

WELLS REAL ESTATE INVESTMENT TRUST INC  
Form POS AM  
July 22, 2002

As filed with the Securities and Exchange Commission on July 22, 2002

Registration No. 333-44900

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

-----  
POST-EFFECTIVE AMENDMENT NO. 7 TO  
FORM S-11  
REGISTRATION STATEMENT  
Under  
The Securities Act of 1933  
-----

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
(Exact name of registrant as specified in governing instruments)

6200 The Corners Parkway, Suite 250  
Atlanta, Georgia 30092  
(770) 449-7800  
(Address, Including Zip Code, and Telephone Number, Including Area Code,  
of Registrant's Principal Executive Offices)

Donald Kennicott, Esq.  
Michael K. Rafter, Esq.  
Holland & Knight LLP  
One Atlantic Center, Suite 2000  
1201 West Peachtree Street, N.W.  
Atlanta, Georgia 30309-3400  
(404) 817-8500  
(Name, Address, Including Zip Code, and Telephone Number,  
Including Area Code, of Registrant's Agent for Service)

-----  
Maryland  
(State or other  
Jurisdiction of Incorporation)

58-2328421  
(I.R.S. Employer  
Identification Number)

-----

If this form is filed to register additional securities for an offering pursuant to Rule 462(b) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.  \_\_\_\_\_

If this form is a post-effective amendment filed pursuant to Rule 462(c) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.  \_\_\_\_\_

If this form is a post-effective amendment filed pursuant to Rule 462(d) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

for the same offering. [ ] \_\_\_\_\_

If delivery of the prospectus is expected to be made pursuant to Rule 434, check the following box. [ ] \_\_\_\_\_

Approximate date of commencement of proposed sale to the public: As soon as practicable following effectiveness of this Registration Statement.

-----

[The following is text to a sticker to be attached to the front cover page of the prospectus in a manner that will not obscure the Risk Factors:]

SUPPLEMENTAL INFORMATION - The prospectus of Wells Real Estate Investment Trust, Inc. consists of this sticker, the prospectus dated December 20, 2000, Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, Supplement No. 3 dated July 20, 2001, Supplement No. 4 dated August 10, 2001, Supplement No. 5 dated October 15, 2001, Supplement No. 6 dated January 20, 2002, Supplement No. 7 dated March 30, 2002, Supplement No. 8 dated April 15, 2002 and Supplement No. 9 dated July 10, 2002 (the supplements are contained inside the back cover page of the prospectus). Supplement No. 1 includes descriptions of acquisitions of interests in office buildings in Houston, Texas, Minnetonka, Minnesota and Oklahoma City, Oklahoma. Supplement No. 2 includes updated financial statements, prior performance tables and certain other revisions to the prospectus. Supplement No. 3 includes descriptions of acquisitions of interests in office buildings in Nashville, Tennessee and Jacksonville, Florida and certain other revisions to the prospectus. Supplement No. 4 includes descriptions of an acquisition of an office building in Quincy, Massachusetts, the initial transaction under the Section 1031 Exchange Program and certain other revisions to the prospectus. Supplement No. 5 includes descriptions of acquisitions of office buildings in Houston, Texas, Millington, Tennessee and Cary, North Carolina, the acquisition of a build-to-suit property in Irving, Texas, the declaration of fourth quarter dividends and certain other revisions to the prospectus. Supplement No. 6 includes descriptions of acquisitions of office buildings in Tamarac, Florida, Schaumburg, Illinois and Sarasota, Florida, the acquisition of an interest in an office and assembly building in Parker, Colorado, revisions to the "Suitability Standards" section, revisions to the "Plan of Distribution" section and certain other revisions to the prospectus. Supplement No. 7 includes updated financial statements, prior performance tables and certain other revisions to the prospectus. Supplement No. 8 includes descriptions of acquisitions of buildings in Houston, Texas, Atlanta, Georgia, Lakewood, Colorado, Farmington Hills, Michigan, and Kalamazoo, Michigan and certain other revisions to the prospectus. Supplement No. 9 includes descriptions of acquisitions of buildings in Atlanta, Georgia, Ft. Lauderdale, Florida, Allen, Texas, Boxborough, Massachusetts, Aurora, Colorado and Phoenix, Arizona and certain other revisions to the prospectus.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

Up to 125,000,000 shares offered to the public

---

Wells Real Estate Investment Trust, Inc. (Wells REIT) is a real estate investment trust. We invest in commercial real estate properties primarily consisting of high grade office buildings which are leased to large corporate

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

tenants. We currently own interests in 26 office buildings located in 15 states.

We are offering and selling to the public up to 125,000,000 shares for \$10 per share and up to 10,000,000 shares to be issued pursuant to our dividend reinvestment plan at a purchase price of \$10 per share. An additional 5,000,000 shares are being registered which are reserved for issuance at \$12 per share to participating broker-dealers upon their exercise of warrants.

You must purchase at least 100 shares for \$1,000.

The most significant risks relating to your investment include the following:

- .. lack of a public trading market for the shares
- .. reliance on Wells Capital, Inc., our advisor, to select properties and conduct our operations
- .. authorization of substantial fees to the advisor and its affiliates
- .. borrowing - which increases the risk of loss of our investments
- .. conflicts of interest facing the advisor and its affiliates

You should see the complete discussion of the risk factors beginning on page 16.

### The Offering:

- .. The shares will be offered on a best efforts basis to investors at \$10 per share.
- .. We will pay selling commissions to broker-dealers of 7% and a dealer manager fee for reimbursement of marketing expenses of 2.5% out of the offering proceeds raised.
- .. We will invest approximately 84% of the offering proceeds raised in real estate properties, and the balance will be used to pay fees and expenses.
- .. The offering will terminate on or before December 19, 2002.

Neither the Securities and Exchange Commission, the Attorney General of the State of New York nor any other state securities regulator has approved or disapproved of these securities or determined if this prospectus is truthful or complete. It is a criminal offense if someone tells you otherwise.

The use of projections or forecasts in this offering is prohibited. No one is permitted to make any oral or written predictions about the cash benefits or tax consequences you will receive from your investment.

WELLS INVESTMENT SECURITIES, INC.  
December 20, 2000

### TABLE OF CONTENTS

Questions and Answers About this Offering.....	1
Prospectus Summary.....	9
Risk Factors.....	16
Investment Risks.....	16
Real Estate Risks.....	20
Federal Income Tax Risks.....	24

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Retirement Plan Risks.....	24
Suitability Standards.....	25
Estimated Use of Proceeds.....	26
Management.....	28
General.....	28
Committees of the Board of Directors.....	30
Executive Officers and Directors.....	31
Compensation of Directors.....	34
Independent Director Stock Option Plan.....	34
Independent Director Warrant Plan.....	36
2000 Employee Stock Option Plan.....	37
Limited Liability and Indemnification of Directors, Officers, Employees and other Agents.....	37
The Advisor.....	39
The Advisory Agreement.....	40
Shareholdings.....	43
Affiliated Companies.....	43
Management Decisions.....	45
Management Compensation.....	46
Stock Ownership.....	49
Conflicts of Interest.....	51
Interests in Other Real Estate Programs.....	51
Other Activities of Wells Capital and its Affiliates.....	52
Competition.....	52
Affiliated Dealer Manager.....	53
Affiliated Property Manager.....	53
Lack of Separate Representation.....	53
Joint Ventures with Affiliates of Wells Capital.....	53
Receipt of Fees and Other Compensation by Wells Capital and its Affiliates.....	53
Certain Conflict Resolution Procedures.....	54
Investment Objectives and Criteria.....	55
General.....	55
Acquisition and Investment Policies.....	56
Development and Construction of Properties.....	58
Acquisition of Properties from Wells Development Corporation.....	58
Terms of Leases and Tenant Creditworthiness.....	60
Joint Venture Investments.....	61
Borrowing Policies.....	62
Disposition Policies.....	62
Investment Limitations.....	63
Change in Investment Objectives and Limitations.....	65
Description of Properties.....	65

General.....	65
Joint Ventures with Affiliates.....	67
The Motorola Plainfield Building.....	69
The Quest Building.....	70
The Delphi Building.....	71
The Avnet Building.....	71
The Siemens Building.....	72
The Motorola Tempe Building.....	73
The ASML Building.....	74
The Dial Building.....	75
The Metris Building.....	76
The Cinemark Building.....	77

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Gartner Building.....	78
The Marconi Building.....	79
The Johnson Matthey Building.....	80
The Alston Power Richmond Building.....	81
The Sprint Building.....	83
The EYBL CarTex Building.....	84
The Matsushita Building.....	85
The AT&T Building.....	86
The PwC Building.....	88
The Fairchild Building.....	89
The Cort Furniture Building.....	90
The Iomega Building.....	91
The Interlocken Building.....	91
The Ohmeda Building.....	93
The Alston Power Knoxville Building.....	94
The Auaya Building.....	95
Property Management Fees.....	96
Real Estate Loans.....	96
Management's Discussion and Analysis of Financial Condition and Results of Operations.....	97
Liquidity and Capital Resources.....	97
Cash Flows From Operating Activities.....	99
Cash Flow From Investing Activities.....	99
Cash Flows From Financing Activities.....	99
Results of Operations.....	100
Subsequent Events.....	100
Property Operations.....	100
Inflation.....	114
Prior Performance Summary.....	114
Publicly Offered Unspecified Real Estate Programs.....	115
Federal Income Tax Considerations.....	123
General.....	123
Requirements for Qualification as a REIT.....	125
Failure to Qualify as a REIT.....	130
Sale-Leaseback Transactions.....	130
Taxation of U.S. Shareholders.....	130
Treatment of Tax-Exempt Shareholders.....	132
Special Tax Considerations for Non-U.S. Shareholders.....	133
Statement of Stock Ownership.....	135
State and Local Taxation.....	135
Tax Aspects of Our Operating Partnership.....	135
ERISA Considerations.....	139
Plan Asset Considerations.....	140
Other Prohibited Transactions.....	141
Annual Valuation.....	142
Description of Shares.....	142
Common Stock.....	143
Preferred Stock.....	143
Meetings and Special Voting Requirements.....	143
Restriction on Ownership of Shares.....	144
Dividends.....	145
Dividend Reinvestment Plan.....	146
Share Redemption Program.....	146
Restrictions on Roll-Up Transactions.....	147
Business Combinations.....	149

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Control Share Acquisitions.....	149
The Operating Partnership Agreement.....	150
General.....	150
Capital Contributions.....	151
Operations.....	151
Exchange Rights.....	152
Transferability of Interests.....	153
Plan of Distribution.....	153
Supplemental Sales Material.....	158
Legal Opinions.....	159
Experts.....	159
Audited Financial Statements.....	159
Unaudited Financial Statements.....	159
Additional Information.....	160
Glossary.....	160
Financial Statements.....	161
Prior Performance Tables.....	215
Subscription Agreement.....	Exhibit A
Amended and Restated Dividend Reinvestment Plan.....	Exhibit B

iii

### Questions and Answers About this Offering

Below we have provided some of the more frequently asked questions and answers relating to an offering of this type. Please see the "Prospectus Summary" and the remainder of this prospectus for more detailed information about this offering.

---

Q: What is a REIT?

A: In general, a REIT is a company that:

- . pays dividends to investors of at least 95% of its taxable income each year for years prior to 2001 and 90% of its taxable income for all future years beginning with the year 2001;
- . avoids the "double taxation" treatment of income that generally results from investments in a corporation because a REIT is not generally subject to federal corporate income taxes on its net income, provided certain income tax requirements are satisfied;
- . combines the capital of many investors to acquire or provide financing for real estate properties; and
- . offers the benefit of a diversified real estate portfolio under professional management.

---

Q: What is Wells Real Estate Investment Trust, Inc.?

A: Our REIT was formed in 1997 as a Maryland corporation to acquire commercial real estate properties such as high grade office buildings and lease them on a triple-net basis to companies that typically have a net worth in excess of \$100,000,000.

---

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Q: Who will choose which real estate properties to invest in?

A: Wells Capital, Inc. (Wells Capital) is our advisor and makes recommendations on all property acquisitions to our board of directors. Our board of directors must approve all of our acquisitions.

Q: Who is Wells Capital?

A: Wells Capital is a Georgia corporation formed in 1984. As of September 30, 2000, Wells Capital had sponsored public real estate programs which have raised in excess of \$567,927,422 from approximately 32,868 investors and which own and operate a total of 52 commercial real estate properties.

Q: Does Wells Capital use any specific criteria when selecting a potential property acquisition?

A: Yes. Wells Capital generally seeks to acquire office buildings located in densely populated suburban markets leased to large corporations on a triple-net basis. Typically, each of our corporate tenants have a net worth in excess of \$100,000,000. Current tenants of public real

1

estate programs sponsored by Wells Capital include The Coca-Cola Company, Motorola, Fairchild Technologies, Siemens Automotive, PricewaterhouseCoopers, IBM, and Dial Corporation.

Q. Do you currently own any real estate properties?

A. Yes. As of the date of this prospectus, our REIT has acquired and owns interests in 26 real estate properties.

We own the following properties directly:

Tenant	Building Type	Location
Motorola, Inc.	Office Building	Plainfield, New Jersey
Delphi Automotive Systems, Inc.	Office Building	Troy, Michigan
Avnet, Inc.	Office Building	Tempe, Arizona
Motorola, Inc.	Office Building	Tempe, Arizona
ASM Lithography, Inc.	Office and Warehouse Building	Tempe, Arizona
Dial Corporation	Office Building	Scottsdale, Arizona
Metris Direct, Inc.	Office Building	Tulsa, Oklahoma

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cinemark USA, Inc. and The Coca-Cola Company	Office Building	Plano, Texas
Marconi Data Systems, Inc.	Office, Assembly and Manufacturing Building	Wood Dale, Illinois
Alstom Power, Inc.	Office Building	Richmond, Virginia
Matsushita Avionics Systems Corporation	Office Building	Lake Forest, California
Pennsylvania Cellular Telephone Corp.	Office Building	Harrisburg, Pennsylvania
PricewaterhouseCoopers	Office Building	Tampa, Florida

We own interests in the following real estate properties through joint ventures with affiliates:

Tenant	Building Type	Location
Quest Software, Inc.	Office Building	Irvine, California
Siemens Automotive Corporation	Office Building	Troy, Michigan
Gartner Group, Inc.	Office Building	Ft. Myers, Florida
Johnson Matthey, Inc.	Research and Development, Office and Warehouse Building	Tredyffrin Township, Pennsylvania
Sprint Communications Company L.P.	Office Building	Leawood, Kansas
EYBL CarTex, Inc.	Manufacturing and Office Building	Fountain Inn, South Carolina

2

Tenant	Building Type	Location
Fairchild Technologies U.S.A., Inc.	Manufacturing and Office Building	Fremont, California
Cort Furniture Rental Corporation	Office and Warehouse Building	Fountain Valley, California
Iomega Corporation	Office Building	Ogden City, Utah



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

ODS Technologies, L.P. and GAIAM, Inc.	Office Building	Broomfield, Colorado
Ohmeda, Inc.	Office Building	Louisville, Colorado
Alstom Power, Inc.	Office Building	Knoxville, Tennessee
Avaya, Inc.	Office Building	Oklahoma City, Oklahoma

If you want to read more detailed information about each of these properties, see the "Description of Properties" section of this prospectus.

Q: Why do you acquire properties in joint ventures?

A: We acquire some of our properties in joint ventures in order to diversify our portfolio of properties in terms of geographic region, property type and industry group of our tenants.

Q: What steps do you take to make sure you purchase environmentally compliant property?

A: We always obtain a Phase I environmental assessment of each property purchased. In addition, we generally obtain a representation from the seller that, to its knowledge, the property is not contaminated with hazardous materials.

Q: What are the terms of your leases?

A: Our leases are "triple-net" leases, generally having terms of seven to ten years, many of which have renewal options for an additional five to ten years. "Triple-net" means that the tenant is responsible for repairs, maintenance, property taxes, utilities, insurance and other operating costs. We often enter into leases where we have responsibility for replacement of specific structural components of a property such as the roof of the building or the parking lot.

Q: How does the Wells REIT own its real estate properties?

A: We own all of our real estate properties through an "UPREIT" called Wells Operating Partnership, L.P. (Wells OP). Wells OP was organized to own, operate and manage real properties on our behalf. The Wells REIT is the sole general partner of Wells OP.

Q: What is an "UPREIT"?

A: UPREIT stands for "Umbrella Partnership Real Estate Investment Trust." We use this structure because a sale of property directly to the REIT is generally a taxable transaction to the selling

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

property owner. In an UPREIT structure, a seller of a property who desires to defer taxable gain on the sale of his property may transfer the property to the UPREIT in exchange for limited partnership units in the UPREIT and defer taxation of gain until the seller later exchanges his UPREIT units on a one-for-one basis for REIT shares. If the REIT shares are publicly traded, the former property owner will achieve liquidity for his investment. Using an UPREIT structure gives us an advantage in acquiring desired properties from persons who may not otherwise sell their properties because of unfavorable tax results.

---

Q: If I buy shares, will I receive dividends and how often?

A: We have been making and intend to continue to make dividend distributions on a quarterly basis to our shareholders. The amount of each dividend distribution is determined by the board of directors and typically depends on the amount of distributable funds, current and projected cash requirements, tax considerations and other factors. However, in order to remain qualified as a REIT, we must make distributions of at least 95% of our REIT taxable income each year for years prior to 2001 and 90% of our REIT taxable income for all future years beginning with the year 2001.

---

Q: How do you calculate the payment of dividends to shareholders?

A: We calculate our quarterly dividends using daily record and declaration dates so your dividend benefits will begin to accrue immediately upon becoming a shareholder.

---

Q: What have your dividend payments been since you began operations on June 5, 1998?

A: We have paid the following dividends since we began operations:

Quarter	Amount	Annualized Percentage Return on an Investment of \$10 per Share
-----	-----	-----
3/rd/ Qtr. 1998	\$0.15 per share	6.00%
4/th/ Qtr. 1998	\$0.16 per share	6.50%
1/st/ Qtr. 1999	\$0.17 per share	7.00%
2/nd/ Qtr. 1999	\$0.17 per share	7.00%
3/rd/ Qtr. 1999	\$0.17 per share	7.00%
4/th/ Qtr. 1999	\$0.17 per share	7.00%
1/st/ Qtr. 2000	\$0.17 per share	7.00%
2/nd/ Qtr. 2000	\$0.18 per share	7.25%
3/rd/ Qtr. 2000	\$0.19 per share	7.50%
4/th/ Qtr. 2000	\$0.19 per share	7.50%

---

Q: May I reinvest the dividends I am supposed to receive in shares of the Wells REIT?

A: Yes. You may participate in our dividend reinvestment plan by checking the appropriate box on the Subscription Agreement or by filling out an enrollment form we will provide to you at your request. The purchase price for shares purchased under the dividend reinvestment plan is currently \$10 per share.

---

Q: Will the dividends I receive be taxable as ordinary income?

A: Yes and No. Generally, dividends that you receive, including dividends that are reinvested pursuant to our dividend reinvestment plan, will be taxed as ordinary income to the extent they are from current or accumulated earnings and profits. We expect that some portion of your dividends will not be subject to tax in the year received due to the fact that depreciation expenses reduce taxable income but do not reduce cash available for distribution. Amounts not subject to tax immediately will reduce the tax basis of your investment. This, in effect, defers a portion of your tax until your investment is sold or the Wells REIT is liquidated, at which time you will be taxed at capital gains rates. However, because each investor's tax considerations are different, we suggest that you consult with your tax advisor. You should also review the section of the prospectus entitled "Federal Income Tax Considerations."

---

Q: What will you do with the money raised in this offering?

A: We will use your investment proceeds to purchase commercial real estate such as high grade office buildings. We intend to invest a minimum of 84% of the proceeds from this offering to acquire real estate properties, and the remaining proceeds will be used to pay fees and expenses of this offering and acquisition-related expenses. The payment of these fees and expenses will not reduce your invested capital. Your initial invested capital amount will remain \$10 per share, and your dividend yield will be based on your \$10 per share investment.

Until we invest the proceeds of this offering in real estate, we may invest in short-term, highly liquid investments. These short-term investments will not earn as high of a return as we expect to earn on our real estate investments, and we cannot guarantee how long it will take to fully invest the proceeds in real estate.

We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares of common stock in our initial public offering, which commenced on January 30, 1998 and was terminated on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in real estate properties. As of December 10, 2000, we had received approximately \$169,671,659 in gross offering proceeds from the sale of 16,967,166 shares of common stock in our second offering, which commenced on December 20, 1999 and was terminated on December 19, 2000. Of this additional \$169,671,659 raised in the second offering, we invested or expect to invest approximately \$142,524,194 in real estate properties.

---

Q: What kind of offering is this?

A: We are offering the public up to 125,000,000 shares of common stock on a "best efforts" basis.

---

Q: How does a "best efforts" offering work?

A: When shares are offered to the public on a "best efforts" basis, the brokers participating in the offering are only required to use their best efforts to sell the shares and have no firm commitment or obligation to purchase any of the shares.

---

Q: How long will this offering last?

A: The offering will not last beyond December 19, 2002.

---

Q: Who can buy shares?

A: You can buy shares pursuant to this prospectus provided that you have either (1) a net worth of at least \$45,000 and an annual gross income of at least \$45,000, or (2) a net worth of at least \$150,000. For this purpose, net worth does not include your home, home furnishings and personal automobiles. These minimum levels may be higher in certain states, so you should carefully read the more detailed description in the "Suitability Standards" section of this prospectus.

---

Q: Is there any minimum investment required?

A: Yes. Generally, you must invest at least \$1,000. Except in Maine, Minnesota, Nebraska and Washington, investors who already own our shares or who have purchased units from an affiliated Wells public real estate program can make purchases for less than the minimum investment. These minimum investment levels may be higher in certain states, so you should carefully read the more detailed description of the minimum investment requirements appearing later in the "Suitability Standards" section of this prospectus.

---

Q: How do I subscribe for shares?

A: If you choose to purchase shares in this offering, you will need to fill out a Subscription Agreement, like the one contained in this prospectus as Exhibit A, for a specific number of shares and pay for the shares at the time you subscribe. The purchase price will be placed into an account with Bank of America, N.A., where your funds will be held, along with those of other subscribers, until we withdraw funds for the acquisition of real estate properties or the payment of fees and expenses.

---

Q: If I buy shares in this offering, how may I later sell them?

A: At the time you purchase the shares, they will not be listed for trading on any national securities exchange or over-the-counter market. In fact, we expect that there will not be any public market for the shares when you purchase them, and we cannot be sure if one will ever develop. As a result, you may find it difficult to find a buyer for your shares and realize a return on your investment. You may sell your shares to any buyer unless such sale would cause the buyer to own more than 9.8% of the outstanding stock. See "Description of Shares -- Restriction on Ownership of Shares."

In addition, after you have held your shares for at least one year, you may be able to have your shares repurchased by the Wells REIT pursuant to our share redemption program. See the "Description of Shares -- Share Redemption Program" section of the prospectus.

If we have not listed the shares on a national securities exchange or over-the-counter market by January 30, 2008, our articles of incorporation require us to begin selling our properties and other assets and return the net proceeds from these sales to our shareholders through distributions.

---

Q: What is the experience of your officers and directors?

A: Our management team has extensive previous experience investing in and managing commercial real estate. Below is a short description of the background of each of our directors. See the "Management -- Executive Officers and Directors" section on page 31 of this prospectus for a more detailed description of the background and experience of each of our directors.

- . Leo F. Wells, III - President of the Wells REIT and founder of Wells Real Estate Funds in 1985 and has been involved in real estate sales, management and brokerage services for over 27 years;
- . Douglas P. Williams - Executive Vice President, Secretary and Treasurer of the Wells REIT and former accounting executive at OneSource, Inc., a supplier of janitorial and landscape services;
- . John L. Bell - Former owner and Chairman of Bell-Mann, Inc., the largest flooring contractor in the Southeast;
- . Richard W. Carpenter - President and a director of Realmark Holdings Corp., a residential and commercial real estate developer;
- . Bud Carter - Former broadcast news director and anchorman and current Senior Vice President for The Executive Committee, an organization established to aid corporate presidents and CEOs;
- . William H. Keogler, Jr. - Founder and former executive officer and director of Keogler, Morgan & Company, Inc., a full service brokerage firm;
- . Donald S. Moss - Former executive officer of Avon Products, Inc.;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . Walter W. Sessoms - Former executive officer of BellSouth Telecommunications, Inc.; and
- . Neil H. Strickland - Founder of Strickland General Agency, Inc., a property and casualty general insurance agency concentrating on commercial customers.

---

Q: Will I be notified of how my investment is doing?

A: You will receive periodic updates on the performance of your investment with us, including:

- . Four detailed quarterly dividend reports;
- . Three quarterly financial reports;
- . An annual report; and
- . An annual IRS Form 1099.

---

Q: When will I get my detailed tax information?

A: Your Form 1099 tax information will be placed in the mail by January 31 of each year.

---

Q: Who can help answer my questions?

A: If you have more questions about the offering or if you would like additional copies of this prospectus, you should contact your registered representative or contact:

Investor Services Department  
Wells Capital, Inc.  
Suite 250  
6200 The Corners Parkway  
Norcross, Georgia 30092  
(800) 448-1010 or (770) 449-7800  
[www.wellsref.com](http://www.wellsref.com)

8

### Prospectus Summary

This prospectus summary highlights selected information contained elsewhere in this prospectus. It is not complete and does not contain all of the information that is important to your decision whether to invest in the Wells REIT. To understand this offering fully, you should read the entire prospectus carefully, including the "Risk Factors" section and the financial statements.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Real Estate Investment Trust, Inc.

Wells Real Estate Investment Trust, Inc. is a REIT that owns net leased commercial real estate properties. We currently own interests in 26 commercial real estate properties located in 15 states. Our office is located at 6200 The Corners Parkway, Suite 250, Norcross, Georgia 30092. Our telephone number outside the State of Georgia is 800-448-1010 (770-449-7800 in Georgia). We refer to Wells Real Estate Investment Trust, Inc. as the Wells REIT in this prospectus.

### Our Advisor

Our advisor is Wells Capital, Inc., which is responsible for managing our affairs on a day-to-day basis and for identifying and making acquisitions on our behalf. We refer to Wells Capital, Inc. as Wells Capital in this prospectus.

### Our Management

Our board of directors must approve each real property acquisition proposed by Wells Capital, as well as certain other matters set forth in our articles of incorporation. We have nine members on our board of directors. Seven of the directors are independent of Wells Capital and have responsibility for reviewing its performance. Our directors are elected annually by the shareholders.

### Our REIT Status

As a REIT, we generally are not subject to federal income tax on income that we distribute to our shareholders. Under the Internal Revenue Code, REITs are subject to numerous organizational and operational requirements, including a requirement that they distribute at least 95% of their taxable income for years prior to 2001 and at least 90% of their taxable income for all future years beginning with the year 2001. If we fail to qualify for taxation as a REIT in any year, our income will be taxed at regular corporate rates, and we may be precluded from qualifying for treatment as a REIT for the four-year period following our failure to qualify. Even if we qualify as a REIT for federal income tax purposes, we may still be subject to state and local taxes on our income and property and to federal income and excise taxes on our undistributed income.

### Summary Risk Factors

Following are the most significant risks relating to your investment:

- . There is no public trading market for the shares, and we cannot assure you that one will ever develop. Until the shares are publicly traded, you will have a difficult time trying to sell your shares.
  - . You must rely on Wells Capital, our advisor, for the day-to-day management of our business and the selection of our real estate properties.
- 9
- . To ensure that we continue to qualify as a REIT, our articles of incorporation prohibit any shareholder from owning more than 9.8% of our outstanding shares.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . We may not remain qualified as a REIT for federal income tax purposes, which would subject us to the payment of tax on our income at corporate rates and reduce the amount of funds available for payment of dividends to our shareholders.
- . You will not have preemptive rights as a shareholder so any shares we issue in the future may dilute your interest in the Wells REIT.
- . We will pay significant fees to Wells Capital and its affiliates.
- . Real estate investments are subject to cyclical trends which are out of our control.
- . You will not have an opportunity to evaluate all of the properties that will be in our portfolio prior to investing.
- . Loans we obtain will be secured by some of our properties, which will put those properties at risk of forfeiture if we are unable to pay our debts.
- . Our investment in vacant land to be developed may create risks relating to the builder's ability to control construction costs, failure to perform or failure to build in conformity with plans, specifications and timetables.
- . The vote of shareholders owning at least a majority of the shares will bind all of the shareholders as to certain matters such as the election of directors and amendment of our articles of incorporation.
- . If we do not obtain listing of the shares on a national exchange by January 30, 2008, our articles of incorporation provide that we must begin to sell all of our properties and distribute the net proceeds to our shareholders.
- . Our advisor will face various conflicts of interest resulting from its activities with affiliated entities.

Before you invest in the Wells REIT, you should see the complete discussion of the "Risk Factors" beginning on page 16 of this prospectus.

### Description of Properties

Please refer to the "Description of Properties" section of this prospectus for a description of the real estate properties we have purchased to date and the various real estate loans we have outstanding. Wells Capital is currently evaluating additional potential property acquisitions. When we either acquire a property or believe that there is a reasonable probability that we will acquire a particular property, we will provide a supplement to this prospectus to describe the property. You should not assume that we will actually acquire any property that we describe in a supplement as a reasonable probability acquisition because one or more contingencies to the purchase may prevent the acquisition.

10

### Estimated Use of Proceeds of Offering

We anticipate that we will invest at least 84% of the proceeds of this



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

offering in real estate properties. We will use the remainder of the offering proceeds to pay selling commissions, fees and expenses relating to the selection and acquisition of properties and the costs of the offering.

### Investment Objectives

Our investment objectives are:

- . to maximize cash dividends paid to you;
- . to preserve, protect and return your capital contribution;
- . to realize growth in the value of our properties upon our ultimate sale of such properties; and
- . to provide you with liquidity of your investment by listing the shares on a national exchange or, if we do not obtain listing of the shares by January 30, 2008, by selling our properties and distributing the cash to you.

We may only change these investment objectives upon a majority vote of the shareholders. See the "Investment Objectives and Criteria" section of this prospectus for a more complete description of our business and objectives.

### Conflicts of Interest

Wells Capital, as our advisor, will experience conflicts of interest in connection with the management of our business affairs, including the following:

- . Wells Capital will have to allocate its time between the Wells REIT and other real estate programs and activities in which it is involved;
- . Wells Capital must determine which Wells program or other entity should enter into a joint venture with the Wells REIT for the acquisition and operation of specific properties;
- . Wells Capital may compete with other Wells programs for the same tenants in negotiating leases or in selling similar properties at the same time; and
- . Wells Capital and its affiliates will receive fees in connection with transactions involving the purchase, management and sale of our properties regardless of the quality of the property acquired or the services provided to us.

See the "Conflicts of Interest" section of this prospectus on page 51 for a detailed discussion of the various conflicts of interest relating to your investment, as well as the procedures that we have established to resolve a number of these potential conflicts.

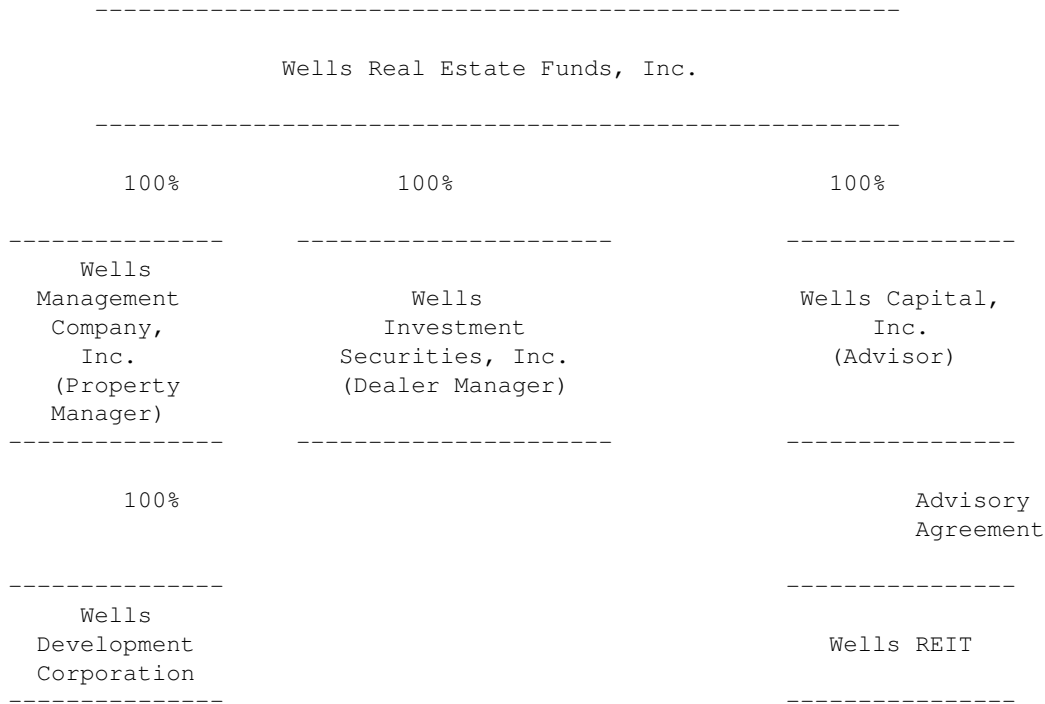
11

The following chart shows the ownership structure of the various Wells entities that are affiliated with Wells Capital.

-----  
LEO F. WELLS, III  
(President)  
-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

100%



Prior Offering Summary

Wells Capital and its affiliates have previously sponsored 13 publicly offered real estate limited partnerships and the Wells REIT on an unspecified property or "blind pool" basis. As of September 30, 2000, they have raised approximately \$567,927,422 from approximately 36,868 investors in these 14 public real estate programs. The "Prior Performance Summary" on page 114 of this prospectus contains a discussion of the Wells programs sponsored to date. Certain statistical data relating to the Wells programs with investment objectives similar to ours is also provided in the "Prior Performance Tables" included at the end of this prospectus.

The Offering

We are offering up to 125,000,000 shares to the public at \$10 per share. We are also offering up to 10,000,000 shares pursuant to our dividend reinvestment plan at \$10 per share, and up to 5,000,000 shares to broker-dealers pursuant to warrants whereby participating broker-dealers will have the right to purchase one share for every 25 shares they sell in this offering. The exercise price for shares purchased pursuant to the warrants is \$12 per share.

Terms of the Offering

We will begin selling shares in this offering upon the effective date of this prospectus, and this offering will terminate on or before December 19, 2002. However, we may terminate this offering at any time prior to such termination date. We will hold your investment proceeds in our account until we withdraw funds for the acquisition of real estate properties or the payment of fees and expenses. We generally admit shareholders to the Wells REIT on a daily

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

basis.

### Compensation to Wells Capital

Wells Capital and its affiliates will receive compensation and fees for services relating to this offering and the investment and management of our assets. The most significant items of compensation are included in the following table:

Type of Compensation	Form of Compensation	Estimated \$\$ Amount for Maximum Offering (135,000,000 shares)
Offering Stage		
Sales Commissions	7.0% of gross offering proceeds	\$94,500,000
Dealer Manager Fee	2.5% of gross offering proceeds	\$33,750,000
Offering Expenses	3.0% of gross offering proceeds	\$18,600,000
Acquisition and Development Stage		
Acquisition and Advisory Fees	3.0% of gross offering proceeds	\$40,500,000
Acquisition Expenses	0.5% of gross offering proceeds	\$ 6,750,000
Operational Stage		
Property Management and Leasing Fees	4.5% of gross revenues	N/A
Initial Lease-Up Fee for Newly Constructed Property	Competitive fee for geographic location of property based on a survey of brokers and agents (customarily equal to the first month's rent)	N/A
Real Estate Commission	3.0% of contract price for properties sold after investors receive a return of capital plus an 8.0% return on capital	N/A
Subordinated Participation in Net Sale Proceeds (Payable Only if the Wells REIT is not Listed on an exchange)	10.0% of remaining amounts of net sale proceeds after return of capital plus payment to investors of an 8.0% cumulative non-compounded return on the capital contributed by investors	N/A
Subordinated Incentive Listing Fee (Payable only if the Wells REIT is listed on an exchange)	10.0% of the amount by which the adjusted market value of the Wells REIT exceeds the aggregate capital contributions contributed by investors	N/A

There are many additional conditions and restrictions on the amount of compensation Wells Capital and its affiliates may receive. There are also some smaller items of compensation and expense reimbursements that Wells Capital may receive. For a more detailed explanation of these fees and expenses payable to Wells Capital and its affiliates, please see the "Management Compensation" section of this prospectus on page 46.

#### Dividend Policy

In order to remain qualified as a REIT, we are required to distribute 95% of our annual taxable income to our shareholders in all years prior to 2001 and 90% of our annual taxable income for all future years beginning with the year 2001. We have paid dividends to our shareholders at least quarterly since the first quarter after we commenced operations on June 5, 1998. We calculate our quarterly dividends based upon daily record and dividend declaration dates so investors will be entitled to dividends immediately upon purchasing shares. We expect to pay dividends to you on a quarterly basis.

#### Listing

We anticipate listing our shares on a national securities exchange on or before January 30, 2008. In the event we do not obtain listing prior to that date, our articles of incorporation require us to begin the sale of our properties and liquidation of our assets.

#### Dividend Reinvestment Plan

You may participate in our dividend reinvestment plan pursuant to which you may have the dividends you receive reinvested in shares of the Wells REIT. If you participate, you will be taxed on your share of our taxable income even though you will not receive the cash from your dividends. As a result, you may have a tax liability without receiving cash dividends to pay such liability. We may terminate the dividend reinvestment plan in our discretion at any time upon 10 days notice to you. (See "Description of Shares -- Dividend Reinvestment Plan.")

#### Share Redemption Program

We may use proceeds received from the sale of shares pursuant to our dividend reinvestment plan to redeem your shares. After you have held your shares for a minimum of one year, our share redemption program provides an opportunity for you to redeem your shares, subject to certain restrictions and limitations, for the lesser of (1) \$10 per share, or (2) the price you actually paid for your shares. The board of directors reserves the right to reject any request for redemption of shares or to amend or terminate the share redemption program at any time. You will have no right to request redemption of your shares after the shares are listed on a national exchange. (See "Description of Shares -- Share Redemption Program.")

#### Wells Operating Partnership, L.P.

We own all of our real estate properties through Wells Operating Partnership, L.P. (Wells OP), our operating partnership. We are the sole general partner of Wells OP. Wells Capital is currently the only limited partner based on its initial contribution of \$200,000. Our ownership of properties in Wells OP

is referred to as an "UPREIT." The UPREIT structure allows us to acquire real estate properties in exchange for limited partnership units in Wells OP. This structure will also allow sellers of properties to transfer their properties to Wells OP in exchange for units of Wells OP and defer gain recognition for tax purposes with respect to such transfers of properties. At present, we have no plans to acquire any specific

14

properties in exchange for units of Wells OP. The holders of units in Wells OP may have their units redeemed for cash under certain circumstances. (See "The Operating Partnership Agreement.")

#### ERISA Considerations

The section of this prospectus entitled "ERISA Considerations" describes the effect the purchase of shares will have on individual retirement accounts (IRAs) and retirement plans subject to the Employee Retirement Income Security Act of 1974, as amended (ERISA), and/or the Internal Revenue Code. ERISA is a federal law that regulates the operation of certain tax-advantaged retirement plans. Any retirement plan trustee or individual considering purchasing shares for a retirement plan or an IRA should read this section of the prospectus very carefully.

#### Description of Shares

##### General

-----

Your investment will be recorded on our books only. We will not issue stock certificates. If you wish to transfer your shares, you will be required to send an executed transfer form to us. We will provide the required form to you upon request.

#### Shareholder Voting Rights and Limitations

-----

We hold annual meetings of our shareholders for the purpose of electing our directors or conducting other business matters that may be presented at such meetings. We may also call a special meeting of shareholders from time to time for the purpose of conducting certain matters. You are entitled to one vote for each share you own at any of these meetings.

#### Restriction on Share Ownership

-----

Our articles of incorporation contain a restriction on ownership of the shares that prevents one person from owning more than 9.8% of the outstanding shares. (See "Description of Shares -- Restriction on Ownership of Shares.") These restrictions are designed to enable us to comply with share accumulation restrictions imposed on REITs by the Internal Revenue Code.

For a more complete description of the shares, including restrictions on the ownership of shares, please see the "Description of Shares" section of this prospectus on page 142.

15

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## Risk Factors

Your purchase of shares involves a number of risks. In addition to other risks discussed in this prospectus, you should specifically consider the following:

### Investment Risks

#### Marketability Risk

There is no public trading market for your shares.

There is no current public market for the shares and, therefore, it will be difficult for you to sell your shares promptly. In addition, the price received for any shares sold is likely to be less than the proportionate value of the real estate we own. Therefore, you should purchase the shares only as a long-term investment. See "Description of Shares - Share Redemption Program" for a description of our share redemption program.

#### Management Risks

You must rely on Wells Capital for selection of properties.

Our ability to achieve our investment objectives and to pay dividends is dependent upon the performance of Wells Capital, our advisor, in the acquisition of real estate properties, the selection of tenants and the determination of any financing arrangements. Except for the investments described in this prospectus, you will have no opportunity to evaluate the terms of transactions or other economic or financial data concerning our investments. You must rely entirely on the management ability of Wells Capital and the oversight of the board of directors.

We depend on key personnel.

Our success depends to a significant degree upon the continued contributions of certain key personnel, including Leo F. Wells, III, Douglas P. Williams, M. Scott Meadows, Michael C. Berndt and Allen G. Delenick, each of whom would be difficult to replace. If any of our key personnel were to cease employment with us, our operating results could suffer. We also believe that our future success depends, in large part, upon our ability to hire and retain highly skilled managerial, operational and marketing personnel. Competition for such personnel is intense, and we cannot assure you that we will be successful in attracting and retaining such skilled personnel.

#### Conflicts of Interest Risks

Wells Capital will face conflicts of interest relating to time management.

Wells Capital and its affiliates are general partners and sponsors of other real estate programs having investment objectives and legal and financial obligations similar to the Wells REIT. Because Wells Capital and its affiliates have interests in other real estate programs and also engage in other business activities, they may have conflicts of interest in allocating their time between our business and these other activities. During times of intense activity in other programs and ventures, they may devote less time and resources to our business than is necessary or appropriate. (See "Conflicts of Interest.")

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Capital will face conflicts of interest relating to the purchase and leasing of properties.

We may be buying properties at the same time as one or more of the other Wells programs are buying properties. There is a risk that Wells Capital will choose a property that provides lower returns to us than a property purchased by another Wells program. We may acquire properties in geographic areas where other Wells programs own properties. If one of the Wells programs attracts a tenant that we are competing for, we could suffer a loss of revenue due to delays in locating another suitable tenant. (See "Conflicts of Interest.")

Wells Capital will face conflicts of interest relating to joint ventures with affiliates.

We have entered into joint ventures in the past and are likely to continue in the future to enter into joint ventures with other Wells programs for the acquisition, development or improvement of properties, including Wells Real Estate Fund XII, L.P. (Wells Fund XII) or Wells Real Estate Fund XIII, L.P. (Wells Fund XIII). We may also purchase and develop properties in joint ventures or in partnerships, co-tenancies or other co-ownership arrangements with the sellers of the properties, affiliates of the sellers, developers or other persons. Such investments may involve risks not otherwise present with an investment in real estate, including, for example:

- . the possibility that our co-venturer, co-tenant or partner in an investment might become bankrupt;
- . that such co-venturer, co-tenant or partner may at any time have economic or business interests or goals which are or which become inconsistent with our business interests or goals; or
- . that such co-venturer, co-tenant or partner may be in a position to take action contrary to our instructions or requests or contrary to our policies or objectives.

Actions by such a co-venturer, co-tenant or partner might have the result of subjecting the property to liabilities in excess of those contemplated and may have the effect of reducing your returns.

Affiliates of Wells Capital are currently sponsoring a public offering on behalf of Wells Fund XII and are currently in the process of registering a public offering on behalf of Wells Fund XIII, both of which are or will be unspecified property real estate programs. (See "Prior Performance Summary.") In the event that we enter into a joint venture with Wells Fund XII, Wells Fund XIII or any other Wells program or joint venture, we may face certain additional risks and potential conflicts of interest. For example, Wells Fund XII, Wells Fund XIII and the other Wells public limited partnerships will never have an active trading market. Therefore, if we become listed on a national exchange, we may no longer have similar goals and objectives with respect to the resale of properties in the future. In addition, in the event that the Wells REIT is not listed on a securities exchange by January 30, 2008, our organizational documents provide for an orderly liquidation of our assets. In the event of such liquidation, any joint venture between the Wells REIT and another Wells program may be required to sell its properties at such time. The Wells program we have entered into a joint venture with may not desire to sell the properties at that time. Although the terms of any joint venture agreement between the Wells REIT and another Wells program would grant the other Wells program a right of first refusal to buy such properties, it is unlikely that they would have sufficient funds to exercise the right of first refusal under these circumstances.

Under certain joint venture arrangements, neither co-venturer may have

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the power to control the venture, and an impasse could be reached regarding matters pertaining to the joint venture, which might have a negative influence on the joint venture and decrease potential returns to you. In the event that a

17

co-venturer has a right of first refusal to buy out the other co-venturer, it may be unable to finance such buy-out at that time. It may also be difficult for us to sell our interest in any such joint venture or partnership or as a co-tenant in property. In addition, to the extent that our co-venturer, partner or co-tenant is an affiliate of Wells Capital, certain conflicts of interest will exist. (See "Conflicts of Interest -- Joint Ventures with Affiliates of Wells Capital.")

### General Investment Risks

Maryland Corporation Law may prevent a business combination involving the Wells REIT.

Provisions of Maryland Corporation Law applicable to us prohibit business combinations with:

- . any person who beneficially owns 10% or more of the voting power of our outstanding shares;
- . any of our affiliates who, at any time within the two year period prior to the date in question, was the beneficial owner of 10% or more of the voting power of our outstanding shares (interested shareholder); or
- . an affiliate of an interested shareholder.

These prohibitions last for five years after the most recent date on which the interested shareholder became an interested shareholder. Thereafter, any business combination must be recommended by our board of directors and approved by the affirmative vote of at least 80% of the votes entitled to be cast by holders of our outstanding shares and two-thirds of the votes entitled to be cast by holders of our shares other than shares held by the interested shareholder. These requirements could have the effect of inhibiting a change in control even if a change in control were in your best interest. These provisions of Maryland law do not apply, however, to business combinations that are approved or exempted by our board of directors prior to the time that someone becomes an interested shareholder. (See "Description of Shares -- Business Combinations.")

A limit on the number of shares a person may own may discourage a takeover.

Our articles of incorporation restrict ownership by one person to no more than 9.8% of the outstanding shares. This restriction may discourage a change of control of the Wells REIT and may deter individuals or entities from making tender offers for shares, which offers might be financially attractive to shareholders or which may cause a change in the management of the Wells REIT. (See "Description of Shares -- Restriction on Ownership of Shares.")

You are bound by the majority vote on matters on which you are entitled to vote.

You may vote on certain matters at any annual or special meeting of shareholders, including the election of directors. However, you will be bound by



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the majority vote on matters requiring approval of a majority of the shareholders even if you do not vote with the majority on any such matter.

You are limited in your ability to sell your shares pursuant to the share redemption program.

Even though our share redemption program provides you with the opportunity to redeem your shares for \$10 per share (or the price you paid for the shares, if lower than \$10) after you have held them for a period of one year, you should be fully aware that our share redemption program contains certain restrictions and limitations. Shares will be redeemed on a first-come, first-served basis and will be

18

limited to the lesser of (1) during any calendar year, three percent (3%) of the weighted average number of shares outstanding during the prior calendar year, or (2) the proceeds we receive from the sale of shares under our dividend reinvestment plan such that in no event shall the aggregate amount of redemptions under our share redemption program exceed aggregate proceeds received from the sale of shares pursuant to our dividend reinvestment plan. In addition, the board of directors reserves the right to reject any request for redemption or to amend or terminate the share redemption program at any time. Therefore, in making a decision to purchase shares of the Wells REIT, you should not assume that you will be able to sell any of your shares back to us pursuant to our share redemption program. (See "Description of Shares - Share Redemption Program.")

We established the offering price on an arbitrary basis.

Our board of directors has arbitrarily determined the selling price of the shares and such price bears no relationship to any established criteria for valuing issued or outstanding shares.

Your interest in the Wells REIT may be diluted if we issue additional shares.

Existing shareholders and potential investors in this offering do not have preemptive rights to any shares issued by the Wells REIT in the future. Therefore, in the event that we (1) sell shares in this offering or sell additional shares in the future, including those issued pursuant to the dividend reinvestment plan, (2) sell securities that are convertible into shares, (3) issue shares in a private offering of securities to institutional investors, (4) issue shares of common stock upon the exercise of the options granted to our independent directors or employees of Wells Capital and Wells Management or the warrants issued and to be issued to participating broker-dealers or our independent directors, or (5) issue shares to sellers of properties acquired by us in connection with an exchange of limited partnership units from Wells OP, existing shareholders and investors purchasing shares in this offering may experience dilution of their equity investment in the Wells REIT.

Payment of fees to Wells Capital and its affiliates will reduce cash available for investment and distribution.

Wells Capital and its affiliates will perform services for us in connection with the offer and sale of the shares, the selection and acquisition of our properties, and the management and leasing of our properties. They will be paid substantial fees for these services, which will reduce the amount of cash available for investment in properties or distribution to shareholders. (See "Management Compensation.")

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The availability and timing of cash dividends is uncertain.

We bear all expenses incurred in our operations, which are deducted from cash funds generated by operations prior to computing the amount of cash dividends to be distributed to the shareholders. In addition, our board of directors, in its discretion, may retain any portion of such funds for working capital. We cannot assure you that sufficient cash will be available to pay dividends to you.

We are uncertain of our sources for funding of future capital needs.

Substantially all of the gross proceeds of the offering will be used for investment in properties and for payment of various fees and expenses. (See "Estimated Use of Proceeds.") In addition, we do not anticipate that we will maintain any permanent working capital reserves. Accordingly, in the event that we develop a need for additional capital in the future for the improvement of our properties or for any

19

other reason, we have not identified any sources for such funding, and we cannot assure you that such sources of funding will be available to us for potential capital needs in the future.

### Real Estate Risks

#### General Real Estate Risks

Your investment will be affected by adverse economic and regulatory changes.

We will be subject to risks generally incident to the ownership of real estate, including:

- . changes in general economic or local conditions;
- . changes in supply of or demand for similar or competing properties in an area;
- . changes in interest rates and availability of permanent mortgage funds which may render the sale of a property difficult or unattractive;
- . changes in tax, real estate, environmental and zoning laws; and
- . periods of high interest rates and tight money supply.

For these and other reasons, we cannot assure you that we will be profitable or that we will realize growth in the value of our real estate properties.

A property that incurs a vacancy could be difficult to sell or re-lease.

A property may incur a vacancy either by the continued default of a tenant under its lease or the expiration of one of our leases. Most of our properties are specifically suited to the particular needs of our tenants. Therefore, we may have difficulty obtaining a new tenant for any vacant space we have in our properties. If the vacancy continues for a long period of time, we may suffer reduced revenues resulting in less cash dividends to be distributed

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

to shareholders. In addition, the resale value of the property could be diminished because the market value of a particular property will depend principally upon the value of the leases of such property.

We are dependent on tenants for our revenue.

Most of our properties are occupied by a single tenant and, therefore, the success of our investments are materially dependant on the financial stability of our tenants. Lease payment defaults by tenants could cause us to reduce the amount of distributions to shareholders. A default of a tenant on its lease payments to us would cause us to lose the revenue from the property and cause us to have to find an alternative source of revenue to meet the mortgage payment and prevent a foreclosure if the property is subject to a mortgage. In the event of a default, we may experience delays in enforcing our rights as landlord and may incur substantial costs in protecting our investment and re-letting our property. If a lease is terminated, we cannot assure you that we will be able to lease the property for the rent previously received or sell the property without incurring a loss.

We rely on certain tenants.

Motorola, Inc and Marconi Data Systems, Inc. are two of the major tenants in properties which we currently own. In the aggregate, rental income from these two tenants represents approximately 27.9% of our total gross rental revenues. Rental income from Motorola, Inc. represents approximately

20

18.0% of our gross rental revenues and rental income from Marconi Data Systems, Inc. represents approximately 9.9% of our gross rental revenues. The revenues generated by the properties these two tenants occupy are substantially reliant upon the financial condition of these tenants and, accordingly, any event of bankruptcy, insolvency or a general downturn in the business of either of these tenants may result in the failure or delay of such tenant's rental payments which may have a substantial adverse effect on our financial performance. (See "Description of Properties" and "Management's Discussion and Analysis of Financial Condition and Results of Operations.")

We may not have funding for future tenant improvements.

When a tenant at one of our properties does not renew its lease or otherwise vacates its space in one of our buildings, it is likely that, in order to attract one or more new tenants, we will be required to expend substantial funds for tenant improvements and tenant refurbishments to the vacated space. Substantially all of our net offering proceeds will be invested in real estate properties, and we do not anticipate that we will maintain permanent working capital reserves. We also have no identified funding source to provide funds which may be required in the future for tenant improvements and tenant refurbishments in order to attract new tenants. We cannot assure you that we will have any sources of funding available to us for such purposes in the future.

Uninsured losses relating to real property may adversely affect your returns.

Wells Capital will attempt to ensure that all of our properties are adequately insured to cover casualty losses. However, in the event that any of our properties incurs a casualty loss which is not fully covered by insurance, the value of our assets will be reduced by any such uninsured loss. In addition, we have no source of funding to repair or reconstruct the damaged property, and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

we cannot assure you that any such sources of funding will be available to us for such purposes in the future.

Development and construction of properties may result in delays and increased costs and risks.

We may invest some or all of the proceeds available for investment in the acquisition and development of properties upon which we will develop and construct improvements at a fixed contract price. We will be subject to risks relating to the builder's ability to control construction costs or to build in conformity with plans, specifications and timetables. The builder's failure to perform may necessitate legal action by us to rescind the purchase or the construction contract or to compel performance. Performance may also be affected or delayed by conditions beyond the builder's control. Delays in completion of construction could also give tenants the right to terminate preconstruction leases for space at a newly developed project. We may incur additional risks when we make periodic progress payments or other advances to such builders prior to completion of construction. Factors such as those discussed above can result in increased costs of a project or loss of our investment. In addition, we will be subject to normal lease-up risks relating to newly constructed projects. Furthermore, we must rely upon projections of rental income and expenses and estimates of the fair market value of property upon completion of construction when agreeing upon a price to be paid for the property at the time of acquisition of the property. If our projections are inaccurate, we may pay too much for a property.

If we contract with Wells Development Corporation for newly developed property, we cannot guarantee that our earnest money deposit made to Wells Development Corporation will be fully refunded.

We may enter into one or more contracts, either directly or indirectly through joint ventures with affiliates, to acquire real property from Wells Development Corporation (Wells Development), an affiliate

21

of Wells Capital. Properties acquired from Wells Development may be either existing income-producing properties or properties to be developed or under development. We anticipate that we will be obligated to pay a substantial earnest money deposit at the time of contracting to acquire such properties. In the case of properties to be developed by Wells Development, we anticipate we will be required to close the purchase of the property upon completion of the development of the property by Wells Development and the tenant taking possession of the property. At the time of contracting and the payment of the earnest money deposit by us, Wells Development typically will not have acquired title to any real property. Wells Development will only have a contract to acquire land, a development agreement to develop a building on the land and an agreement with a tenant to lease the property upon its completion. We may enter into such a contract with Wells Development even if at the time of contracting we have not yet raised sufficient proceeds in our offering to enable us to close the purchase of such property. However, we will not be required to close a purchase from Wells Development, and will be entitled to a refund of our earnest money, in the following circumstances:

- . Wells Development fails to develop the property;
- . the tenant fails to take possession under its lease for any reason; or
- . we are unable to raise sufficient proceeds from our offering to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

pay the purchase price at closing.

The obligation of Wells Development to refund our earnest money is unsecured, and it is unlikely that we would be able to obtain a refund of such earnest money deposit from it under these circumstances since Wells Development is an entity without substantial assets or operations. Although Wells Development's obligation to refund the earnest money deposit to us under these circumstances will be guaranteed by Wells Management Company, Inc., an affiliated entity (Wells Management), Wells Management has no substantial assets other than contracts for property management and leasing services pursuant to which it receives substantial monthly fees. Therefore, we cannot assure you that Wells Management would be able to refund all of our earnest money deposit in a lump sum. If we were forced to collect our earnest money deposit by enforcing the guaranty of Wells Management, we will likely be required to accept installment payments over time payable out of the revenues of Wells Management's property management and leasing operations. We cannot assure you that we would be able to collect the entire amount of our earnest money deposit under such circumstances. (See "Investment Objectives and Criteria -- Acquisition of Properties from Wells Development Corporation.")

Competition for investments may increase costs and reduce returns.

We will experience competition for real property investments from individuals, corporations and bank and insurance company investment accounts, as well as other real estate investment trusts, real estate limited partnerships, and other entities engaged in real estate investment activities. Competition for investments may have the effect of increasing costs and reducing your returns.

Delays in acquisitions of properties may have adverse effects on your investment.

Delays we encounter in the selection, acquisition and development of properties could adversely affect your returns. Where properties are acquired prior to the start of construction or during the early stages of construction, it will typically take several months to complete construction and rent available space. Therefore, you could suffer delays in the distribution of cash dividends attributable to those particular properties.

22

Uncertain market conditions and the broad discretion of Wells Capital relating to the future disposition of properties could adversely affect the return on your investment.

We generally will hold the various real properties in which we invest until such time as Wells Capital determines that a sale or other disposition appears to be advantageous to achieve our investment objectives or until it appears that such objectives will not be met. Otherwise, Wells Capital, subject to approval of the board, may exercise its discretion as to whether and when to sell a property, and we will have no obligation to sell properties at any particular time, except upon a liquidation of the Wells REIT if we do not list the shares by January 30, 2008. We cannot predict with any certainty the various market conditions affecting real estate investments which will exist at any particular time in the future. Due to the uncertainty of market conditions which may affect the future disposition of our properties, we cannot assure you that we will be able to sell our properties at a profit in the future. Accordingly, the extent to which you will receive cash distributions and realize potential appreciation on our real estate investments will be dependent upon fluctuating market conditions.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Discovery of previously undetected environmentally hazardous conditions may adversely affect our operating results.

Under various federal, state and local environmental laws, ordinances and regulations, a current or previous owner or operator of real property may be liable for the cost of removal or remediation of hazardous or toxic substances on such property. Such laws often impose liability whether or not the owner or operator knew of, or was responsible for, the presence of such hazardous or toxic substances. Environmental laws also may impose restrictions on the manner in which property may be used or businesses may be operated, and these restrictions may require expenditures. Environmental laws provide for sanctions in the event of noncompliance and may be enforced by governmental agencies or, in certain circumstances, by private parties. In connection with the acquisition and ownership of our properties, we may be potentially liable for such costs. The cost of defending against claims of liability, of compliance with environmental regulatory requirements or of remediating any contaminated property could materially adversely affect the business, assets or results of operations of the Wells REIT and, consequently, amounts available for distribution to you.

### Financing Risks

If we fail to make our debt payments, we could lose our investment in a property.

Loans obtained to fund property acquisitions will generally be secured by first priority mortgages on some of our properties. If we are unable to make our debt payments as required, a lender could foreclose on the property or properties securing its debt. This could cause us to lose part or all of our investment which in turn could cause the value of the shares and the dividends payable to shareholders to be reduced. (See "Description of Properties -- Real Estate Loans.")

Lenders may require us to enter into restrictive covenants relating to our operations.

In connection with obtaining certain financing, a lender could impose restrictions on us which affect our ability to incur additional debt and our distribution and operating policies. Loan documents we enter into may contain customary negative covenants which may limit our ability to further mortgage the property, to discontinue insurance coverage, replace Wells Capital as our advisor or impose other limitations.

23

If we enter into financing arrangements involving balloon payment obligations, it may adversely affect our ability to pay dividends.

Some of our financing arrangements may require us to make a lump-sum or "balloon" payment at maturity. We may finance more properties in this manner. Our ability to make a balloon payment at maturity is uncertain and may depend upon our ability to obtain additional financing or our ability to sell the property. At the time the balloon payment is due, we may or may not be able to refinance the balloon payment on terms as favorable as the original loan or sell the property at a price sufficient to make the balloon payment. The effect of a refinancing or sale could affect the rate of return to shareholders and the projected time of disposition of our assets. In addition, payments of principal and interest made to service our debts may leave us with insufficient cash to pay the distributions that we are required to pay to maintain our qualification as a REIT.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### Federal Income Tax Risks

Failure to qualify as a REIT could adversely affect our operations and our ability to make distributions.

If we fail to qualify as a REIT for any taxable year, we will be subject to federal income tax on our taxable income at corporate rates. In addition, we would generally be disqualified from treatment as a REIT for the four taxable years following the year of losing our REIT status. Losing our REIT status would reduce our net earnings available for investment or distribution to shareholders because of the additional tax liability. In addition, distributions to shareholders would no longer qualify for the distributions paid deduction and we would no longer be required to make distributions. We might be required to borrow funds or liquidate some investments in order to pay the applicable tax.

Qualification as a REIT is subject to the satisfaction of tax requirements and various factual matters and circumstances which are not entirely within our control. New legislation, regulations, administrative interpretations or court decisions could change the tax laws with respect to qualification as a REIT or the federal income tax consequences of being a REIT.

Legislative or regulatory action could adversely affect investors.

In recent years, numerous legislative, judicial and administrative changes have been made in the provisions of the federal income tax laws applicable to investments similar to an investment in shares of the Wells REIT. Additional changes to tax laws are likely to continue to occur in the future, and we cannot assure you that any such changes will not adversely affect the taxation of a shareholder. Any such changes could have an adverse effect on an investment in shares or on the market value or the resale potential of our properties. You are urged to consult with your own tax advisor with respect to the impact of recent legislation on your investment in shares and the status of legislative, regulatory or administrative developments and proposals and their potential effect on an investment in shares.

### Retirement Plan Risks

There are special considerations that apply to pension or profit sharing trusts or IRAs investing in shares.

If you are investing the assets of a pension, profit sharing, 401(k), Keogh or other qualified retirement plan or the assets of an IRA in the Wells REIT, you should satisfy yourself that:

- . your investment is consistent with your fiduciary obligations under ERISA and the Internal Revenue Code;

24

- . your investment is made in accordance with the documents and instruments governing your plan or IRA, including your plan's investment policy;
- . your investment satisfies the prudence and diversification requirements of Sections 404(a)(1)(B) and 404(a)(1)(C) of ERISA;
- . your investment will not impair the liquidity of the plan or IRA;
- . your investment will not produce "unrelated business taxable

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

income" for the plan or IRA;

- . you will be able to value the assets of the plan annually in accordance with ERISA requirements; and
- . your investment will not constitute a prohibited transaction under Section 406 of ERISA or Section 4975 of the Internal Revenue Code.

For a more complete discussion of the foregoing issues and other risks associated with an investment in shares by retirement plans, please see the "ERISA Considerations" section of this prospectus on page 139.

### Suitability Standards

The shares we are offering are suitable only as a long-term investment for persons of adequate financial means. Initially, we do not expect to have a public market for the shares, which means that it may be difficult for you to sell your shares. You should not buy these shares if you need to sell them immediately or will need to sell them quickly in the future.

In consideration of these factors, we have established suitability standards for initial shareholders and subsequent transferees. These suitability standards require that a purchaser of shares have either:

- . a net worth of at least \$150,000; or
- . a gross annual income of at least \$45,000 and a net worth, excluding the value of a purchaser's home, furnishings and automobiles of at least \$45,000.

The minimum purchase is 100 shares (\$1,000), except in certain states as described below. You may not transfer less shares than the minimum purchase requirement. In addition, you may not transfer, fractionalize or subdivide your shares so as to retain less than the number of shares required for the minimum purchase. In order to satisfy the minimum purchase requirements for retirement plans, unless otherwise prohibited by state law, a husband and wife may jointly contribute funds from their separate IRAs, provided that each such contribution is made in increments of \$100. You should note that an investment in shares of the Wells REIT will not, in itself, create a retirement plan and that, in order to create a retirement plan, you must comply with all applicable provisions of the Internal Revenue Code.

The minimum purchase for Maine, New York and North Carolina residents is 250 shares (\$2,500), except for IRAs which must purchase a minimum of 100 shares (\$1,000). The minimum purchase for Minnesota residents is 250 shares (\$2,500), except for IRAs and other qualified retirement plans which must purchase a minimum of 200 shares (\$2,000).

Except in the states of Maine, Minnesota, Nebraska and Washington, if you have satisfied the minimum purchase requirements and have purchased units in other Wells programs or units or shares in

other public real estate programs, you may purchase less than the minimum number of shares set forth above, but in no event less than 2.5 shares (\$25). After you have purchased the minimum investment, any additional purchase must be in increments of at least 2.5 shares (\$25), except for (1) purchases made by residents of Maine and Minnesota, who must still meet the minimum investment



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

requirements set forth above, and (2) purchases of shares pursuant to the dividend reinvestment plan of the Wells REIT or reinvestment plans of other public real estate programs, which may be in lesser amounts.

Several states have established suitability standards different from those we have established. Shares will be sold only to investors in these states who meet the special suitability standards set forth below.

Arizona, Iowa, Massachusetts, Missouri, North Carolina and Tennessee - Investors must have either (1) a net worth of at least \$225,000 or (2) gross annual income of \$60,000 and a net worth of at least \$60,000.

Maine - Investors must have either (1) a net worth of at least \$200,000, or (2) gross annual income of \$50,000 and a net worth of at least \$50,000.

Michigan, Ohio, Oregon and Pennsylvania - In addition to our suitability requirements, investors must have a net worth of at least ten times their investment in the Wells REIT.

Missouri - Investors must have either (1) a net worth of at least \$250,000, or (2) gross annual income of \$75,000 and a net worth of at least \$75,000.

New Hampshire - Investors must have either (1) a net worth of at least \$250,000, or (2) taxable income of \$50,000 and a net worth of at least \$125,000.

In the case of sales to fiduciary accounts, these suitability standards must be met by the fiduciary account, by the person who directly or indirectly supplied the funds for the purchase of the shares or by the beneficiary of the account. These suitability standards are intended to help ensure that, given the long-term nature of an investment in our shares, our investment objectives and the relative illiquidity of our shares, shares of the Wells REIT are an appropriate investment for those of you who become investors. Each participating broker-dealer must make every reasonable effort to determine that the purchase of shares is a suitable and appropriate investment for each shareholder based on information provided by the shareholder in the Subscription Agreement. Each participating broker-dealer is required to maintain for six years records of the information used to determine that an investment in the shares is suitable and appropriate for a shareholder.

### Estimated Use of Proceeds

The following tables set forth information about how we intend to use the proceeds raised in this offering assuming that we sell 62,000,000 shares and 135,000,000 shares, respectively, pursuant to this offering. Many of the figures set forth below represent management's best estimate since they cannot be precisely calculated at this time. We expect that at least 84.0% of the money you invest will be used to buy real estate, while the remaining up to 16.0% will be used for working capital and to pay expenses and fees including the payment of fees to Wells Capital, our advisor, and Wells Investment Securities, our Dealer Manager.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Amount (1) -----	Percent -----	Amount (2) -----
Gross Offering Proceeds	\$620,000,000	100%	\$1,350,000,000
Less Public Offering Expenses:			
Selling Commissions and Dealer Manager Fee (3)	58,900,000	9.5%	128,250,000
Organization and Offering Expenses (4)	18,600,000	3.0%	18,600,000
	-----	-----	-----
Amount Available for Investment (5)	\$542,500,000	87.5%	\$1,203,150,000
Acquisition and Development:			
Acquisition and Advisory Fees (6)	18,600,000	3.0%	40,500,000
Acquisition Expenses (7)	3,100,000	0.5%	6,750,000
Initial Working Capital Reserve (8)	(8)	--	
	-----	-----	-----
Amount Invested in Properties (5) (9)	\$520,800,000	84.0%	\$1,155,900,000
	=====	=====	=====

1. Assumes that an aggregate of \$620,000,000 will be raised in this offering for purposes of illustrating the percentage of estimated organization and offering expenses at two different sales levels. See Note 4 below.

---

(Footnotes to "Estimated Use of Proceeds")

2. Assumes the maximum offering is sold which includes 125,000,000 shares offered to the public at \$10 per share and 10,000,000 shares offered pursuant to our dividend reinvestment plan at \$10 per share. Excludes 5,000,000 shares to be issued upon exercise of the soliciting dealer warrants.
  
3. Includes selling commissions equal to 7.0% of aggregate gross offering proceeds which commissions may be reduced under certain circumstances and a dealer manager fee equal to 2.5% of aggregate gross offering proceeds, both of which are payable to the Dealer Manager, an affiliate of the advisor. The Dealer Manager, in its sole discretion, may reallocate selling commissions of up to 7.0% of gross offering proceeds to other broker-dealers participating in this offering attributable to the units sold by them and may reallocate out of its dealer manager fee up to 1.5% of gross offering proceeds in marketing fees and due diligence expenses to broker-dealers participating in this offering based on such factors as the volume of units sold by such participating broker-dealers, marketing support provided by such participating broker-dealers and bona fide conference fees incurred. The amount of selling commissions may often be reduced under certain circumstances for volume discounts. See the "Plan of Distribution" section of this prospectus for a description of such provisions.
  
4. Organization and offering expenses consist of reimbursement of actual legal, accounting, printing and other accountable offering expenses, including amounts to reimburse Wells Capital, our advisor, for marketing, salaries and direct expenses of its employees while engaged in registering and marketing the shares and other marketing and organization costs, other than selling commissions and the dealer manager fee. Wells Capital and its affiliates will be responsible for the payment of organization and offering expenses, other than selling commissions and the dealer manager fee, to the extent they exceed 3.0% of gross offering proceeds without recourse against or reimbursement by the Wells REIT. We currently estimate that approximately \$18,600,000 of organization and offering costs will be incurred if the maximum

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

offering of 135,000,000 shares is sold.

5. Until required in connection with the acquisition and development of properties, substantially all of the net proceeds of the offering and, thereafter, the working capital reserves of the Wells REIT,

27

may be invested in short-term, highly-liquid investments including government obligations, bank certificates of deposit, short-term debt obligations and interest-bearing accounts.

6. Acquisition and advisory fees are defined generally as fees and commissions paid by any party to any person in connection with the purchase, development or construction of properties. We will pay Wells Capital, as our advisor, acquisition and advisory fees up to a maximum amount of 3.0% of gross offering proceeds in connection with the acquisition of the real estate properties. Acquisition and advisory fees do not include acquisition expenses.
7. Acquisition expenses include legal fees and expenses, travel expenses, costs of appraisals, nonrefundable option payments on property not acquired, accounting fees and expenses, title insurance premiums and other closing costs and miscellaneous expenses relating to the selection, acquisition and development of real estate properties.
8. Because the vast majority of leases for the properties acquired by the Wells REIT will provide for tenant reimbursement of operating expenses, we do not anticipate that a permanent reserve for maintenance and repairs of real estate properties will be established. However, to the extent that we have insufficient funds for such purposes, we may apply an amount of up to 1.0% of gross offering proceeds for maintenance and repairs of real estate properties. We also may, but are not required to, establish reserves from gross offering proceeds, out of cash flow generated by operating properties or out of nonliquidating net sale proceeds, defined generally to mean the net cash proceeds received by the Wells REIT from any sale or exchange of properties.
9. Includes amounts anticipated to be invested in properties net of fees and expenses. We estimate that at least approximately 84.0% of the proceeds received from the sale of shares will be used to acquire properties.

### Management

#### General

We operate under the direction of our board of directors, the members of which are accountable to us and our shareholders as fiduciaries. The board is responsible for the management and control of our affairs. The board has retained Wells Capital to manage our day-to-day affairs and the acquisition and disposition of our investments, subject to the board's supervision. The articles of incorporation of the Wells REIT were reviewed and ratified by the board of directors, including the independent directors, at their initial meeting. This ratification by the board of directors was required by the NASAA Guidelines.

Our articles of incorporation and bylaws provide that the number of directors of the Wells REIT may be established by a majority of the entire board of directors but may not be fewer than three nor more than 15. We currently have a total of nine directors. The articles of incorporation also provide that a

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

majority of the directors must be independent directors. An "independent director" is a person who is not an officer or employee of the Wells REIT, Wells Capital or their affiliates and has not otherwise been affiliated with such entities for the previous two years. Of the nine current directors, seven of our directors are considered independent directors.

Proposed transactions are often discussed before being brought to a final board vote. During these discussions, independent directors often offer ideas for ways in which deals can be changed to make them acceptable and these suggestions are taken into consideration when structuring transactions. Each director will serve until the next annual meeting of shareholders or until his successor has been duly

28

elected and qualified. Although the number of directors may be increased or decreased, a decrease shall not have the effect of shortening the term of any incumbent director.

Any director may resign at any time and may be removed with or without cause by the shareholders upon the affirmative vote of at least a majority of all the votes entitled to be cast at a meeting called for the purpose of the proposed removal. The notice of the meeting shall indicate that the purpose, or one of the purposes, of the meeting is to determine if the director shall be removed. The term "cause" as used in this context is a term used in the Maryland Corporation Law. Since the Maryland Corporation Law does not define the term "cause," shareholders may not know exactly what actions by a director may be grounds for removal.

Unless filled by a vote of the shareholders as permitted by Maryland Corporation Law, a vacancy created by an increase in the number of directors or the death, resignation, removal, adjudicated incompetence or other incapacity of a director shall be filled by a vote of a majority of the remaining directors and,

- . in the case of a director who is not an independent director (affiliated director), by a vote of a majority of the remaining affiliated directors, or
- . in the case of an independent director, by a vote of a majority of the remaining independent directors,

unless there are no remaining affiliated directors or independent directors, as the case may be. In such case a majority vote of the remaining directors shall be sufficient. If at any time there are no independent or affiliated directors in office, successor directors shall be elected by the shareholders. Each director will be bound by the articles of incorporation and the bylaws.

The directors are not required to devote all of their time to our business and are only required to devote the time to our affairs as their duties require. The directors will meet quarterly or more frequently if necessary. We do not expect that the directors will be required to devote a substantial portion of their time to discharge their duties as our directors. Consequently, in the exercise of their fiduciary responsibilities, the directors will be relying heavily on Wells Capital. The board is empowered to fix the compensation of all officers that it selects and may pay compensation to directors for services rendered to us in any other capacity.

Our general investment and borrowing policies are set forth in this prospectus. The directors may establish further written policies on investments

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

and borrowings and shall monitor our administrative procedures, investment operations and performance to ensure that the policies are fulfilled and are in the best interest of the shareholders. We will follow the policies on investments and borrowings set forth in this prospectus unless and until they are modified by the directors.

The board is also responsible for reviewing our fees and expenses on at least an annual basis and with sufficient frequency to determine that the expenses incurred are in the best interest of the shareholders. In addition, a majority of the independent directors and a majority of directors not otherwise interested in the transaction must approve all transactions with Wells Capital or its affiliates. The independent directors will also be responsible for reviewing the performance of Wells Capital and determining that the compensation to be paid to Wells Capital is reasonable in relation to the nature and quality of services to be performed and that the provisions of the advisory agreement are being carried out. Specifically, the independent directors will consider factors such as:

29

- . the amount of the fee paid to Wells Capital in relation to the size, composition and performance of our investments;
- . the success of Wells Capital in generating appropriate investment opportunities;
- . rates charged to other REITs and other investors by advisors performing similar services;
- . additional revenues realized by Wells Capital and its affiliates through their relationship with us, whether we pay them or they are paid by others with whom we do business;
- . the quality and extent of service and advice furnished by Wells Capital and the performance of our investment portfolio; and
- . the quality of our portfolio relative to the investments generated by Wells Capital for its other clients.

Neither the directors nor their affiliates will vote or consent to the voting of shares they now own or hereafter acquire on matters submitted to the shareholders regarding either (1) the removal of Wells Capital, any director or any affiliate, or (2) any transaction between us and Wells Capital, any director or any affiliate.

### Committees of the Board of Directors

Our entire board of directors considers all major decisions concerning our business, including any property acquisitions. However, our board has established an Audit Committee and a Compensation Committee so that these important areas can be addressed in more depth than may be possible at a full board meeting.

#### Audit Committee

The Audit Committee meets on a regular basis at least three times a year. The Audit Committee members are Messrs. Bell, Carpenter, Carter, Keogler, Moss, Sessoms and Strickland. The board of directors adopted our Audit Committee Charter at its quarterly board meeting held September 27, 2000. The Audit Committee's primary function is to assist the board of directors in fulfilling

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

its oversight responsibilities by reviewing the financial information to be provided to the shareholders and others, the system of internal controls which management has established, and the audit and financial reporting process.

### Compensation Committee

Our board of directors has also established a Compensation Committee to administer the 2000 Employee Stock Option Plan, as described below, which was approved by the shareholders at our annual shareholders meeting held June 28, 2000. The Compensation Committee is comprised of Messrs. Bell, Carpenter, Carter, Keogler, Moss, Sessoms and Strickland. The primary function of the Compensation Committee is to administer the granting of stock options to selected employees of Wells Capital and Wells Management based upon recommendations from Wells Capital, and to set the terms and conditions of such options in accordance with the 2000 Employee Stock Option Plan.

30

### Executive Officers and Directors

We have provided below certain information about our executive officers and directors.

Name	Position(s)
----	-----
Leo F. Wells, III	President and Director
Douglas P. Williams	Executive Vice President, Secretary, Treasurer and Director
John L. Bell	Director
Richard W. Carpenter	Director
Bud Carter	Director
William H. Keogler, Jr.	Director
Donald S. Moss	Director
Walter W. Sessoms	Director
Neil H. Strickland	Director

Leo F. Wells, III is the President and a director of the Wells REIT and the President, Treasurer and sole director of Wells Capital, our advisor. He is also the sole shareholder and sole director of Wells Real Estate Funds, Inc., the parent corporation of Wells Capital. Mr. Wells is President of Wells & Associates, Inc., a real estate brokerage and investment company formed in 1976 and incorporated in 1978, for which he serves as principal broker. He is also the President, Treasurer and sole director of:

- . Wells Management Company, Inc., our Property Manager;
- . Wells Investment Securities, Inc., our Dealer Manager;
- . Wells Advisors, Inc., a company he organized in 1991 to act as a non-bank custodian for IRAs; and
- . Wells Development Corporation, a company he organized in 1997 to develop real properties.

Mr. Wells was a real estate salesman and property manager from 1970 to 1973 for Roy D. Warren & Company, an Atlanta-based real estate company, and he was associated from 1973 to 1976 with Sax Gaskin Real Estate Company, during which time he became a Life Member of the Atlanta Board of Realtors Million Dollar Club. From 1980 to February 1985 he served as Vice President of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Hill-Johnson, Inc., a Georgia corporation engaged in the construction business. Mr. Wells holds a Bachelor of Business Administration degree in economics from the University of Georgia. Mr. Wells is a member of the International Association for Financial Planning (IAFP) and a registered NASD principal.

Mr. Wells has over 27 years of experience in real estate sales, management and brokerage services. In addition to being the President and a director of the Wells REIT, he is currently a co-general partner in a total of 26 real estate limited partnerships formed for the purpose of acquiring, developing and operating office buildings and other commercial properties. As of September 30, 2000, these 26 real estate limited partnerships represented investments totaling approximately \$313,562,916 from approximately 27,322 investors.

Douglas P. Williams is the Executive Vice President, Secretary, Treasurer and a director of the Wells REIT. He is also a Senior Vice President of Wells Capital, our advisor, and is also a Vice President of:

- . Wells Investment Securities, Inc., our Dealer Manager;
- . Wells Real Estate Funds, Inc.; and
- . Wells Advisors, Inc.

31

Mr. Williams previously served as Vice President, Controller of OneSource, Inc., a leading supplier of janitorial and landscape services, from 1996 to 1999 where he was responsible for corporate-wide accounting activities and financial analysis. Mr. Williams was employed by ECC International Inc. ("ECC"), a supplier to the paper industry and to the paint, rubber and plastic industries, from 1982 to 1995. While at ECC, Mr. Williams served in a number of key accounting positions, including Corporate Accounting Manager, U.S. Operations, Division Controller, Americas Region and Corporate Controller, America/Pacific Division. Prior to joining ECC and for one year after leaving ECC, Mr. Williams was employed by Lithonia Lighting, a manufacturer of lighting fixtures, as a Cost and General Accounting Manager and Director of Planning and Control. Mr. Williams started his professional career as an auditor for KPMG Peat Marwick LLP.

Mr. Williams is a member of the American Institute of Certified Public Accountants and the Georgia Society of Certified Public Accountants. Mr. Williams received a bachelor of arts degree from Dartmouth College and a Masters of Business Administration degree from the Amos Tuck School of Graduate Business Administration at Dartmouth College.

John L. Bell was the owner and Chairman of Bell-Mann, Inc., the largest commercial flooring contractor in the Southeast from February 1971 to February 1996. Mr. Bell also served on the Board of Directors of Realty South Investors, a REIT traded on the American Stock Exchange, and was the founder and served as a director of both the Chattahoochee Bank and the Buckhead Bank. In 1997, Mr. Bell initiated and implemented a "Dealer Acquisition Plan" for Shaw Industries, Inc., a floor covering manufacturer and distributor, which plan included the acquisition of Bell-Mann.

Mr. Bell currently serves on the Board of Directors of Electronic Commerce Systems, Inc. and the Cullasaja Club of Highlands, North Carolina. Mr. Bell is also extensively involved in buying and selling real estate both individually and in partnership with others. Mr. Bell graduated from Florida State University majoring in accounting and marketing.

Richard W. Carpenter served as General Vice President of Real Estate

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Finance of The Citizens and Southern National Bank from 1975 to 1979, during which time his duties included the establishment and supervision of the United Kingdom Pension Fund, U.K.-American Properties, Inc. which was established primarily for investment in commercial real estate within the United States.

Mr. Carpenter is currently President and director of Realmark Holdings Corp., a residential and commercial real estate developer, and has served in that position since October 1983. Mr. Carpenter is also a managing partner of Carpenter Properties, L.P., a real estate limited partnership. He is also President and director of Commonwealth Oil Refining Company, Inc., a position he has held since 1984.

Mr. Carpenter previously served as Vice Chairman of the Board of Directors of both First Liberty Financial Corp. and Liberty Savings Bank, F.S.B. and Chairman of the Audit Committee of First Liberty Financial Corp. He has been a member of The National Association of Real Estate Investment Trusts and served as President and Chairman of the Board of Southmark Properties, an Atlanta-based REIT investing in commercial properties. Mr. Carpenter is a past Chairman of the American Bankers Association Housing and Real Estate Finance Division Executive Committee. Mr. Carpenter holds a Bachelor of Science degree from Florida State University, where he was named the outstanding alumnus of the School of Business in 1973.

Bud Carter was an award-winning broadcast news director and anchorman for several radio and television stations in the Midwest for over 20 years. From 1975 to 1980, Mr. Carter served as General Manager of WTAZ-FM, a radio station in Peoria, Illinois and served as editor and publisher of The Peoria

32

Press, a weekly business and political journal in Peoria, Illinois. From 1981 until 1989, Mr. Carter was also an owner and General Manager of Transitions, Inc., a corporate outplacement company in Atlanta, Georgia.

Mr. Carter currently serves as Senior Vice President for The Executive Committee, a 43-year old international organization established to aid presidents and CEOs to share ideas on ways to improve the management and profitability of their respective companies. The Executive Committee operates in numerous large cities throughout the United States, Canada, Australia, France, Italy, Malaysia, Brazil, the United Kingdom and Japan. The Executive Committee has more than 7,000 presidents and CEOs who are members. In addition, Mr. Carter was the first Chairman of the organization recruited in Atlanta and still serves as Chairman of the first two groups formed in Atlanta, each comprised of 14 noncompeting CEOs and presidents. Mr. Carter is a graduate of the University of Missouri where he earned degrees in journalism and social psychology.

William H. Keogler, Jr. was employed by Brooke Bond Foods, Inc. as a Sales Manager from June 1965 to September 1968. From July 1968 to December 1974, Mr. Keogler was employed by Kidder Peabody & Company, Inc. and Dupont, Gloré, Forgan as a corporate bond salesman responsible for managing the industrial corporate bond desk and the utility bond area. From December 1974 to July 1982, Mr. Keogler was employed by Robinson-Humphrey, Inc. as the Director of Fixed Income Trading Departments responsible for all municipal bond trading and municipal research, corporate and government bond trading, unit trusts and SBA/FHA loans, as well as the oversight of the publishing of the Robinson-Humphrey Southeast Unit Trust, a quarterly newsletter. Mr. Keogler was elected to the Board of Directors of Robinson-Humphrey, Inc. in 1982. From July 1982 to October 1984, Mr. Keogler was Executive Vice President, Chief Operating Officer, Chairman of the Executive Investment Committee and member of the Board of Directors and Chairman of the MFA Advisory Board for the Financial Service



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Corporation. He was responsible for the creation of a full service trading department specializing in general securities with emphasis on municipal bonds and municipal trusts. Under his leadership, Financial Service Corporation grew to over 1,000 registered representatives and over 650 branch offices. In March 1985, Mr. Keogler founded Keogler, Morgan & Company, Inc., a full service brokerage firm, and Keogler Investment Advisory, Inc., in which he served as Chairman of the Board of Directors, President and Chief Executive Officer. In January 1997, both companies were sold to SunAmerica, Inc., a publicly traded New York Stock Exchange company. Mr. Keogler continued to serve as President and Chief Executive Officer of these companies until his retirement in January 1998.

Mr. Keogler serves on the Board of Trustees of Senior Citizens Services of Atlanta. He graduated from Adelphi University in New York where he earned a degree in psychology.

Donald S. Moss was employed by Avon Products, Inc. from 1957 until his retirement in 1986. While at Avon, Mr. Moss served in a number of key positions, including Vice President and Controller from 1973 to 1976, Group Vice President of Operations-Worldwide from 1976 to 1979, Group Vice President of Sales-Worldwide from 1979 to 1980, Senior Vice President-International from 1980 to 1983 and Group Vice President-Human Resources and Administration from 1983 until his retirement in 1986. Mr. Moss was also a member of the board of directors of Avon Canada, Avon Japan, Avon Thailand, and Avon Malaysia from 1980-1983.

Mr. Moss is currently a director of The Atlanta Athletic Club. He formerly was the National Treasurer and a director of the Girls Clubs of America from 1973 to 1976. Mr. Moss graduated from the University of Illinois where he received a degree in business.

Walter W. Sessoms was employed by Southern Bell and its successor company, BellSouth, from 1956 until his retirement in June 1997. While at BellSouth, Mr. Sessoms served in a number of key

33

positions, including Vice President-Residence for the State of Georgia from June 1979 to July 1981, Vice President-Transitional Planning Officer from July 1981 to February 1982, Vice President-Georgia from February 1982 to June 1989, Senior Vice President-Regulatory and External Affairs from June 1989 to November 1991, and Group President-Services from December 1991 until his retirement on June 30, 1997.

Mr. Sessoms currently serves as a director of the Georgia Chamber of Commerce for which he is a past Chairman of the Board, the Atlanta Civic Enterprises and the Salvation Army's Board of Visitors of the Southeast Region. Mr. Sessoms is also a past executive advisory council member for the University of Georgia College of Business Administration and past member of the executive committee of the Atlanta Chamber of Commerce. Mr. Sessoms is a graduate of Wofford College where he earned a degree in economics and business administration. He is a member of the Governor's Education Reform Commission.

Neil H. Strickland was employed by Loyalty Group Insurance (which subsequently merged with America Fore Loyalty Group and is now known as The Continental Group) as an automobile insurance underwriter. From 1957 to 1961, Mr. Strickland served as Assistant Supervisor of the Casualty Large Lines Retrospective Rating Department. From 1961 to 1964, Mr. Strickland served as Branch Manager of Wolverine Insurance Company, a full service property and casualty service company, where he had full responsibility for underwriting of insurance and office administration in the State of Georgia. In 1964, Mr.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Strickland and a non-active partner started Superior Insurance Service, Inc., a property and casualty wholesale general insurance agency. Mr. Strickland served as President and was responsible for the underwriting and all other operations of the agency. In 1967, Mr. Strickland sold his interest in Superior Insurance Service, Inc. and started Strickland General Agency, Inc., a property and casualty general insurance agency concentrating on commercial customers. Mr. Strickland is currently the Senior Operation Executive of Strickland General Agency, Inc. and devotes most of his time to long-term planning, policy development and senior administration.

Mr. Strickland is a past President of the Norcross Kiwanis Club and served as both Vice President and President of the Georgia Surplus Lines Association. He also served as President and a director of the National Association of Professional Surplus Lines Offices. Mr. Strickland currently serves as a director of First Capital Bank, a community bank located in the State of Georgia. Mr. Strickland attended Georgia State University where he majored in business administration. He received his L.L.B. degree from Atlanta Law School.

### Compensation of Directors

We pay each of our independent directors \$500 per month plus \$125 for each board meeting he attends. In addition, we have reserved 100,000 shares of common stock for future issuance upon the exercise of stock options granted to the independent directors pursuant to our Independent Director Stock Option Plan and 500,000 shares for future issuance upon the exercise of warrants to be granted to the independent directors pursuant to our Independent Director Warrant Plan. All directors receive reimbursement of reasonable out-of-pocket expenses incurred in connection with attendance at meetings of the board of directors. If a director also is an officer of the Wells REIT, we do not pay separate compensation for services rendered as a director.

### Independent Director Stock Option Plan

Our Independent Director Stock Option Plan (Director Option Plan) was approved by our shareholders at the annual shareholders meeting held June 16, 1999. We issued non-qualified stock options to purchase 2,500 shares (Initial Options) to each independent director pursuant to our Director

34

Option Plan. In addition, we issued options to purchase 1,000 shares to each independent director in connection with the 2000 annual meeting of stockholders and will continue to issue options to purchase 1,000 shares (Subsequent Options) to each independent director then in office on the date of each annual stockholder's meeting. The Initial Options and the Subsequent Options are collectively referred to as the "Director Options." Director Options may not be granted at any time when the grant, along with grants to other independent directors, would exceed 10% of our issued and outstanding shares. As of September 30, 2000, each independent director had been granted options to purchase a total of 3,500 shares under the Director Option Plan, of which 1,000 of those shares were exercisable. The exercise price for the Initial Options is \$12.00 per share. The exercise price for the Subsequent Options is the greater of (1) \$12.00 per share or (2) the fair market value of the shares on the date they are granted. Fair market value is defined generally to mean:

- . the average closing price for the five consecutive trading days ending on such date if the shares are traded on a national exchange;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . the average of the high bid and low asked prices if the shares are quoted on NASDAQ;
- . the average of the last 10 sales made pursuant to a public offering if there is a current public offering and no market maker for the shares;
- . the average of the last 10 purchases (or fewer if less than 10 purchases) under our share redemption program if there is no current public offering; or
- . the price per share under the dividend reinvestment plan if there are no purchases under the share redemption program.

One-fifth of the Initial Options were exercisable beginning on the date we granted them, one-fifth of the Initial Options became exercisable beginning in July 2000 and an additional one-fifth of the Initial Options will become exercisable on each anniversary of the date we granted them for a period of three years until 100% of the shares become exercisable. The Subsequent Options granted under the Director Option Plan will become exercisable on the second anniversary of the date we grant them.

A total of 100,000 shares have been authorized and reserved for issuance under the Director Option Plan. If the number of outstanding shares is changed into a different number or kind of shares or securities through a reorganization or merger in which the Wells REIT is the surviving entity, or through a combination, recapitalization or otherwise, an appropriate adjustment will be made in the number and kind of shares that may be issued pursuant to exercise of the Director Options. A corresponding adjustment to the exercise price of the Director Options granted prior to any change will also be made. Any such adjustment, however, will not change the total payment, if any, applicable to the portion of the Director Options not exercised, but will change only the exercise price for each share.

Options granted under the Director Option Plan shall lapse on the first to occur of (1) the tenth anniversary of the date we grant them, (2) the removal for cause of the independent director as a member of the board of directors, or (3) three months following the date the independent director ceases to be a director for any reason other than death or disability, and may be exercised by payment of cash or through the delivery of common stock. Director Options granted under the Director Option Plan are generally exercisable in the case of death or disability for a period of one year after death or the disabling event. No Director Option issued may be exercised if such exercise would jeopardize our status as a REIT under the Internal Revenue Code.

35

The independent directors may not sell pledge, assign or transfer their options other than by will or the laws of descent or distribution.

Upon the dissolution or liquidation of the Wells REIT, upon our reorganization, merger or consolidation with one or more corporations as a result of which we are not the surviving corporation or upon sale of all or substantially all of our properties, the Director Option Plan will terminate, and any outstanding Director Options will terminate and be forfeited. The board of directors may provide in writing in connection with any such transaction for any or all of the following alternatives:

- . for the assumption by the successor corporation of the Director Options granted or the replacement of the Director Options with

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

options covering the stock of the successor corporation, or a parent or subsidiary of such corporation, with appropriate adjustments as to the number and kind of shares and exercise prices;

- . for the continuance of the Director Option Plan and the Director Options by such successor corporation under the original terms; or
- . for the payment in cash or shares of common stock in lieu of and in complete satisfaction of such options.

### Independent Director Warrant Plan

Our Independent Director Warrant Plan of the Wells REIT (Director Warrant Plan) was approved by our shareholders at the annual shareholders meeting held June 28, 2000. Our Director Warrant Plan provides for the issuance of warrants to purchase shares of our common stock (Warrants) to independent directors based on the number of shares of common stock that they purchase in the future. The purpose of the Director Warrant Plan is to encourage our independent directors to purchase shares of our common stock. Beginning on the effective date of the Director Warrant Plan and continuing until the earlier to occur of (1) the termination of the Director Warrant Plan by action of the board of directors or otherwise, or (2) 5:00 p.m. EST on the date of listing of our shares on a national securities exchange, each independent director will receive one Warrant for every 25 shares of common stock he purchases. The exercise price of the Warrants will be \$12.00 per share.

A total of 500,000 Warrants have been authorized and reserved for issuance under the Director Warrant Plan, each of which will be redeemable for one share of our common stock. Upon our dissolution or liquidation, or upon a reorganization, merger or consolidation, where we are not the surviving corporation, or upon our sale of all or substantially all of our properties, the Director Warrant Plan shall terminate, and any outstanding Warrants shall terminate and be forfeited; provided, however, that holders of Warrants may exercise any Warrants that are otherwise exercisable immediately prior to the effective date of the dissolution, liquidation, consolidation or merger. Notwithstanding the above, the board of directors may provide in writing in connection with any such transaction for any or all of the following alternatives: (1) for the assumption by the successor corporation of the Warrants theretofore granted or the substitution by such corporation for such Warrants of awards covering the stock of the successor corporation, or a parent or subsidiary thereof, with appropriate adjustments as to the number and kind of shares and prices; (2) for the continuance of the Director Warrant Plan by such successor corporation in which event the Director Warrant Plan and the Warrants shall continue in the manner and under the terms so provided; or (3) for the payment in cash or shares in lieu of and in complete satisfaction of such Warrants.

