>      | <u>6,775,134</u>      | <u>728,810</u>       | 1996 | 40 years |
|                                    | <u>\$ 29,074,087</u> | <u>\$ 332,503,535</u> | <u>\$ 361,577,622</u> | <u>\$ 32,296,179</u> |      |          |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**

*April 30, 2001*

**Schedule XI**

**REAL ESTATE AND ACCUMULATED DEPRECIATION**

| <u>OFFICE BUILDINGS</u>                      | <u>LAND</u>         | <u>BUILDING &amp;<br/>IMPROVEMENTS</u> | <u>TOTAL</u>      | <u>ACCUMULATED<br/>DEPRECIATION</u> | <u>DATE<br/>ACQUIRED</u> | <u>LIFE ON WHICH<br/>LATEST INCOME<br/>STATEMENT IS<br/>COMPUTED</u> |
|--|---------------------|--|-------------------|-------------------------------------|--------------------------|--|
|  |                     |  |                   |                                     |                          |  |
|  | \$                  |  | \$                |                                     |                          |  |
| 1ST AVENUE BUILDING - MINOT, ND              | 30,000              | \$ 503,765                             | 533,765           | \$ 386,191                          | 1981                     | 33-40 years  |
| 12 SOUTH MAIN - MINOT, ND                    | 29,000              | 360,205                                | 389,205           | 7,618                               | 2001                     | 40 years   |
| 17 SOUTH MAIN - MINOT, ND                    | 15,000              | 75,000                                 | 90,000            | 1,484                               | 2001                     | 40 years   |
| 401 SOUTH MAIN - MINOT, ND                   | 70,600              | 542,707                                | 613,307           | 167,206                             | 1987                     | 24-40 years  |
| 2030 CLIFF ROAD - EAGAN, MN                  | 145,900             | 834,966                                | 980,866           | 870                                 | 2001                     | 40 years   |
| 408 1ST STREET SE - MINOT, ND                | 10,000              | 36,907                                 | 46,907            | 27,691                              | 1986                     | 19-40 years  |
| 7901 FLYING CLOUD DR - EDEN PRAIRIE,<br>MN   | 1,062,000           | 4,012,810                              | 5,074,810         | 140,051                             | 2000                     | 40 years   |
| BURNSVILLE BLUFFS - BURNSVILLE, MN           | 300,300             | 2,156,346                              | 2,456,646         | 2,246                               | 2001                     | 40 years   |
| COLD SPRINGS CENTER - ST. CLOUD, MN          | 588,000             | 7,807,539                              | 8,395,539         | 8,133                               | 2001                     | 40 years   |
| CREEKSIDE OFF BLDG. - BILLINGS, MT           | 311,310             | 1,557,260                              | 1,868,570         | 319,016                             | 1992                     | 40 years   |
| LESTER CHIROPRACTIC CLINIC -<br>BISMARCK, ND | 25,000              | 243,917                                | 268,617           | 76,401                              | 1988                     | 40 years   |
| LEXINGTON COMMERCE CENTER -<br>EAGAN, MN     | 453,400             | 5,036,323                              | 5,489,723         | 171,926                             | 2000                     | 40 years   |
| NICOLLETT VII - BURNSVILLE, MN               | 429,400             | 6,931,270                              | 7,360,670         | 7,220                               | 2001                     | 40 years   |
| NORTHGATE II - MAPLE GROVE, MN               | 357,800             | 1,991,179                              | 2,348,979         | 68,024                              | 2000                     | 40 years   |
| PILLSBURY BUSINESS CENTER - EDINA,<br>MN     | 284,400             | 1,558,570                              | 1,842,970         | 1,624                               | 2001                     | 40 years   |
| PLYMOUTH IV & V - PLYMOUTH, MN               | 640,500             | 13,387,829                             | 14,028,329        | 13,221                              | 2001                     | 40 years   |
| SOUTHDALE MEDICAL CENTER - EDINA,<br>MN      | 3,500,000           | 28,921,070                             | 32,421,070        | 191,582                             | 2001                     | 40 years   |
| SOUTHEAST TECH CENTER - EAGAN, MN            | 559,500             | 5,556,017                              | 6,115,517         | 191,582                             | 2000                     | 40 years   |
| WALTERS 214 SO MAIN - MINOT, ND              | <u>27,055</u>       | <u>84,941</u>                          | <u>111,996</u>    | <u>76,960</u>                       | 1978                     | 20-40 years  |
|  |                     |  | \$                |                                     |                          |  |
|  | <u>\$ 8,839,165</u> | <u>\$ 81,598,321</u>                   | <u>90,437,486</u> | <u>\$ 1,878,349</u>                 |                          |  |

**COMMERCIAL**

|  |            |              | \$        |            |      |                 |
|--|------------|--------------|-----------|------------|------|-----------------|
| AMERICA'S BEST WAREHOUSE - BOISE, ID     | \$ 765,000 | \$ 4,023,294 | 4,788,294 | \$ 924,442 | 1994 | 40 years        |
| AMERITRADE - OMAHA, NE                   | 326,500    | 7,980,035    | 8,306,535 | 407,220    | 1999 | 40 years        |
| ARROWHEAD SHOPPING CENTER - MINOT,<br>ND | 100,359    | 2,873,427    | 2,973,786 | 2,216,168  | 1973 | 15 1/2-40 years |
| BARNES & NOBLE - FARGO, ND               | 540,000    | 2,719,893    | 3,259,893 | 447,202    | 1994 | 40 years        |
| BARNES & NOBLE - OMAHA, NE               | 600,000    | 3,099,197    | 3,699,197 | 426,131    | 1995 | 40 years        |
| CARMIKE THEATRE - GRAND FORKS, ND        | 183,515    | 2,362,222    | 2,545,737 | 383,798    | 1994 | 40 years        |

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|   |         |           |           |         |      |          |
|---|---------|-----------|-----------|---------|------|----------|
| COMPUSA - KENTWOOD, MI                    | 225,000 | 1,896,474 | 2,121,474 | 212,473 | 1996 | 40 years |
| CONSECO - RAPID CITY, SD                  | 285,000 | 6,759,870 | 7,044,870 | 133,740 | 2001 | 40 years |
| CORNER EXPRESS - MINOT, ND                | 195,000 | 1,386,260 | 1,581,260 | 88,411  | 1999 | 40 years |
| DEWEY HILL BUSINESS CENTER - EDINA, MN    | 985,000 | 3,507,381 | 4,492,381 | 32,882  | 2001 | 40 years |
| EAST GRAND STATION - EAST GRAND FORKS, ND | 150,000 | 1,242,251 | 1,392,251 | 45,160  | 2000 | 40 years |
| EDGEWOOD VISTA - BELGRADE, MT             | 14,300  | 439,194   | 453,494   | 19,462  | 2000 | 40 years |
| EDGEWOOD VISTA - BILLINGS, MT             | 130,000 | 850,218   | 980,218   | 61,015  | 1999 | 40 years |
| EDGEWOOD VISTA - COLUMBUS, NE             | 14,300  | 441,326   | 455,626   | 19,456  | 2000 | 40 years |
| EDGEWOOD VISTA - DULUTH, MN               | 390,000 | 5,291,187 | 5,681,187 | 115,553 | 2000 | 40 years |
| EDGEWOOD VISTA - EAST GRAND FORKS, MN     | 25,000  | 1,391,521 | 1,416,521 | 85,608  | 1997 | 40 years |
| EDGEWOOD VISTA - FREMONT, NE              | 56,000  | 490,410   | 546,410   | 4,598   | 2001 | 40 years |
| EDGEWOOD VISTA - GRAND ISLAND, NE         | 14,300  | 441,326   | 455,626   | 19,456  | 2000 | 40 years |
| EDGEWOOD VISTA - HASTINGS, NE             | 13,971  | 551,805   | 565,777   | 5,677   | 2001 | 40 years |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**