No Warrant may be sold, pledged, assigned or transferred by an independent director in any manner other than by will or the laws of descent or distribution. All Warrants exercised during the

independent director's lifetime shall be exercised only by the independent director or his legal representative. Any transfer contrary to the Director Warrant Plan will nullify and render void the Warrant. Notwithstanding any other provisions of the Director Warrant Plan, Warrants granted under the Director Warrant Plan shall continue to be exercisable in the case of death or disability

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

of the independent director for a period of one year after the death or disabling event, provided that the death or disabling event occurs while the person is an independent director. No Warrant issued may be exercised if such exercise would jeopardize our status as a REIT under the Internal Revenue Code.

### 2000 Employee Stock Option Plan

Our 2000 Employee Stock Option Plan of the Wells REIT (Employee Option Plan) was approved by our shareholders at the annual shareholders meeting held June 28, 2000. Our Employee Option Plan is designed to enable Wells Capital and Wells Management to obtain or retain the services of employees considered essential to our long range success and the success of Wells Capital and Wells Management by offering such employees an opportunity to participate in the growth of the Wells REIT through ownership of our common stock.

The Employee Option Plan provides for the formation of a Compensation Committee consisting of two or more of our independent directors. (See "Committees of the Board of Directors.") The Compensation Committee shall conduct the general administration of the Employee Option Plan. The Compensation Committee is authorized to grant "non-qualified" stock options (Employee Options) to selected employees of Wells Capital and Wells Management based upon the recommendation of Wells Capital and subject to the absolute discretion of the Compensation Committee and applicable limitations of the Employee Option Plan. The exercise price for the Employee Options shall be the greater of (1) \$11.00 per share or (2) the fair market value of the shares on the date the option is granted. A total of 750,000 shares have been authorized and reserved for issuance under the Employee Option Plan.

The Compensation Committee shall set the term of the Employee Options in its discretion, although no Employee Option shall have a term greater than five years from the later of (i) the date our shares become listed on a national securities exchange, or (ii) the date the Employee Option is granted. The employee receiving Employee Options shall agree to remain in employment with his employer for a period of one year after the Employee Option is granted. The Compensation Committee shall set the period during which the right to exercise an option vests in the holder of the option. No Employee Option issued may be exercised, however, if such exercise would jeopardize our status as a REIT under the Internal Revenue Code. In addition, no option may be sold, pledged, assigned or transferred by an employee in any manner other than by will or the laws of descent or distribution.

In the event that the Compensation Committee determines that any dividend or other distribution, recapitalization, stock split, reorganization, merger, liquidation, dissolution, or sale, transfer, exchange or other disposition of all or substantially all of our assets, or other similar corporate transaction or event, affects the shares such that an adjustment is determined by the Compensation Committee to be appropriate in order to prevent dilution or enlargement of the benefits or potential benefits intended to be made available under the Employee Option Plan or with respect to an Employee Option, then the Compensation Committee shall, in such manner as it may deem equitable, adjust the number and kind of shares or the exercise price with respect to any option.

### Limited Liability and Indemnification of Directors, Officers, Employees and Other Agents

Our organizational documents limit the personal liability of our shareholders, directors and officers for monetary damages to the fullest extent permitted under current Maryland Corporation Law. We also maintain a directors and officers liability insurance policy. Maryland Corporation Law allows

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

directors and officers to be indemnified against judgments, penalties, fines, settlements and expenses actually incurred in a proceeding unless the following can be established:

- . an act or omission of the director or officer was material to the cause of action adjudicated in the proceeding, and was committed in bad faith or was the result of active and deliberate dishonesty;
- . the director or officer actually received an improper personal benefit in money, property or services; or
- . with respect to any criminal proceeding, the director or officer had reasonable cause to believe his act or omission was unlawful.

Any indemnification or any agreement to hold harmless is recoverable only out of our assets and not from the shareholders. Indemnification could reduce the legal remedies available to us and the shareholders against the indemnified individuals, however.

This provision does not reduce the exposure of directors and officers to liability under federal or state securities laws, nor does it limit the shareholder's ability to obtain injunctive relief or other equitable remedies for a violation of a director's or an officer's duties to us or our shareholders, although the equitable remedies may not be an effective remedy in some circumstances.

In spite of the above provisions of Maryland Corporation Law, our articles of incorporation provide that the directors, Wells Capital and its affiliates will be indemnified by us for losses arising from our operation only if all of the following conditions are met:

- . the directors, Wells Capital or its affiliates have determined, in good faith, that the course of conduct which caused the loss or liability was in our best interests;
- . the directors, Wells Capital or its affiliates were acting on our behalf or performing services for us;
- . in the case of affiliated directors, Wells Capital or its affiliates, the liability or loss was not the result of negligence or misconduct by the party seeking indemnification;
- . in the case of independent directors, the liability or loss was not the result of gross negligence or willful misconduct by the party seeking indemnification; and
- . the indemnification or agreement to hold harmless is recoverable only out of our net assets and not from the shareholders.

We have agreed to indemnify and hold harmless Wells Capital and its affiliates performing services for us from specific claims and liabilities arising out of the performance of its obligations under the advisory agreement. As a result, we and our shareholders may be entitled to a more limited right of action than they would otherwise have if these indemnification rights were not included in the advisory agreement.

The general effect to investors of any arrangement under which any of our controlling persons, directors or officers are insured or indemnified

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

against liability is a potential reduction in distributions resulting from our payment of premiums associated with insurance. In addition, indemnification could

38

reduce the legal remedies available to the Wells REIT and our shareholders against the officers and directors.

The Securities and Exchange Commission takes the position that indemnification against liabilities arising under the Securities Act of 1933 is against public policy and unenforceable. Indemnification of the directors, officers, Wells Capital or its affiliates will not be allowed for liabilities arising from or out of a violation of state or federal securities laws, 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; or
- . a court of competent jurisdiction approves a settlement of the claims against the indemnitee 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 the securities were offered as to indemnification for violations of securities laws.

Indemnification will be allowed for settlements and related expenses of lawsuits alleging securities laws violations and for expenses incurred in successfully defending any lawsuits, provided that a court either:

- . approves the settlement and finds that indemnification of the settlement and related costs should be made; or
- . dismisses with prejudice or there is a successful adjudication on the merits of each count involving alleged securities law violations as to the particular indemnitee and a court approves the indemnification.

### The Advisor

The advisor of the Wells REIT is Wells Capital. Some of our officers and directors are also officers and directors of Wells Capital. Wells Capital has contractual responsibility to the Wells REIT and its stockholders pursuant to the advisory agreement.

The directors and executive officers of Wells Capital are as follows:

Name	Age	Position
----	---	-----
Leo F. Wells, III	56	President, Treasurer and sole director
Douglas P. Williams	50	Senior Vice President and Assistant Treasurer
Stephen G. Franklin	53	Senior Vice President

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Kim R. Comer	45	Vice President
Linda L. Carson	57	Vice President
Allen G. Delenick	44	Vice President

39

The backgrounds of Messrs. Wells and Williams are described in the "Management -- Executive Officers and Directors" section of this prospectus. Below is a brief description of the other executive officers of Wells Capital.

Stephen G. Franklin, Ph.D. is a Senior Vice President of Wells Capital. Mr. Franklin is responsible for marketing, sales and coordination of broker-dealer relations. Mr. Franklin also serves as Vice President of Wells Real Estate Funds, Inc. Prior to joining Wells Capital in 1999, Mr. Franklin served as President of Global Access Learning, an international executive education and management development firm. From 1997 to 1999, Mr. Franklin served as President, Chief Academic Officer and Director of EduTrek International, a publicly traded provider of international post-secondary education that owns the American InterContinental University, with campuses in Atlanta, Ft. Lauderdale, Los Angeles, Washington, D.C., London and Dubai. While at EduTrek, he was instrumental in developing the Masters and Bachelors of Information Technology, International MBA and Adult Evening BBA programs. Prior to joining EduTrek, Mr. Franklin was Associate Dean of the Goizueta Business School at Emory University and a former tenured Associate Professor of Business Administration. He served on the founding Executive MBA faculty, and has taught graduate, undergraduate and executive courses in Management and Organizational Behavior, Human Resources Management and Entrepreneurship. He is also co-founder and Director of the Center for Healthcare Leadership in the Emory University School of Medicine. Mr. Franklin was a frequent guest lecturer at universities throughout North America, Europe and South Africa.

In 1984, Mr. Franklin took a sabbatical from Emory University and became Executive Vice President and a principal shareholder of Financial Service Corporation ("FSC"), an independent financial planning broker-dealer. Mr. Franklin and the other shareholders of FSC later sold their interests in FSC to Mutual of New York Life Insurance Company.

Kim R. Comer rejoined Wells Capital as National Vice President of Marketing in April 1997 after working for Wells Capital in similar capacities from January 1992 through September 1995. Mr. Comer currently serves as Vice President and Director of Customer Care Services. In prior positions with Wells Capital, he served as Vice President of Marketing for the southeast and northeast regions. Mr. Comer has over ten years experience in the securities industry and is a registered representative and financial principal with the NASD. Additionally, he has substantial financial experience including experience as controller and chief financial officer of two regional broker-dealers. In 1976, Mr. Comer graduated with honors from Georgia State University with a BBA degree in accounting.

Linda L. Carson is a Vice President of Wells Capital. She is primarily responsible for fund, property and corporate accounting, SEC reporting and coordination of all audits by the independent public accountants. Ms. Carson also serves as Secretary of Wells Investment Securities, Inc., our Dealer Manager. Ms. Carson joined Wells Capital in 1989 as Staff Accountant, became Controller in 1991 and assumed her current position in 1996. Prior to joining Wells Capital, Ms. Carson was an accountant with an electrical distributor. She is a graduate of City College of New York and has completed additional accounting courses at Kennesaw State. She is also a member of the National Society of Accountants.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Allen G. Delenick is a Vice President of Wells Capital. He is primarily responsible for identifying and analyzing properties for acquisition by conducting due diligence and preparing discounted cash flow analyses on potential acquisitions. Prior to joining Wells Capital in 1998, Mr. Delenick worked for Carter & Associates in Atlanta. In this capacity, he was responsible for project financings, development analysis, acquisitions and dispositions analysis, and occupancy cost analysis. Mr. Delenick previously worked for Portman Properties in Atlanta and Rosewood Properties in Dallas. His primary responsibilities included real estate financial analysis and acquisitions and development due diligence.

40

He graduated from Lehigh University with a B.S. in business and economics. Mr. Delenick also received an M.B.A. in finance and an M.S. in real estate from Southern Methodist University.

Wells Capital employs personnel, in addition to the directors and executive officers listed above, who have extensive experience in selecting and managing commercial properties similar to the properties sought to be acquired by the Wells REIT.

### The Advisory Agreement

Many of the services to be performed by Wells Capital in managing our day-to-day activities are summarized below. This summary is provided to illustrate the material functions which Wells Capital will perform for us as our advisor and it is not intended to include all of the services which may be provided to us by third parties. Under the terms of the advisory agreement, Wells Capital undertakes to use its best efforts to present to us investment opportunities consistent with our investment policies and objectives as adopted by the board of directors. In its performance of this undertaking, Wells Capital, either directly or indirectly by engaging an affiliate, shall, subject to the authority of the board:

- . find, present and recommend to us real estate investment opportunities consistent with our investment policies and objectives;
- . structure the terms and conditions of transactions pursuant to which acquisitions of properties will be made;
- . acquire properties on our behalf in compliance with our investment objectives and policies;
- . arrange for financing and refinancing of properties; and
- . enter into leases and service contracts for the properties acquired.

The term of the current advisory agreement ends on January 30, 2001 and may be renewed for an unlimited number of successive one-year periods. Additionally, the advisory agreement may be terminated:

- . immediately by us for "cause" or upon the bankruptcy of Wells Capital or a material breach of the advisory agreement by Wells Capital;
- . without cause by a majority of the independent directors of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells REIT or a majority of the directors of Wells Capital upon 60 days' written notice; or

- . immediately with "good reason" by Wells Capital.

"Good reason" is defined in the advisory agreement to mean either:

- . any failure by us to obtain a satisfactory agreement from our successor to assume and agree to perform our obligations under the advisory agreement; or
- . any material breach of the advisory agreement of any nature whatsoever by us.

"Cause" is defined in the advisory agreement to mean fraud, criminal conduct, willful misconduct or willful or negligent breach of fiduciary duty by Wells Capital or a breach of the advisory agreement by Wells Capital.

41

Wells Capital and its affiliates expect to engage in other business ventures and, as a result, their resources will not be dedicated exclusively to our business. However, pursuant to the advisory agreement, Wells Capital must devote sufficient resources to the administration of the Wells REIT to discharge its obligations. Wells Capital may assign the advisory agreement to an affiliate upon approval of a majority of the independent directors. We may assign or transfer the advisory agreement to a successor entity.

Wells Capital may not make any acquisition of property or financing of such acquisition on our behalf without the prior approval of a majority of our independent directors. The actual terms and conditions of transactions involving investments in properties shall be determined in the sole discretion of Wells Capital, subject at all times to such board approval.

We will reimburse Wells Capital for all of the costs it incurs in connection with the services it provides to us, including, but not limited to:

- . organization and offering expenses in an amount up to 3.0% of gross offering proceeds, which include actual legal, accounting, printing and expenses attributable to preparing the SEC registration statement, qualification of the shares for sale in the states and filing fees incurred by Wells Capital, as well as reimbursements for marketing, salaries and direct expenses of its employees while engaged in registering and marketing the shares and other marketing and organization costs, other than selling commissions and the dealer manager fee;
- . the annual cost of goods and materials used by us and obtained from entities not affiliated with Wells Capital, including brokerage fees paid in connection with the purchase and sale of securities;
- . administrative services including personnel costs; provided, however, that no reimbursement shall be made for costs of personnel to the extent that personnel are used in transactions for which Wells Capital receives a separate fee; and
- . acquisition expenses, which are defined to include expenses related to the selection and acquisition of properties, at the lesser of actual cost or 90% of competitive rates charged by

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

unaffiliated persons providing similar services.

Wells Capital must reimburse us at least annually for reimbursements paid to Wells Capital in any year to the extent that such reimbursements to Wells Capital cause our operating expenses to exceed the greater of (1) 2% of our average invested assets, which generally consists of the average book value of our real estate properties before reserves for depreciation or bad debts, or (2) 25% of our net income, which is defined as our total revenues less total expenses for any given period excluding reserves for depreciation and bad debt. Such operating expenses do not include amounts payable out of capital contributions which are capitalized for tax and accounting purposes such as the acquisition and advisory fees payable to Wells Capital. To the extent that operating expenses payable or reimbursable by us exceed this limit and the independent directors determine that the excess expenses were justified based on unusual and nonrecurring factors which they deem sufficient, Wells Capital may be reimbursed in future years for the full amount of the excess expenses, or any portion thereof, but only to the extent the reimbursement would not cause our operating expenses to exceed the limitation in any year. Within 60 days after the end of any of our fiscal quarters for which total operating expenses for the 12 months then ended exceed the limitation, there shall be sent to the shareholders a written disclosure, together with an explanation of the factors the independent directors considered in arriving at the conclusion that the excess expenses were justified.

42

Wells Capital and its affiliates will be paid fees in connection with services provided to us. (See "Management Compensation.") In the event the advisory agreement is terminated, Wells Capital will be paid all accrued and unpaid fees and expense reimbursements, and any subordinated acquisition fees earned prior to the termination. We will not reimburse Wells Capital or its affiliates for services for which Wells Capital or its affiliates are entitled to compensation in the form of a separate fee.

### Shareholdings

Wells Capital currently owns 20,000 limited partnership units of Wells OP, our operating partnership, for which it contributed \$200,000 and which constitutes 100% of the limited partner units outstanding at this time. Wells Capital may not sell any of these units during the period it serves as our advisor. Wells Capital, also owns 100 shares of the Wells REIT, which it acquired upon the initial formation of the Wells REIT. (See "The Operating Partnership Agreement.") Any resale of the shares that Wells Capital currently owns and the resale of any shares which may be acquired by our affiliates are subject to the provisions of Rule 144 promulgated under the Securities Act of 1933, which rule limits the number of shares that may be sold at any one time and the manner of such resale. Although Wells Capital and its affiliates are not prohibited from acquiring additional shares, Wells Capital has no options or warrants to acquire any additional shares and has no current plans to acquire additional shares. Wells Capital has agreed to abstain from voting any shares it now owns or hereafter acquires in any vote for the election of directors or any vote regarding the approval or termination of any contract with Wells Capital or any of its affiliates.

### Affiliated Companies

#### Property Manager

Our properties will be managed and leased initially by Wells Management Company, Inc. (Wells Management), our Property Manager. Wells Real Estate Funds,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Inc. is the sole shareholder of Wells Management, and Mr. Wells is the President, Treasurer and sole director of Wells Management. (See "Conflicts of Interest.") The other principal officers of Wells Management are as follows:

Name	Age	Positions
----	---	-----
M. Scott Meadows	36	Senior Vice President and Secretary
Michael C. Berndt	53	Vice President and Chief Investment Officer
Michael L. Watson	55	Vice President

The background of Mr. Wells is described in the "Management -- Executive Officers and Directors" section of this prospectus. Below is a brief description of the other executive officers of Wells Management.

M. Scott Meadows is a Senior Vice President and Secretary of Wells Management. He is primarily responsible for the acquisition, operation, management and disposition of real estate investments. Prior to joining Wells Management in 1996, Mr. Meadows served as Senior Property Manager for The Griffin Company, a full-service commercial real estate firm in Atlanta, where he was responsible for managing a 500,000 square foot office and retail portfolio. Mr. Meadows previously managed real estate as a Property Manager for Sea Pines Plantation Company. He graduated from University of Georgia with a B.B.A. in management. Mr. Meadows is a Georgia real estate broker and holds the Real Property Administrator (RPA) designation of the Building Owners and Managers Institute International. He is currently completing the final phase to receive the Certified Property Manager (CPM) designation from the Institute of Real Estate Management.

43

Michael C. Berndt is a Vice President and Chief Investment Officer of Wells Management. He is primarily responsible for performing due diligence on properties for acquisition, reviewing all major leasing activities and development and being the primary contact for Wells Management's banks, attorneys, and outside accountants. Prior to joining Wells Management in 1996, Mr. Berndt held several positions with financial, investment and real estate organizations, including Ernst & Young (formerly Ernst & Ernst) and Roe, Martin & Neiman, Inc., a registered investment advisory firm. He also primarily served as in-house counsel and Senior Vice President of Acquisitions for Combined Equities, Inc. and President of Phoenix Financial Corporation, an NASD broker-dealer. He graduated from Samford University with a B.S. in Accounting. Mr. Berndt also received a J.D. from Cumberland Law School and an LL.M. in Taxation from New York University School of Law. Mr. Berndt is a licensed attorney in the State of Alabama and a Certified Public Accountant.

Michael L. Watson is a Vice President of Wells Management. He is primarily responsible for overseeing construction and tenant improvement projects including design, engineering, and progress-monitoring functions. Prior to joining Wells Management in 1995, Mr. Watson was Senior Project Manager with Abrams Construction in Atlanta from 1982 to 1995. His primary responsibilities included supervising a variety of projects consisting of high-rise office buildings, military bases, state projects, and neighborhood shopping centers. He graduated from University of Miami with a B.S. in Civil Engineering.

Wells Management is engaged in the business of real estate management. It was organized and commenced active operations in 1983 to lease and manage

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

real estate projects which Wells Capital and its affiliates operate or in which they own an interest. As of September 30, 2000, Wells Management was managing in excess of 4,293,000 square feet of office buildings and shopping centers. We will pay Wells Management property management and leasing fees not exceeding the lesser of: (A) 4.5% of gross revenues, or (B) 0.6% of the net asset value of the properties (excluding vacant properties) owned by the Wells REIT, calculated on an annual basis. For purposes of this calculation, net asset value shall be defined as the excess of (1) the aggregate of the fair market value of all properties owned by the Wells REIT (excluding vacant properties), over (2) the aggregate outstanding debt of the Wells REIT (excluding debts having maturities of one year or less). In addition, we may pay Wells Management a separate fee for the one-time initial rent-up or leasing-up of newly constructed properties in an amount not to exceed the fee customarily charged in arm's length transactions by others rendering similar services in the same geographic area for similar properties as determined by a survey of brokers and agents in such area (customarily equal to the first month's rent).

In the event that Wells Management assists a tenant with tenant improvements, a separate fee may be charged to the tenant and paid by the tenant. This fee will not exceed 5.0% of the cost of the tenant improvements.

Wells Management derives all of its income from its property management and leasing operations. For the fiscal year ended December 31, 1999, Wells Management reported \$1,983,066 in gross operating revenues and \$400,937 in net income.

Wells Management will hire, direct and establish policies for employees who will have direct responsibility for each property's operations, including resident managers and assistant managers, as well as building and maintenance personnel. Some or all of the other employees may be employed on a part-time basis and may also be employed by one or more of the following:

- . Wells Capital;
- . Wells Management;

44

- . partnerships organized by Wells Management and its affiliates;  
and
- . other persons or entities owning properties managed by Wells Management.

Wells Management will also direct the purchase of equipment and supplies and will supervise all maintenance activity.

The management fees to be paid to Wells Management will cover, without additional expense to the Wells REIT, the property manager's general overhead costs such as its expenses for rent and utilities.

The principal office of Wells Management is located at 6200 The Corners Parkway, Suite 250, Norcross, Georgia 30092.

Dealer Manager

Wells Investment Securities, Inc. (Wells Investment Securities), our Dealer Manager, is a member firm of the National Association of Securities Dealers, Inc. (NASD). Wells Investment Securities was organized in May 1984 for the purpose of participating in and facilitating the distribution of securities

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

of Wells programs.

Wells Investment Securities will provide certain wholesaling, sales promotional and marketing assistance services to the Wells REIT in connection with the distribution of the shares offered pursuant to this prospectus. It may also sell a limited number of shares at the retail level. (See "Plan of Distribution" and "Management Compensation.")

Wells Real Estate Funds, Inc. is the sole shareholder of Wells Investment Securities, and Mr. Wells is the President, Treasurer and sole director of Wells Investment Securities. (See "Conflicts of Interest.")

## IRA Custodian

Wells Advisors, Inc. (Wells Advisors) was organized in 1991 for the purpose of acting as a non-bank custodian for IRAs investing in the securities of Wells real estate programs. Wells Advisors currently charges no fees for such services. Wells Advisors was approved by the Internal Revenue Service to act as a qualified non-bank custodian for IRAs on March 20, 1992. In circumstances where Wells Advisors acts as an IRA custodian, the authority of Wells Advisors is limited to holding limited partnership units or REIT shares on behalf of the beneficiary of the IRA and making distributions or reinvestments in such units or shares solely at the direction of the beneficiary of the IRA. Well Advisors is not authorized to vote any of such units or shares held in any IRA except in accordance with the written instructions of the beneficiary of the IRA. Mr. Wells is the President and sole director and owns 50% of the common stock and all of the preferred stock of Wells Advisors. As of September 30, 2000, Wells Advisors was acting as the IRA custodian for in excess of \$85,843,000 in Wells real estate program investments.

## Management Decisions

The primary responsibility for the management decisions of Wells Capital and its affiliates, including the selection of investment properties to be recommended to our board of directors, the negotiation for these investments, and the property management and leasing of these investment properties will reside in Leo F. Wells, III, Douglas P. Williams, M. Scott Meadows, Michael C. Berndt and Allen G. Delenick. Wells Capital seeks to invest in commercial properties that satisfy our investment objectives, typically office buildings located in densely populated suburban markets in which the major

45

tenant is a company with a net worth of in excess of \$100,000,000. The board of directors must approve all acquisitions of real estate properties.

## Management Compensation

The following table summarizes and discloses all of the compensation and fees, including reimbursement of expenses, to be paid by the Wells REIT to Wells Capital and its affiliates.

Form of  
Compensation  
and Entity  
Receiving  
-----

Determination  
of Amount  
-----

Estimated  
Maximum  
Dollar Amount  
-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### Organizational and Offering Stage

Selling Commissions - Wells Investment Securities	Up to 7.0% of gross offering proceeds before reallowance of commissions earned by participating broker-dealers. Wells Investment Securities, our Dealer Manager, intends to reallow 100% of commissions earned to participating broker-dealers.	\$94,500,000
Dealer Manager Fee - Wells Investment Securities	Up to 2.5% of gross offering proceeds before reallowance to participating broker-dealers. Wells Investment Securities, in its sole discretion, may reallow a portion of its dealer manager fee of up to 1.5% of the gross offering proceeds to be paid to such participating broker-dealers as a marketing fee and due diligence expense reimbursement, based on such factors as the volume of shares sold by such participating broker-dealers, marketing support and bona fide conference fees incurred.	\$33,750,000
Reimbursement of Organization and Offering Expenses - Wells Capital or its Affiliates	Up to 3.0% of gross offering proceeds. All organization and offering expenses (excluding selling commissions and the dealer manager fee) will be advanced by Wells Capital or its affiliates and reimbursed by the Wells REIT up to 3.0% of gross offering proceeds. We currently estimate that approximately \$18,600,000 of organization and offering costs will be incurred if the maximum offering of 135,000,000 shares is sold.	\$18,600,000

### Acquisition and Development Stage

Acquisition and Advisory Fees - Wells Capital or its Affiliates (2)	Up to 3.0% of gross offering proceeds for the review and evaluation of potential real property acquisitions.	\$40,500,000
Reimbursement of Acquisition Expenses - Wells Capital or its Affiliates (2)	Up to 0.5% of gross offering proceeds for reimbursement of expenses related to real property acquisitions, such as legal fees, travel expenses, property appraisals, title insurance premium expenses and other closing costs.	\$6,750,000

46

### Operational Stage

Property Management and Leasing Fees - Wells	For the management and leasing of our properties, we will pay Wells Management, our Property Manager, property management and leasing fees equal to 4.5% of gross revenues; provided, however, that aggregate property management and leasing fees payable to Wells Management may not exceed the lesser of: (A) 4.5% of gross revenues, or (B) 0.6% of the net asset value of the properties (excluding vacant properties) owned by the Wells REIT, calculated on an annual basis. For purposes of this calculation, net asset value shall be defined as the excess of (1) the aggregate of the fair market value of all properties owned by the Wells REIT (excluding vacant properties), over (2)	Actual are dep upon re operati therefo be dete the pre
--	--	--

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the aggregate outstanding debt of the Wells REIT (excluding debts having maturities of one year or less). In addition, we may pay Wells Management a separate fee for the one-time initial rent-up or leasing-up of newly constructed properties in an amount not to exceed the fee customarily charged in arm's length transactions by others rendering similar services in the same geographic area for similar properties as determined by a survey of brokers and agents in such area (customarily equal to the first month's rent).

Real Estate Commissions - Wells Capital or its Affiliates

In connection with the sale of properties, an amount not exceeding the lesser of: (A) 50% of the reasonable, customary and competitive real estate brokerage commissions customarily paid for the sale of a comparable property in light of the size, type and location of the property, or (B) 3.0% of the contract price of each property sold, subordinated to distributions to investors from sale proceeds of an amount which, together with prior distributions to the investors, will equal (1) 100% of their capital contributions plus (2) an 8.0% annual cumulative, noncompounded return on their net capital contributions.

Actual are dep upon re operati therefo be dete the pre

Subordinated Participation in Net Sale Proceeds - Wells Capital (3)

After investors have received a return of their net capital contributions and an 8.0% per year cumulative, noncompounded return, then Wells Capital is entitled to receive 10.0% of remaining net sale proceeds.

Actual are dep upon re operati therefo be dete the pre

47

Subordinated Incentive Listing Fee - Wells Capital (4) (5)

Upon listing, a fee equal to 10.0% of the amount by which (1) the market value of the outstanding stock of the Wells REIT plus distributions paid by the Wells REIT prior to listing, exceeds (2) the sum of the total amount of capital raised from investors and the amount of cash flow necessary to generate an 8.0% per year cumulative, noncompounded return to investors.

Actual amount are dependen upon results operations a therefore ca be determine the present

The Wells REIT may not reimburse any entity for operating expenses in excess of the greater of 2% of our average invested assets or 25% of our net income for the year.

(Footnotes to "Management Compensation")

1. The estimated maximum dollar amounts are based on the sale of a maximum of 125,000,000 shares to the public at \$10 per share and the sale of 10,000,000 shares at \$10 per share pursuant to our dividend reinvestment plan.
2. Notwithstanding the method by which we calculate the payment of acquisition fees and expenses, as described in the table, the total of



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

all such acquisition fees and acquisition expenses shall not exceed, in the aggregate, an amount equal to 6.0% of the contract price of all of the properties which we will purchase, as required by the NASAA Guidelines.

3. The subordinated participation in net sale proceeds and the subordinated incentive listing fee to be received by Wells Capital are mutually exclusive of each other. In the event that the Wells REIT becomes listed and Wells Capital receives the subordinated incentive listing fee prior to its receipt of the subordinated participation in net sale proceeds, Wells Capital shall not be entitled to any such participation in net sale proceeds.

4. If at any time the shares become listed on a national securities exchange or included for quotation on Nasdaq, we will negotiate in good faith with Wells Capital a fee structure appropriate for an entity with a perpetual life. A majority of the independent directors must approve the new fee structure negotiated with Wells Capital. In negotiating a new fee structure, the independent directors shall consider all of the factors they deem relevant, including but not limited to:

- . the size of the advisory fee in relation to the size, composition and profitability of our portfolio;
- . the success of Wells Capital in generating opportunities that meet our investment objectives;
- . the rates charged to other REITs and to investors other than REITs by advisors performing similar services;
- . additional revenues realized by Wells Capital through their relationship with us;
- . the quality and extent of service and advice furnished by Wells Capital;

48

- . the performance of our investment portfolio, including income, conservation or appreciation of capital, frequency of problem investments and competence in dealing with distress situations; and
- . the quality of our portfolio in relationship to the investments generated by Wells Capital for the account of other clients.

The board, including a majority of the independent directors, may not approve a new fee structure that is, in its judgment, more favorable to Wells Capital than the current fee structure.

5. The market value of the outstanding stock of the Wells REIT will be calculated based on the average market value of the shares issued and outstanding at listing over the 30 trading days beginning 180 days after the shares are first listed on a stock exchange.

We have the option to pay the listing fee in the form of stock, cash, a promissory note or any combination thereof. In the event the subordinated incentive listing fee is paid to Wells Capital as a result of the listing of the shares, we will not be required to pay Wells Capital any further subordinated participation in net sale proceeds.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

In addition, Wells Capital and its affiliates will be reimbursed only for the actual cost of goods, services and materials used for or by the Wells REIT. Wells Capital may be reimbursed for the administrative services necessary to the prudent operation of the Wells REIT provided that the reimbursement shall be at the lower of the advisor's actual cost or the amount the Wells REIT would be required to pay to independent parties for comparable administrative services in the same geographic location. We will not reimburse Wells Capital or its affiliates for services for which they are entitled to compensation by way of a separate fee.

Since Wells Capital and its affiliates are entitled to differing levels of compensation for undertaking different transactions on behalf of the Wells REIT such as the property management fees for operating the properties and the subordinated participation in net sale proceeds, the advisor has the ability to affect the nature of the compensation it receives by undertaking different transactions. However, Wells Capital is obligated to exercise good faith and integrity in all its dealings with respect to our affairs pursuant to the advisory agreement. (See "Management -- The Advisory Agreement.") Because these fees or expenses are payable only with respect to certain transactions or services, they may not be recovered by Wells Capital or its affiliates by reclassifying them under a different category.

Stock Ownership

The following table shows, as of September 30, 2000, the amount of our common stock beneficially owned (unless otherwise indicated) by (1) any person who is known by us to be the beneficial owner of more than 5% of the outstanding shares of common stock, (2) our directors, (3) our executive officers, and (4) all of our directors and executive officers as a group.

Name and Address of Beneficial Owner	Shares Beneficially Owned
Leo F. Wells, III (1) 6200 The Corners Parkway, Suite 250 Norcross, GA 30092	344
Douglas P. Williams (1) 6200 The Corners Parkway, Suite 250 Norcross, GA 30092	100

Name and Address of Beneficial Owner	Shares Beneficially Owned

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

John L. Bell (2) 800 Mt. Vernon Highway, Suite 230 Atlanta, GA 30328	1,000
Richard W. Carpenter (2) Realmark Holdings Corporation P.O. Box 421669 (30342) 5570 Glenridge Drive Atlanta, GA 30342	1,000
Bud Carter (2) The Executive Committee 100 Mount Shasta Lane Alpharetta, GA 30022-5440	1,000
William H. Keogler, Jr. (2) 469 Atlanta Country Club Drive Marietta, GA 30067	1,000
Donald S. Moss (2) 114 Summerour Vale Duluth, GA 30097	12,378
Walter W. Sessoms (2) 5995 River Chase Circle NW Atlanta, GA 30328	3,761
Neil H. Strickland (2) Strickland General Agency, Inc. 3109 Crossing Park P.O. Box 129 Norcross, GA 30091	1,000
Northern Trust Co., Custodian for Wayne County Employees' Retirement System Attn: Laura Santiago P.O. Box 92996 Chicago, IL 60675	2,230,262
Police & Fireman Retirement System City of Detroit Attn: Ronald J. Stempin 908 Coleman A. Young Municipal Center Detroit, MI 48226	2,083,333
All directors and executive officers as a group /(1)(3)/	21,139

\* Less than 1% of the outstanding common stock.

(1) Includes 100 shares owned by Wells Capital, which is a wholly-owned subsidiary of Wells Real Estate Funds, Inc. Messrs. Wells and Williams are both control persons of Wells Capital, and Mr. Wells is a control person of Wells Real Estate Funds, Inc. Mr. Williams disclaims beneficial ownership of the shares owned by Wells Capital.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (2) Includes options to purchase up to 1,000 shares of common stock, which are exercisable within 60 days of September 30, 2000.
- (3) Includes options to purchase an aggregate of up to 7,000 shares of common stock, which are exercisable within 60 days of September 30, 2000.

### Conflicts of Interest

We are subject to various conflicts of interest arising out of our relationship with Wells Capital, our advisor, and its affiliates, including conflicts related to the arrangements pursuant to which Wells Capital and its affiliates will be compensated by the Wells REIT. (See "Management Compensation.")

The independent directors have an obligation to function on our behalf in all situations in which a conflict of interest may arise and will have a fiduciary obligation to act on behalf of the shareholders. These conflicts include, but are not limited to, the following:

#### Interests in Other Real Estate Programs

Wells Capital and its affiliates are general partners of other Wells programs, including partnerships which have investment objectives similar to those of the Wells REIT, and we expect that they will organize other such partnerships in the future. Wells Capital and such affiliates have legal and financial obligations with respect to these partnerships which are similar to their obligations to the Wells REIT. As general partners, they may have contingent liability for the obligations of such partnerships as well as those of the Wells REIT which, if such obligations were enforced against them, could result in substantial reduction of their net worth.

Wells Capital and its affiliates are currently sponsoring a real estate program known as Wells Real Estate Fund XII, L.P. (Wells Fund XII). The registration statement of Wells Fund XII was declared effective by the Securities and Exchange Commission (SEC) on March 22, 1999 for the offer and sale to the public of up to 7,000,000 units of limited partnership interest at a price of \$10.00 per unit. In addition, the initial registration statement of Wells Real Estate Fund XIII, L.P. (Wells Fund XIII) was filed with the SEC on October 31, 2000 for the registration of up to 4,500,000 units of limited partnership interest at a price of \$10 per unit. It is intended that the registration of Wells Fund XIII become effective immediately following the termination of the offering of Wells Fund XII, which will occur on or about March 21, 2001.

As described in the "Prior Performance Summary," Wells Capital and its affiliates have sponsored the following 13 other public real estate programs with substantially identical investment objectives as those of the Wells REIT:

1. Wells Real Estate Fund I (Wells Fund I),
2. Wells Real Estate Fund II (Wells Fund II),
3. Wells Real Estate Fund II-OW (Wells Fund II-OW),
4. Wells Real Estate Fund III, L.P. (Wells Fund III),
5. Wells Real Estate Fund IV, L.P. (Wells Fund IV),
6. Wells Real Estate Fund V, L.P. (Wells Fund V),
7. Wells Real Estate Fund VI, L.P. (Wells Fund VI),
8. Wells Real Estate Fund VII, L.P. (Wells Fund VII),
9. Wells Real Estate Fund VIII, L.P. (Wells Fund VIII),
10. Wells Real Estate Fund IX, L.P. (Wells Fund IX),
11. Wells Real Estate Fund X, L.P. (Wells Fund X),
12. Wells Real Estate Fund XI, L.P. (Wells Fund XI), and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

13. Wells Real Estate Fund XII, L.P. (Wells Fund XII).

In the event that the Wells REIT, or any other Wells program or other entity formed or managed by Wells Capital or its affiliates is in the market for similar properties, Wells Capital will review the

51

investment portfolio of each such affiliated entity prior to making a decision as to which Wells program will purchase such properties. (See "Certain Conflict Resolution Procedures.")

Wells Capital may acquire, for its own account or for private placement, properties which it deems not suitable for purchase by the Wells REIT, whether because of the greater degree of risk, the complexity of structuring inherent in such transactions, financing considerations or for other reasons, including properties with potential for attractive investment returns.

### Other Activities of Wells Capital and its Affiliates

We rely on Wells Capital for the day-to-day operation of our business. As a result of its interests in other Wells programs and the fact that it has also engaged and will continue to engage in other business activities, Wells Capital and its affiliates will have conflicts of interest in allocating their time between the Wells REIT and other Wells programs and activities in which they are involved. (See "Risk Factors -- Investment Risks.") However, Wells Capital believes that it and its affiliates have sufficient personnel to discharge fully their responsibilities to all of the Wells programs and ventures in which they are involved.

In addition to the real estate programs sponsored by Wells Capital and its affiliates discussed above, they are also sponsoring an index mutual fund which invests in various REIT stocks known as the Wells S&P REIT Index Fund (REIT Fund). The REIT Fund is a mutual fund which seeks to provide investment results corresponding to the performance of the S&P REIT Index by investing in the REIT stocks included in the S&P REIT Index.

Wells Capital or any of its affiliates may temporarily enter into contracts relating to investment in properties to be assigned to the Wells REIT prior to closing or may purchase property in their own name and temporarily hold title for the Wells REIT provided that such property is purchased by the Wells REIT at a price no greater than the cost of such property, including acquisition and carrying costs, to Wells Capital or the affiliate. Further, Wells Capital or such affiliate may not have held title to any such property on our behalf for more than 12 months prior to the commencement of this offering; Wells Capital or its affiliates shall not sell property to the Wells REIT if the cost of the property exceeds the funds reasonably anticipated to be available for the Wells REIT to purchase any such property; and all profits and losses during the period any such property is held by the Wells REIT or its affiliates will accrue to the Wells REIT. In no event may the Wells REIT:

- . loan funds to Wells Capital or any of its affiliates; or
- . enter into agreements with Wells Capital or its affiliates for the provision of insurance covering the Wells REIT or any of our properties.

### Competition

Conflicts of interest will exist to the extent that we may acquire

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

properties in the same geographic areas where properties owned by other Wells programs are located. In such a case, a conflict could arise in the leasing of properties in the event that the Wells REIT and another Wells program were to compete for the same tenants in negotiating leases, or a conflict could arise in connection with the resale of properties in the event that the Wells REIT and another Wells program were to attempt to sell similar properties at the same time. (See "Risk Factors -- Investment Risks"). Conflicts of interest may also exist at such time as the Wells REIT or our affiliates managing property on our behalf seek to employ developers, contractors or building managers as well as under other circumstances. Wells Capital will seek to reduce conflicts relating to the employment of developers, contractors or building managers by making prospective employees aware of all such properties seeking to employ such persons. In

52

addition, Wells Capital will seek to reduce conflicts which may arise with respect to properties available for sale or rent by making prospective purchasers or tenants aware of all such properties. However, these conflicts cannot be fully avoided in that Wells Capital may establish differing compensation arrangements for employees at different properties or differing terms for resales or leasing of the various properties.

### Affiliated Dealer Manager

Since Wells Investment Securities, our Dealer Manager, is an affiliate of Wells Capital, we will not have the benefit of an independent due diligence review and investigation of the type normally performed by an unaffiliated, independent underwriter in connection with the offering of securities. (See "Plan of Distribution.")

### Affiliated Property Manager

Since we anticipate that properties we acquire will be managed and leased by Wells Management, our Property Manager, we will not have the benefit of independent property management. (See "Management -- Affiliated Companies.")

### Lack of Separate Representation

Holland & Knight LLP is counsel to the Wells REIT, Wells Capital, Wells Investment Securities and their affiliates in connection with this offering and may in the future act as counsel to the Wells REIT, Wells Capital, Wells Investment Securities and their affiliates. There is a possibility that in the future the interests of the various parties may become adverse. In the event that a dispute were to arise between the Wells REIT and Wells Capital, Wells Investment Securities or any of their affiliates, separate counsel for such matters will be retained as and when appropriate.

### Joint Ventures with Affiliates of Wells Capital

We have entered into joint ventures with other Wells programs to acquire and own properties and are likely to enter into one or more joint venture agreements with other Wells programs for the acquisition, development or improvement of properties. (See "Investment Objectives and Criteria -- Joint Venture Investments.") Wells Capital and its affiliates may have conflicts of interest in determining which Wells program should enter into any particular joint venture agreement. The co-venturer may have economic or business interests or goals which are or which may become inconsistent with our business interests or goals. In addition, should any such joint venture be consummated, Wells Capital may face a conflict in structuring the terms of the relationship between

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

our interests and the interest of the affiliated co-venturer and in managing the joint venture. Since Wells Capital and its affiliates will control both the Wells REIT and the affiliated co-venturer, agreements and transactions between the co-venturers with respect to any such joint venture will not have the benefit of arm's-length negotiation of the type normally conducted between unrelated co-venturers. (See "Risk Factors -- Investment Risks.")

### Receipt of Fees and Other Compensation by Wells Capital and its Affiliates

A transaction involving the purchase and sale of properties may result in the receipt of commissions, fees and other compensation by Wells Capital and its affiliates, including acquisition and advisory fees, the dealer manager fee, property management and leasing fees, real estate brokerage commissions, and participation in nonliquidating net sale proceeds. However, the fees and compensation payable to Wells Capital and its affiliates relating to the sale of properties are subordinated to the return to the shareholders of their capital contributions plus cumulative returns on such capital. Subject to oversight by the board of directors, Wells Capital has considerable discretion with respect to all decisions

53

relating to the terms and timing of all transactions. Therefore, Wells Capital may have conflicts of interest concerning certain actions taken on our behalf, particularly due to the fact that such fees will generally be payable to Wells Capital and its affiliates regardless of the quality of the properties acquired or the services provided to the Wells REIT. (See "Management Compensation.")

Every transaction we enter into with Wells Capital or its affiliates is subject to an inherent conflict of interest. The board may encounter conflicts of interest in enforcing our rights against any affiliate in the event of a default by or disagreement with an affiliate or in invoking powers, rights or options pursuant to any agreement between us and any affiliate. A majority of the independent directors who are otherwise disinterested in the transaction must approve each transaction between us and Wells Capital or any of its affiliates as being fair and reasonable to us and on terms and conditions no less favorable to us than those available from unaffiliated third parties.

### Certain Conflict Resolution Procedures

In order to reduce or eliminate certain potential conflicts of interest, our articles of incorporation contain a number of restrictions relating to (1) transactions we enter into with Wells Capital and its affiliates, (2) certain future offerings, and (3) allocation of properties among affiliated entities. These restrictions include, among others, the following:

- . We will not accept goods or services from Wells Capital or its affiliates unless a majority of the directors, including a majority of the independent directors, not otherwise interested in the transactions approve such transactions as fair and reasonable to the Wells REIT and on terms and conditions not less favorable to the Wells REIT than those available from unaffiliated third parties.
- . We will not purchase or lease properties in which Wells Capital or its affiliates has an interest without a determination by a majority of the directors, including a majority of the independent directors, not otherwise interested in such transaction, that such transaction is competitive and commercially reasonable to the Wells REIT and

at a price to the Wells REIT no greater than the cost of the property to Wells Capital or its affiliates unless there is substantial justification for any amount that exceeds such cost and such excess amount is determined to be reasonable. In no event will we acquire any such property at an amount in excess of its appraised value. We will not sell or lease properties to Wells Capital or its affiliates or to our directors unless a majority of the directors, including a majority of the independent directors, not otherwise interested in the transaction, determine the transaction is fair and reasonable to the Wells REIT.

We will not make any loans to Wells Capital or its affiliates or to our directors. In addition, Wells Capital and its affiliates will not make loans to us or to joint ventures in which we are a joint venture partner for the purpose of acquiring properties. Any loans made to us by Wells Capital or its affiliates or to our directors for other purposes must be approved by a majority of the directors, including a majority of the independent directors, not otherwise interested in the transaction, as fair, competitive and commercially reasonable, and no less favorable to the Wells REIT than comparable loans between unaffiliated parties. Wells Capital and its affiliates shall be entitled to reimbursement, at cost, for actual expenses incurred by them on behalf of the Wells REIT or joint ventures in which we are a joint venture partner, subject to the limitation on reimbursement of operating expenses to the extent that they exceed the greater of 2% of our average invested assets or 25% of our net income, as described in the "Management-- The Advisory Agreement" section of this prospectus.

54

In the event that an investment opportunity becomes available which is suitable, under all of the factors considered by Wells Capital, for the Wells REIT and one or more other public or private entities affiliated with Wells Capital and its affiliates, then the entity which has had the longest period of time elapse since it was offered an investment opportunity will first be offered such investment opportunity. In determining whether or not an investment opportunity is suitable for more than one program, Wells Capital, subject to approval by the board of directors, shall examine, among others, the following factors:

- . the cash requirements of each program;
- . the effect of the acquisition both on diversification of each program's investments by type of commercial property and geographic area, and on diversification of the tenants of its properties;
- . the policy of each program relating to leverage of properties;
- . the anticipated cash flow of each program;
- . the income tax effects of the purchase of each program;



- . the size of the investment; and
- . the amount of funds available to each program and the length of time such funds have been available for investment.

If a subsequent development, such as a delay in the closing of a property or a delay in the construction of a property, causes any such investment, in the opinion of our board of directors and Wells Capital, to be more appropriate for a program other than the program that committed to make the investment, Wells Capital may determine that another program affiliated with Wells Capital or its affiliates will make the investment. Our board of directors has a duty to ensure that the method used by Wells Capital for the allocation of the acquisition of properties by two or more affiliated programs seeking to acquire similar types of properties shall be reasonable.

#### Investment Objectives and Criteria

##### General

We invest in commercial real estate properties, including properties which are under development or construction, are newly constructed or have been constructed and have operating histories. Our investment objectives are:

- . to maximize cash dividends paid to you;
- . to preserve, protect and return your capital contributions;
- . to realize growth in the value of our properties upon our ultimate sale of such properties; and
- . to provide you with liquidity of your investment by listing the shares on a national exchange or, if we do not obtain listing of the shares by January 30, 2008, by selling our properties and distributing the net proceeds from such sales to you.

55

We cannot assure you that we will attain these objectives or that our capital will not decrease. We may not change our investment objectives, except upon approval of shareholders holding a majority of the shares.

Decisions relating to the purchase or sale of properties will be made by Wells Capital, as our advisor, subject to approval by the board of directors. See "Management" for a description of the background and experience of the directors and executive officers.

##### Acquisition and Investment Policies

We will seek to invest substantially all of the offering proceeds available for investment after the payment of fees and expenses in the acquisition of high grade commercial office buildings, which are newly constructed, under construction, or which have been previously constructed and have operating histories. We are not limited to such investments, however. We may invest in other commercial properties such as shopping centers, business and industrial parks, manufacturing facilities and warehouse and distribution facilities. We will primarily attempt to acquire commercial properties which are less than five years old, the space in which has been leased or preleased to one

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

or more large corporate tenants who satisfy our standards of creditworthiness. (See "Terms of Leases and Tenant Creditworthiness.") The trend of Wells Capital and its affiliates in the most recently sponsored Wells programs, including the Wells REIT, has been to invest primarily in office buildings located in densely populated suburban markets. (See "Description of Properties" and "Prior Performance Summary.")

We will seek to invest in properties that will satisfy the primary objective of providing cash dividends to shareholders. However, because a significant factor in the valuation of income-producing real properties is their potential for future income, we anticipate that the majority of properties we acquire will have both the potential for growth in value and providing cash dividends to shareholders. To the extent feasible, we will strive to invest in a diversified portfolio of properties, in terms of geography, type of property and industry group of our tenants, that will satisfy our investment objectives of maximizing cash available for payment of dividends, preserving our capital and realizing growth in value upon the ultimate sale of our properties.

We anticipate that a minimum of 84% of the proceeds from the sale of shares will be used to acquire real estate properties and the balance will be used to pay various fees and expenses. (See "Estimated Use of Proceeds.")

We will not invest more than 10% of the net offering proceeds available for investment in properties in unimproved or non-income producing properties. A property which is expected to produce income within two years of its acquisition will not be considered a non-income producing property.

Our investment in real estate generally will take the form of holding fee title or a long-term leasehold estate. We will acquire such interests either directly in Wells OP (See "The Operating Partnership Agreement") or indirectly through limited liability companies or through investments in joint ventures, general partnerships, co-tenancies or other co-ownership arrangements with the developers of the properties, affiliates of Wells Capital or other persons. (See "Joint Venture Investments" below.) In addition, we may purchase properties and lease them back to the sellers of such properties. While we will use our best efforts to structure any such sale-leaseback transaction such that the lease will be characterized as a "true lease" so that we will be treated as the owner of the property for federal income tax purposes, we cannot assure you that the IRS will not challenge such characterization. In the event that any such sale-leaseback transaction is recharacterized as a financing transaction for federal income tax purposes, deductions for depreciation and cost recovery relating to such property would be disallowed. (See "Federal Income Tax Considerations -- Sale-Leaseback Transactions.")

56

Although we are not limited as to the geographic area where we may conduct our operations, we intend to invest in properties located in the United States.

We are not specifically limited in the number or size of properties we may acquire or on the percentage of net proceeds of this offering which we may invest in a single property. The number and mix of properties we acquire will depend upon real estate and market conditions and other circumstances existing at the time we are acquiring our properties and the amount of proceeds we raise in this offering.

In making investment decisions for us, Wells Capital will consider relevant real estate property and financial factors, including the location of the property, its suitability for any development contemplated or in progress,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

its income-producing capacity, the prospects for long-range appreciation, its liquidity and income tax considerations. In this regard, Wells Capital will have substantial discretion with respect to the selection of specific investments.

Our obligation to close the purchase of any investment will generally be conditioned upon the delivery and verification of certain documents from the seller or developer, including, where appropriate:

- . plans and specifications;
- . environmental reports;
- . surveys;
- . evidence of marketable title subject to such liens and encumbrances as are acceptable to Wells Capital;
- . audited financial statements covering recent operations of properties having operating histories unless such statements are not required to be filed with the Securities and Exchange Commission and delivered to shareholders; and
- . title and liability insurance policies.

We will not close the purchase of any property unless and until we obtain an environmental assessment, a minimum of a Phase I review, for each property purchased and are generally satisfied with the environmental status of the property.

We may also enter into arrangements with the seller or developer of a property whereby the seller or developer agrees that if during a stated period the property does not generate a specified cash flow, the seller or developer will pay in cash to the Wells REIT a sum necessary to reach the specified cash flow level, subject in some cases to negotiated dollar limitations.

In determining whether to purchase a particular property, we may, in accordance with customary practices, obtain an option on such property. The amount paid for an option, if any, is normally surrendered if the property is not purchased and is normally credited against the purchase price if the property is purchased.

In purchasing, leasing and developing real estate properties, we will be subject to risks generally incident to the ownership of real estate, including:

- . changes in general economic or local conditions;
- . changes in supply of or demand for similar or competing properties in an area;
- . changes in interest rates and availability of permanent mortgage funds which may render the sale of a property difficult or unattractive;
- . changes in tax, real estate, environmental and zoning laws;
- . periods of high interest rates and tight money supply which may make the sale of properties more difficult;

- . tenant turnover; and
- . general overbuilding or excess supply in the market area.

#### Development and Construction of Properties

We may invest substantially all of the proceeds available for investment in properties on which improvements are to be constructed or completed although we may not invest in excess of 10% of the offering proceeds available for investment in properties which are not expected to produce income within two years of their acquisition. To help ensure performance by the builders of properties which are under construction, completion of properties under construction shall be guaranteed at the price contracted either by an adequate completion bond or performance bond. Wells Capital may rely upon the substantial net worth of the contractor or developer or a personal guarantee accompanied by financial statements showing a substantial net worth provided by an affiliate of the person entering into the construction or development contract as an alternative to a completion bond or performance bond. Development of real estate properties is subject to risks relating to a builder's ability to control construction costs or to build in conformity with plans, specifications and timetables. (See "Risk Factors -- Real Estate Risks.")

We may directly employ one or more project managers to plan, supervise and implement the development of any unimproved properties which we may acquire. Such persons would be compensated directly by the Wells REIT.

#### Acquisition of Properties from Wells Development Corporation

Although we have rarely done so in the past, we may acquire properties, directly or through joint ventures with affiliated entities, from Wells Development Corporation (Wells Development), a corporation formed by Wells Management as a wholly-owned subsidiary for the purposes of (1) acquiring existing income-producing commercial real estate properties, and (2) acquiring land, developing commercial real properties, securing tenants for such properties, and selling such properties upon completion to the Wells REIT or other Wells programs. In the case of properties to be developed by Wells Development and sold to the Wells REIT, we anticipate that Wells Development will:

- . acquire a parcel of land;
- . enter into contracts for the construction and development of a commercial building thereon;
- . enter into an agreement with one or more tenants to lease all or a majority of the property upon its completion; and
- . secure a financing commitment from a commercial bank or other institutional lender to finance the acquisition and development of the property.

Contracts between Wells Development and the Wells REIT will generally provide for the Wells REIT to acquire the developed property upon its completion and upon the tenant taking possession under its lease.

We will be required to pay a substantial sum to Wells Development at the time of entering into the contract as a refundable earnest money deposit to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

be credited against the purchase price at closing, which Wells Development will apply to the cost of acquiring the land and initial development costs. We expect that the earnest money deposit will represent approximately twenty to thirty percent (20-30%) of the purchase price of the developed property set forth in the purchase contract.

In the case of properties we acquire from Wells Development that have already been developed, Wells Development will be required to obtain an appraisal for the property prior to our contracting with them, and the purchase price we will pay under the purchase contract will not exceed the fair market value of the property as determined by the appraisal. In the case of properties we acquire from Wells Development which have not yet been constructed at the time of contracting, Wells Development will be required to obtain an independent "as built" appraisal for the property prior to our contracting with them, and the purchase price we will pay under the purchase contract will not exceed the anticipated fair market value of the developed property as determined by the appraisal.

We anticipate that Wells Development will use the earnest money deposit received from the Wells REIT upon execution of a purchase contract as partial payment for the cost of the acquisition of the land and construction expenditures. Wells Development will borrow the remaining funds necessary to complete the development of the property from an independent commercial bank or other institutional lender by pledging the real property, development contracts, leases and all other contract rights relating to the project as security for such borrowing. Our contract with Wells Development will require it to deliver to us at closing title to the property, as well as an assignment of leases. Wells Development will hold the title to the property on a temporary basis only for the purpose of facilitating the acquisition and development of the property prior to its resale to the Wells REIT and other affiliates of Wells Capital.

We may enter into a contract to acquire property from Wells Development notwithstanding the fact that at the time of contracting, we have not yet raised sufficient proceeds to enable us to pay the full amount of the purchase price at closing. We anticipate that we will be able to raise sufficient additional proceeds from the offering during the period between execution of the contract and the date provided in the contract for closing. In the case of properties to be developed by Wells Development, the contract will likely provide that the closing will occur immediately following the completion of the development by Wells Development. However, the contract may also provide that we may elect to close the purchase of the property before the development has been completed, in which case we would obtain an assignment of the construction and development contracts from Wells Development and would complete the construction either directly or through a joint venture with an affiliate. Any contract between the Wells REIT, directly or indirectly through a joint venture with an affiliate, and Wells Development for the purchase of property to be developed by Wells Development will provide that we will be obligated to purchase the property only if:

- . Wells Development completes the development of the improvements in accordance with the specifications of the contract, and an approved tenant takes possession of the building under a lease satisfactory to our advisor; and
- . we have sufficient proceeds available for investment in properties at closing to pay the balance of the purchase price remaining after payment of the earnest money deposit.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Capital will not cause the Wells REIT to enter into a contract to acquire property from Wells Development if it does not reasonably anticipate that funds will be available to purchase the property at the time of closing. If we enter into a contract to acquire property from Wells Development and, at the time for closing, are unable to purchase the property because we do not have sufficient proceeds available for investment, we will not be required to close the purchase of the property and will be entitled to a refund of our earnest money deposit from Wells Development. Because Wells Development is an entity without substantial assets or operations, however, Wells Development's obligation to refund our earnest money deposit will be guaranteed by Wells Management. See the "Management -- Affiliated Companies" section of this prospectus for a description of Wells Management.

If Wells Management is required to make good on its guaranty, we may not be able to obtain the earnest money deposit from Wells Management in a lump sum since Wells Management's only significant assets are its contracts for property management and leasing services, in which case we would more than likely be required to accept installment payments over some period of time out of Wells Management's operating revenues. (See "Risk Factors -- Real Estate Risks.")

### Terms of Leases and Tenant Creditworthiness

The terms and conditions of any lease we enter into with our tenants may vary substantially from those we describe in this prospectus. However, we expect that a majority of our leases will be what is generally referred to as "triple net" leases. A "triple net" lease provides that the tenant will be required to pay or reimburse the Wells REIT for all real estate taxes, sales and use taxes, special assessments, utilities, insurance and building repairs, and other building operation and management costs, in addition to making its lease payments.

Wells Capital has developed specific standards for determining the creditworthiness of potential tenants of our properties. While authorized to enter into leases with any type of tenant, we anticipate that a majority of our tenants will be large corporations or other entities which have a net worth in excess of \$100,000,000 or whose lease obligations are guaranteed by another corporation or entity with a net worth in excess of \$100,000,000. As of September 30, 2000, approximately 75% of the aggregate gross rental income of the Wells REIT was derived from tenants which are corporations, each of which at the time of lease execution had a net worth of at least \$100,000,000 or whose lease obligations were guaranteed by another corporation having a net worth of at least \$100,000,000.

In an attempt to limit or avoid speculative purchases, to the extent possible, Wells Capital will seek to secure, on our behalf, leases with tenants at or prior to the closing of our acquisitions of properties.

We anticipate that tenant improvements required to be funded by the landlord in connection with newly acquired properties will be funded from our offering proceeds. However, at such time as a tenant at one of our properties does not renew its lease or otherwise vacates its space in one of our buildings, it is likely that, in order to attract new tenants, we will be required to expend substantial funds for tenant improvements and tenant refurbishments to the vacated space. Since we do not anticipate maintaining permanent working capital reserves, we may not have access to funds required in the future for tenant improvements and tenant refurbishments in order to attract new tenants to lease vacated space. (See "Risk Factors -- Real Estate Risks.")

Joint Venture Investments

We have entered into joint ventures in the past, and are likely to enter into joint ventures in the future with affiliated entities for the acquisition, development or improvement of properties for the purpose of diversifying our portfolio of assets. (See "Description of Properties -- Joint Ventures with Affiliates.") In this connection, we will likely enter into joint ventures with Wells Fund XII, Wells Fund XIII or other Wells programs. Wells Capital also has the authority to cause us to enter into joint ventures, general partnerships, co-tenancies and other participations with real estate developers, owners and others for the purpose of developing, owning and operating real properties. (See "Conflicts of Interest.") In determining whether to invest in a particular joint venture, Wells Capital will evaluate the real property which such joint venture owns or is being formed to own under the same criteria described elsewhere in this prospectus for the selection of real estate property investments of the Wells REIT. (See generally "Investment Objectives and Criteria.")

At such time as Wells Capital believes that a reasonable probability exists that we will enter into a joint venture with another Wells program for the acquisition or development of a specific property, this prospectus will be supplemented to disclose the terms of such proposed investment transaction. Based upon Wells Capital's experience, in connection with the development of a property which is currently owned by a Wells program, this would normally occur upon the signing of legally binding purchase agreement for the acquisition of a specific property or leases with one or more major tenants for occupancy at a particular property and the satisfaction of all major contingencies contained in such purchase agreement, but may occur before or after any such time, depending upon the particular circumstances surrounding each potential investment. You should not rely upon such initial disclosure of any proposed transaction as an assurance that we will ultimately consummate the proposed transaction or that the information we provide in any supplement to this prospectus concerning any proposed transaction will not change after the date of the supplement.

We intend to enter into joint ventures with other Wells programs for the acquisition of properties, but we may only do so provided that:

- . a majority of our directors, including a majority of the independent directors, approve the transaction as being fair and reasonable to the Wells REIT;
- . the investment by the Wells REIT and such affiliate are on substantially the same terms and conditions; and
- . we will have a right of first refusal to buy if such co-venturer elects to sell its interest in the property held by the joint venture.

In the event that the co-venturer were to elect to sell property held in any such joint venture, however, we may not have sufficient funds to exercise our right of first refusal to buy the other co-venturer's interest in the property held by the joint venture. In the event that any joint venture with an affiliated entity holds interests in more than one property, the interest in each such property may be specially allocated based upon the respective proportion of funds invested by each co-venturer in each such property. Entering into joint ventures with other Wells programs will result in certain conflicts of interest. (See "Conflicts of Interest -- Joint Ventures with Affiliates of Wells Capital.")

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### Borrowing Policies

While we strive for diversification, the number of different properties we can acquire will be affected by the amount of funds available to us. See "Description of Properties -- Real Estate Loans" for a description of our existing loans and the outstanding loan balances.

Our ability to increase our diversification through borrowing could be adversely impacted by banks and other lending institutions reducing the amount of funds available for loans secured by real estate. When interest rates on mortgage loans are high or financing is otherwise unavailable on a timely basis, we may purchase certain properties for cash with the intention of obtaining a mortgage loan for a portion of the purchase price at a later time.

There is no limitation on the amount we may invest in any single improved property or on the amount we can borrow for the purchase of any property. The NASAA Guidelines only limit our borrowing to 75% of the value of all properties unless any excess borrowing is approved by a majority of the independent directors and is disclosed to shareholders in our next quarterly report. However, under our articles of incorporation, we have a self-imposed limitation on borrowing which precludes us from borrowing in the aggregate in excess of 50% of the value of all of our properties. As of December 10, 2000, we had an aggregate debt leverage ratio of 10% of the value of our properties.

By operating on a leveraged basis, we will have more funds available for investment in properties. This will allow us to make more investments than would otherwise be possible, resulting in a more diversified portfolio. Although our liability for the repayment of indebtedness is expected to be limited to the value of the property securing the liability and the rents or profits derived therefrom, our use of leveraging increases the risk of default on the mortgage payments and a resulting foreclosure of a particular property. (See "Risk Factors -- Real Estate Risks.") To the extent that we do not obtain mortgage loans on our properties, our ability to acquire additional properties will be restricted. Wells Capital will use its best efforts to obtain financing on the most favorable terms available to us. Lenders may have recourse to assets not securing the repayment of the indebtedness.

Wells Capital will refinance properties during the term of a loan only in limited circumstances, such as when a decline in interest rates makes it beneficial to prepay an existing mortgage, when an existing mortgage matures or if an attractive investment becomes available and the proceeds from the refinancing can be used to purchase such investment. The benefits of the refinancing may include an increased cash flow resulting from reduced debt service requirements, an increase in dividend distributions from proceeds of the refinancing, if any, and/or an increase in property ownership if some refinancing proceeds are reinvested in real estate.

We may not borrow money from any of our directors or from Wells Capital and its affiliates for the purpose of acquiring real properties. Any loans by such parties for other purposes must be approved by a majority of the directors, including a majority of the independent directors, not otherwise interested in the transaction, as fair, competitive and commercially reasonable and no less favorable to the Wells REIT than comparable loans between unaffiliated parties.

### Disposition Policies

We intend to hold each property we acquire for an extended period. However, circumstances might arise which could result in the early sale of some properties. A property may be sold before the end of the expected holding period if:

- . the tenant has involuntarily liquidated;



- . in the judgment of Wells Capital, the value of a property might decline substantially;
- . an opportunity has arisen to improve other properties;
- . we can increase cash flow through the disposition of the property;
- . the tenant is in default under the lease; or
- . in our judgment, the sale of the property is in our best interests.

The determination of whether a particular property should be sold or otherwise disposed of will be made after consideration of relevant factors, including prevailing economic conditions, with a view to achieving maximum capital appreciation. We cannot assure you that this objective will be realized. The selling price of a property which is net leased will be determined in large part by the amount of rent payable under the lease. If a tenant has a repurchase option at a formula price, we may be limited in realizing any appreciation. In connection with our sales of properties we may lend the purchaser all or a portion of the purchase price. In these instances, our taxable income may exceed the cash received in the sale. (See "Federal Income Considerations -- Failure to Qualify as a REIT.") The terms of payment will be affected by custom in the area in which the property being sold is located and the then-prevailing economic conditions.

If our shares are not listed for trading on a national securities exchange or included for quotation on Nasdaq by January 30, 2008, our articles of incorporation require us to begin the sale of all of our properties and distribution of the net sale proceeds to you in liquidation of the Wells REIT. In making the decision to apply for listing of our shares, the directors will try to determine whether listing our shares or liquidating our assets will result in greater value for the shareholders. It cannot be determined at this time the circumstances, if any, under which the directors will agree to list our shares. Even if our shares are not listed or included for quotation, we are under no obligation to actually sell our portfolio within this period since the precise timing will depend on real estate and financial markets, economic conditions of the areas in which the properties are located and federal income tax effects on shareholders which may prevail in the future. Furthermore, we cannot assure you that we will be able to liquidate our assets, and it should be noted that we will continue in existence until all properties are sold and our other assets are liquidated.

#### Investment Limitations

Our articles of incorporation place numerous limitations on us with respect to the manner in which we may invest our funds in accordance with various NASAA Guideline provisions. These limitations cannot be changed unless our articles of incorporation are amended, which requires the approval of the shareholders. Unless the articles are amended, we will not:

- . invest in commodities or commodity futures contracts, except for futures contracts when used solely for the purpose of hedging in connection with our ordinary business of investing in real estate assets and mortgages;
- . invest in real estate contracts of sale, otherwise known as land sale contracts, unless the contract is in recordable form and is

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

appropriately recorded in the chain of title;

- . make or invest in mortgage loans except in connection with a sale or other disposition of a property;

63

- . make or invest in mortgage loans unless an appraisal is obtained concerning the underlying property except for those mortgage loans insured or guaranteed by a government or government agency. Mortgage debt on any property shall not exceed such property's appraised value. In cases where the board of directors determines, and in all cases in which the transaction is with any of our directors or Wells Capital and its affiliates, such appraisal shall be obtained from an independent appraiser. We will maintain such appraisal in our records for at least five years and it will be available for your inspection and duplication. We will also obtain a mortgagee's or owner's title insurance policy as to the priority of the mortgage;
- . make or invest in mortgage loans that are subordinate to any mortgage or equity interest of any of our directors, Wells Capital or its affiliates;
- . make or invest in mortgage loans, including construction loans, on any one property if the aggregate amount of all mortgage loans on such property would exceed an amount equal to 85% of the appraised value of such property as determined by appraisal unless substantial justification exists because of the presence of other underwriting criteria;
- . invest in junior debt secured by a mortgage on real property which is subordinate to the lien or other senior debt except where the amount of such junior debt plus any senior debt exceeds 90% of the appraised value of such property, if after giving effect thereto, the value of all such mortgage loans of the Wells REIT would not then exceed 25% of our net assets, which shall mean our total assets less our total liabilities;
- . borrow in excess of 50% of the aggregate value of all properties owned by us, provided that we may borrow in excess of 50% of the value of an individual property;
- . engage in any short sale or borrow on an unsecured basis, if the borrowing will result in asset coverage of less than 300%. "Asset coverage," for the purpose of this clause, means the ratio which the value of our total assets, less all liabilities and indebtedness for unsecured borrowings, bears to the aggregate amount of all of our unsecured borrowings;
- . make investments in unimproved property or indebtedness secured by a deed of trust or mortgage loans on unimproved property in excess of 10% of our total assets;
- . issue equity securities on a deferred payment basis or other similar arrangement;
- . issue debt securities in the absence of adequate cash flow to cover debt service;
- . issue equity securities which are non-voting or assessable;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . issue "redeemable securities" as defined in Section 2(a)(32) of the Investment Company Act of 1940;
- . grant warrants or options to purchase shares to officers or affiliated directors or to Wells Capital or its affiliates except on the same terms as the options or warrants are sold to the general public and the amount of the options or warrants does not exceed an amount equal to 10% of the outstanding shares on the date of grant of the warrants and options;
- . engage in trading, as compared with investment activities, or engage in the business of underwriting or the agency distribution of securities issued by other persons;

64

- . invest more than 5% of the value of our assets in the securities of any one issuer if the investment would cause us to fail to qualify as a REIT;
- . invest in securities representing more than 10% of the outstanding voting securities of any one issuer if the investment would cause us to fail to qualify as a REIT; or
- . lend money to Wells Capital or its affiliates.

Wells Capital will continually review our investment activity to attempt to ensure that we do not come within the application of the Investment Company Act of 1940. Among other things, Wells Capital will attempt to monitor the proportion of our portfolio that is placed in various investments so that we do not come within the definition of an "investment company" under the act. If at any time the character of our investments could cause us to be deemed an investment company for purposes of the Investment Company Act of 1940, we will take the necessary action to attempt to ensure that we are not deemed to be an "investment company."

### Change in Investment Objectives and Limitations

Our articles of incorporation require that the independent directors review our investment policies at least annually to determine that the policies we are following are in the best interest of the shareholders. Each determination and the basis therefor shall be set forth in our minutes. The methods of implementing our investment policies also may vary as new investment techniques are developed. The methods of implementing our investment objectives and policies, except as otherwise provided in the organizational documents, may be altered by a majority of the directors, including a majority of the independent directors, without the approval of the shareholders.

### Description of Properties

#### General

As of December 10, 2000, we had purchased interests in 26 real estate properties located in 15 states, all of which are leased to tenants on a triple-net basis. The cost of each of the properties will be depreciated for tax purposes over a 40 year period on a straight-line basis. We believe all of the properties are adequately covered by insurance and are suitable for their intended purposes. The following table provides certain additional information about these properties.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Tenant	Property Location	% Owned	Purchase Price	Square Feet	Annual Rent
Motorola, Inc.	Plainfield, NJ	100%	\$33,648,156	236,710	\$3,324,42
Quest Software, Inc.	Irvine, CA	13.9%	\$ 7,193,000	65,006	\$1,287,11
Delphi Automotive Systems, LLC	Troy, MI	100%	\$19,800,000	107,152	\$1,848,37
Avnet, Inc.	Tempe, AZ	100%	\$13,250,000	132,070	\$1,516,16
Siemens Automotive Corp.	Troy, MI	50%	\$14,265,000	77,054	\$1,309,91
Motorola, Inc.	Tempe, AZ	100%	\$16,000,000	133,225	\$1,843,83
ASM Lithography, Inc.	Tempe, AZ	100%	\$17,355,000	95,133	\$1,927,78
Dial Corporation	Scottsdale, AZ	100%	\$14,250,000	129,689	\$1,387,67

65

Tenant	Property Location	% Owned	Purchase Price	Square Feet
Metris Direct, Inc.	Tulsa, OK	100%	\$12,700,000	101,100
Cinemark USA, Inc./ The Coca Cola Co.	Plano, TX	100%	\$21,800,000	66,024 52,084
The Gartner Group, Inc.	Ft. Myers, FL	56.8%	\$ 8,320,000	62,400
Marconi Data Systems, Inc.	Wood Dale, IL	100%	\$32,630,940	250,354
Johnson Matthey, Inc.	Tredyffrin Township, PA	57%	\$ 8,000,000	130,000
Alstom Power, Inc.(1)	Richmond, VA	100%	\$11,400,000	102,000
Sprint Communications Company, L.P.	Leawood, KA	56.8%	\$ 9,500,000	68,900
EYBL Cartex, Inc.	Greenville, SC	56.8%	\$ 5,085,000	169,510
Matsushita Avionics Systems Corporation(1)	Lake Forest, CA	100%	\$18,400,000	150,000
Pennsylvania Cellular	Harrisburg, PA	100%	\$12,291,200	81,859

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Telephone Corp.

Pricewaterhouse-Coopers, LLP	Tampa, FL	100%	\$21,127,854	130,091
Fairchild Technologies U.S.A., Inc.	Fremont, CA	77.5%	\$ 8,900,000	58,424
Cort Furniture Rental Corporation	Fountain Valley, CA	43.7%	\$ 6,400,000	52,000
Iomega Corporation	Ogden City, UT	3.7%	\$ 5,025,000	108,000
ODS Technologies, L.P. and GAIAM, Inc.	Broomfield, CO	3.7%	\$ 8,275,000	51,974
Ohmeda, Inc.	Louisville, CO	3.7%	\$10,325,000	106,750
Alstom Power, Inc.	Knoxville, TN	3.7%	\$ 7,900,000	87,000
Avaya, Inc.	Oklahoma City, OK	3.7%	\$ 5,504,276	55,017

(1) Includes the actual costs incurred by Wells OP to develop and construct the building in addition to the purchase price of the land.

66

### Joint Ventures with Affiliates

#### The Wells Fund VIII-Fund IX-REIT Joint Venture

Wells OP entered into a Joint Venture Agreement with the Fund VIII-IX Joint Venture known as the Wells Fund VIII-Fund IX-REIT Joint Venture (VIII-IX-REIT Joint Venture) for the purpose of the ownership, leasing, operation, sale and management of the Quest Building. The investment objectives of Wells Fund VIII and Wells Fund IX are substantially identical to our investment objectives.

The Quest Building was originally purchased by the Fund VIII-IX Joint Venture in January 1997. On June 9, 2000, the Fund VIII-IX Joint Venture entered into a lease for the Quest Building with Quest Software, Inc. (Quest) and subsequently contributed the Quest Building to the VIII-IX-REIT Joint Venture as its capital contribution at an agreed upon value of \$7,612,733. Wells OP is anticipated to contribute a total of approximately \$1,250,000 as its capital contribution to the VIII-IX-REIT Joint Venture to fund the necessary tenant improvements required under the lease with Quest, leasing commissions and costs and expenses associated with the transfer of the Quest Building to the VIII-IX-REIT Joint Venture.

The VIII-IX-REIT Joint Venture Agreement provides that all income, loss, profit, net cash flow, resale gain and sale proceeds of the VIII-IX-REIT Joint Venture are to be allocated and distributed between Wells OP, Wells Fund VIII and Wells Fund IX based upon their respective capital contributions to the joint venture. As of December 10, 2000, the joint venture partners of the VIII-IX-REIT Joint Venture had made the following contributions and held the following equity percentage interests:

Joint Venture Partner	Capital Contribution	Equity Interest
Wells OP	\$1,230,826	13.9%

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Fund VIII	\$4,171,778	47.2%
Wells Fund IX	\$3,440,955	38.9%

### The Wells Fund XII-REIT Joint Venture

Wells Fund XII and Wells OP entered into a Joint Venture Partnership Agreement for the purpose of acquiring, owning, leasing, operating and managing real properties. The joint venture partnership is known as the Wells Fund XII-REIT Joint Venture Partnership (XII-REIT Joint Venture). The investment objectives of Wells Fund XII are substantially identical to our investment objectives.

The XII-REIT Joint Venture Agreement provides that all income, loss, profit, net cash flow, resale gain and sale proceeds of the XII-REIT Joint Venture are to be allocated and distributed between Wells OP and Wells Fund XII based upon their respective capital contributions to the joint venture. As of December 10, 2000, the joint venture partners of the XII-REIT Joint Venture had made the following contributions and held the following equity percentage interests:

Joint Venture Partner	Capital Contribution	Equity Interest
Wells OP	\$7,096,245	50.00%
Wells Fund XII	\$7,096,245	50.00%

The XII-REIT Joint Venture owns the Siemens Building, which is described below.

67

### The Wells Fund XI-Fund XII-REIT Joint Venture

Wells OP entered into an Amended and Restated Joint Venture Partnership Agreement with Wells Fund XI and Wells Fund XII for the purpose of the acquisition, ownership, development, leasing, operation, sale and management of real properties known as The Wells Fund XI-Fund XII-REIT Joint Venture (XI-XII-REIT Joint Venture). The XI-XII-REIT Joint Venture was originally formed on May 1, 1999 between Wells OP and Wells Fund XI. On June 21, 1999, Wells Fund XII was admitted to the XI-XII-REIT Joint Venture as a joint venture partner. The investment objectives of Wells Fund XI and Wells Fund XII are substantially identical to our investment objectives.

The XI-XII-REIT Joint Venture Agreement provides that all income, profit, loss, cash flow, resale gain, resale loss and sale proceeds of the XI-XII-REIT Joint Venture will be allocated and distributed among Wells OP, Wells Fund XI and Wells Fund XII based on their respective capital contributions to the joint venture. As of December 10, 2000, the joint venture partners of the XI-XII-REIT Joint Venture had made the following contributions and held the following equity percentage interests:

Joint Venture Partner	Capital Contribution	Equity Interest
Wells OP	\$ 17,641,211	56.77%

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Fund XI	\$ 8,131,351	26.17%
Wells Fund XII	\$ 5,300,000	17.06%

The XI-XII-REIT Joint Venture owns the EYBL CarTex Building, the Sprint Building, the Johnson Matthey Building and the Gartner Building, which are described below.

### The Fund IX, Fund X, Fund XI and REIT Joint Venture

Wells OP entered into an Amended and Restated Joint Venture Agreement with Wells Fund IX, Wells Fund X and Wells Fund XI, known as The Fund IX, Fund X, Fund XI and REIT Joint Venture (IX-X-XI-REIT Joint Venture) for the purpose of the acquisition, ownership, development, leasing, operation, sale and management of real properties. The IX-X-XI-REIT Joint Venture, formerly known as Fund IX and X Associates, was originally formed on March 20, 1997 between Wells Fund IX and Wells Fund X. On June 11, 1998, Wells OP and Wells Fund XI were admitted as joint venture partners to the IX-X-XI-REIT Joint Venture. The investment objectives of Wells Fund IX, Wells Fund X and Wells Fund XI are substantially identical to our investment objectives.

The IX-X-XI-REIT Joint Venture Agreement provides that all income, profit, loss, cash flow, resale gain, resale loss and sale proceeds of the IX-X-XI-REIT Joint Venture will be allocated and distributed among Wells OP, Wells Fund IX, Wells Fund X and Wells Fund XI based on their respective capital contributions to the IX-X-XI-REIT Joint Venture. As of December 10, 2000, the joint venture partners of the IX-X-XI-REIT Joint Venture had made the following contributions and held the following equity percentage interests:

Joint Venture Partner	Capital Contribution	Equity Interest
Wells OP	\$ 1,421,466	3.74%
Wells Fund IX	\$14,833,708	39.00%
Wells Fund X	\$18,420,162	48.43%
Wells Fund XI	\$ 3,357,436	8.83%

68

The IX-X-XI-REIT Joint Venture owns the Avaya Building, the Alstom Power Knoxville Building, the Ohmeda Building, the Interlocken Building and the Iomega Building, which are described below.

### The Fremont Joint Venture

Wells OP entered into a Joint Venture Agreement known as Wells/Fremont Associates (Fremont Joint Venture) with Fund X and Fund XI Associates (X-XI Joint Venture), a joint venture between Wells Fund X and Wells Fund XI. The purpose of the Fremont Joint Venture is the acquisition, ownership, leasing, operation, sale and management of real properties, including, but not limited to, the Fairchild Building.

As of December 10, 2000, Wells OP had made total capital contributions to the Fremont Joint Venture of \$6,983,110 and held an equity percentage interest in the Fremont Joint Venture of 77.50%, and the Fund X-XI Joint Venture had made

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

total capital contributions to the Fremont Joint Venture of \$2,000,000 and held an equity percentage interest in the Fremont Joint Venture of 22.50%.

### The Cort Joint Venture

Wells OP entered into a Joint Venture Agreement with the X-XI Joint Venture known as Wells/Orange County Associates (Cort Joint Venture) for the purpose of the acquisition, ownership, leasing, operation, sale and management of real properties, including, but not limited to, the Cort Furniture Building.

As of December 10, 2000, Wells OP had made total capital contributions to the Cort Joint Venture of \$2,871,430 and held an equity percentage interest in the Cort Joint Venture of 43.67%, and the Fund X-XI Joint Venture made total capital contributions to the Cort Joint Venture of \$3,695,000 and held an equity percentage interest in the Cort Joint Venture of 56.33%.

### General Provisions of Joint Venture Agreements

Wells OP is acting as the initial Administrative Venturer of the VIII-IX-REIT Joint Venture, the XII-REIT Joint Venture, the XI-XII-REIT Joint Venture, the IX-X-XI-REIT Joint Venture, the Fremont Joint Venture and the Cort Joint Venture and, as such, is responsible for establishing policies and operating procedures with respect to the business and affairs of each of these joint ventures. However, approval of the other joint venture partners will be required for any major decision or any action which materially affects these joint ventures or their real property investments.

The XII-REIT Joint Venture Agreement, the XI-XII-REIT Joint Venture Agreement and the IX-X-XI-REIT Joint Venture Agreement each allow any joint venture partner to make a buy/sell election upon receipt by any other joint venture partner of a bona fide third-party offer to purchase all or substantially all of the properties or the last remaining property of the respective joint venture. Upon receipt of notice of such third-party offer, each joint venture partner must elect within 30 days after receipt of the notice to either (1) purchase the entire interest of each venture partner that wishes to accept the offer on the same terms and conditions as the third-party offer to purchase, or (2) consent to the sale of the properties or last remaining property pursuant to such third-party offer.

### The Motorola Plainfield Building

The Motorola Plainfield Building is a three-story office building containing approximately 236,710 rentable square feet on a 34.5 acre tract of land. Wells OP purchased the Motorola Plainfield Building on November 1, 2000 for a purchase price of \$33,648,156. In consideration for a reduction of the

69

purchase price and immediate occupancy of the Motorola Plainfield Building, Wells OP agreed to assume a liability in the amount of \$424,760 in the form of a rental guaranty from Motorola, Inc. (Motorola) for the remainder of Motorola's previous lease. Construction of the Motorola Plainfield Building was completed in 1976.

The Motorola Plainfield Building is located near Rutgers University in Middlesex County, partially in the Borough of South Plainfield and partially in the Township of Edison.

The Motorola Plainfield Building is leased to Motorola. Motorola is a global leader in providing integrated communications solutions and embedded



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

electronic solutions, including software-enhanced wireless telephones, two-way radios and digital and analog systems and set-top terminals for broadband cable television operators.

The initial term of the Motorola lease is ten years which commenced on November 1, 2000 and expires on October 31, 2010. Motorola has the right to extend the Motorola lease for two additional five-year periods of time for a base rent equal to the greater of (i) the last year's rent, or (ii) 95% of the then-current "fair market rental rate." The base rent payable for the initial lease term is as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-5	\$ 3,324,428	\$ 277,036
Years 6-10	\$ 3,557,819	\$ 296,485

The Motorola lease grants Motorola a right of first refusal to purchase the Motorola Plainfield Building if Wells OP attempts to sell the property during the term of the lease.

Additionally, upon giving written notice to Wells OP, Motorola has an expansion right for an additional 143,000 rentable square feet. Upon completion of the expansion, the term of the Motorola lease shall be extended an additional ten years after Motorola occupies the expansion space. The base rent for the expansion space shall be determined by the construction costs and fees for the expansion. The base rent for the original building for the extended ten-year period shall be the greater of (i) the then-current base rent, or (ii) 95% of the then-current "fair market rental rate."

### The Quest Building

The Quest Building (formerly the Bake Parkway Building) is a two-story office building containing approximately 65,006 rentable square feet on a 4.4 acre tract of land in Irvine, California. Construction of the Quest Building was completed in 1984 and the building was refurbished in 1996. The VIII-IX Joint Venture purchased the Quest Building on January 10, 1997 for a purchase price of \$7,193,000. On July 1, 2000, the VIII-IX Joint Venture contributed the Quest Building to the VIII-IX-REIT Joint Venture and was credited with making a capital contribution to the joint venture in the amount of \$7,612,733. (See "Management's Discussion and Analysis of Financial Condition and Results of Operations -- Liquidity and Capital Resources.")

The Quest Building is currently leased to Quest Software, Inc. (Quest). Quest is a publicly traded corporation that provides software database management and disaster recovery services for its clients. Quest was established in April 1987 to develop and market software products to help insure uninterrupted, high performance access to enterprise and custom computing applications and databases. Quest has organized their product offerings to target application development and deployment, performance and availability, and information delivery needs of the Oracle and other open systems markets. Quest has grown to more than 1,000 people worldwide and has more than 5,000 installed

customer sites.

The initial term of the lease is 42 months which commenced on June 9, 2000

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

and expires on December 31, 2003. The base rent payable for the initial six months of the lease was \$326,700. The annual base rent payable for the remaining portion of the initial lease term is \$1,287,119. Quest has the right to extend the lease for two additional one-year periods of time at an annual base rent of \$1,365,126.

### The Delphi Building

The Delphi Building is a three-story office building containing approximately 107,152 rentable square feet on a 5.52 acre tract of land. Wells OP purchased the Delphi Building on June 29, 2000 for a purchase price of \$19,800,000. Construction of the Delphi Building was completed in May 2000.

The Delphi Building is located in Troy, Oakland County, Michigan, in the heart of what is generally called "Automation Alley."

The Delphi Building is leased to Delphi Automotive Systems LLC (Delphi LLC). Delphi LLC is a wholly-owned subsidiary of Delphi Automotive Systems Corporation (Delphi), formally the Automotive Components Group of General Motors, which was spun off from General Motors in May 1999. Delphi is the world's largest automotive components supplier and sells its products to almost every major manufacturer of light vehicles in the world.

The initial term of the Delphi lease is seven years which commenced on May 1, 2000 and expires on April 30, 2007. Delphi LLC has the right to extend the Delphi lease for two additional five-year periods of time at 95% of the then-current fair market rental rate. The base rent payable for the initial lease term is as follows:

Lease Year	Annual Rent	Monthly Rent
Year 1	\$ 1,848,372	\$ 154,031
Year 2	\$ 1,901,948	\$ 158,496
Year 3	\$ 1,955,524	\$ 162,960
Year 4	\$ 2,009,100	\$ 167,425
Year 5	\$ 2,062,676	\$ 171,890
Year 6	\$ 2,116,252	\$ 176,354
Year 7	\$ 2,169,828	\$ 180,819

### The Avnet Building

The Avnet Building is a two-story office building containing approximately 132,070 rentable square feet on a 9.63 acre tract of land located in Tempe, Arizona. Wells OP purchased the Avnet Building on June 12, 2000 for a purchase price of \$13,250,000. Construction of the Avnet Building was completed in April 2000.

The Avnet Building is located on a 9.63 acre tract of land within the Arizona State University Research Park. The land upon which the Avnet Building is situated is subject to a long-term ground lease with Price-Elliott Research Park, Inc.

The Avnet Building is subject to a first priority mortgage in favor of SouthTrust securing a SouthTrust Line of Credit, which is more particularly

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

described in the "Real Estate Loans" section of this prospectus.

71

The Avnet Building is leased to Avnet, Inc. (Avnet). Avnet is a Fortune 300 company and one of the world's largest industrial distributors of electronic components and computer products, including microprocessors, semi-conductors and electromechanical devices, serving customers in 60 countries. Additionally, Avnet distributes a variety of computer products to consumers and resellers. Avnet sells products of more than 100 of the world's leading component manufacturers to customers around the world.

The initial term of the Avnet lease is ten years which commenced on May 1, 2000 and expires on April 30, 2010. Avnet has the right to extend the Avnet lease for two additional five-year periods of time. The yearly rent payable for the first three years of each extension period will be at the current fair market rental rate at the end of the preceding term. The yearly rent payable for the fourth and fifth years of each extension period will be the current fair market rental rate at the end of the preceding term multiplied by a factor of 1.093.

The base rent payable for the initial lease term is as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-3	\$ 1,516,164	\$ 126,347
Years 4-6	\$ 1,657,479	\$ 138,123
Years 7-10	\$ 1,812,000	\$ 151,000

Avnet has a right of first refusal to purchase the Avnet Building if Wells OP attempts to sell the Avnet Building during the term of the Avnet lease.

Avnet also has an expansion option which allows Avnet the ability to expand the Avnet Building during the term of the Avnet lease. Wells OP has the option to undertake the expansion or allow Avnet to undertake the expansion at its own expense, subject to certain terms and conditions.

The Avnet ground lease commenced on April 5, 1999 and expires on September 30, 2083. The ground lease payments required pursuant to the Avnet ground lease are as follows:

Lease Years	Annual Rent
Years 1-10	\$ 230,777
Years 11-20	\$ 302,108
Years 21-30	\$ 390,223
Years 31-40	10% of fair market value of land in year 30
Years 41-50	Rent from year 45 plus 3% per year increase
Years 51-60	Rent from year 55 plus 3% per year increase

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Years 61-70	10% of fair market value of land in Year 65
Years 71-85	Rent from year 75 plus 3% per year increase

Wells OP has the right to terminate the Avnet ground lease prior to the expiration of the 30<sup>th</sup>/ year.

### The Siemens Building

The Siemens Building is a three-story office building containing approximately 77,054 rentable square feet on a 5.3 acre tract of land located in Troy, Michigan. The XII-REIT Joint Venture purchased the Siemens Building on May 10, 2000 for a purchase price of \$14,265,000. The Siemens Building is located at 4685 Investment Drive in Troy Michigan in the heart of "Automation Alley."

72

The Siemens Building is leased to Siemens Automotive Corporation (Siemens). Siemens is a subsidiary of Siemens Corporation USA, a domestic corporation which conducts the American operations of Siemens AG, the world's second largest manufacturer of electronic capital goods. Siemens, part of the worldwide Automotive Systems Group of Siemens AG, is a supplier of advanced electronic and electrical products and systems to automobile manufacturers.

The initial term of the Siemens lease is ten years which commenced on March 3, 2000 and expires on August 31, 2010. Siemens has the right to extend the Siemens lease for two additional five-year periods of time at 95% of the then-current fair market rental rate. The base rent payable for the initial lease term is as follows:

Lease Year	Annual Rent	Monthly Rent
Year 1	\$ 1,309,918	\$ 109,160
Year 2	\$ 1,342,281	\$ 111,857
Year 3	\$ 1,374,643	\$ 114,554
Year 4	\$ 1,407,006	\$ 117,251
Year 5	\$ 1,439,369	\$ 119,947
Year 6	\$ 1,471,731	\$ 122,644
Year 7	\$ 1,504,094	\$ 125,341
Year 8	\$ 1,536,457	\$ 128,038
Year 9	\$ 1,568,819	\$ 130,735
Year 10 and first 6 months of Year 11	\$ 1,601,182	\$ 133,432

Siemens has a one-time right to cancel the Siemens lease effective after the 90th month of the lease term if Siemens (a) provides written notice of such cancellation on or before the last day of the 78th month, and (b) pays a cancellation fee to the XII-REIT Joint Venture currently calculated to be

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

approximately \$1,234,160.

### The Motorola Tempe Building

The Motorola Tempe Building is a two-story office building containing approximately 133,225 rentable square feet in Tempe, Arizona. Wells OP purchased the Motorola Tempe Building on March 29, 2000 for a purchase price of \$16,000,000. Construction of the Motorola Tempe Building was completed in July 1998.

The Motorola Tempe Building is located on a 12.44 acre tract of land at 8075 South River Parkway within the Arizona State University Research Park. The land upon which the Motorola Tempe Building is situated is subject to a long-term ground lease with Price-Elliott Research Park, Inc.

The Motorola Tempe Building is subject to a first priority mortgage in favor of SouthTrust securing a SouthTrust Line of Credit, which is more particularly described in the "Real Estate Loans" section of this prospectus.

The Motorola Tempe Building is leased to Motorola, Inc. (Motorola). The Motorola Tempe Building is occupied by Motorola's Satellite Communications Division (SATCOM). SATCOM is a worldwide developer and manufacturer of space and ground communications equipment and systems. SATCOM is the prime contractor for the Iridium System and is primarily engaged in computer design and development functions.

The initial term of the Motorola lease is seven years which commenced on August 17, 1998 and

73

expires on August 31, 2005. Motorola has the right to extend the Motorola lease for four additional five-year periods of time at the then-prevailing market rental rate. The rent payable under the Motorola lease, out of which Wells OP will be required to make the ground lease payments described below, is as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-4	\$ 1,843,834	\$ 153,653
Years 5-7	\$ 2,054,329	\$ 171,194

Motorola has an expansion option which allows Motorola the ability to expand the building between 21,000 and 40,000 rentable square feet with additional parking spaces to be constructed by Wells OP. Motorola must exercise its expansion right before August 17, 2001. In the event that Motorola exercises its expansion option, the rent on the expansion space will be calculated based upon a 10.5% return on costs of the expansion, including construction costs, and Wells OP will be entitled to a development fee in an amount equal to 8% of the cost of the construction of the expansion building shell.

The Motorola ground lease commenced November 19, 1997 and expires on December 31, 2082. The ground lease payments required pursuant to the Motorola ground lease are as follows:

Lease Years	Annual Rent
-------------	-------------

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Years 1-15	\$ 243,825
Years 16-25	\$ 357,240
Years 26-35	\$ 466,015
Years 36-45	10% of Fair Market Value of Land in year 35
Years 46-55	Rent from year 45 plus 3% per year increase
Years 56-65	Rent from year 55 plus 3% per year increase
Years 66-75	10% of Fair Market Value in year 65
Years 76-85	Rent from year 75 plus 3% per year increase

Wells OP has the right to terminate the Motorola ground lease prior to the expiration of the 30th year and prior to the expiration of each subsequent ten-year period thereafter.

### The ASML Building

The ASML Building is a two-story office and warehouse building containing approximately 95,133 rentable square feet located in Tempe, Arizona. Wells OP purchased the ASML Building on March 29, 2000 for a purchase price of \$17,355,000. Construction on the ASML Building was completed in June 1995.

The ASML Building is located on a 9.51 acre tract of land at 8555 South River Parkway within the Arizona State University Research Park. The land upon which the ASML Building is situated is subject to a long-term ground lease with Price-Elliott Research Park, Inc.

The ASML Building is subject to a first priority mortgage in favor of SouthTrust securing a SouthTrust Line of Credit, which is more particularly described in the "Real Estate Loans" section of this prospectus.

The ASML Building is leased to ASM Lithography, Inc. (ASML). ASML is a wholly-owned subsidiary of ASM Lithography Holdings NV (ASML Holdings), a Dutch multi-national corporation that supplies lithography systems used for printing integrated circuit designs onto very thin disks of silicon, commonly referred to as wafers. These systems are supplied to integrated circuit manufacturers throughout the United States, Asia and Western Europe. ASML Holdings is 24% owned by Philips Electronics and has

74

strategic partnerships with a number of major companies including Lucent Technologies, Applied Materials, Samsung, Hyundai and Motorola.

The initial term of the ASML lease is 15 years which commenced on June 4, 1998 and expires on June 30, 2013. The base rent payable for the ASML Building, out of which Wells OP will be required to make the ground lease payments described below, is as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-5	\$ 1,927,788	\$ 160,649

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Years 6-10	\$ 2,130,124	\$ 177,510
Years 11-15	\$ 2,354,021	\$ 196,168

ASML has an expansion option which allows ASML the ability to expand the building into at least an additional 30,000 rentable square feet, to be constructed by Wells OP. If the expansion option exercised is for less than 30,000 square feet, Wells OP may reject the exercise at its sole discretion. In the event that ASML exercises its expansion option after the first five years of the initial lease term, such lease term will be extended to ten years from the date of such expansion.

The ASML ground lease commenced on August 22, 1997 and expires on December 31, 2082. The ground lease payments required pursuant to the ASML ground lease are as follows:

Lease Years	Annual Rent
Years 1-15	\$ 186,368
Years 16-25	\$ 273,340
Years 26-35	\$ 356,170
Years 36-45	10% of Fair Market Value of Land in year 35
Years 46-55	Rent from year 45 plus 3% per year increase
Years 56-65	Rent from year 55 plus 3% per year increase
Years 66-75	10% of Fair Market Value in Year 65
Years 76-85	Rent from year 75 plus 3% per year increase

Wells OP has the right to terminate the ASML ground lease prior to the expiration of the 30th year, and prior to the expiration of each subsequent ten-year period thereafter.

### The Dial Building

The Dial Building is a two-story office building containing approximately 129,689 rentable square feet located in Scottsdale, Arizona. Wells OP purchased the Dial Building on March 29, 2000 for a purchase price of \$14,250,000. Construction of the Dial Building was completed in 1997.

The Dial Building is located at 15501 N. Dial Boulevard within the Scottsdale Airpark Development in the City of Scottsdale which is eight miles northeast of the center of Phoenix and is an integral part of metropolitan Phoenix.

The Dial Building is subject to a first priority mortgage in favor of SouthTrust securing a SouthTrust Line of Credit, which is more particularly described in the "Real Estate Loans" section of this prospectus.

The Dial Building is leased to Dial Corporation (Dial). Dial currently has its headquarters in the Dial Building and is one of the leading consumer product manufacturers in the United States. Dial's brands include Dial soap, Purex detergents, Renuzit air fresheners, Armour canned meats, and a variety of other

leading consumer products.

The initial term of the Dial lease is 11 years which commenced on August 14, 1997 and expires on August 31, 2008. Dial has the right to extend the Dial lease for two additional five-year periods of time at 95% of the then-current fair market rental rate. The annual rent payable for the initial term of the Dial lease is \$1,387,672.

The Metris Building

The Metris Building is a three-story office building containing approximately 101,100 rentable square feet located in Tulsa, Oklahoma. Wells OP purchased the Metris Building on February 11, 2000 for a purchase price of \$12,740,000. Construction of the Metris Building was completed on January 14, 2000.

The Metris Building is located on a 14.6 acre tract of land located at 4848 South 129th East Avenue in the Silos Corporate Center, a prominent 126 acre mixed-use park owned by State Farm Insurance Companies. The site is about 11 miles southeast of the Tulsa Commercial Business District and is bordered by the Broken Arrow Expressway, the primary east-west thoroughfare linking the suburb of Broken Arrow to downtown Tulsa.

Wells OP borrowed \$8,000,000 from an existing revolving credit facility (Metris Loan) at the time it purchased the Metris Building. The Metris Loan, which is more particularly described in the "Real Estate Loans" section of this prospectus, is secured by a first mortgage against the Metris Building.

The Metris Building is leased to Metris Direct, Inc. (Metris). Metris is a principal subsidiary of Metris Companies Inc. (Metris Companies), a publicly traded company on the New York Stock Exchange and guarantor of the Metris lease. Metris Companies is an information-based direct marketer of consumer credit products and fee-based services primarily to moderate income consumers. Metris Companies' consumer credit products are primarily unsecured credit cards issued by its subsidiary, Direct Merchants Credit Card Bank. The company's customers and prospects include individuals for whom credit bureau information is available and existing customers of a former affiliate, Fingerhut Corporation.

The initial term of the Metris lease is ten years which commenced on February 1, 2000 and expires on January 31, 2010. Metris has the right to extend the Metris lease for two additional five-year periods of time. The base rent payable for the Metris lease is as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-5	\$1,187,925	\$ 98,994
Years 6-10	\$1,306,718	\$108,893

The monthly base rent payable for the renewal terms of the Metris lease shall be equal to the then-current market rate based on the then existing rates for comparable space of equivalent quality in suburban Tulsa, Oklahoma taking into account location, quality, age of the office building, size of premises and any other relevant term or condition in making such fair market value rental rate determination as of 12 months prior to commencement of the renewal term. If the parties are unable to agree upon the market rate within 11 months prior to



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

commencement of the renewal term, the market rate shall then be determined by arbitration.

### The Cinemark Building

The Cinemark Building is a five-story office building containing approximately 118,108 rentable square feet located in Plano, Texas. Wells OP purchased the Cinemark Building on December 21, 1999 for a purchase price of \$21,800,000. Construction of the Cinemark Building was completed in September 1999.

76

The Cinemark Building is located on a 3.52-acre tract of land located at 3900 Dallas Parkway in Plano, Texas. The site is in a good location with quick access to and visibility from the toll road. The City of Plano is located approximately 20 miles north of downtown Dallas and is the largest city in Collin County with a population of nearly 200,000 people.

The Cinemark Building is subject to a first priority mortgage in favor of SouthTrust securing a SouthTrust Line of Credit, which is more particularly described in the "Real Estate Loans" section of this prospectus.

The entire 118,108 rentable square feet of the Cinemark Building is currently leased to two tenants. Cinemark USA, Inc. (Cinemark) occupies 66,024 rentable square feet of the Cinemark Building, and The Coca-Cola Company (Coca-Cola) occupies the remaining 52,084 rentable square feet of the Cinemark Building.

Cinemark, a privately owned company, is one of the largest motion picture exhibitors in North and South America. Cinemark currently operates in excess of 2,575 screens in 32 states within the United States and internationally in countries such as Argentina, Brazil, Canada, Chile, Costa Rica, Ecuador, El Salvador, Honduras, Nicaragua, Mexico and Peru.

The initial term of the Cinemark lease is ten years which commenced on December 21, 1999 and expires on December 20, 2009. Cinemark has the right to extend the Cinemark lease for two additional five-year periods of time. The base rent payable for the Cinemark lease and first renewal term is as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-7	\$1,366,491	\$113,874
Years 8-10	\$1,481,738	\$123,478
Years 11-15	\$1,567,349	\$130,612

The monthly base rent payable for the second renewal term of the Cinemark lease shall be equal to 95% of the then-current market rate based on the then existing rates for comparable space of equivalent quality in Plano, Texas taking into account location, quality, age of the office building, size of premises and any other relevant term or condition in making such fair market value rental rate determination. If the parties are unable to agree upon the market rate within 15 business days after receipt of the renewal notice, each party shall appoint a real estate appraiser to determine the market rate. If the two appraisers cannot agree upon the market rate within 15 days of the commencement of their deliberation, they shall appoint a third appraiser. The market rate

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

shall then be determined by the agreement of any two of the appraisers or the average of the two closest rates if two appraisers cannot agree.

Cinemark shall have a right of first refusal to lease any of the remaining rentable area of the Cinemark Building which subsequently becomes vacant and in which Wells OP receives or makes an acceptable offer or proposal to lease such vacant space to a bona fide third party. Wells OP shall offer to Cinemark in writing the right to include the vacant space under its lease at the rental rate set forth in the third party offer. Cinemark shall then have 15 days to exercise this right of first refusal.

Coca-Cola is the global soft-drink industry leader with world headquarters in Atlanta, Georgia. Coca-Cola manufactures and sells syrups, concentrates and beverage bases for Coca-Cola, the company's flagship brand, and over 160 other soft drink brands in nearly 200 countries around the world.

77

The initial term of the Coca-Cola lease is seven years which commenced on December 1, 1999 and expires on November 30, 2006. The base rent payable for the remainder of the Coca-Cola lease term is as follows:

Lease Year	Annual Rent	Monthly Rent
Year 2	\$1,302,100	\$108,508
Year 3	\$1,354,184	\$112,848
Year 4	\$1,406,268	\$117,189
Year 5	\$1,458,352	\$121,529
Year 6	\$1,510,436	\$125,870
Year 7	\$1,562,520	\$130,210

Coca-Cola has the right to extend the lease for two additional five-year periods of time upon 240 days advance notice prior to the end of the term. Within 30 days of the delivery of the renewal notice by Coca-Cola, Wells OP shall deliver a rental notice to Coca-Cola stating the base rent payable during the renewal term, which base rent shall be based upon the prevailing rental rates for space of similar quality, size, utility, location, length of renewal term and credit standing of the tenant. Coca-Cola must then notify Wells OP of its intent to renew the lease on such terms within 30 days of delivery of the rental notice by Wells OP.

### The Gartner Building

The Gartner Building is a two-story office building containing approximately 62,400 rentable square feet located in Fort Myers, Florida. The XI-XII-REIT Joint Venture purchased the Gartner Building on September 20, 1999 for a purchase price of \$8,320,000. Construction of the Gartner Building was completed in 1998.

The site is a 4.9 acre tract of land within the Gateway development at 12600 Gateway Boulevard. Gateway is a mixed-use development with over 3,000 acres planned for residential purposes and over 800 acres planned for commercial purposes. Sony Electronics and Ford Motor Credit Company are two of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

commercial tenants in this development.

The Gartner Building is currently leased to The Gartner Group, Inc. (Gartner). The Gartner Building will be occupied by Gartner's Financial Services Division. Gartner, which was founded in 1979, is one of the world's leading independent providers of research and analysis related to information and technology solutions. Gartner serves as a consultant to business clients for their information technology purchasing decisions. Gartner has over 80 locations worldwide and over 12,000 clients.

The initial term of the Gartner lease is ten years which commenced on February 1, 1998 and expires on January 31, 2008. Gartner has the right to extend the lease for two additional five-year periods of time. The base rent payable for the remainder of the lease term is as follows:

Lease Year	Annual Rent	Monthly Rent
Year 3	\$790,642	\$65,887
Year 4	\$810,408	\$67,534
Year 5	\$830,668	\$69,222
Year 6	\$851,435	\$70,953
Year 7	\$872,721	\$72,727
Year 8	\$894,539	\$74,545
Year 9	\$916,902	\$76,409
Year 10	\$939,825	\$78,319

78

The monthly base rent payable for each extended term of the lease will be equal to the lesser of (i) the prior rate increased by 2.5%, or (ii) 95% of the then-current market rate which is calculated as a full-service rental rate less anticipated annual operating expenses on a rentable square foot basis charged for space of comparable location, size and conditions in comparable office buildings in the Fort Myers area.

Gartner also has two expansion options for additional buildings under the Gartner lease. The two option plans are described in the lease as the "Small Option Building" and the "Large Option Building".

The "Small Option Building" and the "Large Option Building" expansion options allow Gartner the ability to expand into separate, free standing facilities of 30,000 to 32,000 rentable square feet and 60,000 to 75,000 rentable square feet, respectively. Gartner may exercise its rights for either expansion option by providing notice in writing to the joint venture on or before February 15, 2002. In the event that Gartner exercises either expansion option, the parties shall enter into a separate lease within 30 days of such notice by Gartner with a guaranteed ten year lease term and yearly base rent to be determined by mutual agreement of the parties.

The Marconi Building

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Marconi Building (formerly known as the Videojet Building) is a two-story office, assembly and manufacturing building containing approximately 250,354 rentable square located in Wood Dale, Illinois. Wells OP purchased the Marconi Building on September 10, 1999 for a purchase price of \$32,630,940. Construction of the Marconi Building was completed in 1991.

The site is a 15.3 acre tract of land located within the Chancellory Business Park which is adjacent to the western entrance to O'Hare International Airport. The site is also situated very convenient to most of Chicago's major interstates, including the Elgin/O'Hare Expressway which, when finished, will extend along Thorndale Road adjacent to the main entrance to the Chancellory Business Park. The Chancellory Business Park consists of good quality office, manufacturing and warehouse buildings mostly occupied by national tenants such as Sony, Mitsubishi, NEC Minolta and United Airlines.

The Marconi Building is subject to a first priority mortgage in favor of Bank of America, N.A. securing the BOA Loan, which is more particularly described in the "Real Estate Loans" section of this prospectus.

The Marconi Building is leased to Marconi Data Systems, Inc. (formerly known as Videojet Systems International, Inc. until a December 1999 name change). Marconi Data Systems, Inc. (Marconi) is the world's leading producer of state-of-the-art industrial ink jet marking and coding products. Marconi manufactures and distributes industrial ink jet printers, digital imaging systems, laser coding systems, inks and fluids to customers worldwide. The Marconi lease is guaranteed by GEC Incorporated, a Delaware corporation which is a wholly-owned subsidiary of Marconi, p.l.c. (formerly known as General Electric Company, p.l.c.), a publicly traded United Kingdom corporation that ranks among the largest electronic system and equipment manufacturers in the world.

The initial term of the Marconi lease is 20 years which commenced in November 1991 and expires in November 2011. Marconi has the right to extend the Marconi lease for one additional five-year period of time. The base rent payable for the remainder of the lease term is as follows:

79

Lease Years	Annual Rent	Monthly Rent
Year 9-10	\$2,838,952	\$236,579
Years 11-20	\$3,376,746	\$281,396
Extension Term	\$4,667,439	\$388,953

### The Johnson Matthey Building

The Johnson Matthey Building is a 130,000 square foot research and development, office and warehouse building. The XI-XII-REIT Joint Venture purchased the Johnson Matthey Building on August 17, 1999 for a purchase price of \$8,000,000. The Johnson Matthey Building was first constructed in 1973 as a multi-tenant facility and it was subsequently converted into a single-tenant facility in 1998.

The site consists of a 10.0 acre tract of land located at 434-436 Devon Park Drive in Tredyffrin Township, Chester County, Pennsylvania. The site is located along the Route 202 "high tech" corridor close to King of Prussia and is considered a suburb of Philadelphia. The site is within five minutes of Route

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

422, the Pennsylvania Turnpike and Interstate 76.

The Johnson Matthey Building is currently leased to Johnson Matthey, Inc. (Johnson Matthey). Johnson Matthey is a wholly-owned subsidiary of Johnson Matthey, PLC of the United Kingdom, a world leader in advanced materials technology. Johnson Matthey, PLC applies the latest technology to add value to precious metals and other specialized materials. Johnson Matthey, PLC is a publicly traded company that is over 175 years old, has operations in 38 countries and employs 12,000 people.

Johnson Matthey is one of the parent company's primary operating companies in the U.S. and includes the Catalytic Systems Division (CSD). The CSD is the world's leading supplier of catalytic converters for automotive exhaust emission and air pollution control. In addition, Johnson Matthey is the largest U.S. supplier of diesel catalytic converters, which enable customers to meet constantly tightening regulatory requirements.

The lease term of the Johnson Matthey lease is ten years which commenced in July 1998 and expires in June 2007. Johnson Matthey has the right to extend the lease for two additional three-year periods of time. The base rent payable under the Johnson Matthey lease for the remainder of the lease term is as follows:

Lease Year	Annual Rent	Monthly Rent
Year 3	\$789,750	\$65,813
Year 4	\$809,250	\$67,438
Year 5	\$828,750	\$69,063
Year 6	\$854,750	\$71,229
Year 7	\$874,250	\$72,854
Year 8	\$897,000	\$74,750
Year 9	\$916,500	\$76,375
Year 10	\$939,250	\$78,271

The monthly base rent payable for each extension term will be equal to the fair market rent taking into consideration rental rates for comparable industrial and research and development properties in the local market area. If the parties cannot agree upon the fair market rent, the matter shall be submitted to arbitration.

80

Johnson Matthey has a right of first refusal to purchase the Johnson Matthey Building in the event that the XI-XII-REIT Joint Venture desires to sell the building to an unrelated third-party. The XI-XII-REIT Joint Venture must give Johnson Matthey written notice of its intent to sell the Johnson Matthey Building, and Johnson Matthey will have ten days from the date of such notice to provide written notice of its intent to purchase the building. If Johnson Matthey exercises its right of first refusal, it must purchase the Johnson Matthey Building on the same terms contained in the offer.

The Alstom Power Richmond Building

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Alstom Power Richmond Building (formerly known as the ABB Richmond Building) is a four-story brick office building containing 102,000 gross square feet located in Midlothian, Virginia. Wells REIT, LLC - VA I (Wells LLC - VA), a limited liability company wholly-owned by Wells OP, purchased a 7.49 acre tract of land on July 22, 1999 for a purchase price of \$936,250. Wells LLC - VA completed construction of the Alstom Power Richmond Building in July 2000 at an aggregate cost of approximately \$11,400,000, including the cost of the land.

The Alstom Power Richmond Building is part of a 250-acre office park in the Clover Hill District of Chesterfield County, one of the fastest growing counties in Virginia. Midlothian is located approximately nine miles southwest of the Richmond central business district.

Wells OP originally obtained a construction loan from SouthTrust Bank, N.A. in the maximum principal amount of \$9,280,000 to fund the development and construction of the Alstom Power Richmond Building. This loan, which is more specifically detailed in the "Real Estate Loans" section of this prospectus, was recently converted to a line of credit and is secured by a first priority mortgage against the Alstom Power Richmond Building, an assignment of the landlord's interest in the Alstom Power Richmond lease and a \$4,000,000 letter of credit issued by Unibank.

The Alstom Power Richmond Building is leased to Alstom Power, Inc. (Alstom Power). Alstom Power is the result of the December 30, 1999, merger between ABB Power Generation, Inc. (ABB Power) and ABB Alstom Power, Inc. As of June 22, 2000, ABB Alstom Power, Inc. changed its name to Alstom Power, Inc. ABB Power was a subsidiary of Asea Brown Boveri, Inc., a large multi-national engineering and construction company headquartered in Switzerland.

The initial term of the Alstom Power Richmond lease is seven years which commenced on July 24, 2000 and expires on July 23, 2007. Alstom Power has the right to extend the lease for two additional five-year periods of time. Each extension option must be exercised by giving notice to the landlord at least 12 months prior to the expiration of the then-current lease term. The base rent payable under the Alstom Power lease will be as follows:

Lease Year	Annual Rent	Monthly Rent
Year 1	\$1,183,731	\$ 98,644
Year 2	\$1,213,324	\$101,110
Year 3	\$1,243,657	\$103,638
Year 4	\$1,274,748	\$106,229
Year 5	\$1,306,618	\$108,885
Year 6	\$1,339,283	\$111,607
Year 7	\$1,372,765	\$114,397

The monthly base rent payable for each extended term of the Alstom Power lease will be equal to the "Market Rate" for new leases of office space in that portion of the Richmond, Virginia market that is located south of the James River and west of I-95 for space similar to the premises. In the event the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

parties are unable to agree upon the Market Rate, then each party shall appoint a real estate appraiser. If the appraisers are unable to agree upon the Market Rate, they shall appoint a third appraiser and each shall make a determination of the Market Rate. The appraisal that is farthest from the middle appraisal shall be disregarded and the remaining two appraisals shall be averaged to establish the Market Rate.

Alstom Power has a one-time option to terminate the Alstom Power Richmond lease as to a portion of the premises containing between 12,500 and 13,000 rentable square feet as of the third anniversary of the rental commencement date. If Alstom Power elects to exercise this termination option, Alstom Power is required to pay a termination fee equal to eight times the sum of the next due installments of rent plus the unamortized portions of the base improvement allowance, additional allowance and broker commission, each being amortized in equal monthly installments of principal and interest over the initial term of the lease at a rate of ten percent (10%) per annum. Alstom Power must give notice of its intent to exercise such option to terminate at least seven months in advance of the third anniversary; provided, however, that Alstom Power may pay a penalty, as stipulated in the lease, to provide less than seven months notice.

In the event that Alstom Power exercises its termination option as of the third anniversary of the rental commencement date, Alstom Power has a one-time option to terminate the Alstom Power Richmond lease as to a portion of the premises containing between 12,500 and 13,000 rentable square feet as of the fifth anniversary of the rental commencement date. If Alstom Power elects to exercise this termination option, Alstom Power is required to pay a termination fee equal to six times the sum of the next due installments of rent plus the unamortized portions of the base improvement allowance, additional allowance and broker commission, each being amortized in equal monthly installments of principal and interest over the initial term of the lease at a rate of ten percent (10%) per annum. Alstom Power must give notice of its intent to exercise such option to terminate at least seven months in advance of the fifth anniversary; provided, however, that Alstom Power may pay a penalty, as stipulated in the lease, to provide less than seven months notice.

In the event that Alstom Power does not exercise its termination option as of the third anniversary of the rental commencement date, Alstom Power has a one-time option to terminate the Alstom Power lease as to a portion of the premises containing between 24,500 and 25,500 rentable square feet as of the fifth anniversary of the rental commencement date. If Alstom Power elects to exercise this termination option, Alstom Power is required to pay a termination fee equal to six times the sum of the next due installments of rent plus the unamortized portions of the base improvement allowance, additional allowance and broker commission, each being amortized in equal monthly installments of principal and interest over the initial term of the lease at a rate of ten percent (10%) per annum. Alstom Power must give notice of its intent to exercise such option to terminate at least nine months in advance of the fifth anniversary; provided, however, that Alstom Power may pay a penalty, as stipulated in the lease, to provide less than nine months notice.

### The Sprint Building

The Sprint Building is a three-story office building with approximately 68,900 rentable square feet. The XI-XII-REIT Joint Venture purchased the Sprint Building on July 2, 1999 for a purchase price of \$9,500,000. Construction of the Sprint Building was completed in 1992.

The Sprint Building is located on a 7.1 acre tract of land located adjacent to the Leawood Country Club in Leawood, Kansas near the affluent Overland Park

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

suburb of Kansas City. The site is within walking distance of Ward Parkway Mall and is convenient to downtown Kansas City and I-435, the interstate loop around Kansas City.

82

The Sprint Building is leased to Sprint Communications Company L.P. (Sprint). Sprint is the nation's third largest long distance phone company, which operates on an all-digital long distance telecommunications network using state-of-the-art fiber optic and electronic technology. Sprint provides domestic and international voice, video and data communications services as well as integration management and support services for computer networks.

The initial term of the Sprint lease is ten years which commenced on May 19, 1997 and expires in May 2007, subject to Sprint's right to extend the lease for two additional five year periods of time. The annual base rent payable under the Sprint lease is \$999,048 through May 18, 2002, and \$1,102,404 for the remainder of the lease term. The monthly base rent payable for each extended term of the Sprint lease will be equal to 95% of the then-current market rate for comparable office buildings in the suburban south Kansas City, Missouri and south Johnson County, Kansas areas. If the parties are unable to agree upon the current market rate within 30 days of the date negotiations begin, the current market rate shall be determined by three licensed real estate brokers, one of which will be selected by Sprint, one of which will be selected by the XI-XII-REIT Joint Venture and the final appraiser will be selected by the two appraisers previously selected.

The Sprint lease contains a termination option which may be exercised by Sprint effective as of May 18, 2004 provided that Sprint has not exercised either expansion option, as described below. Sprint must provide notice to the XI-XII-REIT Joint Venture of its intent to exercise its termination option on or before August 21, 2003. If Sprint exercises its termination option, it will be required to pay the joint venture a termination payment equal to \$6.53 per square foot, or \$450,199.

Sprint also has an expansion option for an additional 20,000 square feet of office space which may be exercised in two expansion phases. Sprint's expansion rights involve building on unfinished ground level space that is currently used as covered parking within the existing building footprint and shell. At each exercise of an expansion option, the remaining lease term will be extended to be a minimum of an additional five years from the date of the completion of such expansion space.

Sprint must give written notice to the XI-XII-REIT Joint Venture of its election to exercise each expansion option at least 270 days prior to the date Sprint will require delivery of the expansion space.

If Sprint exercises either expansion option, the XI-XII-REIT Joint Venture will be required to construct the expansion improvements in accordance with the specific drawings and plans attached as an exhibit to the Sprint lease. The joint venture will be required to fund the expansion improvements and to fund to Sprint a tenant finish allowance of \$10 per square foot for the expansion space.

The base rental per square foot for the expansion space shall be determined by the XI-XII-REIT Joint Venture taking into consideration the value of the joint venture's work related to such expansion space and the base rental rate increase per square foot applicable at the end of year five of the lease term. The expansion space base rental rate shall be presented to Sprint no later than 45 days after delivery to the XI-XII-REIT Joint Venture of each expansion notice. In no event shall such rental rate be greater than the base rental rate



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

for the Sprint Building as of the date of the expansion space commencement date.

### The EYBL CarTex Building

The EYBL CarTex Building is a manufacturing and office building consisting of a total of 169,510 square feet located in Greenville, South Carolina. The XI-XII-REIT Joint Venture purchased the EYBL CarTex Building on May 18, 1999 for a purchase price of \$5,085,000. Construction of the EYBL CarTex Building was originally completed in the early 1980s and an addition was completed in 1989.

83

The EYBL CarTex Building is located on an 11.9 acre tract of land at 111 SouthChase Boulevard in the SouthChase Industrial Park, which is located adjacent to I-385 in southwest Greenville, South Carolina.

The EYBL CarTex Building is leased to EYBL CarTex, Inc. (EYBL CarTex). EYBL CarTex produces automotive textiles for BMW, Mercedes, GM Bali, VW Mexico and Golf A4. EYBL CarTex is a wholly-owned subsidiary of EYBL International, AG, Krems/Austria. EYBL International is the world's largest producer of circular knit textile products and loop pile plushes for the automotive industry. It has plants in Austria, Germany, Hungary, Slovakia, Brazil and the United States.

The initial term of the EYBL CarTex lease is ten years which commenced on March 1, 1998 and expires in February 2008, subject to EYBL CarTex's right to extend the lease for two additional five-year periods of time. The base rent payable under the EYBL CarTex lease for the remainder of the lease term shall be as follows:

Lease Years	Annual Rent	Monthly Rent
Years 3-4	\$508,530	\$42,378
Years 5-6	\$550,908	\$45,909
Years 7-8	\$593,285	\$49,440
Years 9-10	\$610,236	\$50,853

The monthly base rent payable for each extended term of the lease will be equal to the fair market rent as submitted by the landlord. If the tenant does not agree to the proposed rent by the landlord for the extension term, tenant may require the fair market rent be determined by three appraisers, one of which will be selected by the tenant, one by the landlord and the final appraiser shall be selected by the first two appraisers.

Under the lease, EYBL CarTex has an option to purchase the EYBL CarTex Building at the expiration of the initial lease term by giving notice to the landlord by March 1, 2007. Within 30 days after landlord receives notice of tenant's intent to exercise its purchase option, landlord shall submit a proposed purchase price for the EYBL CarTex Building based upon its good faith estimate of the fair market value of the building. If tenant does not agree to the purchase price, tenant may require that the purchase price be established by three appraisers, one of which will be selected by the tenant, one of which will be selected by the landlord and the final appraiser shall be selected by the first two appraisers. In no event, however, will the purchase price under the purchase option be less than \$5,500,000.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### The Matsushita Building

The Matsushita Building is a two-story office building containing 150,000 rentable square feet. Wells OP purchased an 8.8 acre tract of land on March 15, 1999, for a purchase price of \$4,450,230. Wells OP completed construction of the Matsushita Building on January 4, 2000 at an aggregate cost of approximately \$18,400,000, including the cost of the land.

The site is located in the Pacific Commercentre, which is a 33 acre master-planned business park positioned near the Irvine Spectrum in the heart of Southern California's Technology Coast. Pacific Commercentre is a nine building complex featuring office, technology, and light manufacturing uses, and is located in the city of Lake Forest in southern Orange County.

The Matsushita Building is leased to Matsushita Avionics Systems Corporation (Matsushita Avionics). Matsushita Avionics is a wholly-owned subsidiary of Matsushita Electric Corporation of America (Matsushita Electric). Matsushita Avionics manufactures and sells audio-visual products to the airline industry for passenger use in airplanes. Matsushita Electric is a wholly-owned subsidiary of

84

Matsushita Electric Industrial Co., Ltd. (Matsushita Industrial), a Japanese company which is the world's largest consumer electronics manufacturer. Matsushita Electric has guaranteed the obligations of Matsushita Avionics under the Matsushita lease.

The initial term of the Matsushita lease is seven years which commenced on January 4, 2000 and expires in January 2007. Matsushita Avionics has the option to extend the initial term of the Matsushita lease for two successive five-year periods. Each extension option must be exercised not more than 19 months and not less than 15 months prior to the expiration of the then-current lease term. The base rent payable under the Matsushita lease shall be as follows:

Lease Years	Annual Rent	Monthly Rent
Years 1-2	\$1,830,000	\$152,500
Years 3-4	\$1,947,120	\$162,260
Years 5-6	\$2,064,240	\$172,020
Year 7	\$2,181,360	\$181,780

The monthly base rent payable during the option term shall be 95% of the stated rental rate at which, as of the commencement of the option term, tenants are leasing non-expansion, non-affiliated, non-sublease, non-encumbered, non-equity space comparable in size, location and quality to the Matsushita project for a term of five years in the Lake Forest and Irvine area of Southern California. The monthly base rent during the option term shall be adjusted upward during the option term at the beginning of the 24th and 48th month of each option term by an amount equal to 6% of the monthly base rent payable immediately preceding such period. Within 30 days of tenant providing written notice of its intent to exercise a renewal option, Wells OP shall deliver to Matsushita Avionics notice containing the proposed rent for the option term. If, after reasonable good faith efforts, landlord and tenant are unable to agree upon the option rent before the 13th month prior to the expiration of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

appropriate lease term, option rent shall be determined by arbitration.

### The AT&T Building

The AT&T Building (formerly known as the Vanguard Cellular Building) is a four-story office building containing approximately 81,859 rentable square feet located in Harrisburg, Pennsylvania. Wells OP purchased the AT&T Building on February 4, 1999 for a purchase price of \$12,291,200. Construction of the AT&T Building was completed in November 1998.

The AT&T Building is located on 10.5 acres of land in Commerce Park, which is located in the Lower Paxton Township, a planned business park, at the intersection of Progress Avenue and Interstate Drive just off of the Progress Avenue exit of Interstate 81.

Wells OP obtained a loan from Bank of America, N.A. (BOA Loan) in connection with its original purchase of the AT&T Building. The BOA Loan, which is more particularly described in the "Real Estate Loans" section of this prospectus, is secured in part by a first priority mortgage against the AT&T Building.

The AT&T Building is leased to Pennsylvania Cellular Telephone Corp. (Pennsylvania Telephone), a subsidiary of Vanguard Cellular Systems, Inc. (Vanguard Cellular), and the obligations of Pennsylvania Telephone under the Vanguard Cellular lease are guaranteed by Vanguard Cellular. Vanguard Cellular is an independent operator of cellular telephone systems in the United States with over 664,000 subscribers located in 26 markets in the Mid-Atlantic, Ohio Valley and New England regions of the United States. Vanguard Cellular markets its wireless products and services under the name CellularOne, a nationally recognized brand name partially owned by Vanguard Cellular. Vanguard

85

Cellular operates primarily in suburban and rural areas that are close in proximity to major urban areas, which it believes affords several advantages over its traditional urban competitors, including (1) greater network capacity, (2) greater roaming revenue opportunities, (3) lower distribution costs, and (4) higher barriers to entry by competitors.

On May 3, 1999, Vanguard Cellular was merged with and became a wholly-owned subsidiary of AT&T Corp.

The initial term of the Vanguard Cellular lease is ten years which commenced on November 16, 1998 and expires in November 2007. Vanguard has the option to extend the initial term of the Vanguard Cellular lease for three additional five-year periods and one additional four year and 11-month period. Each extension option must be exercised by giving written notice to the landlord at least 12 months prior to the expiration date of the then-current lease term. The following table summarizes the annual base rent payable during the remainder of the initial term of the Vanguard Cellular lease:

Lease Year	Annual Rent	Monthly Rent
Year 3	\$1,416,221	\$118,018
Year 4	\$1,442,116	\$120,176
Year 5	\$1,468,529	\$122,377

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Year 6	\$1,374,011	\$114,501
Year 7	\$1,401,491	\$116,791
Year 8	\$1,429,521	\$119,127
Year 9	\$1,458,111	\$121,509
Year 10	\$1,487,274	\$123,939

The annual base rent for each extended term under the lease will be equal to 93% of the "fair market rent" determined either (1) as agreed upon by the parties, or (2) as determined by appraisal pursuant to the terms and conditions of the Vanguard Cellular lease. The fair market rent shall be multiplied by the "fair market escalator" (which represents the yearly rate of increases in the fair market rent for the entire renewal term), if any. If the fair market rent is to be determined by appraisal, both the landlord and the tenant shall designate an independent appraiser, and both appraisers shall mutually designate a third appraiser. After their appointment, the appraisers shall determine the fair market rent and the fair market escalator by submitting independent appraisals. The fair market rent and fair market escalator shall be deemed to be the middle appraisal of the three submitted.

In addition, the Vanguard Cellular lease contains an option to expand the premises to create additional office space of not less than 40,000 gross square feet and not more than 90,000 gross square feet, as well as additional parking to accommodate such office space. If Pennsylvania Telephone exercises its option for the expansion improvements, Wells OP will be obligated to expend the funds necessary to construct the expansion improvements. Pennsylvania Telephone may exercise its expansion option by delivering written notice to Wells OP at any time before the last business day of the 96th month of the initial term of the Vanguard Cellular lease.

Within 60 days after Wells OP's receipt of the expansion notice, Wells OP shall consult with Pennsylvania Telephone concerning Pennsylvania Telephone's specific requirements with regard to the expansion improvements and, within such 60 day period, Wells OP shall notify Pennsylvania Telephone in writing of the total estimated expansion costs to be incurred in planning and constructing the expansion improvements. Within 60 days after Pennsylvania Telephone receives Wells OP's written notification of the costs for the expansion improvements, Pennsylvania Telephone shall notify Wells OP in writing either (1) that Pennsylvania Telephone authorizes Wells OP to proceed with the construction of the expansion improvements, (2) that Pennsylvania Telephone intends to submit revised specifications within 60 days to

86

reduce the estimated costs of the expansion improvements to an amount satisfactory to Pennsylvania Telephone, or (3) that Pennsylvania Telephone elects not to expand the premises. If Pennsylvania Telephone fails to deliver its notice to proceed within the above mentioned 60 day period, then Pennsylvania Telephone shall be deemed to have elected not to expand.

If Pennsylvania Telephone delivers its notice to proceed with the expansion improvements, Pennsylvania Telephone shall be deemed to have exercised its option for such full or partial renewal terms such that, as of the date of substantial completion of the expansion improvements, the remaining lease term shall be ten years from such date of substantial completion. Pennsylvania Telephone shall continue to have the right to exercise its option for any of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

renewal terms discussed above which remain beyond the ten year additional term; provided that, if the remaining portion of a renewal term after the ten year extension shall be less than one year, then the ten year term shall be further extended to include the remaining portion of the renewal term which is less than one year.

The annual base rent for the expansion improvements for the first 12 months shall be equal to the product of (a) the expansion costs, multiplied by (b) a factor of 1.07, multiplied by (c) the greater of (X) 10.50%, or (Y) an annual interest rate equal to 375 basis points in excess of the ten-year United States Treasury Note Rate then most recently announced by the United States Treasury as of the commencement date of the expansion improvements. Thereafter, the annual base rent for the expansion improvements shall be increased annually by the lesser of (1) 5%, or (2) 75% of the percentage by which the United States, Bureau of Labor Statistics, Consumer Price Index for All Items - All Urban Wage Earners and Clerical Workers for the Philadelphia Area published nearest to the expiration date of each 12 month period subsequent to the expansion commencement date is greater than the CPI Index most recently published prior to the commencement date.

### The PwC Building

The PwC Building is a four-story office building containing approximately 130,090 rentable square feet located in Tampa, Florida. Wells OP purchased the PwC Building on December 31, 1998 for a purchase price of \$21,127,854. Construction of the PwC Building was completed in 1998.

The PwC Building is located on approximately 9.0 acres of land located in Sunforest Business Park between Eisenhower Boulevard and George Road approximately 1,250 feet south of West Hillsborough Avenue. The Sunforest Business Park is located in the Westshore Business District, which is a suburban business center surrounding Tampa International Airport.

Wells OP purchased the PwC Building subject to a loan from SouthTrust Bank, N.A. (SouthTrust Loan). The SouthTrust Loan, which is more particularly described in the "Real Estate Loans" section of this prospectus, is secured by a first priority mortgage against the PwC Building.

The PwC Building is leased to PricewaterhouseCoopers (PwC). PwC provides a full range of business advisory services to leading global, national and local companies and to public institutions. These services include audit, accounting and tax advice; management, information technology and human resource consulting; financial advisory services including mergers and acquisitions, business recovery, project finance and litigation support; business process outsourcing services; and legal advice through a global network of affiliated law firms. PwC employs more than 140,000 people in 152 countries.

The initial term of the PwC lease is ten years which commenced on December 28, 1998 and expires in December 2008, subject to PwC's right to extend the lease for two additional five-year periods of time. The current annual base rent payable under the PwC lease is \$1,973,213 (\$15.17 per square foot) payable in equal monthly installments of \$164,434 during 2000. The base rent escalates at the rate of 3%

per year throughout the ten year lease term. In addition, PwC is required to pay a "reserve" of \$13,009 (\$.10 per square foot) as additional rent.

The annual base rent for each renewal term under the lease will be equal to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the greater of (a) 90% of the "market rent rate" for such space multiplied by the rentable area of the leased premises, or (b) 100% of the base rent paid during the last lease year of the initial term, or the then-current renewal term, as the case may be. If the base rent for the first lease year under the renewal term is determined pursuant to clause (a) above, then the base rent for each lease year of such renewal term after the first lease year shall be 103% of the base rent for the immediately preceding lease year. If the base rent for the first lease year of a renewal term is determined pursuant to clause (b) above, then there shall be no escalation of the base rent until such time that the total base rent paid during the renewal term is equal to the total base rent that would have been paid during such renewal term if the base rent had been determined pursuant to clause (a) above; and thereafter, the base rent for each subsequent lease year of such renewal term shall be 103% of the base rent for the immediately preceding lease year.

The "market rent rate" under the PwC lease shall be determined by agreement of the parties within 30 days after the date on which PwC delivers its notice of renewal. If Wells OP and PwC are unable to reach agreement on the market rent rate within said 30 day period, then each party shall simultaneously submit to the other in a sealed envelope its good faith estimate of the market rent rate within seven days of expiration of the 30 day period. If the higher of such estimates is not more than 105% of the lower of such estimates then the market rent rate shall be the average of the two estimates. Otherwise, within five days either party may request in writing to resolve the dispute by arbitration. The "market rate rent" shall be based upon the fair market rent then being charged by landlords under new leases of office space in the Westshore Business District for similar space in a building of comparable quality with comparable amenities.

In addition, the PwC lease contains an option to expand the premises to include a second three or four-story building with an amount of square feet up to a total of 132,000 square feet which, if exercised by PwC, will require Wells OP to expend funds necessary to construct the expansion building. PwC may exercise its expansion option by delivering written notice to Wells OP at any time between the 60th day after the rental commencement date and the expiration of the initial term of the lease. If PwC for any reason fails to deliver the expansion notice on or prior to the last day of the initial term, the expansion option shall automatically expire. Upon PwC's delivery of the expansion notice and commencement of construction of the improvements by Wells OP, the term of the lease shall automatically be extended for an additional period of ten years from the date of substantial completion of the expansion building, without further action by either PwC or Wells OP. During the first five lease years of the initial term, Wells OP shall be obligated to construct the expansion building if PwC delivers the expansion notice. Wells OP and PwC have agreed that Wells OP shall not be required to construct the expansion building, however, if PwC delivers the expansion notice after the end of the fifth lease year and, following delivery of such expansion notice, Wells OP determines not to construct the expansion building based upon the base rent it would receive for the expansion building. If Wells OP notifies PwC in writing of such determination within 30 days after Wells OP's receipt of the expansion notice, PwC shall have the right to exercise its option to purchase the PwC building.

If PwC elects to exercise its expansion option, in addition to the construction of a second building which is of a quality equal to or better than the PwC building, Wells OP will be required to expand the parking garage such that a sufficient number of parking spaces, at least equal to four parking spaces per 1,000 square feet of rentable area, is maintained. Wells OP agrees to fund the cost of the design, development and construction of the expansion building up to a maximum of \$150.00 per square foot of rentable area, as increased by increases in the Consumer Price Index between the rental commencement

date and the date of expansion notice. PwC shall be responsible for the payment of any costs of the expansion building in excess of the maximum expansion cost.

The base rent per square foot of rentable area payable for the expansion building in the first lease year of such building shall be an amount equal to the product of (a) the expansion building cost per square foot of rentable area multiplied by (b) the sum of 300 basis points plus the weekly average yield on United States Treasury Obligations, amortized on an annual basis over a period of 20 years. The base rent for each subsequent lease year shall be 103% of the base rent for the immediately preceding lease year.

In the event that PwC elects to exercise its expansion option and Wells OP determines not to proceed with the construction of the expansion building as described above, or if Wells OP is otherwise required to construct the expansion building and fails to do so in a timely basis pursuant to the PwC lease, PwC may exercise its purchase option by giving Wells OP written notice of such exercise within 30 days after either such event. If PwC properly exercises its purchase option, PwC must simultaneously deliver a deposit in the amount of \$50,000. The purchase price for the PwC Building pursuant to the purchase option shall be equal to (a) the average of the monthly base rent for each month remaining in the initial term as of the closing date on the Purchase Option multiplied by 12, and (b) such average annual base rent shall be multiplied by 11.

The Fairchild Building

The Fairchild Building is a two-story manufacturing and office building with 58,424 rentable square feet located in Fremont, Alameda County, California. The Fremont Joint Venture purchased the Fairchild Building on July 21, 1998 for a purchase price of \$8,900,000. Construction of the Fairchild Building was completed in 1985.

The Fairchild Building is located on approximately 3 acres at 47320 Kato Road on the corner of Kato Road and Auburn Road in the City of Fremont, California.

The Fairchild Building is leased to Fairchild Technologies U.S.A., Inc. (Fairchild). Fairchild is a global leader in the design and manufacture of production equipment for semiconductor and compact disk manufacturing. The semiconductor equipment group recently unveiled a new line of semiconductor wafer processing equipment which will provide alternatives to the traditional semiconductor chip production methods.

Fairchild is a wholly-owned subsidiary of the Fairchild Corporation (Fairchild Corp). Fairchild Corp is the largest aerospace fastener and fastening system manufacturer and is one of the largest independent aerospace parts distributors in the world. Fairchild Corp is a leading supplier to aircraft manufacturers such as Boeing, Airbus, Lockheed Martin, British Aerospace and Bombardier and to airlines such as Delta Airlines and U.S. Airways. The obligations of Fairchild under the Fairchild lease are guaranteed by Fairchild Corp.

The initial term of the Fairchild lease is seven years which commenced on December 1, 1997 and expires in November 2004, subject to Fairchild's right to extend the Fairchild lease for an additional five year period. The base rent payable under the remainder of the Fairchild lease is as follows:

Year	Annual Rent	Monthly Rent
-----	-----	-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Year 4	\$867,324	\$72,277
Year 5	\$893,340	\$74,445
Year 6	\$920,136	\$76,678
Year 7	\$947,736	\$78,978

89

The base rent during the first year of the extended term of the Fairchild lease, if exercised by Fairchild, shall be 95% of the then-fair market rental value of the Fairchild Building subject to the annual 3% increase adjustments. If Fairchild and the Fremont Joint Venture are unable to agree upon the fair rental value for the extended lease term, each party shall select an appraiser and the two appraisers shall establish the rent by agreement.

### The Cort Furniture Building

The Cort Furniture Building is a one-story office, showroom and warehouse building with 52,000 rentable square feet located in Fountain Valley, California. The Cort Joint Venture purchased the Cort Furniture Building on July 31, 1998 for a purchase price of \$6,400,000. Construction of the Cort Furniture Building was completed in 1975.

The Cort Furniture Building is located on two parcels of land totaling approximately 3.6 acres at 10700 Spencer Street on the southeast corner of Spencer Avenue and Mt. Langley Street adjacent on the south side to Interstate 405.

The Cort Furniture Building is leased to Cort Furniture Rental Corporation (Cort). Cort uses the Cort Furniture Building as its regional corporate headquarters with an attached clearance showroom and warehouse storage areas. Cort is a wholly-owned subsidiary of Cort Business Services Corporation, a New York Stock Exchange Company trading under the symbol CBZ (Cort Business Services). Cort Business Services is the largest and only national provider of high-quality office and residential rental furniture and related accessories. Cort Business Services has operations that cover 32 states and the District of Columbia and includes 119 rental showrooms. The obligations of Cort under the Cort Furniture lease are guaranteed by Cort Business Services.

The initial term of the Cort lease is 15 years which commenced on November 1, 1988 and expires in October 2003. Cort has an option to extend the Cort lease for an additional five-year period of time. The annual base rent payable under the Cort lease is \$758,964 through April 30, 2001 at which time the annual base rent will be increased 10% to \$834,888 for the remainder of the lease term. The monthly base rent during the first year of the extended term shall be 90% of the then-fair market rental value of the Cort Furniture Building, but will be no less than the rent in the 15th year of the Cort lease. If Cort and the Cort Joint Venture are unable to agree upon a fair rental value for the extended lease term, each party shall select an appraiser and the two appraisers shall provide appraisals on the Cort Furniture Building. If the appraisal values established are within 10% of each other, the average of such appraised value shall be the fair market rental value. If said appraisals are varied by more than 10%, the two appraisers shall appoint a third appraiser and the middle appraisal of the three shall be the fair rental value.

### The Iomega Building



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Iomega Building is a warehouse and office building with 108,000 rentable square feet located in Ogden City, Utah. Wells Fund X originally purchased the Iomega Building on April 1, 1998 for a purchase price of \$5,025,000 and contributed the Iomega Building to the IX-X-XI-REIT Joint Venture on July 1, 1998.

The Iomega Building is located on an approximately 8.0 acre tract of land at 2976 South Commerce Way in the Ogden Commercial and Industrial Park, which is one mile north of Roy City, one mile northwest of Riverdale City and three miles southwest of the Ogden central business district.

90

The Iomega Building is leased to Iomega Corporation (Iomega). Iomega, a New York Stock Exchange company, is a manufacturer of computer storage devices used by individuals, businesses, government and educational institutions, including "Zip" drives and disks, "Jaz" one gigabyte drives and disks, and tape backup drives and cartridges.

The initial term of the Iomega lease is ten years which commenced on August 1, 1996 and expires in July 2006. In March 1999, the IX-X-XI-REIT Joint Venture acquired an adjacent parcel of land and constructed additional parking at the site at an aggregate cost of \$874,625. As a result, Iomega increased its monthly base rent and extended the term of its lease until April 30, 2009. The Iomega lease contains no further extension provisions. Iomega's world headquarters are located within one mile of the Iomega Building. The annual base rent payable under the Iomega lease is \$659,868. On March 1, 2003 and July 1, 2006, the monthly base rent payable under the Iomega lease will be increased to reflect an amount equal to 100% of the increase in the Consumer Price Index during the preceding 40 months; provided however, that in no event shall the base rent be increased with respect to any one year by more than 6% or by less than 3% per year, compounded annually, on a cumulative basis from the beginning of the lease term.

### The Interlocken Building

The Interlocken Building is a three-story multi-tenant office building with 51,974 rentable square feet located in Broomfield, Colorado. The IX-X-XI-REIT Joint Venture purchased the Interlocken Building on March 20, 1998 for a purchase price of \$8,275,000. Construction of the Interlocken Building was completed in December 1996.

The Interlocken Building is located on a 5.1 acre tract of land in the Interlocken Business Park on Highway 36, the Boulder-Denver Turnpike, which is the main thoroughfare between Boulder and Denver. The Interlocken Building is located approximately eight miles southeast of Boulder and approximately 15 miles northwest of Denver. The Interlocken Building is currently leased as follows:

Floor	Tenant	Rentable Sq. Ft.
1	Multiple	15,599
2	ODS Technologies, L.P.	17,146
3	GAIAM, Inc.	19,229

-----

The entire third floor of the Interlocken Building containing 19,229 rentable square feet (37% of the total rentable square feet) is currently under lease to GAIAM, Inc. (GAIAM). GAIAM, formerly known as Transecom, Inc., is a consumer distributor of environmental friendly products, including on-site video and audio production of environmental and alternative health videos using state-of-the-art electronics and sound stage. GAIAM was founded in 1988 and currently employs approximately 60 people.

The GAIAM lease currently expires in October 2001, subject to GAIAM's right to extend for one additional term of five years upon 180 days' notice. The annual base rent payable under the GAIAM lease is approximately \$313,800 for the initial term of the lease. In accordance with the GAIAM lease, Golden Rule, Inc., an affiliate of GAIAM, occupies 6,621 rentable square feet of the third floor. GAIAM guarantees the entire payment due under the GAIAM lease. GAIAM also leases 1,510 rentable square feet on the first floor. The base rent payable for this space for the remainder of the lease term is as follows:

Year	Annual Rent	Monthly Rent
Year 2	\$25,800	\$2,150
Year 3	\$26,400	\$2,200

91

GAIAM currently subleases 2,910 rentable square feet on the first floor from TECWorks, Inc./Enterprise Bank. The annual base rent payable for this space is \$48,012.

The entire second floor of the Interlocken Building containing 17,146 rentable square feet (34% of total rentable square feet) is currently under lease to ODS Technologies, L.P. (ODS). ODS provides in-home financial transaction services via telephone and television, and it has developed interactive computer-based applications for such in-home purchasing. Originally based in Tulsa, Oklahoma, ODS relocated its business to the Interlocken Building.

The ODS lease expires in September 2003, subject to ODS's right to extend for one additional term of three years upon 180 days' notice. The base rent payable for the remainder of the ODS lease is as follows:

Year	Annual Rent	Monthly Rent
Year 3	\$282,600	\$23,550
Year 4	\$288,600	\$24,050

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Year 5                    \$294,600                    \$24,550  
 -----

The rental payments to be made by the tenant under the ODS lease are also secured by the assignment of a \$275,000 letter of credit which may be drawn upon by the landlord in the event of a tenant default under the lease.

The first floor of the Interlocken Building containing 15,599 rentable square feet is occupied by several tenants, in addition to GAIAM, whose leases expire in 2002. The aggregate annual base rent payable under these leases for 2000 is approximately \$243,696.

The Ohmeda Building

The Ohmeda Building is a two-story office building with approximately 106,750 rentable square feet located in Louisville, Colorado. The IX-X-XI-REIT Joint Venture purchased the Ohmeda Building on February 13, 1998 for a purchase price of \$10,325,000. Construction of the Ohmeda Building was completed in January 1988.

The Ohmeda Building is located on a 15.0 acre tract of land in the Centennial Valley Business Park approximately five miles southeast of Boulder and approximately 17 miles northwest of Denver. The Ohmeda Building is situated near Highway 36, which is the main thoroughfare between Boulder and Denver.

The Ohmeda Building is leased to Ohmeda, Inc. (Ohmeda). Ohmeda is a medical supply firm based in Boulder, Colorado and is a worldwide leader in vascular access and hemodynamic monitoring for hospital patients. Ohmeda also has a special products division, which produces neonatal and other oxygen care products. Ohmeda recently extended an agreement with Hewlett-Packard to include co-marketing and promotion of combined Ohmeda/H-P neonatal products.

On April 13, 1998, Instrumentarium Corporation, a Finnish company, acquired the division of Ohmeda that occupies the Ohmeda Building. Instrumentarium is an international health care company concentrating on selected fields of medical technology manufacturing, marketing and distribution.

The Ohmeda lease currently expires in January 2005, subject to Ohmeda's right to extend the Ohmeda Lease for two additional five-year periods of time. The base rent payable under the Ohmeda lease is as follows:

Years	Annual Rent	Monthly Rent
Years 1-5	\$1,004,520	\$83,710
Year 6	\$1,054,692	\$87,891
Year 7	\$1,107,000	\$92,250

The Ohmeda Lease contains an option to expand the premises by an amount of square feet up to a total of 200,000 square feet which, if exercised by

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Ohmeda, will require the IX-X-XI-REIT Joint Venture to expend funds necessary to acquire additional land, if necessary, and to construct the expansion space. Ohmeda's option to expand the premises is subject to deliverance of at least four months' prior written notice to the IX-X-XI-REIT Joint Venture. During the four months subsequent to the notice of Ohmeda's intention to expand the premises, Ohmeda and the IX-X-XI-REIT Joint Venture shall negotiate in good faith and enter into an amendment to the Ohmeda lease for the construction and rental of the expansion space. If Ohmeda exercises its option to expand the premises, the right to terminate clause described above will automatically be canceled, and the primary lease term shall be extended for a period of ten years from the date on which a certificate of occupancy is issued by the City of Louisville with respect to the expansion space.

The base rental for the expansion space payable under the Ohmeda lease shall be calculated to generate a rate of return to the IX-X-XI-REIT Joint Venture on its project costs and any retrofit expenses with respect to the existing premises incurred by landlord over the new, ten year extended primary lease term, equal to the prime lending rate published by Norwest Bank, N.A. on the first day of such extended primary lease term, plus 3%, plus full amortization of the tenant finish costs with respect to the expansion space and the existing premises. This base rental shall be payable through January 31, 2005. The base rental payable under the Ohmeda lease from February 1, 2005 through the remaining balance of the new, extended ten year primary lease term, shall be based on a combined rental rate equal to the sum of (1) the base rental payable by Ohmeda during lease year number seven for the existing premises, plus (2) the base rent payable by Ohmeda during lease year number seven for the expansion space, plus an amount equal to 2% of the combined rental rate. Thereafter, the base rent payable for the entire premises shall be the base rent payable during the previous lease year plus an amount equal to 2% of the base rent payable during such previous lease year.

### The Alstom Power Knoxville Building

The Alstom Power Knoxville Building (formerly known as the ABB Knoxville Building) is a three-story multi-tenant steel-framed office building containing approximately 84,404 square feet located in Knoxville, Tennessee. Wells Fund IX purchased the land and constructed the Alstom Power Knoxville Building. Wells Fund IX contributed the Alstom Power Knoxville Building to the IX-X-XI-REIT Joint Venture on March 26, 1997 and was credited with making a \$7,900,000 capital contribution. Construction of the Alstom Power Knoxville Building was completed in December 1997.

The Alstom Power Knoxville Building is located on approximately 5.6 acres located in an office park known as Center Point Business Park on Pellissippi Parkway just north of the intersection of Interstates 40 and 75, in Knox County, Tennessee approximately 10 miles west of the Knoxville central business district.

The Alstom Power Knoxville Building is currently leased to Alstom Power, Inc. (Alstom Power). Alstom Power is the result of the December 30, 1999, merger between ABB Power Generation, Inc. (ABB Power) and ABB Alstom Power, Inc. As of June 22, 2000, ABB Alstom Power, Inc. changed its name to Alstom Power, Inc. ABB Power was a subsidiary of Asea Brown Boveri, Inc., a large multi-national engineering and construction company headquartered in Switzerland.

As security for Alstom Power's obligations under its lease, Alstom Power has provided to the IX-X-XI-REIT Joint Venture an irrevocable standby letter of credit in accordance with the terms and conditions set forth in the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Alstom Power Knoxville lease. The letter of credit maintained by Alstom Power is required to be in the amount of \$4,000,000 until the seventh anniversary of the rental commencement date, at which time it will be reduced by \$1,000,000 each year until the end of the lease term.

The initial term of the Alstom Power Knoxville lease is nine years and 11 months which commenced on January 1, 1998 and expires in December 2007. The annual base rent payable under the Alstom Power Knoxville lease is \$1,106,520 payable in equal monthly installments of \$92,210 during the first five years of the initial lease term, \$1,233,120 payable in equal monthly installments of \$102,760 during the next two years of the initial lease term, and \$1,220,484 payable in equal monthly installments of \$101,707 during the last two years and 11 months of the initial lease term.

The IX-X-XI-REIT Joint Venture has agreed to provide Alstom Power on the fifth anniversary of the rental commencement date a redecoration allowance of an amount equal to (1) \$5.00 per square foot of useable area of the premises leased which has been leased and occupied by Alstom Power for at least three consecutive years ending with such fifth anniversary reduced by (2) \$177,000.

Alstom Power has a one-time option to terminate the Alstom Power Knoxville lease as of the seventh anniversary of the rental commencement date which is exercisable by written notice to the IX-X-XI-REIT Joint Venture at least 12 months in advance of such seventh anniversary. If Alstom Power elects to exercise this termination option, Alstom Power is required to pay to the IX-X-XI-REIT Joint Venture, on or before 90 days prior to the seventh anniversary of the rental commencement date, a termination payment intended to compensate the IX-X-XI-REIT Joint Venture for the present value of certain sums which the joint venture has expended in connection with the Alstom Power Knoxville lease amortized over and attributable to the remaining lease term and a rent payment equal to approximately 15 months of monthly base rental payments. We currently anticipate that the termination payment required to be paid by Alstom Power in the event it exercises its option to terminate the Alstom Power Knoxville lease on the seventh anniversary would be approximately \$1,800,000 based upon certain assumptions.

### The Avaya Building

The Avaya Building (formerly known as the Lucent Technologies Building) is a one-story office building containing approximately 57,186 rentable square feet which was developed and constructed on certain real property located in Oklahoma City, Oklahoma by Wells Development. The Avaya Building was purchased by the IX-X-XI-REIT Joint Venture on June 24, 1998 for a purchase price of \$5,504,276, which was equal to the aggregate cost to Wells Development of the acquisition, construction and development of the Avaya Building, including interest and other carrying costs, and accordingly, Wells Development made no profit from the sale of the Avaya Building to the IX-X-XI-REIT Joint Venture. Construction of the Avaya Building was completed in January 1998.

The Avaya Building is located on approximately 5.3 acres located in the Quail Springs Office Park, 1400 Hertz Quail Springs Parkway, in the northwest sector of Oklahoma City.

The Avaya Building is leased to Avaya, Inc. (Avaya), the former Enterprise Networks Group of Lucent Technologies Inc. (Lucent Technologies). Lucent Technologies, the former tenant, assigned the lease to Avaya on September 30, 2000. Lucent Technologies, who remains liable on the lease, is a telecommunications company which was spun off by AT&T in April 1996. Lucent Technologies, which is traded on the New York Stock Exchange, is in the business of designing, developing and marketing communications systems and technologies ranging from microchips to whole networks and is one of the

world's leading designers, developers and manufacturers of telecommunications system software and products.

The initial term of the Avaya lease is ten years which commenced on January 5, 1998 and expires in January 2008. Avaya has the option to extend the initial term of the Avaya lease for two additional five-year periods. The annual base rent payable under the Avaya lease will be \$508,383 payable in equal monthly installments of \$42,365 during the first five years of the initial lease term, and \$594,152 payable in equal monthly installments of \$49,513 during the second five years of the initial lease term. The annual base rent for each extended term under the lease will be based upon the fair market rent then being charged by landlords under new leases of office space in the metropolitan Oklahoma City market for similar space in a building of comparable quality with comparable amenities. The Avaya lease provides that if the parties cannot agree upon the appropriate fair market value rate, the rate will be established by real estate appraisers.

Under the Avaya lease, Avaya also has a one-time option to terminate the Avaya lease on the seventh anniversary of the rental commencement date, which is exercisable by written notice to the landlord at least 12 months in advance of such seventh anniversary. If Avaya elects to exercise its option to terminate the Avaya lease, Avaya would be required to pay a termination payment intended to compensate the landlord for the present value of funds expended as a construction allowance and leasing commissions relating to the Avaya lease, amortized over and attributable to the remaining lease term, and a rental payment equal to approximately 18 months of monthly rental payments. We currently anticipate that the termination payment required to be paid by Avaya, in the event it exercises its option to terminate the Avaya lease on the seventh anniversary, would be approximately \$1,339,000 based upon certain assumptions.

#### Property Management Fees

Wells Management, our Property Manager, has been retained to manage and lease all of the properties currently owned by the IX-X-XI-REIT Joint Venture and the VIII-IX-REIT Joint Venture. While Wells Fund XI and the Wells REIT are authorized to pay aggregate management and leasing fees to Wells Management in the amount of 4.5% of gross revenues, Wells Fund VIII, Wells Fund IX and Wells Fund X are authorized to pay aggregate management and leasing fees to Wells Management in the amount of 6% of gross revenues. Accordingly, a portion of the gross revenues of these joint ventures will be subject to a 6% management and leasing fee and a portion of gross revenues will be subject to a 4.5% management and leasing fee based upon the respective ownership percentages in the joint ventures.

Wells Management has been retained to manage and lease each of the remaining buildings for fees not exceeding the lesser of: (A) 4.5% of gross revenues, or (B) 0.6% of the net asset value of the properties (excluding vacant properties) owned by the Wells REIT, calculated on an annual basis. For purposes of this calculation, net asset value shall be defined as the excess of (1) the aggregate of the fair market value of all properties owned by the Wells REIT (excluding vacant properties), over (2) the aggregate outstanding debt of the Wells REIT (excluding debts having maturities of one year or less). In addition, we may pay Wells Management a separate fee for the one-time initial rent-up or leasing-up of newly constructed properties in an amount not to exceed the fee customarily charged in arm's length transactions by others rendering similar services in the same geographic area for similar properties as determined by a survey of brokers and agents in such area (customarily equal to the first month's rent).

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Management received a one-time initial lease-up fee equal to the first month's rent for the leasing of the Alstom Power Knoxville Building, the Avaya Building, the Matsushita Building and the Alstom Power Richmond Building.

95

### Real Estate Loans

#### The SouthTrust Loans

Wells OP has established various secured lines of credit with SouthTrust Bank, N.A. (SouthTrust) whereby SouthTrust has agreed to loan in the aggregate an amount of up to \$72,140,000 to Wells OP in connection with its purchase of real properties. The interest rate on each of these separate lines of credit is an annual variable rate equal to the London InterBank Offered Rate (LIBOR) for a 30 day period plus 175 basis points. Wells OP will be charged an advance fee of 0.125% of the amount of each advance. As of December 15, 2000, the interest rate was 8.44% per annum.

#### The \$32,393,000 SouthTrust Line of Credit

The \$32,393,000 SouthTrust line of credit requires monthly payments of interest only and matures on June 10, 2002. This SouthTrust line of credit is secured by first priority mortgages against the Cinemark Building, the Dial Building and the ASML Building. As of December 15, 2000, the outstanding principal balance of the \$32,393,000 SouthTrust line of credit was \$17,028,850.

#### The \$12,844,000 SouthTrust Line of Credit

The \$12,844,000 SouthTrust line of credit requires monthly payments of interest only and matures on June 10, 2002. This SouthTrust line of credit is secured by a first priority mortgage against the PwC Building. As of December 15, 2000, there was no outstanding principal balance on the \$12,844,000 SouthTrust line of credit.

#### The \$19,003,000 SouthTrust Line of Credit

The \$19,003,000 SouthTrust line of credit requires monthly payments of interest only and matures on June 10, 2002. This SouthTrust line of credit is secured by first priority mortgages against the Avnet Building and the Motorola Tempe Building. As of December 15, 2000, there was no outstanding principal balance on the \$17,800,000 SouthTrust line of credit.

#### The \$7,900,000 SouthTrust Line of Credit

Wells LLC - VA originally obtained a loan from SouthTrust Bank, N.A. in connection with the acquisition, development and construction of the Alstom Power Richmond Building (formerly known as the ABB Richmond Building). After completion of the construction, SouthTrust converted the construction loan into a separate line of credit in the maximum principal amount up to \$7,900,000. This SouthTrust line of credit requires payments of interest only and matures on June 10, 2002. The \$7,900,000 SouthTrust line of credit is secured by a first priority mortgage against the Alstom Power Richmond Building, the Alstom Power Richmond lease and a \$4,000,000 letter of credit issued by Unibank. As of December 15, 2000, there was no outstanding principal balance on the \$7,900,000 SouthTrust line of credit.

#### The BOA Loan

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells OP originally obtained a loan in the amount of \$6,425,000 from Bank of America, N.A. (BOA Loan), to fund a portion of the purchase price of the AT&T Building (formerly the Vanguard Cellular Building) located in Harrisburg, Pennsylvania. On November 23, 1999, the BOA Loan was converted to a revolving credit loan in the maximum principal amount of \$9,825,000 for the acquisition of real properties by Wells OP. On February 24, 2000, the credit limit of the BOA Loan was increased

96

further to \$26,725,000. The BOA Loan requires monthly payments of interest only and matures on January 4, 2002. The interest rate on the BOA Loan is a variable rate per annum equal to the LIBOR for a thirty-day period plus 200 basis points. As of December 15, 2000, the interest rate on the BOA Loan was 8.69% per annum. The BOA Loan is secured by first priority mortgages against both the AT&T Building and the Marconi Building. As of December 15, 2000, the outstanding principal balance of the BOA Loan was \$14,300,149.

### The Metris Loan

Wells OP assumed a loan (Metris Loan) with Richter-Schroeder Company, Inc. in connection with its purchase of the Metris Building. The Metris Loan requires monthly payments of interest only and matures on February 11, 2003. The interest rate on the Metris Loan is an annual variable rate equal to the LIBOR for a thirty-day period plus 175 basis points. As of December 15, 2000, the interest rate on the Metris Loan was 8.44% per annum. The Metris Loan is secured by a first mortgage against the Metris Building. As of December 15, 2000, the outstanding principal balance of the Metris Loan was \$8,000,000.

### Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion and analysis should be read in conjunction with our accompanying financial statements and the notes thereto.

This section and other sections of the prospectus contain forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and 21E of the Securities Exchange Act of 1934, including discussion and analysis of the financial condition of the Wells REIT, anticipated capital expenditures required to complete certain projects, amounts of cash distributions anticipated to be distributed to shareholders in the future and certain other matters. Readers of this prospectus should be aware that there are various factors that could cause actual results to differ materially from any forward-looking statement made in this prospectus, which include changes in general economic conditions, changes in real estate conditions, construction costs which may exceed estimates, construction delays, increases in interest rates, lease-up risks, inability to obtain new tenants upon the expiration of existing leases, lack of availability of financing and the potential need to fund tenant improvements or other capital expenditures out of operating cash flow.

### Liquidity and Capital Resources

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999, and on December 20, 1999, we commenced a follow-on public offering of up to 22,200,000 shares of common stock at \$10 per share. As of December 31, 1999, we had raised an aggregate of \$134,710,850 in offering proceeds through the sale of 13,471,085 shares. As of December 31,



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

1999, we had paid \$4,714,880 in acquisition and advisory fees and acquisition expenses, \$16,838,857 in selling commissions and organizational and offering expenses, and \$112,287,969 in capital contributions to Wells OP for investments in joint ventures and acquisitions of real properties. As of December 31, 1999, we were holding net offering proceeds of approximately \$869,144 available for investment in additional properties.

Between December 31, 1999, and September 30, 2000, we raised an additional \$127,695,246 in offering proceeds through the sale of an additional 12,769,524 shares. Accordingly, as of September 30, 2000, we had raised a total of \$262,406,096 in offering proceeds through the sale of 26,240,610 shares of common stock. As of September 30, 2000, we had paid a total of \$9,161,189 in acquisition and advisory

97

fees and acquisition expenses, had paid a total of \$32,718,532 in selling commissions and organizational and offering expenses, had made capital contributions of \$211,641,497 to Wells OP for investments in joint ventures and acquisitions of real property, had utilized \$657,844 for the redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$8,227,034 available for investment in additional properties.

Cash and cash equivalents at September 30, 2000 and 1999 were \$12,257,161 and \$2,850,263, respectively. The increase in cash and cash equivalents resulted primarily from raising additional capital which was offset by increased investments in real property acquisitions.

Operating cash flows are expected to increase as additional properties are added to our investment portfolio. Dividends to be distributed to the shareholders are determined by the board of directors and are dependent upon a number of factors relating to the Wells REIT, including funds available for payment of dividends, financial condition, capital expenditure requirements and annual distribution requirements in order to maintain our status as a REIT under the Internal Revenue Code.

As of September 30, 2000, we had acquired interests in 25 real estate properties. These properties are generating sufficient cash flow to cover our operating expenses and pay quarterly dividends. Dividends declared for the third quarter of 2000 and the third quarter of 1999 totaled \$0.1875 and \$0.1750 per share, respectively, which were declared on a daily record date basis in the amount of \$0.002038 and \$0.001902, respectively, per share payable to the shareholders of record at the close of business of each day during the quarter.

On February 18, 1999, Wells OP entered into a Rental Income Guaranty Agreement with the VIII-IX Joint Venture. The Rental Income Guaranty Agreement provided for a guarantee by Wells OP to the VIII-IX Joint Venture that it would receive rental income on the Quest Building (formerly known as the Bake Parkway Building) previously leased to Matsushita Avionics at least equal to the rental and building expenses that the VIII-IX Joint Venture would have received over the remaining term of its original lease with Matsushita Avionics. Matsushita Avionics vacated the Quest Building in December 1999, with the existing lease term ending in September 2003, in order to occupy the Matsushita Building developed and constructed by Wells OP. On June 15, 2000, the VIII-IX-REIT Joint Venture was formed between Wells OP and the VIII-IX Joint Venture for purposes of owning and operating the Quest Building. On July 1, 2000, the VIII-IX Joint Venture transferred the Quest Building to the VIII-IX-REIT Joint Venture as its capital contribution. (See "Description of Properties -- Joint Ventures with Affiliates.") Under the Rental Income Guaranty Agreement, Wells OP also guaranteed that, if a joint venture such as the VIII-IX-REIT Joint Venture was

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

ever formed by the parties for the ownership and operation of the Quest Building, Wells OP would guaranty to the VIII-IX Joint Venture that it would receive monthly cash flow distributions from such joint venture at least equal to the rent and building expenses guaranteed under the Rental Income Guaranty Agreement. Currently the Quest Building is leased by Quest Software, Inc. (Quest) pursuant to a 42 month lease that expires on December 31, 2003. (See "Description of Properties -- The Quest Building.")

Wells OP had paid approximately \$542,645 in rental income guaranty payments to the VIII-IX Joint Venture through September 30, 2000, and will continue making payments in the amount of \$6,656 per month through February 2001 to cover initial rental concessions granted to Quest in order to induce Quest to rent the Quest Building. Our maximum liability exposure to the VIII-IX Joint Venture for rental income and building expenses potentially payable under this Rental Income Guaranty Agreement of approximately \$3,000,000 was taken into account in the economic analysis performed in making the determination to go forward with the development of the Matsushita Building. Although the lease of the Quest Building by Quest has substantially reduced our financial exposure under the Rental Income Guaranty Agreement, we cannot, at this time, determine the amount of any future liability if Quest

98

defaults or otherwise fails to make the required payments under its lease. Wells OP continues to guaranty payment under the Rental Income Guaranty Agreement and, consequently, continues to bear some risk, even though their risk has been substantially minimized by the lease with Quest. Payments made to the VIII-IX Joint Venture under the Rental Income Guaranty Agreement are made from capital proceeds raised and are being capitalized over the term of the lease with Matsushita Avionics for the Matsushita Building.

### Cash Flows From Operating Activities

Net cash provided by operating activities was \$4,737,973 for the nine months ended September 30, 2000 and \$2,273,102 for the nine months ended September 30, 1999. The increase in net cash provided by operating activities was due primarily to the purchase of additional properties in late 1999 and 2000.

### Cash Flows From Investing Activities

The increase in net cash used in investing activities from \$75,420,671 for the nine months ended September 30, 1999 to \$113,424,119 for the nine months ended September 30, 2000 was due primarily to the raising of additional capital and funds that have been invested in real property acquisitions.

### Cash Flows From Financing Activities

The increase in net cash provided by financing activities from \$68,018,429 for the nine months ended September 30, 1999 to \$118,013,503 for the nine months ended September 30, 2000 was due primarily to the raising of additional capital and the corresponding increase in funds borrowed to purchase additional properties. We raised \$127,695,243 in offering proceeds for the nine months ended September 30, 2000, as compared to \$76,927,944 for the nine months ended September 30, 1999. In addition, we received loan proceeds from financing secured by properties of \$67,883,130 and repaid notes payable in the amount of \$52,903,328 for the nine months ended September 30, 2000.

### Results of Operations

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

As of September 30, 2000, our real estate properties were 100% occupied by tenants. Gross revenues for the nine months ended September 30, 1999 and for the nine months ended September 30, 2000 were \$3,996,290 and \$15,734,638, respectively. This increase in revenues was due to the purchase of additional properties during late 1999 and 2000. The purchase of interests in additional properties also resulted in an increase in operating expenses, management and leasing fees, and depreciation expense. Our net income increased to \$5,737,537 for the first nine months of 2000 as compared to \$2,272,432 for the first nine months of 1999.

### Subsequent Events

On November 1, 2000, Wells OP acquired a three-story 236,710 square foot office building (Motorola Plainfield Building) located at Durham Avenue on Interstate 287 in South Plainfield, New Jersey for a purchase price of \$33,648,156, plus closing costs of \$105,225. The Motorola Plainfield Building is 100% leased to Motorola, Inc. (See "Description of Properties -- The Motorola Plainfield Building.")

### Property Operations

As of September 30, 2000, we have provided the following operational information relating to our real estate properties:

99

The Alstom Power Knoxville Building (formerly the ABB Knoxville Building)/ The IX-X-XI-REIT Joint Venture

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
<b>Revenues:</b>				
Rental income	\$ 288,969	\$ 261,986	\$ 895,551	\$ 784,065
Interest income	19,871	15,024	53,575	46,765
	308,840	277,010	949,126	830,830
<b>Expenses:</b>				
Depreciation	98,454	135,499	295,362	403,699
Management and leasing expenses	36,277	32,260	112,232	93,666
Other operating expenses	(26,544)	(17,097)	(69,178)	(13,390)
	108,187	150,662	338,416	483,975
Net income	\$ 200,653	\$ 126,348	\$ 610,710	\$ 346,855
Occupied percentage	100%	98.28%	100%	98.28%
Our ownership percentage	3.71%	3.74%	3.71%	3.74%
Cash distributed to the Wells REIT	\$ 11,074	\$ 9,855	\$ 33,513	\$ 28,263
Net income allocated to the Wells REIT	\$ 7,451	\$ 4,721	\$ 22,700	\$ 13,043

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Rental income increased in 2000, over 1999, due primarily to the increased occupancy level of the property. Total expenses decreased due to a decrease in depreciation expense. This decrease resulted from an accelerated depreciation on tenant improvements for a short-term lease in 1999 for 23,092 square feet. Other operating expenses are negative due to an offset of tenant reimbursements in operating costs, as well as management and leasing fee reimbursements. Tenants are billed an estimated amount for the current year common area maintenance (CAM) which is then reconciled the following year and the difference billed to the tenant. Net income and cash distributions increased in 2000, over 1999, due to a combination of increased rental income and decreased operating expenses.

Our ownership percentage interest in the IX-X-XI-REIT Joint Venture decreased slightly due to additional capital contributions made by Wells Fund IX and Wells Fund X, respectively, to the IX-X-XI-REIT Joint Venture in the first and second quarters of 2000 for funding of capital improvements.

### The Ohmeda Building/The IX-X-XI-REIT Joint Venture

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 256,829	\$ 256,829	\$ 770,486	\$ 770,486
Expenses:				
Depreciation	81,576	81,576	244,728	244,728
Management and leasing expenses	12,826	11,618	41,656	35,293
Other operating expenses	(7,585)	3,899	73,410	(188)
	86,817	97,093	359,794	279,833
Net income	\$ 170,012	\$ 159,736	\$ 410,692	\$ 490,653

100

Occupied percentage	100%	100%	100%	100%
Our ownership percentage	3.71%	3.74%	3.71%	3.74%
Cash distributed to the Wells REIT	\$ 9,130	\$ 8,804	\$ 23,726	\$ 26,992
Net income allocated to the Wells REIT	\$ 6,312	\$ 5,969	\$ 15,265	\$ 18,438

Net income decreased in 2000, as compared to 1999, due to an overall increase in expenses. Operating expenses increased significantly due, in part, to a significant rise in real estate taxes, which resulted from the revaluation

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

of the property by Boulder County authorities in 1999. A later reduction in taxes resulting from an appeal in 2000 was offset by a CAM credit to the tenant.

Rental income remained stable for the three months ended September 30, 2000, as compared to the same period in 1999. Total expenses decreased for the three month period ended September 30, 2000, as compared to the same period for 1999, due largely to other operating expenses being negative. This was due to an offset of tenant reimbursements in operating costs, as well as management and leasing fee reimbursements. Cash distributions and net income allocated to the Wells REIT for the three month period ended September 30, 2000 increased slightly as compared to 1999.

### The Interlocken Building/The IX-X-XI-REIT Joint Venture

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 207,454	\$ 207,791	\$ 635,898	\$ 622,070
Expenses:				
Depreciation	71,670	71,670	215,010	215,010
Management and leasing expenses	27,019	18,899	83,736	54,518
Other operating costs	(2,165)	(5,291)	(54,699)	5,342
	96,524	85,278	244,047	274,870
Net income	\$ 110,930	\$ 122,513	\$ 391,851	\$ 347,200
Occupied percentage	100%	100%	100%	100%
Our ownership percentage	3.71%	3.74%	3.71%	3.74%
Cash distributed to the Wells REIT	\$ 6,800	\$ 7,200	\$ 22,679	\$ 20,952
Net income allocated to the Wells REIT	\$ 4,119	\$ 4,578	\$ 14,566	\$ 13,041

Rental income increased due to a tenant occupying additional space previously leased to another tenant at a lower rate. Other operating expenses are negative due to an offset of tenant reimbursements in operating costs, as well as management and leasing fee reimbursements. Tenants are billed an estimated amount for current year CAM which is then reconciled the following year and the difference billed to the tenants. Due to these CAM reimbursements, management and leasing fees increased since these fees are charged based on actual receipts.

Cash distributions and net income allocated to the Wells REIT for the quarter ended September 30, 2000 decreased in 2000, as compared to 1999, due to a decrease in net income.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The IX-X-XI-REIT Joint Venture

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 145,752	\$ 145,752	\$ 437,256	\$ 437,256
Expenses:				
Depreciation	45,801	45,801	137,403	137,403
Management and leasing expenses	5,369	5,370	16,109	16,109
Other operating expenses	1,669	1,766	9,688	13,964
	52,839	52,937	163,200	167,476
Net income	\$ 92,913	\$ 92,815	\$ 274,056	\$ 269,780
Occupied percentage	100%	100%	100%	100%
Our ownership percentage	3.71%	3.74%	3.71%	3.74%
Cash distributed to the Wells REIT	\$ 4,723	\$ 4,750	\$ 14,048	\$ 14,006
Net income allocated to the Wells REIT	\$ 3,450	\$ 3,468	\$ 10,187	\$ 10,140

Rental income, depreciation, and management and leasing expenses remained stable in 2000, as compared to 1999, while other operating expenses were slightly lower, due primarily to a one-time charge for consulting fees in 1999 which did not occur in 2000.

On September 30, 2000, Lucent Technologies, Inc. assigned its interest in the lease as tenant to Avaya, Inc., the former Enterprise Networks Group of Lucent Technologies.

The Iomega Building/The IX-X-XI-REIT Joint Venture

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 168,250	\$ 150,009	\$ 504,750	\$ 397,755
Expenses:				
Depreciation	55,062	48,495	165,186	145,485
Management and leasing expenses	7,319	8,291	21,879	17,629
Other operating expenses	2,253	1,290	12,620	3,815
	64,634	58,076	199,685	166,929
Net income	\$ 103,616	\$ 91,933	\$ 305,065	\$ 230,826

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Occupied percentage	===== 100% =====	===== 100% =====	===== 100% =====	===== 100% =====
Our ownership percentage	===== 3.71% =====	===== 3.74% =====	===== 3.71% =====	===== 3.74% =====
Cash distributed to the Wells REIT	===== \$ 5,713 =====	===== \$ 5,103 =====	===== \$ 16,940 =====	===== \$ 13,702 =====
Net income allocated to the Wells REIT	===== \$ 3,848 =====	===== \$ 3,435 =====	===== \$ 11,339 =====	===== \$ 8,672 =====

Rental income increased in 2000, as compared to 1999, due to the completion of the parking lot complex in the second quarter of 1999. Total expenses increased in 2000, over 1999, due to an increase in depreciation and real estate tax expenses relating to the new parking lot. Cash distributions increased in 2000, over 1999, due primarily to the increase in net income.

102

The Cort Furniture Building/The Cort Joint Venture

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 198,885	\$ 198,885	\$ 596,656	\$ 596,656
Expenses:				
Depreciation	46,641	46,641	139,923	139,923
Management and leasing expenses	8,701	7,590	23,881	22,770
Other operating expenses	6,445	5,993	10,375	19,446
	61,787	60,224	174,179	182,139
Net income	\$ 137,098	\$ 138,661	\$ 422,477	\$ 414,517
Occupied percentage	===== 100% =====	===== 100% =====	===== 100% =====	===== 100% =====
Our ownership percentage	===== 43.7% =====	===== 43.7% =====	===== 43.7% =====	===== 43.7% =====
Cash distributed to the Wells REIT	===== \$ 76,243 =====	===== \$ 76,926 =====	===== \$ 233,613 =====	===== \$ 230,137 =====
Net income allocated to the Wells REIT	===== \$ 59,867 =====	===== \$ 60,550 =====	===== \$ 184,484 =====	===== \$ 181,008 =====

Rental income, depreciation, and management and leasing expenses remained stable in 2000, as compared to 1999, while other operating expenses are lower due to common area maintenance (CAM) reimbursements billed in 2000 to the tenants. Tenants are billed an estimated amount for CAM which is then reconciled the following year, and the difference is billed to the tenant. No CAM was charged to the tenant in 1999.

The Fairchild Building/The Fremont Joint Venture

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 225,195	\$ 225,210	\$ 675,585	\$ 675,631
Expenses:				
Depreciation	71,382	71,382	214,146	214,146
Management and leasing expenses	9,175	9,303	27,525	27,970
Other operating expenses	3,244	6,457	9,856	13,772
	83,801	87,142	251,527	255,888
Net income	\$ 141,394	\$ 138,068	\$ 424,058	\$ 419,743
Occupied percentage	100%	100%	100%	100%
Our ownership percentage	77.5%	77.5%	77.5%	77.5%
Cash distributed to the Wells REIT	\$ 158,817	\$ 151,627	\$ 476,354	\$ 459,174
Net income allocated to the Wells REIT	\$ 109,587	\$ 107,009	\$ 328,663	\$ 325,318

Rental income, net income and cash distributions to the Wells REIT remained stable in 2000, as compared to 1999.

103

The PwC Building

	Three Months Ended		Nine Months Ended	
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 552,298	\$ 552,297	\$1,656,894	\$1,656,637
Expenses:				
Depreciation	206,037	205,236	618,111	616,257
Management and leasing expenses	37,760	37,612	116,142	111,147
Other operating expenses	(28,672)	(77,618)	(134,352)	103,599
	215,125	165,230	599,901	831,003
Net income	\$ 337,173	\$ 387,067	\$1,056,993	\$ 825,634
Occupied percentage	100%	100%	100%	100%
Our ownership percentage	100%	100%	100%	100%



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cash distributed to the Wells REIT	\$ 488,547	\$ 526,399	\$1,512,625	\$1,244,179
Net income allocated to the Wells REIT	\$ 337,173	\$ 387,067	\$1,056,993	\$ 825,634

Rental income has remained stable. Other operating expenses are negative due to increased CMA billings in 2000. Management and leasing fee reimbursements are also included in other operating expenses. Tenants are billed an estimated amount for current year CAM which is then reconciled the following year, and the difference billed to the tenants.

The AT&T Building (formerly the Vanguard Cellular Building)

	Three Months Ended		Nine Months Ended	Nine Months Ended
	Sept. 30, 2000	Sept. 30, 1999	Sept. 30, 2000	Sept. 30, 1999
Revenues:				
Rental income	\$ 340,832	\$ 455,471	\$1,022,497	\$ 930,145
Expenses:				
Depreciation	120,744	120,750	362,232	321,972
Management and leasing expenses	15,525	20,532	46,201	29,082
Other operating expenses	831	3,362	6,941	12,931
Interest expense	2,915	27,470	9,331	206,046
	140,015	172,114	424,705	570,031
Net income	\$ 200,817	\$ 283,357	\$ 597,792	\$ 360,114
Occupied percentage	100%	100%	100%	100%
Our ownership percentage	100%	100%	100%	100%
Cash distributed to the Wells REIT	\$ 314,681	\$ 300,004	\$ 953,280	\$ 579,189
Net income allocated to the Wells REIT	\$ 200,817	\$ 283,357	\$ 597,792	\$ 360,114

Rental income decreased for the three months ended September 30, 2000, as compared to the three months ended September 30, 1999, due to an understatement of straight line rent in that was adjusted in the third quarter of 1999. Interest expense has decreased in 2000 due to a substantial decrease in the note payable related to this property.

Since the AT&T Building was purchased in February 1999, comparable income and expenses figures for the prior period ended September 30, 1999 covered only eight months. Accordingly, the prior period is not comparable to the nine months ended September 30, 2000.

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The EYBL CarTex Building/The XI-XII-REIT Joint Venture

	Three Months Ended Sept. 30, 2000 -----	Three Months Ended Sept. 30, 1999 -----	Nine Months Ended Sept. 30, 2000 -----	Five Months Ended Sept. 30, 1999 -----
Revenues:				
Rental income	\$ 142,207	\$ 140,048	\$ 422,385	\$ 210,173
	-----	-----	-----	-----
Expenses:				
Depreciation	49,902	49,902	149,702	83,170
Management and leasing expenses	16,197	3,814	27,415	14,663
Other operating expenses	3,416	5,165	16,163	5,165
	-----	-----	-----	-----
	69,515	58,881	193,280	102,998
	-----	-----	-----	-----
Net income	\$ 72,692	\$ 81,167	\$ 229,105	\$ 107,175
	=====	=====	=====	=====
Occupied percentage	100%	100%	100%	100%
	=====	=====	=====	=====
Our ownership percentage	56.8%	56.8%	56.8%	70.1%
	=====	=====	=====	=====
Cash distributed to the Wells REIT	\$ 67,917	\$ 68,084	\$ 190,825	\$ 103,599
	=====	=====	=====	=====
Net income allocated to the Wells REIT	\$ 44,820	\$ 46,791	\$ 130,047	\$ 65,039
	=====	=====	=====	=====

Since the acquisition of the property by the XI-XII-REIT Joint Venture, the property has remained 100% occupied, and no significant changes have occurred to its operations.

Rental income increased slightly for the three month period ended September 30, 2000, as compared to the same period in 1999. Total expenses increased for the three month period ended September 30, 2000, as compared to the same period in 1999, due to an annual leasing commission paid to an outside broker pursuant to the terms of the purchase agreement. Cash distributions and net income allocated to the Wells REIT decreased for the three month period ended September 30, 2000 because of the decrease in net income.

Since the EYBL CarTex Building was purchased in May 1999, comparable income and expense figures for the prior period ended September 30, 1999 covered only five months. Accordingly, the prior period is not comparable to the nine month period ended September 30, 2000.

Our ownership interest in the XI-XII-REIT Joint Venture decreased due to the admittance of Wells Fund XII to the XI-REIT Joint Venture on June 21, 1999. Our ownership interest was 70.1% for May and June of 1999 and 56.8% for July through September of 1999.

The Sprint Building/The XI-XII-REIT Joint Venture

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Three Months Ended Sept. 30, 2000	Three Months Ended Sept. 30, 1999	Nine Months Ended Sept. 30, 2000	Three Months Ended Sept. 30, 1999
Revenues:				
Rental income	\$ 265,997	\$ 264,654	\$ 797,991	\$ 264,654
Expenses:				
Depreciation	81,779	81,776	245,336	81,776
Management and leasing expenses	11,239	7,493	33,718	7,493
Other operating expenses	3,306	1,283	13,964	1,283
	96,324	90,552	293,018	90,552
Net income	\$ 169,673	\$ 174,102	\$ 504,973	\$ 174,102
Occupied percentage	100%	100%	100%	100%
Our ownership percentage	56.8%	56.8%	56.8%	56.8%
Cash distributed to the Wells REIT	\$ 133,516	\$ 137,150	\$ 398,252	\$ 137,150
Net income allocated to the Wells REIT	\$ 96,311	\$ 100,192	\$ 286,638	\$ 100,192

Since the acquisition of the property by the XI-XII-REIT Joint Venture, the property has remained 100% occupied, and no significant changes have occurred to its operations.

Rental income increased slightly for the three months ended September 30, 2000, as compared to the same period in 1999. Total expenses increased for the three months ended September 30, 2000, as compared to the same period in 1999, due largely to the increase in management and leasing fees as well as other operating expenses. Cash distributions and net income allocated to the Company decreased for the three months ended September 30, 2000 due to a decrease in net income.

Since the Sprint Building was purchased in July 1999, comparative income and expense figures for the prior period ended September 30, 1999 covered only three months. Accordingly, the prior period is not comparable to the nine month period ended September 30, 2000.

106

The Johnson Matthey Building/The XI-XII-REIT Joint Venture

	Three Months Ended Sept. 30, 2000	Two Months Ended Sept. 30, 1999	Nine Months Ended Sept. 30, 2000
Revenues:			
Rental income	\$ 219,349	\$ 123,566	\$ 648,297

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Expenses:			
Depreciation	63,869	42,567	191,606
Management and leasing expenses	9,230	0	27,089
Other operating expenses	(1,535)	470	8,594
	-----	-----	-----
	71,564	43,037	227,289
	-----	-----	-----
Net income	\$ 147,785	\$ 80,529	\$ 421,008
	=====	=====	=====
Occupied percentage	100%	100%	100%
	=====	=====	=====
Our ownership percentage	56.8%	56.8%	56.8%
	=====	=====	=====
Cash distributed to the Wells REIT	\$ 110,419	\$ 66,517	\$ 318,504
	=====	=====	=====
Net income allocated to the Wells REIT	\$ 83,836	\$ 44,409	\$ 238,977
	=====	=====	=====

Since the acquisition of the property by the XI-XII-REIT Joint Venture, the property has remained 100% occupied, and no significant changes have occurred to its operations.

Since the Johnson Matthey Building was purchased in August 1999, comparative income and expense figures for the prior period covered only two months. Accordingly, the prior period cannot be compared to the nine months ended September 30, 2000.

### The Gartner Building/The XI-XII-REIT Joint Venture

	Three Months Ended Sept. 30, 2000	One Month Ended Sept. 30, 1999	Nine Months Ended Sept. 30, 2000
Revenues:			
Rental income	\$ 216,567	\$ 32,502	\$ 637,375
	-----	-----	-----
Expenses:			
Depreciation	77,623	25,874	232,868
Management and leasing expenses	9,970	0	29,218
Other operating expenses	(7,603)	0	(27,396)
	-----	-----	-----
	79,990	25,874	234,690
	-----	-----	-----
Net income	\$ 136,577	\$ 6,628	\$ 402,685
	=====	=====	=====
Occupied percentage	100%	100%	100%
	=====	=====	=====
Our ownership percentage	56.8%	56.8%	56.8%
	=====	=====	=====
Cash distributed to the Wells REIT	\$ 110,861	\$ 10,374	\$ 328,570
	=====	=====	=====
Net income allocated to the Wells REIT	\$ 77,525	\$ 3,763	\$ 228,574
	=====	=====	=====

Other operating expenses are negative due to an offset of tenant reimbursements in operating costs both for the first quarter of 2000 as well as the fourth quarter of 1999. Since the building was purchased in September of 1999, we were not able to estimate the amount to be billed for 1999 until the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

first quarter of 2000.

107

Since the acquisition of the property by the XI-XII-REIT Joint Venture, the property has remained 100% occupied, and no significant changes have occurred to its operations.

Since the Gartner Building was purchased in September 1999, comparative income and expense figures for the prior period ended September 30, 1999 covered only one month. Accordingly, the prior period is not comparable to the nine month period ended September 30, 2000.

The Marconi Building (formerly the Videojet Building)

	Three Months Ended Sept. 30, 2000	One Month Ended Sept. 30, 1999	Nine Months Ended Sept. 30, 2000
Revenues:			
Rental income	\$ 817,819	\$ 219,376	\$ 2,453,457
	-----	-----	-----
Expenses:			
Depreciation	293,352	97,774	880,056
Management and leasing expenses	35,510	10,679	108,472
Other operating expenses	4,433	254	16,928
	-----	-----	-----
	333,295	108,707	1,005,456
	-----	-----	-----
Net income	\$ 484,524	\$ 110,669	\$ 1,448,001
	=====	=====	=====
Occupied percentage	100%	100%	100%
	=====	=====	=====
Our ownership percentage	100%	100%	100%
	=====	=====	=====
Cash distributed to the Wells REIT	\$ 673,367	\$ 157,899	\$ 2,016,472
	=====	=====	=====
Net income allocated to the Wells REIT	\$ 484,524	\$ 110,669	\$ 1,448,001
	=====	=====	=====

Since the Marconi Building was purchased in September 1999, comparable income and expense figures for the prior period ended September 30, 1999 covered only one month. Accordingly, the prior period is not comparable to the nine month period ended September 30, 2000.

The Matsushita Building

	Three Months Ended Sept. 30, 2000	Nine Months Ended Sept. 30, 2000
	-----	-----
Revenues:		
Rental income	\$ 492,420	\$ 1,509,449
Expenses:		

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Depreciation	244,909	754,423
Management and leasing expenses	48,022	138,940
Other operating expenses	17,211	51,891
	-----	-----
	310,142	945,254
	-----	-----
Net income	\$ 182,278	\$ 564,195
	=====	=====
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$ 441,254	\$ 1,156,810
	=====	=====
Net income generated to the Wells REIT	\$ 182,278	\$ 564,195
	=====	=====

108

Construction of the Matsushita Building is complete, and the aggregate of all costs and expenses incurred by Wells OP with respect to the acquisition and construction of the Matsushita Building was \$18,576,701. The monthly base rent for the Matsushita Building is \$154,602.

Since the Matsushita Building opened in January 2000, comparable income and expense figures for the prior period are not available.

The Cinemark Building

	Three Months Ended Sept. 30, 2000	Nine Months Ended Sept. 30, 2000
	-----	-----
Revenues:		
Rental income	\$ 701,262	\$ 2,104,128
Interest income	3,084	\$ 4,332
	-----	-----
	704,346	2,108,460
	-----	-----
Expenses:		
Depreciation	212,310	636,896
Management and leasing expenses	38,127	100,167
Other operating expenses	144,809	453,912
	-----	-----
	395,246	1,190,975
	-----	-----
Net income	\$ 309,100	\$ 917,485
	=====	=====
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$ 474,274	\$ 1,412,711
	=====	=====
Net income allocated to the Wells REIT	\$ 309,100	\$ 917,485
	=====	=====

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Since the Cinemark Building was purchased in December 1999, comparable income and expense figures for the prior period are not available.