*April 30, 2001*

**Schedule XI**

**REAL ESTATE AND ACCUMULATED DEPRECIATION** *(continued)*

| <u>OFFICE BUILDINGS</u>                    | <u>LAND</u> | <u>BUILDING &amp; IMPROVEMENTS</u> | <u>TOTAL</u> | <u>ACCUMULATED DEPRECIATION</u> | <u>DATE ACQUIRED</u> | <u>LIFE ON WHICH LATEST INCOME STATEMENT IS COMPUTED</u> |
|--|-------------|------------------------------------|--------------|---------------------------------|----------------------|--|
|  |             |                                    |              |                                 |                      |  |
| <b>COMMERCIAL</b> <i>continued</i>         |             |                                    |              |                                 |                      |  |
| EDGEWOOD VISTA - KALISPELL, MT             | \$ 70,000   | \$ 498,150                         | \$ 568,150   | \$ 2,578                        | 2001                 | 40 years   |
| EDGEWOOD VISTA - MINOT, ND                 | 260,000     | 6,010,707                          | 6,270,707    | 528,442                         | 1997                 | 40 years   |
| EDGEWOOD VISTA - MISSOULA, MT              | 108,900     | 853,528                            | 962,428      | 96,022                          | 1997                 | 40 years   |
| EDGEWOOD VISTA - OMAHA, NE                 | 88,567      | 522,803                            | 611,370      | 3,812                           | 2001                 | 40 years   |
| EDGEWOOD VISTA - SIOUX FALLS, SD           | 130,000     | 844,739                            | 974,739      | 60,674                          | 1999                 | 40 years   |
| HEALTHEAST MED CNTR - WDBRY & ST. JHNS, MN | 3,238,275   | 18,362,724                         | 21,600,999   | 439,868                         | 2001                 | 40 years   |
| HOSPITALITY ASSOCIATES - MINNETONKA, MN    | 40,000      | 360,898                            | 400,898      | 1,671                           | 2001                 | 40 years   |
| GREAT PLAINS SOFTWARE - FARGO, ND          | 125,501     | 15,249,652                         | 15,375,154   | 651,141                         | 2000                 | 40 years   |
| LINDBERG BLDG. - EDEN PRAIRIE, MN          | 198,000     | 1,410,535                          | 1,608,535    | 293,633                         | 1992                 | 40 years   |
| MAPLEWOOD SQUARE - ROCHESTER, MN           | 3,275,000   | 8,623,946                          | 11,898,946   | 386,937                         | 2000                 | 40 years   |
| MEDPARK MALL - GRAND FORKS, ND             | 680,500     | 4,962,450                          | 5,642,950    | 149,361                         | 2000                 | 40 years   |
| MINOT PLAZA - MINOT, ND                    | 50,000      | 459,954                            | 509,954      | 97,496                          | 1993                 | 40 years   |
| PETCO - FARGO, ND                          | 324,148     | 954,786                            | 1,278,934    | 154,418                         | 1994                 | 40 years   |
| PIONEER SEED - MOORHEAD, MN                | 56,925      | 596,951                            | 653,876      | 136,955                         | 1992                 | 40 years   |
| STERNER LIGHTING - WINSTED, MN             | 100,000     | 900,789                            | 1,000,789    | 3,208                           | 2001                 | 40 years   |
| STONE CONTAINER - FARGO, ND                | 440,251     | 6,560,113                          | 7,000,364    | 624,306                         | 1995                 | 40 years   |
| STONE CONTAINER - WACONIA, MN              | 165,000     | 1,501,518                          | 1,666,518    | 26,589                          | 2001                 | 40 years   |
| VIROMED - EDEN PRAIRIE, MN                 | 666,000     | 4,197,634                          | 4,863,634    | 231,669                         | 1999                 | 40 years   |

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|                            |                      |                       |                       |                      |      |          |
|----------------------------|----------------------|-----------------------|-----------------------|----------------------|------|----------|
| WEDGEWOOD - SWEETWATER, GA | <u>334,346</u>       | <u>3,637,532</u>      | <u>3,971,878</u>      | <u>381,386</u>       | 1996 | 40 years |
|                            | \$ <u>15,364,658</u> | \$ <u>4,256,702</u>   | \$ <u>139,621,360</u> | \$ <u>9,918,617</u>  |      |          |
|                            | \$ <u>53,277,910</u> | \$ <u>538,358,558</u> | \$ <u>591,636,468</u> | \$ <u>44,093,145</u> |      |          |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**

*April 30, 2001*

**Schedule XI**

**REAL ESTATE AND ACCUMULATED DEPRECIATION**

Reconciliations of total real estate carrying value for the three years ending April 30, 2001, 2000 and 1999 are as follows:

|                              | <u>2001</u>           | <u>2000</u>           | <u>1999</u>           |
|------------------------------|-----------------------|-----------------------|-----------------------|
| Balance at beginning of year | \$ 449,919,890        | \$ 295,825,839        | \$ 231,416,322        |
| Additions during year        |                       |                       |                       |
| acquisitions                 | 141,040,413           | 155,284,745           | 62,455,508            |
| improvements and other       | <u>5,583,148</u>      | <u>7,041,248</u>      | <u>4,780,853</u>      |
|                              | \$ 596,543,451        | \$ 458,151,832        | \$ 298,652,683        |
| Deduction during year        |                       |                       |                       |
| cost of real estate sold     | -4,906,983            | -6,912,626            | -2,826,844            |
| impairment valuation         | <u>0</u>              | <u>-1,319,316</u>     | <u>0</u>              |
| Balance at close of year     | <u>\$ 591,636,468</u> | <u>\$ 449,919,890</u> | <u>\$ 295,825,839</u> |

Reconciliations of accumulated depreciation for the three years ended April 30, 2001, 2000 and 1999 are as follows:

|  | <u>2001</u>          | <u>2000</u>          | <u>1999</u>          |
|--|----------------------|----------------------|----------------------|
| Balance at beginning of year                 | \$ 33,232,952        | \$ 26,112,399        | \$ 21,516,129        |
| Additions during year                        |                      |                      |                      |
| provisions for depreciation                  | 12,299,532           | 8,460,112            | 5,966,874            |
| Deduction during year                        |                      |                      |                      |
| accumulated depreciation on real estate sold | <u>-1,439,339</u>    | <u>-1,339,559</u>    | <u>-1,370,604</u>    |
| Balance at close of year                     | <u>\$ 44,093,145</u> | <u>\$ 33,232,952</u> | <u>\$ 26,112,399</u> |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**

*April 30, 2001*

## Schedule XII

## INVESTMENTS IN MORTGAGE LOANS ON REAL ESTATE

|  | <u>Interest Rate</u> | <u>Final Maturity Date</u> | <u>Payment Terms</u> | <u>Prior Liens</u> | <u>Face Amt. of Mortgages</u> | <u>Carrying Amt. of Mortgages</u> | <u>Prin. Amt of Loans Subject to Delinquent Prin. or Int.</u> |
|--|----------------------|----------------------------|----------------------|--------------------|-------------------------------|-----------------------------------|---|
| RESIDENTIAL  |                      |                            |                      |                    |                               |                                   |   |
| Fricke   | 7.00%                | 01/01/02                   | Monthly              |                    | \$ 7,470                      | \$ 954                            | \$ 0  |
| Rolland Hausmann                                     | 9.00%                | 02/01/16                   | Monthly              |                    | 315,659                       | 278,527                           | 0   |
|  |                      |                            | Monthly              |                    |                               |                                   |   |
| Diamond T -Scottsbluff, NE                           | 8.00%                | 11/01/02                   | /Balloon             |                    | 115,000                       | 106,926                           | 0   |
|  |                      |                            | Monthly              |                    |                               |                                   |   |
| KMOX -Prior Lake, MN                                 | 8.00%                | 01/01/04                   | /Balloon             |                    | 46,500                        | 43,313                            | 0   |
| Duane Peterson                                       | Variable             |                            | Quarterly            |                    | 130,000                       | 130,000                           | 0   |
| Edgewood Norfolk, NE                                 | 11.00%               | 04/01/01                   | Balloon              |                    | <u>477,375</u>                | <u>477,375</u>                    | <u>0</u>  |
|  |                      |                            |                      |                    | <u>\$ 1,092,004</u>           | <u>\$ 1,037,095</u>               | <u>\$ 0</u>   |
|  |                      |                            |                      |                    |                               | <u>2001</u>                       | <u>2000</u>   |
| <b>MORTGAGE LOANS RECEIVABLE, BEGINNING OF YEAR</b>  |                      |                            |                      |                    | \$ 1,650,284                  | \$ 10,721,214                     |   |
| New participations in and advances on mortgage loans |                      |                            |                      |                    | <u>0</u>                      | <u>607.375</u>                    |   |
|  |                      |                            |                      |                    | \$ 1,650,284                  | \$ 11,328,589                     |   |
| Collections  |                      |                            |                      |                    | <u>-613,189</u>               | <u>-9,678,305</u>                 |   |
| <b>MORTGAGE LOANS RECEIVABLE, END OF YEAR</b>        |                      |                            |                      |                    | <u>\$ 1,037,095</u>           | <u>\$ 1,650,284</u>               |   |

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**INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES**
**SELECTED FINANCIAL DATA**

|  | <u>2001</u>    | <u>2000</u>    | <u>1999</u>    | <u>1998</u>    | <u>1997</u>    |
|--|----------------|----------------|----------------|----------------|----------------|
| Consolidated Income Statement Data                           |                |                |                |                |                |
| Revenue  | \$ 75,767,150  | \$ 55,445,193  | \$ 39,927,262  | \$ 32,407,545  | \$ 23,833,981  |
| Income before gain/loss on properties and minority interest  | 10,187,812     | 8,548,558      | 6,401,676      | 4,691,198      | 3,499,443      |
| Gain on repossession/ Sale of properties                     | 601,605        | 1,754,496      | 1,947,184      | 465,499        | 398,424        |
| Minority interest of portion of operating partnership income | -2,095,177     | -1,495,209     | -744,725       | -141,788       | -18            |
| Net income   | 8,694,240      | 8,807,845      | 7,604,135      | 5,014,909      | 3,897,849      |
| Consolidated Balance Sheet Data                              |                |                |                |                |                |
| Total real estate investments                                | \$ 548,580,418 | \$ 418,216,516 | \$ 280,311,442 | \$ 213,211,369 | \$ 177,891,168 |

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|  |             |             |             |             |             |
|--|-------------|-------------|-------------|-------------|-------------|
| Total assets                                       | 570,322,124 | 432,978,299 | 291,493,311 | 224,718,514 | 186,993,943 |
| Shareholders' equity                               | 118,945,160 | 109,920,591 | 85,783,294  | 68,152,626  | 59,997,619  |
| Consolidated Per Share Data<br>(basic and diluted) |             |             |             |             |             |
| Net Income   | .38         | .42         | .44         | .32         | .28         |
| Dividends  | .55         | .51         | .47         | .42         | .39         |

|                        |                    |                    |                    |                    |                    |
|------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| CALENDAR YEAR          | <b><u>2001</u></b> | <b><u>2000</u></b> | <b><u>1999</u></b> | <b><u>1998</u></b> | <b><u>1997</u></b> |
| Tax status of dividend |                    |                    |                    |                    |                    |
| Capital gain           | .72%               | 30.3%              | 6.3%               | 2.9%               | 21.0%              |
| Ordinary income        | 86.76%             | 69.7%              | 76.0%              | 97.1%              | 79.0%              |
| Return of capital      | 12.52%             | 0%                 | 17.7%              | 0.0%               | 0.0%               |