### The Metris Building

	Three Months Ended Sept. 30, 2000	Nine Months Ended Sept. 30, 2000
	-----	-----
Revenues:		
Rental income	\$ 308,459	\$ 790,503
	-----	-----
Expenses:		
Depreciation	120,792	318,298
Management and leasing expenses	13,365	34,102
Other operating expenses	3,892	10,970
	-----	-----
	138,049	363,370
	-----	-----
Net income	\$ 170,410	\$ 427,133
	=====	=====
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$ 281,392	\$ 717,190
	=====	=====
Net income allocated to the Wells REIT	\$ 170,410	\$ 427,133
	=====	=====

Since the Metris Building was purchased in February 2000, comparable income and expense figures for the prior period are not available.

109

### The Dial Building

	Three Months Ended Sept. 30, 2000	Seven Months Ended Sept. 30, 2000
	-----	-----
Revenues:		
Rental income	\$ 346,918	\$ 705,027
	-----	-----
Expenses:		
Depreciation	120,591	251,094
Management and leasing expenses	15,710	32,122
Other operating expenses	19,459	32,400
	-----	-----
	155,760	315,616
	-----	-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net income	\$ 191,158	\$ 389,411
	-----	-----
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$ 325,069	\$ 667,145
	=====	=====
Net income allocated to the Wells REIT	\$ 191,158	\$ 389,411
	=====	=====

Since the Dial Building was purchased in March 2000, comparable income and expense figures for the prior period are not available.

The ASML Building

	Three Months Ended Sept. 30, 2000	Seven Months Ended Sept. 30, 2000
	-----	-----
Revenues:		
Rental income	\$ 586,875	\$ 1,189,297
	-----	-----
Expenses:		
Depreciation	193,620	391,056
Management and leasing expenses	26,366	54,688
Other operating expenses	75,823	131,993
	-----	-----
	295,809	577,737
	-----	-----
Net income	\$ 291,066	\$ 611,560
	=====	=====
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$ 401,031	\$ 835,306
	=====	=====
Net income allocated to the Wells REIT	\$ 291,066	\$ 611,560
	=====	=====

Since the ASML Building was purchased in March 2000, comparable income and expense figures for the prior period are not available.

110

The Motorola Tempe Building

Three Months  
Ended  
Sept. 30, 2000

Seven Months  
Ended  
Sept. 30, 2000



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Revenues:		
Rental income	\$485,835	\$986,5
	-----	-----
Expenses:		
Depreciation	184,064	366,1
Management and leasing expenses	20,654	42,3
Other operating expenses	84,162	150,8
	-----	-----
	288,880	559,2
	-----	-----
Net income	\$196,955	\$427,2
	=====	=====
Occupied percentage	100%	1
	=====	=====
Our ownership percentage	100%	1
	=====	=====
Cash distributed to the Wells REIT	\$366,882	\$764,8
	=====	=====
Net income allocated to the Wells REIT	\$196,955	\$427,2
	=====	=====

Since the Motorola Tempe Building was purchased in March 2000, comparable income and expense figures for the prior period are not available.

The Siemens Building/The XII-REIT Joint Venture

	Three Months Ended Sept. 30, 2000	Five Mont Ended Sept. 30, 2
	-----	-----
Revenues:		
Rental income	\$376,103	\$598,6
	-----	-----
Expenses:		
Depreciation	106,736	176,0
Management and leasing expenses	14,736	18,0
Other operating expenses	1,805	2,0
	-----	-----
	123,277	196,1
	-----	-----
Net income	\$252,826	\$402,5
	=====	=====
Occupied percentage	100%	1
	=====	=====
Our ownership percentage	50%	
	=====	=====
Cash distributed to the Wells REIT	\$155,462	\$248,7
	=====	=====
Net income allocated to the Wells REIT	\$126,413	\$201,2
	=====	=====

Since the Siemens Building was purchased in May 2000, comparative income and expense figures for the prior period are not available.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### The Avnet Building

	Three Months Ended Sept. 30, 2000 -----	Four Months Ended Sept. 30, 2000 -----
Revenues:		
Rental income	\$442,449	\$533,000
	-----	-----
Expenses:		
Depreciation	132,714	176,900
Management and leasing expenses	21,008	21,000
Other operating expenses	59,576	72,000
	-----	-----
	213,298	269,900
	-----	-----
Net income	\$229,151	\$263,000
	=====	=====
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$298,703	\$366,200
	=====	=====
Net income allocated to the Wells REIT	\$229,151	\$263,000
	=====	=====

Since the Avnet Building was purchased in June 2000, comparable income and expense figures for the prior period are not available.

### The Delphi Building

	Three Months Ended Sept. 30, 2000 -----	Four Months Ended Sept. 30, 2000 -----
Revenues:		
Rental income	\$516,205	\$532,900
	-----	-----
Expenses:		
Depreciation	216,137	219,300
Management and leasing expenses	22,167	22,100
Other operating expenses	1,650	8,700
	-----	-----
	239,954	250,300
	-----	-----
Net income	\$276,251	\$282,600
	=====	=====
Occupied percentage	100%	100%
	=====	=====
Our ownership percentage	100%	100%
	=====	=====
Cash distributed to the Wells REIT	\$458,077	\$461,600
	=====	=====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net income allocated to the Wells REIT	=====	=====
	\$276,251	\$282,6
	=====	=====

Since the Delphi Building was purchased in June 2000, comparable income and expense figures for the prior period are not available.

112

The Alstom Power Richmond Building (formerly the ABB Richmond Building)

	Three Months Ended Sept. 30, 2000
	-----
Revenues:	
Rental income	\$228,597
	-----
Expenses:	
Depreciation	110,097
Management and leasing expenses	29,694
Other operating expenses	(34,658)
	-----
	105,133
	-----
Net income	\$123,634
	=====
Occupied percentage	100%
	=====
Our ownership percentage	100%
	=====
Cash distributed to the Wells REIT	\$243,186
	=====
Net income allocated to the Wells REIT	\$123,464
	=====

On July 24, 2000, Wells OP completed a build-to-suit four-story office building containing approximately 99,057 rentable square feet on a 7.49 acre tract of land in Richmond, Virginia (Alstom Power Richmond Building). The aggregate of all costs and expenses incurred by Wells OP with respect to the acquisition and construction of the Alstom Power Richmond Building was \$11,654,666.

The building is 100% leased to Alstom Power, Inc. with a lease expiration of July 31, 2007. The monthly base rent for the Alstom Power Richmond Building is \$98,644. On December 30, 1999, ABB Power Generation, Inc. merged into ABB Alstom Power, Inc., and on June 22, 2000, ABB Alstom Power, Inc. changed its name to Alstom Power, Inc.

Since the Alstom Power Richmond Building was completed in July 2000, comparable income and expense figures for the prior period are not available.

The Quest Building (formerly the Bake Parkway Building)/VIII-IX-REIT Joint Venture

Three Months Ended Sept. 30, 2000
-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Revenues:	
Rental income	\$259,148
	-----
Expenses:	
Depreciation	46,368
Management and leasing expenses	0
Other operating expenses	16,283
	62,651
	-----
Net income	\$196,497
	=====
Occupied percentage	100%
	=====
Our ownership percentage	7%
	=====
Cash distributed to the Wells REIT	\$ 8,842
	=====
Net income allocated to the Wells REIT	\$ 11,529
	=====

113

On June 15, 2000, the VIII-IX-REIT Joint Venture was formed between Wells OP and Fund VIII and IX Associates, a Georgia joint venture between Wells Fund VIII and Wells Fund IX. On July 1, 2000, Fund VIII and IX Associates contributed its interest in the two-story office building containing approximately 65,006 rentable square feet on a 4.4 acre tract of land located in Irvine, California (Quest Building), formerly known as the Bake Parkway Building, to the VIII-IX-REIT Joint Venture.

On August 1, 2000, Quest Software, Inc. commenced a 42 month lease for 100% of the Quest Building.

Construction of tenant improvements to the Quest Building required under the Quest lease and other costs and expenses related to the Quest Building are being funded by capital contributions from Wells OP and are anticipated to cost approximately \$1,250,000 in the aggregate.

### Inflation

The real estate market has not been affected significantly by inflation in the past three years due to the relatively low inflation rate. There are provisions in a majority of our tenant leases to protect us from the impact of inflation. These leases contain common area maintenance charges, real estate tax and insurance reimbursements on a per square foot basis, or in some cases, annual reimbursement of operating expenses above a certain per square foot allowance. These provisions should reduce our exposure to increases in costs and operating expenses resulting from inflation.

### Prior Performance Summary

The information presented in this section represents the historical experience of real estate programs managed by Wells Capital and its affiliates. Investors in the Wells REIT should not assume that they will experience returns, if any, comparable to those experienced by investors in such prior Wells real estate programs.

Of the 13 publicly offered real estate limited partnerships in which Leo F. Wells, III has served as a general partner, 12 of such limited partnerships have completed their respective offerings. These 12 limited partnerships and the year

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in which each of their offerings was completed are:

1. Wells Real Estate Fund I (1986),
2. Wells Real Estate Fund II (1988),
3. Wells Real Estate Fund II-OW (1988),
4. Wells Real Estate Fund III, L.P. (1990),
5. Wells Real Estate Fund IV, L.P. (1992),
6. Wells Real Estate Fund V, L.P. (1993),
7. Wells Real Estate Fund VI, L.P. (1994),
8. Wells Real Estate Fund VII, L.P. (1995),
9. Wells Real Estate Fund VIII, L.P. (1996),
10. Wells Real Estate Fund IX, L.P. (1996),
11. Wells Real Estate Fund X, L.P. (1997), and
12. Wells Real Estate Fund XI, L.P. (1998).

In addition to the foregoing real estate limited partnerships, Wells Capital and its affiliates sponsored the initial public offering of shares of common stock of the Wells REIT. The initial public offering began on January 30, 1998 and was terminated on December 19, 1999. We received gross

114

proceeds of approximately \$132,181,919 from the sale of approximately 13,218,192 shares from our initial public offering.

Wells Capital and its affiliates sponsored a second public offering of shares of common stock of the Wells REIT. The second public offering began on December 20, 1999 and was terminated on December 19, 2000. As of December 10, 2000, we had received gross proceeds of approximately \$169,671,659 from the sale of approximately 16,967,166 shares from our second public offering.

Wells Capital and its affiliates are currently also sponsoring a public offering of 7,000,000 units on behalf of Wells Real Estate Fund XII, L.P., a public limited partnership. Wells Fund XII began its offering on March 22, 1999 and, as of September 30, 2000, Wells Fund XII had raised \$20,618,517 from 1,082 investors.

The Prior Performance Tables included in the back of this prospectus set forth information as of the dates indicated regarding certain of these Wells programs as to (1) experience in raising and investing funds (Table I); (2) compensation to sponsor (Table II); and (3) annual operating results of prior programs (Table III). No information is given as to results of completed programs or sales or disposals of property because, as of December 31, 1999, the date of the Prior Performance Tables, none of the Wells programs had sold any of their properties.

In addition to the real estate programs sponsored by Wells Capital and its affiliates discussed above, they are also sponsoring an index mutual fund which invests in various REIT stocks known as the Wells S&P REIT Index Fund (REIT Fund). The REIT Fund is a mutual fund which seeks to provide investment results corresponding to the performance of the S&P REIT Index by investing in the REIT stocks included in the S&P REIT Index. The REIT Fund began its offering on January 12, 1998 and, as of September 30, 2000, the REIT Fund had raised \$48,330,317 from 2,080 investors.

### Publicly Offered Unspecified Real Estate Programs

Wells Capital and its affiliates have previously sponsored the above listed 12 publicly offered real estate limited partnerships and are currently sponsoring Wells Fund XII offered on an unspecified property or "blind pool"

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

basis. The total amount of funds raised from investors in the offerings of these 13 publicly offered limited partnerships, as of September 30, 2000, was approximately \$284,902,809, and the total number of investors in such programs was approximately 25,627.

The investment objectives of each of the other Wells programs are substantially identical to the investment objectives of the Wells REIT. Substantially all of the proceeds of the offerings of Wells Fund I, Wells Fund II, Wells Fund II-OW, Wells Fund III, Wells Fund IV, Wells Fund V, Wells Fund VI, Wells Fund VII, Wells Fund VIII, Wells Fund IX, Wells Fund X and Wells Fund XI available for investment in real properties have been invested in properties. As of September 30, 2000, approximately 65% of the aggregate gross rental income of the 12 publicly offered programs listed above was derived from tenants which are corporations, each of which at the time of lease execution had a net worth of at least \$100,000,000 or whose lease obligations were guaranteed by another corporation with a net worth of at least \$100,000,000.

Because of the cyclical nature of the real estate market, decreases in net income of the public partnerships could occur at any time in the future when economic conditions decline. Wells Fund I recently sold one of its buildings and is in the process of marketing the remainder of its properties for sale. However, none of the other Wells programs has liquidated its real estate portfolio or, except for the one building recently sold by Wells Fund I, sold any of its real properties to date. Accordingly, no

115

assurance can be made that the Wells programs will ultimately be successful in meeting their investment objectives. (See "Risk Factors.")

The aggregate dollar amount of the acquisition and development costs of the properties purchased by the previously sponsored Wells programs, as of December 31, 1999, was \$370,247,877 of which \$332,000 (or approximately .09%) had not yet been expended on the development of certain of the projects which are still under construction. Of the aggregate amount, approximately 82% was or will be spent on acquiring or developing office buildings, and approximately 18% was or will be spent on acquiring or developing shopping centers. Of the aggregate amount, approximately 9% was or will be spent on new properties, 58% on existing or used properties and 33% on construction properties. Following is a table showing a breakdown of the aggregate amount of the acquisition and development costs of the properties purchased by the Wells REIT, Wells Fund XII and the 12 Wells programs listed above as of September 30, 2000:

Type of Property	New	Used	Construction
Office Buildings	29.0%	38.2%	19.1%
Shopping Centers	0%	4.5%	9.2%

Wells Fund I terminated its offering on September 5, 1986, and received gross proceeds of \$35,321,000 representing subscriptions from 4,895 limited partners. \$24,679,000 of the gross proceeds were attributable to sales of Class A Units, and \$10,642,000 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund I have no right to change the status of their units from Class A to Class B or vice versa. Wells Fund I owns interests in the following properties:

- . a three-story medical office building in Atlanta, Georgia;
- . a commercial office building in Atlanta, Georgia;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . a shopping center in DeKalb County, Georgia having Kroger as the anchor tenant;
- . a shopping center in Knoxville, Tennessee;
- . a shopping center in Cherokee County, Georgia having Kroger as the anchor tenant; and
- . a project consisting of seven office buildings and a shopping center in Tucker, Georgia.

The prospectus of Wells Fund I provided that the properties purchased by Wells Fund I would typically be held for a period of eight to 12 years, but that the general partners may exercise their discretion as to whether and when to sell the properties owned by Wells Fund I and that the general partners were under no obligation to sell the properties at any particular time. Wells Fund I recently sold one of two commercial office buildings known as Peachtree Place located in a suburb of Atlanta, Georgia. Wells Fund I is in the process of marketing the remainder of its properties for sale pending the outcome of a proxy solicitation recommending that the Class A Limited Partners vote in favor of an amendment to the Partnership Agreement to change the method of distribution of net sale proceeds.

Wells Fund II and Wells Fund II-OW terminated their offerings on September 7, 1988, and received aggregate gross proceeds of \$36,870,250 representing subscriptions from 4,659 limited partners. \$28,829,000 of the gross proceeds were attributable to sales of Class A Units, and \$8,041,250 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund II and Wells Fund II-OW have no right to change the status of their units from Class A to Class B or vice versa. Wells Fund

116

II and Wells Fund II-OW own all of their properties through a joint venture, which owns interests in the following properties:

- . a shopping center in Cherokee County, Georgia having Kroger as the anchor tenant;
- . a project consisting of seven office buildings and a shopping center in Tucker, Georgia;
- . a two-story office building in Charlotte, North Carolina leased to First Union Bank;
- . a four-story office building in Houston, Texas leased to The Boeing Company;
- . a restaurant property in Roswell, Georgia leased to Brookwood Grill of Roswell, Inc.; and
- . a combined retail and office development in Roswell, Georgia.

The prospectus of Wells Fund II and Wells Fund II-OW provided that the properties purchased by Wells Fund II and Wells Fund II-OW would typically be held for a period of eight to 12 years, but that the general partners may exercise their discretion as to whether and when to sell the properties owned by Wells Fund II and Wells Fund II-OW and that the partnerships were under no obligation to sell their properties at any particular time. Wells Fund II and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Fund II-OW acquired their properties between 1987 and 1989, and have not yet liquidated or sold any of their properties.

Wells Fund III terminated its offering on October 23, 1990, and received gross proceeds of \$22,206,310 representing subscriptions from 2,700 limited partners. \$19,661,770 of the gross proceeds were attributable to sales of Class A Units, and \$2,544,540 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund III have no right to change the status of their units from Class A to Class B or vice versa. Wells Fund III owns interests in the following properties:

- . a four-story office building in Houston, Texas leased to The Boeing Company;
- . a restaurant property in Roswell, Georgia leased to Brookwood Grill of Roswell, Inc.;
- . a combined retail and office development in Roswell, Georgia;
- . a two-story office building in Greenville, North Carolina leased to International Business Machines Corporation (IBM);
- . a shopping center in Stockbridge, Georgia having Kroger as the anchor tenant; and
- . a two-story office building in Richmond, Virginia leased to General Electric.

Wells Fund IV terminated its offering on February 29, 1992, and received gross proceeds of \$13,614,655 representing subscriptions from 1,286 limited partners. \$13,229,150 of the gross proceeds were attributable to sales of Class A Units, and \$385,505 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund IV have no right to change the status of their units from Class A to Class B or vice versa. Wells Fund IV owns interests in the following properties:

- . a shopping center in Stockbridge, Georgia having Kroger as the anchor tenant;
- . a four-story office building in Jacksonville, Florida leased to IBM and Customized Transportation Inc. (CTI);
- . a two-story office building in Richmond, Virginia leased to General Electric; and

117

- . two two-story office buildings in Stockbridge, Georgia.

Wells Fund V terminated its offering on March 3, 1993, and received gross proceeds of \$17,006,020 representing subscriptions from 1,667 limited partners. \$15,209,666 of the gross proceeds were attributable to sales of Class A Units, and \$1,796,354 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund V who purchased Class B Units are entitled to change the status of their units to Class A, but limited partners who purchased Class A Units are not entitled to change the status of their units to Class B. After taking into effect conversion elections made by limited partners subsequent to their subscription for units, as of December 31, 1999, \$15,664,160 of units of Wells Fund V were treated as Class A Units, and \$1,341,860 of units were treated as Class B Units. Wells Fund V owns interests in the following



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

properties:

- . a four-story office building in Jacksonville, Florida leased to IBM and CTI;
- . two two-story office buildings in Stockbridge, Georgia;
- . a four-story office building in Hartford, Connecticut leased to Hartford Fire Insurance Company;
- . two restaurant properties in Stockbridge, Georgia leased to Apple Restaurants, Inc. and Glenn's Open Pit Bar-B-Que; and
- . a three-story office building in Appleton, Wisconsin leased to Jaako Poyry Fluor Daniel.

Wells Fund VI terminated its offering on April 4, 1994, and received gross proceeds of \$25,000,000 representing subscriptions from 1,793 limited partners. \$19,332,176 of the gross proceeds were attributable to sales of Class A Units, and \$5,667,824 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund VI are entitled to change the status of their units from Class A to Class B and vice versa. After taking into effect conversion elections made by limited partners subsequent to their subscription for units, as of December 31, 1999, \$21,959,690 of units of Wells Fund VI were treated as Class A Units, and \$3,040,310 of units were treated as Class B Units. Wells Fund VI owns interests in the following properties:

- . a four-story office building in Hartford, Connecticut leased to Hartford Fire Insurance Company;
- . two restaurant properties in Stockbridge, Georgia leased to Apple Restaurants, Inc. and Glenn's Open Pit Bar-B-Que;
- . a restaurant and retail building in Stockbridge, Georgia;
- . a shopping center in Stockbridge, Georgia;
- . a three-story office building in Appleton, Wisconsin leased to Jaako Poyry Fluor Daniel;
- . a shopping center in Cherokee County, Georgia having Kroger as the anchor tenant;
- . a combined retail and office development in Roswell, Georgia;
- . a four-story office building in Jacksonville, Florida leased to Bellsouth Advertising and Publishing Corporation and American Express Travel Related Services Company, Inc.; and

118

- . a shopping center in Clemmons, North Carolina having Harris Teeter, Inc. as the anchor tenant.

Wells Fund VII terminated its offering on January 5, 1995, and received gross proceeds of \$24,180,174 representing subscriptions from 1,910 limited partners. \$16,788,095 of the gross proceeds were attributable to sales of Class A Units, and \$7,392,079 of the gross proceeds were attributable to sales of Class B Units. Limited partners in Wells Fund VII are entitled to change the status of their units from Class A to Class B and vice versa. After taking into

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

effect conversion elections made by limited partners subsequent to their subscriptions for units, as of December 31, 1999, \$20,362,672 of units in Wells Fund VII were treated as Class A Units, and \$3,817,502 of units were treated as Class B Units. Wells Fund VII owns interests in the following properties:

- . a three-story office building in Appleton, Wisconsin leased to Jaako Poyry Fluor Daniel;
- . a restaurant and retail building in Stockbridge, Georgia;
- . a shopping center in Stockbridge, Georgia;
- . a shopping center in Cherokee County, Georgia having Kroger as the anchor tenant;
- . a combined retail and office development in Roswell, Georgia;
- . a two-story office building in Alachua County, Florida near Gainesville leased to CH2M Hill, Engineers, Planners, Economists, Scientists;
- . a four-story office building in Jacksonville, Florida leased to Bellsouth Advertising and Publishing Corporation and American Express Travel Related Services Company, Inc.;
- . a shopping center in Clemmons, North Carolina having Harris Teeter, Inc. as the anchor tenant; and
- . a retail development in Clayton County, Georgia.

Certain financial information for Wells Fund VII is summarized below:

	1999	1998	1997	1996
Gross Revenues	\$962,630	\$846,306	\$816,237	\$543,291
Net Income	\$895,795	\$754,334	\$733,149	\$452,776

Wells Fund VIII terminated its offering on January 4, 1996, and received gross proceeds of \$32,042,689 representing subscriptions from 2,241 limited partners. \$26,135,339 of the gross proceeds were attributable to sales of Class A Units, and \$5,907,350 were attributable to sales of Class B Units. Limited partners in Wells Fund VIII are entitled to change the status of their units from Class A to Class B and vice versa. After taking into effect conversion elections made by limited partners subsequent to their subscriptions for units and certain repurchases made by Wells Fund VIII, as of December 31, 1999, \$4,748,439 of units in Wells Fund VIII were treated as Class A Units, and \$27,284,250 of units were treated as Class B Units. Wells Fund VIII owns interests in the following properties:

- . a two-story office building in Alachua County, Florida near Gainesville leased to CH2M Hill, Engineers, Planners, Economists, Scientists;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . a four-story office building in Jacksonville, Florida leased to Bellsouth Advertising and Publishing Corporation and American Express Travel Related Services Company, Inc.;
- . a shopping center in Clemmons, North Carolina having Harris Teeter, Inc. as the anchor tenant;
- . a retail development in Clayton County, Georgia;
- . a four-story office building in Madison, Wisconsin leased to US Cellular, a subsidiary of Bellsouth Corporation;
- . a one-story office building in Farmers Branch, Texas leased to TCI Valwood Limited Partnership I;
- . a two-story office building in Orange County, California leased to Quest Software, Inc.; and
- . a two-story office building in Boulder County, Colorado leased to Cirrus Logic, Inc.

Certain financial information for Wells Fund VIII is summarized below:

	1999	1998	1997	1996
Gross Revenues	\$1,360,497	\$1,362,513	\$1,204,018	\$1,057,694
Net Income	\$1,266,946	\$1,269,171	\$1,102,567	\$ 936,590

Wells Fund IX terminated its offering on December 30, 1996, and received gross proceeds of \$35,000,000 representing subscriptions from 2,098 limited partners. \$29,359,310 of the gross proceeds were attributable to sales of Class A Units, and \$5,640,690 were attributable to sales of Class B Units. After taking into effect conversion elections made by limited partners subsequent to their subscriptions for units, as of December 31, 1999, \$30,723,220 of units in Wells Fund IX were treated as Class A Units, and \$4,276,780 of units were treated as Class B Units. Wells Fund IX owns interests in the following properties:

- . a one-story office building in Farmers Branch, Texas leased to TCI Valwood Limited Partnership I;
- . a four-story office building in Madison, Wisconsin leased to US Cellular, a subsidiary of Bellsouth Corporation;
- . a two-story office building in Orange County, California leased to Quest Software, Inc.;
- . a two-story office building in Boulder County, Colorado leased to Cirrus Logic, Inc.;
- . a two-story office building in Boulder County, Colorado leased to Ohmeda, Inc.;
- . a three-story office building in Knox County, Tennessee leased to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Alstom Power, Inc.;

- . a one-story office and warehouse building in Weber County, Utah leased to Iomega Corporation;
- . a three-story office building in Boulder County, Colorado; and
- . a one-story office building in Oklahoma City, Oklahoma leased to Avaya, Inc.

120

Certain financial information for Wells Fund IX is summarized below:

	1999	1998	1997	1996
Gross Revenues	\$1,593,734	\$1,561,456	\$1,199,300	\$406,891
Net Income	\$1,490,331	\$1,449,955	\$1,091,766	\$298,756

Wells Fund X terminated its offering on December 30, 1997, and received gross proceeds of \$27,128,912 representing subscriptions from 1,806 limited partners. \$21,160,992 of the gross proceeds were contributable to sales of Class A Units, and \$5,967,920 were attributable to sales of Class B Units. After taking into effect conversion elections made by limited partners subsequent to their subscriptions for units, as of December 31, 1999, \$21,669,662 of units in Wells Fund X were treated as Class A Units and \$5,454,250 of units were treated as Class B Units. Wells Fund X owns interests in the following properties:

- . a three-story office building in Knox County, Tennessee leased to Alstom Power, Inc.;
- . a two-story office building in Boulder County, Colorado leased to Ohmeda, Inc.;
- . a one-story office and warehouse building in Weber County, Utah leased to Iomega Corporation;
- . a three-story office building in Boulder County, Colorado;
- . a one-story office building in Oklahoma City, Oklahoma leased to Avaya, Inc.;
- . a one-story office and warehouse building in Orange County, California leased to Cort Furniture Rental Corporation; and
- . a two-story office and manufacturing building in Alameda County, California leased to Fairchild Technologies U.S.A., Inc.

Certain financial information for Wells Fund X is summarized below:

	1999	1998	1997
Gross Revenues	\$1,309,281	\$1,204,597	\$372,507
Net Income	\$1,192,318	\$1,050,329	\$278,025

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Fund XI terminated its offering on December 30, 1998, and received gross proceeds of \$16,532,802 representing subscriptions from 1,345 limited partners. \$13,029,424 of the gross proceeds were attributable to sales of Class A Units and \$3,503,378 were attributable to sales of Class B Units. After taking into effect conversion elections made by limited partners subsequent to their subscriptions for units, as of December 31, 1999, \$13,369,062 of units in Wells Fund XI were treated as Class A Units and \$3,163,740 of units were treated as Class B Units. Wells Fund XI owns interests in the following properties:

- . a three-story office building in Knox County, Tennessee leased to Alstom Power, Inc.;
- . a one-story office building in Oklahoma City, Oklahoma leased to Avaya, Inc.;
- . a two-story office building in Boulder County, Colorado leased to Ohmeda, Inc.;
- . a three-story office building in Boulder County, Colorado;

121

- . a one-story office and warehouse building in Weber County, Utah leased to Iomega Corporation;
- . a one-story office and warehouse building in Orange County, California leased to Cort Furniture Rental Corporation;
- . a two-story office and manufacturing building in Alameda County, California leased to Fairchild Technologies U.S.A., Inc.;
- . a two-story manufacturing and office building in Greenville County, South Carolina leased to EYBL CarTex, Inc.;
- . a three-story office building in Johnson County, Kansas leased to Sprint Communications Company L.P.;
- . a two-story research and development office and warehouse building in Chester County, Pennsylvania leased to Johnson Matthey, Inc.; and
- . a two-story office building in Fort Myers, Florida leased to Gartner Group, Inc.

Certain financial information for Wells Fund XI is summarized below:

	1999	1998
Gross Revenues	\$766,586	\$262,729
Net Income	\$630,528	\$143,295

Wells Fund XII began its offering on March 22, 1999. As of September 30, 2000, Wells Fund XII had received gross proceeds of \$20,618,517 representing subscriptions from 1,082 limited partners. \$15,959,857 of the gross proceeds were attributable to sales of cash preferred units and \$4,658,660 were

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

attributable to sales of tax preferred units. Wells Fund XII owns interests in the following properties:

- . a two-story manufacturing and office building in Greenville County, South Carolina leased to EYBL CarTex, Inc.;
- . a three-story office building In Johnson County, Kansas leased to Sprint Communications Company L.P.;
- . a two-story research and development office and warehouse building in Chester County, Pennsylvania leased to Johnson Matthey, Inc.;
- . a two-story office building in Fort Myers, Florida leased to Gartner Group, Inc.; and
- . a three-story office building in Troy, Michigan leased to Siemens Automotive Corporation.

The information set forth above should not be considered indicative of results to be expected from the Wells REIT.

The foregoing properties in which the above 13 limited partnerships have invested have all been acquired on an all cash basis.

Leo F. Wells, III and Wells Partners, L.P. are the general partners of Wells Fund IV, Wells Fund V, Wells Fund VI, Wells Fund VII, Wells Fund VIII, Wells Fund IX, Wells Fund X, Wells Fund XI and

122

Wells Fund XII. Wells Capital, which is the general partner of Wells Partners, L.P., and Leo F. Wells, III are the general partners of Wells Fund I, Wells Fund II, Wells Fund II-OW and Wells Fund III.

Potential investors are encouraged to examine the Prior Performance Tables included in the back of the prospectus for more detailed information regarding the prior experience of the sponsors. In addition, upon request, prospective investors may obtain from us without charge copies of offering materials and any reports prepared in connection with any of the Wells programs, including a copy of the most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission. For a reasonable fee, we will also furnish upon request copies of the exhibits to any such Form 10-K. Any such request should be directed to our secretary. Additionally, Table VI contained in Part II of the registration statement, which is not part of this prospectus, gives certain additional information relating to properties acquired by the Wells programs. We will furnish, without charge, copies of such table upon request.

### Federal Income Tax Considerations

#### General

The following is a summary of material federal income tax considerations associated with an investment in the shares. This summary does not address all possible tax considerations that may be material to an investor and does not constitute tax advice. Moreover, this summary does not deal with all tax aspects that might be relevant to you, as a prospective shareholder, in light of your personal circumstances; nor does it deal with particular types of shareholders that are subject to special treatment under the Internal Revenue Code, such as insurance companies, tax-exempt organizations, financial institutions or broker-dealers, or foreign corporations or persons who are not citizens or residents of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the United States (Non-US Shareholders). The Internal Revenue Code provisions governing the federal income tax treatment of REITs are highly technical and complex, and this summary is qualified in its entirety by the express language of applicable Internal Revenue Code provisions, Treasury Regulations promulgated thereunder and administrative and judicial interpretations thereof.

We urge you, as a prospective investor, to consult your own tax advisor regarding the specific tax consequences to you of a purchase of shares, ownership and sale of the shares and of our election to be taxed as a REIT, including the federal, state, local, foreign and other tax consequences of such purchase, ownership, sale and election.

### Opinion of Counsel

Holland & Knight LLP has acted as our counsel, has reviewed this summary and is of the opinion that it fairly summarizes the federal income tax considerations addressed that are material to shareholders. It is also the opinion of our counsel that it is more likely than not that we qualified to be taxed as a REIT under the Internal Revenue Code for our taxable year ended December 31, 1999, provided that we have operated and will continue to operate in accordance with various assumptions and the factual representations we made to counsel concerning our business, properties and operations. It must be emphasized that Holland & Knight LLP's opinion is based on various assumptions and is conditioned upon the assumptions and representations we made concerning our business and properties. Moreover, our qualification for taxation as a REIT depends on our ability to meet the various qualification tests imposed under the Internal Revenue Code discussed below, the results of which will not be reviewed by Holland & Knight LLP. Accordingly, we cannot assure you that the actual results of our operations for any one taxable year will satisfy these requirements. (See "Risk Factors -- Failure to Qualify as a REIT.")

123

The statements made in this section of the prospectus and in the opinion of Holland & Knight LLP are based upon existing law and Treasury Regulations, as currently applicable, currently published administrative positions of the Internal Revenue Service and judicial decisions, all of which are subject to change, either prospectively or retroactively. We cannot assure you that any changes will not modify the conclusions expressed in counsel's opinion. Moreover, an opinion of counsel is not binding on the Internal Revenue Service and we cannot assure you that the Internal Revenue Service will not successfully challenge our status as a REIT.

### Taxation of the Company

If we qualify for taxation as a REIT, we generally will not be subject to federal corporate income taxes on that portion of our ordinary income or capital gain that we distribute currently to our shareholders, because the REIT provisions of the Internal Revenue Code generally allow a REIT to deduct distributions paid to its shareholders. This substantially eliminates the federal "double taxation" on earnings (taxation at both the corporate level and shareholder level) that usually results from an investment in a corporation.

Even if we qualify for taxation as a REIT, however, we will be subject to federal income taxation as follows:

- . we will be taxed at regular corporate rates on our undistributed REIT taxable income, including undistributed net capital gains;
- . under some circumstances, we will be subject to "alternative minimum

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

tax";

- . if we have net income from the sale or other disposition of "foreclosure property" that is held primarily for sale to customers in the ordinary course of business or other non-qualifying income from foreclosure property, we will be subject to tax at the highest corporate rate on that income;
- . if we have net income from prohibited transactions (which are, in general, sales or other dispositions of property other than foreclosure property held primarily for sale to customers in the ordinary course of business), the income will be subject to a 100% tax;
- . if we fail to satisfy either of the 75% or 95% gross income tests (discussed below) but have nonetheless maintained our qualification as a REIT because certain conditions have been met, we will be subject to a 100% tax on an amount equal to the greater of the amount by which we fail the 75% or 95% test multiplied by a fraction calculated to reflect our profitability;
- . if we fail to distribute during each year at least the sum of (i) 85% of our REIT ordinary income for the year, (ii) 95% of our REIT capital gain net income for such year and (iii) any undistributed taxable income from prior periods, we will be subject to a 4% excise tax on the excess of the required distribution over the amounts actually distributed; and
- . if we acquire any asset from a C corporation (i.e., a corporation generally subject to corporate-level tax) in a carryover-basis transaction and we subsequently recognize gain on the disposition of the asset during the ten year period beginning on the date on which we acquired the asset, then a portion of the gains may be subject to tax at the highest regular corporate rate, pursuant to guidelines issued by the Internal Revenue Service (Built-In-Gain Rules).

124

### Requirements for Qualification as a REIT

We elected to be taxable as a REIT for our taxable year ended December 31, 1998. In order for us to qualify as a REIT, however, we had to meet and we must continue to meet the requirements discussed below relating to our organization, sources of income, nature of assets and distributions of income to our shareholders.

#### Organizational Requirements

In order to qualify for taxation as a REIT under the Internal Revenue Code, we must:

- . be a domestic corporation;
- . elect to be taxed as a REIT and satisfy relevant filing and other administrative requirements;
- . be managed by one or more trustees or directors;
- . have transferable shares;



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . not be a financial institution or an insurance company;
- . use a calendar year for federal income tax purposes;
- . have at least 100 shareholders for at least 335 days of each taxable year of 12 months; and
- . not be closely held.

As a Maryland corporation, we satisfy the first requirement, and we have filed an election to be taxed as a REIT with the IRS. In addition, we are managed by a board of directors, we have transferable shares and we do not intend to operate as a financial institution or insurance company. We utilize the calendar year for federal income tax purposes, and we have more than 100 shareholders. We would be treated as closely held only if five or fewer individuals or certain tax-exempt entities own, directly or indirectly, more than 50% (by value) of our shares at any time during the last half of our taxable year. For purposes of the closely-held test, the Internal Revenue Code generally permits a look-through for pension funds and certain other tax-exempt entities to the beneficiaries of the entity to determine if the REIT is closely held. Five or fewer individuals or tax-exempt entities have never owned more than 50% of our outstanding shares during the last half of any taxable year.

We are authorized to refuse to transfer our shares to any person if the sale or transfer would jeopardize our ability to satisfy the REIT ownership requirements. There can be no assurance that a refusal to transfer will be effective. However, based on the foregoing, we should currently satisfy the organizational requirements, including the share ownership requirements. Notwithstanding compliance with the share ownership requirements outlined above, tax-exempt shareholders may be required to treat all or a portion of their distributions from us as "unrelated business taxable income" if tax-exempt shareholders, in the aggregate, exceed certain ownership thresholds set forth in the Internal Revenue Code. (See "Taxation of Tax-Exempt Shareholders.")

125

### Ownership of Interests in Partnerships and Qualified REIT Subsidiaries

In the case of a REIT that is a partner in a partnership, Treasury Regulations provide that the REIT is deemed to own its proportionate share, based on its interest in partnership capital, of the assets of the partnership and is deemed to have earned its allocable share of partnership income. Also, if a REIT owns a qualified REIT subsidiary, which is defined as a corporation wholly-owned by a REIT, the REIT will be deemed to own all of the subsidiary's assets and liabilities and it will be deemed to be entitled to treat the income of that subsidiary as its own. In addition, the character of the assets and gross income of the partnership or qualified REIT subsidiary shall retain the same character in the hands of the REIT for purposes of satisfying the gross income tests and asset tests set forth in the Internal Revenue Code.

### Operational Requirements -- Gross Income Tests

To maintain our qualification as a REIT, we must satisfy annually two gross income requirements.

- . At least 75% of our gross income, excluding gross income from prohibited transactions, for each taxable year must be derived directly or indirectly from investments relating to real property or mortgages on real property. Gross income includes "rents from real property" and, in some circumstances, interest, but excludes gross

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

income from dispositions of property held primarily for sale to customers in the ordinary course of a trade or business. Such dispositions are referred to as "prohibited transactions." This is the 75% Income Test.

- . At least 95% of our gross income, excluding gross income from prohibited transactions, for each taxable year must be derived from the real property investments described above and from distributions, interest and gains from the sale or disposition of stock or securities or from any combination of the foregoing. This is the 95% Income Test.
- . The rents we receive or that we are deemed to receive qualify as "rents from real property" for purposes of satisfying the gross income requirements for a REIT only if the following conditions are met:
  - . the amount of rent received from a tenant generally must not be based in whole or in part on the income or profits of any person, however, an amount received or accrued generally will not be excluded from the term "rents from real property" solely by reason of being based on a fixed percentage or percentages of gross receipts or sales;
  - . rents received from a tenant will not qualify as "rents from real property" if an owner of 10% or more of the REIT directly or constructively owns 10% or more of the tenant (a "Related Party Tenant") or a subtenant of the tenant (in which case only rent attributable to the subtenant is disqualified);
  - . if rent attributable to personal property leased in connection with a lease of real property is greater than 15% of the total rent received under the lease, then the portion of rent attributable to the personal property will not qualify as "rents from real property"; and
  - . the REIT must not operate or manage the property or furnish or render services to tenants, other than through an "independent contractor" who is adequately

126

compensated and from whom the REIT does not derive any income. However, a REIT may provide services with respect to its properties, and the income derived therefrom will qualify as "rents from real property," if the services are "usually or customarily rendered" in connection with the rental of space only and are not otherwise considered "rendered to the occupant." Even if the services with respect to a property are impermissible tenant services, the income derived therefrom will qualify as "rents from real property" if such income does not exceed one percent of all amounts received or accrued with respect to that property.

If we acquire ownership of property by reason of the default of a borrower on a loan or possession of property by reason of a tenant default, if the property qualifies and we elect to treat it as foreclosure property, the income from the property will qualify under the 75% Income Test and the 95% Income Test notwithstanding its failure to satisfy these requirements for three years, or if extended for good cause, up to a total of six years. In that event, we must satisfy a number of complex rules, one of which is a requirement that we operate

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the property through an independent contractor. We will be subject to tax on that portion of our net income from foreclosure property that does not otherwise qualify under the 75% Income Test.

Prior to the making of investments in properties, we may satisfy the 75% Income Test and the 95% Income Test by investing in liquid assets such as government securities or certificates of deposit, but earnings from those types of assets are qualifying income under the 75% Income Test only for one year from the receipt of proceeds. Accordingly, to the extent that offering proceeds have not been invested in properties prior to the expiration of this one year period, in order to satisfy the 75% Income Test, we may invest the offering proceeds in less liquid investments such as mortgage-backed securities, maturing mortgage loans purchased from mortgage lenders or shares in other REITs. We expect to receive proceeds from the offering in a series of closings and to trace those proceeds for purposes of determining the one year period for "new capital investments." No rulings or regulations have been issued under the provisions of the Internal Revenue Code governing "new capital investments," however, so that there can be no assurance that the Internal Revenue Service will agree with this method of calculation.

Except for amounts received with respect to certain investments of cash reserves, we anticipate that substantially all of our gross income will be from sources that will allow us to satisfy the income tests described above; however, there can be no assurance given in this regard. Notwithstanding our failure to satisfy one or both of the 75% Income and the 95% Income Tests for any taxable year, we may still qualify as a REIT for that year if we are eligible for relief under specific provisions of the Internal Revenue Code. These relief provisions generally will be available if:

- . our failure to meet these tests was due to reasonable cause and not due to willful neglect;
- . we attach a schedule of our income sources to our federal income tax return; and
- . any incorrect information on the schedule is not due to fraud with intent to evade tax.

It is not possible, however, to state whether, in all circumstances, we would be entitled to the benefit of these relief provisions. For example, if we fail to satisfy the gross income tests because nonqualifying income that we intentionally earn exceeds the limits on this income, the Internal Revenue Service could conclude that our failure to satisfy the tests was not due to reasonable cause. As discussed above in "Taxation of the Company," even if these relief provisions apply, a tax would be imposed with respect to the excess net income.

127

### Operational Requirements -- Asset Tests

At the close of each quarter of our taxable year, we also must satisfy three tests (Asset Tests) relating to the nature and diversification of our assets.

- . First, at least 75% of the value of our total assets must be represented by real estate assets, cash, cash items and government securities. The term "real estate assets" includes real property, mortgages on real property, shares in other qualified REITs and a proportionate share of any real estate assets owned by a partnership

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in which we are a partner or of any qualified REIT subsidiary of ours.

- . Second, no more than 25% of our total assets may be represented by securities other than those in the 75% asset class.
- . Third, of the investments included in the 25% asset class, the value of any one issuer's securities that we own may not exceed 5% of the value of our total assets. Additionally, we may not own more than 10% of any one issuer's outstanding voting securities.

The 5% test must generally be met for any quarter in which we acquire securities. Further, if we meet the Asset Tests at the close of any quarter, we will not lose our REIT status for a failure to satisfy the Asset Tests at the end of a later quarter if such failure occurs solely because of changes in asset values. If our failure to satisfy the Asset Tests results from an acquisition of securities or other property during a quarter, we can cure the failure by disposing of a sufficient amount of nonqualifying assets within 30 days after the close of that quarter. We maintain, and will continue to maintain, adequate records of the value of our assets to ensure compliance with the Asset Tests and will take other action within 30 days after the close of any quarter as may be required to cure any noncompliance.

### Operational Requirements -- Annual Distribution Requirement

In order to be taxed as a REIT, we are required to make dividend distributions, other than capital gain distributions, to our shareholders each year in the amount of at least 95% of our REIT taxable income (computed without regard to the dividends paid deduction and our capital gain and subject to certain other potential adjustments) for all tax years prior to 2001 and at least 90% of our REIT taxable income for all future years beginning with the year 2001.

While we must generally pay dividends in the taxable year to which they relate, we may also pay dividends in the following taxable year if (1) they are declared before we timely file our federal income tax return for the taxable year in question, and if (2) they are paid on or before the first regular dividend payment date after the declaration.

Even if we satisfy the foregoing dividend distribution requirement and, accordingly, continue to qualify as a REIT for tax purposes, we will still be subject to tax on the excess of our net capital gain and our REIT taxable income, as adjusted, over the amount of dividends distributed to shareholders.

In addition, if we fail to distribute during each calendar year at least the sum of:

- . 85% of our ordinary income for that year;
- . 95% of our capital gain net income other than the capital gain net income which we elect to retain and pay tax on for that year; and

128

- . any undistributed taxable income from prior periods,

we will be subject to a 4% excise tax on the excess of the amount of such required distributions over amounts actually distributed during such year.

We intend to make timely distributions sufficient to satisfy this requirement; however, it is possible that we may experience timing differences

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

between (1) the actual receipt of income and payment of deductible expenses, and (2) the inclusion of that income. It is also possible that we may be allocated a share of net capital gain attributable to the sale of depreciated property that exceeds our allocable share of cash attributable to that sale.

In such circumstances, we may have less cash than is necessary to meet our annual distribution requirement or to avoid income or excise taxation on certain undistributed income. We may find it necessary in such circumstances to arrange for financing or raise funds through the issuance of additional shares in order to meet our distribution requirements, or we may pay taxable stock distributions to meet the distribution requirement.

If we fail to satisfy the distribution requirement for any taxable year by reason of a later adjustment to our taxable income made by the Internal Revenue Service, we may be able to pay "deficiency dividends" in a later year and include such distributions in our deductions for dividends paid for the earlier year. In such event, we may be able to avoid being taxed on amounts distributed as deficiency dividends, but we would be required in such circumstances to pay interest to the Internal Revenue Service based upon the amount of any deduction taken for deficiency dividends for the earlier year.

As noted above, we may also elect to retain, rather than distribute, our net long-term capital gains. The effect of such an election would be as follows:

- . we would be required to pay the tax on these gains;
- . shareholders, while required to include their proportionate share of the undistributed long-term capital gains in income, would receive a credit or refund for their share of the tax paid by the REIT; and
- . the basis of a shareholder's shares would be increased by the amount of our undistributed long-term capital gains (minus the amount of capital gains tax we pay) included in the shareholder's long-term capital gains.

In computing our REIT taxable income, we will use the accrual method of accounting and depreciate depreciable property under the alternative depreciation system. We are required to file an annual federal income tax return, which, like other corporate returns, is subject to examination by the Internal Revenue Service. Because the tax law requires us to make many judgments regarding the proper treatment of a transaction or an item of income or deduction, it is possible that the Internal Revenue Service will challenge positions we take in computing our REIT taxable income and our distributions. Issues could arise, for example, with respect to the allocation of the purchase price of properties between depreciable or amortizable assets and nondepreciable or non-amortizable assets such as land and the current deductibility of fees paid to Wells Capital or its affiliates. Were the Internal Revenue Service to successfully challenge our characterization of a transaction or determination of our REIT taxable income, we could be found to have failed to satisfy a requirement for qualification as a REIT. If, as a result of a challenge, we are determined to have failed to satisfy the distribution requirements for a taxable year, we would be disqualified as a REIT, unless we were permitted to pay a deficiency distribution to our

shareholders and pay interest thereon to the Internal Revenue Service, as provided by the Internal Revenue Code. A deficiency distribution cannot be used to satisfy the distribution requirement, however, if the failure to meet the requirement is not due to a later adjustment to our income by the Internal

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Revenue Service.

### Operational Requirements -- Recordkeeping

In order to continue to qualify as a REIT, we must maintain certain records as set forth in applicable Treasury Regulations. Further, we must request, on an annual basis, certain information designed to disclose the ownership of our outstanding shares. We intend to comply with such requirements.

### Failure to Qualify as a REIT

If we fail to qualify as a REIT for any reason in a taxable year and applicable relief provisions do not apply, we will be subject to tax (including any applicable alternative minimum tax) on our taxable income at regular corporate rates. We will not be able to deduct dividends paid to our shareholders in any year in which we fail to qualify as a REIT. We also will be disqualified for the four taxable years following the year during which qualification was lost unless we are entitled to relief under specific statutory provisions. (See "Risk Factors -- Federal Income Tax Risks")

### Sale-Leaseback Transactions

Some of our investments may be in the form of sale-leaseback transactions. In most instances, depending on the economic terms of the transaction, we will be treated for federal income tax purposes as either the owner of the property or the holder of a debt secured by the property. We do not expect to request an opinion of counsel concerning the status of any leases of properties as true leases for federal income tax purposes.

The Internal Revenue Service may take the position that a specific sale-leaseback transaction which we treat as a true lease is not a true lease for federal income tax purposes but is, instead, a financing arrangement or loan. We may also structure some sale-leaseback transactions as loans. In this event, for purposes of the Asset Tests and the 75% Income Test, each such loan likely would be viewed as secured by real property to the extent of the fair market value of the underlying property. We expect that, for this purpose, the fair market value of the underlying property would be determined without taking into account our lease. If a sale-leaseback transaction were so recharacterized, we might fail to satisfy the Asset Tests or the Income Tests and, consequently, lose our REIT status effective with the year of recharacterization. Alternatively, the amount of our REIT taxable income could be recalculated which might also cause us to fail to meet the distribution requirement for a taxable year.

### Taxation of U.S. Shareholders

#### Definition

In this section, the phrase "U.S. shareholder" means a holder of shares that for federal income tax purposes:

- . is a citizen or resident of the United States;
- . is a corporation, partnership or other entity created or organized in or under the laws of the United States or of any political subdivision thereof;

130

- . is an estate or trust, the income of which is subject to U.S. federal income taxation regardless of its source; or

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . a trust if a U.S. court is able to exercise primary supervision over the administration of the trust and one or more U.S. persons have the authority to control all substantial decisions of the trust.

For any taxable year for which we qualify for taxation as a REIT, amounts distributed to taxable U.S. shareholders will be taxed as described below.

### Distributions Generally

Distributions to U.S. shareholders, other than capital gain distributions discussed below, will constitute dividends up to the amount of our current or accumulated earnings and profits and will be taxable to the shareholders as ordinary income. These distributions are not eligible for the dividends received deduction generally available to corporations. To the extent that we make a distribution in excess of our current or accumulated earnings and profits, the distribution will be treated first as a tax-free return of capital, reducing the tax basis in each U.S. shareholder's shares, and the amount of each distribution in excess of a U.S. shareholder's tax basis in its shares will be taxable as gain realized from the sale of its shares. Distributions that we declare in October, November or December of any year payable to a shareholder of record on a specified date in any of these months will be treated as both paid by us and received by the shareholder on December 31 of the year, provided that we actually pay the distribution during January of the following calendar year. U.S. shareholders may not include any of our losses on their own federal income tax returns.

We will be treated as having sufficient earnings and profits to treat as a dividend any distribution by us up to the amount required to be distributed in order to avoid imposition of the 4% excise tax discussed above. Moreover, any "deficiency distribution" will be treated as an ordinary or capital gain distribution, as the case may be, regardless of our earnings and profits. As a result, shareholders may be required to treat as taxable some distributions that would otherwise result in a tax-free return of capital.

### Capital Gain Distributions

Distributions to U.S. shareholders that we properly designate as capital gain distributions will be treated as long-term capital gains, to the extent they do not exceed our actual net capital gain, for the taxable year without regard to the period for which the U.S. shareholder has held his stock.

### Passive Activity Loss and Investment Interest Limitations

Our distributions and any gain you realize from a disposition of shares will not be treated as passive activity income, and shareholders may not be able to utilize any of their "passive losses" to offset this income in their personal tax returns. Our distributions (to the extent they do not constitute a return of capital) will generally be treated as investment income for purposes of the limitations on the deduction of investment interest. Net capital gain from a disposition of shares and capital gain distributions generally will be included in investment income for purposes of the investment interest deduction limitations only if, and to the extent, you so elect, in which case any such capital gains will be taxed as ordinary income.

### Certain Dispositions of the Shares

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

In general, any gain or loss realized upon a taxable disposition of shares by a U.S. shareholder who is not a dealer in securities will be treated as long-term capital gain or loss if the shares have been held for more than 12 months and as short-term capital gain or loss if the shares have been held for 12 months or less. If, however, a U.S. shareholder has received any capital gains distributions with respect to his shares, any loss realized upon a taxable disposition of shares held for six months or less, to the extent of the capital gains distributions received with respect to his shares, will be treated as long-term capital loss. Also, the Internal Revenue Service is authorized to issue Treasury Regulations that would subject a portion of the capital gain a U.S. shareholder recognizes from selling his shares or from a capital gain distribution to a tax at a 25% rate, to the extent the capital gain is attributable to depreciation previously deducted.

### Information Reporting Requirements and Backup Withholding for U.S. Shareholders

Under some circumstances, U.S. shareholders may be subject to backup withholding at a rate of 31% on payments made with respect to, or cash proceeds of a sale or exchange of, our shares. Backup withholding will apply only if the shareholder:

- . fails to furnish his or her taxpayer identification number (which, for an individual, would be his or her Social Security Number);
- . furnishes an incorrect tax identification number;
- . is notified by the Internal Revenue Service that he or she has failed properly to report payments of interest and distributions or is otherwise subject to backup withholding; or
- . under some circumstances, fails to certify, under penalties of perjury, that he or she has furnished a correct tax identification number and that (a) he or she has not been notified by the Internal Revenue Service that he or she is subject to backup withholding for failure to report interest and distribution payments or (b) he or she has been notified by the Internal Revenue Service that he or she is no longer subject to backup withholding.

Backup withholding will not apply with respect to payments made to some shareholders, such as corporations and tax-exempt organizations. Backup withholding is not an additional tax. Rather, the amount of any backup withholding with respect to a payment to a U.S. shareholder will be allowed as a credit against the U.S. shareholder's U.S. federal income tax liability and may entitle the U.S. shareholder to a refund, provided that the required information is furnished to the Internal Revenue Service. U.S. shareholders should consult their own tax advisors regarding their qualifications for exemption from backup withholding and the procedure for obtaining an exemption.

### Treatment of Tax-Exempt Shareholders

Tax-exempt entities such as employee pension benefit trusts, individual retirement accounts, charitable remainder trusts, etc. generally are exempt from federal income taxation. Such entities are subject to taxation, however, on any "unrelated business taxable income" (UBTI), as defined in the Internal Revenue Code. The payment of dividends to a tax-exempt employee pension benefit trust or other domestic tax-exempt shareholder generally will not constitute unrelated business taxable income to such shareholder unless such shareholder has borrowed to acquire or carry its shares.



In the event that we were deemed to be "predominately held" by qualified employee pension benefit trusts that each hold more than 10% (in value) of our shares, such trusts would be required to treat a certain percentage of the dividend distributions paid to them as unrelated business taxable income. We would be deemed to be "predominately held" by such trusts if either (i) one employee pension benefit trust owns more than 25% in value of our shares, or (ii) any group of such trusts, each owning more than 10% in value of our shares, holds in the aggregate more than 50% in value of our shares. If either of these ownership thresholds were ever exceeded, any qualified employee pension benefit trust holding more than 10% in value of our shares would be subject to tax on that portion of our dividend distributions made to it which is equal to the percentage of our income which would be UBTI if we were a qualified trust, rather than a REIT. We will attempt to monitor the concentration of ownership of employee pension benefit trusts in our shares, and we do not expect our shares to be deemed to be "predominately held" by qualified employee pension benefit trusts, as defined in the Internal Revenue Code, to the extent required to trigger the treatment of our income as to such trusts.

For 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 Internal Revenue Code, respectively, income from an investment in our shares will constitute UBTI unless the shareholder in question is able to deduct amounts "set aside" or placed in reserve for certain purposes so as to offset the unrelated business taxable income generated. Any such organization which is a prospective shareholder should consult its own tax advisor concerning these "set aside" and reserve requirements.

#### Special Tax Considerations for Non-U.S. Shareholders

The rules governing U.S. income taxation of non-resident alien individuals, foreign corporations, foreign partnerships and foreign trusts and estates (collectively, "Non-U.S. shareholders") are complex. The following discussion is intended only as a summary of these rules. Non-U.S. investors should consult with their own tax advisors to determine the impact of federal, state and local income tax laws on an investment in our shares, including any reporting requirements.

##### Income Effectively Connected With a U.S. Trade or Business

In general, Non-U.S. shareholders will be subject to regular U.S. federal income taxation with respect to their investment in our shares if the income derived therefrom is "effectively connected" with the Non-U.S. shareholder's conduct of a trade or business in the United States. A corporate Non-U.S. shareholder that receives income that is (or is treated as) effectively connected with a U.S. trade or business also may be subject to a branch profits tax under Section 884 of the Internal Revenue Code, which is payable in addition to the regular U.S. federal corporate income tax.

The following discussion will apply to Non-U.S. shareholders whose income derived from ownership of our shares is deemed to be not "effectively connected" with a U.S. trade or business.

##### Distributions Not Attributable to Gain From the Sale or Exchange of a United States Real Property Interest

A distribution to a Non-U.S. shareholder that is not attributable to gain realized by us from the sale or exchange of a United States real property

interest and that we do not designate as a capital gain distribution will be treated as an ordinary income distribution to the extent that it is made out of current or accumulated earnings and profits. Generally, any ordinary income distribution will be subject to a U.S. federal income tax equal to 30% of the gross amount of the distribution unless this tax is reduced by the provisions of an applicable tax treaty. Any such distribution in excess of our earnings and profits will be

133

treated first as a return of capital that will reduce each Non-U.S. shareholder's basis in its shares (but not below zero) and then as gain from the disposition of those shares, the tax treatment of which is described under the rules discussed below with respect to dispositions of shares.

Distributions Attributable to Gain From the Sale or Exchange of a United States Real Property Interest

Distributions to a Non-U.S. shareholder that are attributable to gain from the sale or exchange of a United States real property interest will be taxed to a Non-U.S. shareholder under Internal Revenue Code provisions enacted by the Foreign Investment in Real Property Tax Act of 1980 (FIRPTA). Under FIRPTA, such distributions are taxed to a Non-U.S. shareholder as if the distributions were gains "effectively connected" with a U.S. trade or business. Accordingly, a Non-U.S. shareholder will be taxed at the normal capital gain rates applicable to a U.S. shareholder (subject to any applicable alternative minimum tax and a special alternative minimum tax in the case of non-resident alien individuals). Distributions subject to FIRPTA also may be subject to a 30% branch profits tax when made to a corporate Non-U.S. shareholder that is not entitled to a treaty exemption.

Withholding Obligations With Respect to Distributions to Non-U.S. Shareholders

Although tax treaties may reduce our withholding obligations, based on current law, we will generally be required to withhold from distributions to Non-U.S. shareholders, and remit to the Internal Revenue Service:

- . 35% of designated capital gain distributions or, if greater, 35% of the amount of any distributions that could be designated as capital gain distributions; and
- . 30% of ordinary income distributions (i.e., distributions paid  
----  
out of our earnings and profits).

In addition, if we designate prior distributions as capital gain distributions, subsequent distributions, up to the amount of the prior distributions, will be treated as capital gain distributions for purposes of withholding. A distribution in excess of our earnings and profits will be subject to 30% withholding if at the time of the distribution it cannot be determined whether the distribution will be in an amount in excess of our current or accumulated earnings and profits. If the amount of tax we withhold with respect to a distribution to a Non-U.S. shareholder exceeds the shareholder's U.S. tax liability with respect to that distribution, the Non-U.S. shareholder may file a claim with the Internal Revenue Service for a refund of the excess.

Sale of Our Shares by a Non-U.S. Shareholder

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

A sale of our shares by a Non-U.S. shareholder will generally not be subject to U.S. federal income taxation unless our shares constitute a "United States real property interest" within the meaning of FIRPTA. Our shares will not constitute a United States real property interest if we are a "domestically controlled REIT." A "domestically controlled REIT" is a REIT that at all times during a specified testing period has less than 50% in value of its shares held directly or indirectly by Non-U.S. shareholders. We currently anticipate that we will be a domestically controlled REIT. Therefore, sales of our shares should not be subject to taxation under FIRPTA. However, we cannot assure you that we will continue to be a domestically controlled REIT. If we were not a domestically controlled REIT, whether a Non-U.S. shareholder's sale of our shares would be subject to tax under FIRPTA as a sale of a United States real property interest would depend on whether our shares were "regularly traded" on an established securities

134

market and on the size of the selling shareholder's interest in us. Our shares currently are not "regularly traded" on an established securities market.

If the gain on the sale of shares were subject to taxation under FIRPTA, a Non-U.S. shareholder would be subject to the same treatment as a U.S. shareholder with respect to the gain, subject to any applicable alternative minimum tax and a special alternative minimum tax in the case of non-resident alien individuals. In addition, distributions that are treated as gain from the disposition of shares and are subject to tax under FIRPTA also may be subject to a 30% branch profits tax when made to a corporate Non-U.S. shareholder that is not entitled to a treaty exemption. Under FIRPTA, the purchaser of our shares may be required to withhold 10% of the purchase price and remit this amount to the Internal Revenue Service.

Even if not subject to FIRPTA, capital gains will be taxable to a Non-U.S. shareholder if the Non-U.S. shareholder is a non-resident alien individual who is present in the United States for 183 days or more during the taxable year and some other conditions apply, in which case the non-resident alien individual will be subject to a 30% tax on his or her U.S. source capital gains.

Recently promulgated Treasury Regulations may alter the procedures for claiming the benefits of an income tax treaty. Our Non-U.S. shareholders should consult their tax advisors concerning the effect, if any, of these Treasury Regulations on an investment in our shares.

### Information Reporting Requirements and Backup Withholding for Non-U.S. Shareholders

Additional issues may arise for information reporting and backup withholding for Non-U.S. shareholders. Non-U.S. shareholders should consult their tax advisors with regard to U.S. information reporting and backup withholding requirements under the Internal Revenue Code.

### Statement of Stock Ownership

We are required to demand annual written statements from the record holders of designated percentages of our shares disclosing the actual owners of the shares. Any record shareholder who, upon our request, does not provide us with required information concerning actual ownership of the shares is required to include specified information relating to his shares in his federal income tax return. We also must maintain, within the Internal Revenue District in which we are required to file our federal income tax return, permanent records showing

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the information we have received about the actual ownership of shares and a list of those persons failing or refusing to comply with our demand.

### State and Local Taxation

We and any operating subsidiaries we may form may be subject to state and local tax in states and localities in which we or they do business or own property. The tax treatment of the Wells REIT, Wells OP, any operating subsidiaries we may form and the holders of our shares in local jurisdictions may differ from the federal income tax treatment described above.

### Tax Aspects of Our Operating Partnership

The following discussion summarizes certain federal income tax considerations applicable to our investment in Wells OP, our operating partnership. The discussion does not cover state or local tax laws or any federal tax laws other than income tax laws.

135

### Classification as a Partnership

We will be entitled to include in our income a distributive share of Wells OP's income and to deduct our distributive share of Wells OP's losses only if Wells OP is classified for federal income tax purposes as a partnership, rather than as an association taxable as a corporation. Under applicable Treasury Regulations (the "Check-the-Box-Regulations"), an unincorporated entity with at least two members may elect to be classified either as an association taxable as a corporation or as a partnership. If such an entity fails to make an election, it generally will be treated as a partnership for federal income tax purposes. Wells OP intends to be classified as a partnership for federal income tax purposes and will not elect to be treated as an association taxable as a corporation under the Check-the-Box-Regulations.

Even though Wells OP will elect to be treated as a partnership for federal income tax purposes, it may be taxed as a corporation if it is deemed to be a "publicly traded partnership." A publicly traded partnership is a partnership whose interests are traded on an established securities market or are readily tradable on a secondary market (or the substantial equivalent thereof); provided, that even if the foregoing requirements are met, a publicly traded partnership will not be treated as a corporation for federal income tax purposes if at least 90% of such partnership's gross income for a taxable year consists of "qualifying income" under Section 7704(d) of the Internal Revenue Code. Qualifying income generally includes any income that is qualifying income for purposes of the 95% Income Test applicable to REITs (90% Passive-Type Income Exception). (See "Requirements for Qualification as a REIT -- Operational Requirements - Gross Income Tests").

Under applicable Treasury Regulations (PTP Regulations), limited safe harbors from the definition of a publicly traded partnership are provided. Pursuant to one of those safe harbors (Private Placement Exclusion), interests in a partnership will not be treated as readily tradable on a secondary market or the substantial equivalent thereof if (i) all interests in the partnership were issued in a transaction (or transactions) that was not required to be registered under the Securities Act of 1933, as amended, and (ii) the partnership does not have more than 100 partners at any time during the partnership's taxable year. In determining the number of partners in a partnership, a person owning an interest in a flow-through entity (such as a partnership, grantor trust or S corporation) that owns an interest in the partnership is treated as a partner in such partnership only if (a)

substantially all of the value of the owner's interest in the flow-through is attributable to the flow-through entity's interest (direct or indirect) in the partnership and (b) a principal purpose of the use of the flow-through entity is to permit the partnership to satisfy the 100 partner limitation. Wells OP qualifies for the Private Placement Exclusion. Even if Wells OP is considered a publicly traded partnership under the PTP Regulations because it is deemed to have more than 100 partners, however, Wells OP should not be treated as a corporation because it should be eligible for the 90% Passive-Type Income Exception described above.

We have not requested, and do not intend to request, a ruling from the Internal Revenue Service that Wells OP will be classified as a partnership for federal income tax purposes. Holland & Knight LLP is of the opinion, however, that based on certain factual assumptions and representations, Wells OP will more likely than not be treated for federal income tax purposes as a partnership and not as an association taxable as a corporation, or as a publicly traded partnership. Unlike a tax ruling, however, an opinion of counsel is not binding upon the Internal Revenue Service, and no assurance can be given that the Internal Revenue Service will not challenge the status of Wells OP as a partnership for federal income tax purposes. If such challenge were sustained by a court, Wells OP would be treated as a corporation for federal income tax purposes, as described below. In addition, the opinion of Holland & Knight LLP 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.

136

If for any reason Wells OP were taxable as a corporation, rather than a partnership, for federal income tax purposes, we would not be able to qualify as a REIT. (See "Federal Income Tax Considerations -- Requirements for Qualification as a REIT -- Operational Requirements - Gross Income Tests" and "Requirements for Qualification as a REIT -- Operational Requirements - Asset Tests.") In addition, any change in Wells OP's status for tax purposes might be treated as a taxable event, in which case we might incur a tax liability without any related cash distribution. Further, items of income and deduction of Wells OP would not pass through to its partners, and its partners would be treated as shareholders for tax purposes. Consequently, Wells OP 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 Wells OP's taxable income.

#### Income Taxation of the Operating Partnership and its Partners

Partners, Not a Partnership, Subject to Tax. A partnership is not a taxable entity for federal income tax purposes. As a partner in Wells OP, we will be required to take into account our allocable share of Wells OP's income, gains, losses, deductions, and credits for any taxable year of Wells OP ending within or with our taxable year, without regard to whether we have received or will receive any distribution from Wells OP.

Partnership Allocations. Although a partnership agreement generally determines the allocation of income and losses among partners, such allocations will be disregarded for tax purposes under Section 704(b) of the Internal Revenue Code if they do not comply with the provisions of Section 704(b) of the Internal Revenue 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 partner's interests in the partnership, which will be determined by taking into account all of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

facts and circumstances relating to the economic arrangement of the partners with respect to such item. Wells OP's allocations of taxable income and loss are intended to comply with the requirements of Section 704(b) of the Internal Revenue Code and the Treasury Regulations promulgated thereunder.

**Tax Allocations With Respect to Contributed Properties.** Pursuant to Section 704(c) of the Internal Revenue Code, income, gain, loss, and deduction 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. Under applicable Treasury Regulations, partnerships are required to use a "reasonable method" for allocating items subject to Section 704(c) of the Internal Revenue Code and several reasonable allocation methods are described therein.

Under the partnership agreement for Wells OP, depreciation or amortization deductions of Wells OP generally will be allocated among the partners in accordance with their respective interests in Wells OP, except to the extent that Wells OP is required under Section 704(c) to use a method for allocating depreciation deductions attributable to its properties that results in us receiving a disproportionately large share of such deductions. It is possible that we may (1) be allocated lower amounts of depreciation deductions for tax purposes with respect to contributed properties than would be allocated to us if each such property were to have a tax basis equal to its fair market value at the time of contribution, and (2) be allocated taxable gain in the event of a sale of such contributed properties in excess of the economic profit allocated to us as a result of such sale. These allocations may cause us to recognize taxable income in excess of cash proceeds received by us, which might adversely affect our ability to comply with the REIT

137

distribution requirements, although we do not anticipate that this event will occur. The foregoing principles also will affect the calculation of our earnings and profits for purposes of determining which portion of our distributions is taxable as a dividend. The allocations described in this paragraph may result in a higher portion of our distributions being taxed as a dividend than would have occurred had we purchased such properties for cash.

**Basis in Operating Partnership Interest.** The adjusted tax basis of our partnership interest in Wells OP generally is equal to (1) the amount of cash and the basis of any other property contributed to Wells OP by us, (2) increased by (A) our allocable share of Wells OP's income and (B) our allocable share of indebtedness of Wells OP, and (3) reduced, but not below zero, by (A) our allocable share of Wells OP's loss and (B) the amount of cash distributed to us, including constructive cash distributions resulting from a reduction in our share of indebtedness of Wells OP.

If the allocation of our distributive share of Wells OP's loss would reduce the adjusted tax basis of our partnership interest in Wells OP below zero, the recognition of such loss will be deferred until such time as the recognition of such loss would not reduce our adjusted tax basis below zero. If a distribution from Wells OP or a reduction in our share of Wells OP's liabilities (which is treated as a constructive distribution for tax purposes) would reduce our adjusted tax basis below zero, any such distribution, including a constructive distribution, would constitute taxable income to us. The gain

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

realized by us upon the receipt of any such distribution or constructive distribution would normally be characterized as capital gain, and if our partnership interest in Wells OP has been held for longer than the long-term capital gain holding period (currently one year), the distribution would constitute long-term capital gain.

**Depreciation Deductions Available to the Operating Partnership.** Wells OP will use a portion of contributions made by the Wells REIT from offering proceeds to acquire interests in properties. To the extent that Wells OP acquires properties for cash, Wells OP's initial basis in such properties for federal income tax purposes generally will be equal to the purchase price paid by Wells OP. Wells OP plans to depreciate each such depreciable property for federal income tax purposes under the alternative depreciation system of depreciation (ADS). Under ADS, Wells OP generally will depreciate such buildings and improvements over a 40-year recovery period using a straight-line method and a mid-month convention and will depreciate furnishings and equipment over a 12-year recovery period. To the extent that Wells OP acquires properties in exchange for units of Wells OP, Wells OP's initial basis in each such property for federal income tax purposes should be the same as the transferor's basis in that property on the date of acquisition by Wells OP. Although the law is not entirely clear, Wells OP generally intends to depreciate such depreciable property for federal income tax purposes over the same remaining useful lives and under the same methods used by the transferors.

### Sale of the Operating Partnership's Property

Generally, any gain realized by Wells OP 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 by Wells OP upon the disposition of a property acquired by Wells OP for cash will be allocated among the partners in accordance with their respective percentage interests in Wells OP.

Our share of any gain realized by Wells OP on the sale of any property held by Wells OP as inventory or other property held primarily for sale to customers in the ordinary course of Wells OP's trade or business will be treated as income from a prohibited transaction that is subject to a 100% penalty tax. Such prohibited transaction income also may have an adverse effect upon our ability to satisfy the Income Tests for maintaining our REIT status. (See "Federal Income Tax Considerations -- Requirements for Qualification as a REIT -- Gross Income Tests" above.) We, however, do not presently intend to acquire

138

or hold or allow Wells OP to acquire or hold any property that represents inventory or other property held primarily for sale to customers in the ordinary course of our or Wells OP's trade or business.

### ERISA Considerations

The following is a summary of some non-tax considerations associated with an investment in our shares by a qualified employee pension benefit plan or an IRA. This summary is based on provisions of ERISA and the Internal Revenue Code, as amended through the date of this prospectus, and relevant regulations and opinions issued by the Department of Labor and the Internal Revenue Service. We cannot assure you that adverse tax decisions or legislative, regulatory or administrative changes which would significantly modify the statements expressed herein will not occur. Any such changes may or may not apply to transactions entered into prior to the date of their enactment.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Each fiduciary of an employee pension benefit plan subject to ERISA, such as a profit sharing, section 401(k) or pension plan, or of any other retirement plan or account subject to Section 4975 of the Internal Revenue Code, such as an IRA (Benefit Plans), seeking to invest plan assets in our shares must, taking into account the facts and circumstances of such Benefit Plan, consider, among other matters:

- . whether the investment is consistent with the applicable provisions of ERISA and the Internal Revenue Code;
- . whether, under the facts and circumstances attendant to the Benefit Plan in question, the fiduciary's responsibility to the plan has been satisfied;
- . whether the investment will produce UBTI to the Benefit Plan (see "Federal Income Tax Considerations -- Treatment of Tax-Exempt Shareholders"); and
- . the need to value the assets of the Benefit Plan annually.

Under ERISA, a plan fiduciary's responsibilities include the following duties:

- . to act solely in the interest of plan participants and beneficiaries and for the exclusive purpose of providing benefits to them, as well as defraying reasonable expenses of plan administration;
- . to invest plan assets prudently;
- . to diversify the investments of the plan unless it is clearly prudent not to do so;
- . to ensure sufficient liquidity for the plan; and
- . to consider whether an investment would constitute or give rise to a prohibited transaction under ERISA or the Internal Revenue Code.

ERISA also requires that the assets of an employee benefit plan be held in trust and that the trustee, or a duly authorized named fiduciary or investment manager, have exclusive authority and discretion to manage and control the assets of the plan.

Section 406 of ERISA and Section 4975 of the Internal Revenue Code prohibit specified transactions involving the assets of a Benefit Plan which are between the plan and any "party in interest" or "disqualified person" with respect to that Benefit Plan. These transactions are prohibited regardless of

how beneficial they may be for the Benefit Plan. Prohibited transactions include the sale, exchange or leasing of property, the lending of money or the extension of credit between a Benefit Plan and a party in interest or disqualified person, and the transfer to, or use by, or for the benefit of, a party in interest, or disqualified person, of any assets of a Benefit Plan. A fiduciary of a Benefit Plan also is prohibited from engaging in self-dealing, acting for a person who has an interest adverse to the plan or receiving any consideration for its own account from a party dealing with the plan in a transaction involving plan assets. Furthermore, Section 408 of the Internal Revenue Code states that assets



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

of an IRA trust may not be commingled with other property except in a common trust fund or common investment fund.

### Plan Asset Considerations

In order to determine whether an investment in our shares by Benefit Plans creates or gives rise to the potential for either prohibited transactions or the commingling of assets referred to above, a fiduciary must consider whether an investment in our shares will cause our assets to be treated as assets of the investing Benefit Plans. Neither ERISA nor the Internal Revenue Code define the term "plan assets," however, U.S. Department of Labor Regulations provide guidelines as to whether, and under what circumstances, the underlying assets of an entity will be deemed to constitute assets of a Benefit Plan when the plan invests in that entity (the Plan Assets Regulation). Under the Plan Assets Regulation, the assets of corporations, partnerships or other entities in which a Benefit Plan makes an equity investment will generally be deemed to be assets of the Benefit Plan unless the entity satisfies one of the exceptions to this general rule. As discussed below, we have received an opinion of counsel that, based on the Plan Assets Regulation, our underlying assets should not be deemed to be "plan assets" of Benefit Plans investing in shares, assuming the conditions set forth in the opinion are satisfied, based upon the fact that at least one of the specific exemptions set forth in the Plan Assets Regulation is satisfied, as determined below.

Specifically, the Plan Assets Regulation provides that the underlying assets of REITs will not be treated as assets of a Benefit Plan investing therein if the interest the Benefit Plan acquires is a "publicly-offered security." A publicly-offered security must be:

- . sold as part of a public offering registered under the Securities Act of 1933, as amended, and be part of a class of securities registered under the Securities Exchange Act of 1934, as amended, within a specified time period;
- . part of a class of securities that is owned by 100 or more persons who are independent of the issuer and one another; and
- . "freely transferable."

Our shares are being sold as part of an offering of securities to the public pursuant to an effective registration statement under the Securities Act, and are part of a class registered under the Securities Exchange Act. In addition, we have over 100 independent shareholders. Thus, both the first and second criterion of the publicly-offered security exception will be satisfied.

Whether a security is "freely transferable" depends upon the particular facts and circumstances. Our shares are subject to certain restrictions on transferability intended to ensure that we continue to qualify for federal income tax treatment as a REIT. The regulation provides, however, that where the minimum investment in a public offering of securities is \$10,000 or less, the presence of a restriction on transferability intended to prohibit transfers which would result in a termination or reclassification of the entity for state or federal tax purposes will not ordinarily affect a determination that such securities are freely transferable. The minimum investment in our shares is less than \$10,000; thus, the restrictions

imposed in order to maintain our status as a REIT should not cause the shares to be deemed not freely transferable.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

In the event that our underlying assets were treated by the Department of Labor as the assets of investing Benefit Plans, our management would be treated as fiduciaries with respect to each Benefit Plan shareholder, and an investment in our shares might constitute an ineffective delegation of fiduciary responsibility to Wells Capital, our advisor, and expose the fiduciary of the Benefit Plan to co-fiduciary liability under ERISA for any breach by Wells Capital of the fiduciary duties mandated under ERISA. Further, if our assets are deemed to be "plan assets," an investment by an IRA in our shares might be deemed to result in an impermissible commingling of IRA assets with other property.

If our advisor or affiliates of our advisor were treated as fiduciaries with respect to Benefit Plan shareholders, the prohibited transaction restrictions of ERISA and the Internal Revenue Code would apply to any transaction involving our assets. These restrictions could, for example, require that we avoid transactions with entities that are affiliated with us or our affiliates or restructure our activities in order to obtain an administrative exemption from the prohibited transaction restrictions. Alternatively, we might have to provide Benefit Plan shareholders with the opportunity to sell their shares to us or we might dissolve or terminate.

If a prohibited transaction were to occur, the Internal Revenue Code imposes an excise tax equal to 15% of the amount involved and authorizes the IRS to impose an additional 100% excise tax if the prohibited transaction is not "corrected." These taxes would be imposed on any disqualified person who participates in the prohibited transaction. In addition, Wells Capital and possibly other fiduciaries of Benefit Plan shareholders subject to ERISA who permitted the prohibited transaction to occur or who otherwise breached their fiduciary responsibilities, or a non-fiduciary participating in a prohibited transaction, could be required to restore to the Benefit Plan any profits they realized as a result of the transaction or breach, and make good to the Benefit Plan any losses incurred by the Benefit Plan as a result of the transaction or breach. With respect to an IRA that invests in our shares, the occurrence of a prohibited transaction involving the individual who established the IRA, or his or her beneficiary, would cause the IRA to lose its tax-exempt status under Section 408(e)(2) of the Internal Revenue Code.

We have obtained an opinion from Holland & Knight LLP that our shares more likely than not constitute "publicly-offered securities" and, accordingly, it is more likely than not that our underlying assets should not be considered "plan assets" under the Plan Assets Regulation, assuming the offering takes place as described in this prospectus. If our underlying assets are not deemed to be "plan assets," the problems discussed in the immediately preceding three paragraphs are not expected to arise.

### Other Prohibited Transactions

Regardless of whether the shares qualify for the "publicly-offered security" exception of the Plan Assets Regulation, a prohibited transaction could occur if the Wells REIT, Wells Capital, any selected dealer or any of their affiliates is a fiduciary (within the meaning of Section 3(21) of ERISA) with respect to any Benefit Plan purchasing the shares. Accordingly, unless an administrative or statutory exemption applies, shares should not be purchased by a Benefit Plan with respect to which any of the above persons is a fiduciary. A person is a fiduciary with respect to a Benefit Plan under Section 3(21) of ERISA if, among other things, the person has discretionary authority or control with respect to "plan assets" or provides investment advice for a fee with respect to "plan assets." Under a regulation issued by the Department of Labor, a person shall be deemed to be providing investment advice if that person renders advice as to the advisability of investing in our shares and that person regularly provides investment advice to the Benefit Plan pursuant to a mutual

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

agreement or understanding (written or otherwise) (1) that

141

the advice will serve as the primary basis for investment decisions, and (2) that the advice will be individualized for the Benefit Plan based on its particular needs.

### Annual Valuation

A fiduciary of an employee benefit plan subject to ERISA is required to determine annually the fair market value of each asset of the plan as of the end of the plan's fiscal year and to file a report reflecting that value with the Department of Labor. When the fair market value of any particular asset is not available, the fiduciary is required to make a good faith determination of that asset's "fair market value" assuming an orderly liquidation at the time the determination is made. In addition, a trustee or custodian of an IRA must provide an IRA participant with a statement of the value of the IRA each year. In discharging its obligation to value assets of a plan, a fiduciary subject to ERISA must act consistently with the relevant provisions of the plan and the general fiduciary standards of ERISA.

Unless and until our shares are listed on a national securities exchange or are included for quotation on Nasdaq, it is not expected that a public market for the shares will develop. To date, neither the Internal Revenue Service nor the Department of Labor has promulgated regulations specifying how a plan fiduciary should determine the "fair market value" of the shares, namely when the fair market value of the shares is not determined in the marketplace. Therefore, to assist fiduciaries in fulfilling their valuation and annual reporting responsibilities with respect to ownership of shares, we intend to provide reports of our annual determinations of the current value of our net assets per outstanding share to those fiduciaries (including IRA trustees and custodians) who identify themselves to us and request the reports. Until December 31, 2002, we intend to use the offering price of shares as the per share net asset value. Beginning with the year 2003, the value of the properties and our other assets will be based on a valuation. Such valuation will be performed by a person independent of us and of Wells Capital.

We anticipate that we will provide annual reports of our determination of value (1) to IRA trustees and custodians not later than January 15 of each year, and (2) to other Benefit Plan fiduciaries within 75 days after the end of each calendar year. Each determination may be based upon valuation information available as of October 31 of the preceding year, up-dated, however, for any material changes occurring between October 31 and December 31.

We intend to revise these valuation procedures to conform with any relevant guidelines that the Internal Revenue Service or the Department of Labor may hereafter issue. Meanwhile, we cannot assure you:

- . that the value determined by us could or will actually be realized by us or by shareholders upon liquidation (in part because appraisals or estimated values do not necessarily indicate the price at which assets could be sold and because no attempt will be made to estimate the expenses of selling any of our assets);
- . that shareholders could realize this value if they were to attempt to sell their shares; or
- . that the value, or the method used to establish value, would

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

comply with the ERISA or IRA requirements described above.

142

### Description of Shares

The following description of the shares is not complete but is a summary of portions of our articles of incorporation and is qualified in its entirety by reference to the articles of incorporation.

Under our articles of incorporation, we have authority to issue a total of 500,000,000 shares of capital stock. Of the total shares authorized, 350,000,000 shares are designated as common stock with a par value of \$0.01 per share, 50,000,000 shares are designated as preferred stock with a par value of \$0.01 per share and 100,000,000 shares are designated as shares-in-trust, which would be issued only in the event we have purchases in excess of the ownership limits described below.

As of December 10, 2000, approximately 30,185,358 shares of our common stock were issued and outstanding, and no shares of preferred stock or shares-in-trust were issued and outstanding.

#### Common Stock

The holders of common stock are entitled to one vote per share on all matters voted on by shareholders, including election of our directors. Our articles of incorporation do not provide for cumulative voting in the election of directors. Therefore, the holders of a majority of the outstanding common shares can elect our entire board of directors. Subject to any preferential rights of any outstanding series of preferred stock, the holders of common stock are entitled to such dividends as may be declared from time to time by our board of directors out of legally available funds and, upon liquidation, are entitled to receive all assets available for distribution to shareholders. All shares issued in the offering will be fully paid and non-assessable shares of common stock. Holders of shares of common stock will not have preemptive rights, which means that you will not have an automatic option to purchase any new shares that we issue.

We will not issue certificates for our shares. Shares will be held in "uncertificated" form which will eliminate the physical handling and safekeeping responsibilities inherent in owning transferable stock certificates and eliminate the need to return a duly executed stock certificate to effect a transfer. Wells Capital, our advisor, acts as our registrar and as the transfer agent for our shares. Transfers can be effected simply by mailing to Wells Capital a transfer and assignment form, which we will provide to you at no charge.

#### Preferred Stock

Our articles of incorporation authorize our board of directors to designate and issue one or more classes or series of preferred stock without stockholder approval. The board of directors may determine the relative rights, preferences and privileges of each class or series of preferred stock so issued, which may be more beneficial than the rights, preferences and privileges attributable to the common stock. The issuance of preferred stock could have the effect of delaying or preventing a change in control of the Wells REIT. Our board of directors has no present plans to issue preferred stock, but may do so at any time in the future without shareholder approval.

#### Meetings and Special Voting Rrquirements

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

An annual meeting of the shareholders will be held each year, at least 30 days after delivery of our annual report. Special meetings of shareholders may be called only upon the request of a majority of the directors, a majority of the independent directors, the chairman, the president or upon the written request of shareholders holding at least 10% of the shares. The presence of a majority of the outstanding shares either in person or by proxy shall constitute a quorum. Generally, the affirmative vote of a

143

majority of all votes entitled to be cast is necessary to take shareholder action authorized by our articles of incorporation, except that a majority of the votes represented in person or by proxy at a meeting at which a quorum is present is sufficient to elect a director.

Under Maryland Corporation Law and our articles of incorporation, shareholders are entitled to vote at a duly held meeting at which a quorum is present on (1) amendment of our articles of incorporation, (2) liquidation or dissolution of the Wells REIT, (3) reorganization of the Wells REIT, (4) merger, consolidation or sale or other disposition of substantially all of our assets, and (5) termination of our status as a REIT. Shareholders voting against any merger or sale of assets are permitted under Maryland Corporation Law to petition a court for the appraisal and payment of the fair value of their shares. In an appraisal proceeding, the court appoints appraisers who attempt to determine the fair value of the stock as of the date of the shareholder vote on the merger or sale of assets. After considering the appraisers' report, the court makes the final determination of the fair value to be paid to the dissenting shareholder and decides whether to award interest from the date of the merger or sale of assets and costs of the proceeding to the dissenting shareholders.

Our advisor is selected and approved annually by our directors. While the shareholders do not have the ability to vote to replace Wells Capital or to select a new advisor, shareholders do have the ability, by the affirmative vote of a majority of the shares entitled to vote on such matter, to elect to remove a director from our board.

Shareholders are entitled to receive a copy of our shareholder list upon request. The list provided by us will include each shareholder's name, address and telephone number, if available, and number of shares owned by each shareholder and will be sent within ten days of the receipt by us of the request. A shareholder requesting a list will be required to pay reasonable costs of postage and duplication. We have the right to request that a requesting shareholder represent to us that the list will not be used to pursue commercial interests.

In addition to the foregoing, shareholders have rights under Rule 14a-7 under the Securities Exchange Act, which provides that, upon the request of investors and the payment of the expenses of the distribution, we are required to distribute specific materials to shareholders in the context of the solicitation of proxies for voting on matters presented to shareholders or, at our option, provide requesting shareholders with a copy of the list of shareholders so that the requesting shareholders may make the distribution of proxies themselves.

### Restriction on Ownership of Shares

In order for us to qualify as a REIT, not more than 50% of our outstanding shares may be owned by any five or fewer individuals, including some

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

tax-exempt entities. In addition, the outstanding shares must be owned by 100 or more persons independent of us and each other during at least 335 days of a 12-month taxable year or during a proportionate part of a shorter taxable year. We may prohibit certain acquisitions and transfers of shares so as to ensure our continued qualification as a REIT under the Internal Revenue Code. However, we cannot assure you that this prohibition will be effective.

In order to assist us in preserving our status as a REIT, our articles of incorporation contain a limitation on ownership which prohibits any person or group of persons from acquiring, directly or indirectly, beneficial ownership of more than 9.8% of our outstanding shares. Our articles of incorporation provide that any transfer of shares that would violate our share ownership limitations is null and void and the intended transferee will acquire no rights in such shares, unless the transfer is approved by the board of directors based upon receipt of information that such transfer would not violate the provisions of the Internal Revenue Code for qualification as a REIT.

144

The shares in excess of the ownership limit which are attempted to be transferred will be designated as "shares-in-trust" and will be transferred automatically to a trust effective on the day before the reported transfer of such shares. The record holder of the shares that are designated as shares-in-trust will be required to submit such number of shares to the Wells REIT in the name of the trustee of the trust. We will designate a trustee of the share trust that will not be affiliated with us. We will also name one or more charitable organizations as a beneficiary of the share trust. Shares-in-trust will remain issued and outstanding shares and will be entitled to the same rights and privileges as all other shares of the same class or series. The trustee will receive all dividends and distributions on the shares-in-trust and will hold such dividends or distributions in trust for the benefit of the beneficiary. The trustee will vote all shares-in-trust during the period they are held in trust.

At our direction, the trustee will transfer the shares-in-trust to a person whose ownership will not violate the ownership limits. The transfer shall be made within 20 days of our receipt of notice that shares have been transferred to the trust. During this 20-day period, we will have the option of redeeming such shares. Upon any such transfer or redemption, the purported transferee or holder shall receive a per share price equal to the lesser of (a) the price per share in the transaction that created such shares-in-trust, or (b) the market price per share on the date of the transfer or redemption.

Any person who (1) acquires shares in violation of the foregoing restriction or who owns shares that were transferred to any such trust is required to give immediate written notice to the Wells REIT of such event or (2) transfers or receives shares subject to such limitations is required to give the Wells REIT 15 days written notice prior to such transaction. In both cases, such persons shall provide to the Wells REIT such other information as we may request in order to determine the effect, if any, of such transfer on our status as a REIT.

The foregoing restrictions will continue to apply until (1) the board of directors determines it is no longer in the best interest of the Wells REIT to continue to qualify as a REIT and (2) there is an affirmative vote of the majority of shares entitled to vote on such matter at a regular or special meeting of the shareholders of the Wells REIT.

The ownership limit does not apply to an offeror which, in accordance with applicable federal and state securities laws, makes a cash tender offer,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

where at least 85% of the outstanding shares are duly tendered and accepted pursuant to the cash tender offer. The ownership limit also does not apply to the underwriter in a public offering of shares. In addition, the ownership limit does not apply to a person or persons which the directors so exempt from the ownership limit upon appropriate assurances that our qualification as a REIT is not jeopardized.

Any person who owns 5% or more of the outstanding shares during any taxable year will be asked to deliver a statement or affidavit setting forth the number of shares beneficially owned, directly or indirectly.

### Dividends

Dividends will be paid on a quarterly basis regardless of the frequency with which such distributions are declared. Dividends will be paid to investors who are shareholders as of the record dates selected by the directors. We currently calculate our quarterly dividends based upon daily record and dividend declaration dates so our investors will be entitled to be paid dividends immediately upon their purchase of shares. We then make quarterly dividend payments following the end of each calendar quarter.

145

We are required to make distributions sufficient to satisfy the requirements for qualification as a REIT for tax purposes. Generally, income distributed as dividends will not be taxable to us under the Internal Revenue Code if we distribute at least 95% (90% beginning in year 2001) of our taxable income. (See "Federal Income Tax Considerations -- Requirements for Qualification as a REIT.")

Dividends will be declared at the discretion of the board of directors, in accordance with our earnings, cash flow and general financial condition. The board's discretion will be directed, in substantial part, by its obligation to cause us to comply with the REIT requirements. Because we may receive income from interest or rents at various times during our fiscal year, dividends may not reflect our income earned in that particular distribution period but may be made in anticipation of cash flow which we expect to receive during a later quarter and may be made in advance of actual receipt of funds in an attempt to make dividends relatively uniform. We may borrow money, issue new securities or sell assets in order to make dividend distributions.

We are not prohibited from distributing our own securities in lieu of making cash dividends to shareholders, provided that the securities distributed to shareholders are readily marketable. Shareholders who receive marketable securities in lieu of cash dividends may incur transaction expenses in liquidating the securities.

### Dividend Reinvestment Plan

We currently have a dividend reinvestment plan available that allows you to have your dividends otherwise distributable to you invested in additional shares of the Wells REIT.

You may purchase shares under the dividend reinvestment plan for \$10 per share, less any discounts authorized in the "Plan of Distribution" section of this prospectus, until all of the shares registered as part of this offering have been sold. After this time, we may purchase shares either through purchases on the open market, if a market then exists, or through an additional issuance of shares. In any case, the price per share will be equal to the then-prevailing market price, which shall equal the price on the securities exchange or

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

over-the-counter market on which such shares are listed at the date of purchase if such shares are then listed. A copy of our Amended and Restated Dividend Reinvestment Plan as currently in effect is included as Exhibit B to this prospectus.

You may elect to participate in the dividend reinvestment plan by completing the Subscription Agreement, the enrollment form or by other written notice to the plan administrator. Participation in the plan will begin with the next distribution made after receipt of your written notice. We may terminate the dividend reinvestment plan for any reason at any time upon 10 days' prior written notice to participants. Your participation in the plan will also be terminated to the extent that a reinvestment of your distributions in our shares would cause the percentage ownership limitation contained in our articles of incorporation to be exceeded.

If you elect to participate in the dividend reinvestment plan and are subject to federal income taxation, you will incur a tax liability for dividends allocated to you even though you have elected not to receive the dividends in cash but rather to have the dividends held pursuant to the dividend reinvestment plan. Specifically, you will be treated as if you have received the dividend from us in cash and then applied such dividend to the purchase of additional shares. You will be taxed on the amount of such dividend as ordinary income to the extent such dividend is from current or accumulated earnings and profits, unless we have designated all or a portion of the dividend as a capital gain dividend.

146

### Share Redemption Program

Prior to the time that our shares are listed on a national securities exchange, shareholders of the Wells REIT who have held their shares for at least one year may receive the benefit of limited interim liquidity by presenting for redemption all or any portion of their shares to us at any time in accordance with the procedures outlined herein. At that time, we may, subject to the conditions and limitations described below, redeem the shares presented for redemption for cash to the extent that we have sufficient funds available to us to fund such redemption.

If you have held your shares for the required one-year period, you may redeem your shares for a purchase price equal to the lesser of (1) \$10 per share, or (2) the purchase price per share that you actually paid for your shares of the Wells REIT. In the event that you are redeeming all of your shares, shares purchased pursuant to our dividend reinvestment plan may be excluded from the foregoing one-year holding period requirement, in the discretion of the board of directors. In addition, for purposes of the one-year holding period, limited partners of Wells OP who exchange their limited partnership units for shares in the Wells REIT shall be deemed to have owned their shares as of the date they were issued their limited partnership units in Wells OP. The board of directors reserves the right in its sole discretion at any time and from time to time to (1) waive the one-year holding period in the event of the death or bankruptcy of a shareholder or other exigent circumstances, (2) reject any request for redemption, (3) change the purchase price for redemptions, or (4) otherwise amend the terms of our share redemption program.

Redemption of shares, when requested, will be made quarterly on a first-come, first-served basis. Subject to funds being available, we will limit the number of shares redeemed pursuant to our share redemption program as follows: (1) during any calendar year, we will not redeem in excess of three



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

percent (3.0%) of the weighted average number of shares outstanding during the prior calendar year; and (2) funding for the redemption of shares will come exclusively from the proceeds we receive from the sale of shares under our dividend reinvestment plan such that in no event shall the aggregate amount of redemptions under our share redemption program exceed aggregate proceeds received from the sale of shares pursuant to our dividend reinvestment plan. The board of directors, in its sole discretion, may choose to terminate the share redemption program or to reduce the number of shares purchased under the share redemption program if it determines the funds otherwise available to fund our share redemption program are needed for other purposes. (See "Risk Factors - Investment Risks.")

We cannot guarantee that the funds set aside for the share redemption program will be sufficient to accommodate all requests made in any year. If we do not have such funds available, at the time when redemption is requested, you can (1) withdraw your request for redemption, or (2) ask that we honor your request at such time, if any, when sufficient funds become available. Such pending requests will be honored on a first-come, first-served basis.

The share redemption program is only intended to provide interim liquidity for shareholders until a secondary market develops for the shares. No such market presently exists, and we cannot assure you that any market for your shares will ever develop.

The shares we purchase under the share redemption program will be cancelled, and will have the status of authorized, but unissued shares. We will not reissue such shares unless they are first registered with the Securities and Exchange Commission (Commission) under the Securities Act of 1933 and under appropriate state securities laws or otherwise issued in compliance with such laws.

If we terminate, reduce the scope of or otherwise change the share redemption program, we will disclose the changes in reports filed with the Commission.

147

### Restrictions on Roll-Up Transactions

In connection with any proposed transaction considered a "Roll-up Transaction" involving the Wells REIT and the issuance of securities of an entity (a Roll-up Entity) that would be created or would survive after the successful completion of the Roll-up Transaction, an appraisal of all properties shall be obtained from a competent independent appraiser. The properties shall be appraised on a consistent basis, and the appraisal shall be based on the evaluation of all relevant information and shall indicate the value of the properties as of a date immediately prior to the announcement of the proposed Roll-up Transaction. The appraisal shall assume an orderly liquidation of properties over a 12-month period. The terms of the engagement of the independent appraiser shall clearly state that the engagement is for our benefit and the shareholders. A summary of the appraisal, indicating all material assumptions underlying the appraisal, shall be included in a report to shareholders in connection with any proposed Roll-up Transaction.

A "Roll-up Transaction" is a transaction involving the acquisition, merger, conversion or consolidation, directly or indirectly, of the Wells REIT and the issuance of securities of a Roll-up Entity. This term does not include:

- . a transaction involving our securities that have been for at least 12 months listed on a national securities exchange or

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

included for quotation on Nasdaq; or

- . a transaction involving the conversion to corporate, trust, or association form of only the Wells REIT if, as a consequence of the transaction, there will be no significant adverse change in any of the following: shareholder voting rights; the term of our existence; compensation to Wells Capital; or our investment objectives.

On connection with a proposed Roll-up Transaction, the person sponsoring the Roll-up Transaction must offer to shareholders who vote "no" on the proposal the choice of:

- (1) accepting the securities of a Roll-up Entity offered in the proposed Roll-up Transaction; or
- (2) one of the following:
  - (A) remaining as shareholders of the Wells REIT and preserving their interests therein on the same terms and conditions as existed previously, or
  - (B) receiving cash in an amount equal to the shareholder's pro rata share of the appraised value of our net assets.

We are prohibited from participating in any proposed Roll-up Transaction:

- . which would result in the shareholders having democracy rights in a Roll-up Entity that are less than those provided in our bylaws and described elsewhere in this prospectus, including rights with respect to the election and removal of directors, annual reports, annual and special meetings, amendment of our articles of incorporation, and dissolution of the Wells REIT;
- . which includes provisions that would operate to materially impede or frustrate the accumulation of shares by any purchaser of the securities of the Roll-up Entity, except to the minimum extent necessary to preserve the tax status of the Roll-up Entity, or which

148

would limit the ability of an investor to exercise the voting rights of its securities of the Roll-up Entity on the basis of the number of shares held by that investor;

- . in which investor's rights to access of records of the Roll-up Entity will be less than those provided in the section of this prospectus entitled "Description of Shares -- Meetings and Special Voting Requirements;" or
- . in which any of the costs of the Roll-up Transaction would be borne by us if the Roll-up Transaction is not approved by the shareholders.

### Business Combinations

Under Maryland Corporation Law, business combinations between a

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Maryland corporation and an interested shareholder or the interested shareholder's affiliate are prohibited for five years after the most recent date on which the shareholder becomes an interested shareholder. For this purpose, the term "business combinations" includes mergers, consolidations, share exchanges, asset transfers and issuances or reclassifications of equity securities. An "interested shareholder" is defined for this purpose as:

(1) any person who beneficially owns ten percent or more of the voting power of the corporation's shares; or

(2) an affiliate or associate of the corporation who, at any time within the two-year period prior to the date in question, was the beneficial owner of ten percent or more of the voting power of the then outstanding voting shares of the corporation.

After the five-year prohibition, any business combination between the corporation and an interested shareholder generally must be recommended by the board of directors of the corporation and approved by the affirmative vote of at least:

(1) 80% of the votes entitled to be cast by holders of outstanding voting shares of the corporation; and

(2) two-thirds of the votes entitled to be cast by holders of voting shares of the corporation other than shares held by the interested shareholder or its affiliate with whom the business combination is to be effected, or held by an affiliate or associate of the interested shareholder voting together as a single voting group.

These super-majority vote requirements do not apply if the corporation's common shareholders receive a minimum price, as defined under Maryland Corporation Law, for their shares in the form of cash or other consideration in the same form as previously paid by the interested shareholder for its shares. None of these provisions of the Maryland Corporation Law will apply, however, to business combinations that are approved or exempted by the board of directors of the corporation prior to the time that the interested shareholder becomes an interested shareholder.

The business combination statute may discourage others from trying to acquire control of the Wells REIT and increase the difficulty of consummating any offer.

149

### Control Share Acquisitions

Maryland Corporation Law provides that control shares of a Maryland corporation acquired in a control share acquisition have no voting rights except to the extent approved by a vote of two-thirds of the votes entitled to be cast on the matter. Shares owned by the Acquisitions, or by officers or directors who are employees of the corporation are not entitled to vote on the matter. As permitted by Maryland Corporation Law, we have provided in our bylaws that the control share provisions of Maryland Corporation Law will not apply to transactions involving the Wells REIT, but the board of directors retains the discretion to change this provision in the future.

"Control shares" are voting shares which, if aggregated with all other shares owned by the acquiror or with respect to which the acquiror has the right to vote or to direct the voting of, other than solely by virtue of revocable proxy, would entitle the acquiror to exercise voting power in electing directors

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

within one of the following ranges of voting powers:

- . one-fifth or more but less than one-third;
- . one-third or more but less than a majority; or
- . a majority or more of all voting power.

Control shares do not include shares the acquiring person is then entitled to vote as a result of having previously obtained shareholder approval.

Except as otherwise specified in the statute, a "control share acquisition" means the acquisition of control shares.

Once a person who has made or proposes to make a control share acquisition has undertaken to pay expenses and has satisfied other required conditions, the person may compel the board of directors to call a special meeting of shareholders to be held within 50 days of demand to consider the voting rights of the shares. If no request for a meeting is made, the corporation may itself present the question at any shareholders meeting.

If voting rights are not approved for the control shares at the meeting or if the acquiring person does not deliver an "acquiring person statement" for the control shares as required by the statute, the corporation may redeem any or all of the control shares for their fair value, except for control shares for which voting rights have previously been approved. Fair value is to be determined for this purpose without regard to the absence of voting rights for the control shares, and is to be determined as of the date of the last control share acquisition or of any meeting of shareholders at which the voting rights for control shares are considered and not approved.

If voting rights for control shares are approved at a shareholders meeting and the acquiror becomes entitled to vote a majority of the shares entitled to vote, all other shareholders may exercise appraisal rights. The fair value of the shares as determined for purposes of these appraisal rights may not be less than the highest price per share paid in the control share acquisition. Some of the limitations and restrictions otherwise applicable to the exercise of dissenters' rights do not apply in the context of a control share acquisition.

The control share acquisition statute does not apply to shares acquired in a merger, consolidation or share exchange if the corporation is a party to the transaction or to acquisitions approved or exempted by the articles of incorporation or bylaws of the corporation.

150

### The Operating Partnership Agreement

#### General

Wells Operating Partnership, L.P. (Wells OP) was formed in January 1998 to acquire, own and operate properties on our behalf. It is considered to be an Umbrella Partnership Real Estate Investment Trust (UPREIT), which structure is utilized generally to provide for the acquisition of real property from owners who desire to defer taxable gain otherwise to be recognized by them upon the disposition of their property. Such owners may also desire to achieve diversity in their investment and other benefits afforded to owners of stock in a REIT. For purposes of satisfying the Asset and Income Tests for qualification as a REIT for tax purposes, the REIT's proportionate share of the assets and income

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

of an UPREIT, such as Wells OP, will be deemed to be assets and income of the REIT.

The property owner's goals are accomplished because a property owner may contribute property to an UPREIT in exchange for limited partnership units on a tax-free basis. Further, Wells OP is structured to make distributions with respect to limited partnership units which are equivalent to the dividend distributions made to shareholders of the Wells REIT. Finally, a limited partner in Wells OP may later exchange his limited partnership units in Wells OP for shares of the Wells REIT (in a taxable transaction) and, if our shares are then listed, achieve liquidity for his investment.

Substantially all of our assets are held by Wells OP, and we intend to make future acquisitions of real properties using the UPREIT structure. The Wells REIT is the sole general partner of Wells OP and, as of September 30, 2000, owned an approximately 99% equity percentage interest in Wells OP. Wells Capital, our advisor, has contributed \$200,000 to Wells OP and is currently the only limited partner owning the other approximately 1% equity percentage interest in Wells OP. As the sole general partner of Wells OP, we have the exclusive power to manage and conduct the business of Wells OP.

The following is a summary of certain provisions of the partnership agreement of Wells OP. This summary is not complete and is qualified by the specific language in the partnership agreement. You should refer to the partnership agreement, itself, which we have filed as an exhibit to the registration statement, for more detail.

### Capital Contributions

As we accept subscriptions for shares, we will transfer substantially all of the net proceeds of the offering to Wells OP as a capital contribution; however, we will be deemed to have made capital contributions in the amount of the gross offering proceeds received from investors. Wells OP will be deemed to have simultaneously paid the selling commissions and other costs associated with the offering. If Wells OP requires additional funds at any time in excess of capital contributions made by us and Wells Capital or from borrowing, we may borrow funds from a financial institution or other lender and lend such funds to Wells OP on the same terms and conditions as are applicable to our borrowing of such funds. In addition, we are authorized to cause Wells OP to issue partnership interests for less than fair market value if we conclude in good faith that such issuance is in the best interest of Wells OP and the Wells REIT.

### Operations

The partnership agreement requires that Wells OP be operated in a manner that will enable the Wells REIT to (1) satisfy the requirements for being classified as a REIT for tax purposes, (2) avoid any federal income or excise tax liability, and (3) ensure that Wells OP will not be classified as a "publicly traded partnership" for purposes of Section 7704 of the Internal Revenue Code, which classification could

151

result in Wells OP being taxed as a corporation, rather than as a partnership. (See "Federal Income Tax Considerations - Tax Aspects of the Operating Partnership - Classification as a Partnership.")

The partnership agreement provides that Wells OP will distribute cash flow from operations to the limited partners of Wells OP in accordance with their relative percentage interests on at least a quarterly basis in amounts

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

determined by the Wells REIT as general partner such that a holder of one unit of limited partnership interest in Wells OP will receive the same amount of annual cash flow distributions from Wells OP as the amount of annual dividends paid to the holder of one of our shares. Remaining cash from operations will be distributed to the Wells REIT as the general partner to enable us to make dividend distributions to our shareholders.

Similarly, the partnership agreement of Wells OP provides that taxable income is allocated to the limited partners of Wells OP in accordance with their relative percentage interests such that a holder of one unit of limited partnership interest in Wells OP will be allocated taxable income for each taxable year in an amount equal to the amount of taxable income to be recognized by a holder of one of our shares, subject to compliance with the provisions of Sections 704(b) and 704(c) of the Internal Revenue Code and corresponding Treasury Regulations. Losses, if any, will generally be allocated among the partners in accordance with their respective percentage interests in Wells OP.

Upon the liquidation of Wells OP, after payment of debts and obligations, any remaining assets of Wells OP will be distributed to partners with positive capital accounts in accordance with their respective positive capital account balances. If the Wells REIT were to have a negative balance in its capital account following a liquidation, it would be obligated to contribute cash to Wells OP equal to such negative balance for distribution to other partners, if any, having positive balances in their capital accounts.

In addition to the administrative and operating costs and expenses incurred by Wells OP in acquiring and operating real properties, Wells OP will pay all administrative costs and expenses of the Wells REIT and such expenses will be treated as expenses of Wells OP. Such expenses will include:

- .. all expenses relating to the formation and continuity of existence of the Wells REIT;
- .. all expenses relating to the public offering and registration of securities by the Wells REIT;
- .. all expenses associated with the preparation and filing of any periodic reports by the Wells REIT under federal, state or local laws or regulations;
- .. all expenses associated with compliance by the Wells REIT with applicable laws, rules and regulations; and
- .. all other operating or administrative costs of the Wells REIT incurred in the ordinary course of its business on behalf of Wells OP.

### Exchange Rights

The limited partners of Wells OP, including Wells Capital, have the right to cause Wells OP to redeem their limited partnership units for cash equal to the value of an equivalent number of our shares, or, at our option, we may purchase their limited partnership units by issuing one share of the Wells REIT for each limited partnership unit redeemed. These exchange rights may not be exercised, however, if and to the extent that the delivery of shares upon such exercise would (1) result in any person owning shares in excess of our ownership limits, (2) result in shares being owned by fewer than 100 persons, (3) result in

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the Wells REIT being "closely held" within the meaning of Section 856(h) of the Internal Revenue Code, (4) cause the Wells REIT to own 10% or more of the ownership interests in a tenant within the meaning of Section 856(d)(2)(B) of the Internal Revenue Code, or (5) cause the acquisition of shares by a redeemed limited partner to be "integrated" with any other distribution of our shares for purposes of complying with the Securities Act.

Subject to the foregoing, limited partners may exercise their exchange rights at any time after one year following the date of issuance of their limited partnership units; provided, however, that a limited partner may not deliver more than two exchange notices each calendar year and may not exercise an exchange right for less than 1,000 limited partnership units, unless such limited partner holds less than 1,000 units, in which case, he must exercise his exchange right for all of his units.

### Transferability of Interests

The Wells REIT may not (1) voluntarily withdraw as the general partner of Wells OP, (2) engage in any merger, consolidation or other business combination, or (3) transfer its general partnership interest in Wells OP (except to a wholly-owned subsidiary), unless the transaction in which such withdrawal, business combination or transfer occurs results in the limited partners receiving or having the right to receive an amount of cash, securities or other property equal in value to the amount they would have received if they had exercised their exchange rights immediately prior to such transaction or unless, in the case of a merger or other business combination, the successor entity contributes substantially all of its assets to Wells OP in return for an interest in Wells OP and agrees to assume all obligations of the general partner of Wells OP. The Wells REIT may also enter into a business combination or we may transfer our general partnership interest upon the receipt of the consent of a majority-in-interest of the limited partners of Wells OP, other than Wells Capital. With certain exceptions, the limited partners may not transfer their interests in Wells OP, in whole or in part, without the written consent of the Wells REIT as general partner. In addition, Wells Capital may not transfer its interest in Wells OP as long as it is acting as the advisor to the Wells REIT, except pursuant to the exercise of its right to exchange limited partnership units for Wells REIT shares, in which case similar restrictions on transfer will apply to the REIT shares received by Wells Capital.

### Plan of Distribution

We are offering a maximum of 125,000,000 shares to the public through Wells Investment Securities, Inc., the Dealer Manager, a registered broker-dealer affiliated with the advisor. (See "Conflicts of Interest.") The shares are being offered at a price of \$10.00 per share on a "best efforts" basis, which means generally that the Dealer Manager will be required to use only its best efforts to sell the shares and it has no firm commitment or obligation to purchase any of the shares. We are also offering 10,000,000 shares for sale pursuant to our dividend reinvestment plan at a price of \$10.00 per share. An additional 5,000,000 shares are reserved for issuance upon exercise of soliciting dealer warrants, which are granted to participating broker-dealers based upon the number of shares they sell. Therefore, a total of 140,000,000 shares are being registered in this offering.

Except as provided below, the Dealer Manager will receive selling commissions of 7.0% of the gross offering proceeds. The Dealer Manager will also receive 2.5% of the gross offering proceeds in the form of a dealer manager fee as compensation for acting as the Dealer Manager and for expenses incurred in connection with coordinating sales efforts, training of personnel and generally performing "wholesaling" functions. We will not pay referral or similar fees to any accountants, attorneys or other persons in connection with the distribution of the shares. Shareholders who elect to participate in the dividend

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

reinvestment plan will be charged selling commissions and dealer manager fees on shares

153

purchased pursuant to the dividend reinvestment plan on the same basis as shareholders purchasing shares other than pursuant to the dividend reinvestment plan.

We will also award to the Dealer Manager one soliciting dealer warrant for every 25 shares they sell during the offering period. The Dealer Manager may retain or reallocate these warrants to broker-dealers participating in the offering, unless such issuance of soliciting dealer warrants is prohibited by either federal or state securities laws. The holder of a soliciting dealer warrant will be entitled to purchase one share from the Wells REIT at a price of \$12 per share during the period beginning on the first anniversary of the effective date of this offering and ending five years after the effective date of this offering. Subject to certain exceptions, a soliciting dealer warrant may not be transferred, assigned, pledged or hypothecated for a period of one year following the effective date of this offering. The shares issuable upon exercise of the soliciting dealer warrants are being registered as part of this offering. For the life of the soliciting dealer warrants, participating broker-dealers are given the opportunity to profit from a rise in the market price for the common stock without assuming the risk of ownership, with a resulting dilution in the interest of other shareholders upon exercise of such warrants. In addition, holders of the soliciting dealer warrants would be expected to exercise such warrants at a time when we could obtain needed capital by offering new securities on terms more favorable than those provided by the soliciting dealer warrants. Exercise of the soliciting dealer warrants is governed by the terms and conditions detailed in this prospectus and in the Warrant Purchase Agreement, which is an exhibit to the Registration Statement.

The Dealer Manager may authorize certain other broker-dealers who are members of the NASD to sell shares. In the event of the sale of shares by such other broker-dealers, the Dealer Manager may reallocate its commissions in the amount of up to 7.0% of the gross offering proceeds to such participating broker-dealers. In addition, the Dealer Manager, in its sole discretion, may reallocate to broker-dealers participating in the offering a portion of its dealer manager fee in the aggregate amount of up to 1.5% of gross offering proceeds to be paid to such participating broker-dealers as marketing fees and as reimbursement of due diligence expenses, based on such factors as the number of shares sold by such participating broker-dealers, the assistance of such participating broker-dealers in marketing the offering and bona fide conference fees incurred.

We anticipate that the total underwriting compensation, including sales commissions, the dealer manager fee and underwriting expense reimbursements, will not exceed 9.5% of gross offering proceeds, except for the soliciting dealer warrants described above.

We have agreed to indemnify the participating broker-dealers, including the Dealer Manager, against certain liabilities arising under the Securities Act of 1933, as amended.

The broker-dealers participating in the offering of our shares are not obligated to obtain any subscriptions on our behalf, and we cannot assure you that any shares will be sold.

Our executive officers and directors, as well as officers and employees of Wells Capital or other affiliates, may purchase shares offered in this



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

offering at a discount. The purchase price for such shares shall be \$8.90 per share reflecting the fact that the acquisition and advisory fees relating to such shares will be reduced by \$0.15 per share and selling commissions in the amount of \$0.70 per share and dealer manager fees in the amount of \$0.25 per share will not be payable in connection with such sales. The net offering proceeds we receive will not be affected by such sales of shares at a discount. Wells Capital and its affiliates shall be expected to hold their shares purchased as shareholders for investment and not with a view towards distribution. In addition, shares purchased by Wells Capital or its affiliates shall not be entitled to vote on any matter presented to the shareholders for a vote.

154

You should pay for your shares by check payable to "Wells Real Estate Investment Trust, Inc." Subscriptions will be effective only upon our acceptance, and we reserve the right to reject any subscription in whole or in part. We may not accept a subscription for shares until at least five business days after the date you receive this prospectus. You will receive a confirmation of your purchase. Except for purchases pursuant to our dividend reinvestment plan or reinvestment plans of other public real estate programs, all accepted subscriptions will be for whole shares and for not less than 100 shares (\$1,000). (See "Suitability Standards.") Except in Maine, Minnesota, Nebraska and Washington, investors who have satisfied the minimum purchase requirement and have purchased units or shares in Wells programs or units or shares in other public real estate programs may purchase less than the minimum number of shares discussed above, provided that such investors purchase a minimum of 2.5 shares (\$25). After investors have satisfied the minimum purchase requirement, minimum additional purchases must be in increments of at least 2.5 shares (\$25), except for purchases made pursuant to our dividend reinvestment plan or reinvestment plans of other public real estate programs.

We will place the subscription proceeds in an interest-bearing account with Bank of America, N.A., Atlanta, Georgia. Subscription proceeds held in the account may be invested in securities backed by the United States government or bank money-market accounts or certificates of deposit of national or state banks that have deposits insured by the Federal Deposit Insurance Corporation, including certificates of deposit of any bank acting as depository or custodian for any such funds, as directed by our advisor. Subscribers may not withdraw funds from the account. We will withdraw funds from the account periodically for the acquisition of real estate properties or the payment of fees and expenses. We generally admit shareholders to the Wells REIT on a daily basis.

Investors who desire to establish an IRA for purposes of investing in shares may do so by having Wells Advisors, Inc., a qualified non-bank IRA custodian affiliated with the advisor, act as their IRA custodian. In the event that an IRA is established having Wells Advisors, Inc. as the IRA custodian, the authority of Wells Advisors, Inc. will be limited to holding the shares on behalf of the beneficiary of the IRA and making distributions or reinvestments in shares solely at the discretion of the beneficiary of the IRA. Wells Advisors, Inc. will not have the authority to vote any of the shares held in an IRA except strictly in accordance with the written instructions of the beneficiary of the IRA.

The offering of shares will terminate on or before December 19, 2002. However, we reserve the right to terminate this offering at any time prior to such termination date.

The proceeds of this offering will be received and held in trust for the benefit of purchasers of shares to be used only for the purposes set forth

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in the "Estimated Use of Proceeds" section. Subscriptions will be accepted or rejected within 30 days of receipt by the Wells REIT, and if rejected, all funds shall be returned to the rejected subscribers within ten business days.

We may sell shares to retirement plans of broker-dealers participating in the offering, to broker-dealers in their individual capacities, to IRAs and qualified plans of their registered representatives or to any one of their registered representatives in their individual capacities for 93% of the public offering price in consideration of the services rendered by such broker-dealers and registered representatives in the offering. The net proceeds to the Wells REIT from such sales will be identical to net proceeds we receive from other sales of shares.

In connection with sales of 50,000 or more shares (\$500,000) to a "purchaser" as defined below, a participating broker-dealer may agree in his sole discretion to reduce the amount of his selling commissions. Such reduction will be credited to the purchaser by reducing the total purchase price payable by such purchaser. The following table illustrates the various discount levels available:

155

Dollar Volume	Sales Commissions		Purchase Price	Dealer Manager Fee Per	Net Proceeds
Shares Purchased	Percent	Per Share	Per Share	Share	Per Share
Under \$500,000	7.0%	\$0.7000	\$10.0000	\$0.25	\$9.05
\$500,000-\$999,999	5.0%	\$0.4895	\$ 9.7895	\$0.25	\$9.05
\$1,000,000 and Over	3.0%	\$0.2876	\$ 9.5876	\$0.25	\$9.05

For example, if an investor purchases 100,000 shares, he could pay as little as \$958,760 rather than \$1,000,000 for the shares, in which event the commission on the sale of such shares would be \$28,760 (\$0.2876 per share), and, after payment of the dealer manager fee, we would receive net proceeds of \$905,000 (\$9.05 per share). The net proceeds to the Wells REIT will not be affected by volume discounts.

Because all investors will be deemed to have contributed the same amount per share to the Wells REIT for purposes of declaring and paying dividends, an investor qualifying for a volume discount will receive a higher return on his investment than investors who do not qualify for such discount.

Subscriptions may be combined for the purpose of determining the volume discounts in the case of subscriptions made by any "purchaser," as that term is defined below, provided all such shares are purchased through the same broker-dealer. The volume discount shall be prorated among the separate subscribers considered to be a single "purchaser." Any request to combine more than one subscription must be made in writing, and must set forth the basis for such request. Any such request will be subject to verification by the advisor that all of such subscriptions were made by a single "purchaser."

For the purposes of such volume discounts, the term "purchaser" includes:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . an individual, his or her spouse and their children under the age of 21 who purchase the units for his, her or their own accounts;
- . a corporation, partnership, association, joint-stock company, trust fund or any organized group of persons, whether incorporated or not;
- . an employees' trust, pension, profit sharing or other employee benefit plan qualified under Section 401(a) of the Internal Revenue Code; and
- . all commingled trust funds maintained by a given bank.

Notwithstanding the above, in connection with volume sales made to investors in the Wells REIT, the advisor may, in its sole discretion, waive the "purchaser" requirements and aggregate subscriptions, including subscriptions to public real estate programs previously sponsored by the advisor, or its affiliates, as part of a combined order for purposes of determining the number of shares purchased, provided that any aggregate group of subscriptions must be received from the same broker-dealer, including the Dealer Manager. Any such reduction in selling commission will be prorated among the separate subscribers except that, in the case of purchases through the Dealer Manager, the Dealer Manager may allocate such reduction among separate subscribers considered to be a single "purchaser" as it deems appropriate. An investor may reduce the amount of his purchase price to the net amount shown in the foregoing table, if applicable. If such investor does not reduce the purchase price, the excess amount submitted over the discounted purchase price shall be returned to the actual separate subscribers

156

for shares. Except as provided in this paragraph, separate subscriptions will not be cumulated, combined or aggregated.

In addition, in order to encourage purchases in amounts of 500,000 or more shares, a potential purchaser who proposes to purchase at least 500,000 shares may agree with Wells Capital and the Dealer Manager to have the acquisition and advisory fees payable to Wells Capital with respect to the sale of such shares reduced to 0.5%, to have the dealer manager fee payable to the Dealer Manager with respect to the sale of such shares reduced to 0.5%, and to have the selling commissions payable with respect to the sale of such shares reduced to 0.5%, in which event the aggregate fees payable with respect to the sale of such shares would be reduced by \$1.10 per share, and the purchaser of such shares would be required to pay a total of \$8.90 per share purchased, rather than \$10.00 per share. The net proceeds to the Wells REIT would not be affected by such fee reductions. Of the \$8.90 paid per share, we anticipate that approximately \$8.40 per share or approximately 94.4% will be used to acquire properties and pay required acquisition expenses relating to the acquisition of properties. All such sales must be made through registered broker-dealers.

California residents should be aware that volume discounts will not be available in connection with the sale of shares made to California residents to the extent such discounts do not comply with the provisions of Rule 260.140.51 adopted pursuant to the California Corporate Securities Law of 1968. Pursuant to this Rule, volume discounts can be made available to California residents only in accordance with the following conditions:

- . there can be no variance in the net proceeds to the Wells REIT from the sale of the shares to different purchasers of the same offering;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . all purchasers of the shares must be informed of the availability of quantity discounts;
- . the same volume discounts must be allowed to all purchasers of shares which are part of the offering;
- . the minimum amount of shares as to which volume discounts are allowed cannot be less than \$10,000;
- . the variance in the price of the shares must result solely from a different range of commissions, and all discounts allowed must be based on a uniform scale of commissions; and
- . no discounts are allowed to any group of purchasers.

Accordingly, volume discounts for California residents will be available in accordance with the foregoing table of uniform discount levels based on dollar volume of shares purchased, but no discounts are allowed to any group of purchasers, and no subscriptions may be aggregated as part of a combined order for purposes of determining the number of shares purchased.

Investors who, in connection with their purchase of shares, have engaged the services of a registered investment advisor with whom the investor has agreed to pay a fee for investment advisory services in lieu of normal commissions based on the volume of securities sold may agree with the participating broker-dealer selling such shares and the Dealer Manager to reduce the amount of selling commissions payable with respect to such sale to zero. The net proceeds to the Wells REIT will not be affected by eliminating the commissions payable in connection with sales to investors purchasing through such investment advisors. All such sales must be made through registered broker-dealers.

157

Neither the Dealer Manager nor its affiliates will directly or indirectly compensate any person engaged as an investment advisor by a potential investor as an inducement for such investment advisor to advise favorably for investment in the Wells REIT.

In addition, subscribers for shares may agree with their participating broker-dealers and the Dealer Manager to have selling commissions due with respect to the purchase of their shares paid over a six year period pursuant to a deferred commission arrangement. Shareholders electing the deferred commission option will be required to pay a total of \$9.40 per share purchased upon subscription, rather than \$10.00 per share, with respect to which \$0.10 per share will be payable as commissions due upon subscription. For the period of six years following subscription, \$0.10 per share will be deducted on an annual basis from dividends or other cash distributions otherwise payable to the shareholders and used by the Wells REIT to pay deferred commission obligations. The net proceeds to the Wells REIT will not be affected by the election of the deferred commission option. Under this arrangement, a shareholder electing the deferred commission option will pay a 1% commission upon subscription, rather than a 7% commission, and an amount equal to a 1% commission per year thereafter for the next six years, or longer if required to satisfy outstanding deferred commission obligations, will be deducted from dividends or other cash distributions otherwise payable to such shareholder and used by the Wells REIT to satisfy commission obligations. The foregoing commission amounts may be adjusted with approval of the Dealer Manager by application of the volume discount provisions described previously.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Shareholders electing the deferred commission option who are subject to federal income taxation will incur tax liability for dividends or other cash distributions otherwise payable to them with respect to their shares even though such dividends or other cash distributions will be withheld from such shareholders and will instead be paid to third parties to satisfy commission obligations.

Investors who wish to elect the deferred commission option should make the election on their Subscription Agreement Signature Page. Election of the deferred commission option shall authorize the Wells REIT to withhold dividends or other cash distributions otherwise payable to such shareholder for the purpose of paying commissions due under the deferred commission option; provided, however, that in no event may the Wells REIT withhold in excess of \$0.60 per share in the aggregate under the deferred commission option. Such dividends or cash distributions otherwise payable to shareholders may be pledged by the Wells REIT, the Dealer Manager, the advisor or their affiliates to secure one or more loans, the proceeds of which would be used to satisfy sales commission obligations.

In the event that, at any time prior to the satisfaction of our remaining deferred commission obligations, listing of the shares occurs or is reasonably anticipated to occur, or we begin a liquidation of our properties, the remaining commissions due under the deferred commission option may be accelerated by the Wells REIT. In either such event, we shall provide notice of any such acceleration to shareholders who have elected the deferred commission option. In the event of listing, the amount of the remaining commissions due shall be deducted and paid by the Wells REIT out of dividends or other cash distributions otherwise payable to such shareholders during the time period prior to listing. To the extent that the distributions during such time period are insufficient to satisfy the remaining commissions due, the obligation of Wells REIT and our shareholders to make any further payments of deferred commissions under the deferred commission option shall terminate, and participating broker-dealers will not be entitled to receive any further portion of their deferred commissions following listing of our shares. In the event of a liquidation of our properties, the amount of remaining commissions due shall be deducted and paid by the Wells REIT out of dividends or net sale proceeds otherwise payable to shareholders who are subject to any such acceleration of their deferred commission obligations. In no event may Wells REIT withhold in excess of \$0.60 per share in the aggregate for the payment of deferred commissions.

158

### Supplemental Sales Material

In addition to this prospectus, we may utilize certain sales material in connection with the offering of the shares, although only when accompanied by or preceded by the delivery of this prospectus. In certain jurisdictions, some or all of such sales material may not be available. This material may include information relating to this offering, the past performance of the advisor and its affiliates, property brochures and articles and publications concerning real estate. In addition, the sales material may contain certain quotes from various publications without obtaining the consent of the author or the publication for use of the quoted material in the sales material.

The offering of shares is made only by means of this prospectus. Although the information contained in such sales material will not conflict with any of the information contained in this prospectus, such material does not purport to be complete, and should not be considered a part of this prospectus or the registration statement of which this prospectus is a part, or as

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

incorporated by reference in this prospectus or said registration statement or as forming the basis of the offering of the shares.

### Legal Opinions

The legality of the shares being offered hereby has been passed upon for the Wells REIT by Holland & Knight LLP (Counsel). The statements under the caption "Federal Income Tax Consequences" as they relate to federal income tax matters have been reviewed by such Counsel, and Counsel has opined as to certain income tax matters relating to an investment in shares of the Wells REIT. Counsel has represented Wells Capital, our advisor, as well as affiliates of Wells Capital, in other matters and may continue to do so in the future. (See "Conflicts of Interest.")

### Experts

#### Audited Financial Statements

The audited financial statements of the Wells REIT as of December 31, 1999 and 1998, and for each of the years in the two-year period ended December 31, 1999, included in this prospectus and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, 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 giving said report.

The Statements of Revenues over Certain Operating Expenses of the Dial Building, the ASML Building, the Motorola Tempe Building and the Motorola Plainfield Building for the year ended December 31, 1999, included in this prospectus and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and are included in this prospectus in reliance upon the authority of said firm as experts in giving said reports.

#### Unaudited Financial Statements

The unaudited interim financial statements of the Wells REIT as of September 30, 2000, and for the three and nine-month periods ended September 30, 2000 and 1999, which are included in this prospectus, have not been audited.

The Statements of Revenues over Certain Operating Expenses of the Motorola Plainfield Building for the nine months ended September 30, 2000, which are included in this prospectus, have not been audited.

159

The unaudited pro forma financial statements of the Wells REIT for the year ended December 31, 1999, and for the nine-month period ended September 30, 2000, which are included in this prospectus, have not been audited.

### Additional Information

We have filed with the Securities and Exchange Commission (Commission), Washington, D.C., a registration statement under the Securities Act of 1933, as amended, with respect to the shares offered pursuant to this prospectus. This prospectus does not contain all the information set forth in the registration statement and the exhibits related thereto filed with the Commission, reference to which is hereby made. Copies of the registration statement and exhibits related thereto, as well as periodic reports and information filed by the Wells REIT, may be obtained upon payment of the fees prescribed by the Commission, or

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

may be examined at the offices of the Commission without charge, at:

- . the public reference facilities in Washington, D.C. at Judiciary Plaza, Room 1024, 450 Fifth Street, N.W., Washington, D.C. 20549;
- . the Northeast Regional Office in New York at 7 World Trade Center, Suite 1300, New York, New York 10048; and
- . the Midwest Regional Office in Chicago, Illinois at 500 West Madison Street, Suite 1400, Chicago, Illinois 66661-2511.

The Commission maintains a Web site that contains reports, proxy and information statements and other information regarding registrants that file electronically with the Commission. The address of the Commission's website is <http://www.sec.gov>.

### Glossary

The following are definitions of certain terms used in this prospectus and not otherwise defined in this prospectus:

"Dealer Manager" means Wells Investment Securities, Inc.

"IRA" means an individual retirement account established pursuant to Section 408 or Section 408A of the Internal Revenue Code.

"NASAA Guidelines" means the Statement of Policy Regarding Real Estate Investment Trusts of the North American Securities Administrators Association, Inc., as revised and adopted on September 29, 1993.

"Property Manager" means Wells Management Company, Inc.

"UBTI" means unrelated business taxable income, as that term is defined in Sections 511 through 514 of the Internal Revenue Code.

160

### Index to Financial Statements and Prior Performance Tables

	Page
	----
Wells Real Estate Investment Trust, Inc. and Subsidiary Audited Financial Statements -----	
Report of Independent Public Accountants	163
Consolidated Balance Sheets as of December 31, 1999 and December 31, 1998	164
Consolidated Statements of Income for the years ended December 31, 1999 and December 31, 1998	165
Consolidated Statements of Shareholders' Equity for the years ended December 31, 1999 and December 31, 1998	166
Consolidated Statements of Cash Flows for the years ended December 31, 1999 and December 31, 1998	167
Notes to Consolidated Financial Statements	168
Interim (Unaudited) Financial Statements	

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

-----	
Balance Sheets as of September 30, 2000 and December 31, 1999	189
Statements of Income for the three and nine months ended September 30, 2000 and 1999	190
Statements of Shareholders' Equity for the nine months ended September 30, 2000 and the year ended December 31,1999	191
Statements of Cash Flows for the nine months ended September 30, 2000 and 1999	192
Condensed Notes to Financial Statements	193
 Dial Building	
Audited Financial Statements	
-----	
Report of Independent Public Accountants	197
Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999	198
Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999	199
 ASML Building	
Audited Financial Statements	
-----	
Report of Independent Public Accountants	200
Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999	201
Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999	202
 Motorola Tempe Building	
Audited Financial Statements	
-----	
Report of Independent Public Accountants	203
Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999	204
Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999	205
 Motorola Plainfield Building	
Financial Statements	
-----	
Report of Independent Public Accountants	206
Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited), and the nine- month period ended September 30, 2000 (unaudited)	207
Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited), and the nine-month period ended September 30, 2000 (unaudited)	208
 Wells Real Estate Investment Trust, Inc.	
Unaudited Pro Forma Financial Statements	
-----	



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Summary of Unaudited Pro Forma Financial Statements	210
Pro Forma Balance Sheet as of September 30, 2000	211
Pro Forma Statement of Income for the year ended December 31, 1999	213
Pro Forma Statement of Income for the nine-month period ended September 30, 2000	214
Prior Performance Tables	215

162

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying consolidated balance sheets of WELLS REAL ESTATE INVESTMENT TRUST, INC. (a Maryland corporation) AND SUBSIDIARY as of December 31, 1999 and 1998 and the related consolidated statements of income, shareholders' equity, and cash flows for each of the two years in the period ended December 31, 1999. These financial statements are the responsibility of the Company'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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Wells Real Estate Investment Trust, Inc. and subsidiary as of December 31, 1999 and 1998 and the results of their operations and their cash flows for each of the two years in the period ended December 31, 1999 in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
January 20, 2000

163

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED BALANCE SHEETS

DECEMBER 31, 1999 AND 1998

ASSETS

REAL ESTATE ASSETS, at cost:

Land

Building, less accumulated depreciation of \$1,726,103 and \$0 at December 31, 1999 and 1998, respectively

Construction in progress

Total real estate assets

INVESTMENT IN JOINT VENTURES

CASH AND CASH EQUIVALENTS

DEFERRED OFFERING COSTS

DEFERRED PROJECT COSTS

DUE FROM AFFILIATES

PREPAID EXPENSES AND OTHER ASSETS

Total assets

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES:

Accounts payable and accrued expenses

Notes payable

Dividends payable

Due to affiliate

Total liabilities

COMMITMENTS AND CONTINGENCIES

MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP

SHAREHOLDERS' EQUITY:

Common shares, \$.01 par value; 40,000,000 shares authorized, 13,471,085 shares issued and outstanding at December 31, 1999 and 3,154,136 shares issued and outstanding at December 31, 1998

Additional paid-in capital

Retained earnings

Total shareholders' equity

Total liabilities and shareholders' equity

The accompanying notes are an integral part of these consolidated balance sheets.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF INCOME

FOR THE YEARS ENDED DECEMBER 31, 1999 AND 1998

	1999
REVENUES:	-----
Rental income	\$4,735,184
Equity in income of joint ventures	1,243,969
Interest income	502,993
Other income	13,249
	-----
	6,495,395
	-----
EXPENSES:	
Depreciation	1,726,103
Interest expense	442,029
Operating costs, net of reimbursements	(74,666)
Management and leasing fees	257,744
General and administrative	123,776
Legal and accounting	115,471
Computer costs	11,368
Amortization of organizational costs	8,921
	-----
	2,610,746
	-----
NET INCOME	\$3,884,649
	=====
EARNINGS PER SHARE:	
Basic and diluted	\$ 0.50
	=====

The accompanying notes are an integral part of these consolidated statements.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

FOR THE YEARS ENDED DECEMBER 31, 1999 AND 1998

	Common Stock		Additional Paid-In Capital	Retained Earnings	Sha
	Shares	Amount			
BALANCE, December 31, 1997	100	\$ 1	\$ 999	\$ 0	\$
Issuance of common stock	3,154,036	31,540	31,508,820	0	3
Net income	0	0	0	334,034	
Dividends (\$.31 per share)	0	0	(511,163)	0	
Sales commissions	0	0	(2,996,334)	0	(
Other offering expenses	0	0	(946,210)	0	
BALANCE, December 31, 1998	3,154,136	31,541	27,056,112	334,034	2
Issuance of common stock	10,316,949	103,169	103,066,321	0	10
Net income	0	0	0	3,884,649	
Dividends (\$.70 per share)	0	0	(1,346,240)	(4,218,683)	(
Sales commissions	0	0	(9,801,197)	0	(
Other offering expenses	0	0	(3,094,111)	0	(
BALANCE, December 31, 1999	13,471,085	\$134,710	\$115,880,885	\$ 0	\$11

The accompanying notes are an integral part of these consolidated statements.

166

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31, 1999 AND 1998

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income

\$ 3,

Adjustments to reconcile net income to net cash provided by (used in) operating activities:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Equity in income of joint ventures	(1,
Depreciation	1,
Amortization of organizational costs	
Changes in assets and liabilities:	
Prepaid expenses and other assets	(
Accounts payable and accrued expenses	
Due to affiliates	
	-----
Total adjustments	
	-----
Net cash provided by (used in) operating activities	4,
	-----
CASH FLOWS FROM INVESTING ACTIVITIES:	
Investment in real estate	(85,
Investment in joint ventures	(17,
Deferred project costs paid	(3,
Distributions received from joint ventures	1,
	-----
Net cash used in investing activities	(105,
	-----
CASH FLOWS FROM FINANCING ACTIVITIES:	
Proceeds from notes payable	40,
Repayments of notes payable	(30,
Dividends paid to shareholders	(3,
Issuance of common stock	103,
Sales commissions paid	(9,
Other offering costs paid	(3,
	-----
Net cash provided by financing activities	96,
	-----
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(5,
	-----
CASH AND CASH EQUIVALENTS, beginning of year	7,
	-----
CASH AND CASH EQUIVALENTS, end of year	\$ 2,
	=====
SUPPLEMENTAL DISCLOSURES OF NONCASH ACTIVITIES:	
Deferred project costs applied to real estate assets	\$ 3,
	=====
Deferred project costs contributed to joint ventures	\$
	=====
Deferred offering costs due to affiliate	\$
	=====

The accompanying notes are an integral part of these consolidated statements.

167

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 1999 AND 1998

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Wells Real Estate Investment Trust, Inc. (the "Company") is a Maryland corporation that qualifies as a real estate investment trust ("REIT"). The Company is conducting an offering for the sale of a maximum of 40,000,000 (exclusive of 2,200,000 shares available pursuant to the Company's dividend reinvestment plan) shares of common stock, \$.01 par value per share, at a price of \$10 per share. The Company will seek to acquire and operate commercial properties, including, but not limited to, office buildings, shopping centers, business and industrial parks, and other commercial and industrial properties, including properties which are under construction, are newly constructed, or have been constructed and have operating histories. All such properties may be acquired, developed, and operated by the Company alone or jointly with another party. The Company is likely to enter into one or more joint ventures with affiliated entities for the acquisition of properties. In connection with this, the Company may enter into joint ventures for the acquisition of properties with prior or future real estate limited partnership programs sponsored by Wells Capital, Inc. (the "Advisor") or its affiliates.

Substantially all of the Company's business is conducted through Wells Operating Partnership, L.P. (the "Operating Partnership"), a Delaware limited partnership. During 1997, the Operating Partnership issued 20,000 limited partner units to the Advisor in exchange for \$200,000. The Company is the sole general partner in the Operating Partnership and possesses full legal control and authority over the operations of the Operating Partnership; consequently, the accompanying consolidated financial statements of the Company include the amounts of the Operating Partnership.

The Operating Partnership owns the following properties directly: (i) the PriceWaterhouseCoopers property (the "PwC Building"), a four-story office building located in Tampa, Florida; (ii) the AT&T Building, a four-story office building located in Harrisburg, Pennsylvania; (iii) the Marconi Data Systems property (the "Marconi Building"), a two-story office building located in Wood Dale, Illinois; and (iv) the Cinemark Building, a five-story office building located in Plano, Texas.

The Company also owns interests in several properties through a joint venture among the Operating Partnership, Wells Real Estate Fund IX, L.P. ("Wells Fund IX"), Wells Real Estate Fund X, L.P. ("Wells Fund X"), and Wells Real Estate Fund XI, L.P. ("Wells Fund XI"). This joint venture is referred to as the Fund IX, Fund X, Fund XI, and REIT Joint Venture ("Fund IX, X, XI, and REIT Joint Venture"). In addition, the Company owns an interest in several properties through a joint venture between Wells Fund XI, Wells Real Estate Fund XII, L.P. ("Wells Fund XII"), and the Operating Partnership, which is referred to as Wells Fund XI, XII and REIT Joint Venture. The Company owns two properties through a joint venture between the Operating Partnership and Fund X and XI Associates, a joint venture between Wells Fund X and Wells Fund XI.

Through its investment in the Fund IX, X, XI, and REIT Joint Venture, the Company owns interests in the following properties: (i) a three-story office building in Knoxville, Tennessee (the "ABB Building"), (ii) a two-story office building in Louisville, Colorado (the "Ohmeda Building"), (iii) a three-story office building in Broomfield, Colorado (the "360 Interlocken Building"), (iv) a one-story warehouse facility in Ogden, Utah (the "Iomega Building"), and (v) a one-story office building in Oklahoma City, Oklahoma (the "Lucent Technologies Building").

The following properties are owned by the Company through its investment in a joint venture with Fund X and XI Associates: (i) a one-story office and warehouse building in Fountain Valley, California (the "Cort Furniture

Building") owned by Wells/Orange County Associates and (ii) a warehouse and office building in Fremont, California (the "Fairchild Building") owned by Wells/Fremont Associates.

Through its investment in the Wells Fund XI, XII, and REIT Joint Venture, the Company owns interests in the following properties: (i) a two-story manufacturing and office building in Greenville County, South Carolina (the "EYBL CarTex Building"), (ii) a three-story office building Leawood, Kansas (the "Sprint Building"), (iii) an office and warehouse building in Chester County, Pennsylvania (the "Johnson Matthey Building"), and (iv) a two-story office building in Ft. Myers, Florida (the "Gartner Building").

#### Use of Estimates and Factors Affecting the Company

The preparation of the consolidated 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.

The carrying values of real estate are based on management's current intent to hold the real estate assets as long-term investments. The success of the Company's future operations and the ability to realize the investment in its assets will be dependent on the Company's ability to maintain rental rates, occupancy, and an appropriate level of operating expenses in future years. Management believes that the steps it is taking will enable the Company to realize its investment in its assets.

#### Income Taxes

The Company has elected to be taxed as a REIT under the Internal Revenue Code of 1986, as amended (the "Code"), commencing with the taxable year ended December 31, 1998. As a result, the Company generally will not be subject to federal income taxation at the corporate level to the extent it distributes annually at least 95% of its REIT taxable income, as defined in the Code, to its shareholders and satisfies certain other requirements. Additionally, the Operating Partnership is not subject to federal or state income taxes. Accordingly, no provision has been made for federal or state income taxes in the accompanying consolidated financial statements for the years ended December 31, 1999 and 1998.

#### Real Estate Assets

Real estate assets held by the Company and joint ventures are stated at cost less accumulated depreciation. Major improvements and betterments are capitalized when they extend the useful life of the related asset. All repair and maintenance are expensed as incurred.

Management continually monitors events and changes in circumstances which could indicate that carrying amounts of real estate assets may not be recoverable. When events or changes in circumstances are present which indicate that the carrying amounts of real estate assets may not be recoverable, management assesses the recoverability of real estate assets by determining whether the carrying value of such real estate assets will be recovered through the future cash flows expected from the use of the asset and its eventual disposition. Management has determined that there has been no impairment in the carrying value of real estate assets held by the Company or the joint ventures as of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

December 31, 1999.

Depreciation of building and improvements is calculated using the straight-line method over 25 years. Tenant improvements are amortized over the life of the related lease or the life of the asset, whichever is shorter.

### Investment in Joint Ventures

Basis of Presentation. The Operating Partnership does not have control over the operations of the joint ventures; however, it does exercise significant influence. Accordingly, the Operating Partnership's investment in the joint ventures is recorded using the equity method of accounting.

169

Partners' Distributions and Allocations of Profit and Loss. Cash available for distribution and allocations of profit and loss to the Operating Partnership by the joint ventures are made in accordance with the terms of the individual joint venture agreements. Generally, these items are allocated in proportion to the partners' respective ownership interests. Cash is paid from the joint ventures to the Operating Partnership on a quarterly basis.

Deferred Lease Acquisition Costs. Costs incurred to procure operating leases are capitalized and amortized on a straight-line basis over the terms of the related leases.

### Revenue Recognition

All leases on real estate assets held by the Company or the joint ventures are classified as operating leases, and the related rental income is recognized on a straight-line basis over the terms of the respective leases.

### Cash and Cash Equivalents

For the purposes of the statements of cash flows, the Company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents include cash and short-term investments. Short-term investments are stated at cost, which approximates fair value, and consist of investments in money market accounts.

### Earnings Per Share

Earnings per share is calculated based on the weighted average number of common shares outstanding during each period. The weighted average number of common shares outstanding is identical for basic and fully diluted earnings per share, as there is no dilutive impact created from the Company's stock option plan (Note 10) using the treasury stock method.

## 2. DEFERRED PROJECT COSTS

The Company paid a percentage of shareholder contributions to the Advisor for acquisition and advisory services. These payments, as stipulated in the prospectus, can be up to 3.5% of shareholder contributions, subject to certain overall limitations contained in the prospectus. Aggregate fees paid through December 31, 1999 were \$4,714,880 and amounted to 3.5% of shareholders' contributions received. These fees are allocated to specific properties as they are purchased or developed and are included in capitalized assets of the joint ventures or real estate assets. Deferred project costs at December 31, 1999 and 1998 represent fees not yet applied to properties.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### 3. DEFERRED OFFERING COSTS

Organization and offering expenses, to the extent they exceed 3% of gross offering proceeds, will be paid by the Advisor and not by the Company. Organization and offering expenses do not include sales or underwriting commissions but do include such costs as legal and accounting fees, printing costs, and other offering expenses.

As of December 31, 1999, the Advisor paid organization and offering expenses on behalf of the Company in the aggregate amount of \$5,005,262, of which the Advisor was reimbursed \$4,040,321, which did not exceed the 5% limitation. The unpaid portion of deferred offering costs is \$964,941 and is included in due to affiliate in the accompanying balance sheet.

170

### 4. RELATED-PARTY TRANSACTIONS

Due from affiliates at December 31, 1999 represents the Operating Partnership's share of the cash to be distributed from its joint venture investments for the fourth quarter of 1999 and 1998 as follows:

	1999	1998
	-----	-----
Fund IX, X, XI, and REIT Joint Venture	\$ 32,079	\$ 38,360
Wells/Orange County Associates	75,953	77,123
Wells/Fremont Associates	152,681	146,862
Fund XI, XII, and REIT	387,641	0
	-----	-----
	\$648,354	\$262,345
	=====	=====

The Company entered into a property management agreement with Wells Management Company, Inc. ("Wells Management"), an affiliate of the Advisor. In consideration for supervising the management and leasing of the Operating Partnership's properties, the Operating Partnership will pay Wells Management management and leasing fees equal to the lesser of (a) fees that would be paid to a comparable outside firm, or (b) 4.5% of the gross revenues generally paid over the life of the lease plus a separate competitive fee for the one-time initial lease-up of newly constructed properties generally paid in conjunction with the receipt of the first month's rent. In the case of commercial properties which are leased on a long-term (ten or more years) net lease basis, the maximum property management fee from such leases shall be 1% of the gross revenues generally paid over the life of the leases except for a one-time initial leasing fee of 3% of the gross revenues on each lease payable over the first five full years of the original lease term.

The Operating Partnership's portion of the management and leasing fees and lease acquisition costs paid to Wells Management by the joint ventures was \$336,517 for the year ended December 31, 1999.

The Advisor performs certain administrative services for the Operating Partnership, such as accounting and other partnership administration, and incurs the related expenses. Such expenses are allocated among the Operating Partnership and the various Wells Real Estate Funds based on time spent on each fund by individual administrative personnel. In the opinion of management, such

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

allocation is a reasonable basis for allocating such expenses.

The Advisor is a general partner in various Wells Real Estate Funds. As such, there may exist conflicts of interest where the Advisor, while serving in the capacity as general partner for Wells Real Estate Funds, may be in competition with the Operating Partnership for tenants in similar geographic markets.

### 5. INVESTMENT IN JOINT VENTURES

The Operating Partnership's investment and percentage ownership in joint ventures at December 31, 1999 and 1998 are summarized as follows:

	1999		1998
	Amount	Percent	Amount
Fund IX, X, XI, and REIT Joint Venture	\$ 1,388,884	4%	\$ 1,443,378
Wells/Orange County Associates	2,893,112	44	2,958,617
Wells/Fremont Associates	6,988,210	78	7,166,682
Fund XI, XII, and REIT Joint Venture	18,160,970	57	0
	\$29,431,176		\$11,568,677
	=====		=====

171

The following is a rollforward of the Operating Partnership's investment in joint ventures for the years ended December 31, 1999 and 1998:

	1999	1998
Investment in joint ventures, beginning of year	\$11,568,677	\$ 0
Equity in income of joint ventures	1,243,969	263,315
Contributions to joint ventures	18,376,267	11,745,890
Distributions from joint ventures	(1,757,737)	(440,528)
	\$29,431,176	\$11,568,677
	=====	=====

### Fund IX, X, XI, and REIT Joint Venture

On March 20, 1997, Wells Fund IX and Wells Fund X entered into a joint venture agreement. The joint venture, Fund IX and X Associates, was formed to acquire, develop, operate, and sell real properties. On March 20, 1997, Wells Fund IX contributed a 5.62-acre tract of real property in Knoxville, Tennessee, and improvements thereon, known as the ABB Building, to the Fund IX and X Associates joint venture. A 83,885-square-foot, three-story building was constructed and commenced operations at the end of 1997.

On February 13, 1998, the joint venture purchased a two-story office building, known as the Ohmeda Building, in Louisville, Colorado. On March 20, 1998, the joint venture purchased a three-story office building, known as the 360

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Interlocken Building, in Broomfield, Colorado. On June 11, 1998, Fund IX and X Associates was amended and restated to admit Wells Fund XI and the Operating Partnership. The joint venture was renamed the Fund IX, X, XI, and REIT Joint Venture. On June 24, 1998, the new joint venture purchased a one-story office building, known as the Lucent Technologies Building, in Oklahoma City, Oklahoma. On April 1, 1998, Wells Fund X purchased a one-story warehouse facility, known as the Iomega Building, in Ogden, Utah. On July 1, 1998, Wells Fund X contributed the Iomega Building to the Fund IX, X, XI, and REIT Joint Venture.

172

Following are the financial statements for the Fund IX, X, XI, and REIT Joint Venture:

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 1999 and 1998

	1999
	-----
<b>ASSETS</b>	
Real estate assets, at cost:	
Land	\$ 6,698,020
Building and improvements, less accumulated depreciation of \$2,792,068 in 1999 and \$1,253,156 in 1998	29,878,541
Construction in progress	0
	-----
Total real estate assets	36,576,561
Cash and cash equivalents	1,146,874
Accounts receivable	554,965
Prepaid expenses and other assets	526,409
	-----
Total assets	\$38,804,809
	=====
<b>LIABILITIES AND PARTNERS' CAPITAL</b>	
Liabilities:	
Accounts payable	\$ 704,914
Due to affiliates	6,379
Partnership distributions payable	804,734
	-----
Total liabilities	1,516,027
	-----
Partners' capital:	
Wells Real Estate Fund IX	14,590,626
Wells Real Estate Fund X	18,000,869
Wells Real Estate Fund XI	3,308,403
Wells Operating Partnership, L.P.	1,388,884
	-----
Total partners' capital	37,288,782
	-----
Total liabilities and partners' capital	\$38,804,809
	=====

The Fund IX, X, XI, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statements of Income (Loss)  
 for the Years Ended December 31, 1999, 1998, and 1997

	1999	1998
	-----	-----
Revenues:		
Rental income	\$3,932,962	\$2,945,980
Interest income	120,080	20,438
	-----	-----
	4,053,042	2,966,418
	-----	-----
Expenses:		
Depreciation	1,538,912	1,216,293
Management and leasing fees	286,139	226,643
Operating costs, net of reimbursements	(43,501)	(140,506)
Property administration expense	63,311	34,821
Legal and accounting	35,937	15,351
	-----	-----
	1,880,798	1,352,602
	-----	-----
Net income (loss)	\$2,172,244	\$1,613,816
	=====	=====
Net income (loss) allocated to Wells Real Estate Fund IX	\$ 850,072	\$ 692,116
	=====	=====
Net income (loss) allocated to Wells Real Estate Fund X	\$1,056,316	\$ 787,481
	=====	=====
Net income (loss) allocated to Wells Real Estate Fund XI	\$ 184,335	\$ 85,352
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$ 81,501	\$ 48,867
	=====	=====

The Fund IX, X, XI, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statements of Partners' Capital  
 for the Years Ended December 31, 1999, 1998, and 1997

	Wells Real Estate Fund IX	Wells Real Estate Fund X	Wells Real Estate Fund XI	Wells Operati Partnership
	-----	-----	-----	-----
Balance, December 31, 1996	\$ 0	\$ 0	\$ 0	\$
Net loss	(10,145)	(10,035)	0	
Partnership contributions	3,712,938	3,672,838	0	

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Balance, December 31, 1997	3,702,793	3,662,803	0	
Net income	692,116	787,481	85,352	48,8
Partnership contributions	11,771,312	15,613,477	2,586,262	1,480,7
Partnership distributions	(1,206,121)	(1,356,622)	(150,611)	(86,2
Balance, December 31, 1998	14,960,100	18,707,139	2,521,003	1,443,3
Net income	850,072	1,056,316	184,355	81,5
Partnership contributions	198,989	0	911,027	
Partnership distributions	(1,418,535)	(1,762,586)	(307,982)	(135,9
Balance, December 31, 1999	\$14,590,626	\$18,000,869	\$3,308,403	\$1,388,8

174

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 1999, 1998, and 1997

	1999	1998
Cash flows from operating activities:		
Net income (loss)	\$ 2,172,244	\$ 1,613,816
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	1,538,912	1,216,293
Changes in assets and liabilities:		
Accounts receivable	(421,708)	(92,745)
Prepaid expenses and other assets	(85,281)	(111,818)
Accounts payable	295,177	29,967
Due to affiliates	1,973	1,927
Total adjustments	1,329,073	1,043,624
Net cash provided by operating activities	3,501,317	2,657,440
Cash flows from investing activities:		
Investment in real estate	(930,401)	(24,788,070)
Cash flows from financing activities:		
Distributions to joint venture partners	(3,820,491)	(1,799,457)
Contributions received from partners	1,066,992	24,970,373
Net cash (used in) provided by financing activities	(2,753,499)	23,170,916
Net (decrease) increase in cash and cash equivalents	(182,583)	1,040,286
Cash and cash equivalents, beginning of year	1,329,457	289,171
Cash and cash equivalents, end of year	\$ 1,146,874	\$ 1,329,457

Supplemental disclosure of noncash activities:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Deferred project costs contributed to joint venture	\$ 43,024	\$ 1,470,780
	=====	=====
Contribution of real estate assets to joint venture	\$ 0	\$ 5,010,639
	=====	=====

Wells/Orange County Associates

On July 27, 1998, the Operating Partnership entered into a joint venture agreement with Wells Development Corporation, referred to as Wells/Orange County Associates. On July 31, 1998, Wells/Orange County Associates acquired a 52,000-square-foot warehouse and office building located in Fountain Valley, California, known as the Cort Furniture Building.

On September 1, 1998, Fund X and XI Associates acquired Wells Development Corporation's interest in Wells/Orange County Associates which resulted in Fund X and XI Associates becoming a joint venture partner with the Operating Partnership in the ownership of the Cort Furniture Building.

Following are the financial statements for Wells/Orange County Associates:

175

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 1999 and 1998

ASSETS

	1999
	-----
Real estate assets, at cost:	
Land	\$2,187,501
Building, less accumulated depreciation of \$278,652 in 1999 and \$92,087 in 1998	4,385,463
	-----
Total real estate assets	6,572,964
Cash and cash equivalents	176,666
Accounts receivable	49,679
	-----
Total assets	\$6,799,309
	=====

LIABILITIES AND PARTNERS' CAPITAL

Liabilities:	
Accounts payable	\$ 0
Partnership distributions payable	173,935
	-----
Total liabilities	173,935
	-----
Partners' capital:	
Wells Operating Partnership, L.P.	2,893,112
Fund X and XI Associates	3,732,262
	-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Total partners' capital	6,625,374
	-----
Total liabilities and partners' capital	\$6,799,309
	=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 1999 and 1998

	1999
	-----
Revenues:	
Rental income	\$795,545
Interest income	0
	-----
	795,545
	-----
Expenses:	
Depreciation	186,565
Management and leasing fees	30,360
Operating costs, net of reimbursements	22,229
Interest	0
Legal and accounting	5,439
	244,593
	-----
Net income	\$550,952
	=====
Net income allocated to Wells Operating Partnership, L.P.	\$240,585
	=====

176

Net income allocated to Fund X and XI Associates	\$310,367
	=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 1999 and 1998

	Wells Operating Partnership, L.P.	Fund X and XI Associates	P
	-----	-----	-----
Balance, December 31, 1997	\$ 0	\$ 0	
Net income	91,978	99,436	

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Partnership contributions	2,991,074	3,863,272
Partnership distributions	(124,435)	(145,942)
	-----	-----
Balance, December 31, 1998	2,958,617	3,816,766
Net income	240,585	310,367
Partnership distributions	(306,090)	(394,871)
	-----	-----
Balance, December 31, 1999	\$2,893,112	\$3,732,262
	=====	=====

177

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 1999 and 1998

	1999
	-----
Cash flows from operating activities:	
Net income	\$ 550,95
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	186,56
Changes in assets and liabilities:	
Accounts receivable	(36,55)
Accounts payable	(1,55)
	-----
Total adjustments	148,45
	-----
Net cash provided by operating activities	699,41
	-----
Cash flows from investing activities:	
Investment in real estate	
	-----
Cash flows from financing activities:	
Issuance of note payable	
Payment of note payable	
Distributions to partners	(703,64)
Contributions received from partners	
	-----
Net cash (used in) provided by financing activities	(703,64)
	-----
Net (decrease) increase in cash and cash equivalents	(4,22)
Cash and cash equivalents, beginning of year	180,89
	-----
Cash and cash equivalents, end of year	\$ 176,66
	=====
Supplemental disclosure of noncash activities:	
Deferred project costs contributed to joint venture	\$
	=====

Wells/Fremont Associates



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

On July 15, 1998, the Operating Partnership entered into a joint venture agreement with Wells Development Corporation, referred to as Wells/Fremont Associates. On July 21, 1998, Wells/Fremont Associates acquired a 58,424-square-foot warehouse and office building located in Fremont, California, known as the Fairchild Building.

On October 8, 1998, Fund X and XI Associates acquired Wells Development Corporation's interest in Wells/Fremont Associates which resulted in Fund X and XI Associates becoming a joint venture partner with the Operating Partnership in the ownership of the Fairchild Building.

178

Following are the financial statements for Wells/Fremont Associates:

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 1999 and 1998

ASSETS	
	1999
	-----
Real estate assets, at cost:	
Land	\$2,219,251
Building, less accumulated depreciation of \$428,246 in 1999 and \$142,720 in 1998	6,709,912
	-----
Total real estate assets	8,929,163
Cash and cash equivalents	189,012
Accounts receivable	92,979
	-----
Total assets	\$9,211,154
	=====
LIABILITIES AND PARTNERS' CAPITAL	
Liabilities:	
Accounts payable	\$ 2,015
Due to affiliate	5,579
Partnership distributions payable	186,997
	-----
Total liabilities	194,591
	-----
Partners' capital:	
Wells Operating Partnership, L.P.	6,988,210
Fund X and XI Associates	2,028,353
	-----
Total partners' capital	9,016,563
	-----
Total liabilities and partners' capital	\$9,211,154
	=====

179

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells/Fremont Associates  
 (A Georgia Joint Venture)  
 Statements of Income  
 for the Years Ended December 31, 1999 and 1998

	1999	1998
	-----	-----
Revenues:		
Rental income	\$902,946	\$402,946
Interest income	0	0
	-----	-----
	902,946	402,946
	-----	-----
Expenses:		
Depreciation	285,526	142,526
Management and leasing fees	37,355	17,355
Operating costs, net of reimbursements	16,006	16,006
Interest	0	7,000
Legal and accounting	4,885	4,885
	-----	-----
	343,772	247,772
	-----	-----
Net income	\$559,174	\$165,174
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$433,383	\$125,174
	=====	=====
Net income allocated to Fund X and XI Associates	\$125,791	\$40,000
	=====	=====

Wells/Fremont Associates  
 (A Georgia Joint Venture)  
 Statements of Partners' Capital  
 for the Years Ended December 31, 1999 and 1998

	Wells Operating Partnership, L.P.	Fund X and XI Associates	Total Partne Capit
	-----	-----	-----
Balance, December 31, 1997	\$ 0	\$ 0	\$ 0
Net income	122,470	39,449	161,919
Partner contributions	7,274,075	2,083,334	9,357,409
Partnership distributions	(229,863)	(42,628)	(272,491)
	-----	-----	-----
Balance, December 31, 1998	7,166,682	2,080,155	9,246,837
Net income	433,383	125,791	559,174
Partnership distributions	(611,855)	(177,593)	(789,448)
	-----	-----	-----
Balance, December 31, 1999	\$6,988,210	\$2,028,353	\$9,016,563
	=====	=====	=====

Wells/Fremont Associates  
 (A Georgia Joint Venture)  
 Statements of Cash Flows  
 for the Years Ended December 31, 1999 and 1998

	1999
Cash flows from operating activities:	
Net income	\$ 559,174
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	285,526
Changes in assets and liabilities:	
Accounts receivable	(58,237)
Accounts payable	(1,550)
Due to affiliate	3,527
Total adjustments	229,266
Net cash provided by operating activities	788,440
Cash flows from investing activities:	
Investment in real estate	0
Cash flows from financing activities:	
Issuance of note payable	0
Payment of note payable	0
Distributions to partners	(791,940)
Contributions received from partners	0
Net cash (used in) provided by financing activities	(791,940)
Net (decrease) increase in cash and cash equivalents	(3,500)
Cash and cash equivalents, beginning of year	192,512
Cash and cash equivalents, end of year	\$ 189,012
Supplemental disclosure of noncash activities:	
Deferred project costs contributed to joint venture	\$ 0

Fund XI, XII, and REIT Joint Venture

On May 1, 1999, the Operating Partnership entered into a joint venture with Wells Fund XII and Wells Fund XI. On May 18, 1999, the joint venture purchased a 169,510-square-foot, two-story manufacturing and office building, known as EYBL CarTex, in Fountain Inn, South Carolina. On July 21, 1999, the joint venture

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

purchased a 68,900 square-foot, three-story-office building, known as the Sprint Building, in Leawood, Kansas. On August 17, 1999, the joint venture purchased a 130,000 square-foot office and warehouse building, known as the Johnson Matthey Building, in Chester County, Pennsylvania. On September 20, 1999, the joint venture purchased a 62,400 square-foot, two-story office building, known as the Gartner Building, in Fort Myers, Florida.

Following are the financial statements for the Fund XI, XII, and REIT Joint Venture:

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheet  
December 31, 1999

### ASSETS

Real estate assets, at cost:

Land

Building and improvements, less accumulated depreciation of \$506,582

Total real estate assets

Cash and cash equivalents

Accounts receivable

Prepaid assets and other expenses

Total assets

\$ 5  
26  
---  
31  
  
  
  
  
  
---  
\$32  
===

### LIABILITIES AND PARTNERS' CAPITAL

Liabilities:

Accounts payable

Partnership distributions payable

Total liabilities

Partners' capital:

Wells Real Estate Fund XI

Wells Real Estate Fund XII

Wells Operating Partnership, L.P.

Total partners' capital

Total liabilities and partners' capital

\$  
  
---  
---  
  
8  
5  
18  
---  
31  
---  
\$32  
===

182

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Income  
for the Year Ended December 31, 1999

Revenues:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Rental income  
Other income

Expenses:

Depreciation  
Management and leasing fees  
Operating costs, net of reimbursements  
Property administration  
Legal and accounting

Net income

Net income allocated to Wells Real Estate Fund XI

Net income allocated to Wells Real Estate Fund XII

Net income allocated to Wells Operating Partnership, L.P.

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Partners' Capital  
for the Year Ended December 31, 1999

	Wells Real Estate Fund XI	Wells Real Estate Fund XII	Wells Operating Partnership, L.P.	P
	-----	-----	-----	-----
Balance, December 31, 1998	\$ 0	\$ 0	\$ 0	\$
Net income	240,031	124,542	488,500	
Partnership contributions	8,470,160	5,520,835	18,376,267	3
Partnership distributions	(344,339)	(177,743)	(703,797)	(
	-----	-----	-----	-----
Balance, December 31, 1999	\$8,365,852	\$5,467,634	\$18,160,970	\$3
	=====	=====	=====	=====

183

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Cash Flows  
for the Year Ended December 31, 1999

Cash flows from operating activities:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net income

Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation  
 Changes in assets and liabilities:  
     Accounts receivable  
     Prepaid expenses and other assets  
     Accounts payable

Total adjustments

Net cash provided by operating activities

Cash flows from financing activities:

Distributions to joint venture partners

Net increase in cash and cash equivalents

Cash and cash equivalents, beginning of year

Cash and cash equivalents, end of year

Supplemental disclosure of noncash activities:

Deferred project costs contributed to joint venture

Contribution of real estate assets to joint venture

### 6. INCOME TAX BASIS NET INCOME AND PARTNERS' CAPITAL

The Operating Partnership's income tax basis net income for the years ended December 31, 1999 and 1998 are calculated as follows:

	1999 -----
Financial statement net income	\$3,884,649
Increase (decrease) in net income resulting from:	
Depreciation expense for financial reporting purposes in excess of amounts for income tax purposes	949,631
Rental income accrued for financial reporting purposes in excess of amounts for income tax purposes	(789,599)
Expenses deductible when paid for income tax purposes, accrued for financial reporting purposes	49,906
Income tax basis net income	----- \$4,094,587 =====

The Operating Partnership's income tax basis partners' capital at December 31, 1999 and 1998 is computed as follows:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	1999
	-----
Financial statement partners' capital	\$116,015,595
Increase (decrease) in partners' capital resulting from:	
Depreciation expense for financial reporting purposes in excess of amounts for income tax purposes	1,032,249
Capitalization of syndication costs for income tax purposes, which are accounted for as cost of capital for financial reporting purposes	12,896,312
Accumulated rental income accrued for financial reporting purposes in excess of amounts for income tax purposes	(825,026)
Accumulated expenses deductible when paid for income tax purposes, accrued for financial reporting purposes	51,540
Dividends payable	2,166,701
	-----
Income tax basis partners' capital	\$131,337,371
	=====

7. RENTAL INCOME

The future minimum rental income due from the Operating Partnership's direct investment in real estate or its respective ownership interest in the joint ventures under noncancelable operating leases at December 31, 1999 is as follows:

Year ended December 31:	
2000	\$ 11,737,408
2001	11,976,253
2002	12,714,291
2003	12,856,557
2004	12,581,882
Thereafter	54,304,092
	-----
	\$116,170,483
	=====

Three tenants contributed 32%, 16%, and 15% of rental income for the year ended December 31, 1999. In addition, four tenants will contribute 34%, 20%, 17%, and 11% of future minimum rental income.

The future minimum rental income due the Fund IX, X, XI, and REIT Joint Venture under noncancelable operating leases at December 31, 1999 is as follows:

Year ended December 31:	
2000	\$ 3,666,570
2001	3,595,686
2002	3,179,827
2003	3,239,080
2004	3,048,152
Thereafter	5,181,003
	-----
	\$21,910,318
	=====

Four tenants contributed 25%, 18%, 13%, and 12% of rental income for the year ended December 31, 1999. In addition, four tenants will contribute 28%, 22%, 15%, and 10% of future minimum rental income.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The future minimum rental income due Wells/Orange County Associates under noncancelable operating leases at December 31, 1999 is as follows:

Year ended December 31:	
2000	\$ 758,964
2001	809,580
2002	834,888
2003	695,740
	-----
	\$3,099,172
	=====

One tenant contributed 100% of rental income for the year ended December 31, 1999 and will contribute 100% of future minimum rental income.

The future minimum rental income due Wells/Fremont Associates under noncancelable operating leases at December 31, 1999 is as follows:

Year ended December 31:	
2000	\$ 869,492
2001	895,577
2002	922,444
2003	950,118
2004	894,833
	-----
	\$4,532,464
	=====

One tenant contributed 100% of rental income for the year ended December 31, 1999 and will contribute 100% of future minimum rental income.

The future minimum rental income due from XI, XII and REIT under noncancelable operating leases at December 31, 1999 is a follows:

Year ended December 31:	
2000	\$ 3,085,362
2001	3,135,490
2002	3,273,814
2003	3,367,231
2004	3,440,259
Thereafter	9,708,895
	-----
	\$26,011,051
	=====

Four tenants contributed approximately 34%, 22%, 22%, and 12% of rental income for the year ended December 31, 1999. In addition, four tenants will contribute approximately 30%, 27%, 22%, and 18% of future minimum rental income.

### 8. NOTES PAYABLE

At December 31, 1999, the Operating Partnership had outstanding debt of \$23,929,228. Of this amount, \$11,430,696 was borrowed under a construction loan with Bank of America in order to finance the construction of a new building for Matsushita Avionics (the "Matsushita Project") and improvements for the AT&T Building. This loan is secured by the Matsushita Project and matures on May 10, 2001. The remaining \$12,498,532 was borrowed against the revolving line of credit from SouthTrust Bank, which is collateralized by the PwC Building and matures on December 31, 2000. Interest is paid monthly and accrued at a variable rate based on LIBOR plus 200 basis points for both of these debt instruments.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

During 1999, the Company paid and capitalized interest costs of \$847,451 and \$463,873, respectively. The estimated fair value of these notes approximates their carrying value.

186

The Operating Partnership also has a \$9,825,000 line of credit from Bank of America, which bears interest at a variable rate based on LIBOR plus 200 basis points. No balance was outstanding at December 31, 1999 under this line of credit.

### 9. COMMITMENTS AND CONTINGENCIES

On February 18, 1999, the Operating Partnership entered into a rental income guaranty agreement with Fund VIII and IX Associates (the "joint venture"), whereby the Operating Partnership guaranteed that the joint venture would receive rental income on the existing Matsushita Building, equal to at least the rent and building expenses that the joint venture would have received from Matsushita Avionics over the remaining term of the existing lease. Matsushita Avionics vacated the building on January 3, 2000, while the existing lease term extends through September 2003. The Company paid approximately \$61,000 to the joint venture related to the rental income and building expenses due from Matsushita Avionics for the remainder of January 2000. Such payments are made from the Company's operating cash flow and reduce cash available for dividends.

On July 22, 1999, the Operating Partnership purchased a 7.49 acre tract of land located in Midlothian, Chesterfield County, Virginia for the purpose of constructing a four-story, 100,000 rentable square foot office building (the "ABB Project"). The Operating Partnership entered into an office lease with ABB Power Generation, Inc. ("ABB"), pursuant to which ABB has agreed to lease the ABB Project upon its completion.

Management, after consultation with legal counsel, is not aware of any significant litigation or claims against the Company, the Operating Partnership, or the Advisor. In the normal course of business, the Company, the Operating Partnership, or the Advisor may become subject to such litigation or claims.

### 10. COMMON STOCK OPTION PLAN

The Wells Real Estate Investment Trust, Inc. Independent Director Stock Option Plan ("the Plan") provides for grants of stock to be made to independent nonemployee directors of the Company. Options to purchase 2,500 shares of common stock at \$12 per share are granted upon initially becoming an independent director of the Company. Of these shares, 20% are exercisable immediately on the date of grant. An additional 20% of these shares become exercisable on each anniversary following the date of grant for a period of four years. Effective on the date of each annual meeting of shareholders of the Company, beginning in 2000, each independent director will be granted an option to purchase 1,000 additional shares of common stock. These options vest at the rate of 500 shares per full year of service thereafter. All options granted under the Plan expire no later than the date immediately following the tenth anniversary of the date of grant and may expire sooner in the event of the disability or death of the optionee or if the optionee ceases to serve as a director.

The Company has adopted the disclosure provisions in SFAS No. 123, "Accounting for Stock-Based Compensation." As permitted by the provisions of SFAS No. 123, the Company applies Accounting Principles Board ("APB") Opinion No. 25 and the related interpretations in accounting for its stock option plans and, accordingly, does not recognize compensation cost.

A summary of the Company's stock option activity during 1999 is as follows:

	Number -----	Exercise Price -----
Outstanding at December 31, 1998	0	\$ 0
Granted	27,500	12
	-----	-----
Outstanding at December 31, 1999	27,500	\$12
	=====	=====
Outstanding options exercisable as of December 31, 1999	5,500	\$12
	=====	=====

The weighted average remaining contractual life of options outstanding at December 31, 1999 is approximately 9.5 years. Based on the terms of the options, the fair value of the options granted during 1999 is \$0.

#### 11. QUARTERLY RESULTS (UNAUDITED)

Presented below is a summary of the unaudited quarterly financial information for the years ended December 31, 1999 and 1998:

	1999 Quarters Ended		
	March 31 -----	June 30 -----	September 30 -----
Revenues	\$988,000	\$1,204,938	\$1,803,352
Net income	393,438	601,975	1,277,019
Basic and diluted earnings per share	\$ 0.10	\$ 0.09	\$ 0.18
Dividends per share	0.17	0.17	0.18

	1998 Quarters Ended		
	March 31 -----	June 30 -----	September 30 -----
Revenues	\$ 0	\$10,917	\$73,292
Net income	0	10,899	62,128
Basic and diluted earnings per share	\$0.00	\$ 0.16	\$ 0.06
Dividends per share	0.00	0.00	0.15

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

CONSOLIDATED BALANCE SHEETS

ASSETS

	September 30, 2000
	-----
REAL ESTATE, at cost:	
Land	\$ 21,695,304
Building and improvements, less accumulated depreciation of \$6,810,792 in 2000 and \$1,726,103 in 1999	188,671,038
Construction in progress	295,517
	-----
Total real estate	210,661,859
	-----
INVESTMENT IN JOINT VENTURES (NOTE 2)	36,708,242
DUE FROM AFFILIATES	859,515
CASH AND CASH EQUIVALENTS	12,257,161
DEFERRED PROJECT COSTS (Note 1)	471,005
DEFERRED OFFERING COSTS (Note 1)	1,108,206
PREPAID EXPENSES AND OTHER ASSETS	6,344,905
	-----
Total assets	\$268,410,893
	=====

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES:	
Accounts payable and accrued expenses	\$ 975,821
Notes payable (Note 3)	38,909,030
Due to affiliates (Note 4)	1,372,508
Dividends payable	4,475,982
	-----
Total liabilities	45,733,341
	-----
COMMITMENTS AND CONTINGENCIES	
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,000
	-----
SHAREHOLDERS' EQUITY:	
Common shares, \$.01 par value; 40,000,000 shares authorized, 26,174,825 shares issued and outstanding at September 30, 2000 and 13,471,085 shares issued and outstanding at December 31, 1999	261,748
Additional paid-in capital	222,215,804
Retained earnings	0
	-----
Total shareholders' equity	222,477,552
	-----
Total liabilities and shareholders' equity	\$268,410,893
	=====

See accompanying condensed notes to financial statements.

## WELLS REAL ESTATE INVESTMENT TRUST, INC.

## AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF INCOME

	Three Months Ended		Nine Months
	September 30, 2000	September 30, 1999	September 30, 2000
REVENUES:			
Rental income	\$5,819,968	\$1,227,144	\$13,712,371
Equity in income of joint ventures	635,065	384,887	1,684,247
Interest income	131,578	191,321	338,020
	6,586,611	1,803,352	15,734,638
EXPENSES:			
Operating costs, net of reimbursements	289,140	(75,997)	631,407
Management and leasing fees	381,766	68,823	919,630
Depreciation	2,155,366	423,760	5,084,689
Administrative costs	41,626	21,076	273,484
Legal and accounting	32,883	22,187	130,603
Computer costs	2,353	2,119	8,846
Amortization of loan costs	64,016	2,433	150,143
Interest expense	1,094,233	61,932	2,798,299
	4,061,383	526,333	9,997,101
NET INCOME	\$2,525,228	\$1,277,019	\$5,737,537
BASIC AND DILUTED EARNINGS PER SHARE	\$ 0.11	\$ 0.18	\$ 0.30

See accompanying condensed notes to financial statements.

## WELLS REAL ESTATE INVESTMENT TRUST, INC.

## AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

FOR THE YEAR ENDED DECEMBER 31, 1999

AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2000

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Common Stock		Additional	Retained
	Shares	Amount	Paid-In Capital	Earnings
BALANCE, December 31, 1998	3,154,136	\$ 31,541	\$ 27,056,112	\$ 334,034
Issuance of common stock	10,316,949	103,169	103,066,321	0
Net income	0	0	0	3,884,649
Dividends (\$.70 per share)	0	0	(1,346,240)	(4,218,683)
Sales commission	0	0	(9,801,197)	0
Other offering expenses	0	0	(3,094,111)	0
BALANCE, December 31, 1999	13,471,085	134,710	115,880,885	0
Issuance of common stock	12,769,524	127,695	127,567,548	0
Net income	0	0	0	5,737,537
Dividends (\$.544 per share)	0	0	(4,695,767)	(5,737,537)
Sales commission	0	0	(12,068,553)	0
Other offering expenses	0	0	(3,811,122)	0
Common stock retired	(65,784)	(657)	(657,187)	0
BALANCE, September 30, 2000	26,174,825	\$ 261,748	\$ 222,215,804	\$ 0

See accompanying condensed notes to financial statements.

191

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF CASH FLOWS

	Nine Mon September 30, 2000
CASH FLOWS FROM OPERATING ACTIVITIES:	
Net income	\$ 5,737,537
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	5,084,689
Amortization of loan costs	150,143
Equity in income of joint ventures	(1,684,247)
Changes in assets and liabilities:	
Accounts payable	514,521
Increase in prepaid expenses and other assets	(5,214,447)
Increase due to affiliates	149,777
Net cash provided by operating activities	4,737,973

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

CASH FLOWS FROM INVESTING ACTIVITIES:	
Investments in real estate	(103,469,511)
Investment in joint ventures	(7,612,005)
Deferred project costs	(4,446,307)
Distributions received from joint ventures	2,103,704
	-----
Net cash used in investing activities	(113,424,119)
	-----
Cash flows from financing activities:	
Proceeds from note payable	67,883,130
Repayment of note payable	(52,903,328)
Dividends paid	(8,124,023)
Issuance of common stock	127,695,243
Sales commissions paid	(12,068,553)
Offering costs paid	(3,811,122)
Common stock retired	(657,844)
	-----
Net cash provided by financing activities	118,013,503
	-----
NET INCREASE IN CASH AND CASH EQUIVALENTS	9,327,357
CASH AND CASH EQUIVALENTS, beginning of year	2,929,804
	-----
CASH AND CASH EQUIVALENTS, end of period	\$ 12,257,161
	=====
SUPPLEMENTAL SCHEDULE OF NONCASH INVESTING ACTIVITIES:	
Deferred project costs applied to joint ventures	\$ 295,680
	=====
Deferred project costs applied to real estate	\$ 3,707,715
	=====
Decrease in deferred offering cost accrual	\$ (143,265)
	=====

See accompanying condensed notes to financial statements.

192

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONDENSED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2000

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a) General

Wells Real Estate Investment Trust, Inc. (the "Company" or "Registrant") is a Maryland corporation formed on July 3, 1997. The Company is the sole general partner of Wells Operating Partnership, L.P. ("Wells OP"), a Delaware limited partnership organized for the purpose of acquiring, developing, owning, operating, improving, leasing, and otherwise managing for investment purposes

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

income-producing commercial properties.

On January 30, 1998, the Company commenced a public offering of up to 16,500,000 shares of common stock at \$10 per share pursuant to a Registration Statement on Form S-11 under the Securities Act of 1933. The Company commenced active operations on June 5, 1998, when it received and accepted subscriptions for 125,000 shares. The Company terminated its initial public offering on December 19, 1999, and on December 20, 1999, the Company commenced a second follow-on public offering of up to 22,200,000 shares of common stock at \$10 per share. As of September 30, 2000, the Company had sold 26,240,610 shares for total capital contributions of \$262,406,096. After payment of \$9,161,189 in acquisition and advisory fees and acquisition expenses, payment of \$32,718,532 in selling commissions and organization and offering expenses, capital contributions and acquisition expenditures by Wells OP of \$211,641,497 in property acquisitions and common stock redemptions of \$657,844 pursuant to the Company's share redemption program, the Company was holding net offering proceeds of \$8,227,034 available for investment in properties. An additional \$38,909,030 was spent for acquisition expenditures and was funded by loans from various lending institutes.

Wells OP owns interest in properties both directly and through equity ownership in the following joint ventures: (i) the Fund IX-X-XI-REIT Joint Venture, a joint venture among Wells OP and Wells Real Estate Fund IX, L.P., Wells Real Estate Fund X, L.P. and Wells Real Estate Fund XI, L.P. (the "Fund IX-X-XI-REIT Joint Venture"), (ii) Wells/Fremont Associates (the "Fremont Joint Venture"), a joint venture between Wells OP and Fund X and Fund XI Associates, which is a joint venture between Wells Real Estate Fund X, L.P. and Wells Real Estate Fund XI, L.P. (the "Fund X-XI Joint Venture"), (iii) Wells/Orange County Associates (the "Cort Joint Venture") a joint venture between Wells OP and the Fund X-XI Joint Venture, (iv) the Fund XI-XII-REIT Joint Venture, a joint venture among Wells OP, Wells Real Estate Fund XI, L.P., and Wells Real Estate Fund XII, L.P. (the "Fund XI-XIII-REIT Joint Venture"), (v) the Fund XII-REIT Joint Venture, a joint venture between Wells OP and Wells Real Estate Fund XII, L.P. (the "Fund XII-REIT Joint Venture"), and (vi) the Fund VIII-IX-REIT Joint Venture, a joint venture between Wells OP and the Fund VIII-IX Joint Venture.

As of September 30, 2000, Wells OP owned interest in the following properties either directly or through its interests in joint ventures: (i) a three-story office building in Knoxville, Tennessee (the "ABB-Knoxville Building"); (ii) a two-story office building in Louisville, Colorado (the "Ohmeda Building"); (iii) a three-story office building in Broomfield, Colorado (the "360 Interlocken Building"); (iv) a one-story office building in Oklahoma City, Oklahoma (the "AVAYA Building"); (v) a one-story warehouse and office building in Ogden, Utah (the "Iomega Building"), all five of which are owned by the Fund IX-X-XI-REIT Joint Venture; (vi) a two-story warehouse office building in Fremont, California (the "Fremont Building"), which is owned by the Fremont Joint Venture; (vii) a one-story warehouse and office building in Fountain Valley, California (the "Cort Building"), which is owned by the Cort Joint Venture; (viii) a four-story office building in Tampa, Florida (the "PWC Building"); (ix) a four-story office building in Harrisburg, Pennsylvania (the "AT&T Building"), which are owned directly by Wells OP; (x) a two-story manufacturing and office building located in Fountain Inn, South Carolina (the "EYBL

CarTex Building"); (xi) a three-story office building located in Leawood, Kansas (the "Sprint Building"); (xii) a one story office building and warehouse in Tredyffrin Township, Pennsylvania (the "Johnson Matthey Building"); (xiii) a two-story office building in Ft. Meyers, Florida (the "Gartner Building"), all four of which are owned by Fund XI-XII-REIT Joint Venture; (xiv) a two-story

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

office building located in Lake Forest, California (the "Matsushita Project"); (xv) a four-story office building in Richmond, Virginia (the "Alstom Power-Richmond Building"); (xvi) a two-story office building and warehouse in Wood Dale, Illinois (the "Marconi Building"); (xvii) a five-story office building in Plano, Texas (the "Cinemark Building"); (xviii) a three-story office building in Tulsa, Oklahoma (the "Metris Building"); (xix) a two-story office building in Scottsdale, Arizona (the "Dial Building"); (xx) a two-story office building in Tempe, Arizona (the "ASML Building"); (xxi) a two-story office building in Tempe, Arizona (the "Motorola Building"); (xxii) a two-story office building in Tempe, Arizona (the "Avnet Building"); (xxiii) a three-story office building in Troy, Michigan (the "Delphi Building"); all ten of which are owned directly by Wells OP; (xxiv) a three-story office building in Troy, Michigan (the "Siemens Building"), which is owned by the Fund XII-REIT Joint Venture; and (xxv) a two-story office building in Orange County, California (the "Quest Building"), formerly the Bake Parkway Building, previously owned by Fund VIII-IX Joint Venture, which is now owned by the Fund VIII-IX-REIT Joint Venture.

### (b) Deferred Project Costs

The Company pays Acquisition and Advisory Fees and Acquisition Expenses to Wells Capital, Inc., the Advisor, for acquisition and advisory services and as reimbursement for acquisition expenses. These payments may not exceed 3 1/2% of shareholders' capital contributions. Acquisition and Advisory Fees and Acquisition Expenses paid as of September 30, 2000, amounted to \$9,161,189 and represented approximately 3 1/2% of shareholders' capital contributions received. These fees are allocated to specific properties as they are purchased.

### (c) Deferred Offering Costs

The Advisor pays all the offering expenses for the Company. The Advisor may be reimbursed by the Company to the extent that such offering expenses do not exceed 3% of shareholders' capital contributions.

### (d) Employees

The Company has no direct employees. The employees of Wells Capital, Inc., the Company's Advisor, perform a full range of real estate services including leasing and property management, accounting, asset management and investor relations for the Company.

### (e) Insurance

Wells Management Company, Inc., an affiliate of the Company and the Advisor, carries comprehensive liability and extended coverage with respect to all the properties owned directly and indirectly by the Company. In the opinion of management of the registrant, the properties are adequately insured.

### (f) Competition

The Company will experience competition for tenants from owners and managers of competing projects which may include its affiliates. As a result, the Company may be required to provide free rent; reduced charges for tenant improvements and other inducements, all of which may have an adverse impact on results of operations. At the time the Company elects to dispose of its properties, the Company will also be in competition with sellers of similar properties to locate suitable purchasers for its properties.

### (g) Basis of Presentation

Substantially all of the Company's business is conducted through Wells OP. At December 31, 1997, the Wells OP had issued 20,000 limited partner units to Wells Capital, Inc., the Advisor, in exchange for a capital contribution of \$200,000.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Company is the sole general partner in Wells OP; consequently, the accompanying consolidated financial statements of the Company include the amounts of both the Company and Wells OP.

194

The consolidated financial statements of the Company have been prepared in accordance with instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. These quarterly statements have not been examined by independent accountants, but in the opinion of the Board of Directors, the statements for the unaudited interim periods presented include all adjustments, which are of a normal and recurring nature, necessary to present a fair presentation of the results for such periods. For further information, refer to the financial statements and footnotes included in the Company's Form 10-K for the year ended December 31, 1999.

### (h) Distribution Policy

The Company will make distributions (not including a return of capital for federal income tax purposes) equal to at least 95% of its real estate investment trusts taxable income through the taxable year 2000. It is the Company's policy to make regular quarterly distributions to holders of the shares. Distributions will be made to those shareholders who are shareholders as of the record date selected by the Directors. Distributions will be declared on a daily basis and paid on a quarterly basis during the Offering period and declared and paid quarterly thereafter.

### (i) Income Taxes

The Company has made an election under Section 856 (C) of the Internal Revenue Code 1986, as amended (the "Code"), to be taxed as a Real Estate Investment Trust ("REIT") under the Code beginning with its taxable year ended December 31, 1998. As a REIT for federal income tax purposes, the Company generally will not be subject to federal income tax on income that it distributes to its shareholders. If the Company fails to qualify as a REIT in any taxable year, it will then be subject to federal income tax on its taxable income at regular corporate rates and will not be permitted to qualify for treatment as a REIT for federal income tax purposes for four years following the year during which qualification is lost. Such an event could materially adversely affect the Company's net income and net cash available to distribute to shareholders. However, the Company believes that it is organized and operates in such a manner as to qualify for treatment as a REIT and intends to continue to operate in the foreseeable future in such a manner so that the Company will remain qualified as a REIT for federal income tax purposes.

### (j) Statement of Cash Flows

For the purpose of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents include cash and short-term investments.

## 2. INVESTMENTS IN JOINT VENTURES

The Company owned interests in 25 office buildings through its ownership in Wells OP, which owns interest in six joint ventures. The Company does not have control over the operations of these joint ventures; however, it does exercise significant influence. Accordingly, investment in joint venture is recorded using the equity method.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The following describes additional information about certain of the properties in which the Company owns an interest as of September 30, 2000.

### Fund VIII-IX-REIT Joint Venture

On June 15, 2000, the Fund VIII-IX-REIT Joint Venture was formed between Wells OP and Fund VIII and Fund IX Associates, a Georgia joint venture partnership between Wells Real Estate Fund VIII, L.P. and Wells Real Estate Fund IX, L.P. (the "Fund VIII-IX Joint Venture"). On July 1, 2000, the Fund VIII-IX Joint Venture contributed its interest in the Bake Parkway Building to the Fund VIII-IX-REIT Joint Venture. The Bake Parkway Building is a two-story office building containing approximately 65,006 rentable square feet on a 4.4-acre tract of land in Irvine, California.

195

A 42-month lease for the entire Bake Parkway Building has been signed by Quest Software, Inc. Occupancy occurred on August 1, 2000. Quest is a publicly traded corporation that provides software database management and disaster recovery services for its clients.

Construction of tenant improvements required under the Quest lease is anticipated to cost approximately \$1,250,000 and will be funded by Wells OP.

### The Alstom Power-Richmond Building

On July 24, 2000, the Company completed a build-to-suit project of a 99,057 square-foot, four-story, office building. The Class "A" property is located at 5309 Commonwealth Centre Drive in Richmond, Virginia.

The \$11.4 million acquisition is 100% owned by the Company and is leased to Alstom Power, Inc. The tenant has signed a seven-year lease, which commenced on July 24, 2000. Alstom Power is the world's largest power generation group. Formerly ABB Power Generation and Alstom, the two companies merged in December 1999 to form ABB Alstom Power, Inc. and in June 2000 changed its name to Alstom Power, Inc. The group employs 58,000 people in more than 100 countries.

The building is located on 7.49 acres within the Waterford Business Park. The Waterford Park is a 20-acre office park in Chesterfield County.

### 3. NOTES PAYABLE

Notes payable, as of September 30, 2000, consists of loans of (i) \$9,181,877 due to Bank of America secured by a first priority mortgage against the Matsushita Property; (ii) \$21,627,153 due to Bank of America secured by first mortgages on the AT&T and Marconi buildings; (iii) \$8,000,000 due to Richter-Schroeder Company, Inc. secured by a first mortgage against the Metris Building; and (iv) \$100,000 due to Ryan Companies US, Inc. secured by a first mortgage on the Avnet Building.