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INVESTORS REAL ESTATE TRUST AND AFFILIATED PARTNERSHIPS  
*April 30, 2001, 2000 and 1999*

**GAIN FROM PROPERTY DISPOSITIONS**

|   | <b>Total<br/>Original<br/>Gain(Loss)</b> | <b>Unrealized<br/>04/30/01</b> | <b>Realized<br/>04/30/01</b> | <b>Realized<br/>04/30/00</b> | <b>Realized<br/>04/30/99</b> |
|---|--|--------------------------------|------------------------------|------------------------------|------------------------------|
| Brooklyn Addition - Minot, ND             | \$ 25,000                                | \$ 0                           | \$ 0                         | \$ 1,000                     | \$ 1,000                     |
| Superpumper - Grand Forks, ND             | 86,479                                   | 0                              | 0                            | 86,479                       | 0                            |
| Superpumper - Crookston, ND               | 89,903                                   | 0                              | 0                            | 89,903                       | 0                            |
| Superpumper - Langdon, ND                 | 64,352                                   | 0                              | 0                            | 64,352                       | 0                            |
| Superpumper - Sidney, MT                  | 17,161                                   | 0                              | 0                            | 17,161                       | 0                            |
| Mandan Apartments - Mandan, ND            | 75,612                                   | 0                              | 0                            | 75,612                       | 0                            |
| Sweetwater Apts. - Devils Lake, ND        | 335,303                                  | 0                              | 0                            | 335,303                      | 0                            |
| Hutchinson Technology - Hutchinson, MN    | 1,109,003                                | 0                              | 0                            | 1,109,003                    | 0                            |
| Jenner 18-Plex - Devils Lake, ND          | 14,009                                   | 0                              | 0                            | 14,009                       | 0                            |
| Virginia Apartments - Minot, ND           | 10,308                                   | 0                              | 0                            | 10,308                       | 0                            |
| Fairfield Apts - Marshall, MN             | 80,121                                   | 0                              | 0                            | 0                            | 80,121                       |
| Superpumper - Emerado, ND                 | 158,146                                  | 0                              | 0                            | 0                            | 158,146                      |
| Park Place Apts - Waseca, MN              | 366,018                                  | 0                              | 0                            | 0                            | 366,018                      |
| Bison Properties - Jamestown, ND          | 1,341,899                                | 0                              | 0                            | 0                            | 1,341,899                    |
| Evergreen Shopping Center - Evergreen, CO | 1,690                                    | 0                              | 1,690                        | 0                            | 0                            |
| Chalet Apartments - Minot, ND             | 23,434                                   | 0                              | 23,434                       | 0                            | 0                            |
| Hill Park Apts - Bismarck, ND             | 576,482                                  | 0                              | 576,482                      | 0                            | 0                            |
|   |  | <b>\$ 0</b>                    | <b>\$ 601,605</b>            | <b>\$ 1,754,496</b>          | <b>\$ 1,947,184</b>          |

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INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES  
*April 30, 2001*

**MORTGAGE LOANS PAYABLE**

BALANCE APRIL 30, 2000

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|   | <u>Interest Rate</u> | <u>Final Maturity Date</u> | <u>Periodic Payment Terms</u> | <u>Face Amount of Mortgage</u> | <u>Carrying Amount of Mortgage</u> | <u>Delinquent Principal or Interest</u> |
|---|----------------------|----------------------------|-------------------------------|--------------------------------|------------------------------------|---|
| 1112 32nd Ave SW - Minot, ND              | 7.50%                | 07/20/10                   | Monthly                       | \$ 425,000                     | \$ 309,303                         | \$ 0                                    |
| 177 10th Ave East - Dickinson, ND         | 9.00%                | 11/01/18                   | Monthly                       | 250,963                        | 210,961                            | 0                                       |
| 2030 Cliff Road - Eagan, MN               | 7.40%                | 04/01/11                   | Monthly                       | 650,000                        | 650,000                            | 0                                       |
| 4301 9th Ave Sunchase II - Fargo, ND      | 9.04%                | 09/01/02                   | Monthly                       | 364,765                        | 32,534                             | 0                                       |
| 4313 9th Ave Sunchase II - Fargo, ND      | 8.706%               | 02/01/14                   | Monthly                       | 370,000                        | 277,089                            | 0                                       |
| America's Best Furniture - Boise, ID      | 9.75%                | 03/29/03                   | Monthly                       | 3,750,000                      | 3,303,018                          | 0                                       |
| Ameritrade - Omaha, NE                    | 7.25%                | 050/1/19                   | Monthly                       | 6,150,000                      | 5,854,993                          | 0                                       |
| Arrowhead Shopping Center - Minot, ND     | 8.25%                | 01/01/20                   | Monthly                       | 1,325,000                      | 1,290,671                          | 0                                       |
| Barnes & Noble Stores - ND & NE           | 7.98%                | 12/01/10                   | Monthly                       | 4,900,000                      | 3,751,267                          | 0                                       |
| Burnsville Bluffs - Burnsville, MN        | 8.25%                | 01/01/21                   | Monthly                       | 1,644,551                      | 1,641,798                          | 0                                       |
| Candlelight Apts. - Fargo, ND             | 7.50%                | 12/01/99                   | Monthly                       | 578,000                        | 411,529                            | 0                                       |
| Carmike - Grand Forks, ND                 | 7.75%                | 020/1/07                   | Monthly                       | 2,000,000                      | 1,845,233                          | 0                                       |
| Castle Rock - Billings, ND                | 6.66%                | 030/1/09                   | Monthly                       | 3,950,000                      | 3,857,473                          | 0                                       |
| Century Apts. - Dickinson, ND             | 7.003%               | 03/01/06                   | Monthly                       | 1,595,000                      | 1,393,489                          | 0                                       |
| Century Apts. - Williston, ND             | 7.003%               | 03/01/06                   | Monthly                       | 2,700,000                      | 2,358,883                          | 0                                       |
| Chateau Apts. - Minot, ND                 | 7.003%               | 03/01/06                   | Monthly                       | 1,674,350                      | 1,528,906                          | 0                                       |
| Clearwater Apts. - Boise, ID              | 6.47%                | 01/01/09                   | Monthly                       | 2,660,000                      | 2,589,905                          | 0                                       |
| Cold Springs Center -St. Cloud, MN        | 7.40%                | 04/01/11                   | Monthly                       | 5,250,000                      | 5,250,000                          | 0                                       |
| Colton Heights - Minot, ND                | 8.35%                | 03/01/07                   | Monthly                       | 730,000                        | 256,077                            | 0                                       |
| Cottonwood Phase I - Bismarck, ND         | 6.59%                | 01/01/09                   | Monthly                       | 2,800,000                      | 2,727,822                          | 0                                       |
| Cottonwood Phase II - Bismarck, ND        | 7.55%                | 11/01/09                   | Monthly                       | 2,850,000                      | 2,812,552                          | 0                                       |
| Country Meadows Phase I - Billings, MT    | 7.51%                | 01/01/08                   | Monthly                       | 2,660,000                      | 2,522,888                          | 0                                       |
| Country Meadows Phase II - Billings, MT   | 8.10%                | 01/01/08                   | Monthly                       | 2,600,000                      | 2,564,285                          | 0                                       |
| Creekside - Billings, MT                  | 7.375%               | 06/01/13                   | Monthly                       | 1,250,000                      | 1,106,166                          | 0                                       |
| Crestview Apts. - Bismarck, ND            | 6.91%                | 070/1/08                   | Monthly                       | 3,400,000                      | 3,245,760                          | 0                                       |
| CompUSA - Kentwood, MI                    | 7.75%                | 02/01/11                   | Monthly                       | 1,565,361                      | 1,365,519                          | 0                                       |
| Conseco Bldg - Rapid City, SD             | 8.07%                | 08/01/15                   | Monthly                       | 4,795,000                      | 4,682,203                          | 0                                       |
| Corner Express - East Grand Forks, MN     | 7.52%                | 10/01/13                   | Monthly                       | 885,000                        | 798,550                            | 0                                       |
| Crown Colony Apts. - Topeka, KS           | 7.55%                | 08/01/09                   | Monthly                       | 7,350,000                      | 7,253,424                          | 0                                       |
| Dakota Hill - Irving TX                   | 7.88%                | 01/01/10                   | Monthly                       | 25,550,000                     | 25,293,305                         | 0                                       |
| Dewey Hill Business Center - Edina, MN    | 7.93%                | 12/01/10                   | Monthly                       | 3,125,000                      | 3,114,964                          | 0                                       |
| East Grand Station - East Grand Forks, ND | 8.60%                | 08/1/15                    | Monthly                       | 970,000                        | 948,989                            | 0                                       |
| Eastgate - Moorhead, MN                   | 7.19%                | 090/1/09                   | Monthly                       | 1,627,500                      | 1,601,726                          | 0                                       |
| Edgewood Vista - Missoula, MT             | 8.65%                | 04/15/12                   | Monthly                       | 945,000                        | 917,342                            | 0                                       |
| Edgewood Vista - East Grand Forks, MN     | 8.88%                | 07/05/12                   | Monthly                       | 650,000                        | 549,604                            | 0                                       |
| Edgewood Vista - Minot, ND                | 7.52%                | 08/01/12                   | Monthly                       | 4,510,000                      | 3,815,498                          | 0                                       |
| Edgewood Vista - Sioux Falls, SD          | 7.52%                | 070/1/13                   | Monthly                       | 720,000                        | 649,494                            | 0                                       |
| Edgewood Vista - Billings, MT             | 7.13%                | 10/01/13                   | Monthly                       | 720,000                        | 645,737                            | 0                                       |
| Edgewood Vista - Columbus & G. I., NE     | 8.65%                | 07/01/15                   | Monthly                       | 624,000                        | 608,733                            | 0                                       |
| Edgewood Vista - Duluth, MN               | 8.86%                | 05/01/15                   | Monthly                       | 3,600,000                      | 2,719,619                          | 0                                       |
| Flying Cloud - Eden Prairie, MN           | 8.61%                | 07/01/09                   | Monthly                       | 3,830,000                      | 3,812,804                          | 0                                       |
| Forest Park Estates - Grand Forks, ND     | 7.33%                | 080/1/09                   | Monthly                       | 7,560,000                      | 7,386,895                          | 0                                       |



INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES  
April 30, 2001

## MORTGAGE LOANS PAYABLE (continued)

|  | <u>Interest Rate</u> | <u>Final Maturity Date</u> | <u>Periodic Payment Terms</u> | <u>Face Amount of Mortgage</u> | <u>Carrying Amount of Mortgage</u> | <u>Delinquent Principal or Interest</u> |
|--|----------------------|----------------------------|-------------------------------|--------------------------------|------------------------------------|---|
| Great Plains Software - Fargo, ND              | 7.08%                | 10/01/13                   | Monthly                       | 9,500,000                      | 8,870,861                          | 0                                       |
| Health Investors Business Trust                | 7.94%                | 02/01/19                   | Monthly                       | 19,482,851                     | 19,176,624                         | 0                                       |
| Heritage Manor - Rochester, MN                 | 6.80%                | 10/01/18                   | Monthly                       | 5,075,000                      | 4,749,593                          | 0                                       |
| Hospitality Associates -<br>Minnetonka, MN     | 7.50%                | 04/01/06                   | Monthly                       | 280,000                        | 280,000                            | 0                                       |
| Ivy Club Apts. - Vancouver, WA                 | 7.355%               | 12/01/01                   | Monthly                       | 7,092,443                      | 6,910,101                          | 0                                       |
| Jenner Properties - Grand Forks,<br>ND         | 9.50%                | 11/01/04                   | Monthly                       | 1,391,585                      | 1,103,784                          | 0                                       |
| Kirkwood Manor - Bismarck, ND                  | 8.15%                | 05/01/10                   | Monthly                       | 2,293,900                      | 2,267,110                          | 0                                       |
| Lancaster Apts. - St. Cloud, MN                | 7.04%                | 08/01/18                   | Monthly                       | 1,769,568                      | 1,716,664                          | 0                                       |
| Legacy Apts. Phase I - Grand<br>Forks, ND      | 7.07%                | 01/01/05                   | Monthly                       | 4,000,000                      | 3,714,145                          | 0                                       |
| Legacy Apts. Phase II - Grand<br>Forks, ND     | 7.07%                | 05/29/08                   | Monthly                       | 2,575,000                      | 2,457,041                          | 0                                       |
| Legacy Apts. Phase IV - Grand<br>Forks, ND     | 8.10%                | 07/31/20                   | Monthly                       | 3,000,000                      | 2,958,788                          | 0                                       |
| Lexington Commerce Center -<br>Eagan, MN       | 8.09%                | 02/01/10                   | Monthly                       | 3,431,750                      | 3,379,724                          | 0                                       |
| Lindberg Bldg. - Eden Prairie, MN              | 7.625%               | 02/01/07                   | Monthly                       | 1,200,000                      | 1,140,863                          | 0                                       |
| Magic City Apts. - Minot, ND                   | 7.50%                | 10/10/10                   | Monthly                       | 2,794,299                      | 1,879,730                          | 0                                       |
| Maplewood Square - Rochester,<br>MN            | 6.90%                | 08/01/09                   | Monthly                       | 7,670,000                      | 7,154,199                          | 0                                       |
| Meadows I & II - Jamestown, ND                 | 8.155%               | 07/01/10                   | Monthly                       | 1,975,000                      | 1,965,867                          | 0                                       |
| MedPark Mall - Grand Forks, ND                 | 8.075%               | 02/01/10                   | Monthly                       | 3,425,000                      | 3,381,663                          | 0                                       |
| Miramont Apts. - Ft. Collins, CO               | 8.25%                | 08/01/36                   | Monthly                       | 11,582,472                     | 11,381,741                         | 0                                       |
| Neighborhood Apts. - Colorado<br>Springs, CO   | 7.98%                | 01/01/07                   | Monthly                       | 7,525,000                      | 7,044,910                          | 0                                       |
| Nicollett VII - Burnsville, MN                 | 8.05%                | 11/29/10                   | Monthly                       | 4,784,880                      | 4,779,772                          | 0                                       |
| NorthGate II - Maple Grove, MN                 | 8.09%                | 02/01/10                   | Monthly                       | 1,576,750                      | 1,552,846                          | 0                                       |
| North Pointe - Bismarck, ND                    | 7.12%                | 02/01/07                   | Monthly                       | 1,700,000                      | 1,640,483                          | 0                                       |
| Oakwood Estates - Sioux Falls, SD              | 7.003%               | 03/01/06                   | Monthly                       | 2,250,000                      | 1,965,736                          | 0                                       |
| Olympic Village - Billings, MT                 | 7.62%                | 11/01/10                   | Monthly                       | 8,400,000                      | 8,377,235                          | 0                                       |
| Oxbow - Sioux Falls, SD                        | 7.003%               | 03/01/06                   | Monthly                       | 3,565,000                      | 3,114,600                          | 0                                       |
| Park East Apts. - Fargo, ND                    | 6.82%                | 05/01/08                   | Monthly                       | 3,500,000                      | 3,385,258                          | 0                                       |
| Park Meadows Phase I - Waite<br>Park, MN       | 7.19%                | 10/01/13                   | Monthly                       | 3,022,500                      | 2,974,635                          | 0                                       |
| Park Meadows Phase II - Waite<br>Park, MN      | 7.899%               | 10/01/05                   | Monthly                       | 2,214,851                      | 2,052,288                          | 0                                       |
| Park Meadows Phase III - Waite<br>Park, MN     | 4.00%                | 30 yr bond                 | Monthly                       | 3,235,000                      | 3,055,000                          | 0                                       |
| Pebblecreek - Bismarck, ND                     | 8.10%                | 07/30/20                   | Monthly                       | 455,000                        | 448,744                            | 0                                       |
| PETCO Warehouse - Fargo, ND                    | 7.28%                | 09/01/08                   | Monthly                       | 1,100,000                      | 901,454                            | 0                                       |
| Pillsbury Business Center -<br>Bloomington, MN | 7.40%                | 04/01/11                   | Monthly                       | 1,260,000                      | 1,260,000                          | 0                                       |
| Pinecone - Ft. Collins, CO                     | 7.125%               | 12/01/33                   | Monthly                       | 10,685,215                     | 10,315,861                         | 0                                       |
| Pioneer Building - Fargo, ND                   | 8.00%                | 12/01/06                   | Monthly                       | 425,000                        | 221,367                            | 0                                       |

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|                                       |       |          |         |           |           |   |
|---------------------------------------|-------|----------|---------|-----------|-----------|---|
| Plymouth IV & V - Plymouth, MN        | 8.17% | 01/01/11 | Monthly | 9,280,912 | 9,271,270 | 0 |
| Pointe West Apts. - Minot, ND         | 6.91% | 07/01/08 | Monthly | 2,400,000 | 2,291,125 | 0 |
| Prairie Winds Apts. - Sioux Falls, SD | 7.04% | 07/01/09 | Monthly | 1,325,000 | 1,300,993 | 0 |
| Prairiewood Meadows - Fargo, ND       | 7.70% | 11/01/20 | Monthly | 2,088,973 | 2,059,583 | 0 |
| Ridge Oaks Apts. - Sioux City, IA     | 7.05% | 01/01/31 | Monthly | 2,900,000 | 2,895,279 | 0 |
| Rimrock Apts. - Billings, MT          | 7.33% | 08/01/09 | Monthly | 2,660,000 | 2,599,093 | 0 |
| Rocky Meadows - Billings, MT          | 7.33% | 08/01/09 | Monthly | 3,780,000 | 3,693,447 | 0 |

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INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