### 4. DUE TO AFFILIATES

Due to affiliates consists of Acquisitions and Advisory Fees and Acquisition Expenses, deferred offering costs, and other operating expenses paid by the Advisor on behalf of the Company. Also included in Due to Affiliates is the Matsushita lease guarantee which is explained in detail in the Company's Form 10-K for the year ended December 31, 1999. Payments of \$542,645 have been made as of September 30, 2000 toward fulfilling the Matsushita agreement.

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the DIAL BUILDING for the year ended December 31, 1999. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Dial Building after acquisition by the Wells Operating Partnership, L.P. (on behalf of Wells Real Estate Investment Trust, Inc.). The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Dial Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Dial Building for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
April 10, 2000

DIAL BUILDING  
STATEMENT OF REVENUES  
OVER CERTAIN OPERATING EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 1999

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

RENTAL REVENUES	\$ 1,388,868
OPERATING EXPENSES, net of reimbursements	0
REVENUES OVER CERTAIN OPERATING EXPENSES	----- \$ 1,388,868 -----

The accompanying notes are an integral part of this statement.

198

### DIAL BUILDING

#### NOTES TO STATEMENT OF REVENUES

#### OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

#### 1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

##### Description of Real Estate Property Acquired

On March 29, 2000, the Wells Operating Partnership L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate and manage real properties on behalf of the Wells Real Estate Investment Trust, Inc., acquired the Dial Building from Ryan Companies US, Inc. ("Ryan"). Ryan is not an affiliate of Wells OP. The purchase price of the Dial Building was \$14,250,000. Wells OP incurred additional acquisition expenses in connection with the purchase of the Dial Building, including attorney's fees, recording fees, loan fees, and other closing costs, of approximately \$35,712. The funds used to purchase the Dial Building consisted of cash and proceeds from Wells OP's lines of credit with SouthTrust Bank, N.A. and Bank of America, N.A.

The entire 129,689 rentable square feet of the Dial Building is currently under a net lease agreement (the "Lease") with Dial Corporation ("Dial"). The Lease was assigned to Wells OP at closing. The Lease commenced on August 14, 1997 and expires on August 31, 2008. Dial has the right to extend the Lease for two additional five-year periods at 95% of the then-current fair market rental rate. Under the Lease, Dial is required to pay as additional rent all real estate taxes, special assessments, utilities, insurance, and other operating costs associated with the Dial Building during the term of the Lease. In addition, Dial is responsible for repair and maintenance of the roof, walls, structure, and foundation, landscaping, and heating, ventilating, air conditioning, mechanical, electrical, plumbing, and other systems.

##### Rental Revenues

Rental income from the lease is recognized on a straight-line basis over the life of the lease.

#### 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, the statement excludes certain historical expenses, such as depreciation, interest, and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

management fees, not comparable to the operations of the Dial Building after acquisition by Wells OP.

199

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the ASML BUILDING for the year ended December 31, 1999. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the ASML Building after acquisition by the Wells Operating Partnership, L.P. (on behalf of Wells Real Estate Investment Trust, Inc.). The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the ASML Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the ASML Building for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
April 10, 2000

200

ASML BUILDING  
STATEMENT OF REVENUES  
OVER CERTAIN OPERATING EXPENSES

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

FOR THE YEAR ENDED DECEMBER 31, 1999

REVENUES:

Rental income	\$1,849,908
Tenant reimbursements	242,143
	-----
Total revenues	2,092,051
	-----

OPERATING EXPENSES:

Ground lease	206,625
Insurance	9,628
	-----
Total operating expenses	216,253
	-----

REVENUES OVER CERTAIN OPERATING EXPENSES	\$1,875,798
	=====

The accompanying notes are an integral part of this statement.

201

## ASML BUILDING

### NOTES TO STATEMENT OF REVENUES

### OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

#### 1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

##### Description of Real Estate Property Acquired

On March 29, 2000, the Wells Operating Partnership L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate, and manage real properties on behalf of the Wells Real Estate Investment Trust, Inc., acquired the ASML Building from Ryan Companies U.S., Inc. ("Ryan"). Ryan is not an affiliate of Wells OP. The purchase price of the ASML Building was \$17,355,000. Wells OP incurred additional acquisition expenses in connection with the purchase of the ASML Building, including attorney's fees, recording fees, loan fees, and other closing costs, of approximately \$48,875. The funds used to purchase the ASML Building consisted of cash and proceeds obtained from Wells OP's lines of credit with SouthTrust Bank, N.A. and Bank of America, N.A. Wells OP also assumed a ground lease with Research Park on 9.51 acres. The ground lease commenced August 22, 1997 and expires on December 31, 2082.

The entire 95,133 rentable square feet of the ASML Building is currently under a net lease agreement (the "Lease") with ASML Lithography, Inc. ("ASML"). The Lease was assigned to Wells OP at closing. The Lease commenced on June 4, 1998 and expires on June 30, 2013. ASML has the right to extend the Lease for two additional five-year periods at the prevailing market rental rate, but in no event less than the rate in force at the end of the preceding lease term. Under

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the Lease, ASML is required to pay as additional rent the rent associated with the ground lease described above and all real estate taxes, special assessments, utilities, insurance, and other operating costs associated with the ASML Building during the term of the Lease. In addition, ASML is responsible for repair and maintenance of the roof, walls, structure, and foundation, landscaping, and the heating, ventilating, air conditioning, mechanical, electrical, plumbing, and other systems.

### Rental Revenues

Rental income from the lease is recognized on a straight-line basis over the life of the lease.

## 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, the statement excludes certain historical expenses, such as depreciation, interest, and management fees, not comparable to the operations of the ASML Building after acquisition by Wells OP.

202

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the MOTOROLA BUILDING for the year ended December 31, 1999. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Motorola Building after acquisition by the Wells Operating Partnership, L.P. (on behalf of Wells Real Estate Investment Trust, Inc.). The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Motorola Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Motorola Building for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
April 10, 2000

203

MOTOROLA BUILDING

STATEMENT OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

REVENUES:	
Rental income	\$1,817,366
Tenant reimbursements	290,287
	-----
Total revenues	2,107,653
	-----
OPERATING EXPENSES:	
Ground lease	243,826
Insurance	11,951
	-----
Total operating expenses	255,777
	-----
REVENUES OVER CERTAIN OPERATING EXPENSES	\$1,851,876
	=====

The accompanying notes are an integral part of this statement.

204

MOTOROLA BUILDING

NOTES TO STATEMENT OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On March 29, 2000, the Wells Operating Partnership L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate and manage real



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

properties on behalf of the Wells Real Estate Investment Trust, Inc., acquired the Motorola Building from Ryan Companies US, Inc. ("Ryan"). Ryan is not an affiliate of Wells OP. The purchase price of the Motorola Building was \$16,000,000. Wells OP incurred additional acquisition expenses in connection with the purchase of the Motorola Building, including attorney's fees, recording fees, loan fees, and other closing costs, of approximately \$36,622. The funds used to purchase the Motorola Building consisted of cash and proceeds obtained from Wells OP's lines of credit with SouthTrust Bank, N.A. and Bank of America, N.A. In addition, \$5,000,000 in loan proceeds were provided by Ryan as seller financing. Wells OP also assumed a ground lease with Research Park on 12.44 gross acres. The ground lease commenced November 19, 1997 and expires on December 31, 2082.

The entire 133,225 rentable square feet of the Motorola Building is currently under a net lease agreement (the "Lease") with Motorola, Inc. ("Motorola"). The Lease was assigned to Wells OP at closing. The initial term of the Lease is seven years, which commenced on August 17, 1998 and expires on August 31, 2005. Motorola has the right to extend the Lease for four additional five-year periods at the prevailing market rental rate. Under the lease, Motorola is required to pay as additional rent the rent associated with the ground lease described above and all real estate taxes, special assessments, utilities, insurance, and other operating costs associated with the Motorola Building during the term of the Lease. In addition, Motorola's responsible for repair and maintenance of the roof, walls, structure, and foundation, landscaping, and the heating, ventilating, air conditioning, mechanical, electrical, plumbing, and other systems.

### Rental Revenues

Rental income from the lease is recognized on a straight-line basis over the life of the lease.

## 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, the statement excludes certain historical expenses, such as depreciation, interest, and management fees, not comparable to the operations of the Motorola Building after acquisition by Wells OP.

205

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the MOTOROLA PLAINFIELD BUILDING for the year ended December 31, 1999. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States. These standards require that we plan and perform the audit

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement. An audit also includes assessing the accounting principles used and significant estimates made by management as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Motorola Plainfield Building after acquisition by the Wells Operating Partnership, L.P. (on behalf of Wells Real Estate Investment Trust, Inc.). The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Motorola Plainfield Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Motorola Plainfield Building for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.

/s/ Arthur Andersen LLP

Atlanta, Georgia  
November 30, 2000

206

MOTOROLA PLAINFIELD BUILDING  
STATEMENTS OF REVENUES  
OVER CERTAIN OPERATING EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 1999  
AND THE NINE MONTHS ENDED SEPTEMBER 30, 2000 (UNAUDITED)

	September 30, 2000	December 31, 1999
	----- (unaudited)	-----
RENTAL REVENUES	\$770,000	\$2,310,000
OPERATING EXPENSES, net of reimbursements	73,739	10,916
REVENUES OVER CERTAIN OPERATING EXPENSES	\$696,261 =====	\$2,299,084 =====

The accompanying notes are an integral part of these statements.

207

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

MOTOROLA PLAINFIELD BUILDING

NOTES TO STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

AND THE NINE MONTHS ENDED SEPTEMBER 30, 2000 (UNAUDITED)

## 1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

### Description of Real Estate Property Acquired

On November 1, 2000, the Wells Operating Partnership L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate and manage real properties on behalf of the Wells Real Estate Investment Trust, Inc., acquired the Motorola Plainfield Building from WHMAB Real Estate Limited Partnership ("WHMAB"). WHMAB is not an affiliate of Wells OP. The total purchase price of the Motorola Plainfield Building was \$34,072,916, which includes an obligation of WHMAB assumed by Wells OP at closing to reimburse the tenant, Motorola, Inc. ("Motorola"), a maximum of \$424,760 for certain rent payments required of it under its prior lease. Wells OP incurred additional acquisition expenses in connection with the purchase of the Motorola Plainfield Building, including attorney's fees, recording fees, loan fees, and other closing costs, of approximately \$105,225. The funds used to purchase the Motorola Plainfield Building consisted of cash and proceeds from Wells OP's line of credit with SouthTrust Bank, N.A.

The entire 236,710 rentable square feet of the Motorola Plainfield Building is currently under a net lease agreement (the "Lease") with Motorola. The Lease was assigned to Wells OP at closing. The Lease commenced on November 1, 2000 and expires on October 31, 2010. Motorola has the right to extend the Lease for two additional five-year periods of time for a base rent equal to the greater of (i) the last year's rent, or (ii) 95% of the then-current fair market rental rate. Under the Lease, Motorola is required to pay as additional rent all real estate taxes, special assessments, utilities, insurance, and other operating costs associated with the Motorola Plainfield Building during the term of the Lease. In addition, Motorola is responsible for repair and maintenance of the roof, walls, structure, and foundation, landscaping, and heating, ventilating, air conditioning, mechanical, electrical, plumbing, and other systems.

Prior to commencement of the Lease with Motorola, 220,000 rentable square feet of the Motorola Plainfield Building was under a net lease agreement (the "Previous Lease") with a tenant. The Previous Lease commenced on May 14, 1997 and expired on April 30, 2000. Under the Previous Lease, the tenant was required to pay as additional rent all real estate taxes, special assessments, utilities, insurance, and other operating costs associated with the Motorola Plainfield Building during the term of the Previous Lease. In addition, the tenant was responsible for repair and maintenance of the roof, walls, structure, and foundation, landscaping, and heating, ventilating, air conditioning, mechanical, electrical, plumbing, and other systems.

The Motorola Plainfield Building did not have any tenants for the period from May 1, 2000 to October 31, 2000.

### Rental Revenues

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Rental income from leases is recognized on a straight-line basis over the life of the lease.

208

### 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, the statement excludes certain historical expenses, such as depreciation, interest, and management fees, not comparable to the operations of the Motorola Plainfield Building after acquisition by Wells OP.

209

#### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### UNAUDITED PRO FORMA FINANCIAL STATEMENTS

The following unaudited pro forma balance sheet as of September 30, 2000 has been prepared to give effect to the acquisition of the Motorola Plainfield Building by the Wells Operating Partnership, L.P. ("Wells OP"), as if the acquisition occurred as of September 30, 2000. The following unaudited pro forma statements of income for the year ended December 31, 1999 and the nine months ended September 30, 2000 have been prepared to give effect to the acquisition of the Dial Building, the ASML Building, and the Motorola Tempe Building (together, the "Prior Acquisitions") and the Motorola Plainfield Building by the Wells OP as if each acquisition occurred on January 1, 1999.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of the Wells Real Estate Investment Trust, Inc. Wells Real Estate Investment Trust, Inc. is the general partner of the Wells OP.

These unaudited pro forma financial statements are prepared for informational purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions been consummated at the beginning of the period presented.

210

#### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA BALANCE SHEET

SEPTEMBER 30, 2000

(Unaudited)

ASSETS

Wells Real  
Estate

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Investment Trust, Inc.	Pro Forma Adjustments
	-----	-----
REAL ESTATE ASSETS, AT COST:		
Land	\$ 21,695,304	\$ 9,652,500 (a) 402,509 (b)
Buildings less accumulated depreciation of \$6,810,792	188,671,038	24,525,641 (a) 1,022,719 (b)
Construction in progress	295,517	0
	-----	-----
Total real estate assets	210,661,859	35,603,369
INVESTMENT IN JOINT VENTURES	36,708,242	0
CASH AND CASH EQUIVALENTS	12,257,161	(10,753,381) (a) (954,223) (b) (82,973) (c)
DEFERRED OFFERING COSTS	1,108,206	0
DEFERRED PROJECT COSTS	471,005	(471,005) (b)
DUE FROM AFFILIATES	859,515	0
PREPAID EXPENSES AND OTHER ASSETS	6,344,905	82,973 (c)
	-----	-----
Total assets	\$ 268,410,893	\$23,424,760
	=====	=====

211

LIABILITIES AND SHAREHOLDERS' EQUITY

	Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments
	-----	-----
LIABILITIES:		
Accounts payable and accrued expenses	\$ 975,821	\$ 424,760 (a), (d)
Notes payable	38,909,030	23,000,000 (a)
Dividends payable	4,475,982	0
Due to affiliate	1,372,508	0
	-----	-----
Total liabilities	45,733,341	23,424,760
	-----	-----
COMMITMENTS AND CONTINGENCIES		
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,000	0
	-----	-----
SHAREHOLDERS' EQUITY:		
Common shares, \$.01 par value; 40,000,000 shares authorized, 13,471,085 shares issued and outstanding	261,748	0
Additional paid-in capital	222,215,804	0

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Retained earnings	0	0
	-----	-----
Total shareholders' equity	222,477,552	0
	-----	-----
Total liabilities and shareholders' equity	\$ 268,410,893	\$ 23,424,760
	=====	=====

- (a) Reflects Wells Real Estate Investment Trust Inc.'s purchase price for the building.
- (b) Reflects deferred project costs allocated to the land and building at approximately 4.17% of the purchase price.
- (c) Reflects loan fees incurred in connection with the receipt of loan proceeds from the SouthTrust Bank, N.A., line of credit.
- (d) Reflects assumption of obligation of Wells OP to reimburse the tenant of certain rent payments required of it under its prior lease.

212

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME

FOR THE YEAR ENDED DECEMBER 31, 1999

(Unaudited)

	Wells Real Estate	Pro Forma Adjustments	
	Investment Trust, Inc.	Prior Acquisitions	Motorola Plainfield
	-----	-----	-----
<b>REVENUES:</b>			
Rental income	\$4,735,184	\$5,056,142 (a)	\$2,310,000
Equity in income of joint ventures	1,243,969	0	0
Interest income	502,993	0	0
Other income	13,249	0	0
	-----	-----	-----
	6,495,395	5,056,142	2,310,000
	-----	-----	-----
<b>EXPENSES:</b>			
Depreciation and amortization	1,726,103	1,842,818 (b)	1,021,934
			23,706
Interest	442,029	2,758,350 (d)	1,787,100
		450,000 (e)	
Operating costs, net of reimbursements	(74,666)	(60,400) (g)	10,916
Management and leasing fees	257,744	282,116 (i)	138,600
General and administrative	123,776	0	0
Legal and accounting	115,471	0	0

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Computer costs	11,368	0	0
Amortization of organizational costs	8,921	0	0
	-----	-----	-----
	2,610,746	5,272,884	2,982,256
	-----	-----	-----
NET INCOME	\$3,884,649	\$ (216,742)	\$ (672,256)
	=====	=====	=====
HISTORICAL EARNINGS PER SHARE (BASIC AND DILUTED)	\$ 0.50		
	=====		
PRO FORMA EARNINGS PER SHARE (BASIC AND DILUTED)			

- (a) Rental income recognized on a straight-line basis.
- (b) Depreciation expense on the building using the straight-line method and a 25-year life.
- (c) Amortization of loan costs over term of SouthTrust Bank, N.A. line of credit.
- (d) Interest expense on the \$9,000,000 line of credit with SouthTrust Bank, N.A. and the \$26,500,000 line of credit with Bank of America, N.A., which bear interest at 7.77% for the year ended December 31, 1999.
- (e) Interest expense on the \$5,000,000 note payable with Ryan Companies U.S., Inc., the seller, which bears interest at 9%.
- (f) Interest expense on the \$23,000,000 line-of-credit with SouthTrust Bank, N.A., which bears interest at 7.77% for the year ended December 31, 1999.
- (g) Consists of ground lease and insurance expense for the ASML Building and the Motorola Tempe Building, net of tenant reimbursements.
- (h) Consists of non-reimbursable operating expenses.
- (i) Management and leasing fees equal approximately 6% of rental income.
- (j) As of the property acquisition date of November 1, 2000, Wells Real Estate Investment Trust, Inc. had 27,970,106 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire year ended December 31, 1999.

213

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2000

(Unaudited)

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Real Estate	Pro Forma Adjustments	
	Investment Trust, Inc.	Prior Acquisitions	Motorola Plainfield
	-----	-----	-----
<b>REVENUES:</b>			
Rental income	\$13,712,371	\$1,440,432 (a)	\$ 770,000
Equity in income of joint ventures	1,684,247	0	
Interest income	338,020	0	
	-----	-----	-----
	15,734,638	1,440,432	770,000
	-----	-----	-----
<b>EXPENSES:</b>			
Depreciation and amortization	5,084,689	460,704 (b)	766,451 17,788
Interest	2,798,299	777,450 (d) 112,500 (e)	1,546,620
Operating costs, net of reimbursements	631,407	(15,099) (g)	73,730
Management and leasing fees	919,630	86,426 (i)	46,200
General and administrative	273,484	0	
Legal and accounting	130,603	0	
Computer costs	8,846	0	
Amortization of organizational costs	150,143	0	
	-----	-----	-----
	9,997,101	1,421,981	2,450,790
	-----	-----	-----
<b>NET INCOME</b>	<b>\$ 5,737,537</b>	<b>\$ 18,451</b>	<b>\$ (1,680,790)</b>
	=====	=====	=====
<b>HISTORICAL EARNINGS PER SHARE (BASIC AND DILUTED)</b>	<b>\$ 0.30</b>		
	=====		

PRO FORMA EARNINGS PER SHARE (BASIC AND DILUTED)

REVENUES:

- (a) Rental income recognized on a straight-line basis.
- (b) Depreciation expense on the building using the straight-line method and a 25-year life.
- (c) Amortization of loan costs over term of SouthTrust Bank, N.A. line of credit.
- (d) Interest expense on the \$9,000,000 line of credit with SouthTrust Bank, N.A. and the \$26,500,000 line of credit with Bank of America, N.A., which bear interest at 8.76% for the nine months ended September 30, 2000.
- (e) Interest expense on the \$5,000,000 note payable with Ryan Companies U.S., Inc., the seller, which bears interest at 9%.
- (f) Interest expense on the \$23,000,000 line-of-credit with SouthTrust Bank, N.A., which bears interest at 8.97% for the nine



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

months ended September 30, 2000.

- (g) Consists of ground lease and insurance expense for the ASML Building and the Motorola Tempe Building, net of tenant reimbursements.
- (h) Consists of non-reimbursable operating expenses.
- (i) Management and leasing fees equal approximately 6% of rental income.
- (j) As of the property acquisition date of November 1, 2000, Wells Real Estate Investment Trust, Inc. had 27,970,106 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire nine months ended September 30, 2000.

214

### PRIOR PERFORMANCE TABLES

The following Prior Performance Tables (Tables) provide information relating to real estate investment programs sponsored by the advisor and its affiliates (Wells Public Programs) which have investment objectives similar to Wells Real Estate Investment Trust, Inc. (Wells REIT). (See "Investment Objectives and Criteria.") All of the Wells Public Programs, except for the Wells REIT, have used substantial amounts of capital, and no acquisition indebtedness, to acquire their properties.

Prospective investors should read these Tables carefully together with the summary information concerning the Wells Public Programs as set forth in "Prior Performance Summary" section of this prospectus.

Investors in the Wells REIT will not own any interest in other Wells Public Programs and should not assume that they will experience returns, if any, comparable to those experienced by investors in the Wells Public Programs.

The advisor is responsible for the acquisition, operation, maintenance and resale of the real estate properties. The financial results of the Wells Public Programs thus provide an indication of the advisor's performance of its obligations during the periods covered. However, general economic conditions affecting the real estate industry and other factors contribute significantly to financial results.

The following tables are included herein:

Table I - Experience in Raising and Investing Funds (As a Percentage of Investment)

Table II - Compensation to Sponsor (in Dollars)

Table III - Annual Operating Results of Wells Public Programs

Table IV (Results of completed programs) and Table V (sales or disposals of property) have been omitted since none of the Wells Public Programs have sold any of their properties to date.

Additional information relating to the acquisition of properties by the Wells Public Programs is contained in Table VI, which is included in Part II of the registration statement which the Wells REIT has filed with the Securities

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

and Exchange Commission. As described above, no Wells Public Program has sold or disposed of any property held by it. Copies of any or all information will be provided to prospective investors at no charge upon request.

The following are definitions of certain terms used in the Tables:

"Acquisition Fees" shall mean fees and commissions paid by a Wells Public Program in connection with its purchase or development of a property, except development fees paid to a person not affiliated with the Wells Public Program or with a general partner or advisor of the Wells Public Program in connection with the actual development of a project after acquisition of the land by the Wells Public Program.

215

"Organization Expenses" shall include legal fees, accounting fees, securities filing fees, printing and reproduction expenses and fees paid to the sponsor in connection with the planning and formation of the Wells Public Program.

"Underwriting Fees" shall include selling commissions and wholesaling fees paid to broker-dealers for services provided by the broker-dealers during the offering.

216

TABLE I  
(UNAUDITED)

### EXPERIENCE IN RAISING AND INVESTING FUNDS

This Table provides a summary of the experience of the sponsors of Wells Public Programs for which offerings have been completed since December 31, 1996. Information is provided with regard to the manner in which the proceeds of the offerings have been applied. Also set forth is information pertaining to the timing and length of these offerings and the time period over which the proceeds have been invested in the properties. All figures are as of December 31, 1999.

	Wells Real Estate Fund IX, L.P. -----	Wells Real Estate Fund X, L.P. -----	Wells Estate XI, L.P. -----
Dollar Amount Raised	\$35,000,000/(3)/ =====	\$ 27,128,912/(4)/ =====	\$ 16,532, =====
Percentage Amount Raised	100.0%/(3)/	100%/(4)/	
Less Offering Expenses			
Underwriting Fees	10.0%	10.0%	
Organizational Expenses	5.0%	5.0%	
Reserves/(1)/	0.0%	0.0%	
	----	----	
Percent Available for Investment	85.0%	85.0%	8
Acquisition and Development Costs			

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Prepaid Items and Fees related to

Purchase of Property	2.0%	5.4%	
Cash Down Payment	67.1%	60.5%	8
Acquisition Fees/(2)/	4.0%	4.0%	
Development and Construction Costs	11.9%	14.1%	
Reserve for Payment of Indebtedness	0.0%	0.0%	
	----	----	
Total Acquisition and Development Cost	85.0%	84.0%	8
Percent Leveraged	0.0%	0.0%	
	====	====	=
Date Offering Began	01/05/96	12/31/96	2/31
Length of Offering	12 mo.	12 mo.	12
Months to Invest 90% of Amount Available for Investment (Measured from Beginning of Offering)	14 mo.	19 mo.	20
Number of Investors as of 12/31/99	2,120	1,812	1,

- (1) Does not include general partner contributions held as part of reserves.
- (2) Includes acquisition fees, real estate commissions, general contractor fees and/or architectural fees paid to affiliates of the general partners.
- (3) Total dollar amount registered and available to be offered was \$35,000,000. Wells Real Estate Fund IX, L.P. closed its offering on December 30, 1996, and the total dollar amount raised was \$35,000,000.

217

- (4) Total dollar amount registered and available to be offered was \$35,000,000. Wells Real Estate Fund X, L.P. closed its offering on December 30, 1997, and the total dollar amount raised was \$27,128,912.
- (5) Total dollar amount registered and available to be offered was \$35,000,000. Wells Real Estate Fund XI, L.P. closed its offering on December 30, 1998, and the total dollar amount raised was \$16,532,802.
- (6) Total dollar amount registered and available to be offered was \$165,000,000. Wells Real Estate Investment Trust, Inc. closed its initial offering on December 20, 1999, and the total dollar amount raised in its initial offering was \$132,181,919.

218

### TABLE II (UNAUDITED) COMPENSATION TO SPONSOR

The following sets forth the compensation received by Wells Capital and its affiliates, including compensation paid out of offering proceeds and compensation paid in connection with the ongoing operations of Wells Public Programs having similar or identical investment objectives the offerings of which have been completed since December 31, 1996. These partnerships have not sold or refinanced any of their properties to date. All figures are as of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

December 31, 1999.

	Wells Real Estate Fund IX, L.P. -----	Wells Real Estate Fund X, L.P. -----	Wells Real Estate Fund XI, L.P. -----
Date Offering Commenced	01/05/96	12/31/96	12/31/97
Dollar Amount Raised	\$35,000,000	\$ 27,128,912	\$ 16,532,802
to Sponsor from Proceeds of Offering:			
Underwriting Fees/(2)/	\$ 309,556	\$ 260,748	\$ 151,911
Acquisition Fees			
Real Estate Commissions	--	--	--
Acquisition and Advisory Fees/(3)/	\$ 1,400,000	\$ 1,085,157	\$ 578,648
Dollar Amount of Cash Generated from Operations Before Deducting Payments to Sponsor/(4)/	\$ 7,064,631	\$ 4,262,319	\$ 2,133,705
Amount Paid to Sponsor from Operations:	\$ 169,661	\$ 105,410	\$ 22,200
Property Management Fee/(1)/	--	--	--
Partnership Management Fee	\$ 133,784	\$ 105,132	\$ 61,058
Reimbursements	\$ 260,082	\$ 176,108	\$ 33,492
Leasing Commissions	--	--	--
General Partner Distributions	--	--	--
Other			
Dollar Amount of Property Sales and Refinancing Payments to Sponsors:	--	--	--
Cash	--	--	--
Notes			
Amount Paid to Sponsor from Property Sales and Refinancing:			
Real Estate Commissions	--	--	--
Incentive Fees	--	--	--
Other	--	--	--

- (1) Includes compensation paid to the general partners from Wells Real Estate Fund I, Wells Real Estate Fund II, Wells Real Estate Fund II-OW, Wells Real Estate Fund III, L.P., Wells Real Estate Fund IV, L.P., Wells Real Estate Fund V, L.P., Wells Real Estate Fund VI, L.P., Wells Real Estate Fund VII, L.P., and Wells Real Estate Fund VIII, L.P. during the past three years. In addition to the amounts shown, affiliates of the general partners of Wells Real Estate Fund I are entitled to certain property management and leasing fees but have elected to defer the payment of such fees until a later year on properties owned by Wells Real Estate Fund I. At December 31, 1999, the amount of such deferred fees due the general partners totaled \$2,397,266.
- (2) Includes net underwriting compensation and commissions paid to Wells Investment Securities, Inc. in connection with the offering which was not reallocated to participating broker-dealers.
- (3) Fees paid to the general partners or their affiliates for acquisition and advisory services in connection with the review and evaluation of potential real property acquisitions.

- (4) Includes \$487,134 in net cash provided by operating activities, \$6,013,970 in distributions to limited partners and \$563,527 in payments to sponsor for Wells Real Estate Fund IX, L.P.; \$400,825 in net cash provided by operating activities, \$3,474,844 in distributions to limited partners and \$386,650 in payments to sponsor for Wells Real Estate Fund X, L.P.; \$(150,720) in net cash used by operating activities, \$2,167,675 in distributions to limited partners and \$116,750 in payments to sponsor for Wells Real Estate Fund XI, L.P.; \$3,732,726 in net cash provided by operating activities, \$3,909,385 in dividends and \$360,021 in payments to sponsor for Wells Real Estate Investment Trust, Inc.; and \$2,167,163 in net cash provided by operating activities, \$31,280,559 in distributions to limited partners and \$4,629,164 in payments to sponsor for other public programs.

220

TABLE III  
(UNAUDITED)

The following six tables set forth operating results of Wells Public Programs the offerings of which have been completed since December 31, 1994. The information relates only to public programs with investment objectives similar to those of the Wells REIT. All figures are as of December 31 of the year indicated.

221

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND VII, L.P.

	1999 ----	1998 ----	1997 ----
Gross Revenues/(1)/	\$ 982,630	\$ 846,306	\$ 816,237
Profit on Sale of Properties	--	--	--
Less: Operating Expenses/(2)/	85,273	85,722	76,838
Depreciation and Amortization/(3)/	1,562	6,250	6,250
Net Income GAAP Basis/(4)/	\$ 895,795	\$ 754,334	\$ 733,149
Taxable Income: Operations	\$ 1,255,666	\$ 1,109,096	\$ 1,008,368
Cash Generated (Used By):			
Operations	(82,763)	(72,194)	(43,250)
Joint Ventures	1,777,010	1,770,742	1,420,126
	\$ 1,694,247	\$ 1,698,548	\$ 1,376,876
Less Cash Distributions to Investors:			
Operating Cash Flow	1,688,290	1,636,158	1,376,876
Return of Capital	--	--	2,709
Undistributed Cash Flow from Prior Year			
Operations	--	--	--

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cash Generated (Deficiency) after Cash Distributions	\$ 5,957	\$ 62,390	\$ (2,709)	\$
Special Items (not including sales and financing):				
Source of Funds:				
General Partner Contributions	--	--	--	--
Increase in Limited Partner Contributions	\$ --	\$ --	\$ --	\$
	-----	-----	-----	-----
	\$ 5,957	\$ 62,390	\$ (2,709)	\$
Use of Funds:				
Sales Commissions and Offering Expenses	--	--	--	--
Return of Original Limited Partner's Investment	--	--	--	--
Property Acquisitions and Deferred Project Costs	0	181,070	169,172	--
	-----	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ 5,957	\$ (118,680)	\$ (171,881)	\$
	=====	=====	=====	=====

Net Income and Distributions Data per \$1,000

Invested:

Net Income on GAAP Basis:

Ordinary Income (Loss)	93	85	86
- Operations Class A Units	(248)	(224)	(168)
- Operations Class B Units	--	--	--
Capital Gain (Loss)			

Tax and Distributions Data per \$1,000 Invested:

Federal Income Tax Results:

Ordinary Income (Loss)			
- Operations Class A Units	89	82	78
- Operations Class B Units	(144)	(134)	(111)
Capital Gain (Loss)	--	--	--

Cash Distributions to Investors:

Source (on GAAP Basis)

- Investment Income Class A Units	83	81	70
- Return of Capital Class A Units	--	--	--
- Return of Capital Class B Units	--	--	--

Source (on Cash Basis)

- Operations Class A Units	83	81	70
- Return of Capital Class A Units	--	--	--
- Operations Class B Units	--	--	--

Source (on a Priority Distribution Basis)/(5)/

- Investment income Class A Units	67	65	54
- Return of Capital Class A Units	16	16	16
- Return of Capital Class B Units	--	--	--

Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table

100%

(1) Includes \$403,325 in equity in earnings of joint ventures and \$521,921 from investment of reserve funds in 1995, \$457,144 in equity in earnings of joint ventures and \$86,147 from investment of reserve funds in 1996, \$785,398 in equity in earnings of joint ventures and \$30,839 from investment of reserve funds in 1997, \$839,037 in equity in earnings of joint ventures and \$7,269 from investment of reserve funds in 1998, and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

\$981,104 in equity in earnings of joint ventures and \$1,526 from investment of reserve funds in 1999. At December 31, 1999, the leasing status was 97% including developed property in initial lease up.

- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$25,468 for 1994, \$140,533 for 1995, \$605,247 for 1996, \$877,869 for 1997, \$955,245 for 1998, and \$982,052 for 1999.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$950,826 to Class A Limited Partners, \$(146,503) to Class B Limited Partners and \$(280) to the General Partners for 1995; \$1,062,605 to Class A Limited Partners, \$(609,829) to Class B Limited Partners and \$0 to the General Partners for 1996; \$1,615,965 to class A Limited Partners, \$(882,816) to Class B Limited Partners and \$0 to the General Partners for 1997; \$1,704,213 to Class A Limited Partners, \$(949,879) to Class B Limited Partners and \$0 to the General Partners for 1998; and \$1,879,410 to Class A Limited Partners, \$(983,615) to Class B Limited Partners and \$0 to the General Partners for 1999.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 1999, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,680,730.

223

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND VIII, L.P.

	1999	1998	1997
	----	----	----
Gross Revenues/(1)/	\$ 1,360,497	\$ 1,362,513	\$ 1,362,513
Profit on Sale of Properties	--	--	--
Less: Operating Expenses/(2)/	87,301	87,092	87,092
Depreciation and Amortization/(3)/	6,250	6,250	6,250
	-----	-----	-----
Net Income GAAP Basis/(4)/	\$ 1,266,946	\$ 1,269,171	\$ 1,269,171
	=====	=====	=====
Taxable Income: Operations	\$ 1,672,844	\$ 1,683,192	\$ 1,683,192
	=====	=====	=====
Cash Generated (Used By):			
Operations	(87,298)	(63,946)	(63,946)
Joint Ventures	2,558,623	2,293,504	2,293,504
	-----	-----	-----
	\$ 2,471,325	\$ 2,229,558	\$ 2,229,558
	=====	=====	=====
Less Cash Distributions to Investors:			
Operating Cash Flow	2,379,215	2,218,400	2,218,400
Return of Capital	--	--	--
Undistributed Cash Flow from Prior Year Operations	--	--	--
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ 92,110	\$ 11,158	\$ 11,158

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Special Items (not including sales and financing):

Source of Funds:

General Partner Contributions	--	--
Increase in Limited Partner Contributions/(5)/	--	--

	\$ 92,110	\$ 11,158	\$ (
--	-----------	-----------	------

Use of Funds:

Sales Commissions and Offering Expenses	--	--	
Return of Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	0	1,850,859	10,

Cash Generated (Deficiency) after Cash

Distributions and Special Items	\$ 92,110	\$ (1,839,701)	\$ (10,
---------------------------------	-----------	----------------	---------

Net Income and Distributions Data per \$1,000 Invested:

Net Income on GAAP Basis:

Ordinary Income (Loss)		
- Operations Class A Units	91	91
- Operations Class B Units	(247)	(212)
Capital Gain (Loss)	--	--

Tax and Distributions Data per \$1,000 Invested:

Federal Income Tax Results:

Ordinary Income (Loss)		
- Operations Class A Units	88	89
- Operations Class B Units	154	(131)
Capital Gain (Loss)	--	--

Cash Distributions to Investors:

Source (on GAAP Basis)

- Investment Income Class A Units	87	83
- Return of Capital Class A Units	--	--
- Return of Capital Class B Units	--	--

Source (on Cash Basis)

- Operations Class A Units	87	83
- Return of Capital Class A Units	--	--
- Operations Class B Units	--	--

Source (on a Priority Distribution Basis)/(5)/

- Investment Income Class A Units	70	69
- Return of Capital Class A Units	17	16
- Return of Capital Class B Units	--	--

Amount (in Percentage Terms) Remaining Invested

in Program Properties at the end of the Last Year Reported in

the Table

100%

224

- (1) Includes \$28,377 in equity in earnings of joint ventures and \$374,051 from investment of reserve funds in 1995, \$241,819 in equity in earnings of joint ventures and \$815,875 from investment of reserve funds in 1996, \$1,034,907 in equity in earnings of joint ventures and \$169,111 from investment of reserve funds in 1997, \$1,346,367 in equity in earnings of joint ventures and \$16,146 from investment of reserve funds in 1998, and \$1,360,494 in equity in earnings of joint ventures and \$3 from investment of reserve funds in 1999. At December 31, 1999, the leasing status was 98% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$14,058 for 1995, \$265,259 for 1996, \$841,666 for 1997, \$1,157,355 for 1998, and \$1,209,171 for 1999.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$294,221 to Class A Limited Partners, \$(20,104) to Class B Limited Partners and \$(203) to the General Partners for 1995; \$1,207,540 to Class A Limited Partners, \$(270,653) to Class B Limited Partners and \$(297) to the General Partners for 1996; \$1,947,536 to Class A Limited Partners, \$(844,969) to Class B Limited Partners and \$0 to the General Partners for 1997; \$2,431,246 to Class A Limited Partners, \$(1,162,075) to Class B Limited Partners and \$0 to the General Partners for 1998; and \$2,481,559 to Class A Limited Partners, \$(1,214,613) to Class B Limited Partners and \$0 to the General Partners for 1999.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 1999, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,464,810.

225

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND IX, L.P.

	1999 ----	1998 ----
Gross Revenues/(1)/	\$ 1,593,734	\$ 1,561,456
Profit on Sale of Properties	--	--
Less: Operating Expenses/(2)/	90,903	105,251
Depreciation and Amortization/(3)/	12,500	6,250
	-----	-----
Net Income GAAP Basis/(4)/	\$ 1,490,331	\$ 1,449,955
	=====	=====
Taxable Income: Operations	\$ 1,924,542	\$ 1,906,011
	=====	=====
Cash Generated (Used By):		
Operations	\$ (94,403)	\$ 80,147
Joint Ventures	2,814,870	2,125,489
	-----	-----
	\$ 2,720,467	\$ 2,205,636
Less Cash Distributions to Investors:		
Operating Cash Flow	2,720,467	2,188,189
Return of Capital	15,528	--
Undistributed Cash Flow From Prior Year Operations	17,447	--
	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ (32,975)	\$ 17,447
Special Items (not including sales and financing):		
Source of Funds:		
General Partner Contributions	--	--
Increase in Limited Partner Contributions	--	--

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	-----	-----
	\$ (32,975)	\$ 17,447
Use of Funds:		
Sales Commissions and Offering Expenses	--	323,039
Return of Original Limited Partner's Investment	--	--
Property Acquisitions and Deferred Project Costs	190,853	9,455,554
	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (223,828)	\$ (9,438,107)
	=====	=====
Net Income and Distributions Data per \$1,000 Invested:		
Net Income on GAAP Basis:		
Ordinary Income (Loss)	89	88
- Operations Class A Units	(272)	(218)
- Operations Class B Units	--	--
Capital Gain (Loss)		
Tax and Distributions Data per \$1,000 Invested:		
Federal Income Tax Results:		
Ordinary Income (Loss)		
- Operations Class A Units	86	85
- Operations Class B Units	(164)	(123)
Capital Gain (Loss)	--	--
Cash Distributions to Investors:		
Source (on GAAP Basis)		
- Investment Income Class A Units	88	73
- Return of Capital Class A Units	2	--
- Return of Capital Class B Units	--	--
Source (on Cash Basis)		
- Operations Class A Units	89	73
- Return of Capital Class A Units	1	--
- Operations Class B Units	--	--
Source (on a Priority Distribution Basis)/(5)/		
- Investment Income Class A Units	77	61
- Return of Capital Class A Units	13	12
- Return of Capital Class B Units	--	--
Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table		
	100%	

226

- (1) Includes \$23,077 in equity in earnings of joint ventures and \$383,884 from investment of reserve funds in 1996, and \$593,914 in equity in earnings of joint ventures and \$605,386 from investment of reserve funds in 1997, \$1,481,869 in equity in earnings of joint ventures and \$79,587 from investment of reserve funds in 1998, and \$1,593,734 in equity in earnings of joint ventures and \$0 from investment of reserve funds in 1999. At December 31, 1999, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$25,286 for 1996, \$469,126 for 1997, \$1,143,407 for 1998, and \$1,210,939 for 1999.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$330,270 to Class A Limited

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Partners, \$(31,220) to Class B Limited Partners and \$(294) to the General Partners for 1996; \$1,564,778 to Class A Limited Partners, \$(472,806) to Class B Limited Partners and \$(206) to the General Partners for 1997; \$2,597,938 to Class A Limited Partners, \$(1,147,983) to Class B Limited Partners and \$0 to the General Partners for 1998; and \$2,713,636 to Class A Limited Partners, \$(1,223,305) to Class B Limited Partners and \$0 to the General Partners for 1999.

- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 1999, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$993,010.

227

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND X, L.P.

	1999	1998
	----	----
Gross Revenues/(1)/	\$ 1,309,281	\$ 1,204,597
Profit on Sale of Properties	--	--
Less: Operating Expenses/(2)/	98,213	99,034
Depreciation and Amortization/(3)/	18,750	55,234
	-----	-----
Net Income GAAP Basis/(4)/	\$ 1,192,318	\$ 1,050,329
	=====	=====
Taxable Income: Operations	\$ 1,449,771	\$ 1,277,016
	=====	=====
Cash Generated (Used By):		
Operations	(99,862)	300,019
Joint Ventures	2,175,915	886,846
	-----	-----
	\$ 2,076,053	\$ 1,186,865
Less Cash Distributions to Investors:		
Operating Cash Flow	2,067,801	1,186,865
Return of Capital	--	19,510
Undistributed Cash Flow From Prior Year Operations	--	200,668
	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ 8,252	\$ (220,178)
Special Items (not including sales and financing):		
Source of Funds:		
General Partner Contributions	--	--
Increase in Limited Partner Contributions	--	--
	-----	-----
	\$ 8,252	\$ (220,178)
Use of Funds:		
Sales Commissions and Offering Expenses	--	300,725
Return of Original Limited Partner's Investment	--	--
Property Acquisitions and Deferred Project Costs	0	17,613,067

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ 8,252	\$(18,133,970)
	=====	=====
Net Income and Distributions Data per \$1,000 Invested:		
Net Income on GAAP Basis:		
Ordinary Income (Loss)	97	85
- Operations Class A Units	(160)	(123)
- Operations Class B Units	--	--
Capital Gain (Loss)		
Tax and Distributions Data per \$1,000 Invested:		
Federal Income Tax Results:		
Ordinary Income (Loss)		
- Operations Class A Units	92	78
- Operations Class B Units	(100)	(64)
Capital Gain (Loss)	--	--
Cash Distributions to Investors:		
Source (on GAAP Basis)		
- Investment Income Class A Units	95	66
- Return of Capital Class A Units	--	--
- Return of Capital Class B Units	--	--
Source (on Cash Basis)		
- Operations Class A Units	95	56
- Return of Capital Class A Units	--	10
- Operations Class B Units	--	--
Source (on a Priority Distribution Basis)/(5)/		
- Investment Income Class A Units	71	48
- Return of Capital Class A Units	24	18
- Return of Capital Class B Units	--	--
Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table		100%

228

- (1) Includes \$(10,035) in equity in earnings of joint ventures and \$382,542 from investment of reserve funds in 1997, and \$869,555 in equity in earnings of joint ventures and \$215,042 from investment of reserve funds in 1998, and \$1,309,281 in equity in earnings of joint ventures and \$0 from investment of reserve funds in 1999. At December 31, 1999, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$18,675 for 1997, \$674,986 for 1998, and \$891,911 for 1999.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$302,862 to Class A Limited Partners, \$(24,675) to Class B Limited Partners and \$(162) to the General Partners for 1997; \$1,779,191 to Class A Limited Partners, \$(728,524) to Class B Limited Partners and \$(338) to General Partners for 1998; and \$2,084,229 to Class A Limited Partners, \$(891,911) to Class B Limited Partners and \$0 to the General Partners for 1999.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 1999, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$909,527.

229

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND XI, L.P.

	1999 ----	1998 ----
Gross Revenues/(1)/	766,586	262,7
Profit on Sale of Properties	--	
Less: Operating Expenses/(2)/	111,058	113,1
Depreciation and Amortization/(3)/	25,000	6,2
	-----	-----
Net Income GAAP Basis/(4)/	\$ 630,528	\$ 143,2
	=====	=====
Taxable Income: Operations	\$ 704,108	\$ 177,6
	=====	=====
Cash Generated (Used By):		
Operations	40,906	(50,8
Joint Ventures	705,394	102,6
	-----	-----
	\$ 746,300	\$ 51,8
Less Cash Distributions to Investors:		
Operating Cash Flow	746,300	51,8
Return of Capital	49,761	48,0
Undistributed Cash Flow From Prior Year Operations	--	
	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ (49,761)	\$ (48,0
Special Items (not including sales and financing):		
Source of Funds:		
General Partner Contributions	--	
Increase in Limited Partner Contributions	--	16,532,8
	-----	-----
	\$ (49,761)	\$16,484,7
Use of Funds:		
Sales Commissions and Offering Expenses	214,609	1,779,6
Return of Original Limited Partner's Investment	100	
Property Acquisitions and Deferred Project Costs	9,005,979	5,412,8
	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (9,270,449)	\$ 9,292,2
	=====	=====
Net Income and Distributions Data per \$1,000 Invested:		
Net Income on GAAP Basis:		
Ordinary Income (Loss)		
- Operations Class A Units	77	
- Operations Class B Units	(112)	
Capital Gain (Loss)	--	
Tax and Distributions Data per \$1,000 Invested:		

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Federal Income Tax Results:	
Ordinary Income (Loss)	
- Operations Class A Units	71
- Operations Class B Units	(73)
Capital Gain (Loss)	--
Cash Distributions to Investors:	
Source (on GAAP Basis)	
- Investment Income Class A Units	60
- Return of Capital Class A Units	--
- Return of Capital Class B Units	--
Source (on Cash Basis)	
- Operations Class A Units	56
- Return of Capital Class A Units	4
- Operations Class B Units	--
Source (on a Priority Distribution Basis) (5)	
- Investment Income Class A Units	46
- Return of Capital Class A Units	14
- Return of Capital Class B Units	--
Amount (in Percentage Terms) Remaining Invested in	
Program Properties at the end of the Last Year Reported in the Table	100%

230

- (1) Includes \$142,163 in equity in earnings of joint ventures and \$120,566 from investment of reserve funds in 1998, and \$607,579 in equity in earnings of joint ventures and \$159,007 from investment of reserve funds in 1999. At December 31, 1999, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$105,458 for 1998, and \$353,840 for 1999.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$254,862 to Class A Limited Partners, \$(111,067) to Class B Limited Partners and \$(500) to General Partners for 1998; and \$1,009,368 to Class A Limited Partners, \$(378,840) to Class B Limited Partners and \$0 to the General Partners for 1999.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 1999, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$213,006.

231

### EXHIBIT A

#### SUBSCRIPTION AGREEMENT

To: Wells Real Estate Investment Trust, Inc.

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Suite 250  
6200 The Corners Parkway  
Norcross, Georgia 30092

Ladies and Gentlemen:

The undersigned, by signing and delivering a copy of the attached Subscription Agreement Signature Page, hereby tenders this subscription and applies for the purchase of the number of shares of common stock ("Shares") of Wells Real Estate Investment Trust, Inc., a Maryland corporation (the "Company"), set forth on such Subscription Agreement Signature Page. Payment for the Shares is hereby made by check payable to "Wells Real Estate Investment Trust, Inc."

I hereby acknowledge receipt of the Prospectus of the Company dated December 20, 2000 (the "Prospectus").

I agree that if this subscription is accepted, it will be held, together with the accompanying payment, on the terms described in the Prospectus. Subscriptions may be rejected in whole or in part by the Company in its sole and absolute discretion.

Prospective investors are hereby advised of the following:

(a) The assignability and transferability of the Shares is restricted and will be governed by the Company's Articles of Incorporation and Bylaws and all applicable laws as described in the Prospectus.

(b) Prospective investors should not invest in Shares unless they have an adequate means of providing for their current needs and personal contingencies and have no need for liquidity in this investment.

(c) There is no public market for the Shares and, accordingly, it may not be possible to readily liquidate an investment in the Company.

A-1

## SPECIAL NOTICE FOR CALIFORNIA RESIDENTS ONLY CONDITIONS RESTRICTING TRANSFER OF SHARES

### 260.141.11 Restrictions on Transfer.

-----

(a) The issuer of any security upon which a restriction on transfer has been imposed pursuant to Sections 260.102.6, 260.141.10 or 260.534 of the Rules (the "Rules") adopted under the California Corporate Securities Law (the "Code") shall cause a copy of this section to be delivered to each issuee or transferee of such security at the time the certificate evidencing the security is delivered to the issuee or transferee.

(b) It is unlawful for the holder of any such security to consummate a sale or transfer of such security, or any interest therein, without the prior written consent of the Commissioner (until this condition is removed pursuant to Section 260.141.12 of the Rules), except:

- (1) to the issuer;
- (2) pursuant to the order or process of any court;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(3) to any person described in subdivision (i) of Section 25102 of the Code or Section 260.105.14 of the Rules;

(4) to the transferor's ancestors, descendants or spouse, or any custodian or trustee for the account of the transferor or the transferor's ancestors, descendants or spouse; or to a transferee by a trustee or custodian for the account of the transferee or the transferee's ancestors, descendants or spouse;

(5) to holders of securities of the same class of the same issuer;

(6) by way of gift or donation inter vivos or on death;

(7) by or through a broker-dealer licensed under the Code (either acting as such or as a finder) to a resident of a foreign state, territory or country who is neither domiciled in this state to the knowledge of the broker-dealer, nor actually present in this state if the sale of such securities is not in violation of any securities laws of the foreign state, territory or country concerned;

(8) to a broker-dealer licensed under the Code in a principal transaction, or as an underwriter or member of an underwriting syndicate or selling group;

(9) if the interest sold or transferred is a pledge or other lien given by the purchaser to the seller upon a sale of the security for which the Commissioner's written consent is obtained or under this rule not required;

(10) by way of a sale qualified under Sections 25111, 25112, 25113 or 25121 of the Code, of the securities to be transferred, provided that no order under Section 25140 or subdivision (a) of Section 25143 is in effect with respect to such qualification;

(11) by a corporation to a wholly owned subsidiary of such corporation, or by a wholly owned subsidiary of a corporation to such corporation;

A-2

(12) by way of an exchange qualified under Section 25111, 25112 or 25113 of the Code provided that no order under Section 25140 or subdivision (a) of Section 25143 is in effect with respect to such qualification;

(13) between residents of foreign states, territories or countries who are neither domiciled or actually present in this state;

(14) to the State Controller pursuant to the Unclaimed Property Law or to the administrator of the unclaimed property law of another state;

(15) by the State Controller pursuant to the Unclaimed Property Law or by the administrator of the unclaimed property law of another state if, in either such case, such person (i) discloses to potential purchasers at the sale that transfer of the securities is restricted under this rule, (ii) delivers to each purchaser a copy of this rule, and (iii) advises the Commissioner of the name of each purchaser;

(16) by a trustee to a successor trustee when such transfer does not involve a change in the beneficial ownership of the securities;



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(17) by way of an offer and sale of outstanding securities in an issuer transaction that is subject to the qualification requirement of Section 25110 of the Code but exempt from that qualification requirement by subdivision (f) of Section 25102; provided that any such transfer is on the condition that any certificate evidencing the security issued to such transferee shall contain the legend required by this section.

(c) The certificates representing all such securities subject to such a restriction on transfer, whether upon initial issuance or upon any transfer thereof, shall bear on their face a legend, prominently stamped or printed thereon in capital letters of not less than 10-point size, reading as follows:

"IT IS UNLAWFUL TO CONSUMMATE A SALE OR TRANSFER OF THIS SECURITY, OR ANY INTEREST THEREIN, OR TO RECEIVE ANY CONSIDERATION THEREFOR, WITHOUT THE PRIOR WRITTEN CONSENT OF THE COMMISSIONER OF CORPORATIONS OF THE STATE OF CALIFORNIA, EXCEPT AS PERMITTED IN THE COMMISSIONER'S RULES."

[Last amended effective January 21, 1988.]

### SPECIAL NOTICE FOR MAINE, MASSACHUSETTS, MINNESOTA, MISSOURI AND NEBRASKA RESIDENTS ONLY

In no event may a subscription for Shares be accepted until at least five business days after the date the subscriber receives the Prospectus. Residents of the States of Maine, Massachusetts, Minnesota, Missouri and Nebraska who first received the Prospectus only at the time of subscription may receive a refund of the subscription amount upon request to the Company within five days of the date of subscription.

A-3

### STANDARD REGISTRATION REQUIREMENTS

The following requirements have been established for the various forms of registration. Accordingly, complete Subscription Agreements and such supporting material as may be necessary must be provided.

#### TYPE OF OWNERSHIP AND SIGNATURE(S) REQUIRED

1. INDIVIDUAL: One signature required.
2. JOINT TENANTS WITH RIGHT OF SURVIVORSHIP: All parties must sign.
3. TENANTS IN COMMON: All parties must sign.
4. COMMUNITY PROPERTY: Only one investor signature required.
5. PENSION OR PROFIT SHARING PLANS: The trustee signs the Signature Page.
6. TRUST: The trustee signs the Signature Page. Provide the name of the trust, the name of the trustee and the name of the beneficiary.
7. Company: Identify whether the entity is a general or limited partnership. The general partners must be identified and their signatures obtained on the Signature Page. In the case of an investment by a general partnership, all partners must sign (unless a "managing partner" has been designated for the partnership, in which case he may sign on behalf of the partnership if a certified copy of the document granting him authority to invest on behalf of the partnership is submitted).

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

8. CORPORATION: The Subscription Agreement must be accompanied by (1) a certified copy of the resolution of the Board of Directors designating the officer(s) of the corporation authorized to sign on behalf of the corporation and (2) a certified copy of the Board's resolution authorizing the investment.
9. IRA AND IRA ROLLOVERS: Requires signature of authorized signer (e.g., an officer) of the bank, trust company, or other fiduciary. The address of the trustee must be provided in order for the trustee to receive checks and other pertinent information regarding the investment.
10. KEOGH (HR 10): Same rules as those applicable to IRAs.
11. UNIFORM GIFT TO MINORS ACT (UGMA) or UNIFORM TRANSFERS TO MINORS ACT (UTMA): The required signature is that of the custodian, not of the parent (unless the parent has been designated as the custodian). Only one child is permitted in each investment under UGMA or UTMA. In addition, designate the state under which the gift is being made.

A-4

INSTRUCTIONS TO SUBSCRIPTION AGREEMENT SIGNATURE PAGE  
TO WELLS REAL ESTATE INVESTMENT TRUST, INC. SUBSCRIPTION AGREEMENT

-----  
INVESTOR  
INSTRUCTIONS

Please follow these instructions carefully. Failure to do so may result in the rejection of your subscription. All information on the Subscription Agreement Signature Page should be completed as follows:

-----  
1. INVESTMENT

- a. GENERAL: A minimum investment of \$1,000 (100 Shares) is required, except for certain states which require a higher minimum investment. A CHECK FOR THE FULL PURCHASE PRICE OF THE SHARES SUBSCRIBED FOR SHOULD BE MADE PAYABLE TO THE ORDER OF "WELLS REAL ESTATE INVESTMENT TRUST, INC." Investors who have satisfied the minimum purchase requirements in Wells Real Estate Fund I, Wells Real Estate Fund II, Wells Real Estate Fund II-OW, Wells Real Estate Fund III, L.P., Wells Real Estate Fund IV, L.P., Wells Real Estate Fund V, L.P., Wells Real Estate Fund VI, L.P., Wells Real Estate Fund VII, L.P., Wells Real Estate Fund VIII, L.P., Wells Real Estate Fund IX, L.P., Wells Real Estate Fund X, L.P., Wells Real Estate Fund XI, L.P. or Wells Real Estate Fund XII, L.P. or in any other public real estate program may invest as little as \$25 (2.5 Shares) except for residents of Maine, Minnesota, Nebraska or Washington. Shares may be purchased only by persons meeting the standards set forth under the Section of the Prospectus entitled "Investor Suitability Standards." Please indicate the state in which the sale was made.
- b. DEFERRED COMMISSION OPTION: Please check the box if you have agreed with your Broker-Dealer to elect the Deferred Commission Option, as described in the Prospectus, as supplemented to date. By electing the Deferred Commission Option, you are required to pay only \$9.40 per Share purchased upon subscription. For the next six years following the year of subscription,

or lower if required to satisfy outstanding deferred commission obligations, you will have a 1% sales commission (\$.10 per Share) per year deducted from and paid out of dividends or other cash distributions otherwise distributable to you. Election of the Deferred Commission Option shall authorize the Company to withhold such amounts from dividends or other cash distributions otherwise payable to you as is set forth in the "Plan of Distribution" section of the Prospectus.

A-5

- 
2. ADDITIONAL INVESTMENTS      Please check if you plan to make one or more additional investments in the Company. All additional investments must be in increments of at least \$25. Additional investments by residents of Maine must be for the minimum amounts stated under "Suitability Standards" in the Prospectus, and residents of Maine must execute a new Subscription Agreement Signature Page to make additional investments in the Company. If additional investments in the Company are made, the investor agrees to notify the Company and the Broker-Dealer named on the Subscription Agreement Signature Page in writing if at any time he fails to meet the applicable suitability standards or he is unable to make any other representations or warranties set forth in the Prospectus or the Subscription Agreement. The investor acknowledges that the Broker-Dealer named in the Subscription Agreement Signature Page may receive commissions on such additional investments as described in the Prospectus.
- 
3. TYPE OF OWNERSHIP              Please check the appropriate box to indicate the type of entity or type of individuals subscribing.
- 
4. REGISTRATION NAME AND ADDRESS      Please enter the exact name in which the Shares are to be held. For joint tenants with right of survivorship or tenants in common, include the names of both investors. In the case of partnerships or corporations, include the name of an individual to whom correspondence will be addressed. Trusts should include the name of the trustee. All investors must complete the space provided for taxpayer identification number or social security number. By signing in Section 6, the investor is certifying that this number is correct. Enter the mailing address and telephone numbers of the registered owner of this investment. In the case of a Qualified Plan or trust, this will be the address of the trustee. Indicate the birthdate and occupation of the registered owner unless the registered owner is a partnership, corporation or trust.
- 
5. INVESTOR NAME AND ADDRESS      Complete this Section only if the investor's name and address is different from the registration name and address provided in Section 4. If the Shares are registered in the name of a trust, enter the name, address, telephone number, social security number, birthdate and occupation of the beneficial owner of the trust.
- 
6. SUBSCRIBER SIGNATURES              Please separately initial each representation made by the investor where indicated. Except in the case of fiduciary

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

accounts, the investor may not grant any person a power of attorney to make such representations on his or her behalf. Each investor must sign and date this Section. If title is to be held jointly, all parties must sign. If the registered owner is a partnership, corporation or trust, a general partner, officer or trustee of the entity must sign. PLEASE NOTE THAT THESE SIGNATURES DO NOT HAVE TO BE NOTARIZED.

A-6

7. DIVIDENDS
- a. DIVIDEND REINVESTMENT PLAN: By electing the Dividend Reinvestment Plan, the investor elects to reinvest the stated percentage of dividends otherwise payable to such investor in Shares of the Company. The investor agrees to notify the Company and the Broker-Dealer named on the Subscription Agreement Signature Page in writing if at any time he fails to meet the applicable suitability standards or he is unable to make any other representations and warranties as set forth in the Prospectus or Subscription Agreement or in the prospectus and subscription agreement of any future limited partnerships sponsored by the Advisor or its affiliates. The investor acknowledges that the Broker-Dealer named in the Subscription Agreement Signature Page may receive commissions not to exceed 7% of reinvested dividends, less any discounts authorized by the Prospectus.
- b. DIVIDEND ADDRESS: If cash dividends are to be sent to an address other than that provided in Section 4 (i.e., a bank, brokerage firm or savings and loan, etc.), please provide the name, account number and address.

8. BROKER-DEALER This Section is to be completed by the Registered Representative. Please complete all BROKER-DEALER information contained in Section 8 including suitability certification. SIGNATURE PAGE MUST BE SIGNED BY AN AUTHORIZED REPRESENTATIVE.

The Subscription Agreement Signature Page, which has been delivered with this Prospectus, together with a check for the full purchase price, should be delivered or mailed to your Broker-Dealer. Only original, completed copies of Subscription Agreements can be accepted. Photocopied or otherwise duplicated Subscription Agreements cannot be accepted by the Company.

IF YOU NEED FURTHER ASSISTANCE IN COMPLETING THIS  
SUBSCRIPTION AGREEMENT SIGNATURE PAGE,  
PLEASE CALL 1-800-448-1010

A-7

SEE PRECEDING PAGE  
FOR INSTRUCTIONS

Special Instructions:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

WELLS REAL ESTATE INVESTMENT TRUST, INC.
SUBSCRIPTION AGREEMENT SIGNATURE PAGE

1. ===== INVESTMENT =====

-----

Make Invest
Wells Real Esta

# of Shares Total \$ Invested

(# Shares x \$10 = \$ Invested)

Minimum purchase \$1,000 or 100 Shares

Initial Investme
Additional Inves
State in which s

Check the following box to elect the Deferred Commission Option:
(This election must be agreed to by the Broker-Deale

2. ===== ADDITIONAL INVESTMENTS =====

Please check if you plan to make additional investments in the Company:
[If additional investments are made, please include social security number
or other taxpayer identification number on your check.]
[All additional investments must be made in increments of at least \$25.]

3. ===== TYPE OF OWNERSHIP =====

- IRA (06) Individual (01)
Keogh (10) Joint Tenants With Right of Surviv
Qualified Pension Plan (11) Community Property (03)
Qualified Profit Sharing Plan (12) Tenants in Common (04)
Other Trust Custodian: A Custodian for
For the Benefit of Gift to Minors Act or the Uniform
Company (15) State of (08)
Other

4. ===== REGISTRATION NAME AND ADDRESS =====

Please print name(s) in which Shares are to be registered. Include trust
name if applicable.
Mr Mrs Ms MD PhD DDS Other

Taxpayer Identification Number
- - - - -

Social Security Number
- - - - -

Street Address
or P.O. Box





Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

-----  
 City State Zip Code  
 -----

8. ===== BROKER-DEALER =====  
 (TO BE COMPLETED BY REGISTERED REPRESENTATIVE)

The Broker-Dealer or authorized representative must sign below to complete order. Broker-Dealer warrants that it is a duly licensed Broker-Dealer and may lawfully offer Shares in the state designated as the investor's address or the state in which the sale was made, if different. The Broker-Dealer or authorized representative warrants that he has reasonable grounds to believe this investment is suitable for the subscriber as defined in Section 3(b) of the Rules of Fair Practice of the NASD Manual and that he has informed subscriber of all aspects of liquidity and marketability of this investment as required by Section 4 of such Rules of Fair Practice.

-----  
 Broker-Dealer Name Telephone No. ( )  
 -----

Broker-Dealer Street  
 Address or P.O. Box  
 -----

-----  
 City State Zip Code  
 -----

-----  
 Registered Representative Name Telephone No. ( )  
 -----

Reg. Rep. Street  
 Address or P.O. Box  
 -----

-----  
 City State Zip Code  
 -----

-----  
 Broker-Dealer Signature, if Registered Representative  
 required Signature  
 -----

Please mail completed Subscription Agreement (with all signatures) and check(s) made payable to:  
 Wells Real Estate Investment Trust, Inc.  
 6200 The Corners Parkway, Suite 250  
 Norcross, Georgia 30092  
 800-448-1010 or 770-449-7800

Overnight address:  
 6200 The Corners Parkway, Suite 250  
 Norcross, Georgia 30092  
 FOR COMPANY USE ONLY:

Mai  
 P.  
 Norcross, Georg

-----  
 ACCEPTANCE BY COMPANY Amount Date

Received and Subscription Accepted: Check No. Certificate No.  
 By: Wells Real Estate Investment Trust, Inc.

-----  
 Broker-Dealer # Registered Representative #  
 -----



EXHIBIT B

AMENDED AND RESTATED  
DIVIDEND REINVESTMENT PLAN  
As of December 20, 1999

Wells Real Estate Investment Trust, Inc., a Maryland corporation (the "Company"), pursuant to its Amended and Restated Articles of Incorporation, adopted a Dividend Reinvestment Plan (the "DRP"), which is hereby amended and restated in its entirety as set forth below. Capitalized terms shall have the same meaning as set forth in the Articles unless otherwise defined herein.

1. Dividend Reinvestment. As agent for the shareholders ("Shareholders")

-----  
of the Company who (a) purchased shares of the Company's common stock (the "Shares") pursuant to the Company's initial public offering (the "Initial Offering"), which commenced on January 30, 1998 and will terminate on or before January 30, 2000, (b) purchase Shares pursuant to the Company's second public offering (the "Second Offering"), which will commence immediately upon the termination of the Initial Offering, or (c) purchase Shares pursuant to any future offering of the Company ("Future Offering"), and who elect to participate in the DRP (the "Participants"), the Company will apply all dividends and other distributions declared and paid in respect of the Shares held by each Participant (the "Dividends"), including Dividends paid with respect to any full or fractional Shares acquired under the DRP, to the purchase of the Shares for such Participants directly, if permitted under state securities laws and, if not, through the Dealer Manager or Soliciting Dealers registered in the Participant's state of residence.

2. Effective Date. The effective date of this Amended and Restated

-----  
Dividend Reinvestment Plan (the "DRP") shall be the date that the Second Offering becomes effective with the Securities and Exchange Commission (the "Commission").

3. Procedure for Participation. Any Shareholder who purchased Shares

-----  
pursuant to the Initial Offering, the Second Offering or any Future Offering and who has received a prospectus, as contained in the Company's registration statement filed with the Commission, may elect to become a Participant by completing and executing the Subscription Agreement, an enrollment form or any other appropriate authorization form as may be available from the Company, the Dealer Manager or Soliciting Dealer. Participation in the DRP will begin with the next Dividend payable after receipt of a Participant's subscription, enrollment or authorization. Shares will be purchased under the DRP on the date that Dividends are paid by the Company. Dividends of the Company are currently paid quarterly. Each Participant agrees that if, at any time prior to the listing of the Shares on a national stock exchange or inclusion of the Shares for quotation on the National Association of Securities Dealers, Inc. Automated Quotation System ("Nasdaq"), he or she fails to meet the suitability requirements for making an investment in the Company or cannot make the other representations or warranties set forth in the Subscription Agreement, he or she will promptly so notify the Company in writing.

4. Purchase of Shares. Participants will acquire DRP Shares from the

-----  
Company at a fixed price of \$10 per Share until (i) all 2,200,000 of the DRP

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Shares registered in the Second Offering are issued or (ii) the Second Offering terminates and the Company elects to deregister with the Commission the unsold DRP Shares. Participants in the DRP may also purchase fractional Shares so that 100% of the Dividends will be used to acquire Shares. However, a Participant will not be able to acquire DRP Shares to the extent that any such purchase would cause such Participant to exceed the Ownership Limit as set forth in the Articles.

B-1

Shares to be distributed by the Company in connection with the DRP may (but are not required to) be supplied from: (a) the DRP Shares which will be registered with the Commission in connection with the Company's Second Offering, (b) Shares to be registered with the Commission in a Future Offering for use in the DRP (a "Future Registration"), or (c) Shares of the Company's common stock purchased by the Company for the DRP in a secondary market (if available) or on a stock exchange or Nasdaq (if listed) (collectively, the "Secondary Market").

Shares purchased on the Secondary Market as set forth in (c) above will be purchased at the then-prevailing market price, which price will be utilized for purposes of purchases of Shares in the DRP. Shares acquired by the Company on the Secondary Market or registered in a Future Registration for use in the DRP may be at prices lower or higher than the \$10 per Share price which will be paid for the DRP Shares pursuant to the Initial Offering and the Second Offering.

If the Company acquires Shares in the Secondary Market for use in the DRP, the Company shall use reasonable efforts to acquire Shares for use in the DRP at the lowest price then reasonably available. However, the Company does not in any respect guarantee or warrant that the Shares so acquired and purchased by the Participant in the DRP will be at the lowest possible price. Further, irrespective of the Company's ability to acquire Shares in the Secondary Market or to complete a Future Registration for shares to be used in the DRP, the Company is in no way obligated to do either, in its sole discretion.

It is understood that reinvestment of Dividends does not relieve a Participant of any income tax liability which may be payable on the Dividends.

5. Share Certificates. The ownership of the Shares purchased through the -----  
DRP will be in book-entry form only until the Company begins to issue certificates for its outstanding common stock.

6. Reports. Within 90 days after the end of the Company's fiscal year, -----  
the Company shall provide each Shareholder with an individualized report on his or her investment, including the purchase date(s), purchase price and number of Shares owned, as well as the dates of Dividend distributions and amounts of Dividends paid during the prior fiscal year. In addition, the Company shall provide to each Participant an individualized quarterly report at the time of each Dividend payment showing the number of Shares owned prior to the current Dividend, the amount of the current Dividend and the number of Shares owned after the current Dividend.

7. Commissions and Other Charges. In connection with Shares sold pursuant -----  
to the DRP, the Company will pay selling commissions of 7%; a dealer manager fee of 2.5%; and, in the event that proceeds from the sale of DRP Shares are used to acquire properties, acquisition and advisory fees and expenses of 3.5%, of the purchase price of the DRP Shares.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### 8. Termination by Participant. A Participant may terminate participation

-----  
in the DRP at any time, without penalty by delivering to the Company a written notice. Prior to listing of the Shares on a national stock exchange or Nasdaq, any transfer of Shares by a Participant to a non-Participant will terminate participation in the DRP with respect to the transferred Shares. If a Participant terminates DRP participation, the Company will ensure that the terminating Participant's account will reflect the whole number of shares in his or her account and provide a check for the cash value of any fractional share in such account. Upon termination of DRP participation, Dividends will be distributed to the Shareholder in cash.

B-2

### 9. Amendment or Termination of DRP by the Company. The Board of Directors

-----  
of the Company may by majority vote (including a majority of the Independent Directors) amend or terminate the DRP for any reason upon 10 days' written notice to the Participants.

### 10. Liability of the Company. The Company shall not be liable for any act

-----  
done in good faith, or for any good faith omission to act, including, without limitation, any claims or liability; (a) arising out of failure to terminate a Participant's account upon such Participant's death prior to receipt of notice in writing of such death; and (b) with respect to the time and the prices at which Shares are purchased or sold for a Participant's account. To the extent that indemnification may apply to liabilities arising under the Securities Act of 1933, as amended, or the securities act of a state, the Company has been advised that, in the opinion of the Commission and certain state securities commissioners, such indemnification is contrary to public policy and, therefore, unenforceable.

B-3

ALPHABETICAL INDEX	Page
	----
Additional Information.....	160
Conflicts of Interest.....	51
Description of Properties.....	65
Description of Shares.....	142
ERISA Considerations.....	139
Estimated Use of Proceeds.....	26
Experts.....	159
Federal Income Tax Considerations.....	123
Financial Statements.....	161
Glossary.....	160
Investment Objectives and Criteria.....	56
Legal Opinions.....	159
Management.....	28
Management Compensation.....	46
Management's Discussion and Analysis of Financial Condition And Results of Operations.....	97
Plan of Distribution.....	153
Prior Performance Summary.....	114
Prior Performance Tables.....	215

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Summary.....	9
Questions and Answers About This Offering.....	1
Risk Factors.....	16
Suitability Standards.....	25
Supplemental Sales Material.....	158
The Operating Partnership Agreement.....	150

Until March 20, 2001 (90 days after the date of this prospectus), all dealers that affect transactions in these securities, whether or not participating in this offering, may be required to deliver a prospectus. This is in addition to the obligation of dealers to deliver a prospectus when acting as soliciting dealers.

We have not authorized any dealer, salesperson or other individual to give any information or to make any representations that are not contained in this prospectus. If any such information or statements are given or made, you should not rely upon such information or representation. This prospectus does not constitute an offer to sell any securities other than those to which this prospectus relates, or an offer to sell, or a solicitation of an offer to buy, to any person in any jurisdiction where such an offer or solicitation would be unlawful. This prospectus speaks as of the date set forth below. You should not assume that the delivery of this prospectus or that any sale made pursuant to this prospectus implies that the information contained in this prospectus will remain fully accurate and correct as of any time subsequent to the date of this prospectus.

---

WELLS REAL ESTATE  
INVESTMENT TRUST, INC.

Up to 125,000,000 Shares  
of Common Stock  
Offered to the Public

---

PROSPECTUS

---

WELLS INVESTMENT  
SECURITIES, INC.

December 20, 2000

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
SUPPLEMENT NO. 1 DATED FEBRUARY 5, 2001 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) The status of the offering of shares in Wells Real Estate Investment

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Trust, Inc. (Wells REIT);

- (2) The acquisition by Wells Operating Partnership, L.P. (Wells OP) of a six-story office building in Houston, Texas leased to Stone & Webster, Inc. and SYSCO Corporation (Stone & Webster Building);
- (3) The acquisition by Wells OP of an eight-story office building in Minnetonka, Minnesota leased to Metris Direct, Inc. (Metris Minnetonka Building);
- (4) The acquisition by the Fund XII-REIT Joint Venture Partnership of a one-story office building and a connecting two-story office building in Oklahoma City, Oklahoma leased to AT&T Corp. and Jordan Associates, Inc. (AT&T Call Center Buildings);
- (5) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (6) Statements of revenue over operating expenses for the Stone & Webster Building and the AT&T Call Center Buildings; and
- (7) Unaudited Pro Forma Financial Statements for the Wells REIT.

### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced a second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of January 31, 2001, we had received an additional \$25,133,848 in gross offering proceeds from the sale of 2,513,385 shares in the third offering. Accordingly, as of January 31, 2001, we had received in the aggregate approximately \$332,544,960 in gross offering proceeds from the sale of 33,254,496 shares of our common stock.

1

### Stone & Webster Building

Purchase of the Stone & Webster Building. On December 21, 2000, Wells OP, the  
-----  
operating partnership for the Wells REIT, purchased a six-story office building with approximately 312,564 rentable square feet located at 1430 Enclave Parkway, Houston, Harris County, Texas. Wells OP purchased this building from Cardinal Paragon, Inc. (Cardinal) pursuant to that certain Agreement of Purchase and Sale of Property between Cardinal and Wells OP. Cardinal purchased the Stone & Webster Building in a sale-leaseback transaction from Enclave Parkway Realty, Inc., an affiliate of Stone & Webster, Inc. (Stone & Webster), on December 21, 2000. Cardinal is not in any way affiliated with the Wells REIT or our Advisor, Wells Capital, Inc.

The purchase price for the Stone & Webster Building was \$44,970,000. Wells OP also incurred additional acquisition expenses in connection with the purchase of the Stone & Webster Building, including attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

approximately \$45,000. In order to finance part of the acquisition of the Stone & Webster Building, Wells OP obtained an acquisition loan of \$35,900,000 from Guaranty Federal Bank, F.S.B. (Guaranty Federal Loan) and \$3,000,000 in seller financing from Cardinal (Seller Financing).

An independent appraisal of the Stone & Webster Building was prepared by Abbot & Associates, Inc., real estate appraisers, as of November 20, 2000, pursuant to which the market value of the 9.96 acre parcel of land containing the leased fee interest subject to the leases described below was estimated to be \$46,500,000 and the additional 4.34 acre parcel of land (described below) was estimated to be \$1,890,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Stone & Webster Building will continue operating at a stabilized level with the tenants described below occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Stone & Webster Building were satisfactory.

Description of the Loans. The Guaranty Federal Loan in the amount of

-----  
\$35,900,000 requires monthly payments of interest only and matures on December 20, 2001. In the event that the principal balance of the loan is not repaid in full by March 31, 2001, Wells OP is required to make a principal payment of \$6,000,000 on such date. The interest rate on the Guaranty Federal Loan is a variable rate equal to the London InterBank Offered Rate (LIBOR) for a 30-day period plus 250 basis points if the principal balance of the loan is in excess of \$25,900,000; 200 basis points if the principal balance of the loan is between \$24,195,001 and \$25,900,000; and 180 basis points if the principal balance of the loan is less or equal to \$24,195,000. As of January 31, 2001, the principal balance of the Guaranty Federal Loan was \$24,100,000. Wells OP has secured separate interest rates for two portions of the Guaranty Federal Loan, each having an interest rate of LIBOR plus 180 basis points on the date the rate for such portion was secured. As of January 31, 2001, the interest rate on the Guaranty Federal Loan was 7.61% per annum on the first \$21,900,000 of the principal loan balance and 7.66% per annum on the remaining \$2,200,000 of the principal balance. The Guaranty Federal Loan is secured by a first priority mortgage against the Stone & Webster Building.

The Seller Financing consists of a \$3,000,000 loan to Wells OP from Cardinal. The Seller Financing requires the payment of the full principal balance plus accrued interest on the earlier of: (i) December 20, 2001, or (ii) the date that the Guaranty Federal Loan is repaid in full. The interest rate on the Seller Financing is 6% per annum. The Seller Financing is secured by a second priority mortgage against the Stone & Webster Building.

2

Description of the Stone & Webster Building and Site. The Stone & Webster

-----  
Building, which was completed in 1994, is a six-story office building containing approximately 312,564 rentable square feet located on a 9.96 acre tract of land. In addition, this site includes 4.34 acres of unencumbered land available for expansion. The first four floors of the Stone & Webster Building are occupied by Stone & Webster, and the fifth and sixth floors are occupied by SYSCO Corporation (SYSCO).

Location of the Stone & Webster Building. The Stone & Webster Building is

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

located in a growing area with nearby access to the Houston freeway system, employment centers and shopping centers. The site is within two miles of Interstate 10 near the intersection of Briar Forest Drive and Dairy Ashford Road. There is a planned development to the southeast of the site known as Westchase which comprises 1,347 acres of land developed for a variety of uses such as high-rise office buildings, office/warehouse buildings, apartment complexes, condominium projects, retail shopping centers and hotels.

The Stone & Webster Lease. Stone & Webster occupies 206,048 rentable square

-----  
feet (floors 1 through 4) of the Stone & Webster Building under an Office Building Lease between Wells OP and Stone & Webster entered into at closing. The current term of the Stone & Webster lease is ten years, which commenced on December 21, 2000, and expires on December 20, 2010. Stone & Webster has the right to extend the Stone & Webster lease for two additional five-year periods of time for a base rent equal to the greater of (i) the last year's rent, or (ii) the then-current fair market rental value. In the event that the parties cannot agree upon the fair market rental value, such value shall be determined in accordance with the appraisal procedure contained in the Stone & Webster lease.

Stone & Webster is a full-service engineering and construction company offering managerial and technical resources for solving complex energy, environmental, infrastructure and industrial challenges. Stone & Webster, which was founded in 1889 as an electrical testing laboratory and consulting firm, has evolved into a global organization employing more than 5,000 people worldwide.

The Stone & Webster lease is guaranteed by The Shaw Group, Inc., the parent company of Stone & Webster. Shaw Group is the largest supplier of fabricated piping systems and services in the world. Shaw Group distinguishes itself by offering comprehensive solutions consisting of integrated engineering and design, pipe fabrication, construction and maintenance services and the manufacture of specialty pipe fittings and supports to the power generation, crude oil refining, chemical and petrochemical processing and oil and gas exploration and production industries. Shaw Group has approximately 13,000 employees with offices in the United States, Australia, Canada, the United Kingdom, Venezuela and Bahrain. Shaw Group reported net income of approximately \$18.1 million on revenues of approximately \$494 million for the fiscal year 1999, and reported a net worth, as of December 31, 1999, of over \$174 million.

The annual base rent payable under the Stone & Webster lease is \$4,533,056 (\$22 per square foot) payable in monthly installments of \$377,754.67 for the first five years of the lease term and \$5,213,014 (\$25.30 per square foot) payable in monthly installments of \$434,417.83 for the remainder of the lease term.

Pursuant to the Stone & Webster lease, Stone & Webster is required to pay its proportionate share of taxes relating to the Stone & Webster Building and all operating costs incurred by the landlord in maintaining and operating the Stone & Webster Building, including garbage and waste disposal, janitorial service and window cleaning, security, insurance, water and sewer charges, wages, salaries and employee benefits of all employees engaged in the operation, maintenance and management of the building, indoor and outdoor landscaping, utilities and repairs, replacements and general maintenance. Wells OP, as the landlord, will be responsible for maintaining the common areas of the building, the roof, foundation, exterior walls and windows, load bearing items and the central heating, ventilation and air conditioning, electrical, mechanical and plumbing systems of the building.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The SYSCO Lease. SYSCO currently occupies 106,516 rentable square feet (floors -----  
5 and 6) of the Stone & Webster Building under a Lease Agreement. The landlord's interest in the SYSCO lease was assigned to Wells OP at the closing. The initial term of the SYSCO lease is ten years, which commenced on October 1, 1998, and expires on September 30, 2008.

SYSCO is the largest marketer and distributor of foodservice products in North America. SYSCO operates from 101 distribution facilities and provides its products and services to about 356,000 restaurants and other users across the United States and portions of Canada. SYSCO distributes a wide variety of fresh and frozen meats, seafood, poultry, fruits and vegetables, plus bakery products, canned and dry foods, paper and disposable products, sanitation items, dairy foods, beverages, kitchen and tabletop equipment, as well as medical and surgical supplies. SYSCO reported net income of approximately \$362 million on revenues of approximately \$17 billion for the fiscal year ending July 2000, and reported a net worth, as of June 30, 2000, of over \$1.4 billion.

The annual base rent payable under the SYSCO lease is \$2,130,320 (\$20 per square foot) payable in monthly installments of \$177,526.67 for the first five years of the lease term and \$2,236,836 (\$21 per square foot) payable in monthly installments of \$186,403 for the remainder of the lease term.

Pursuant to the SYSCO lease, SYSCO is required to pay its proportionate share of taxes and operating costs incurred by the landlord in maintaining and operating the Stone & Webster Building, including supplies and materials, utilities, insurance and repairs, replacements, general maintenance and wages and salaries (including management fees not to exceed 3% of gross revenues attributable to the building) of all employees engaged in maintaining and operating the Stone & Webster Building. Wells OP, as the landlord, will be responsible for maintaining the common areas of the building, the roof, foundation, exterior walls and windows, load bearing items and the central heating, ventilation and air conditioning, electrical, mechanical and plumbing systems of the building.

### Metris Minnetonka Building

Purchase of the Metris Minnetonka Building. On December 21, 2000, Wells OP -----

purchased a nine-story office building with approximately 300,633 rentable square feet located at 10900 Wayzata Boulevard, Minnetonka, Minnesota. Wells OP purchased the Metris Minnetonka Building from Opus Northwest, L.L.C. (Opus), pursuant to that certain Purchase Agreement dated October 31, 2000 (Metris Agreement) between Opus and the Advisor. Opus is not in any way affiliated with the Wells REIT or the Advisor.

The rights under the Metris Agreement were assigned by the Advisor, the original purchaser under the Metris Agreement, to Wells OP at closing. The purchase price for the Metris Minnetonka Building was \$52,800,000. Wells OP also incurred additional acquisition expenses in connection with the purchase of the Metris Minnetonka Building, including attorneys' fees, recording fees, loan fees, and other closing costs, of approximately \$100,000. In order to finance the acquisition of the Metris Minnetonka Building, Wells OP obtained \$52,800,000 in loan proceeds by drawing down on an existing line of credit with SouthTrust Bank, N.A.

An independent appraisal of the Metris Minnetonka Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of October 26, 2000, pursuant to which the market value of the land and the leased fee interest subject to the lease described below was estimated to be \$52,800,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions,



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

including that the Metris Minnetonka Building will continue operating at a stabilized level with Metris Direct, Inc. (Metris) occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing

4

that the condition of the land and the Metris Minnetonka Building were satisfactory.

Description of the Metris Minnetonka Building and Site. As set forth above, the

-----  
Metris Minnetonka Building is a nine-story office building containing approximately 300,633 rentable square feet. The Metris Minnetonka Building was completed in August 2000. The Metris Minnetonka Building is leased to Metris as its corporate headquarters. The Metris Minnetonka Building is Phase II of a two phase office complex known as Crescent Ridge Corporate Center. Phase I of Crescent Ridge Corporate Center is an eight-story multi-tenant building which is connected to the Metris Minnetonka Building by a single-story restaurant link building. Neither Phase I of Crescent Ridge Corporate Center nor the connecting restaurant are owned by Wells OP.

The Metris Minnetonka Building is constructed of steel frames with reinforced concrete masonry floors and roofs. The exterior is earth tone cast stone and reflective glass with marble medallion accents. The building features state of the art technology capabilities, including fiber optic cabling, individual heating and cooling controls for every 1,200 square feet of tenant space, a combination of fluorescent and parabolic lighting, a wet sprinkler system, and four computer-controlled traction passenger elevators with 2,500 pound maximum capacity. Each floor contains approximately 34,000 square feet. The office areas and hallways are carpeted, the flooring in the restrooms is ceramic tile and the flooring in the lobby is natural stone. Drop acoustical ceilings are installed in the office areas at the nine foot level. Other amenities at the Metris Minnetonka Building include a conference center, a full service cafeteria, two-story vaulted lobbies, a fitness area and locker facilities and a card access system. The Metris Minnetonka Building is located on an irregularly shaped 13.58 acre site which overlooks a large adjoining wetland area.

Location of the Metris Minnetonka Building. The Metris Minnetonka Building is

-----  
located in Minnetonka, Minnesota, which is a western suburb of Minneapolis. The site is located within the Interstate 394 corridor at the northeast corner of Interstate 394 and County Road 73 (Hopkins Crossroads). The Interstate 394 corridor contains approximately 6,500,000 square feet in office space and is an attractive location for, among other reasons, its proximity to Minneapolis/St. Paul, its proximity to executive housing around Lake Minnetonka and the Minneapolis lakes area and its proximity and accessibility to labor markets. Among other corporate headquarter locations located within the Interstate 394 corridor are Cargill, Carlson Companies, General Mills, Life USA and Travelers Express. There are significant limitations on new developments within the Interstate 394 corridor which is anticipated to result in a supply constrained situation and projected low vacancy rates.

Description of Metris Lease. Metris occupies all 300,633 rentable square feet

-----  
of the Metris Minnetonka Building pursuant to that certain Multitenant Office Lease Agreement dated March 29, 1999. The Metris lease commenced on September

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

1, 2000 and has an expiration date of December 31, 2011. Metris has the right to renew the Metris lease for an additional five-year term with not less than 18 months notice prior to the expiration of the initial term at fair market rent, but in no event less than the basic rent payable in the immediate preceding period. In the event that the parties cannot agree upon the fair market rent for the renewal term, the fair market rent will be determined in accordance with the appraisal provisions of the Metris lease.

Metris is a principal subsidiary of Metris Companies, Inc. (Metris Companies), a publicly traded company listed on the New York Stock Exchange (symbol MXT) which has guaranteed the Metris lease. Metris Companies is an information-based direct marketer of consumer credit products and fee based services primarily to moderate income consumers. Metris Companies consumer credit products are primarily unsecured credit cards issued by its subsidiary, Direct Merchants Credit Card Bank. Metris Companies customers and prospects include individuals for whom credit bureau information is available and existing customers of a former affiliate, Fingerhut Corporation. Metris Companies markets its fee

5

based services, including debt waiver programs (credit insurance for death or disability), membership clubs, extended service plans and third party insurance, to its credit card customers. For calendar year 1999, Metris Companies had net income of approximately \$115 million on revenues of approximately \$1.369 billion, and reported a net worth, as of December 31, 1999, of approximately \$623 million. Metris Companies employs approximately 3,400 people. Metris Companies carries a B+ rating by S & P for its senior debt, with a stable outlook.

Rental income for the initial 136-month term is summarized as follows:

Dates	Annual Net Rent	PSF
Sept. '00 - Dec. '06	\$4,960,445	\$16.50
Jan. '07 - Dec. '09	\$5,576,742	\$18.55
Jan. '10 - Dec. '10	\$6,178,008	\$20.55
Jan. '11 - Dec. '11	\$6,478.641	\$21.55

While Metris was granted certain rental concessions under the Metris lease, Opus, the seller, has agreed to cover the free rent, so as to yield the above net effective rates to Wells OP. In addition, Metris is required to pay annual parking and storage fees of \$132,384 through December 2006 and \$164,052 payable on a monthly basis for the remainder of the lease term.

Pursuant to the Metris lease, Metris is required to pay 100% of operating costs incurred by the landlord in maintaining and operating the Metris Minnetonka Building, including all property taxes, insurance premiums, maintenance and repair costs, steam, electricity, water, sewer, gas and other utility charges, fuel, lighting, window washing, janitorial services and reasonable management fees (not to exceed 1.75% of gross revenues from the Metris Minnetonka Building). Wells OP, as the landlord, will be responsible for repair and maintenance of the foundations, exterior walls and roof of the Metris Minnetonka Building and the electrical, mechanical, plumbing, heating and air conditioning systems.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Metris lease also contains a construction warranty pursuant to which the landlord has warranted to Metris that the tenant improvements and related materials, equipment and installation shall be free from defects in workmanship and shall conform to the plans and specifications. The landlord is obligated to repair, correct or replace, as necessary, any defective item occasioned by a breach of such warranty if notified by Metris within one year from the commencement date of the Metris lease. Pursuant to the Metris Agreement, however, Opus has assumed the obligation for any such repairs so long as Wells OP notifies Opus of any claims by Metris under the construction warranty no later than January 20, 2002.

### AT&T Call Center Buildings

Purchase of the AT&T Call Center Buildings. On December 28, 2000, the Wells

-----  
Fund XII - REIT Joint Venture Partnership (Fund XII-REIT Joint Venture), a joint venture between Wells OP and Wells Real Estate Fund XII, L.P. (Wells Fund XII), acquired a one-story office building and a two-story office building containing an aggregate of approximately 128,500 rentable square feet located at 3201 Quail Springs Parkway, Oklahoma City, Oklahoma. The Fund XII-REIT Joint Venture purchased the AT&T Call Center Buildings from OKC Real Estate Investments, Inc. (OKC) pursuant to that certain Agreement for the Purchase and Sale of Property between OKC, as seller, and the Advisor, as purchaser. OKC is not in any way affiliated with the Registrant or the Advisor.

The Advisor, the original purchaser under the agreement, assigned its rights under the agreement to the Fund XII-REIT Joint Venture at closing. The Fund XII-REIT Joint Venture paid a purchase price of \$15,300,000 for the AT&T Call Center Buildings and incurred additional acquisition expenses in

6

connection with the purchase of the AT&T Call Center Buildings, including attorneys' fees, recording fees and other closing costs, of approximately \$27,554.

Wells OP made a capital contribution of \$6,736,554 and Wells Fund XII made a capital contribution of \$8,591,000 to the Fund XII-REIT Joint Venture to fund their respective shares of the acquisition costs for the AT&T Call Center Buildings.

Description of the AT&T Call Center Buildings and the Site. As set forth above,

-----  
the AT&T Call Center Buildings consist of a one-story office building and a two-story office building containing approximately 50,000 and 78,500 rentable square feet, respectively, on a 11.34 acre tract of land. Construction on the buildings was completed in April 1998 and December 2000, respectively. The two adjacent buildings are connected by a mutual hallway. Both buildings are constructed using a steel frame with steel beams on a concrete slab with concrete footings. The exterior walls are made of tilt-up concrete panels with punched openings around the perimeter. The windows consist of tempered glass in aluminum frames. The interior walls consist of gypsum board covered with semi-gloss enamel paint. In addition, the two-story office building contains a fully equipped cafeteria and an elevator. There are approximately 775 paved surface parking spaces at the site.

The AT&T Call Center Buildings are located in the Quail Springs Office Park North in Oklahoma City, Oklahoma. Quail Springs Office Park North is located in the northwest sector of Oklahoma City, approximately eight to 11 miles northwest of the central business district. Oklahoma City is known for its competitive

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

real estate prices, available space for business, supportive governmental services, good labor quality and diversified economic base. The city's largest employers include the State of Oklahoma, Avaya, Inc., Southwestern Bell Telephone and General Motors Corporation.

An independent appraisal of the AT&T Call Center Buildings was prepared by Isaacs & Associates, real estate appraisers and consultants, as of July 14, 2000, pursuant to which the market value of the land and the leased fee interest subject to the AT&T lease and the Jordan lease (described below) was estimated to be \$15,400,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the AT&T Call Center Buildings will continue operating at a stabilized level with tenants occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. The Fund XII-REIT Joint Venture also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the AT&T Call Center Buildings were satisfactory.

The AT&T Lease. The entire 78,500 rentable square feet of the two-story office

-----  
 building and 25,000 rentable square feet of the one-story office building are currently under a net lease agreement with AT&T Corp. (AT&T). The landlord's interest in the AT&T lease was assigned to the Fund XII-REIT Joint Venture at the closing. The AT&T lease commenced on April 1, 2000, and the initial term expires on November 30, 2010. AT&T has the right to extend the AT&T lease for two additional five-year periods of time at the then-current fair market rental rate upon delivering written notice within 240 days prior to lease expiration.

AT&T is among the world's leading voice and data communications companies, serving consumers, businesses and governments worldwide. AT&T has one of the largest digital wireless networks in North America and is one of the leading suppliers of data and internet services for businesses. In addition, AT&T offers outsourcing, consulting and networking-integration to large businesses and is one of the largest direct internet access service providers for consumers in the United States. During fiscal year 1999, AT&T had net income of approximately \$3.43 billion on revenues of over \$62.39 billion.

7

The base rent payable for the initial lease term of the AT&T lease is as follows:

Lease Months	Annual Rent	Rentable Square Feet/Year
Months 1 to 8*	\$ 300,000	\$12.00
Months 9 to 35	\$1,242,000	\$12.00
Months 36 to 65	\$1,293,750	\$12.50
Months 66 to 95	\$1,345,500	\$13.00

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Months 96 to 125                      \$1,397,250                      \$13.50

-----

\*For occupancy of 25,000 square feet of the one-story office building only.

Under the AT&T lease, AT&T is required to pay, as additional monthly rent, its gas, water and electricity costs and all operating expenses, including but not limited to, garbage and waste disposal, telephone, sprinkler service, janitorial service, security, insurance premiums, all taxes, assessments and other governmental levies and such other operating expenses with respect to its portion of the AT&T Call Center Buildings. In addition, AT&T is responsible for all routine maintenance and repairs to its portion of the AT&T Call Center Buildings. The Fund XII-REIT Joint Venture, as landlord, will be responsible for the repair and replacement of the roof, foundation, load bearing items, exterior surface walls, plumbing, pipes, conduits and electrical, mechanical and plumbing systems of the AT&T Call Center Buildings. AT&T must obtain written consent from the Fund XII-REIT Joint Venture before making any alterations to the premises in excess of \$10,000.

AT&T has a right of first offer to lease the remainder of the space in the one-story office building currently occupied by Jordan Associates, Inc. (Jordan), as described below, if Jordan vacates the premises.

The Jordan Lease. Jordan currently occupies the remaining 25,000 rentable

square feet contained in the one-story office building under a net lease agreement. The landlord's interest in the Jordan lease was also assigned to the Fund XII-REIT Joint Venture at the closing. The Jordan lease commenced on April 1, 1998, and the initial term expires on March 31, 2008. Jordan has the right to extend the Jordan lease for one additional five-year period of time at the then-current fair market rental rate upon delivering written notice within 240 days prior to expiration of the initial lease term.

Jordan provides businesses with advertising and related services including public relations, research, direct marketing and sales promotion. Through this corporate office and other offices in Tulsa, St. Louis, Indianapolis and Wausau, Wisconsin, Jordan provides services to major clients such as Bank One, Oklahoma, N.A., BlueCross & BlueShield of Oklahoma, Kraft Food Services, Inc., Logix Communications and the American Dental Association. Jordan employs approximately 100 employees and has been in business for over 35 years.

The base rent payable for the initial lease term of the Jordan lease is as follows:

Lease Months	Annual Rent	Rentable Square Feet/Year
Months 1 to 60	\$294,500	\$11.78
Months 61 to 120	\$332,000	\$13.28

Under the Jordan lease, Jordan is required to pay as additional monthly rent its gas, water and electricity costs and all operating expenses, including, but not limited to, garbage and waste disposal, telephone, sprinkler service, janitorial service, security, insurance premiums, all taxes, assessments and

other governmental levies and such other operating expenses with respect to its portion of the one-story building. In addition, Jordan is responsible for all routine maintenance and repairs to its portion of the one-story building. The Fund XII-REIT Joint Venture, as landlord, will be responsible for the repair and replacement of the roof, foundation, load bearing items, exterior surface walls, plumbing, pipes, conduits and electrical, mechanical and plumbing systems of the AT&T Call Center Buildings.

#### Property Fees

Wells Management Company, Inc. (Wells Management), an affiliate of the Advisor to Wells REIT, has been retained to manage and lease both the Stone & Webster Building and the Metris Minnetonka Building. The Wells REIT shall pay management and leasing fees to Wells Management in the amount of 4.5% of gross revenues from the Stone & Webster Building and the Metris Minnetonka Building, subject to certain limitations.

Wells Management has also been retained to manage and lease the AT&T Call Center Buildings. The Fund XII-REIT Joint Venture will pay management and leasing fees to Wells Management in the amount of 4.5% of gross revenues from the AT&T Call Center Buildings, subject to certain limitations.

#### Management's Discussion and Analysis of Financial Condition and Results of Operation

The information contained on page 98 in the "Management's Discussion and Analysis of Financial Condition and Results of Operations - Liquidity and Capital Resources" section of the prospectus is revised as of the date of this supplement by the deletion of the first two paragraphs of that section and the insertion of the following paragraphs in lieu thereof:

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a follow-on public offering of up to 22,200,000 shares of common stock at \$10 per share. We terminated our follow-on public offering on December 19, 2000. Of the \$175,229,193 raised in the follow-on offering, we invested a total of \$147,192,522 in properties.

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of January 31, 2001, we had received an additional \$25,133,848 in gross offering proceeds from the sale of 2,513,385 shares in the third offering. As of January 31, 2001, we had raised in the aggregate a total of \$332,544,960 in offering proceeds through the sale of 33,254,496 shares of common stock. As of January 31, 2001, we had paid a total of \$11,586,654 in acquisition and advisory fees and acquisition expenses, had paid a total of \$41,380,909 in selling commissions and organizational and offering expenses, had made capital contributions of \$272,237,045 to Wells OP for investments in joint ventures and acquisitions of real property, had utilized \$1,497,691 for the redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$5,842,661 available for investment in additional properties.

Financial Statements

The statements of revenues over certain operating expenses of the Stone & Webster Building and the AT&T Call Center Buildings for the year ended December 31, 1999, included in this supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said reports.

The statements of revenues over certain operating expenses of the Stone & Webster Building and the AT&T Call Center Buildings for the nine months ended September 30, 2000, included in this supplement and elsewhere in the registration statement have not been audited.

The Pro Forma Statements of Income and Pro Forma Balance Sheet of the Wells REIT as of December 31, 1999 and September 30, 2000, which are included in this supplement, have not been audited.

INDEX TO FINANCIAL STATEMENTS

	Page
	----
Stone & Webster Building	
Financial Statements	
-----	
Report of Independent Public Accountants	12
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and for the nine months ended September 30, 2000 (unaudited)	13
Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and for the nine months ended September 30, 2000 (unaudited)	14
AT&T Call Center Buildings	
Financial Statements	
-----	
Report of Independent Public Accountants	16
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and for the nine months ended September 30, 2000 (unaudited)	17
Notes to Statements of Revenues Over Certain Operating	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Expenses for the year ended December 31, 1999 (audited) and  
for the nine months ended September 30, 2000 (unaudited) 18

Wells Real Estate Investment Trust, Inc.

### Unaudited Pro Forma Financial Statements

-----

Summary of Unaudited Pro Forma Financial Statements	20
Pro Forma Balance Sheet as of September 30, 2000	21
Pro Forma Statements of Income for the year ended December 31, 1999 and for the nine months ended September 30, 2000	23

11

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the STONE & WEBSTER BUILDING for the year ended December 31, 1999. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Stone & Webster Building after acquisition by the Wells Operating Partnership, L.P. (on behalf of Wells Real Estate Investment Trust, Inc.). The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Stone & Webster Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Stone & Webster Building for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.

/s/ Arthur Andersen LLP



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Atlanta, Georgia  
January 19, 2001

12

STONE & WEBSTER BUILDING

STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

AND THE NINE MONTHS ENDED SEPTEMBER 30, 2000

	2000	1999
	-----	-----
	Unaudited)	
RENTAL REVENUES	\$1,637,685	\$2,183,580
OPERATING EXPENSES, net of reimbursements	1,250,097	1,666,796
	-----	-----
REVENUES OVER CERTAIN OPERATING EXPENSES	\$ 387,588	\$ 516,784
	=====	=====

The accompanying notes are an integral part of these statements.

13

STONE & WEBSTER BUILDING

NOTES TO STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

AND THE NINE MONTHS ENDED SEPTEMBER 30, 2000 (UNAUDITED)

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On December 21, 2000, the Wells Operating Partnership L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate, and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

manage real properties on behalf of the Wells Real Estate Investment Trust, Inc., acquired the Stone & Webster Building from Cardinal Paragon, Inc. ("Cardinal"). Cardinal is not an affiliate of Wells OP. The total purchase price of the Stone & Webster Building was \$44,970,000. Wells OP incurred additional acquisition expenses in connection with the purchase of the Stone & Webster Building, including attorney's fees, recording fees, loan fees, and other closing costs, of approximately \$45,000. The funds used to purchase the Stone & Webster Building consisted of cash and proceeds from notes payable to Guarantee Federal Bank, F.S.B. and Cardinal.

Stone & Webster, Inc. ("Stone & Webster") occupies 206,048 of the entire 312,564 rentable square feet of the Stone & Webster Building under an office building lease between Wells OP and Stone & Webster (the "Stone & Webster Lease") entered into at closing. The current term of the Stone & Webster Lease is ten years, which commenced on December 28, 2000 and expires on December 31, 2010. Stone & Webster has the right to extend the Stone & Webster Lease for two additional five-year periods for a base rent equal to the greater of (i) the last year's rent, or (ii) the then-current "fair market rental value." In the event that the parties cannot agree upon the fair market rental value, such value shall be determined in accordance with the appraisal procedure contained in the Stone & Webster Lease. The Stone & Webster Lease is guaranteed by The Shaw Group, Inc., the parent company of Stone & Webster. Pursuant to the Stone & Webster Lease, Stone & Webster is required to pay its proportionate share of property taxes relating to the Stone & Webster Building and all operating costs incurred by the landlord in maintaining and operating the Stone & Webster Building, including garbage and waste disposal, janitorial service and window cleaning, security, insurance, water and sewer charges, wages, salaries, and employee benefits of all employees engaged in the operation, maintenance and management of the building, indoor and outdoor landscaping, utilities and repairs, replacements and general maintenance.

SYSCO occupies the remaining 106,516 rentable square feet of the Stone & Webster Building under a Lease Agreement (the "SYSCO Lease"). The landlord's interest in the SYSCO Lease was assigned to Wells OP at the closing. The initial term of the SYSCO Lease is ten years, which commenced on October 1, 1998, and expires on September 20, 2008. Pursuant to the SYSCO Lease, SYSCO is required to pay its proportionate share of property taxes and operating costs incurred by the landlord in maintaining and operating the Stone & Webster Building, including supplies and materials, utilities, insurance and repairs, replacements, general maintenance and wages and salaries (including management fees not to exceed 3% of gross revenues attributable to the building) of all employees engaged in such operation.

Rental Revenues

14

Rental income from leases is recognized on a straight-line basis over the life of the lease.

## 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, the statement excludes certain historical expenses, such as depreciation, interest, and management fees, not comparable to the operations of the

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Stone & Webster Building after acquisition by Wells OP.

15

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Fund XII, L.P. and  
Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the AT&T CALL CENTER BUILDINGS for the year ended December 31, 1999. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the AT&T Call Center Buildings after acquisition by the Wells Fund XII--REIT Joint Venture. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the AT&T Call Center Buildings' revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the AT&T Call Center Buildings for the year ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.

/s/ Arthur Andersen LLP

Atlanta, Georgia  
January 19, 2001

16

AT&T CALL CENTER BUILDINGS

STATEMENTS OF REVENUES

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

AND THE NINE MONTHS ENDED SEPTEMBER 30, 2000

RENTAL REVENUES

OPERATING EXPENSES, net of reimbursements

REVENUES OVER CERTAIN OPERATING EXPENSES

20  
-----  
(Unaud  
\$867  
6  
-----  
\$861  
=====

The accompanying notes are an integral part of these statements.

17

AT&T CALL CENTER BUILDINGS

NOTES TO STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 1999

AND THE NINE MONTHS ENDED SEPTEMBER 30, 2000 (UNAUDITED)

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On December 28, 2000, the Wells Fund XII-REIT Joint Venture (the "Joint Venture") acquired the AT&T Call Center Buildings from OKC Real Estate Investments, Inc. ("OKC"). The Joint Venture is a joint venture partnership between Wells Real Estate Fund XII, L.P. ("Wells Fund XII") and Wells Operating Partnership, L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc. OKC is not an affiliate of Wells Fund XII or Wells OP. The total purchase price of the AT&T Call Center Buildings was \$15,300,000. Additional acquisition expenses incurred in connection with the purchase of the AT&T Call Center Buildings, included attorney's fees, recording fees, loan fees, and other closing costs, of approximately \$28,000. Wells Fund XII contributed \$8,591,000, and Wells OP contributed \$6,737,000 to the Joint Venture for their respective shares of the purchase of the AT&T Call Center Buildings.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

AT&T Corp. ("AT&T") occupies the entire 78,500 rentable square feet of the two-story office building and 25,000 rentable square feet of the one-story office building under a net lease agreement (the "AT&T Lease"). The landlord's interest in the AT&T Lease was assigned to the Joint Venture at the closing. The initial term of the AT&T Lease commenced on April 1, 2000 and expires on November 30, 2010. AT&T has the right to extend the AT&T Lease for two additional five-year periods at the then-current fair market rental rate upon delivering written notice within 240 days prior to expiration of the lease. Under the AT&T lease, AT&T is required to pay, as additional monthly rent, its gas, water, and electricity costs and all operating expenses, including, but not limited to, garbage and waste disposal, telephone, sprinkler service, janitorial service, security, insurance premiums, all taxes, assessments and other governmental levies, and such other operating expenses with respect to its portion of the AT&T Call Center Buildings. In addition, AT&T is responsible for all routine maintenance and repairs to its portion of the AT&T Call Center Buildings.

Jordan Associates, Inc. ("Jordan") currently occupies the remaining 25,000 rentable square feet contained in the one-story building under a net lease agreement (the "Jordan Lease"). The landlord's interest in the Jordan lease was also assigned to the Fund XII-REIT Joint Venture at the closing. The initial term of the Jordan Lease commenced on April 1, 1998 and expires on March 31, 2008. Jordan has the right to extend the Jordan lease for one additional five-year period at the then-current fair market rental rate upon delivering written notice within 240 days prior to expiration of the initial lease term. Under the Jordan Lease, Jordan is required to pay as additional monthly rent, its gas, water, and electricity costs, and all operating expenses, including, but not limited to, garbage and waste disposal, telephone, sprinkler service, janitorial service, security, insurance premiums, all taxes, assessments and other governmental levies, and such other operating expenses with respect to its portion of the AT&T Call Center Buildings. In addition, Jordan is responsible for all routine maintenance and repairs to its portion of the AT&T Call Center Buildings.

18

### Rental Revenues

Rental income from leases is recognized on a straight-line basis over the life of the lease.

## 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, the statement excludes certain historical expenses, such as depreciation, interest, and management fees, not comparable to the operations of the AT&T Call Center Buildings after acquisition by the Joint Venture.

19

WELLS REAL ESTATE INVESTMENT TRUST, INC.

UNAUDITED PRO FORMA FINANCIAL STATEMENTS

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The following unaudited pro forma balance sheet as of September 30, 2000 has been prepared to give effect to the acquisition of the Motorola Plainfield Building ("Prior Acquisition"), the Stone & Webster Building, and the Metris Minnetonka Building by the Wells Operating Partnership, L.P. ("Wells OP"), and the AT&T Call Center Buildings by the Wells XII-REIT Joint Venture (a joint venture between the Wells OP and Wells Real Estate Fund XII, L.P.), as if the acquisitions occurred on September 30, 2000. The following unaudited pro forma statements of income (loss) for the year ended December 31, 1999 for and the nine months ended September 30, 2000 have been prepared to give effect to the acquisition of the Dial Building, the ASML Building, the Motorola Tempe Building, the Motorola Plainfield Building (together, the "Prior Acquisitions"), the Stone & Webster Building, the Metris Minnetonka Building and the AT&T Call Center Buildings as if each acquisition occurred on January 1, 1999.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of the Wells Real Estate Investment Trust, Inc. Wells Real Estate Investment Trust, Inc. is the general partner of the Wells OP.

These unaudited pro forma financial statements are prepared for informational purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions been consummated at the beginning of the period presented.

As of September 30, 2000, the date of the accompanying pro forma balance sheet, Wells OP held cash of \$12,257,161. The additional cash used to purchase the Stone & Webster Building, the Metris Minnetonka Building, and the AT&T Call Center Buildings including deferred project costs paid to Wells Capital, Inc. (an affiliate of Wells OP), was raised through the issuance of additional shares subsequent to September 30, 2000, but prior to the acquisition dates of December 21, 2000, December 21, 2000, and December 28, 2000, respectively. This balance is reflected in due to affiliates in the accompanying pro forma balance sheet.

20

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA BALANCE SHEET

SEPTEMBER 30, 2000

(Unaudited)

#### ASSETS

Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments		
-----	Prior Acquisition -----	Stone & Webster -----	Metris Minnetonka -----
REAL ESTATE ASSETS,			
at cost:			

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Land	\$ 21,695,304	\$9,652,500 (a) 402,509 (b)	\$7,100,000 (a) 296,070 (b)	\$ 7,700,000 (a) 321,090 (b)
Buildings less accumulated depreciation of \$6,810,792	188,671,038	24,525,641 (a) 1,022,719 (b)	37,914,954 (a) 1,581,054 (b)	45,151,969 (a) 1,882,837 (b)
Construction in progress	295,517	0	0	0
Total real estate assets	210,661,859	35,603,369	46,892,078	55,055,896
INVESTMENT IN JOINT VENTURES	36,708,242	0	0	0
CASH AND CASH EQUIVALENTS	12,257,161	(10,753,381) (a) (954,223) (b) (82,973) (c)	(466,584) (a)	0
DEFERRED OFFERING COSTS	1,108,206	0	0	0
DEFERRED PROJECT COSTS	471,005	(471,005) (b)	0	0
DUE FROM AFFILIATES	859,515	0	0	0
PREPAID EXPENSES AND OTHER ASSETS	6,344,905	82,973 (c)	0	0
Total assets	\$268,410,893	\$23,424,760	\$46,425,494	\$55,055,896

21

LIABILITIES AND SHAREHOLDERS' EQUITY

	Wells Real Estate Investment Trust, Inc.	Prior Acquisitions	Pro Forma Adjustm Stone & Webster	Metri Minneto
LIABILITIES:				
Accounts payable and accrued expenses	\$ 975,821	\$ 424,760 (a) (d)	\$ 0	\$
Notes payable	38,909,030	23,000,000 (a)	38,900,000 (a)	52,850
Dividends payable	4,475,982	0	0	
Due to affiliate	1,372,508	0	5,648,370 (a) 1,877,124 (b)	1 2,203
Total liabilities	45,733,341	23,424,760	46,425,494	55,055
COMMITMENTS AND CONTINGENCIES				
MINORITY INTEREST OF UNIT				

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

HOLDER IN OPERATING PARTNERSHIP	200,000	0	0	
	-----	-----	-----	-----
SHAREHOLDERS' EQUITY:				
Common shares, \$.01 par value; 40,000,000 shares authorized, 13,471,085 shares issued and outstanding	261,748	0	0	
Additional paid-in capital	222,215,804	0	0	
Retained earnings	0	0	0	
	-----	-----	-----	-----
Total shareholders' equity	222,477,552	0	0	
	-----	-----	-----	-----
Total liabilities and shareholders' equity	\$268,410,893	\$23,424,760	\$46,425,494	\$55,055,000
	=====	=====	=====	=====

(a) Reflects Wells Real Estate Investment Trust, Inc.'s purchase price for the building.

(b) Reflects deferred project costs allocated to the land and building at approximately 4.17% of the purchase price.

(c) Reflects loan fees incurred in connection with the receipt of loan proceeds from the SouthTrust Bank, N.A., line of credit.

(d) Reflects assumption of obligation of Wells OP to reimburse the tenant of certain rent payments required of it under its prior lease.

(e) Reflects Wells Real Estate Investment Trust, Inc.'s contribution to the Wells Fund XII-REIT Joint Venture

22

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE YEAR ENDED DECEMBER 31, 1999

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments		
	-----	Prior Acquisitions	Stone & Webster	Metris Minnetonka
	-----	-----	-----	-----
REVENUES:				
Rental income	\$4,735,184	\$7,366,142 (a)	\$ 2,183,580 (a)	\$ 0
Equity in income (loss) of joint ventures	1,243,969	0	0	0
Interest income	502,993	0	0	0
Other income	13,249	0	0	0



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	----- 6,495,395 -----	----- 7,366,142 -----	----- 2,183,580 -----	----- 0 -----
EXPENSES:				
Depreciation and amortization	1,726,103	2,864,752 (b) 23,706 (c)	1,579,840 (b)	1,881,392 (b)
Interest	442,029	2,758,350 (d) 450,000 (e) 1,787,100 (f)	3,279,080 (j)	3,762,920 (k)
Operating costs, net of reimbursements	(74,666)	(60,400) (g) 10,916 (h)	1,666,796 (h)	34,092 (h)
Management and leasing fees	257,744	315,537 (i)	98,261 (i)	0
General and administrative	123,776	0	0	0
Legal and accounting	115,471	0	0	0
Computer costs	11,368	0	0	0
Amortization of organizational costs	8,921	0	0	0
	----- 2,610,746 -----	----- 8,149,961 -----	----- 6,623,977 -----	----- 5,678,404 -----
NET INCOME (LOSS)	\$3,884,649 =====	\$ (783,819) =====	\$ (4,440,397) =====	\$ (5,678,404) =====
HISTORICAL EARNINGS PER SHARE (BASIC AND DILUTED)	\$ 0.50 =====			
PRO FORMA LOSS PER SHARE (BASIC AND DILUTED) (m)				
PRO FORMA LOSS PER SHARE (BASIC AND DILUTED) (n)				

(a) Rental income is recognized on a straight-line basis.

(b) Depreciation expense on the building is recognized using the straight-line method and a 25 year life.

(c) Amortization of loan costs over term of SouthTrust Bank, N.A. line of credit.

(d) Interest expense on the \$9,000,000 line of credit with SouthTrust Bank, N.A. and the \$26,500,000 line of credit with Bank of America, N.A., which bear interest at 7.77% for the year ended December 31, 1999.

(e) Interest expense on the \$5,000,000 note payable with Ryan Companies U.S., Inc., the seller, which bears interest at 9% for the year ended December 31, 1999.

(f) Interest expense on the \$23,000,000 line-of-credit with SouthTrust Bank, N.A., which bears interest at 7.77% for the year ended December 31, 1999.

(g) Consists of ground lease and insurance expense for the ASML Building and the Motorola Tempe Building, net of tenant reimbursements.

(h) Consists of non-reimbursable operating expenses.

(i) Management and leasing fees equal approximately 4.5% of rental income.

(j) Interest expense on the \$3,000,000 note payable to Cardinal Paragon, Inc. and \$35,900,000 note payable to Guaranteed Federal Bank, F.S.B., which bear interest at 6% and 8.63%, respectively, for the year ended December 31, 1999.

(k) Interest expense on the \$52,850,000 line of credit with SouthTrust Bank, N.A., which bears interest at 7.12% for the year ended December 31, 1999.

(l) Reflects Wells Real Estate Investment Trust, Inc.'s equity in loss of the Wells XII-REIT Joint Venture.

(m) As of the acquisition date of December 21, 2000, for the Stone & Webster Building and the Metris Minnetonka Building, Wells Real Estate Investment Trust, Inc. had 30,665,147 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire year ended December 31, 1999.

(n) As of the acquisition date of December 28, 2000 for the AT&T Call Center Buildings, Wells Real Estate Investment Trust, Inc. had 31,244,246 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire year ended December 31, 1999.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2000

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments		
		Prior Acquisitions	Stone & Webster	Metris Minnetonka
REVENUES:				
Rental income	\$13,712,371	\$ 2,210,432 (a)	\$ 1,637,685 (a)	\$ 586,435 (a)
Equity in income of joint ventures	1,684,247	0	0	0
Interest income	338,020	0	0	0
	<u>15,734,638</u>	<u>2,210,432</u>	<u>1,637,685</u>	<u>586,435</u>
EXPENSES:				
Depreciation and amortization	5,084,689	1,227,155 (b)	1,184,880 (b)	1,411,044 (b)

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Interest	2,798,299	17,780 (c) 777,450 (d) 112,500 (e) 1,546,620 (f)	2,555,910 (j)	3,186,855 (k)
Operating costs, net of reimbursements	631,407	(15,099) (g) 73,739 (h)	1,250,097 (h)	22,728 (h)
Management and leasing fees	919,630	99,470 (i)	73,696 (i)	26,390 (i)
General and administrative	273,484	0	0	0
Legal and accounting	130,603	0	0	0
Computer costs	8,846	0	0	0
Amortization of organizational costs	150,143	0	0	0
	----- 9,997,101	----- 3,839,615	----- 5,064,583	----- 4,647,017
NET INCOME (LOSS)	\$ 5,737,537 =====	\$ (1,629,183) =====	\$ (3,426,898) =====	\$ (4,060,582) =====
HISTORICAL EARNINGS				
PER SHARE (BASIC) AND DILUTED)	\$ 0.30 =====			
PRO FORMA LOSS PER SHARE (BASIC AND DILUTED) (l)				
PRO FORMA LOSS PER SHARE (BASIC AND DILUTED) (m)				

(a) Rental income is recognized on a straight-line basis.

(b) Depreciation expense on the building is recognized using the straight-line method and a 25 year life.

(c) Amortization of loan costs over term of SouthTrust Bank, N.A. line of credit.

(d) Interest expense on the \$9,000,000 line of credit with SouthTrust Bank, N.A. and the \$26,500,000 line of credit with Bank of America, N.A., which bear interest at 8.76% for the nine months ended September 30, 2000.

(e) Interest expense on the \$5,000,000 note payable with Ryan Companies U.S., Inc., the seller, which bears interest at 9% for the nine months ended September 30, 2000.

(f) Interest expense on the \$23,000,000 line-of-credit with SouthTrust Bank, N.A., which bears interest at 8.97% for the nine months ended September 30, 2000.

(g) Consists of ground lease and insurance expense for the ASML Building and the Motorola Tempe Building, net of tenant reimbursements.

(h) Consists of non-reimbursable operating expenses.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(i) Management and leasing fees equal approximately 4.5% of rental income.

25

(j) Interest expense on the \$3,000,000 note payable to Cardinal Paragon, Inc. and the \$35,900,000 note payable to Guaranteed Federal Bank, F.S.B, which bear interest at 6% and 8.99%, respectively, for the nine months ended September 30, 2000.

(k) Interest expense on the \$52,850,000 line of credit with South Trust Bank, N.A., which bears interest at 8.04% for the nine months ended September 30, 2000.

(l) As of the acquisition date of December 21, 2000 for the Stone & Webster Building and the Metris Minnetonka Building, Wells Real Estate Investment Trust, Inc. had 30,665,147 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire nine months ended September 30, 2000.

(m) As of the acquisition date of December 28, 2000 for the AT&T Call Center Buildings, Wells Real Estate Investment Trust, Inc. had 31,244,246 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire nine months ended September 30, 2000.

(n) Reflect Wells Real Estate Investment Trust, Inc.'s equity in income of the Wells XII--REIT Joint Venture.

26

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
SUPPLEMENT NO. 2 DATED APRIL 25, 2001 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) The status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) Revisions to the "Investment Objectives and Criteria," "Risk Factors" and "Federal Income Tax Risks" sections of the prospectus to include a description of the Wells REIT's participation in the Section 1031 Exchange Program sponsored by affiliates of Wells Capital, Inc., our Advisor, and risks associated therewith;
- (3) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (4) Revisions to the "Description of Shares - Share Redemption Program" section of the prospectus;
- (5) Updated audited financial statements of the Wells REIT; and
- (6) Updated prior performance tables.

### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced a second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of April 15, 2001, we had received an additional \$83,074,813 in gross offering proceeds from the sale of 8,307,482 shares in the third offering. Accordingly, as of April 15, 2001, we had received in the aggregate approximately \$390,485,925 in gross offering proceeds from the sale of 39,048,593 shares of our common stock.

1

### Investment Objectives and Criteria - Section 1031 Exchange Program

The following paragraphs are hereby inserted into the "Investment Objectives and Criteria" section of the prospectus at the top of page 64:

#### Section 1031 Exchange Program

Wells Development Corporation (Wells Development), an affiliate of Wells Capital, our Advisor, is forming a series of single member limited liability companies (each of which is referred to in this prospectus as Wells Exchange) for the purpose of facilitating the acquisition of real estate properties to be owned in co-tenancy arrangements with persons (1031 Participants) who are looking to invest the proceeds from a sale of real estate held for investment in another real estate investment for purposes of qualifying for like-kind exchange treatment under Section 1031 of the Internal Revenue Code. It is anticipated that Wells Development will sponsor a series of private placement offerings of co-tenancy interests in various properties to 1031 Participants.

Wells Development anticipates that properties acquired in connection with the Section 1031 Exchange Program will be financed by obtaining a new first mortgage secured by the property acquired. In order to finance the remainder of the purchase price for properties to be acquired by Wells Exchange, it is anticipated that Wells Exchange will obtain a short-term loan from an institutional lender for each property. Following its acquisition of a property, Wells Exchange will attempt to sell co-tenancy interests to 1031 Participants, the proceeds of which will be used to pay off the short-term loan. At the closing of each property to be acquired by Wells Exchange, Wells OP will enter into a Take Out Purchase and Escrow Agreement or similar contract,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

providing that, in the event that Wells Exchange is unable to sell all of the co-tenancy interests in that particular property to 1031 Participants, Wells OP will purchase, at Wells Exchange's cost, any co-tenancy interests remaining unsold. (See "Risk Factors - Section 1031 Exchange Program.") In consideration for such obligation, Wells Exchange will pay Wells OP a fee (Take Out Fee) in an amount currently anticipated to range between 1.0% and 1.5% of the amount of the short-term loan being obtained by Wells Exchange. (See "Risk Factors - Federal Income Tax Risks.")

Our board of directors, including a majority of our independent directors, will approve each Take Out Purchase and Escrow Agreement we enter into with Wells Exchange. Accordingly, Wells Exchange intends to purchase only real estate properties which otherwise meet the investment objectives of the Wells REIT. Wells OP may execute a Take Out Purchase and Escrow Agreement providing for the potential purchase of the unsold co-tenancy interests from Wells Exchange only after a majority of the directors of the Wells REIT, including a majority of our independent directors, not otherwise interested in the transaction approve of the transaction as being fair, competitive and commercially reasonable to Wells OP and at a price to Wells OP no greater than the cost of the co-tenancy interests to Wells Exchange. If the price to Wells OP is in excess of such cost, the directors of the Wells REIT must find substantial justification for such excess and that such excess is reasonable. In addition, a fair market value appraisal for each property must be obtained from an independent expert selected by our independent directors, and in no event may Wells OP purchase co-tenancy interests at a price that exceeds the current appraised value for the property interests.

As set forth above, pursuant to the terms of Take Out Purchase and Escrow Agreements, Wells OP will be obligated to purchase co-tenancy interests in certain properties offered to 1031 Participants to the extent co-tenancy interests remain unsold at the end of the offering. All purchasers of co-tenancy interests, including Wells OP in the event that it is required to purchase co-tenancy interests pursuant to a Take Out Purchase and Escrow Agreement, will be required to execute a Tenants in Common Agreement with the other purchasers of co-tenancy interests in that

2

particular property and a Property Management Agreement providing for the property management and leasing of the property by Wells Management and the payment of property management and leasing fees to Wells Management equal to 4.5% of gross revenues. Accordingly, in the event that Wells OP is required to purchase co-tenancy interests pursuant to one or more of the Take Out Purchase and Escrow Agreements, we will be subject to various risks associated with co-tenancy arrangements which are not otherwise present in real estate investments such as the risk that the interests of the 1031 Participants will become adverse to our interests. (See "Risk Factors - Section 1031 Exchange Program.")

Risk Factors - Section 1031 Exchange Program

The following paragraphs are hereby inserted into the "Risk Factors" section of the prospectus as the first full paragraph at the top of page 20:

Section 1031 Exchange Program Risks

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

We may have increased exposure to liabilities from litigation as a result of our participation in the Section 1031 Exchange Program.

There will be significant tax and securities disclosure risks associated with the private placement offerings of co-tenancy interests by Wells Exchange to 1031 Participants. For example, in the event that the Internal Revenue Service conducts an audit of the purchasers of co-tenancy interests and is able to successfully challenge the qualification of the transaction as a like-kind exchange under Section 1031 of the Internal Revenue Code, even though it is anticipated that this tax risk will be fully disclosed to investors, purchasers of co-tenancy interests may file a lawsuit against Wells Exchange and its sponsors. In such event, even though Wells OP is not acting as a sponsor of the offering and is not recommending that 1031 Participants buy co-tenancy interests from Wells Exchange, as a result of our participation in the Section 1031 Exchange Program, and since Wells OP will be receiving Take Out Fees in connection with the Section 1031 Exchange Program, we may be named in or otherwise required to defend against lawsuits brought by 1031 Participants. Any amounts we are required to expend for any such litigation claims may reduce the amount of funds available for distribution to shareholders of the Wells REIT. In addition, disclosure of any such litigation may adversely affect our ability to raise additional capital in the future through the sale of stock. (See "Investment Objectives and Criteria - Section 1031 Exchange Program.")

We will be subject to risks associated with co-tenancy arrangements that are not otherwise present in a real estate investment.

At the closing of each property to be acquired by Wells Exchange pursuant to the Section 1031 Exchange Program, Wells OP will enter into a Take Out Purchase and Escrow Agreement providing that, in the event that Wells Exchange is unable to sell all of the co-tenancy interests in that particular property by the completion of its private placement offering, Wells OP will purchase, at Wells Exchange's cost, any co-tenancy interests remaining unsold. Accordingly, in the event that Wells Exchange is unable to sell all co-tenancy interests in one or more of its properties, Wells OP will be required to purchase the unsold co-tenancy interests in such property or properties and, thus, will be subject to the risks of ownership of properties in a co-tenancy arrangement with unrelated third parties. (See "Investment Objectives and Criteria - Section 1031 Exchange Program.")

3

Ownership of co-tenancy interests involves risks not otherwise present with an investment in real estate such as the following:

- . the risk that a co-tenant may at any time have economic or business interests or goals which are or which become inconsistent with our business interests or goals;
- . the risk that a co-tenant may be in a position to take action contrary to our instructions or requests or contrary to our policies or objectives; or
- . the possibility that a co-tenant might become insolvent or bankrupt, which may be an event of default under mortgage loan financing documents or allow the bankruptcy court to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

reject the Tenants in Common Agreement or Management Agreement entered into by the co-tenants owning interests in the property.

Actions by a co-tenant might have the result of subjecting the property to liabilities in excess of those contemplated and may have the effect of reducing your returns.

In the event that our interests become adverse to those of the other co-tenants, we will not have the contractual right to purchase the co-tenancy interests from the other co-tenants. Even if we are given the opportunity to purchase such co-tenancy interests in the future, we cannot guarantee that we will have sufficient funds available at the time to purchase co-tenancy interests from the 1031 Participants.

We might want to sell our co-tenancy interests in a given property at a time when the other co-tenants in such property do not desire to sell their interests. Therefore, we may not be able to sell our interest in a property at the time we would like to sell. In addition, it is anticipated that it will be much more difficult to find a willing buyer for our co-tenancy interests in a property than it would be to find a buyer for a property we owned outright.

Our participation in the Section 1031 Exchange Program may limit our ability to borrow funds in the future.

Institutional lenders may view our obligations under Take Out Purchase and Escrow Agreements to acquire unsold co-tenancy interests in properties as a contingent liability against our cash or other assets, which may limit our ability to borrow funds in the future. Further, such obligations may be viewed by our lenders in such a matter as to limit our ability to borrow funds based on regulatory restrictions on lenders limiting the amount of loans they can make to any one borrower. (See "Investment Objectives and Criteria - Section 1031 Exchange Program.")

### Federal Income Tax Risks

The information contained on page 24 in the "Federal Income Tax Risks" section of the prospectus is revised as of the date of this supplement by the deletion of the first two paragraphs of that section and the insertion of the following paragraphs in lieu thereof:

Failure to qualify as a REIT could adversely affect our operations and our ability to make distributions.

If we fail to qualify as a REIT for any taxable year, we will be subject to federal income tax on our taxable income at corporate rates with no offsetting deductions for distributions for shareholders. Further, in such event, we would generally be disqualified from treatment as a REIT for the four taxable years following the year in which we lose our REIT status. Accordingly, the loss of our REIT status would reduce our net earnings available for investment or distribution to shareholders because of the substantial tax liabilities which would be imposed

on us. We might also be required to borrow funds or liquidate some



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

investments in order to pay the applicable tax.

Qualification as a REIT is subject to the satisfaction of requirements set forth in the Code and Treasury Regulations and various factual matters and circumstances which are not entirely within our control. We have and will continue to structure our activities in a manner designed to satisfy all of these requirements, however, if certain of our operations were to be recharacterized by the Internal Revenue Service, such recharacterization could jeopardize our ability to satisfy all of the requirements for qualification as a REIT. In addition, new legislation, regulations, administrative interpretations or court decisions could change the tax laws relating to our qualification as a REIT or the federal income tax consequences of our being a REIT.

In this regard, Wells Development, an affiliate of our advisor, is sponsoring a program involving the offering and sale of co-tenancy interests by Wells Exchange in real properties to investors seeking to complete Section 1031 like-kind exchanges. In connection with this program, we have agreed to enter into a series of transactions whereby Wells OP will enter into a number of Take Out Purchase and Escrow Agreements with Wells Exchange which will, in effect, guarantee the sale of the co-tenancy interests being offered by Wells Exchange. In consideration for entering into these Take Out Purchase and Escrow Agreements, Wells OP will be paid fees which could be characterized as gross revenue not constituting income "qualifying" for purposes of satisfying the "income tests" required for REIT qualification. (See "Federal Income Tax Consequences - Operational Requirements - Gross Income Tests.") If this fee income were, in fact, treated as non-qualifying, and if the aggregate of all such income and any other non-qualifying income in any taxable year ever exceeded 5.0% of our gross revenues for such year, we could lose our REIT status for that taxable year and the four ensuing taxable years. As set forth above, we will use all reasonable efforts to structure our activities in a manner intended to satisfy the requirements for our continued qualification as a REIT. (See "Investment Objectives and Criteria -Section 1031 Exchange Program.")

Recharacterization of the Section 1031 Exchange Program may result in taxation of income from a prohibited transaction.

In the event that the Internal Revenue Service were to recharacterize the Section 1031 Exchange Program such that Wells OP, rather than Wells Exchange, is treated as the bona fide owner, for tax purposes, of properties acquired and resold by Wells Exchange in connection with the Section 1031 Exchange Program, such characterization could result in the Take Out Fees paid to Wells OP as being deemed income from a prohibited transaction, in which event all such fee income paid to us in connection with the Section 1031 Exchange Program would be subject to a 100% tax. (See "Investment Objectives and Criteria - Section 1031 Exchange Program.")

### Management's Discussion and Analysis of Financial Condition and Results of Operation

The information contained on page 98 in the "Management's Discussion and Analysis of Financial Condition and Results of Operations - Liquidity and Capital Resources" section of the prospectus is revised as of the date of this supplement by the deletion of the first two paragraphs of that section and the insertion of the following paragraphs in lieu thereof:

We began active operations on June 5, 1998, when we received and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a follow-on public offering of up to 22,200,000 shares of common stock at \$10 per share. We terminated our follow-on public

5

offering on December 19, 2000. Of the \$175,229,193 raised in the follow-on offering, we invested a total of \$147,192,522 in properties.

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of April 15, 2001, we had received an additional \$83,074,813 in gross offering proceeds from the sale of 8,307,482 shares in the third offering. As of April 15, 2001, we had raised in the aggregate a total of \$390,485,925 in offering proceeds through the sale of 39,048,593 shares of common stock. As of April 15, 2001, we had paid a total of \$13,584,221 in acquisition and advisory fees and acquisition expenses, had paid a total of \$48,515,076 in selling commissions and organizational and offering expenses, had made capital contributions of \$323,477,000 to Wells OP for investments in joint ventures and acquisitions of real property, had utilized \$2,365,315 for the redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$2,544,313 available for investment in additional properties.

### Description of Shares - Share Redemption Program

The information contained on page 147 in the "Description of Shares - Share Redemption Program" section of the prospectus is revised as of the date of this supplement by the deletion of the first full paragraph on page 147 and the insertion of the following paragraph in lieu thereof:

If you have held your shares for the required one-year period, you may redeem your shares for a purchase price equal to the lesser of (1) \$10 per share, or (2) the purchase price per share that you actually paid for your shares of the Wells REIT. In the event that you are redeeming all of your shares, shares purchased pursuant to our dividend reinvestment plan may be excluded from the foregoing one-year holding period requirement, in the discretion of the board of directors. In addition, for purposes of the one-year holding period, limited partners of Wells OP who exchange their limited partnership units for shares in the Wells REIT shall be deemed to have owned their shares as of the date they were issued their limited partnership units in Wells OP. The board of directors reserves the right in its sole discretion at any time and from time to time to (1) change the purchase price for redemptions, or (2) otherwise amend the terms of our share redemption program. In addition, our board of directors has delegated to our officers the right to (1) waive the one-year holding period in the event of the death or bankruptcy of a shareholder or other exigent circumstances, or (2) reject any request for redemption at any time and for any reason.

### Financial Statements

The consolidated balance sheets of the Wells REIT as of December 31, 2000 and 1999, and the financial statements of the Wells REIT for each of the years in the three year period ended December 31, 2000, included in this

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their report with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said report.

### Prior Performance Tables

The prior performance tables dated as of December 31, 2000, which are included in this supplement, have not been audited.

6

### INDEX TO FINANCIAL STATEMENTS AND PRIOR PERFORMANCE TABLES

	Page
	----
Wells Real Estate Investment Trust, Inc. and Subsidiary Audited Financial Statements -----	
Report of Independent Public Accountants	8
Consolidated Balance Sheets as of December 31, 2000 and December 31, 1999	9
Consolidated Statements of Income for the years ended December 31, 2000, December 31, 1999, and December 31, 1998	10
Consolidated Statements of Shareholders' Equity for the years ended December 31, 2000, December 31, 1999, and December 31, 1998	11
Consolidated Statements of Cash Flows for the years ended December 31, 2000, December 31, 1999, and December 31, 1998	12
Notes to Consolidated Financial Statements December 31, 2000, December 31, 1999, and December 31, 1998	13
Prior Performance Tables (Unaudited)	39

7

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying consolidated balance sheets of WELLS REAL ESTATE INVESTMENT TRUST, INC. (a Maryland corporation) AND SUBSIDIARY as of December 31, 2000 and 1999 and the related consolidated statements of income, shareholders' equity, and cash flows for each of the three years in the period ended December 31, 2000. These financial statements and the schedule referred to below are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements and schedule

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

based on our audits.

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

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Wells Real Estate Investment Trust, Inc. and subsidiary as of December 31, 2000 and 1999 and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

ARTHUR ANDERSEN LLP

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
January 30, 2001

8

Wells Real Estate Investment Trust, Inc.

and subsidiary

consolidated Balance Sheets

December 31, 2000 and 1999

## ASSETS

-----

	2000
	----
REAL ESTATE ASSETS, at cost:	
Land	\$ 46,237,81
Building, less accumulated depreciation of \$9,469,653 and \$1,726,102 at December 31, 2000 and 1999, respectively	287,862,65
Construction in progress	3,357,72
	-----
Total real estate assets	337,458,18
INVESTMENT IN JOINT VENTURES	44,236,59
CASH AND CASH EQUIVALENTS	4,298,30
ACCOUNTS RECEIVABLE	3,356,42

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

DEFERRED LEASE ACQUISITION COSTS	1,890,33
DEFERRED OFFERING COSTS	1,291,37
DEFERRED PROJECT COSTS	550,25
DUE FROM AFFILIATES	734,28
PREPAID EXPENSES AND OTHER ASSETS, net	4,734,58
Total assets	\$ 398,550,34

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES:

Notes payable	\$ 127,663,18
Accounts payable and accrued expenses	2,166,38
Deferred rental income	381,19
Dividends payable	1,025,01
Due to affiliate	1,772,95
Total liabilities	133,008,73

COMMITMENTS AND CONTINGENCIES

MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,00
---	--------

SHAREHOLDERS' EQUITY:

Common shares, \$.01 par value; 125,000,000 shares authorized, 31,509,807 shares issued and 31,368,510 shares outstanding at December 31, 2000, and 13,471,085 shares issued and outstanding at December 31, 1999	315,09
Additional paid-in capital	266,439,48
Treasury stock, at cost, 141,297 shares at December 31, 2000 and 0 shares at December 31, 1999	(1,412,96)
Total shareholders' equity	265,341,61

Total liabilities and shareholders' equity	\$ 398,550,34
--	---------------

The accompanying notes are an integral part of these consolidated balance sheets.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF INCOME

FOR THE YEARS ENDED DECEMBER 31, 2000, 1999, AND 1998

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	2000	1999
	----	----
REVENUES:		
Rental income	\$ 20,505,000	\$ 4,730,000
Equity in income of joint ventures	2,293,873	1,240,000
Interest income	520,924	500,000
Other income	53,409	1,000
	-----	-----
	23,373,206	6,491,000
	-----	-----
EXPENSES:		
Depreciation	7,743,551	1,720,000
Interest expense	3,966,902	440,000
Amortization of deferred financing costs	232,559	0
Operating costs, net of reimbursements	888,091	(700,000)
Management and leasing fees	1,309,974	250,000
General and administrative	426,680	120,000
Legal and accounting	240,209	110,000
Computer costs	12,273	1,000
	-----	-----
	14,820,239	2,611,000
	-----	-----
NET INCOME	\$ 8,552,967	\$ 3,880,000
	=====	=====
EARNINGS PER SHARE:		
Basic and diluted	\$ 0.40	\$ 0.40
	=====	=====

The accompanying notes are an integral part of these consolidated statements.

10

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

FOR THE YEARS ENDED DECEMBER 31, 2000, 1999, AND 1998

	Common Stock		Additional Paid-In	Retained	Tr
	Shares	Amount	Capital	Earnings	Share
	-----	-----	-----	-----	-----
BALANCE,					
December 31, 1997	100	\$ 1	\$ 999	\$ 0	
Issuance of common stock	3,154,036	31,540	31,508,820	0	
Net income	0	0	0	334,034	

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Dividends (\$.31 per share)	0	0	(511,163)	0	
Sales commissions	0	0	(2,996,334)	0	
Other offering expenses	0	0	(946,210)	0	
	-----	-----	-----	-----	-----
BALANCE, December 31, 1998	3,154,136	31,541	27,056,112	334,034	
Issuance of common stock	10,316,949	103,169	103,066,321	0	
Net income	0	0	0	3,884,649	
Dividends (\$.70 per share)	0	0	(1,346,240)	(4,218,683)	
Sales commissions	0	0	(9,801,197)	0	
Other offering expenses	0	0	(3,094,111)	0	
	-----	-----	-----	-----	-----
BALANCE, December 31, 1999	13,471,085	134,710	115,880,885	0	
Issuance of common stock	18,038,722	180,387	180,206,833	0	
Treasury stock purchased	0	0	0	0	(141,200)
Net income	0	0	0	8,552,967	
Dividends (\$.73 per share)	0	0	(7,276,452)	(8,552,967)	
Sales commissions	0	0	(17,002,554)	0	
Other offering expenses	0	0	(5,369,228)	0	
	-----	-----	-----	-----	-----
BALANCE, December 31, 2000	31,509,807	\$ 315,097	\$ 266,439,484	\$ 0	(141,200)
	=====	=====	=====	=====	=====

The accompanying notes are an integral part of these consolidated statements.

11

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31, 2000, 1999, AND 1998

	2000	1999
	-----	-----
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 8,552,967	\$ 3,884,649
	-----	-----
Adjustments to reconcile net income to net cash		

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

provided by (used in) operating activities:		
Equity in income of joint ventures	(2,293,873)	(1,243,969)
Depreciation	7,743,551	1,735,024
Amortization of deferred financing costs	232,559	0
Changes in assets and liabilities:		
Accounts receivable	(2,457,724)	(898,704)
Due from affiliates	(435,600)	0
Prepaid expenses and other assets, net	(6,475,577)	149,501
Accounts payable and accrued expenses	1,941,666	36,894
Deferred rental income	144,615	236,579
Due to affiliates	367,055	108,301
	-----	-----
Total adjustments	(1,233,328)	123,626
	-----	-----
Net cash provided by (used in) operating activities	7,319,639	4,008,275
	-----	-----
CASH FLOWS FROM INVESTING ACTIVITIES:		
Investment in real estate	(231,518,138)	(85,514,506)
Investment in joint ventures	(15,063,625)	(17,641,211)
Deferred project costs paid	(6,264,098)	(3,610,967)
Distributions received from joint ventures	3,529,401	1,371,728
	-----	-----
Net cash used in investing activities	(249,316,460)	(105,394,956)
	-----	-----
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from notes payable	187,633,130	40,594,463
Repayments of notes payable	(83,899,171)	(30,725,165)
Dividends paid to shareholders	(16,971,110)	(3,806,398)
Issuance of common stock	180,387,220	103,169,490
Treasury stock purchased	(1,412,969)	0
Sales commissions paid	(17,002,554)	(9,801,197)
Other offering costs paid	(5,369,228)	(3,094,111)
	-----	-----
Net cash provided by financing activities	243,365,318	96,337,082
	-----	-----
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1,368,497	(5,049,599)
	-----	-----
CASH AND CASH EQUIVALENTS, beginning of year	2,929,804	7,979,403
	-----	-----
CASH AND CASH EQUIVALENTS, end of year	\$ 4,298,301	\$ 2,929,804
	=====	=====
SUPPLEMENTAL DISCLOSURES OF NONCASH ACTIVITIES:		
Deferred project costs applied to real estate assets	\$ 5,114,279	\$ 3,183,239
	=====	=====
Deferred project costs contributed to joint ventures	\$ 627,656	\$ 735,056
	=====	=====
Deferred offering costs due to affiliate	\$ 326,435	\$ 416,212
	=====	=====

The accompanying notes are an integral part of these consolidated statements.



# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2000, 1999, AND 1998

### 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Wells Real Estate Investment Trust, Inc. (the "Company") is a Maryland corporation that qualifies as a real estate investment trust ("REIT"). The Company is conducting an offering for the sale of a maximum of 125,000,000 (exclusive of 10,000,000 shares available pursuant to the Company's dividend reinvestment plan) shares of common stock, \$.01 par value per share, at a price of \$10 per share. The Company will seek to acquire and operate commercial properties, including, but not limited to, office buildings, shopping centers, business and industrial parks, and other commercial and industrial properties, including properties which are under construction, are newly constructed, or have been constructed and have operating histories. All such properties may be acquired, developed, and operated by the Company alone or jointly with another party. The Company is likely to enter into one or more joint ventures with affiliated entities for the acquisition of properties. In connection with this, the Company may enter into joint ventures for the acquisition of properties with prior or future real estate limited partnership programs sponsored by Wells Capital, Inc. (the "Advisor") or its affiliates.

Substantially all of the Company's business is conducted through Wells Operating Partnership, L.P. (the "Operating Partnership"), a Delaware limited partnership. During 1997, the Operating Partnership issued 20,000 limited partner units to the Advisor in exchange for \$200,000. The Company is the sole general partner in the Operating Partnership and possesses full legal control and authority over the operations of the Operating Partnership; consequently, the accompanying consolidated financial statements of the Company include the amounts of the Operating Partnership.

The Operating Partnership owns the following properties directly: (i) the PricewaterhouseCoopers property (the "PwC Building"), a four-story office building located in Tampa, Florida; (ii) the AT&T Building, a four-story office building located in Harrisburg, Pennsylvania; (iii) the Marconi Data Systems property (the "Marconi Building"), a two-story office building located in Wood Dale, Illinois; (iv) the Cinemark Building, a five-story office building located in Plano, Texas; (v) the Matsushita Building, a two-story office building located in Lake Forest, California; (vi) the ASML Building, a two-story office building located in Tempe, Arizona; (vii) the Motorola Tempe Building, a two-story office building located in Tempe, Arizona; (viii) the Dial Building, a two-story office building located in Scottsdale, Arizona; (ix) the Delphi Building, a three-story office building located in Troy, Michigan; (x) the Avnet Building, a two-story office building located in Tempe, Arizona; (xi) the Metris Oklahoma Building, a three-story office building located in Tulsa, Oklahoma; (xii) the Alstom Power-Richmond Building, a four-story office building located in Richmond, Virginia; (xiii) the Motorola Plainfield Building, a three-story office building located in South Plainfield, New Jersey; (xiv) the Stone & Webster Building, a six-story office building located in Houston, Texas; and (xv) the Metris Minnetonka Building, a nine-story office building located in Minnetonka, Minnesota.

The Company owns an interest in one property through a joint venture between the Operating Partnership, Wells Real Estate Fund VIII, L.P. ("Wells Fund VIII"), and Wells Real Estate Fund IX, L.P. ("Wells Fund IX"), which is referred to as the Fund VIII, IX, and REIT Joint Venture. The Company also owns interests in several properties through a joint venture between the Operating Partnership, Wells Fund IX, Wells Real Estate Fund X, L.P. ("Wells Fund X"), and Wells Real Estate Fund XI, L.P. ("Wells Fund XI"). This joint venture is referred to as the Fund IX, Fund X, Fund XI, and REIT Joint Venture ("Fund IX, X, XI, and REIT

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Joint Venture"). The Company owns two properties through joint venture between the Operating Partnership and Fund X and XI Associates, a joint venture between Wells Fund X and Wells Fund XI. In addition, the Company owns an interest in several properties through a joint venture between Wells Fund XI, Wells Real Estate Fund XII, L.P. ("Wells Fund XII"), and the Operating Partnership, which is referred to as the Fund XI, XII, and REIT Joint Venture. The Company also owns two properties through a joint venture between Wells Fund XII and the Operating Partnership, which is referred to as the Fund XII and REIT Joint Venture.

13

Through its investment in the Fund VIII, IX, and REIT Joint Venture, the Company owns an interest in a two-story office building in Orange County, California (the "Quest Building").

The following properties are owned by the Company through its investment in the Fund IX, X, XI, and REIT Joint Venture: (i) a three-story office building in Knoxville, Tennessee (the "Alstom Power Building," formerly the ABB Building), (ii) a two-story office building in Louisville, Colorado (the "Ohmeda Building"), (iii) a three-story office building in Broomfield, Colorado (the "360 Interlocken Building"), (iv) a one-story warehouse facility in Ogden, Utah (the "Iomega Building"), and (v) a one-story office building in Oklahoma City, Oklahoma (the "Avaya Building," formerly the Lucent Technologies Building).

Through its investment in joint ventures with Fund X and XI Associates, the Company owns interests in the following properties: (i) a one-story office and warehouse building in Fountain Valley, California (the "Cort Furniture Building") owned by Wells/Orange County Associates and (ii) a warehouse and office building in Fremont, California (the "Fairchild Building") owned by Wells/Fremont Associates.

The following properties are owned by the Company through its investment in the Fund XI, XII, and REIT Joint Venture: (i) a two-story manufacturing and office building in Greenville County, South Carolina (the "EYBL CarTex Building"), (ii) a three-story office building Leawood, Kansas (the "Sprint Building"), (iii) an office and warehouse building in Chester County, Pennsylvania (the "Johnson Matthey Building"), and (iv) a two-story office building in Ft. Myers, Florida (the "Gartner Building").

Through its investment in the Fund XII and REIT Joint Venture, the Company owns interests in the following properties: (i) a three-story office building in Troy, Michigan (the "Siemens Building"), and (ii) a one-story office building and a two-story office building in Oklahoma City, Oklahoma (collectively referred to as the "AT&T Call Center Buildings").

### Use of Estimates and Factors Affecting the Company

The preparation of the consolidated 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.

The carrying values of real estate are based on management's current intent to hold the real estate assets as long-term investments. The success of the Company's future operations and the ability to realize the investment in its assets will be dependent on the Company's ability to maintain rental rates, occupancy, and an appropriate level of operating expenses in future years.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Management believes that the steps it is taking will enable the Company to realize its investment in its assets.

### Income Taxes

The Company has elected to be taxed as a REIT under the Internal Revenue Code of 1986, as amended (the "Code"), commencing with the taxable year ended December 31, 1998. As a result, the Company generally will not be subject to federal income taxation at the corporate level to the extent it distributes annually at least 95% (90% beginning in 2001) of its REIT taxable income, as defined in the Code, to its shareholders and satisfies certain other requirements. Additionally, the Operating Partnership is not subject to federal or state income taxes. Accordingly, no provision has been made for federal or state income taxes in the accompanying consolidated financial statements for the years ended December 31, 2000 and 1999.

### Real Estate Assets

Real estate assets held by the Company and joint ventures are stated at cost less accumulated depreciation. Major improvements and betterments are capitalized when they extend the useful life of the related asset. All repair and maintenance are expensed as incurred.

Management continually monitors events and changes in circumstances which could indicate that carrying amounts of real estate assets may not be recoverable. When events or changes in circumstances are present which indicate that the carrying amounts of real estate assets may not be recoverable, management assesses the recoverability of real estate assets by determining whether the carrying value of such real estate assets will be recovered through the

14

future cash flows expected from the use of the asset and its eventual disposition. Management has determined that there has been no impairment in the carrying value of real estate assets held by the Company or the joint ventures as of December 31, 2000.

Depreciation of building and improvements is calculated using the straight-line method over 25 years. Tenant improvements are amortized over the life of the related lease or the life of the asset, whichever is shorter.

### Revenue Recognition

All leases on real estate assets held by the Company or the joint ventures are classified as operating leases, and the related rental income is recognized on a straight-line basis over the terms of the respective leases.

### Cash and Cash Equivalents

For the purposes of the statements of cash flows, the Company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents include cash and short-term investments. Short-term investments are stated at cost, which approximates fair value, and consist of investments in money market accounts.

### Deferred Lease Acquisition Costs

Costs incurred to procure operating leases are capitalized and amortized on a straight-line basis over the terms of the related leases.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### Earnings Per Share

Earnings per share is calculated based on the weighted average number of common shares outstanding during each period. The weighted average number of common shares outstanding is identical for basic and fully diluted earnings per share, as there is no dilutive impact created from the Company's stock option plan (Note 10) using the treasury stock method.

### Reclassifications

Certain prior year amounts have been reclassified to conform with the current year financial statement presentation.

### Investment in Joint Ventures

#### Basis of Presentation

The Operating Partnership does not have control over the operations of the joint ventures; however, it does exercise significant influence. Accordingly, the Operating Partnership's investment in the joint ventures is recorded using the equity method of accounting.

#### Partners' Distributions and Allocations of Profit and Loss

Cash available for distribution and allocations of profit and loss to the Operating Partnership by the joint ventures are made in accordance with the terms of the individual joint venture agreements. Generally, these items are allocated in proportion to the partners' respective ownership interests. Cash is paid from the joint ventures to the Operating Partnership on a quarterly basis.

#### Deferred Lease Acquisition Costs

Costs incurred to procure operating leases are capitalized and amortized on a straight-line basis over the terms of the related leases.

15

## 2. DEFERRED PROJECT COSTS

The Company paid a percentage of shareholder contributions to the Advisor for acquisition and advisory services. These payments, as stipulated in the prospectus, can be up to 3.5% of shareholder contributions, subject to certain overall limitations contained in the prospectus. Aggregate fees paid through December 31, 2000 were \$10,978,981 and amounted to 3.5% of shareholders' contributions received. These fees are allocated to specific properties as they are purchased or developed and are included in capitalized assets of the joint ventures or real estate assets. Deferred project costs at December 31, 2000 and 1999 represent fees not yet applied to properties.

## 3. DEFERRED OFFERING COSTS

Offering expenses, to the extent they exceed 3% of gross offering proceeds, will be paid by the Advisor and not by the Company. Offering expenses do not include sales or underwriting commissions but do include such costs as legal and accounting fees, printing costs, and other offering expenses.

As of December 31, 2000, the Advisor paid offering expenses on behalf of the Company in the aggregate amount of \$10,700,925, of which the Advisor was

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

reimbursed \$9,409,549, which did not exceed the 3% limitation. The unpaid portion of deferred offering costs is \$1,291,376 and is included in due to affiliate in the accompanying balance sheet.

#### 4. RELATED-PARTY TRANSACTIONS

Due from affiliates at December 31, 2000 represents the Operating Partnership's share of the cash to be distributed from its joint venture investments for the fourth quarter of 2000 and 1999 as follows:

	2000	1999
	-----	-----
Fund VIII, IX, and REIT Joint Venture	\$ 21,605	\$ 0
Fund IX, X, XI, and REIT Joint Venture	12,781	32,079
Wells/Orange County Associates	24,583	75,953
Wells/Fremont Associates	53,974	152,681
Fund XI, XII, and REIT Joint Venture	136,648	387,641
Fund XII and REIT Joint Venture	49,094	0
The Advisor	10,995	0
Cinemark Building	424,606	0
	-----	-----
	\$ 734,286	\$ 648,354
	=====	=====

The Company entered into a property management agreement with Wells Management Company, Inc. ("Wells Management"), an affiliate of the Advisor. In consideration for supervising the management and leasing of the Operating Partnership's properties, the Operating Partnership will pay Wells Management management and leasing fees equal to the lesser of (a) 4.5% of the gross revenues generally paid over the life of the lease, or (b) 0.6% of the net asset value of the properties (excluding vacant properties) owned by the Company, calculated on an annual basis plus a separate competitive fee for the one-time initial lease-up of newly constructed properties generally paid in conjunction with the receipt of the first month's rent.

The Operating Partnership's portion of the management and leasing fees and lease acquisition costs paid to Wells Management, both directly and at the joint venture level, were \$1,111,748, \$336,517, and \$0 for the years ended December 31, 2000, 1999, and 1998, respectively.

The Advisor performs certain administrative services for the Operating Partnership, such as accounting and other partnership administration, and incurs the related expenses. Such expenses are allocated among the Operating Partnership and the various Wells Real Estate Funds based on time spent on each fund by individual administrative personnel. In the opinion of management, such allocation is a reasonable basis for allocating such expenses.

The Advisor is a general partner in various Wells Real Estate Funds. As such, there may exist conflicts of interest where the Advisor, while serving in the capacity as general partner for Wells Real Estate Funds, may be in competition with the Operating Partnership for tenants in similar geographic markets.

16

#### 5. INVESTMENT IN JOINT VENTURES

The Operating Partnership's investment and percentage ownership in joint ventures at December 31, 2000 and 1999 are summarized as follows:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	2000		1999	
	Amount	Percent	Amount	Percent
Fund VIII, IX, and REIT Joint Venture	\$ 1,276,551	16%	\$ 0	0%
Fund IX, X, XI, and REIT Joint Venture	1,339,636	4	1,388,884	4
Wells/Orange County Associates	2,827,607	44	2,893,112	44
Wells/Fremont Associates	6,791,287	78	6,988,210	78
Fund XI, XII, and REIT Joint Venture	17,688,615	57	18,160,970	57
Fund XII and REIT Joint Venture	14,312,901	47	0	0
	<u>\$ 44,236,597</u>		<u>\$ 29,431,176</u>	
	=====		=====	

The following is a rollforward of the Operating Partnership's investment in joint ventures for the years ended December 31, 2000 and 1999:

	2000	1999
Investment in joint ventures, beginning of year	\$ 29,431,176	\$ 11,568,677
Equity in income of joint ventures	2,293,873	1,243,969
Contributions to joint ventures	15,691,281	18,376,267
Distributions from joint ventures	(3,179,733)	(1,757,737)
Investment in joint ventures, end of year	<u>\$ 44,236,597</u>	<u>\$ 29,431,176</u>
	=====	=====

Fund VIII, IX, and REIT Joint Venture

On June 15, 2000, Fund VIII and IX Associated entered into a joint venture with Wells Operating Partnership, L.P. (the "Operating Partnership"), a Delaware limited partnership having Wells Real Estate Investment Trust, Inc. ("Wells REIT"), a Maryland corporation, as its general partner. The joint venture, Fund VIII, IX, and REIT Joint Venture, was formed to acquire, develop, operate, and sell real properties.

On July 1, 2000, Fund VIII and IX contributed the Quest Building to the joint venture. The Quest Building is a two-story office building containing approximately 65,006 rentable square feet on a 4.4 acre trace of land in Irvine, California.

Following are the financial statements for Fund VIII, IX, and REIT Joint Venture:

Fund VIII, IX, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheet  
December 31, 2000

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Assets

Real estate assets, at cost:

Land  
 Building and improvements, less accumulated depreciation of \$187,891

Total real estate assets

Cash and cash equivalents  
 Accounts receivable  
 Prepaid expenses and other assets

Total assets

Liabilities and Partners' Capital

Liabilities:

Partnership distributions payable

Partners' capital:

Fund VIII and IX Associates  
 Wells Operating Partnership, L.P.

Total partners' capital

Total liabilities and partners' capital

18

Fund VIII, IX, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statement of Income  
 for the Six Months Ended December 31, 2000

Revenues:		
Rental income		\$ 563,049
		-----
Expenses:		
Depreciation	187,891	
Management and leasing fees	54,395	
Property administration expenses	5,692	
Operating costs, net of reimbursements	5,178	
		-----
		253,156
		-----
Net income		\$ 309,893
		=====
Net income allocated to Fund VIII and IX Associates		\$ 285,006
		=====
Net income allocated to Wells Operating Partnership, L.P.		\$ 24,887
		=====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Fund VIII, IX, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statement of Partners' Capital  
 for the Six Months Ended December 31, 2000

	Fund VIII and IX Associates	Wells Operating Partnership, L.P.	Total Partners' Capital
	-----	-----	-----
Balance, July 1, 2000	\$ 0	\$ 0	\$ 0
Net income	285,006	24,887	309,893
Partnership contributions	6,857,889	1,282,111	8,140,000
Partnership distributions	(307,895)	(30,447)	(338,342)
	-----	-----	-----
Balance, December 31, 2000	\$ 6,835,000	\$ 1,276,551	\$ 8,111,551
	=====	=====	=====

19

Fund VIII, IX, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statement of Cash Flows  
 for the Six Months Ended December 31, 2000

Cash flows from operating activities:

Net income

Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation

Changes in assets and liabilities:

Accounts receivable

Prepaid expenses and other assets

Total adjustments

Net cash provided by operating activities

Cash flows from investing activities:

Investment in real estate

Cash flows from financing activities:

Contributions from joint venture partners

Distributions to joint venture partners

Net cash provided by financing activities

Net increase in cash and cash equivalents

Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of year

Supplemental disclosure of noncash activities:

Real estate contribution received from joint venture partner



# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## Fund IX, X, XI, and REIT Joint Venture

On March 20, 1997, Wells Fund IX and Wells Fund X entered into a joint venture agreement. The joint venture, Fund IX and X Associates, was formed to acquire, develop, operate, and sell real properties. On March 20, 1997, Wells Fund IX contributed a 5.62-acre tract of real property in Knoxville, Tennessee, and improvements thereon, known as the Alstom Power Building, to the Fund IX and X Associates joint venture. A 84,404-square-foot, three-story building was constructed and commenced operations at the end of 1997.

On February 13, 1998, the joint venture purchased a two-story office building, known as the Ohmeda Building, in Louisville, Colorado. On March 20, 1998, the joint venture purchased a three-story office building, known as the 360 Interlocken Building, in Broomfield, Colorado. On June 11, 1998, Fund IX and X Associates was amended and restated to admit Wells Fund XI and the Operating Partnership. The joint venture was renamed the Fund IX, X, XI, and REIT Joint Venture. On June 24, 1998, the new joint venture purchased a one-story office building, known as the Avaya Building, in Oklahoma City, Oklahoma. On April 1, 1998, Wells Fund X purchased a one-story warehouse facility, known as the Iomega Building, in Ogden, Utah. On July 1, 1998, Wells Fund X contributed the Iomega Building to the Fund IX, X, XI, and REIT Joint Venture.

Following are the financial statements for the Fund IX, X, XI, and REIT Joint Venture:

20

Following are the financial statements for the Fund IX, X, XI, and REIT Joint Venture:

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2000 and 1999

	Assets	2000 -----
Real estate assets, at cost:		
Land		\$ 6,698,020
Building and improvements, less accumulated depreciation of \$4,203,502 in 2000 and \$2,792,068 in 1999		28,594,768 -----
Total real estate assets		35,292,788
Cash and cash equivalents		1,500,044
Accounts receivable		422,243
Prepaid expenses and other assets		487,276 -----
Total assets		\$37,702,351 =====

Liabilities and Partners' Capital

Liabilities:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Accounts payable and accrued liabilities	\$ 568,517
Refundable security deposits	99,279
Due to affiliates	9,595
Partnership distributions payable	931,151
	-----
Total liabilities	1,608,542
	-----
Partners' capital:	
Wells Real Estate Fund IX	14,117,803
Wells Real Estate Fund X	17,445,277
Wells Real Estate Fund XI	3,191,093
Wells Operating Partnership, L.P.	1,339,636
	-----
Total partners' capital	36,093,809
	-----
Total liabilities and partners' capital	\$37,702,351
	=====

21

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2000, 1999, and 1998

	2000	1999
	-----	-----
Revenues:		
Rental income	\$4,198,388	\$3,932,
Other income	116,129	61,
Interest income	73,676	58,
	-----	-----
	4,388,193	4,053,
	-----	-----
Expenses:		
Depreciation	1,411,434	1,538,
Management and leasing fees	362,774	286,
Operating costs, net of reimbursements	(154,001)	(43,
Property administration expense	78,420	63,
Legal and accounting	20,423	35,
	-----	-----
	1,719,050	1,880,
	-----	-----
Net income	\$2,669,143	\$2,172,
	=====	=====
Net income allocated to Wells Real Estate Fund IX	\$1,045,094	\$ 850,
	=====	=====
Net income allocated to Wells Real Estate Fund X	\$1,288,629	\$1,056,
	=====	=====
Net income allocated to Wells Real Estate Fund XI	\$ 236,243	\$ 184,
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$ 99,177	\$ 81,

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2000, 1999, and 1998

	Wells Real Estate Fund IX	Wells Real Estate Fund X	Wells Real Estate Fund XI	Operating Partnershi L.P.
Balance, December 31, 1997	\$ 3,702,793	\$ 3,662,803	\$ 0	\$
Net income	692,116	787,481	85,352	48,86
Partnership contributions	11,771,312	15,613,477	2,586,262	1,480,74
Partnership distributions	(1,206,121)	(1,356,622)	(150,611)	(86,23
Balance, December 31, 1998	14,960,100	18,707,139	2,521,003	1,443,37
Net income	850,072	1,056,316	184,355	81,50
Partnership contributions	198,989	0	911,027	
Partnership distributions	(1,418,535)	(1,762,586)	(307,982)	(135,99
Balance, December 31, 1999	14,590,626	18,000,869	3,308,403	1,388,88
Net income	1,045,094	1,288,629	236,243	99,17
Partnership contributions	46,122	84,317	0	
Partnership distributions	(1,564,039)	(1,928,538)	(353,553)	(148,42
Balance, December 31, 2000	\$ 14,117,803	\$ 17,445,277	\$ 3,191,093	\$ 1,339,63

22

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2000, and 1999, and 1998

	2000	1999
Cash flows from operating activities:		
Net income	\$2,669,143	\$2,172,244
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	1,411,434	1,538,912
Changes in assets and liabilities:		
Accounts receivable	132,722	(421,708)
Prepaid expenses and other assets	39,133	(85,281)
Accounts payable, accrued liabilities and refundable security deposits	(37,118)	295,177
Due to affiliates	3,216	1,973

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Total adjustments	1,549,387	1,329,073
Net cash provided by operating activities	4,218,530	3,501,317
Cash flows from investing activities:		
Investment in real estate	(127,661)	(930,401)
Cash flows from financing activities:		
Distributions to joint venture partners	(3,868,138)	(3,820,491)
Contributions received from partners	130,439	1,066,992
Net cash (used in) provided by financing activities	(3,737,699)	(2,753,499)
Net increase (decrease) in cash and cash equivalents	353,170	(182,583)
Cash and cash equivalents, beginning of year	1,146,874	1,329,457
Cash and cash equivalents, end of year	\$1,500,044	\$1,146,874
Supplemental disclosure of noncash activities:		
Deferred project costs contributed to joint venture	\$ 0	\$ 43,024
Contribution of real estate assets to joint venture	\$ 0	\$ 0

Wells/Orange County Associates

On July 27, 1998, the Operating Partnership entered into a joint venture agreement with Wells Development Corporation, referred to as Wells/Orange County Associates. On July 31, 1998, Wells/Orange County Associates acquired a 52,000-square-foot warehouse and office building located in Fountain Valley, California, known as the Cort Furniture Building.

On September 1, 1998, Fund X and XI Associates acquired Wells Development Corporation's interest in Wells/Orange County Associates which resulted in Fund X and XI Associates becoming a joint venture partner with the Operating Partnership in the ownership of the Cort Furniture Building.

23

Following are the financial statements for Wells/Orange County Associates:

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2000 and 1999

	Assets	2000
		-----
Real estate assets, at cost:		
Land		\$2,187,500

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Building, less accumulated depreciation of \$465,216 in 2000 and \$278,652 in 1999		4,198,89
		-----
Total real estate assets		6,386,40
Cash and cash equivalents		119,03
Accounts receivable		99,15
		-----
Total assets		\$6,604,59
		=====
Liabilities and Partners' Capital		
Liabilities:		
Accounts payable	\$	1,00
Partnership distributions payable		128,22
		-----
Total liabilities		129,22
		-----
Partners' capital:		
Wells Operating Partnership, L.P.		2,827,60
Fund X and XI Associates		3,647,75
		-----
Total partners' capital		6,475,36
		-----
Total liabilities and partners' capital		\$6,604,59
		=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2000, 1999, and 1998

	2000	1999
	-----	-----
Revenues:		
Rental income	\$795,545	\$795,5
Interest income	0	
	-----	-----
	795,545	795,5
	-----	-----
Expenses:		
Depreciation	186,564	186,5
Management and leasing fees	30,915	30,3
Operating costs, net of reimbursements	5,005	22,2
Interest	0	
Legal and accounting	4,100	5,4
	-----	-----
	226,584	244,5
	-----	-----
Net income	\$568,961	\$550,9
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$248,449	\$240,5
	=====	=====
Net income allocated to Fund X and XI Associates	\$320,512	\$310,3
	=====	=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2000, 1999, and 1998

	Wells Operating Partnership, L.P.	Fund X and XI Associates
	-----	-----
Balance, December 31, 1997	\$ 0	\$ 0
Net income	91,978	99,436
Partnership contributions	2,991,074	3,863,272
Partnership distributions	(124,435)	(145,942)
	-----	-----
Balance, December 31, 1998	2,958,617	3,816,766
Net income	240,585	310,367
Partnership distributions	(306,090)	(394,871)
	-----	-----
Balance, December 31, 1999	2,893,112	3,732,262
Net income	248,449	320,512
Partnership distributions	(313,954)	(405,016)
	-----	-----
Balance, December 31, 2000	\$ 2,827,607	\$ 3,647,758
	=====	=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2000, 1999, and 1998

	2000	1999
	-----	-----
Cash flows from operating activities:		
Net income	\$ 568,961	\$ 550,952
	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	186,564	186,565
Changes in assets and liabilities:		
Accounts receivable	(49,475)	(36,556)
Accounts payable	1,000	(1,550)
	-----	-----
Total adjustments	138,089	148,459
	-----	-----
Net cash provided by operating activities	707,050	699,411
	-----	-----
Cash flows from investing activities:		
Investment in real estate	0	0
	-----	-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cash flows from financing activities:		
Issuance of note payable	0	0
Payment of note payable	0	0
Distributions to partners	(764,678)	(703,640)
Contributions received from partners	0	0
	-----	-----
Net cash (used in) provided by financing activities	(764,678)	(703,640)
	-----	-----
Net (decrease) increase in cash and cash equivalents	(57,628)	(4,229)
Cash and cash equivalents, beginning of year	176,666	180,895
	-----	-----
Cash and cash equivalents, end of year	\$ 119,038	\$ 176,666
	=====	=====
Supplemental disclosure of noncash activities:		
Deferred project costs contributed to joint venture	\$ 0	\$ 0
	=====	=====

Wells/Fremont Associates

25

On July 15, 1998, the Operating Partnership entered into a joint venture agreement with Wells Development Corporation, referred to as Wells/Fremont Associates. On July 21, 1998, Wells/Fremont Associates acquired a 58,424-square-foot warehouse and office building located in Fremont, California, known as the Fairchild Building.

On October 8, 1998, Fund X and XI Associates acquired Wells Development Corporation's interest in Wells/Fremont Associates which resulted in Fund X and XI Associates becoming a joint venture partner with the Operating Partnership in the ownership of the Fairchild Building.

Following are the financial statements for Wells/Fremont Associates:

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2000 and 1999

	Assets	2000
		-----
Real estate assets, at cost:		
Land		\$2,219,250
Building, less accumulated depreciation of \$713,773 in 2000 and \$428,246 in 1999		6,424,380
		-----
Total real estate assets		8,643,630
Cash and cash equivalents		92,560
Accounts receivable		126,430
		-----
Total assets		\$8,862,630
		=====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Liabilities and Partners' Capital

Liabilities:	
Accounts payable	\$ 3,01
Due to affiliate	7,58
Partnership distributions payable	89,54
	-----
Total liabilities	100,15
	-----
Partners' capital:	
Wells Operating Partnership, L.P.	6,791,28
Fund X and XI Associates	1,971,19
	-----
Total partners' capital	8,762,48
	-----
Total liabilities and partners' capital	\$8,862,63
	=====

26

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2000, 1999, and 1998

	2000	1999
	-----	-----
Revenues:		
Rental income	\$902,946	\$902,
Interest income	0	
	-----	-----
	902,946	902,
	-----	-----
Expenses:		
Depreciation	285,527	285,
Management and leasing fees	36,787	37,
Operating costs, net of reimbursements	13,199	16,
Interest	0	
Legal and accounting	4,300	4,
	-----	-----
	339,813	343,
	-----	-----
Net income	\$563,133	\$559,
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$436,452	\$433,
	=====	=====
Net income allocated to Fund X and XI Associates	\$126,681	\$125,
	=====	=====

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2000, 1999, and 1998



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Operating Partnership, L.P.	Fund X and XI Associates
	-----	-----
Balance, December 31, 1997	\$ 0	\$
Net income	122,470	39,44
Partner contributions	7,274,075	2,083,33
Partnership distributions	(229,863)	(42,62
	-----	-----
Balance, December 31, 1998	7,166,682	2,080,15
Net income	433,383	125,79
Partnership distributions	(611,855)	(177,59
	-----	-----
Balance, December 31, 1999	6,988,210	2,028,35
Net income	436,452	126,68
Partnership distributions	(633,375)	(183,83
	-----	-----
Balance, December 31, 2000	\$ 6,791,287	\$ 1,971,19
	=====	=====

27

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2000, 1999, and 1998

	2000	1999
	-----	-----
Cash flows from operating activities:		
Net income	\$ 563,133	\$ 559,17
	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	285,527	285,52
Changes in assets and liabilities:		
Accounts receivable	(33,454)	(58,23
Accounts payable	1,001	(1,55
Due to affiliate	2,007	3,52
Total adjustments	255,081	229,26
	-----	-----
Net cash provided by operating activities	818,214	788,44
	-----	-----
Cash flows from investing activities:		
Investment in real estate	0	
	-----	-----
Cash flows from financing activities:		
Issuance of note payable	0	
Payment of note payable	0	
Distributions to partners	(914,662)	(791,94
Contributions received from partners	0	
	-----	-----
Net cash (used in) provided by financing		

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

activities	(914,662)	(791,94
	-----	-----
Net (decrease) increase in cash and cash equivalents	(96,448)	(3,50
Cash and cash equivalents, beginning of year	189,012	192,51
	-----	-----
Cash and cash equivalents, end of year	\$ 92,564	\$ 189,01
	=====	=====
Supplemental disclosure of noncash activities:		
Deferred project costs contributed to joint venture	\$ 0	\$
	=====	=====

Fund XI, XII, and REIT Joint Venture

On May 1, 1999, the Operating Partnership entered into a joint venture with Wells Fund XII and Wells Fund XI. On May 18, 1999, the joint venture purchased a 169,510-square-foot, two-story manufacturing and office building, known as EYBL CarTex, in Fountain Inn, South Carolina. On July 21, 1999, the joint venture purchased a 68,900 square-foot, three-story-office building, known as the Sprint Building, in Leawood, Kansas. On August 17, 1999, the joint venture purchased a 130,000 square-foot office and warehouse building, known as the Johnson Matthey Building, in Chester County, Pennsylvania. On September 20, 1999, the joint venture purchased a 62,400 square-foot, two-story office building, known as the Gartner Building, in Fort Myers, Florida.

28

Following are the financial statements for the Fund XI, XII, and REIT Joint Venture:

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2000 and 1999

	Assets	
		2000
		-----
Real estate assets, at cost:		
Land		\$ 5,048,797
Building and improvements, less accumulated depreciation of \$1,599,262 in 2000 and \$506,582 in 1999		25,719,189
		-----
Total real estate assets		30,767,986
Cash and cash equivalents		541,089
Accounts receivable		394,314
Prepaid assets and other expenses		26,486
		-----
Total assets		\$31,729,875
		=====
	Liabilities and Partners' Capital	
Liabilities:		
Accounts payable		\$ 114,180

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Partnership distributions payable	453,395
	-----
Total liabilities	567,575
	-----
Partners' capital:	
Wells Real Estate Fund XI	8,148,261
Wells Real Estate Fund XII	5,325,424
Wells Operating Partnership, L.P.	17,688,615
	-----
Total partners' capital	31,162,300
	-----
Total liabilities and partners' capital	\$31,729,875
	=====

29

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2000 and 1999

	2000
	-----
Revenues:	
Rental income	\$3,345,93
Interest income	2,81
Other income	44
	-----
	3,349,18
	-----
Expenses:	
Depreciation	1,092,68
Management and leasing fees	157,23
Operating costs, net of reimbursements	(24,79)
Property administration	30,78
Legal and accounting	14,72
	-----
	1,270,63
	-----
Net income	\$2,078,55
	=====
Net income allocated to Wells Real Estate Fund XI	\$ 543,49
	=====
Net income allocated to Wells Real Estate Fund XII	\$ 355,21
	=====
Net income allocated to Wells Operating Partnership, L.P.	\$1,179,84
	=====

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2000 and 1999

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Real Estate Fund XI -----	Wells Real Estate Fund XII -----	Wells Operating Partnership, L.P. -----
Balance, December 31, 1998	\$ 0	\$ 0	\$ 0
Net income	240,031	124,542	488,500
Partnership contributions	8,470,160	5,520,835	18,376,267
Partnership distributions	(344,339)	(177,743)	(703,797)
	-----	-----	-----
Balance, December 31, 1999	8,365,852	5,467,634	18,160,970
Net income	543,497	355,211	1,179,848
Partnership distributions	(761,088)	(497,421)	(1,652,203)
	-----	-----	-----
Balance, December 31, 2000	\$8,148,261	\$5,325,424	\$17,688,615
	=====	=====	=====

30

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2000 and 1999

	2000 -----
Cash flows from operating activities:	
Net income	\$ 2,078,556
	-----
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	1,092,680
Changes in assets and liabilities:	
Accounts receivable	(260,537)
Prepaid expenses and other assets	0
Accounts payable	1,723
	-----
Total adjustments	833,866
	-----
Net cash provided by operating activities	2,912,422
	-----
Cash flows from financing activities:	
Distributions to joint venture partners	(3,137,611)
	-----
Net (decrease) increase in cash and cash equivalents	(225,189)
Cash and cash equivalents, beginning of year	766,278
	-----
Cash and cash equivalents, end of year	\$ 541,089
	=====
Supplemental disclosure of noncash activities:	
Deferred project costs contributed to joint venture	\$ 0
	=====

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Contribution of real estate assets to joint venture \$ 0  
=====

## Fund XII and REIT Joint Venture

On May 10, 2000, the Operating Partnership entered into a joint venture with Wells Fund XII. The joint venture, Fund XII and REIT Joint Venture, was formed to acquire, develop, operate, and sell real property. On May 20, 2000, the joint venture purchased a 77,054 square-foot, three-story office building, known as the Siemens Building in Troy, Oakland County, Michigan. On December 28, 2000, the joint venture purchased a 50,000 square-foot one-story office building and a 78,500 square-foot two-story office building, collectively known as the AT&T Call Center Buildings in Oklahoma City, Oklahoma County, Oklahoma.

31

Following are the financial statements for Fund XII and REIT Joint Venture:

Fund XII and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheet  
December 31, 2000

Assets

Real estate assets, at cost:		
Land		\$ 4,42
Building and improvements, less accumulated depreciation of \$324,732		26,00
		-----
Total real estate assets		30,42
Cash and cash equivalents		20
Accounts receivable		13
		-----
Total assets		\$30,76 =====

Liabilities and Partners' Capital

Liabilities:		
Partnership distributions payable		\$ 20
		-----
Partners' capital:		
Wells Real Estate Fund XII		16,24
Wells Operating Partnership, L.P.		14,31
		-----
Total partners' capital		30,55
		-----
Total liabilities and partners' capital		\$30,76 =====

Fund XII and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Income  
for the Period From Inception (May 10, 2000)  
Through December 31, 2000

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Revenues:		
Rental income		\$97
Interest income		---
		97
Expenses:		
Depreciation		32
Management and leasing fees		3
Partnership administration		
Operating costs, net of reimbursements		---
		36
Net income		\$61
		===
Net income allocated to Wells Real Estate Fund XII		\$30
		===
Net income allocated to Wells Operating Partnership, L.P.		\$30
		===

32

Fund XII and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Partners' Capital  
for the Period From Inception (May 10, 2000)  
Through December 31, 2000

	Wells Real Estate Fund XII	Wells Operating Partnership, L.P.
	-----	-----
Balance, May 10, 2000	\$ 0	\$ 0
Net income	309,190	305,060
Partnership contributions	16,340,885	14,409,170
Partnership distributions	(407,948)	(401,330)
	-----	-----
Balance, December 31, 2000	\$16,242,127	\$14,312,900
	=====	=====

Fund XII and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Cash Flows  
for the Period From Inception (May 10, 2000)  
Through December 31, 2000

Cash flows from operating activities:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net income

Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation

Changes in assets and liabilities:

Accounts receivable

Total adjustments

Net cash provided by operating activities

Cash flows from investing activities:

Investment in real estate

Cash flows from financing activities:

Distributions to joint venture partners

Contributions received from partners

Net cash provided by financing activities

Net increase in cash and cash equivalents

Cash and cash equivalents, beginning of year

Cash and cash equivalents, end of year

Supplemental disclosure of non cash activities:

Deferred project costs contributed to joint venture

33

### 6. INCOME TAX BASIS NET INCOME AND PARTNERS' CAPITAL

The Operating Partnership's income tax basis net income for the years ended December 31, 2000 and 1999 are calculated as follows:

	2000
Financial statement net income	\$ 8,552,967
Increase (decrease) in net income resulting from:	
Depreciation expense for financial reporting purposes in excess of amounts for income tax purposes	3,511,353
Rental income accrued for financial reporting purposes in excess of amounts for income tax purposes	(1,822,220)
Expenses deductible when paid for income tax purposes, accrued for financial reporting purposes	37,675
Income tax basis net income	\$10,279,775

The Operating Partnership's income tax basis partners' capital at December 31, 2000 and 1999 is computed as follows:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	2000
	-----
Financial statement partners' capital	\$265,341,612
Increase (decrease) in partners' capital resulting from:	
Depreciation expense for financial reporting purposes in excess of amounts for income tax purposes	4,543,602
Capitalization of syndication costs for income tax purposes, which are accounted for as cost of capital for financial reporting purposes	12,896,312
Accumulated rental income accrued for financial reporting purposes in excess of amounts for income tax purposes	(2,647,246)
Accumulated expenses deductible when paid for income tax purposes, accrued for financial reporting purposes	89,215
Dividends payable	1,025,010
1999 True-up adjustment	(222,378)
	-----
Income tax basis partners' capital	\$281,026,127
	=====

7. RENTAL INCOME

The future minimum rental income due from the Operating Partnership's direct investment in real estate or its respective ownership interest in the joint ventures under noncancelable operating leases at December 31, 2000 is as follows:

Year ended December 31:	
2001	\$ 42,753,778
2002	43,073,142
2003	43,776,297
2004	44,836,991
2005	42,926,909
Thereafter	176,795,438
	-----
	\$394,162,555
	=====

One tenant contributed 13% of rental income for the year ended December 31, 2000. In addition, two tenants will contribute 13%, 16%, and 12% of future minimum rental income.

Future minimum rental income due from Fund VIII, IX, and REIT Joint Venture under noncancelable operating leases at December 31, 2000 is as follows:

34

Year ended December 31:	
2001	\$1,234,309
2002	1,287,119
2003	1,287,119
2004	107,260
	-----
	\$3,915,807
	=====

Two tenants contributed 52% and 48% of rental income for the year ended December 31, 2000. In addition, one tenant will contribute 100% of future minimum rental



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

income.

The future minimum rental income due from Fund IX, X, XI, and REIT Joint Venture under noncancelable operating leases at December 31, 2000 is as follows:

Year ended December 31:	
2001	\$ 4,413,780
2002	3,724,218
2003	3,617,437
2004	3,498,478
2005	2,482,821
Thereafter	5,436,524
	-----
	\$ 23,173,258
	=====

Four tenants contributed 25%, 24%, 13%, and 13% of rental income for the year ended December 31, 2000. In addition, four tenants will contribute 38%, 21%, 20%, and 19% of future minimum rental income.

The future minimum rental income due Wells/Orange County Associates under noncancelable operating leases at December 31, 2000 is as follows:

Year ended December 31:	
2001	\$ 809,580
2002	834,888
2003	695,740
	-----
	\$ 2,340,208
	=====

One tenant contributed 100% of rental income for the year ended December 31, 2000 and will contribute 100% of future minimum rental income.

The future minimum rental income due Wells/Fremont Associates under noncancelable operating leases at December 31, 2000 is as follows:

Year ended December 31:	
2001	\$ 869,492
2002	922,444
2003	950,118
2004	894,832
	-----
	\$ 3,636,886
	=====

One tenant contributed 100% of rental income for the year ended December 31, 2000 and will contribute 100% of future minimum rental income.

The future minimum rental income due from Fund XI, XII, and REIT under noncancelable operating leases at December 31, 2000 is as follows:

Year ended December 31:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

2001	\$ 3,135,340
2002	2,598,606
2003	2,946,701
2004	3,445,193
2005	3,495,155
Thereafter	6,169,579
	-----
	\$ 21,790,574
	=====

Four tenants contributed approximately 30%, 24%, 23%, and 15% of rental income for the year ended December 31, 2000. In addition, four tenants will contribute approximately 28%, 27%, 26%, and 19% of future minimum rental income.

The future minimum rental income due Fund XII and REIT under noncancelable operating leases at December 31, 2000 is as follows:

Year ended December 31:	
2001	\$ 2,888,084
2002	2,920,446
2003	2,952,809
2004	2,985,172
2005	3,017,534
Thereafter	13,650,288
	-----
	\$ 28,414,333
	=====

One tenant contributed approximately 86% of rental income for the year ended December 31, 2000. In addition, two tenants will contribute approximately 49% and 45% of future minimum rental income.

8. NOTES PAYABLE

As of December 31, 2000, the Operating Partnership's notes payable included the following:

Note payable to Bank of America; interest at LIBOR plus 200 basis points, principal and interest payable monthly; due March 31, 2001; collateralized by the Operating Partnership's interests in the AT&T Building, the AT&T Call Center Buildings, the Matsushita Building, the Motorola South Plainfield Building, and the Marconi Building

\$ 14,3

Note payable to Bank of America; interest at LIBOR plus 200 basis points; principal and interest payable monthly; due January 4, 2002

1

Note payable to Guaranty Federal Bank; interest at LIBOR plus 180 basis points; principal and interest payable monthly; due December 20, 2001; collateralized by the Operating Partnership's interest in the Stone &

Webster Building

32,4

Note payable to Cardinal Capital, Inc.; interest at 6%; principal and interest payable monthly; due March 31, 2001; collateralized by the Operating Partnership's interest in the Stone & Webster Building

\$ 3,0

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Note payable to Richter-Schroeder Company, Inc.; interest at LIBOR plus 175 basis points; principal and interest payable monthly; due January 31, 3003; collateralized by the Operating Partnership's interest in the Metris Oklahoma Building

8,0

Note payable to SouthTrust Bank; interest at LIBOR plus 175 basis points; principal and interest payable monthly; due June 10, 2002; collateralized by the Operating Partnership's interests in the Cinemark Building, the Dial Building, the ASML Building, the Alstom Power Richmond Building, the Avaya Building, the Motorola Tempe Building, and the PricewaterhouseCoopers Building

69,8

Total

-----  
\$127,6

=====

The contractual maturities of the Operating Partnership's notes payable are as follows as of December 31, 2000:

2001	\$101,472,657
2002	25,856,779
2003	333,751
	-----
Total	\$127,663,187
	=====

9. COMMITMENTS AND CONTINGENCIES

Management, after consultation with legal counsel, is not aware of any significant litigation or claims against the Company, the Operating Partnership, or the Advisor. In the normal course of business, the Company, the Operating Partnership, or the Advisor may become subject to such litigation or claims.

10. SHAREHOLDERS' EQUITY

Common Stock Option Plan

The Wells Real Estate Investment Trust, Inc. Independent Director Stock Option Plan ("the Plan") provides for grants of stock to be made to independent nonemployee directors of the Company. Options to purchase 2,500 shares of common stock at \$12 per share are granted upon initially becoming an independent director of the Company. Of these shares, 20% are exercisable immediately on the date of grant. An additional 20% of these shares become exercisable on each anniversary following the date of grant for a period of four years. Effective on the date of each annual meeting of shareholders of the Company, beginning in 2000, each independent director will be granted an option to purchase 1,000 additional shares of common stock. These options vest at the rate of 500 shares per full year of service thereafter. All options granted under the Plan expire no later than the date immediately following the tenth anniversary of the date of grant and may expire sooner in the event of the disability or death of the optionee or if the optionee ceases to serve as a director.

The Company has adopted the disclosure provisions in SFAS No. 123, "Accounting for Stock-Based Compensation." As permitted by the provisions of SFAS No. 123, the Company applies Accounting Principles Board Opinion No. 25 and the related interpretations in accounting for its stock option plans and, accordingly, does not recognize compensation cost.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

A summary of the Company's stock option activity during 2000 and 1999 is as follows:

	Number
Outstanding at December 31, 1998	0
Granted	17,500
	-----
Outstanding at December 31, 1999	17,500
Granted	7,000
	-----
Outstanding at December 31, 2000	24,000
	=====
Outstanding options exercisable as of December 31, 2000	7,000
	=====

For SFAS No. 123 purposes, the fair value of each stock option for 2000 and 1999 has been estimated as of the date of the grant using the minimum value method. The weighted average risk-free interest rates assumed for 2000 and 1999 were 6.45% and 5.97%, respectively. Dividend yields of 7.3% were assumed for both years. The expected life of an option was assumed to be 4 years and 5 years for 2000 and 1999, respectively. Based on these assumptions, the fair value of the options granted during 2000 and 1999 is \$0.

### Treasury Stock

During 1999, the Company's Board of Directors authorized a dividend reinvestment program (the "DRP"), through which common shareholders may elect to reinvest an amount equal to the dividends declared on their common shares into additional shares of the Company's common stock in lieu of receiving cash dividends. During 2000, the Company's Board of Directors authorized a common stock repurchase plan subject to the amount reinvested in the Company's common shares through the DRP and 3% of the average common shares outstanding during the preceding year (the "limitations"). During 2000, the Company's Board of Directors authorized \$2,436,495 in common stock repurchases. Accordingly, the Company repurchased 142,297 of its own common shares at an aggregate cost of \$1,412,969. These transactions were funded with cash on hand and did not exceed either of the limitations.

### 11. QUARTERLY RESULTS (UNAUDITED)

Presented below is a summary of the unaudited quarterly financial information for the years ended December 31, 2000 and 1999:

	2000 Quarters Ended		
	March 31	June 30	September 30
Revenues	\$3,710,409	\$5,537,618	\$6,586,611
Net income	1,691,288	1,521,021	2,525,228

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Basic and diluted earnings per share	\$	0.11	\$	0.08	\$	0.11
Dividends per share		0.18		0.18		0.18

	1999 Quarters Ended		
	March 31	June 30	September 30
Revenues	\$ 988,000	\$1,204,938	\$1,803,352
Net income	393,438	601,975	1,277,019
Basic and diluted earnings per share	\$ 0.10	\$ 0.09	\$ 0.18
Dividends per share	0.17	0.17	0.18

38

### PRIOR PERFORMANCE TABLES

The following Prior Performance Tables (Tables) provide information relating to real estate investment programs sponsored by Wells Capital, Inc., our Advisor, and its affiliates (Wells Public Programs) which have investment objectives similar to Wells Real Estate Investment Trust, Inc. (Wells REIT). (See "Investment Objectives and Criteria.") All of the Wells Public Programs, except for the Wells REIT, have used substantial amounts of capital, and no acquisition indebtedness, to acquire their properties.