April 30, 2001

**MORTGAGE LOANS PAYABLE** (continued)

|                                      | <u>Interest Rate</u> | <u>Final Maturity Date</u> | <u>Periodic Payment Terms</u> | <u>Face Amount of Mortgage</u> | <u>Carrying Amount of Mortgage</u> | <u>Delinquent Principal or Interest</u> |
|--------------------------------------|----------------------|----------------------------|-------------------------------|--------------------------------|------------------------------------|---|
| RoseWood/Oakwood - Sioux Falls, SD   | 8.85%                | 09/01/96                   | Monthly                       | 1,323,000                      | 1,172,698                          | 0                                       |
| Southdale Medical Center - Edina, MN | 7.80%                | 01/01/11                   | Monthly                       | 24,000,000                     | 23,949,215                         | 0                                       |
| Sherwood Apts. - Topeka, KS          | 7.55%                | 08/01/09                   | Monthly                       | 11,025,000                     | 10,880,136                         | 0                                       |
| SouthEast Tech Center - Eagan, MN    | 8.09%                | 02/01/10                   | Monthly                       | 4,266,500                      | 4,201,819                          | 0                                       |
| South Pointe - Minot, ND             | 7.12%                | 02/01/07                   | Monthly                       | 6,500,000                      | 6,272,436                          | 0                                       |
| Southwind Apts. - Grand Forks, ND    | 7.12%                | 02/01/07                   | Monthly                       | 4,100,000                      | 3,956,460                          | 0                                       |
| Sunset Trail Phase I - Rochester, MN | 7.80%                | 03/01/11                   | Monthly                       | 4,350,000                      | 4,346,961                          | 0                                       |
| Sterner Lighting - Winsted, MN       | 7.50%                | 04/01/06                   | Monthly                       | 700,000                        | 700,000                            | 0                                       |
| Stone Container - Fargo, ND          | 8.25%                | 02/01/11                   | Monthly                       | 3,300,000                      | 2,567,688                          | 0                                       |
| Stone Container - Waconia, MN        | 8.79%                | 10/15/06                   | Monthly                       | 1,329,381                      | 1,303,763                          | 0                                       |
| Sweetwater 24-Plex - Grafton, ND     | 9.75%                | 02/01/03                   | Monthly                       | 270,000                        | 36,840                             | 0                                       |
| Sweetwater 18-Plex - Grafton, ND     | 9.75%                | 02/01/03                   | Monthly                       | 198,000                        | 50,240                             | 0                                       |
| Thomasbrook - Lincoln, NE            | 7.22%                | 10/01/09                   | Monthly                       | 6,200,000                      | 6,070,287                          | 0                                       |
| Valley Park Manor - Grand Forks, ND  | 8.375%               | 10/01/01                   | Monthly                       | 3,000,000                      | 2,990,184                          | 0                                       |
| Van Mall Woods - Vancouver, WA       | 6.86%                | 12/01/03                   | Monthly                       | 4,070,426                      | 3,858,149                          | 0                                       |
| VIROMED - Eden Prairie, MN           | 6.98%                | 04/01/14                   | Monthly                       | 3,120,000                      | 2,866,820                          | 0                                       |
| Wedgewood Retirement -Sweetwater, GA | 9.17%                | 05/01/17                   | Monthly                       | 1,566,720                      | 1,420,809                          | 0                                       |
| West Stonehill - St. Cloud, MN       | 7.93%                | 06/01/17                   | Monthly                       | 8,232,569                      | 7,544,371                          | 0                                       |
| Westwood Park - Bismarck, ND         | 7.88%                | 12/01/09                   | Monthly                       | 1,200,000                      | 1,180,304                          | 0                                       |
| Woodridge Apts. - Rochester, MN      | 7.85%                | 01/01/17                   | Monthly                       | 4,410,000                      | 3,941,271                          | 0                                       |
| <b>TOTALS</b>                        |                      |                            |                               | <b>\$ 387,389,035</b>          | <b>\$ 368,956,930</b>              | <b>\$ 0</b>                             |

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INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

April 30, 2001

**SIGNIFICANT PROPERTY ACQUISITIONS**

BALANCE APRIL 30, 2000

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Acquisitions for cash, assumptions of mortgages, and issuance of units in the operating partnership.

### COMMERCIAL

|  |                              |
|--|------------------------------|
| Healtheast Medical Center - Woodbury & St. Johns, MN               | \$ 21,588,498                |
| Conseco Financial Bldg. - Rapid City, SD                           | 6,850,000                    |
| 12 South Main - Minot, ND  | 385,000                      |
| 17 South Main - Minot, ND  | 90,000                       |
| Stone Container - Waconia, MN                                      | 1,666,500                    |
| Dewey Hill Business Center - Edina, MN                             | 4,472,895                    |
| Edgewood Vista - Fremont, NE                                       | 535,550                      |
| Edgewood Vista - Hastings, NE                                      | 550,800                      |
| Edgewood Vista - Omaha, NE   | 610,800                      |
| Edgewood Vista Alzheimer Addition - East Grand Forks, MN           | 516,700                      |
| Edgewood Vista Addition - Duluth, MN                               | 2,200,000                    |
| Edgewood Vista - Kalispell, MT                                     | 560,000                      |
| Southdale Medical Center (60.31% partnership interest) - Edina, MN | 32,421,070                   |
| Hospitality Associates - Minnetonka, MN                            | 400,000                      |
| Sterner Lighting - Winsted, MN                                     | 1,000,000                    |
| 2030 Cliff Road - Eagan, MN  | 950,000                      |
| Burnsville Bluffs - Burnsville, MN                                 | 2,400,000                    |
| Cold Springs Center - St. Cloud, MN                                | 8,250,000                    |
| Nicollett VII - Burnsville, MN                                     | 7,200,000                    |
| Pillsbury Business Center - Bloomington, MN                        | 1,800,000                    |
| Plymouth IV & V - Plymouth, MN                                     | <u>13,750,000</u>            |
|  | <b>\$ <u>108,197,813</u></b> |

### RESIDENTIAL

|  |                              |
|--|------------------------------|
| Olympic Village - Billings, MT           | 11,616,500                   |
| Prairiewood Meadows - Fargo, ND          | 2,811,000                    |
| Sunset Trail, Phase I - Rochester, MN    | 6,493,150                    |
| Cottonwood Phase III - Bismarck, ND***   | 1,854,800                    |
| Ridge Oaks - Sioux City, IA              | 4,195,036                    |
| Meadows Phase III - Jamestown, ND***     | 1,865,182                    |
| Sunset Trail, Phase II - Rochester, MN** | <u>4,006,932</u>             |
|  | <b>\$ <u>32,842,600</u></b>  |
| <b>TOTAL</b>                             | <b>\$ <u>141,040,413</u></b> |

\*\*Property not placed in service at April 30, 2001. Additional costs are still to be incurred.

\*\*\*Represents costs to complete a project started in year ending April 30, 2000.

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## INVESTORS REAL ESTATE TRUST AND SUBSIDIARIES

### QUARTERLY RESULTS OF CONSOLIDATED OPERATIONS *(unaudited)*

|          | <u>QUARTER ENDED</u> |                 |                 |                 |
|----------|----------------------|-----------------|-----------------|-----------------|
|          | <u>07-31-00</u>      | <u>10-31-00</u> | <u>01-31-01</u> | <u>04-30-01</u> |
| Revenues | \$ 17,431,644        | \$ 18,404,260   | \$ 19,004,737   | \$ 20,926,509   |

BALANCE APRIL 30, 2000

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|   |           |           |           |           |
|---|-----------|-----------|-----------|-----------|
| Income before gain on properties and minority interest    | 2,565,131 | 2,707,811 | 2,719,679 | 2,195,191 |
| Net gain on sale of properties                            | 0         | 0         | 25,124    | 576,481   |
| Minority interest of unitholders in operating partnership | -425,667  | -538,618  | -426,316  | -704,576  |
| Net Income  | 2,139,464 | 2,169,193 | 2,327,262 | 2,058,321 |
| Per share   |           |           |           |           |
| Net Income  | .09       | .10       | .10       | .09       |

**QUARTER ENDED**

|  | <b>07-31-99</b> | <b>10-31-99</b> | <b>01-31-00</b> | <b>04-30-00</b> |
|--|-----------------|-----------------|-----------------|-----------------|
| Revenues   | \$ 11,201,913   | \$ 12,900,697   | \$ 14,054,660   | \$ 17,287,923   |
| Income before gain(loss) on properties and minority interest | 1,801,322       | 2,478,912       | 2,390,868       | 1,877,456       |
| Net gain(loss) on sale of properties                         | 257,895         | 1,519,918       | 0               | -23,317         |
| Minority interest of unitholders in operating partnership    | -235,935        | -579,625        | -369,028        | -310,621        |
| Net Income   | 1,823,282       | 3,419,205       | 2,021,840       | 1,543,518       |
| Per share  |                 |                 |                 |                 |
| Net Income   | .09             | .16             | .11             | .06             |

**QUARTER ENDED**

|   | <b>7-31-98</b> | <b>10-31-98</b> | <b>01-31-99</b> | <b>04-30-99</b> |
|---|----------------|-----------------|-----------------|-----------------|
| Revenues  | \$ 9,102,179   | \$ 9,836,370    | \$10,236,797    | \$10,151,916    |
| Income before gain on properties and minority interest    | 1,327,851      | 1,760,067       | 1,732,928       | 1,580,830       |
| Net gain on sale of properties                            | 366,017        | 1,341,899       | 80,122          | 158,146         |
| Minority interest of unitholders in operating partnership | -133,863       | -287,579        | -158,820        | -164,463        |
| Net Income  | 1,560,005      | 2,814,387       | 1,654,228       | 1,575,515       |
| Per share   |                |                 |                 |                 |
| Net Income  | .09            | .17             | .09             | .09             |

The above financial information is unaudited. In the opinion of management, all adjustments (which are of a normal recurring nature) have been included for a fair presentation.

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## Part II. Information Not Required In Prospectus

### Other Expenses of Issuance and Distribution

The following is an itemization of the anticipated cost to the Trust in connection with the issuance and distribution of the securities to be registered.

|  |                     |
|--|---------------------|
| Selling Commission                         | \$ 1,750,000        |
| Legal                                      | \$ 7,500            |
| Advertising, Printing & Promotion Expenses | \$ 40,000           |
| Accounting                                 | \$ 10,000           |
| Registration Fees                          | \$ 10,000           |
|  | <u>\$ 1,807,500</u> |

### Sales to Special Parties

There is no person or class of persons to whom any securities have been sold within the past six months, or are to be sold, by the registrant or any security holder for whose account any of the securities being registered are to be offered, at a price varying from that at which securities of the same class are to be offered to the general public pursuant to this registration except as follows:

The Trust has a policy allowing its trustees and employees and their spouses to purchase its shares of beneficial interest at a 5% discount to the registration price of \$8.75. No commissions or other discounts were paid or given in connection with such sales. As a result of this policy, trustees and employees of IRET may purchase shares registered under this S-11 for \$8.31 per share. IRET pays no commissions of the sale of shares to trustees and employees. All shares purchased under this plan must be held for one full year before they can be sold.

No portion of the consideration to be received by the registrant for such shares is to be credited to an account other than the appropriate capital share account.

### Recent Sales of Unregistered Securities

None.

### Indemnification of Trustees and Officers

The governing provisions of the Trust provide non-liability of and indemnification to the Board of Trustees and officers except for willful misfeasance, bad faith, gross negligence, or any liability imposed by the Securities Act of 1933. The Trust currently provides insurance coverage for the errors or omissions of Board members and Officers.

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## Financial Statements and Exhibits

a) List of all financial statements filed as part of this registration statement.

| <u>Financial Statements Filed</u>  | <u>Included in Prospectus</u> |
|--|-------------------------------|
| Unaudited Quarterly Financial Data - Quarter Ending 07/31/2001                                     | See Pages S-5 through S-6     |
| Unaudited Pro Forma Consolidated Financial Statements - Fiscal 2001                                | See Page 100                  |
| Financial Information for Significant Acquisitions - Fiscal 2001                                   | See Page 102                  |
| Olympic Village - Billings, Montana  | See Pages 102 through 107     |
| Material Factors Considered by IRET at the Time of Acquisition                                     |                               |
| Independent Auditor's Report   |                               |
| Historical Summary of Gross Income & Direct Operating Expense For the Year Ended December 31, 1999 |                               |
| Unaudited Interim Financial Statement - January 1, 2000 - August 30, 2000                          |                               |
| Unaudited Estimated Taxable Operating Results  |                               |
| Southdale Medical- Edina, Minnesota  | See Pages 108 through 113     |
| Material Factors Considered by IRET at the Time of Acquisition                                     |                               |
| Independent Auditor's Report   |                               |
| Historical Summary of Gross Income & Direct Operating  |                               |

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|  |                           |
|--|---------------------------|
| Expense For the Year Ended December 31, 2000<br>Notes to Historical Summary of Gross Income and Direct<br>Operating Expenses for the Year Ended December 31,<br>2000 |                           |
| Unaudited Estimated Taxable Operating Results  |                           |
| HealthEast I & II - Maplewood & Woodbury, Minnesota<br>Material Factors Considered by IRET at the Time of<br>Acquisition   | See Pages 114 through 118 |
| Independent Auditor's Report   |                           |
| Historical Summary of Gross Income & Direct Operating<br>Expense For the Year Ended December 31, 1999  |                           |
| Notes to Historical Summary of Gross Income and Direct<br>Operating Expenses for the Year Ended December 31,<br>1999   |                           |
| Unaudited Interim Financial Statement -<br>January 1, 2000 - April 30, 2000  |                           |
| Unaudited Estimated Taxable Operating Results  |                           |

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Financial Statements Filed

Included in Prospectus

|   |                           |
|---|---------------------------|
| Plymouth Techcenter - Plymouth, Minnesota<br>Material Factors Considered by IRET at the Time of<br>Acquisition  | See Pages 119 through 125 |
| Independent Auditor's Report Ended December 31, 2000  |                           |
| Historical Summary of Gross Income & Direct Operating<br>Expense For the Year Ended December 31, 2000   |                           |
| Notes to Historical Summary of Gross Income and Direct<br>Operating Expenses for the Year Ended December 31,<br>2000  |                           |
| Unaudited Interim Financial Statement -<br>January 1, 2001 - March 31, 2001   |                           |
| Unaudited Estimated Taxable Operating Results   |                           |
| Consolidated Financial Statements by Investors Real Estate Trust for<br>the Three-Month Periods Ended July 31, 2001, and 2000 (unaudited)   | See F-1 through F-12      |
| Consolidated Financial Statement by Investors Real Estate Trust for<br>the period ended April 30, 2001 (audited by Brady Martz &<br>Associates, P.C., Certified Public Accountants) | See F-13 through F-55     |

b) Exhibit Index

Description of Exhibit

Location in Form S-11 Filing

|  |                              |
|--|------------------------------|
| (1) Security Sales Agreement   | Ex-1(i), Pages ii-10 - ii-11 |
| (2) Plan of acquisition, reorganization, arrangement,<br>liquidation or succession | Not Applicable               |

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- |     |  |  |
|-----|--|--|
| (3) | (i) Second Restated Declaration of Trust<br>Dated February 10, 1999      | Filed as Ex-3(i) to Form S-11 filed by the Registrant on May 11, 1999, (File No333-78223) and incorporated by reference herein   |
|     | (ii) IRET Properties Partnership Agreement                               | IRET Properties Partnership Agreement dated January 31, 1997, filed as Ex-3(ii) to Form S-11 filed by the Registrant on February 18, 1997, (File No. 333-21945) and Incorporated herein by reference |
| (4) | Instruments defining the rights of securityholders, including indentures | See #3   |
| (5) | Opinion re legality  | Ex-5, Pages ii-12 - ii-13  |
| (6) | Opinion re discount on capital shares                                    | Not Applicable   |

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| <u>Financial Statements Filed</u>                      | <u>Included in Prospectus</u> |
|--|-------------------------------|
| (7) Opinion re-liquidation preference                  | Not Applicable                |
| (8) Opinion re tax matters                             | Ex-8, Page ii-14              |
| (9) Voting trust agreement                             | Not Applicable                |
| (10) Material Contracts                                | Not Applicable                |
| (11) Statement re computation of per share earnings    | Not Applicable                |
| (12) Statement re computation of ratios                | Not Applicable                |
| (15) Letter re unaudited interim financial information | Not Applicable                |
| (16) Letter re change in certifying accountant         | Not Applicable                |
| (21) Subsidiaries of the Registrant                    | See note 1 page F-20          |
| (23) Consent of experts and counsel                    |                               |
| (i) Pringle & Herigstad, P.C.                          | Ex-23(i), Page ii-15          |
| (ii) Brady Martz & Associates, P.C.                    | Ex-23(ii), Page ii-16         |
| (24) Power of Attorney                                 | Not Applicable                |
| (25) Statement of eligibility of trustee               | Not Applicable                |
| (27) Financial Data Schedule                           | Not Applicable                |
| (99) Additional Exhibits                               |                               |
| (i) Subscription Agreement                             | (i) Ex-99 Page ii-17          |

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## Undertakings

The undersigned registrant hereby undertakes:

- (1) To file, during any period in which offers or sales are being made, a post-effective amendment to this registration statement:
  - (i) To include any prospectus required by section 10(a)(3) of the Securities Act of 1933;
  - (ii) To reflect in the prospectus any facts or events arising after the effective date of the registration statement (or the most recent post-effective amendment thereof) which, individually or in the aggregate, represent a fundamental change in the information set forth in the registration statement;
  - (iii) To include any material information with respect to the plan of distribution not previously disclosed in the registration statement or any material change to such information in the registration statement;
- (2) That for the purpose of determining any liability under the Securities Act of 1933, each such post-effective amendment shall be deemed to be a new registration statement relating to the securities offered therein, and the offering of such securities at that time shall be deemed to be the initial bona fide offering thereof.
- (3) To remove from registration by means of a post-effective amendment any of the securities being registered which remain unsold at the termination of the offering.

Insofar as indemnification for liabilities arising under the Securities Act of 1933 may be permitted to directors, officers and controlling persons of the registrant pursuant to the foregoing provisions, or otherwise, the registrant has been advised that in the opinion of the Securities and Exchange Commission such indemnification is against public policy as expressed in the Act and is, therefore, unenforceable. In the event that a claim for indemnification against such liabilities (other than the payment by the registrant of expenses incurred or paid by a director, officer or controlling person of the registrant in the successful defense of any action, suit or proceeding) is asserted by such director, officer or controlling person in connection with the securities being registered, the registrant will, unless in the opinion of its counsel the matter has been settled by controlling precedent, submit to a court of appropriate jurisdiction the question whether such indemnification by it is against public policy as expressed in the Act and will be governed by the final adjudication of such issue.

The undersigned registrant hereby undertakes that:

- (1) For purposes of determining any liability under the Securities Act of 1933, the information omitted from the form of prospectus filed as part of this registration statement in reliance upon Rule 430A and contained in a form of prospectus filed by the registrant pursuant to Rule 424(b)(1) of (4) or 497(h) under the Securities Act shall be deemed to be part of this registration statement as of the time it was declared effective.
- (2) For the purpose of determining any liability under the Securities Act of 1933, each post-effective amendment that contains a form of prospectus shall be deemed to be a new registration statement relating to the securities offered therein, and the offering of such securities at that time shall be deemed to be the initial bona fide offering thereof.



## Signatures

Pursuant to the requirements of the Securities Act of 1933, the registrant certified that it has reasonable grounds to believe that it meets all of the requirements for filing on Form S-11/A and has duly caused this registration to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Minot, State of North Dakota.

### Investors Real Estate Trust

Dated: November 27, 2001

By: /S/ Thomas A. Wentz, Jr.  
 Thomas A. Wentz, Jr.  
 Its: Vice President & General Counsel

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Pursuant to the requirements of the Securities Act of 1933, this registration statement has been signed by the following persons in the capacities and on the dated indicated.

| <u>Signature</u>  | <u>Title</u>  | <u>Date</u>       |
|---|---|-------------------|
| <u>/S/ Jeffrey L. Miller</u><br>Jeffrey L. Miller       | Trustee & Chairman  | November 27, 2001 |
| <u>/S/ Daniel L. Feist</u><br>Daniel L. Feist           | Trustee & Vice Chairman                                     | November 27, 2001 |
| <u>/S/ C. Morris Anderson</u><br>C. Morris Anderson     | Trustee & Vice Chairman                                     | November 27, 2001 |
| <u>/S/ John F. Decker</u><br>John F. Decker             | Trustee   | November 27, 2001 |
| <u>/S/ Patrick G. Jones</u><br>Patrick G. Jones         | Trustee   | November 27, 2001 |
| <u>/S/ Stephen L. Stenehjem</u><br>Stephen L. Stenehjem | Trustee   | November 27, 2001 |
| <u>/S/ Steven B. Hoyt</u><br>Steven B. Hoyt             | Trustee   | November 27, 2001 |
| <u>/S/ Thomas A. Wentz, Jr.</u><br>Thomas A. Wentz, Jr. | Trustee, Vice President & General<br>Counsel                | November 27, 2001 |
| <u>/S/ Timothy P. Mihalick</u><br>Timothy P. Mihalick   | Trustee, Senior Vice President &<br>Chief Operating Officer | November 27, 2001 |
| <u>/S/ Thomas A. Wentz, Sr.</u><br>Thomas A. Wentz, Sr. | President & Chief Executive<br>Officer                      | November 27, 2001 |
| <u>/S/ Diane K. Bryantt</u><br>Diane K. Bryantt         | Secretary & Chief Financial<br>Officer                      | November 27, 2001 |

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## Index of Exhibits

| <u>Description of Exhibit</u>  | <u>Location in Form S-11 Filing</u>  |
|--|--|
| (1) Security Sales Agreement<br>Plan of acquisition, reorganization, arrangement,<br>liquidation | Ex-1(i), Pages ii-10 - ii-11   |
| (2) or succession  | Not Applicable   |
| (i) Second Restated Declaration Trust<br>dated February 10, 1999                                 | Filed as Ex-3(i) to Form S-11 of<br>filed by the Registrant on May 11,<br>1999 (File No 333-78223) and<br>incorporated by reference herein |
| (3)  | Agreement dated January 31, 1997,<br>filed as Ex-3 (ii) to Form  |
| (ii) IRET Properties Partnership IRET<br>Properties Partnership Agreement                        | S-11 filed by the Registrant on<br>February 18, 1997,<br>(File No. 333-21945) and<br>Incorporated herein by reference                      |
| Instruments defining the rights of security holders,   |  |
| (4) including indentures   | See #3   |
| (5) Opinion re legality  | Ex-5, Pages ii-12 - ii-13  |
| (6) Opinion re discount on capital shares  | Not Applicable   |
| (7) Opinion re liquidation preference  | Not Applicable   |
| (8) Opinion re tax matters   | Ex-8, Page ii-14   |
| (9) Voting trust agreement   | Not Applicable   |
| (10) Material Contracts  | Not Applicable   |
| (11) Statement re computation of per share earnings  | Not Applicable   |
| (12) Statement re computation  | Not Applicable   |
| (15) Letter re unaudited interim financial information   | Not Applicable   |
| (16) Letter re change in certifying accountant<br>Subsidiaries of the Registrant                 | Not Applicable<br>List of affiliated partnerships see<br>page F-20   |
| (23) Consent of experts and counsel  |  |

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| <u>Description of Exhibit</u>       | <u>Location in Form S-11 Filing</u> |
|-------------------------------------|-------------------------------------|
| (i) Pringle & Herigstad, P.C.       | Ex-23 (i), Page ii-15               |
| (ii) Brady Martz & Associates, P.C. | Ex-23 (ii), Page ii-16              |

|   |                       |
|---|-----------------------|
| (24) Power of Attorney                  | Not Applicable        |
| 25) Statement of eligibility of trustee | Not Applicable        |
| (27) Financial Data Schedule            | Not Applicable        |
| (99) Additional Exhibits                |                       |
| (i) Subscription Agreement              | (i) Ex-99, Page ii-17 |

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**EX-1(i)**

**AMENDED SECURITY SALES AGREEMENT**

THIS AGREEMENT, made this \_\_\_\_\_ day of \_\_\_\_\_, 2001, between **INVESTORS REAL ESTATE TRUST**, a North Dakota Business Trust, 12 South Main, Suite 100, Minot, North Dakota 58701 (hereinafter "IRET"), and \_\_\_\_\_ (hereinafter "BROKER").

WHEREAS, IRET intends to file a Form S-11 with the Securities and Exchange Commission to register for sale to the public 2,500,000 shares of its shares of Beneficial Interest (hereinafter "SHARES"); and,

WHEREAS, BROKER is a broker registered with the National Association of Securities Dealers and is also registered in states in which said SHARES will also be registered for sale by IRET;

NOW, THEREFORE, in consideration of the mutual covenants herein contained, it is agreed as follows:

1. IRET hereby employs BROKER as a Broker to offer said SHARES for sale for \$8.75 per SHARE with a minimum purchase of 100 SHARES. BROKER agrees to use its best efforts to conduct the sales effort necessary to market said securities subject to the terms and conditions of this agreement. This agreement shall become effective only upon the effectiveness of the registration of said securities by the Securities and Exchange Commission and the applicable state Securities Commissioners and shall terminate contemporaneously with the termination or completion of said registration.
2. IRET shall be responsible for paying all costs and expenses relating to the registration of said securities, including the preparation, printing and filing of the Prospectus and Registration Statements and all amendments and exhibits, all filing and registration fees and costs, and all legal, accounting, printing and filing fee expenses in connection therewith.
3. All solicitation expenses including travel, telephone and other expenses incurred by BROKER and its salesmen shall be the responsibility of BROKER and its salesmen. In the event the offering is terminated, BROKER will NOT be reimbursed for any out-of-pocket expenses.
4. As compensation for its services hereunder, BROKER shall receive 8% of the proceeds of all of the securities sold by it and paid for. All commissions shall be rounded down to the nearest penny. Assuming a sale at \$8.75, the commission would be \$.70.
5. BROKER or its fulltime employees shall be allowed to purchase SHARES, provided that any SHARES so acquired shall not be sold, transferred, assigned, pledged or hypothecated by any person for a period of one year following the date of acquisition. The one-year holding period shall be calculated in accordance with Rule 144(d) of Securities Act of 1933. Additionally, any such purchase shall be at \$<sup>^</sup> per SHARE.

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6. Broker shall comply in all respects with all applicable NASD Conduct Rules, including but not limited to Rule 2110-1, 2420, 2710(c)(7)(A), 2730, 2740, and 2750 of the NASD Conduct Rules.

7. Any notice to be given under this Agreement shall be deemed properly given three days after the same is deposited postage prepaid with the United States Postal Service for First Class or Priority Delivery to the following:

**If to IRET:**

Michael J. Hale, Asst. VP  
Investors Real Estate Trust  
12 South Main Street, Suite 100  
PO Box 1988  
Minot, ND 58702-1988  
Telephone: (701) 837.4738  
Fax: (701) 838.7785

**If to BROKER:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_  
Fax: \_\_\_\_\_

8. IRET represents and warrants to BROKER as follows:

- IRET is a North Dakota Business Trust duly organized and in good standing under the laws of the State of North Dakota and duly authorized to conduct its business in the states in which it operates.
- The SHARES of Beneficial Interest described in the Prospectus filed in connection with the above described Offering have the characteristics set forth in said Prospectus and IRET is authorized to issue an unlimited number of its SHARES of Beneficial Interest under its trust powers.
- The Financial Statements and all other material contained in the Prospectus and by reference incorporated herein are true, correct and complete, and no material, adverse changes have occurred since the issuance of such statement.

IRET hereby indemnifies and will hold BROKER harmless from all claims, demands, liabilities and expenses (including legal expenses) arising out of or based on any of the representations or warranties made by IRET herein.

This agreement shall be binding upon and shall inure to the benefit of the parties, their successors and assigns.

|  |
|--|
| <p><b>INVESTORS REAL ESTATE TRUST</b><br/>By _____<br/>Thomas A. Wentz, Jr.<br/>Vice President<br/><br/><b>Broker/Dealer</b></p> |
|--|

|                       |
|-----------------------|
| By _____<br>Its _____ |
|-----------------------|

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**Exhibit EX-5**

**OPINION RE LEGALITY**

August 13, 2001

Securities and Exchange Commission  
Washington, D.C. 20549

**INVESTORS REAL ESTATE TRUST - FORM S-11A DATED August 13, 2001**

In connection with the filing of Form S-11 by Investors Real Estate Trust, we advise you that we have examined and are familiar with the originals of all documents, trust records and other instruments relating to the organization of Investors Real Estate Trust, the authorization and issuance of the shares of Beneficial Interest described in said application, including the following:

1. Second Restated Declaration of Trust of Investors Real Estate Trust dated February 10, 1999.
2. Registration Statement (Form S-11A).

From our examination of said documents and records, it is our opinion:

1. Investors Real Estate Trust has been duly organized and is a validly existing business trust under the laws of the State of North Dakota.
2. Investors Real Estate Trust has the power under North Dakota law to conduct the business activities described in the Trust Agreement and said Prospectus.
3. Investors Real Estate Trust is authorized to issue an unlimited number of its shares of Beneficial Interest as set forth in its Trust Agreement and such shares conform to the statements made about them in said Form S-11A and Prospectus.
4. Said shares of Beneficial Interest have been duly and validly authorized and issued.
5. Said shares of beneficial interest once sold and paid for by a purchaser shall be legally issued, fully paid and non-assessable.

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**Exhibit EX-5 (continued)**

6. We are not aware, and Investors Real Estate Trust has advised us that it is not aware of any legal or governmental proceedings pending or threatened to which Investors Real Estate Trust is a party or

which the property thereof is the subject; and it and we do not know of any contracts of a character to be disclosed on said application or prospectus which are not disclosed, filed and properly summarized therein.

7. Said Form S-11/A and the Prospectus and other exhibits attached thereto are in the form required and have been examined by us; we have no reason to believe that any of said documents contain any untrue statement of material fact or omits to state any material fact the statements therein not misleading. We have reviewed said documents and to the best of our knowledge, information and belief, the statements contained therein are correct.

PRINGLE & HERIGSTAD, P.C.

By /S/ Michael A. Bosh  
Michael A. Bosh

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## **Exhibit EX-8**

### **OPINION RE TAX MATTERS**

August 13, 2001

Securities and Exchange Commission  
Washington, D.C. 20549

#### **INVESTORS REAL ESTATE TRUST - FORM S-11A - TAX MATTERS**

In connection with the filing of the above described Form S-1/A by Investors Real Estate Trust, we advise you that we have prepared the section of the Prospectus entitled "Tax Treatments of the Trust and Its Security Holders", including the following subcategories: Federal Income Tax, North Dakota Income Tax, Taxation of the IRET's Shareholders, Taxation of Tax-Exempt Shareholders, Tax Considerations for Foreign Investors, Backup Withholding, State and Local Taxes, Other Tax Considerations, Tax Aspects of the Operating Partnership, Classification as a Partnership, Income Taxation of the Operating Partnership and Its Partners, Partners, Not Partnerships, Subject to Tax, Partnership Allocations, Tax Allocations with Respect to Contributed Property, Basis in Operating Partnership Interest, Sale of Operating Partnership's Property.

In connection with the preparation of said portion of the filing, we have examined and are familiar with the originals of all documents, trust records and other instruments relating to the organization and operation of Investors Real Estate Trust, IRET Properties, a North Dakota Limited Partnership, and all other related entities described in the filing.

In addition, we have reviewed all applicable provisions of the Internal Revenue Code, the regulations issued thereunder and, where appropriate, revenue rulings, federal and state court decisions and such other materials as we deemed necessary and relevant to the matters being opined upon.

The conclusions and statements made in the above described portions of the S-11/A filing represent our opinions on such matters and have been set forth with our knowledge and consent. The above portions of the Prospectus are hereby incorporated by reference.

PRINGLE & HERIGSTAD, P.C.

By /S/ Michael A. Bosh  
Michael A. Bosh

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**EX-23(i)**

August 13, 2001

UNITED STATES SECURITIES AND  
EXCHANGE COMMISSIONER  
WASHINGTON DC 20549

**FORM S-11A REGISTRATION STATEMENT INVESTORS REAL ESTATE TRUST**

TO WHOM IT MAY CONCERN:

We consent to the incorporation directly or by reference in this Registration Statement of Investors Real Estate Trust, of our Legality and Tax Matters opinion letters dated August 13, 2001. We also consent to the reference to us under the heading "Experts" in the Prospectus, which is also part of this Registration Statement.

PRINGLE & HERIGSTAD, P.C.

By /S/ Michael A. Bosh  
Michael A. Bosh

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**EX-23(ii)**

**BRADY, MARTZ & ASSOCIATES, P.C.**

**CERTIFIED PUBLIC ACCOUNTANTS**

November 5, 2001

UNITED STATES SECURITIES AND  
EXCHANGE COMMISSIONER  
WASHINGTON DC 20549

**RE: FORM S-11/A REGISTRATION STATEMENT  
INVESTORS REAL ESTATE TRUST**

TO WHOM IT MAY CONCERN:

We hereby consent to the incorporation directly or by reference in the Registration Statement of Investors Real Estate Trust on Form S-11/A of our Independent Auditor's Report, our Independent Auditor's Report on Additional Information dated May 23, 2001, and our four Independent Auditor's Reports pertaining to significant fiscal year 2001 real estate acquisitions dated October 8, 2001. We also consent to the reference to us under the heading "Experts" in the Prospectus, which is part of the Registration Statement.

We also acknowledge that we are aware that said Form S-11/A Filing includes unaudited financial statements of the Registrant for the quarter ending July 31, 2001.

/S/ Brady Martz & Associates, P.C.  
BRADY, MARTZ & ASSOCIATES, P.C.

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**EX-99**  
**INVESTORS REAL ESTATE TRUST**  
**Subscription Agreement**

|                      |                                      |                             |                              |                 |
|----------------------|--------------------------------------|-----------------------------|------------------------------|-----------------|
| <b>OWNERSHIP</b>     | \$ Amt. _____                        | # of Common Shares _____    | Price Per Share _____        | Acct. No. _____ |
|                      | Name(s) _____                        |                             |                              |                 |
| <b>REGISTRATION:</b> | <i>investor(s) names</i>             |                             |                              |                 |
|                      | 1st Person SSN _____ - _____ - _____ | or Tax I.D. # _____ - _____ | Date of Birth ____/____/____ |                 |
|                      | 2nd Person SSN _____ - _____ - _____ | or Tax I.D. # _____ - _____ | Date of Birth ____/____/____ |                 |
|                      | Address _____                        |                             |                              |                 |
|                      | City _____                           | State _____                 | Zip _____                    |                 |

Under penalties of perjury, the undersigned certified (1) that the number shown as his taxpayer identification number is his correct taxpayer identification number and (2) that he is not subject to backup withholding either because he has not been notified that he is subject to backup withholding as a result of a failure to report all interest and dividends or because the Internal Revenue Service has notified him that he is no longer subject to backup withholding.

|                                  |                  |                         |           |                   |
|----------------------------------|------------------|-------------------------|-----------|-------------------|
| MAILING ADDRESS                  | Name(s) _____    |                         |           |                   |
| FOR                              | _____            |                         |           |                   |
| CORRESPONDENCE &                 | _____            |                         |           |                   |
| CASH                             | Address _____    |                         |           |                   |
| DISTRIBUTIONS:                   | City _____       | State _____             | Zip _____ |                   |
| <i>(if different from above)</i> |                  |                         |           |                   |
| <b>TITLE TO BE HELD:</b>         | _____ Individual | _____ Tenants in Common | _____ IRA | _____ Partnership |



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Joint Tenants/  
 Corporation  
 Trust  
 Pension Plan/  
 Transfer on Death  
 Custodian  
 Profit Sharing  
 Rights of Survivorship  
 UTMA/UGMA

**SIGNATURES:** I hereby certify as follows: That a copy of the Prospectus, including the Subscription Agreement attached thereto, as amended and/or supplemented to date, has been delivered to me, and I acknowledge that such Prospectus was received.

Executed this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_, at \_\_\_\_\_ (city)  
 \_\_\_\_\_ (state)

**Signature** (investor's, otherwise Trustee of IRA, Pension Plan, etc.) \_\_\_\_\_

**Additional Signature** (if joint tenant) \_\_\_\_\_

The undersigned hereby represents that it has reasonable grounds to believe on the basis of information obtained from the above-named investor concerning his-her investment objectives, other investment, financial situation and needs, and any other information known by it that:

- A. The above-named investor is or will be in a financial position appropriate to enable him-her to realize, to a significant extent, the benefits discussed in the Prospectus
- B. The above-named investor has a fair market net worth sufficient to sustain the risks inherent in the Shares, including loss of investment and lack of liquidity; and
- C. The Shares are otherwise suitable for the above-named investor. I further represent that prior to executing this purchase transaction, I informed the above-named investor of all pertinent facts relating to the liquidity of the Shares.

**SOLICITING DEALER ENDORSEMENT:** Firm \_\_\_\_\_  
 Registered Representative \_\_\_\_\_ Phone \_\_\_\_\_  
 Address \_\_\_\_\_  
 Dealer Authorized Signature \_\_\_\_\_

**NOTE:** Make checks payable to: Investors Real Estate Trust - PO Box 1988 - Minot, ND 58702-1988

**ACCEPTED BY:** INVESTORS REAL ESTATE TRUST (Transfer Agent/Registrar)  
 Date \_\_\_\_\_

Reinvest Dividends (circle one) YES NO  
 Issue Certificate (circle one) YES NO