Prospective investors should read these Tables carefully together with the summary information concerning the Wells Public Programs as set forth in "Prior Performance Summary" section of this prospectus.

Investors in the Wells REIT will not own any interest in other Wells Public Programs and should not assume that they will experience returns, if any, comparable to those experienced by investors in other Wells Public Programs.

The advisor is responsible for the acquisition, operation, maintenance and resale of the real estate properties. The financial results of the Wells Public Programs, thus, may provide some indication of the advisor's performance of its obligations during the periods covered. However, general economic conditions affecting the real estate industry and other factors contribute significantly to financial results.

The following tables are included herein:

Table I - Experience in Raising and Investing Funds (As a Percentage of Investment)

Table II - Compensation to Sponsor (in Dollars)

Table III - Annual Operating Results of Wells Public Programs

Table IV (Results of completed programs) has been omitted since none of the Wells Public Programs have been liquidated.

Table V - Sales or Disposals of Property

Additional information relating to the acquisition of properties by the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells Public Programs is contained in Table VI, which is included in Part II of the registration statement which the Wells REIT has filed with the Securities and Exchange Commission. As described above, no Wells Public Program has sold or disposed of any property held by it. Copies of any or all information will be provided to prospective investors at no charge upon request.

The following are definitions of certain terms used in the Tables:

"Acquisition Fees" shall mean fees and commissions paid by a Wells Public Program in connection with its purchase or development of a property, except development fees paid to a person not affiliated with the Wells Public Program or with a general partner or advisor of the Wells Public Program in connection with the actual development of a project after acquisition of the land by the Wells Public Program.

"Organization Expenses" shall include legal fees, accounting fees, securities filing fees, printing and reproduction expenses and fees paid to the sponsor in connection with the planning and formation of the Wells Public Program.

"Underwriting Fees" shall include selling commissions and wholesaling fees paid to broker-dealers for services provided by the broker-dealers during the offering.

39

TABLE I  
(UNAUDITED)

### EXPERIENCE IN RAISING AND INVESTING FUNDS

This Table provides a summary of the experience of the sponsors of Wells Public Programs for which offerings have been completed since December 31, 1997. Information is provided with regard to the manner in which the proceeds of the offerings have been applied. Also set forth is information pertaining to the timing and length of these offerings and the time period over which the proceeds have been invested in the properties. All figures are as of December 31, 2000.

	Wells Real Estate Fund X, L.P. -----	Wells Real Estate Fund XI, L.P. -----	Wells Real Es Investment Trust, Inc -----
Dollar Amount Raised	\$ 27,128,912/(4)/ =====	\$ 16,532,802/(5)/ =====	\$ 307,411,11 =====
Percentage Amount Raised	100%/(4)/	100%/(5)/	100%
Less Offering Expenses			
Underwriting Fees	10.0%	9.5%	9.5%
Organizational Expenses	5.0%	3.0%	3.0%
Reserves/(1)/	0.0%	0.0%	0.0%
	----	----	----
Percent Available for Investment	85.0%	87.5%	87.5%
Acquisition and Development Costs			
Prepaid Items and Fees related to Purchase of Property	5.4%	0.0%	0.5%

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cash Down Payment	60.5%	84.0%	73.8%
Acquisition Fees/(2)/	4.0%	3.5%	3.5%
Development and Construction Costs	14.1%	0.0%	9.7%
Reserve for Payment of Indebtedness	0.0%	0.0%	0.0%
	----	----	----
Total Acquisition and Development Cost	84.0%	87.5%	87.5%
Percent Leveraged	0.0%	0.0%	30.9%
	====	====	====
Date Offering Began	12/31/96	12/31/97	01/30/00
Length of Offering	12 mo.	12 mo.	35 mo.
Months to Invest 90% of Amount Available for Investment (Measured from Beginning of Offering)	19 mo.	20 mo.	21 mo.
Number of Investors as of 12/31/00	1,812	1,341	7,400

- (1) Does not include general partner contributions held as part of reserves.
- (2) Includes acquisition fees, real estate commissions, general contractor fees and/or architectural fees paid to affiliates of the general partners.
- (3) Total dollar amount registered and available to be offered was \$35,000,000. Wells Real Estate Fund X, L.P. closed its offering on December 30, 1997, and the total dollar amount raised was \$27,128,912.
- (4) Total dollar amount registered and available to be offered was \$35,000,000. Wells Real Estate Fund XI, L.P. closed its offering on December 30, 1998, and the total dollar amount raised was \$16,532,802.
- (5) The total dollar amount registered and available to be offered in the first offering was \$165,000,000. Wells Real Estate Investment Trust, Inc. closed its initial offering on December 19, 1999, and the total dollar amount raised in its initial offering was \$132,181,919. The total dollar amount registered and available to be offered in the second offering was \$222,000,000. Wells Real Estate Investment Trust, Inc. closed its second offering on December 19, 2000, and the total dollar amount raised in its second offering was \$175,229,193.

40

TABLE II  
(UNAUDITED)  
COMPENSATION TO SPONSOR

The following sets forth the compensation received by Wells Capital and its affiliates, including compensation paid out of offering proceeds and compensation paid in connection with the ongoing operations of Wells Public Programs having similar or identical investment objectives the offerings of which have been completed since December 31, 1997. All figures are as of December 31, 2000.

	Wells Real Estate Fund X, L.P.	Wells Real Estate Fund XI, L.P.	Wells Real Estate Investment Trust, Inc./ (1) /	Othe Publ Prog
--	--------------------------------------	---------------------------------------	--	----------------------

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	-----	-----	-----	-----
Date Offering Commenced	12/31/96	12/31/97	01/30/98	
Dollar Amount Raised	\$ 27,128,912	\$ 16,532,802	\$ 307,411,112	\$ 2
To Sponsor from Proceeds of Offering:				
Underwriting Fees/(3)/	\$ 260,748	\$ 151,911	\$ 3,076,844	\$
Acquisition Fees				
Real Estate Commissions	--	--	--	
Acquisition and Advisory Fees/(4)/	\$ 1,085,157	\$ 578,648	\$ 10,759,389	\$
Dollar Amount of Cash Generated from Operations				
Before Deducting Payments to Sponsor/(5)/	\$ 6,317,750	\$ 2,258,811	\$ 20,419,727	\$
Amount Paid to Sponsor from Operations:				
Property Management Fee/(2)/	\$ 186,223	\$ 59,759	\$ 664,993	\$
Partnership Management Fee	--	--	--	
Reimbursements	\$ 155,940	\$ 109,640	\$ 321,593	\$
Leasing Commissions	\$ 256,922	\$ 71,051	\$ 664,993	\$
General Partner Distributions	--	--	--	
Other	--	--	--	
Dollar Amount of Property Sales and Refinancing				
Payments to Sponsors:				
Cash	--	--	--	
Notes	--	--	--	
Amount Paid to Sponsor from Property Sales and Refinancing:				
Real Estate Commissions	--	--	--	
Incentive Fees	--	--	--	
Other	--	--	--	

- (1) The total dollar amount registered and available to be offered in the first offering was \$165,000,000. Wells Real Estate Investment Trust, Inc. closed its initial offering on December 19, 1999, and the total dollar amount raised in its initial offering was \$132,181,919. The total dollar amount registered and available to be offered in the second offering was \$222,000,000. Wells Real Estate Investment Trust, Inc. closed its second offering on December 19, 2000, and the total dollar amount raised in its second offering was \$175,229,193.
- (2) Includes compensation paid to the general partners from Wells Real Estate Fund I, Wells Real Estate Fund II, Wells Real Estate Fund II-OW, Wells Real Estate Fund III, L.P., Wells Real Estate Fund IV, L.P., Wells Real Estate Fund V, L.P., Wells Real Estate Fund VI, L.P., Wells Real Estate Fund VII, L.P., Wells Real Estate Fund VIII, L.P. and Wells Real Estate Fund IX, L.P. during the past three years. In addition to the amounts shown, affiliates of the general partners of Wells Real Estate Fund I are entitled to certain property management and leasing fees but have elected to defer the payment of such fees until a later year on properties owned by Wells Real Estate Fund I. As of December 31, 2000, the amount of such deferred fees due the general partners totaled \$2,520,040.
- (3) Includes net underwriting compensation and commissions paid to Wells Investment Securities, Inc. in connection with the offering which was not reallocated to participating broker-dealers.
- (4) Fees paid to the general partners or their affiliates for acquisition and advisory services in connection with the review and evaluation of potential real property acquisitions.
- (5) Includes \$140,562 in net cash provided by operating activities, \$5,578,104



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in distributions to limited partners and \$599,084 in payments to sponsor for Wells Real Estate Fund X, L.P.; \$(82,877) in net cash used by operating activities, \$2,11,238 in distributions to limited partners and \$240,450 in payments to

41

sponsor for Wells Real Estate Fund XI, L.P.; \$11,052,365 in net cash provided by operating activities, \$20,880,495 in dividends and \$1,651,579 in payments to sponsor for Wells Real Estate Investment Trust, Inc.; and \$1,903,465 in net cash provided by operating activities, \$42,482,455 in distributions to limited partners and \$5,840,192 in payments to sponsor for other public programs.

42

TABLE III  
(UNAUDITED)

The following six tables set forth operating results of Wells Public Programs the offerings of which have been completed since December 31, 1995. The information relates only to public programs with investment objectives similar to those of Wells Fund XIII. All figures are as of December 31 of the year indicated.

43

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND VII, L.P.

	2000	1999	1998
	----	----	----
Gross Revenues/(1)/	\$ 961,858	\$ 982,630	\$ 84,000
Profit on Sale of Properties	--	--	--
Less: Operating Expenses/(2)/	78,876	85,273	8,000
Depreciation and Amortization/(3)/	--	1,562	--
	-----	-----	-----
Net Income GAAP Basis/(4)/	\$ 882,982	\$ 895,795	\$ 75,000
		=====	=====
Taxable Income: Operations	\$1,173,394	\$ 1,255,666	\$ 1,100,000
		=====	=====
Cash Generated (Used By):			
Operations	(60,735)	(82,763)	(7,000)
Joint Ventures	1,921,437	1,777,010	1,770,000
	-----	-----	-----
	1,860,702	\$ 1,694,247	\$ 1,690,000
Less Cash Distributions to Investors:			
Operating Cash Flow	1,860,702	1,688,290	1,630,000
Return of Capital	--	--	--
Undistributed Cash Flow from Prior Year Operations	26,481	--	--
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	(26,481)	\$ 5,957	60,000

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Special Items (not including sales and financing):

Source of Funds:

General Partner Contributions	--	--	
Increase in Limited Partner Contributions	--	\$ --	\$ --
	-----	-----	-----
	(26,481)	\$ 5,957	\$ 6

Use of Funds:

Sales Commissions and Offering Expenses	--	--	
Return of Original Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	0	0	18
	-----	-----	-----

Cash Generated (Deficiency) after Cash

Distributions and Special Items	\$ (26,481)	\$ 5,957	\$ (11)
	=====	=====	=====

Net Income and Distributions Data per \$1,000 Invested:

Net Income on GAAP Basis:

Ordinary Income (Loss)		
- Operations Class A Units	63	93
- Operations Class B Units	(107)	(248)
Capital Gain (Loss)	--	--

Tax and Distributions Data per \$1,000 Invested:

Federal Income Tax Results:

Ordinary Income (Loss)		
- Operations Class A Units	90	89
- Operations Class B Units	(178)	(144)
Capital Gain (Loss)	--	--
Cash Distributions to Investors:		(144)

Source (on GAAP Basis)

- Investment Income Class A Units	63	
- Return of Capital Class A Units	29	
- Return of Capital Class B Units	--	83
Source (on Cash Basis)		--

Source (on a Priority Distribution Basis)/(5)/

- Operations Class A Units	91	--
- Return of Capital Class A Units	1	
- Operations Class B Units	--	
Source (on a Priority Distribution Basis)/(5)/		83
- Investment income Class A Units	74	--
- Return of Capital Class A Units	18	--
- Return of Capital Class B Units	--	

Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table

100%

(1) Includes \$457,144 in equity in earnings of joint ventures and \$86,147 from investment of reserve funds in 1996, \$785,398 in equity in earnings of joint ventures and \$30,839 from investment of reserve funds in 1997, \$839,037 in equity in earnings of joint ventures and \$7,269 from investment of reserve funds in 1998, \$981,104 in equity in earnings of joint ventures and \$1,526 from investment of reserve funds in 1999 and \$944,165 in equity in earnings of joint ventures and \$17,693 from investment of reserve funds in 2000. As of December 31, 2000, the leasing status was 98.7% including developed property in initial lease up.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$140,533 for 1995, \$605,247 for 1996, \$877,869 for 1997, \$955,245 for 1998, \$982,052 for 1999, and \$957,862 for 2000.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$1,062,605 to Class A Limited Partners, \$(609,829) to Class B Limited Partners and \$0 to the General Partners for 1996; \$1,615,965 to class A Limited Partners, \$(882,816) to Class B Limited Partners and \$0 to the General Partners for 1997; \$1,704,213 to Class A Limited Partners, \$(949,879) to Class B Limited Partners and \$0 to the General Partners for 1998; \$1,879,410 to Class A Limited Partners, \$(983,615) to Class B Limited Partners and \$0 to the General Partners for 1999, and \$1,286,161 to Class A Limited Partners, \$(403,179) to Class B Limited Partners and \$0 to the General Partners for 2000.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2000, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$2,053,320.

45

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND VIII, L.P.

	2000	1999	1998
	----	----	----
Gross Revenues/(1)/	\$ 1,373,795	\$ 1,360,497	\$ 1,362,513
Profit on Sale of Properties	--	--	--
Less: Operating Expenses/(2)/	85,732	87,301	87,092
Depreciation and Amortization/(3)/	0	6,250	6,250
	-----	-----	-----
Net Income GAAP Basis/(4)/	1,288,063	\$ 1,266,946	\$ 1,269,171
	=====	=====	=====
Taxable Income: Operations	1,707,431	\$ 1,672,844	\$ 1,683,192
	=====	=====	=====
Cash Generated (Used By):			
Operations	(68,968)	(87,298)	(63,946)
Joint Ventures	2,474,151	2,558,623	2,293,504
	-----	-----	-----
	\$ 2,405,183	\$ 2,471,325	\$ 2,229,558
Less Cash Distributions to Investors:			
Operating Cash Flow	2,405,183	2,379,215	2,218,400
Return of Capital	--	--	--
Undistributed Cash Flow from Prior Year			
Operations	82,180	--	--
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ (82,180)	\$ 92,110	\$ 11,158

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Special Items (not including sales and financing):

Source of Funds:

General Partner Contributions	--	--	--
Increase in Limited Partner Contributions/(5)/	--	--	--
	\$ (82,180)	\$ 92,110	\$ 11,158

Use of Funds:

Sales Commissions and Offering Expenses	--	--	--
Return of Limited Partner's Investment	--	--	--
Property Acquisitions and Deferred Project Costs	0	0	1,850,859
	-----	-----	-----

Cash Generated (Deficiency) after Cash

Distributions and Special Items	\$ (82,180)	\$ 92,110	\$ (1,839,701)
	=====	=====	=====

Net Income and Distributions Data per \$1,000

Invested:

Net Income on GAAP Basis:

Ordinary Income (Loss)			
- Operations Class A Units	84	91	91
- Operations Class B Units	(219)	(247)	(212)
Capital Gain (Loss)	--	--	--

Tax and Distributions Data per \$1,000 Invested:

Federal Income Tax Results:

Ordinary Income (Loss)			
- Operations Class A Units	89	88	89
- Operations Class B Units	(169)	154	(131)
Capital Gain (Loss)	--	--	--

Cash Distributions to Investors:

Source (on GAAP Basis)

- Investment Income Class A Units	83	87	83
- Return of Capital Class A Units	7	--	--
- Return of Capital Class B Units	--	--	--

Source (on Cash Basis)

- Operations Class A Units	87	87	83
- Return of Capital Class A Units	3	--	--
- Operations Class B Units	--	--	--

Source (on a Priority Distribution Basis)/(5)/

- Investment Income Class A Units	73	70	69
- Return of Capital Class A Units	17	17	16
- Return of Capital Class B Units	--	--	--

Amount (in Percentage Terms) Remaining Invested  
in Program Properties at the end of the Last Year  
Reported in the Table

100%

(1) Includes \$241,819 in equity in earnings of joint ventures and \$815,875 from investment of reserve funds in 1996, \$1,034,907 in equity in earnings of joint ventures and \$169,111 from investment of reserve funds in 1997, \$1,346,367 in equity in earnings of joint ventures and \$16,146 from investment of reserve funds in 1998, \$1,360,494 in equity in earnings of joint ventures and \$3 from investment of reserve funds in 1999 and \$1,363,174 in equity in earnings of joint ventures and \$10,621 from investment of reserve funds in 2000. As of December 31, 2000, the leasing status was 100% including developed property in initial lease up.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$265,259 for 1996, \$841,666 for 1997, \$1,157,355 for 1998, \$1,209,171 for 1999 and \$1,173,630 for 2000.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$1,207,540 to Class A Limited Partners, \$(270,653) to Class B Limited Partners and \$(297) to the General Partners for 1996; \$1,947,536 to Class A Limited Partners, \$(844,969) to Class B Limited Partners and \$0 to the General Partners for 1997; \$2,431,246 to Class A Limited Partners, \$(1,162,075) to Class B Limited Partners and \$0 to the General Partners for 1998; \$2,481,559 to Class A Limited Partners, \$(1,214,613) to Class B Limited Partners and \$0 to the General Partners for 1999, and \$2,294,288 to Class A Limited Partners, \$(1,006,225) to Class B Limited Partners and \$0 to the General Partners for 2000.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2000, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,940,951.

47

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS

WELLS REAL ESTATE FUND IX, L.P.

	2000 ----	1999 ----	1998 ----
Gross Revenues/(1)/	\$1,836,768	\$1,593,734	\$ 1,561,456
Profit on Sale of Properties	--	--	--
Less: Operating Expenses/(2)/	78,092	90,903	105,251
Depreciation and Amortization/(3)/	0	12,500	6,250
Net Income GAAP Basis/(4)/	\$1,758,676	\$1,490,331	\$ 1,449,955
Taxable Income: Operations	\$2,147,094	\$1,924,542	\$ 1,906,011
Cash Generated (Used By):			
Operations	\$ (66,145)	\$ (94,403)	\$ 80,147
Joint Ventures	2,831,329	2,814,870	2,125,489
	\$2,765,184	\$2,720,467	\$ 2,205,636
Less Cash Distributions to Investors:			
Operating Cash Flow	2,707,684	2,720,467	2,188,189
Return of Capital	--	15,528	--
Undistributed Cash Flow From Prior Year Operations	--	17,447	--
Cash Generated (Deficiency) after Cash Distributions	\$ 57,500	\$ (32,975)	\$ 17,447

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Special Items (not including sales and financing):

Source of Funds:

General Partner Contributions	--	--	--
Increase in Limited Partner Contributions	--	--	--
	-----	-----	-----
	\$ 57,500	\$ (32,975)	\$ 17,447

Use of Funds:

Sales Commissions and Offering Expenses	--	--	--
Return of Original Limited Partner's Investment	--	--	--
Property Acquisitions and Deferred Project Costs	44,357	190,853	9,455,554
	-----	-----	-----

Cash Generated (Deficiency) after Cash Distributions and Special Items

	\$ 13,143	\$ (223,828)	\$ (9,438,107)
	=====	=====	=====

Net Income and Distributions Data per \$1,000

Invested:

Net Income on GAAP Basis:

Ordinary Income (Loss)			
- Operations Class A Units	93	89	88
- Operations Class B Units	(267)	(272)	(218)
Capital Gain (Loss)	--	--	--

Tax and Distributions Data per \$1,000 Invested:

Federal Income Tax Results:

Ordinary Income (Loss)			
- Operations Class A Units	91	86	85
- Operations Class B Units	(175)	(164)	(123)
Capital Gain (Loss)	--	--	--

Cash Distributions to Investors:

Source (on GAAP Basis)

- Investment Income Class A Units	87	88	73
- Return of Capital Class A Units	--	2	--
- Return of Capital Class B Units	--	--	--

Source (on Cash Basis)

- Operations Class A Units	87	89	73
- Return of Capital Class A Units	--	1	--
- Operations Class B Units	--	--	--

Source (on a Priority Distribution Basis)/(5)/

- Investment Income Class A Units	76	77	61
- Return of Capital Class A Units	11	13	12
- Return of Capital Class B Units	--	--	--

Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table

100%

- (1) Includes \$23,077 in equity in earnings of joint ventures and \$383,884 from investment of reserve funds in 1996, and \$593,914 in equity in earnings of joint ventures and \$605,386 from investment of reserve funds in 1997, \$1,481,869 in equity in earnings of joint ventures and \$79,587 from investment of

reserve funds in 1998, \$1,593,734 in equity in earnings of joint ventures and \$0 from investment of reserve funds in 1999, and \$1,829,216 in equity

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in earnings of joint ventures and \$7,552 from investment of reserve funds in 2000. As of December 31, 2000, the leasing status was 100% including developed property in initial lease up.

- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$25,286 for 1996, \$469,126 for 1997, \$1,143,407 for 1998, \$1,210,939 for 1999, and \$1,100,915 for 2000.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$330,270 to Class A Limited Partners, \$(31,220) to Class B Limited Partners and \$(294) to the General Partners for 1996; \$1,564,778 to Class A Limited Partners, \$(472,806) to Class B Limited Partners and \$(206) to the General Partners for 1997; \$2,597,938 to Class A Limited Partners, \$(1,147,983) to Class B Limited Partners and \$0 to the General Partners for 1998, \$2,713,636 to Class A Limited Partners, \$(1,223,305) to Class B Limited Partners and \$0 to the General Partners for 1999, and \$2,858,806 to the Class A Limited Partners, \$(1,100,130) to Class B Limited Partners and \$0 to the General Partners for 2000.

(5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2000, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,332,403.

49

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS

WELLS REAL ESTATE FUND X, L.P.

	2000 ----	1999 ----	199 ----
Gross Revenues/(1)/	\$1,557,518	\$ 1,309,281	\$ 1,204
Profit on Sale of Properties	--	--	
Less: Operating Expenses/(2)/	81,338	98,213	99
Depreciation and Amortization/(3)/	0	18,750	55
	-----	-----	-----
Net Income GAAP Basis/(4)/	\$1,476,180	\$ 1,192,318	\$ 1,050
	=====	=====	=====
Taxable Income: Operations	\$1,692,792	\$ 1,449,771	\$ 1,277
	=====	=====	=====
Cash Generated (Used By):			
Operations	(59,595)	(99,862)	300
Joint Ventures	2,192,397	2,175,915	886
	-----	-----	-----
	\$2,132,802	\$ 2,076,053	\$ 1,186
Less Cash Distributions to Investors:			
Operating Cash Flow	2,103,260	2,067,801	1,186
Return of Capital	--	--	19
Undistributed Cash Flow From Prior Year Operations	--	--	200
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ 29,542	\$ 8,252	\$ (220)

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Special Items (not including sales and financing):

Source of Funds:

General Partner Contributions	--	--	
Increase in Limited Partner Contributions			

	-----	-----	-----
	\$ 29,542	\$ 8,252	\$ (220)

Use of Funds:

Sales Commissions and Offering Expenses	--	--	300
Return of Original Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	81,022	0	17,613

	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (51,480)	\$ 8,252	\$ (18,133)
	=====	=====	=====

Net Income and Distributions Data per \$1,000

Invested:

Net Income on GAAP Basis:

Ordinary Income (Loss)	104	97
- Operations Class A Units	(159)	(160)
- Operations Class B Units	--	--
Capital Gain (Loss)		

Tax and Distributions Data per \$1,000 Invested:

Federal Income Tax Results:

Ordinary Income (Loss)		
- Operations Class A Units	98	92
- Operations Class B Units	(107)	(100)
Capital Gain (Loss)	--	--

Cash Distributions to Investors:

Source (on GAAP Basis)

- Investment Income Class A Units	94	95
- Return of Capital Class A Units	--	--
- Return of Capital Class B Units	--	--

Source (on Cash Basis)

- Operations Class A Units	94	95
- Return of Capital Class A Units	--	--
- Operations Class B Units	--	--

Source (on a Priority Distribution Basis)/(5)/

- Investment Income Class A Units	74	71
- Return of Capital Class A Units	20	24
- Return of Capital Class B Units	--	--

Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table

100%

(1) Includes \$(10,035) in equity in earnings of joint ventures and \$382,542 from investment of reserve funds in 1997, and \$869,555 in equity in earnings of joint ventures and \$215,042 from investment of reserve funds in 1998, \$1,309,281 in equity in earnings of joint ventures and \$0 from investment of reserve funds in 1999, and 1,547,664 in equity in earnings of joint ventures and \$9,854 from investment of reserve funds in 2000. As of



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

December 31, 2000, the leasing status was 100% including developed property in initial lease up.

- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$18,675 for 1997, \$674,986 for 1998, \$891,911 for 1999, and \$816,544 for 2000.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$302,862 to Class A Limited Partners, \$(24,675) to Class B Limited Partners and \$(162) to the General Partners for 1997; \$1,779,191 to Class A Limited Partners, \$(728,524) to Class B Limited Partners and \$(338) to General Partners for 1998; \$2,084,229 to Class A Limited Partners, \$(891,911) to Class B Limited Partners and \$0 to the General Partners for 1999, and \$2,292,724 to Class A Limited Partners, \$(816,544) to Class B Limited Partners and \$0 to the General Partners for 2000.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2000, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,354,118.

51

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND XI, L.P.

	2000	1999
	----	----
Gross Revenues/(1)/	\$ 975,850	\$ 766,586
Profit on Sale of Properties	--	--
Less: Operating Expenses/(2)/	79,861	111,058
Depreciation and Amortization/(3)/	--	25,000
		-----
Net Income GAAP Basis/(4)/	\$ 895,989	\$ 630,528
	-----	=====
Taxable Income: Operations	\$ 944,775	\$ 704,108
	=====	=====
Cash Generated (Used By):		
Operations	(72,925)	40,906
Joint Ventures	1,333,337	705,394
		-----
	\$ 1,260,412	\$ 746,300
Less Cash Distributions to Investors:		
Operating Cash Flow	1,205,303	746,300
Return of Capital	--	49,761
Undistributed Cash Flow From Prior Year Operations	--	--
	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ 55,109	\$ (49,761)
Special Items (not including sales and financing):		
Source of Funds:		
General Partner Contributions	--	--

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Increase in Limited Partner Contributions	--	--
	-----	-----
	\$ 55,109	\$ (49,761)
Use of Funds:		
Sales Commissions and Offering Expenses	--	214,609
Return of Original Limited Partner's Investment	--	100
Property Acquisitions and Deferred Project Costs		9,005,979
	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ 55,109	\$ (9,270,449)
	=====	=====
Net Income and Distributions Data per \$1,000 Invested:		
Net Income on GAAP Basis:		
Ordinary Income (Loss)		
- Operations Class A Units	103	77
- Operations Class B Units	(155)	(112)
Capital Gain (Loss)	--	--
Tax and Distributions Data per \$1,000 Invested:		
Federal Income Tax Results:		
Ordinary Income (Loss)		
- Operations Class A Units	97	71
- Operations Class B Units	(112)	(73)
Capital Gain (Loss)	--	--
Cash Distributions to Investors:		
Source (on GAAP Basis)		
- Investment Income Class A Units	90	60
- Return of Capital Class A Units	--	--
- Return of Capital Class B Units	--	--
Source (on Cash Basis)		
- Operations Class A Units	90	56
- Return of Capital Class A Units	--	4
- Operations Class B Units	--	--
Source (on a Priority Distribution Basis)/(5)/		
- Investment Income Class A Units	69	46
- Return of Capital Class A Units	21	14
- Return of Capital Class B Units	--	--
Amount (in Percentage Terms) Remaining Invested in		
Program Properties at the end of the Last Year Reported in the Table	100%	

- (1) Includes \$142,163 in equity in earnings of joint ventures and \$120,566 from investment of reserve funds in 1998, \$607,579 in equity in earnings of joint ventures and \$159,007 from investment of reserve funds in 1999 and \$967,900 in equity in earnings of joint ventures and \$7,950 from investment of reserve funds in 2000. As of December 31, 2000, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$105,458 for 1998, \$353,840 for 1999, and \$485,558 for 2000.
- (4) In accordance with the partnership agreement, net income or loss,

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

depreciation and amortization are allocated \$254,862 to Class A Limited Partners, \$(111,067) to Class B Limited Partners and \$(500) to General Partners for 1998; \$1,009,368 to Class A Limited Partners, \$(378,840) to Class B Limited Partners and \$0 to the General Partners for 1999, and \$1,381,547 to Class A Limited Partners, \$(485,558) to Class B Limited Partners and \$0 to General Partners for 2000.

- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2000, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$493,292.

53

TABLE V (UNAUDITED)  
SALES OR DISPOSAL OF PROPERTIES

The following Table sets forth sales or other disposals of properties by Wells Public Programs within the most recent three years. The information relates to only public programs with investment objectives similar to those of Wells Real Estate Investment Trust, Inc. All figures are as of December 31, 2000.

Property	Date Acquired	Date Of Sale	Selling Price, Net Of				Adjustments Resulting From Application Of GAAP	Total/1/	On Mo Fin
			Cash Received Net Of Closing Costs	Mortgage Balance At Time Of Sale	Purchase Money Mortgage Taken Back By Program	Closing Costs			
3875 Peachtree Place, Atlanta, Georgia	12/1/85	08/31/00	\$704,496	-0-	-0-	-0-	\$704,496		

/1/ Includes Wells Real Estate Fund I's share of taxable gain from this sale in

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the amount of \$184,161, of which \$184,161 is allocated to capital gain and \$0 is allocated to ordinary gain.

/2/ Amount shown does not include pro rata share of original offering costs.

54

### WELLS REAL ESTATE INVESTMENT TRUST, INC. SUPPLEMENT NO. 3 DATED JULY 20, 2001 TO THE PROSPECTUS DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001 and Supplement No. 2 dated April 25, 2001. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) The status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) The acquisition of an interest in an office building in Nashville, Tennessee (Comdata Building);
- (3) The acquisition of an interest in an office building in Jacksonville, Florida (AmeriCredit Building);
- (4) The Joint Venture Partnership Agreement entered into between Wells Real Estate Fund XIII, L.P. (Wells Fund XIII) and Wells Operating Partnership, L.P. (Wells OP);
- (5) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (6) Revisions to the "Plan of Distribution" section of the prospectus relating to the issuance of soliciting dealer warrants; and
- (7) Financial statements relating to the Comdata Building and the AmeriCredit Building.

#### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced a second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of June 30, 2001, we had received an additional \$170,293,567 in gross offering proceeds from the sale of 17,029,357 shares in the third offering. Accordingly, as of June 30, 2001, we had received in the aggregate approximately \$477,704,679 in gross offering proceeds from the sale of 47,770,468 shares of our common stock.

The Comdata Building

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Purchase of the Comdata Building. On May 15, 2001, the Wells Fund XII - REIT

-----  
Joint Venture Partnership (Fund XII - REIT Joint Venture), a joint venture between Wells Real Estate Fund XII, L.P. (Wells Fund XII) and Wells Operating Partnership, L.P. (Wells OP), the operating partnership for Wells REIT, acquired a three-story office building containing approximately 201,237 rentable square feet located at 5301 Maryland Way, Williamson County, Brentwood, Tennessee (Comdata Building). The Fund XII -

1

REIT Joint Venture purchased the Comdata Building from The Northwestern Mutual Life Insurance Company (Northwestern) pursuant to that certain Agreement for the Purchase and Sale of Property between Northwestern and Wells Capital, Inc. (Wells Capital), the Advisor to Wells REIT. Northwestern is not in any way affiliated with Wells REIT or its Advisor.

Wells Capital, the original purchaser under the agreement, assigned its rights under the agreement to the Fund XII - REIT Joint Venture at closing. The Fund XII - REIT Joint Venture paid a purchase price of \$24,950,000 for the Comdata Building and incurred additional acquisition expenses in connection with the purchase of the Comdata Building, including attorneys' fees, recording fees and other closing costs, of approximately \$52,019.

Wells Fund XII made a capital contribution of \$8,926,156 and Wells OP made a capital contribution of \$16,075,863 to the Fund XII - REIT Joint Venture to fund their respective shares of the acquisition costs for the Comdata Building. As of June 30, 2001, Wells OP had made total capital contributions to the Fund XII- REIT Joint Venture of \$29,928,078 and held an equity percentage interest in the joint venture of approximately 55%, and Wells Fund XII had made total capital contributions to the Fund XII - REIT Joint Venture of \$24,613,401 and held an equity percentage interest in the joint venture of approximately 45%.

Description of the Comdata Building and the Site. As set forth above, the

-----  
Comdata Building is a three-story office building containing approximately 201,237 rentable square feet situated on a 12.3 acre tract of land. Construction of the Comdata Building was originally completed in 1989, and the building was subsequently expanded in 1997. The Comdata Building is constructed using a steel frame with steel beams on a concrete slab with concrete footings. The exterior walls are made of a brick shell with an insulated ribbon window system on aluminum mullions. The interior walls consist of textured and painted gypsum board. In addition, the building contains five passenger elevators and a freight elevator. There are approximately 750 paved surface parking spaces at the site.

The Comdata Building is located in the Maryland Farms Office Park in Brentwood, Tennessee. Maryland Farms Office Park is located eight miles south of downtown Nashville, Tennessee. The Nashville area is known for its competitive real estate prices, available space for business, and diversified economic base. Nashville's business areas of strength include manufacturing, publishing, finance and insurance, healthcare management, music, transportation and tourism. The Brentwood submarket is one of Nashville's most desired locations.

An independent appraisal of the Comdata Building was prepared by CB Richard Ellis, Inc., real estate appraisers and consultants, as of April 9, 2001, pursuant to which the market value of the land and the leased fee interest subject to the Comdata lease (described below) was estimated to be \$25,000,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Comdata Building will continue operating at a

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

stabilized level with Comdata Network, Inc. ("Comdata") occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. The Fund XII - REIT Joint Venture also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Comdata Building were satisfactory.

The Comdata Lease. The entire 201,237 rentable square feet of the three-story

-----  
office building is currently under a triple-net lease agreement with Comdata, a wholly owned subsidiary of Ceridian Corporation, the guarantor of the lease. The landlord's interest in the Comdata lease was assigned to the Fund XII - REIT Joint Venture at the closing. The Comdata lease commenced on April 1, 1997, and the current term expires on May 31, 2016. Comdata has the right to extend the Comdata lease for one additional five-year period of time at a rate equal to the greater of the base rent of the final year of the initial term or 90% of the then-current fair market rental rate.

2

Comdata is a leading provider of transaction processing and information services to the transportation and other industries. Comdata provides trucking companies with fuel cards, electronic cash access, permit and licensing services, routing software, driver relationship services and vehicle escorts, among other services. Comdata provides these services to over 400,000 drivers, 7,000 truck stop service centers and 500 terminal fueling locations.

Ceridian Corporation, the lease guarantor, is one of North America's leading information services companies that serves the human resources and transportation markets. Ceridian and its subsidiaries generate, process and distribute data for customers and help customers develop systems plans and software to perform these functions internally. For the fiscal year ended December 31, 2000, Ceridian reported net income of approximately \$100.2 million on revenues of over \$1.175 billion.

The base rent payable for the current term of the Comdata lease is as follows:

Lease Years	Annual Rent	Annual Rent Per Square Foot
Year 1	\$2,398,672	\$11.92
Years 2-6	\$2,458,638	\$12.22
Years 7-11	\$2,518,605	\$12.52
Years 12-15	\$2,578,572	\$12.81

Under the Comdata lease, Comdata is required to pay all operating expenses, including but not limited to, gas, water and electricity costs, garbage and waste disposal, telephone, janitorial service, security, insurance premiums, all taxes, assessments and other governmental levies and such other operating expenses with respect to the Comdata Building. In addition, Comdata is responsible for all routine maintenance and repairs to the Comdata Building. The Fund XII - REIT Joint Venture, as landlord, will be responsible for the repair and maintenance of the roof and structural systems of the Comdata Building. Comdata must obtain written consent from the Fund XII - REIT Joint Venture before making any alterations to the premises excluding alterations that (i) are

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

made to the interior tenant space of the Comdata Building, (ii) do not adversely affect the structural integrity or the exterior of the Comdata Building, (iii) do not affect common areas of the Comdata Building including but not limited to the elevators and lobby, and (iv) do not adversely affect the electrical, heating or plumbing systems of the Comdata Building.

Property Management Fees. Wells Management Company, Inc. (Wells Management), an

-----  
affiliate of the Wells REIT, has been retained to manage and lease the Comdata Building. The Fund XII - REIT Joint Venture will pay management and leasing fees to Wells Management in the amount of 4.5% of gross revenues from the Comdata Building, subject to certain limitations.

The Wells Fund XIII - REIT Joint Venture

On June 27, 2001, Wells OP and Wells Real Estate Fund XIII, L.P. (Wells Fund XIII) entered into a Joint Venture Partnership Agreement for the purpose of acquiring, owning, leasing, operating and managing real properties. The joint venture partnership is known as the Wells Fund XIII - REIT Joint Venture (XIII-REIT Joint Venture). All income, loss, profit, net cash flow, resale gain and sale proceeds of the XIII-REIT Joint Venture are allocated and distributed between Wells OP and Wells Fund XIII based upon their respective capital contributions to the joint venture.

Wells OP is acting as the initial Administrative Venturer of the XIII-REIT Joint Venture and, as such, is responsible for establishing policies and operating procedures with respect to the business and affairs of the joint venture. However, approval of Wells Fund XIII will be required for any major decision or any action which materially affects such joint venture or its real properties.

3

The AmeriCredit Building

Purchase of the AmeriCredit Building. On July 16, 2001, the XIII-REIT Joint

-----  
Venture acquired a two-story office building containing approximately 85,000 rentable square feet located in Fleming Island Plantation at 2310 Village Square Parkway, Orange Park, Clay County, Florida (AmeriCredit Building) from Adecco Contact Centers Jacksonville, L.L.C. (Adecco) pursuant to that certain Agreement for the Purchase and Sale of Property between Adecco and Wells Capital, the Advisor. Adecco is not affiliated with the Wells REIT or its Advisor.

The rights under the agreement were assigned by Wells Capital, the original purchaser under the agreement, to the XIII-REIT Joint Venture at closing. The purchase price paid for the AmeriCredit Building was \$12,500,000. The joint venture also incurred additional acquisition expenses in connection with the purchase of the AmeriCredit Building, including attorneys' fees, recording fees and other closing costs, of approximately \$40,700.

Wells OP contributed \$10,890,040 and Wells Fund XIII contributed \$1,651,426 to the XIII-REIT Joint Venture for their respective shares of the acquisition costs for the AmeriCredit Building. As of July 16, 2001, Wells OP held an equity percentage interest in the XIII-REIT Joint Venture of approximately 87%, and Wells Fund XIII held an equity percentage interest in the XIII-REIT Joint Venture of approximately 13%.

Description of the Building and the Site. The AmeriCredit Building is a two-

-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

story office building containing approximately 85,000 rentable square feet. The AmeriCredit Building, which was completed in June 2001, is constructed using a steel frame with steel beams on a concrete slab with concrete footings. The exterior walls are made with steel beams with tilt-up concrete panels and a glass panel exterior. The office entrances and windows are made of plate glass set in aluminum frames. The interior walls consist of textured and painted gypsum board. In addition, the building contains two elevators, one of which can be used as a freight elevator. There are approximately 680 asphalt paved surface parking spaces at the site.

An independent appraisal of the AmeriCredit Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of June 28, 2001, pursuant to which the market value of the land and the leased fee interest subject to the AmeriCredit lease (described below) was estimated to be \$12,500,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the AmeriCredit Building will continue operating at a stabilized level with AmeriCredit Financial Services Corporation (AmeriCredit) occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property. The XIII-REIT Joint Venture also obtained an environmental report prior to closing evidencing that the environmental condition of the land and the AmeriCredit Building were satisfactory.

Location of the AmeriCredit Building. The AmeriCredit Building is located on a -----  
12.33 acre tract of land approximately 20 miles south of downtown Jacksonville within Fleming Island Plantation on the west side of U.S. Highway 17 in northern Clay County, Florida. Fleming Island Plantation is a 2,300-acre mixed use development of Centex Homes. When fully developed, Fleming Island Plantation will contain 12 villages of homes, a YMCA Wellness Center, an 18-hole golf course, several schools and 140 acres of parks. BellSouth has a 300,000 square foot technical service center in the area.

The Lease. The entire 85,000 rentable square feet of the AmeriCredit Building -----  
is currently under a triple-net lease agreement with AmeriCredit dated November 20, 2000. The landlord's interest in the AmeriCredit lease was assigned to the XIII-REIT Joint Venture at the closing.

The initial term of the AmeriCredit lease is ten years which commenced June 2001 and expires in May 2011. AmeriCredit has the right to extend the AmeriCredit lease for two additional five year periods of

4

time. Each extension option must be exercised by giving written notice to the landlord at least 12 months prior to the expiration date of the then current lease term.

AmeriCredit is wholly-owned by and serves as the primary operating subsidiary for AmeriCredit Corp., a Texas corporation whose common stock is publicly traded on the New York Stock Exchange. AmeriCredit Corp. is the guarantor of the lease. AmeriCredit is the world's largest independent middle-market automobile finance company. AmeriCredit purchases loans made by franchised and select independent dealers to consumers buying late model used and, to a lesser extent, new automobiles. AmeriCredit targets consumers who are typically unable to obtain financing from traditional sources either because of prior credit difficulties or limited credit histories. Funding for AmeriCredit's auto lending activities is obtained primarily through the sale of loans in securitization transactions. AmeriCredit services its automobile lending



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

portfolio at regional centers using automated loan servicing and collection systems.

For the nine months ended March 31, 2001, AmeriCredit Corp. reported net income of \$151 million on revenues of \$575 million and a net worth, as of March 31, 2001, of approximately \$929 million.

The base rent payable under the AmeriCredit lease will be as follows:

Lease Year	Rental Rate	Annual Rent	Monthly Rent
Year 1	\$14.33	\$1,201,050	\$100,087.50
Year 2	\$14.69	\$1,231,501	\$102,625.08
Year 3	\$15.06	\$1,262,714	\$105,226.17
Year 4	\$15.43	\$1,294,707	\$107,892.25
Year 5	\$15.82	\$1,327,499	\$110,624.92
Year 6	\$16.21	\$1,361,112	\$113,426.00
Year 7	\$16.62	\$1,395,565	\$116,297.08
Year 8	\$17.03	\$1,430,879	\$119,239.92
Year 9	\$17.46	\$1,467,076	\$122,256.33
Year 10	\$17.90	\$1,504,178	\$125,348.17

The monthly base rent payable for each extended term of the AmeriCredit lease will be equal to 95% of the then current market rate.

Under the AmeriCredit lease, AmeriCredit is required to pay as additional rent all real estate taxes, special assessments, utilities, taxes, insurance and other operating costs with respect to the AmeriCredit Building during the term of the lease. In addition, AmeriCredit is responsible for all routine maintenance and repairs including the interior mechanical and electrical systems, the HVAC system and common area maintenance to the AmeriCredit Building. The XIII-REIT Joint Venture, as landlord, is responsible for repair and replacement of the roof, foundation, structural, exterior windows, parking lot, driveways and light poles, as well as payment of a monthly 7% sales tax on rental income. AmeriCredit will reimburse the XIII-REIT Joint Venture for the sales tax through increased rental income. The rental figures above are net of the sales tax and maintenance reserve.

The AmeriCredit lease contains a termination option which may be exercised by AmeriCredit effective as of the end of the seventh lease year by providing 12 months prior notice to the XIII-REIT Joint Venture. If AmeriCredit exercises its termination option, it will be required to pay the joint venture a termination payment equal to the sum of (i) an amount equal to two months base rent calculated at the annual rate of \$17.18 per square foot, plus (ii) an amount equal to the aggregate of the unamortized balances of the construction allowance, design allowance, sign allowance, and brokerage commissions. It is estimated that if AmeriCredit were to exercise its early termination option, the termination payment would be approximately \$1.9 million which would equate to nearly 16 months of rent.

AmeriCredit also has an expansion option for an additional 15,000 square feet of office space and 120 parking spaces. AmeriCredit may exercise this

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

expansion option at any time during the first seven

5

lease years. The rights and obligations of each party under the expansion option are subject to the parties reaching agreement relating to the expansion space and additional parking and the leasing of such space by AmeriCredit within 45 days of receipt by the XIII-REIT Joint Venture of written notice of the expansion option.

Property Management Fees. Wells Management has been retained to manage and

-----  
lease the AmeriCredit Building. The XIII-REIT Joint Venture shall pay management and leasing fees to Wells Management in the amount of 4.5% of gross revenues from the AmeriCredit Building, subject to certain limitations.

Management's Discussion and Analysis of Financial Condition and Results of Operation

The information contained on page 98 in the "Management's Discussion and Analysis of Financial Condition and Results of Operations - Liquidity and Capital Resources" section of the prospectus is revised as of the date of this supplement by the deletion of the first two paragraphs of that section and the insertion of the following paragraphs in lieu thereof:

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a second public offering of up to 22,200,000 shares of common stock at \$10 per share. We terminated our second offering on December 19, 2000. Of the \$175,229,193 raised in the second offering, we invested a total of \$147,192,522 in properties.

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of June 30, 2001, we had received an additional \$170,293,567 in gross offering proceeds from the sale of 17,029,357 shares in the third offering. As of June 30, 2001, we had raised in the aggregate a total of \$477,704,679 in offering proceeds through the sale of 47,770,468 shares of common stock. As of June 30, 2001, we had paid a total of \$16,621,295 in acquisition and advisory fees and acquisition expenses, had paid a total of \$59,361,769 in selling commissions and organizational and offering expenses, had made capital contributions of \$395,004,216 to Wells OP for investments in joint ventures and acquisitions of real property, had utilized \$2,810,530 for the redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$3,906,869 available for investment in additional properties.

Plan of Distribution

The information contained on page 153 in the "Plan of Distribution" section of the prospectus is revised as of the date of this supplement by the deletion of the third full paragraph of this section and the insertion of the following paragraph in lieu thereof:

We will also award to the Dealer Manager one soliciting dealer warrant for every 25 shares sold to the public or issued to shareholders pursuant to our dividend reinvestment plan during the offering period. The Dealer

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Manager may retain or reallocate these warrants to broker-dealers participating in the offering, unless such issuance of soliciting dealer warrants is prohibited by either federal or state securities laws. The holder of a soliciting dealer warrant will be entitled to purchase one share from the Wells REIT at a price of \$12 per share during the period beginning on the first anniversary of the effective date of this offering and ending five years after the effective date of this offering. Subject to certain exceptions, a soliciting dealer warrant may not be transferred, assigned, pledged or hypothecated for a period of one year following the effective date of this offering. The shares issuable upon exercise of the soliciting

6

dealer warrants are being registered as part of this offering. For the life of the soliciting dealer warrants, participating broker-dealers are given the opportunity to profit from a rise in the market price for the common stock without assuming the risk of ownership, with a resulting dilution in the interest of other shareholders upon exercise of such warrants. In addition, holders of the soliciting dealer warrants would be expected to exercise such warrants at a time when we could obtain needed capital by offering new securities on terms more favorable than those provided by the soliciting dealer warrants. Exercise of the soliciting dealer warrants is governed by the terms and conditions detailed in this prospectus and in the Warrant Purchase Agreement, which is an exhibit to the Registration Statement.

### Financial Statements

The statements of revenues over certain operating expenses of the Comdata Building for the year ended December 31, 2000, included in this supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said reports.

The statements of revenues over certain operating expenses of the Comdata Building for the three months ended March 31, 2001, included in this supplement and elsewhere in the registration statement, have not been audited.

The Pro Forma Balance Sheet of the Wells REIT as of March 31, 2001, which is included in this supplement, has not been audited.

The Pro Forma Statement of Income of the Wells REIT for the three months ended March 31, 2001 and for the year ended December 31, 2000, which are included in this supplement, have not been audited.

7

### INDEX TO FINANCIAL STATEMENTS

The Comdata Building	Page ----
Report of Independent Accountants	9
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the	10

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

three months ended March 31, 2001 (unaudited)

Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the three months ended March 31, 2001 (unaudited)	11
--	----

Wells Real Estate Investment Trust, Inc.

### Unaudited Pro Forma Financial Statements

-----

Summary of Unaudited Pro Forma Financial Statements	12
Pro Forma Balance Sheet as of March 31, 2001	13
Pro Forma Statement of Income for the three months ended March 31, 2001	15
Pro Forma Statement of Income for the year ended December 31, 2000	16

8

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Fund XII, L.P. and  
Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the COMDATA BUILDING for the year ended December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Comdata Building after acquisition by the Wells Fund XII - REIT Joint Venture. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Comdata Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Comdata Building for the year ended December 31, 2000, in conformity with accounting principles generally accepted in the United States.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

/s/ Arthur Andersen LLP

Atlanta, Georgia  
May 18, 2001

9

COMDATA BUILDING

STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2000

AND THE THREE MONTHS ENDED MARCH 31, 2001

	2001	2000
	-----	-----
	(Unaudited)	
RENTAL REVENUES	\$614,660	\$2,458,638
OPERATING EXPENSES, net of reimbursements	20,404	5,468
	-----	-----
REVENUES OVER CERTAIN OPERATING EXPENSES	\$594,256	\$2,453,170
	=====	=====

The accompanying notes are an integral part of these statements.

10

COMDATA BUILDING

NOTES TO STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2000

AND THE THREE MONTHS ENDED MARCH 31, 2001 (UNAUDITED)

1. Organization and Significant Accounting Policies

Description of Real Estate Property Acquired

-----

On May 15, 2001, the Wells Fund XII-REIT Joint Venture (the "Joint Venture") acquired the Comdata Building from The Northwestern Mutual Life Insurance Company ("Northwestern"). The Joint Venture is a joint venture partnership between Wells Real Estate Fund XII, L.P. ("Wells Fund XII") and Wells Operating Partnership, L.P. ("Wells OP"), a Delaware Limited Partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Estate Investment Trust, Inc., a Maryland corporation. Northwestern is not an affiliate of Wells Fund XII or Wells OP. The total purchase price of the Comdata Building was \$24,950,000. Additional acquisition expenses were incurred in connection with the purchase of the Comdata Building, included attorney's fees, recording fees, loan fees, and other closing costs, of \$52,019. Wells Fund XII contributed \$8,926,156, and Wells OP contributed \$16,075,863 to the Joint Venture for their respective shares of the purchase of the Comdata Building.

Comdata Network, Inc. ("Comdata") occupies the entire 201,237 rentable square feet of the three-story office building under a net lease agreement (the "Comdata Lease"). Comdata is a wholly owned subsidiary of Ceridian Corporation, a public entity traded on the New York Stock Exchange and guarantor of Comdata's obligations under the Comdata Lease. Northwestern's interest in the Comdata Lease was assigned to the Joint Venture at the closing. The initial term of the Comdata Lease commenced on April 1, 1997 and expires on May 31, 2016. Comdata has the right to extend the Comdata Lease for two additional five-year periods at a rate equal to the greater of the base rent for the final year of the initial term or 90% of the then-current fair market rental rate. Under the Comdata Lease, Comdata is required to pay, as additional monthly rent, all operating costs, including but not limited to, gas, water, electricity, garbage and waste disposal, telephone, janitorial service, security, insurance premiums, all taxes, assessments and other governmental levies, and other such operating expenses with respect to the Comdata Building. In addition, Comdata is responsible for all routine maintenance and repairs to the Comdata Building. The Joint Venture will be responsible for the repair and replacement of the exterior surface walls, foundation, roof, and plumbing, electrical and mechanical systems of the Comdata Building.

### Rental Revenues

-----

Rental income is recognized on a straight-line basis over the life of the Comdata Lease.

## 2. Basis of Accounting

The accompanying statements of revenues over certain operating expenses are presented on the accrual basis. These statements have been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses, such as depreciation, interest, and management fees. Therefore, these statements are not comparable to the operations of the Comdata Building after acquisition by the Joint Venture.

11

WELLS REAL ESTATE INVESTMENT TRUST, INC.

### UNAUDITED PRO FORMA BALANCE SHEET

The following unaudited pro forma balance sheet as of March 31, 2001 has been prepared to give effect to the acquisition of the AmeriCredit Building by the Wells XIII-REIT Joint Venture, a joint venture partnership between Wells Real Estate Fund XIII, L.P. and Wells Operating Partnership, L.P. ("Wells OP"), and the acquisition of the Comdata Building ("Prior Acquisition") by the Wells XII-REIT Joint Venture, a joint venture partnership between Wells Real Estate Fund XII, L.P. and Wells OP, as if the acquisitions occurred on March 31, 2001. The following unaudited pro forma statements of income for the year ended December 31, 2000 and for the three months ended March 31, 2001 have been prepared to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

give effect to the acquisition of the Comdata Building as if the acquisition occurred on January 1, 2000.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of the Wells Real Estate Investment Trust, Inc., a Maryland corporation. Wells Real Estate Investment Trust, Inc. is the general partner of the Wells OP.

This unaudited pro forma balance sheet is prepared for informational purposes only and is not necessarily indicative of future results or of actual results that would have been achieved had the acquisition of the AmeriCredit Building been consummated at the beginning of the period presented.

12

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA BALANCE SHEET

MARCH 31, 2001

(Unaudited)

#### ASSETS

	Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustm Comdata	Am
REAL ESTATE ASSETS, at cost:			
Land	\$ 46,640,032	\$ 0	\$
Buildings, less accumulated depreciation of \$12,656,832	285,461,251	0	
Construction in progress	6,303,454	0	
Total real estate assets	338,404,737	0	
CASH AND CASH EQUIVALENTS	8,156,316	(500,000) (a)	
INVESTMENT IN JOINT VENTURES	43,901,986	16,745,691 (b)	
ACCOUNTS RECEIVABLE	3,620,844	0	
DEFERRED LEASE ACQUISITION COSTS	1,599,976	0	
DEFERRED PROJECT COSTS	1,409,081	(669,828) (c)	
DEFERRED OFFERING COSTS	581,690	0	
DUE FROM AFFILIATES	1,050,313	0	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

PREPAID EXPENSES AND OTHER ASSETS	2,252,702	0
	-----	-----
Total assets	\$400,977,645	\$15,575,863
	=====	=====

13

### LIABILITIES AND SHAREHOLDERS' EQUITY

	Wells Real Estate Investment Trust, Inc.	Pro Forma A ----- Comdata -----
<b>LIABILITIES:</b>		
Accounts payable and accrued expenses	\$ 2,263,215	\$ 0
Notes payable	76,540,000	15,575,863 (a)
Dividends payable	1,069,579	0
Due to affiliate	1,084,012	0
Deferred rental income	238,306	0
	-----	-----
Total liabilities	81,195,112	15,575,863
	-----	-----
<b>COMMITMENTS AND CONTINGENCIES</b>		
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,000	0
	-----	-----
<b>SHAREHOLDERS' EQUITY:</b>		
Common shares, \$.01 par value; 125,000,000 shares authorized, 38,127,278 shares issued and 37,908,326 shares outstanding	381,273	0
Additional paid-in capital	321,390,784	0
Treasury stock, at cost, 218,952 shares	(2,189,524)	0
	-----	-----
Total shareholders' equity	319,582,533	0
	-----	-----
Total liabilities and shareholders' equity	\$400,977,645	\$15,575,863
	=====	=====

- (a) Reflects Wells Real Estate Investment Trust, Inc.'s portion of the purchase price.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s contribution to the Wells Fund XII-REIT Joint Venture.
- (c) Reflects deferred project costs contributed to the Wells Fund XII-REIT Joint Venture at approximately 4.17% of the purchase price.
- (d) Reflects Wells Real Estate Investment Trust, Inc.'s contribution to the Wells Fund XIII-REIT Joint Venture.
- (e) Reflects deferred project costs contributed to the Wells Fund XIII-REIT Joint Venture at approximately 4.17% of the purchase price.



## WELLS REAL ESTATE INVESTMENT TRUST, INC.

## PRO FORMA STATEMENT OF INCOME

FOR THE THREE MONTHS ENDED MARCH 31, 2001

(Unaudited)

	Wells Real Estate Investment Trust, Inc. -----	Pro Forma Adjustments -----
REVENUES:		
Rental income	\$ 9,860,085	\$ 0
Equity in income of joint ventures	709,713	395,215 (a)
Interest income	99,915	0
	-----	-----
	10,669,713	395,215
	-----	-----
EXPENSES:		
Depreciation and amortization	3,187,179	0
Interest	2,375,183	275,919 (b)
Operating costs, net of reimbursements	1,091,185	0
Management and leasing fees	565,714	0
General and administrative	106,540	0
Legal and accounting	67,767	0
Computer costs	800	0
	-----	-----
	7,394,368	275,919
	-----	-----
NET INCOME	\$ 3,275,345	\$ 119,296
	=====	=====
HISTORICAL EARNINGS PER SHARE (BASIC AND DILUTED)	\$ 0.10	
	=====	
PRO FORMA EARNINGS PER SHARE (BASIC AND DILUTED) (c)		

(a) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of the Wells Fund XII-REIT Joint Venture related to the Comdata Building. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.

(b) Reflects interest expense incurred on the \$15,575,863 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at 7.1% for the three months ended March 31, 2001.

(c) As of May 15, 2001, the acquisition date, Wells Real Estate Investment Trust, Inc. had 41,588,143 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire three months ended March 31, 2001.

## WELLS REAL ESTATE INVESTMENT TRUST, INC.

## PRO FORMA STATEMENT OF INCOME

FOR THE YEAR ENDED DECEMBER 31, 2000

(Unaudited)

	Wells Real Estate Investment Trust, Inc. -----	Pro Forma Adjustments -----
REVENUES:		
Rental income	\$20,505,000	\$ 0
Equity in income of joint ventures	2,293,873	930,181 (a)
Interest income	520,924	0
Other income	53,409	0
	-----	-----
	23,373,206	930,181
	-----	-----
EXPENSES:		
Depreciation and amortization	7,743,551	0
Interest	4,199,461	1,284,495 (b)
Operating costs, net of reimbursements	888,091	0
Management and leasing fees	1,309,974	0
General and administrative	426,680	0
Legal and accounting	240,209	0
Computer costs	12,273	0
	-----	-----
	14,820,239	1,284,495
	-----	-----
NET INCOME (LOSS)	\$ 8,552,967	\$ (354,314)
	=====	=====
HISTORICAL EARNINGS PER SHARE (BASIC AND DILUTED)	\$ 0.40	
	=====	
PRO FORMA EARNINGS PER SHARE (BASIC AND DILUTED) (c)		

(a) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of the Wells Fund XII-REIT Joint Venture related to the Comdata Building. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.

(b) Reflects interest expense incurred on the \$15,575,863 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at 8.2% for the year ended December 31, 2000.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (c) As of May 15, 2001, the acquisition date, Wells Real Estate Investment Trust, Inc. had 41,588,143 shares of common stock outstanding; pro forma earnings per share is calculated as if these shares were outstanding for the entire year ended December 31, 2000.

16

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
SUPPLEMENT NO. 4 DATED AUGUST 10, 2001 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, and Supplement No. 3 dated July 20, 2001. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) The status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) The acquisition of an office building in Quincy, Massachusetts (State Street Building);
- (3) The initial transaction under the Section 1031 Exchange Program;
- (4) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus; and
- (5) Financial statements relating to the State Street Building.

### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced a second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of July 31, 2001, we had received an additional \$212,110,390 in gross offering proceeds from the sale of 21,211,039 shares in the third offering. Accordingly, as of July 31, 2001, we had received in the aggregate approximately \$519,521,502 in gross offering proceeds from the sale of 51,952,150 shares of our common stock.

### The State Street Building

Purchase of the State Street Building. On July 30, 2001, Wells Operating

-----  
Partnership, L.P. (Wells OP), a Delaware limited partnership formed to acquire, own, lease and operate real properties on behalf of Wells REIT, purchased a seven-story office building with approximately 234,668 rentable square feet located at 1200 Crown Colony Drive, Norfolk County, Quincy, Massachusetts (State

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Street Building). Wells OP purchased this building from Crownview, LLC (Crownview) pursuant to that certain Agreement of Purchase and Sale of Property between Crownview and Wells OP. Crownview is not in any way affiliated with Wells REIT or Wells Capital, Inc., our Advisor.

The purchase price for the State Street Building was \$49,563,000. Wells OP incurred acquisition expenses in connection with the purchase of the State Street Building, including attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of approximately \$69,500. Wells OP also paid approximately \$126,600 to reimburse the seller for its prorated share of real estate taxes and other operating expenses.

An independent appraisal of the State Street Building was prepared by Insignia/ESG, Inc., real estate appraisers, as of July 10, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the leases described below was estimated to be \$52,000,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the State Street Building will continue operating at a stabilized level with SSB Realty LLC, a Delaware limited liability company (SSB Realty), occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the State Street Building were satisfactory.

Description of the State Street Building and Site. The State Street Building,  
-----

which was completed in 1990, is a seven-story office building containing approximately 234,668 rentable square feet located on an 11.22 acre tract of land. The building is constructed using a steel frame with a reinforced concrete foundation. The exterior walls are made of primarily precast concrete with insulated glass windows in aluminum frames. The interior walls consist of painted gypsum board. In addition, there are four elevators and approximately 854 parking spaces.

The State Street Building is located at 1200 Crown Colony Drive in Crown Colony Office Park in Quincy, Massachusetts, approximately 10 miles southwest of downtown Boston. Crown Colony Office Park contains high quality office buildings and is one of the most desirable parks in the south Boston market. The strength of the office market in this area is evidenced by the extensive office development near other interchanges along Route 128 in the Quincy/Braintree area. The property is well located in terms of proximity to Boston, and accessibility to all of the other major highway systems that serve the city and the surrounding area because of its immediate access to a highway interchange and to public transportation. The State Street Building is leased entirely to SSB Realty.

The SSB Realty Lease. The entire 234,668 rentable square feet of the State  
-----

Street Building is currently under a lease agreement with SSB Realty. The landlord's interest in the SSB Realty lease was assigned to Wells OP at the closing. The current term of the lease is 10 years, which commenced on February 1, 2001, and expires on March 31, 2011. SSB has the right to extend the term of this lease for one additional five year period at the then-current fair market rental rate. In addition, the base operating costs and the base taxes will be adjusted for the extended term to reflect the actual operating costs and taxes for the preceding calendar year.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

SSB Realty is a wholly owned subsidiary of State Street Corporation, a Massachusetts corporation (State Street). State Street, a guarantor of the SSB Realty lease, is a world leader in providing financial services to investment managers, corporations, public pension funds, unions, not-for-profit organizations and individuals. State Street's capabilities range from investment research and professional investment management to trading and brokerage services to fund accounting and administration. With over 17,000 employees, offices in 23 countries, and serving clients in 55 different countries, State Street has over \$6 trillion in assets under custody and \$711 billion in assets under management. For the fiscal year ended December 31, 2000, State Street reported net income of approximately \$595 million on revenues of approximately \$3.6 billion, and a net worth, as of December 31, 2000, of approximately \$3.26 billion.

The base rent payable for the remainder of the SSB Realty lease is as follows:

Lease Year	Annual Rent	Monthly Rent
April 1, 2001 - January 30, 2004	\$6,922,706	\$576,892
February 1, 2004 - January 30, 2007	\$7,274,708	\$606,226
February 1, 2007 - March 31, 2011	\$7,861,378	\$655,115

2

Pursuant to the SSB Realty lease, Wells OP is obligated to provide SSB Realty an allowance of up to approximately \$2,112,000 for tenant, building and architectural improvements. Under the SSB Realty lease, SSB Realty is required to pay its proportionate share of taxes relating to the State Street Building and all operating costs incurred by the landlord in maintaining and operating the State Street Building, including, but not limited to, garbage and waste disposal, janitorial service and window cleaning, snow removal, security, insurance, water and sewer charges, wages, salaries and employee benefits of all employees engaged in the operation, maintenance and management of the building, indoor and outdoor landscaping, utilities and repairs, replacements and general maintenance. Wells OP, as the landlord, will be responsible, at tenant's expense, for maintaining the common areas of the building, the roof, foundation, exterior walls and windows, load bearing items and the central heating, ventilation and air conditioning, electrical, mechanical and plumbing systems of the building.

Property Management Fees. Wells Management Company, Inc. (Wells Management), an affiliate of Wells REIT and our Advisor, has been retained to manage and lease the State Street Building. Wells REIT shall pay management and leasing fees to Wells Management in the amount of 4.5% of gross revenues from the State Street Building, subject to certain limitations.

### Initial Transaction under the Section 1031 Exchange Program

As described in Supplement No. 2 dated April 25, 2001 to the prospectus dated December 20, 2000, Wells Development Corporation, an affiliate of our Advisor, has developed a program (Section 1031 Exchange Program) involving the acquisition of income-producing commercial properties and the formation of a series of single member limited liabilities companies (Wells Exchange) for the purpose of facilitating the resale of co-tenancy interests in such real estate properties to persons (1031 Participants) who are looking to invest the proceeds

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

from a sale of real estate held for investment into another real estate investment for purposes of qualifying for like-kind exchange treatment under Section 1031 of the Internal Revenue Code.

The initial transaction in the Section 1031 Exchange Program involves the acquisition by Wells Exchange and resale of co-tenancy interests in the Ford Motor Credit Complex. The Ford Motor Credit Complex consists of two connecting office buildings containing 167,434 rentable square feet located in Colorado Springs, Colorado currently under a triple-net lease with Ford Motor Credit Company, a wholly-owned subsidiary of Ford Motor Company, which is the world's largest automobile finance company with more than 10 million customers in 40 countries. Wells Exchange is currently engaged in the offer and sale of co-tenancy interests in the Ford Motor Credit Complex to 1031 Participants.

As a part of the initial transaction in the Section 1031 Exchange Program, in consideration for the payment of a Take Out Fee in the amount of \$137,500, and following approval of the potential property acquisition by our board of directors, Wells OP entered into a Take Out Purchase and Escrow Agreement relating to the Ford Motor Credit Complex. Pursuant to the terms of the Take Out Purchase and Escrow Agreement, Wells OP is obligated to acquire, at Wells Exchange's cost (\$839,694 in cash plus \$832,060 of assumed debt for each 7.63358% co-tenancy interest), any co-tenancy interests in the Ford Motor Credit Complex which remain unsold on October 16, 2001.

The obligations of Wells OP under the Take Out Purchase and Escrow Agreement are secured by reserving against Wells OP's existing line of credit with Bank of America, N.A. (Interim Lender). If, for any reason, Wells OP fails to acquire any of the co-tenancy interests in the Ford Motor Credit Complex which remain unsold as of October 16, 2001, or if there is otherwise an uncured default under the interim loan between Wells Exchange and the Interim Lender or Wells OP's line of credit documents, the Interim Lender is authorized to draw down on Wells OP's line of credit in the amount necessary to pay the outstanding balance of the Interim Loan in full, in which event the appropriate amount of unsold co-tenancy interests in the Ford Motor Credit Complex would be deeded to Wells OP. Wells OP's maximum economic exposure in the transaction is \$11,000,000, in which event Wells OP would acquire the Ford Motor Credit Complex for \$11,000,000 in cash plus assumption of the first mortgage financing in the amount of \$10,900,000. If Wells Exchange successfully sells 100% of the co-tenancy interests to

3

1031 Participants, Wells OP will not acquire any interest in the Ford Motor Credit Complex. If some, but not all, of the co-tenancy interests are sold by Wells Exchange, Wells OP's exposure would be less, and it would end up owning an interest in the property in co-tenancy with 1031 Participants who had previously acquired co-tenancy interests in the Ford Motor Credit Complex from Wells Exchange. (See "Risk Factors - Section 1031 Exchange Program" contained in Supplement No. 2 dated April 25, 2001 to the prospectus dated December 20, 2000.)

Management's Discussion and Analysis of Financial Condition and Results of Operation

The information contained on page 98 in the "Management's Discussion and Analysis of Financial Condition and Results of Operations - Liquidity and Capital Resources" section of the prospectus is revised as of the date of this supplement by the deletion of the first two paragraphs of that section and the insertion of the following paragraphs in lieu thereof:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a second public offering of up to 22,200,000 shares of common stock at \$10 per share. We terminated our second offering on December 19, 2000. Of the \$175,229,193 raised in the second offering, we invested a total of \$147,192,522 in properties.

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of July 31, 2001, we had received an additional \$212,110,390 in gross offering proceeds from the sale of 21,211,039 shares in the third offering. As of July 31, 2001, we had raised in the aggregate a total of \$519,521,502 in offering proceeds through the sale of 51,952,150 shares of common stock. As of July 31, 2001, we had paid a total of \$18,078,430 in acquisition and advisory fees and acquisition expenses, had paid a total of \$64,565,823 in selling commissions and organizational and offering expenses, had made capital contributions of \$427,043,387 to Wells OP for investments in joint ventures and acquisitions of real property, had utilized \$2,994,917 for the redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$6,838,945 available for investment in additional properties.

### Financial Statements

The statement of revenues over certain operating expenses of the State Street Building for the year ended December 31, 2000, included in this supplement and elsewhere in the registration statement, has been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and is included in this supplement in reliance upon the authority of said firm as experts in giving said reports.

The statement of revenues over certain operating expenses of the State Street Building for the six months ended June 30, 2001, included in this supplement and elsewhere in the registration statement, has not been audited.

The Pro Forma Balance Sheet of Wells REIT as of June 30, 2001, which is included in this supplement, has not been audited.

4

### INDEX TO FINANCIAL STATEMENTS

The State Street Building	Page
Report of Independent Accountants	6
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the six months ended June 30, 2001 (unaudited)	7
Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the six months ended June 30, 2001 (unaudited)	8

Wells Real Estate Investment Trust, Inc.

Unaudited Pro Forma Financial Statements

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

-----

Summary of Unaudited Pro Forma Financial Statements	9
Pro Forma Balance Sheet as of June 30, 2001	10
Pro Forma Statement of Income for the six months ended June 30, 2001	12
Pro Forma Statement of Income for the year ended December 31, 2000	13

5

## REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the State street bank BUILDING for the year ended December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the State Street Bank Building after acquisition by the Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the State Street Bank Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the State Street Bank Building for the year ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

August 1, 2001

6

STATE STREET BANK BUILDING  
STATEMENTS OF REVENUES  
OVER CERTAIN OPERATING EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2000  
AND THE SIX MONTHS ENDED JUNE 30, 2001

	2001	2000
	-----	-----
	(Unaudited)	
RENTAL REVENUES	\$3,617,688	\$2,941,354
OPERATING EXPENSES, net of reimbursements	666,818	438,071
	-----	-----
REVENUES OVER CERTAIN OPERATING EXPENSES	\$2,950,870	\$2,503,283
	=====	=====

The accompanying notes are an integral part of these statements.

7

STATE STREET BANK BUILDING  
NOTES TO STATEMENTS OF REVENUES  
OVER CERTAIN OPERATING EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2000  
AND THE SIX MONTHS ENDED JUNE 30, 2001

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On July 30, 2001, the Wells Operating Partnership, L.P. ("Wells OP") acquired the State Street Bank Building from Crownview LLC ("Crownview"). Wells OP is a Delaware limited partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. Crownview is not an

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

affiliate of Wells OP.

Harvard Pilgrim Health Care ("HPHC") occupied the entire 234,668 rentable square feet of the seven-story office building under a net lease agreement (the "HPHC Lease") with Crownview. The HPHC Lease commenced on October 8, 1999 and expired on July 31, 2000. SSB Realty, LLC ("SSB") currently occupies the entire 234,668 rentable square feet of the seven-story office building under a net lease agreement (the "SSB Lease"). SSB is a wholly owned subsidiary of State Street Corporation, which is the guarantor of the SSB Lease. State Street Corporation is a public entity traded on the New York Stock Exchange. Crownview's interest in the SSB Lease was assigned to Wells OP at the closing. The initial term of the SSB Lease commenced on February 1, 2001 and expires on March 31, 2011. SSB has the right to extend the SSB Lease for one additional period of five years at a rate equal to the then current fair market rental rate. Under the SSB Lease, SSB is required to pay, as additional monthly rent, insurance costs, utility charges, personal property taxes, its pro rata share of increases in real estate taxes, and all operating costs with respect to the State Street Bank Building that exceed the base operating costs of \$1,773,340 in any calendar year. In addition, SSB is responsible for all routine maintenance and repairs to the State Street Bank Building. Wells OP will be responsible, at SSB's expense, for the repair and replacement of the exterior surface walls, foundation, roof, plumbing, electrical, and mechanical systems of the State Street Bank Building.

### Rental Revenues

Rental income is recognized on a straight-line basis over the terms of the respective leases.

## 2. Basis of Accounting

The accompanying statement of revenues over certain operating expenses is presented on the accrual basis. This statement has been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, this statement excludes certain historical expenses, such as depreciation, interest, and management fees. Therefore, this statement is not comparable to the operations of the State Street Bank Building after acquisition by Wells OP.

8

WELLS REAL ESTATE INVESTMENT TRUST, INC.

UNAUDITED PRO FORMA FINANCIAL STATEMENTS

JUNE 30, 2001

The following unaudited pro forma balance sheet as of June 30, 2001 has been prepared to give effect to the acquisition of the AmeriCredit Building by the Wells XIII-REIT Joint Venture (a joint venture partnership between Wells Real Estate Fund XIII, L.P. and Wells Operating Partnership, LP ["Wells OP"]) and the acquisition of the State Street Bank Building by the Wells OP as if each acquisition occurred on June 30, 2001. The Comdata Building was acquired by Wells XII-REIT Joint Venture (a joint venture partnership between Wells Real Estate Fund XII, L.P. and Wells OP) on May 15, 2001.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The following unaudited pro forma statement of income for the six months ended June 30, 2001 has been prepared to give effect to the acquisitions of the Comdata Building, the AmeriCredit Building, and the State Street Bank Building as if the acquisitions occurred on January 1, 2000. The following unaudited pro forma statement of income for the year ended December 31, 2000 has been prepared to give effect to the acquisitions of the Comdata Building and the State Street Bank Building as if the acquisitions occurred on January 1, 2000. The AmeriCredit Building had no operations during 2000.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. Wells Real Estate Investment Trust, Inc. is the general partner of Wells OP.

These unaudited pro forma financial statements are prepared for informational purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions of the Comdata Building, the AmeriCredit Building, and the State Street Bank Building been consummated at the beginning of the periods presented.

As of June 30, 2001, the date of the accompanying pro forma balance sheet, Wells OP held cash of \$6,074,926. The additional cash used to purchase the State Street Bank Building, including deferred project costs paid to Wells Capital, Inc. (an affiliate of Wells OP), was raised through the issuance of additional shares subsequent to June 30, 2001. This balance is reflected as purchase consideration payable in the accompanying pro forma balance sheet.

9

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA BALANCE SHEET

JUNE 30, 2001

(Unaudited)

#### ASSETS

	Wells Real Estate Investment Trust, Inc. -----	Pro Forma Adjustments -----	
		AmeriCredit Building -----	State Street Bank Building -----
REAL ESTATE ASSETS, at cost:			
Land	\$ 47,256,748	\$ 0	\$10,600,000
			441,667
Buildings, less accumulated depreciation of \$15,863,470	285,964,597	0	39,159,098
Construction in progress	7,143,876	0	1,631,629
	-----	-----	-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Total real estate assets	340,365,221	0	51,832,394
CASH AND CASH EQUIVALENTS	6,074,926	(150,000) (a)	(5,924,926)
INVESTMENT IN JOINT VENTURES	60,261,895	11,343,750 (b)	0
ACCOUNTS RECEIVABLE	4,661,279	0	0
DEFERRED LEASE ACQUISITION COSTS	1,738,658	0	0
DEFERRED PROJECT COSTS	3,849	(3,849) (c)	0
DEFERRED OFFERING COSTS	731,574	0	0
DUE FROM AFFILIATES	1,242,469	0	0
PREPAID EXPENSES AND OTHER ASSETS	1,558,395	0	0
TOTAL ASSETS	<u>\$416,638,266</u>	<u>\$11,189,901</u>	<u>\$45,907,468</u>

10

LIABILITIES AND SHAREHOLDERS' EQUITY

	Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments		
		AmeriCredit Building	State Street Bank Building	
LIABILITIES:				
Accounts payable and accrued expenses	\$ 2,592,211	\$ 0	\$ 0	\$
Notes payable	10,298,850	10,740,000 (a)	38,700,000 (d)	
Dividends payable	1,071,657	0	0	
Due to affiliate	1,508,539	449,901 (c)	2,073,296 (e)	
Purchase consideration payable	0	0	5,134,172 (d)	
Deferred rental income	95,418	0	0	
Total liabilities	<u>15,566,675</u>	<u>11,189,901</u>	<u>45,907,468</u>	
COMMITMENTS AND CONTINGENCIES				
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,000	0	0	
SHAREHOLDERS' EQUITY:				
Common shares, \$.01 par value; 125,000,000 shares authorized, 47,770,468 shares issued and 47,489,415 shares outstanding	477,705	0	0	
Additional paid-in capital	403,204,416	0	0	4
Treasury stock, at cost, 281,053 shares	(2,810,530)	0	0	
Total shareholders' equity	<u>400,871,591</u>	<u>0</u>	<u>0</u>	<u>4</u>

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Total liabilities and shareholders' equity	\$416,638,266	\$11,189,901	\$45,907,468	\$4
	=====	=====	=====	==

- (a) Reflects Wells Real Estate Investment Trust, Inc.'s portion of the purchase price.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s contribution to the Wells Fund XIII-REIT Joint Venture.
- (c) Reflects deferred project costs contributed to the Wells Fund XIII-REIT Joint Venture at approximately 4.17% of the purchase price.
- (d) Reflects Wells Real Estate Investment Trust, Inc.'s purchase price for the land and the building.
- (e) Reflects deferred project costs applied to the land and building at approximately 4.17% of the purchase price.

11

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE SIX MONTHS ENDED JUNE 30, 2001

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments		
		Comdata Building	AmeriCredit Building	State Bank
REVENUES:				
Rental income	\$19,711,252	\$ 0	\$ 0	\$3,6
Equity in income of joint ventures	1,519,194	513,944 (a)	(98,624) (d)	
Interest income	193,007	(6,781) (b)	(8,135) (b)	(1
	-----	-----	-----	-----
	21,423,453	507,163	(106,759)	3,4
	-----	-----	-----	-----
EXPENSES:				
Depreciation and amortization	6,685,716	0	0	8
Interest	2,809,373	379,761 (c)	349,157 (e)	1,2
Operating costs, net of reimbursements	1,736,928	0	0	6
Management and leasing fees	1,117,902	0	0	1
General and administrative	635,632	0	0	
Legal and accounting	117,331	0	0	
Computer costs	6,328	0	0	
	-----	-----	-----	-----
	13,109,210	379,761	349,157	2,9
	-----	-----	-----	-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

NET INCOME (LOSS)	\$ 8,314,243	\$127,402	\$(455,916)	\$ 5
	=====	=====	=====	=====
EARNINGS PER SHARE, basic and diluted	\$ 0.22			
	=====			
WEIGHTED AVERAGE SHARES, basic and diluted	37,792,014			
	=====			

- (a) Reflects Wells Real Estate Investment Trust, Inc.'s equity in the income of the Wells Fund XII-REIT Joint Venture related to the Comdata Building from January 1, 2001 through May 14, 2001. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.
- (b) Represents forgone interest income related to cash utilized to purchase the Comdata Building, the AmeriCredit Building, and the State Street Bank Building.
- (c) Represents interest expense on the \$15,575,863 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 6.5% from January 1, 2001 through May 14, 2001.
- (d) Reflects Wells Real Estate Investment Trust, Inc.'s equity in the loss of the Wells Fund XIII-REIT Joint Venture related to the AmeriCredit Building. The pro forma adjustment results from rental revenues less operating expenses, management fees and depreciation.
- (e) Represents interest expense on the \$10,740,000 note payable to Bank of America, which bears interest at approximately 6.5% for the six months ended June 30, 2001.
- (f) Rental income is recognized on a straight-line basis.
- (g) Depreciation expense on the building is recognized using the straight-line method and a 25-year life.
- (h) Represents interest expense on the \$38,700,000 note payable to Bank of America, which bears interest at approximately 6.5% for the six months ended June 30, 2001.
- (i) Consists of nonreimbursable operating expenses.
- (j) Management and leasing fees are calculated at 4.5% of rental income.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE YEAR ENDED DECEMBER 31, 2000

(UNAUDITED)

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Real Estate Investment Trust, Inc. -----	Pro Forma Adjustmen ----- Comdata Building -----	State S Bank Bu -----
<b>REVENUES:</b>			
Rental income	\$20,505,000	\$ 0	\$ 2,941,
Equity in income of joint ventures	2,293,873	930,181 (a)	
Interest income	520,924	(19,106) (b)	(501,
Other income	53,409	0	
	-----	-----	-----
	23,373,206	911,075	2,439,
	-----	-----	-----
<b>EXPENSES:</b>			
Depreciation and amortization	7,743,551	0	1,631,
Interest	4,199,461	1,284,495 (c)	3,191,
Operating costs, net of reimbursements	888,091	0	438,
Management and leasing fees	1,309,974	0	132,
General and administrative	426,680	0	
Legal and accounting	240,209	0	
Computer costs	12,273	0	
	-----	-----	-----
	14,820,239	1,284,495	5,393,
	-----	-----	-----
<b>NET INCOME (LOSS)</b>	<b>\$ 8,552,967</b>	<b>\$ (373,420)</b>	<b>\$ (2,953,</b>
	=====	=====	=====
<b>EARNINGS PER SHARE, basic and diluted</b>	<b>\$ 0.40</b>		
	=====		
<b>WEIGHTED AVERAGE SHARES, basic and diluted</b>	<b>21,382,418</b>		
	=====		

(a) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of the Wells Fund XII-REIT Joint Venture related to the Comdata Building. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.

(b) Represents forgone interest income related to cash utilized to purchase the Comdata Building and the State Street Bank Building.

(c) Represents interest expense incurred on the \$15,575,863 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 8.2% for the year ended December 31, 2000.

(d) Rental income is recognized on a straight-line basis.

(e) Depreciation expense on the building is recognized using the straight-line method and a 25-year life.

(f) Interest expense on the \$38,700,000 note payable to Bank of America, N.A., which bears interest at approximately 8.2% for the year ended December 31, 2000.

(g) Consists of nonreimbursable operating expenses.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(h) Management and leasing fees are calculated at 4.5% of rental income.

13

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
SUPPLEMENT NO. 5 DATED OCTOBER 15, 2001 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, Supplement No. 3 dated July 20, 2001, and Supplement No. 4 dated August 10, 2001. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) The status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) The declaration of dividends for the fourth quarter of 2001;
- (3) The acquisition of two one-story office buildings in Houston, Texas (IKON Buildings);
- (4) The acquisition of a 14.87 acre tract of land in Irving, Texas and the development and construction of an office building thereon (Nissan Property);
- (5) The acquisition of a ground leasehold interest in a one one-story office and distribution facility in Millington, Tennessee (Ingram Micro Distribution Facility);
- (6) The acquisition of a four-story office building in Cary, North Carolina (Lucent Building);
- (7) Revisions to the "Description of Properties" section of the prospectus relating to an amendment to the Matsushita lease;
- (8) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (9) Revisions to the "Plan of Distribution" section of the prospectus; and
- (10) Financial statements relating to the IKON Buildings, Ingram Micro Distribution Facility and Lucent Building.

### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced a second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of October 10, 2001, we had received an additional \$330,794,345 in gross offering proceeds

1

from the sale of 33,079,435 shares in the third offering. Accordingly, as of October 10, 2001, we had received in the aggregate approximately \$638,205,457 in gross offering proceeds from the sale of 63,820,546 shares of our common stock.

### Declaration of Fourth Quarter Dividend

On September 12, 2001, our board of directors declared a dividend for the fourth quarter of 2001 in an amount equal to a 7.75% annualized percentage return on an investment of \$10 per share to be paid in December 2001. The fourth quarter dividend will be calculated on a daily record basis of \$0.00213 (.213 cents) per day per share on the outstanding shares of common stock payable to shareholders of record of such shares as shown on the books of the Wells REIT at the close of business on each day during the period, commencing on September 16, 2001, and continuing each day thereafter during the fourth quarter of 2001 through and including December 15, 2001.

### The IKON Buildings

Purchase of the IKON Buildings. On September 7, 2001, Wells Operating

-----  
Partnership, L.P. (Wells OP), a Delaware limited partnership formed to acquire, own, lease and operate real properties on behalf of the Wells REIT, purchased two one-story office buildings aggregating approximately 157,790 rentable square feet located at 810 and 820 Gears Road, Harris County, Houston, Texas (IKON Buildings) from SV Reserve, L.P. SV Reserve, L.P. is not in any way affiliated with the Wells REIT or Wells Capital, Inc., our Advisor.

The purchase price for the IKON Buildings was \$20,650,000. Wells OP incurred acquisition expenses in connection with the purchase of the IKON Buildings, including commissions, attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of approximately \$132,500.

An independent appraisal of the IKON Buildings was prepared by Gary Brown & Associates, Inc., real estate appraisers, as of August 30, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the leases described below was estimated to be \$20,750,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the IKON Buildings will continue operating at a stabilized level with IKON Office Solutions, Inc, an Ohio corporation (IKON), occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the IKON Buildings was satisfactory.

Description of the IKON Buildings and Site. The IKON Buildings, which were

-----  
completed in September 2000, consist of two one-story office buildings containing approximately 157,790 rentable square feet (78,895 square feet for each building) located on a 15.69 acre tract of land. The buildings are constructed using a steel frame with steel trusses and a reinforced concrete

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

foundation. The exterior walls are made of primarily concrete masonry with concrete tilt wall panels with slightly recessed reflective blue-tinted windows. The interior walls consist of floated and painted gypsum board. In addition, the lighted parking lot contains approximately 785 parking spaces.

2

The IKON Buildings are located at 810 and 820 Gears Road in Houston, Texas, in the northern portion of Harris County approximately 12 to 16 miles north of Houston's central business district in the Greens Crossing development. The property is near North Freeway, which runs in a north-south direction to Dallas, and North Sam Houston Parkway. In addition, the IKON Buildings are located approximately five miles from the Houston Intercontinental Airport. North Harris County contains headquarters for several U.S. and international companies and offices for several other multinational companies, including Federal Express, Continental Airlines and Paine Webber.

The IKON Lease. The entire 157,790 rentable square feet of the IKON Buildings is -----

currently under a lease agreement with IKON. The landlord's interest in the IKON lease was assigned to Wells OP at the closing. The current term of the lease is 10 years, which commenced on May 1, 2000, and expires on April 30, 2010. IKON has the right to extend the term of this lease for two additional five-year periods at the then-current fair market rental rate, upon 12 months prior written notice.

IKON's world headquarters is located in Malvern, Pennsylvania. IKON provides business communication products such as copiers and printers, as well as services such as distributed printing, facilities management, network design, e-business development, and technology training. IKON's customers include various sized businesses, professional firms and government agencies. IKON distributes products manufactured by companies such as Microsoft, IBM, Canon, Novell and Hewlett-Packard. IKON has approximately 39,000 employees and approximately 900 locations worldwide. For the fiscal year ended September 30, 2000, IKON reported net income of approximately \$29 million on revenues of approximately \$5.4 billion and a net worth, as of September 30, 2000, of approximately \$1.44 billion.

The base rent payable for the remainder of the IKON lease is as follows:

Lease Year	Annual Rent	Monthly Rent
2-5	\$2,015,767	\$167,981
6-10	\$2,228,784	\$185,732

Pursuant to the IKON lease, IKON is required to pay all taxes relating to the IKON Buildings and all operating costs incurred by the landlord in maintaining and operating the IKON Buildings, including, but not limited to, garbage and waste disposal, janitorial service and window cleaning, security, insurance, water and sewer charges, wages, salaries and employee benefits of all employees engaged in the operation, maintenance and management of the building, indoor and outdoor landscaping, utilities, repairs, replacements and general maintenance. Wells OP, as the landlord, will be responsible, for repairs related to insurable casualty and for maintaining the roof, foundation, exterior walls and windows, load bearing items and the electrical, mechanical and plumbing systems of the building, except for the HVAC system. IKON, as the tenant, is

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

responsible for maintaining, repairing, and replacing the HVAC system. All tenant improvements or alterations costing in excess of \$50,000 must receive prior written approval from Wells OP.

The Nissan Property

Purchase of the Nissan Property. On September 19, 2001, Wells OP purchased a

-----  
14.873 acre tract of land located in Irving, Dallas County, Texas (Nissan Property). Wells OP purchased the Nissan Property from The Ruth Ray and H.L. Hunt Foundation and The Ruth Foundation, each a Texas non-profit corporation and 50% owner in the Nissan Property (Foundations). Neither of the Foundations are in any way affiliated with the Wells REIT or our Advisor.

3

The purchase price for the Nissan Property was approximately \$5,545,700. Wells OP incurred acquisition expenses in connection with the purchase of the Nissan Property, including attorneys' fees, recording fees and environmental report fees, and other closing costs, of approximately \$25,000.

Description of the Nissan Property and Site. Wells OP has entered into a

-----  
development agreement, an architect agreement and a design and build agreement (all described below) to construct a three-story office building containing 268,290 rentable square feet (Nissan Project) on the Nissan Property. The Nissan Project will be constructed of concrete tilt-up, high performance glass with parking for approximately 1,050 vehicles. The site consists of a 14.873 acre tract of land located in the Freeport Business Park, which is an office and industrial park strategically positioned near the Dallas-Ft. Worth International Airport. Wells OP obtained an environmental report prior to the closing evidencing that the condition of the land was satisfactory. The Nissan Property is located in the city of Irving, Texas, approximately 18 miles northwest of downtown Dallas. More than 400 multinational companies have offices in Irving including Exxon, GTE and TransAmerica, which have their headquarters in Irving. The Freeport Business Park itself contains tenants such as Xerox, Federal Express and Allstate Insurance. The city of Irving is accessible from six major highways.

Development Agreement. On September 19, 2001, Wells OP entered into a

-----  
Development Agreement (Development Agreement) with Champion Partners, Ltd. a Texas limited partnership (Developer), as the exclusive development manager to supervise, manage and coordinate the planning, design, construction and completion of the Nissan Project.

The Developer is a Dallas-based commercial real estate development firm with expertise in acquisition and disposition, debt and equity, financing, land and building development and project leasing and management. The Developer is a privately owned Texas limited partnership and the principals have an average experience level of approximately 20 years. The Developer has been involved with approximately 18 million square feet of office and industrial facilities valued at more than \$900 million throughout the United States, including several million square feet of ongoing project developments in Dallas/Ft. Worth, Memphis, Atlanta and Houston. The Developer is not affiliated with Wells OP or our Advisor.

The primary responsibilities of the Developer under the Development Agreement include:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- . the supervision, coordination, administration and management of the work, activities and performance of the architect under the Architect's Agreement (as described below) and the contractor under the Construction Agreement (as described below);
- . the implementation of a development budget setting forth an estimate of all expenses and costs to be incurred with respect to the planning, design, development and construction of the Nissan Project;
- . the review of all applications for disbursement made by or on behalf of Wells OP under the Architect's Agreement and the Construction Agreement;
- . the supervision and management of tenant build-out at the Nissan Project; and
- . the negotiation of contracts with, supervision of the performance of, and review and verification of applications for payment of the fees, charges and expenses of such design and engineering professionals, consultants and suppliers as the Developer deems necessary for the design and construction of the Nissan Project in accordance with the development budget.

4

The Developer will also perform other services typical of development managers including, but not limited to, arranging for preliminary site plans, surveys and engineering plans and drawings, overseeing the selection by the contractor of major subcontractors and reviewing all applicable building codes, environmental, zoning and land use laws and other applicable local, state and federal laws, regulations and ordinances concerning the development, use and operation of the Nissan Project or any portion thereof. The Developer is required to advise Wells OP on a weekly basis as to the status of the Nissan Project and submit to Wells OP monthly reports with respect to the progress of construction, including a breakdown of all costs and expenses under the development budget. The Developer is required to obtain prior written approval from Wells OP before incurring and paying any costs which will result in aggregate expenditures under any one category or line item in the development budget exceeding the amount budgeted therefor. If the Developer determines at any time that the development budget is not compatible with the then-prevailing status of the Nissan Project and will not adequately provide for the completion of the Nissan Project, the Developer will prepare and submit to Wells OP for approval an appropriate revision of the development budget.

In discharging its duties and responsibilities under the Development Agreement, the Developer has full and complete authority and discretion to act for and on behalf of Wells OP. The Developer has agreed to indemnify Wells OP from any and all claims, demands, losses, liabilities, actions, lawsuits, and other proceedings, judgments and awards, and any costs and expenses arising out of the gross negligence, fraud or any willful act or omission by the Developer. Wells OP has agreed to indemnify the Developer from and against any and all claims, demands, losses, liabilities, actions, lawsuits and other proceedings, judgments and awards, and any costs and expenses arising out of (1) any actions taken by the Developer within the scope of its duties or authority, excluding negligence, fraud or willful acts of the Developer, and (2) the gross negligence, fraud or any willful act or omission on the part of Wells OP and its partners and their respective officers, directors and employees.

Wells OP may elect to provide funds to the Developer so that the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Developer can pay Wells OP's obligations with respect to the construction and development of the Nissan Project directly. All such funds of Wells OP which may be received by the Developer with respect to the development or construction of the Nissan Project will be deposited in a bank account approved by Wells OP. If at any time the funds contained in the bank account of Wells OP temporarily exceeds the immediate cash needs of the Nissan Project, the Developer may invest such excess funds in savings accounts, certificates of deposit, United States Treasury obligations and commercial paper as the Developer deems appropriate or as Wells OP may direct, provided that the form of any such investment is consistent with the Developer's need to be able to liquidate any such investment to meet the cash needs of the Nissan Project. The Developer shall be reimbursed for all advances, costs and expenses paid for and on behalf of Wells OP. The Developer will not be reimbursed, however, for its own administrative costs or for costs relating to travel and lodging incurred by its employees and agents. The Developer may be required to advance its own funds for the payment of any costs or expenses incurred by or on behalf of Wells OP in connection with the development of the Nissan Project if there are cost overruns in excess of the contingency contained in the development budget.

As compensation for the services to be rendered by the Developer under the Development Agreement, Wells OP will pay a development fee of \$1,250,000. The fee will be due and payable ratably (on the basis of the percentage of construction completed) as the construction and development of the Nissan Project is completed.

It is anticipated that the aggregate of all costs and expenses to be incurred by Wells OP with respect to the acquisition of the Nissan Property, the planning, design, development, construction and completion of the Nissan Project will total approximately \$42,259,000. Under the terms of the Development Agreement, the Developer has agreed that in the event that the total of all such costs and

5

expenses exceeds \$42,258,600, subject to certain adjustments, the amount of fees payable to the Developer shall be reduced by the amount of any such excess.

In the event the Developer should for any reason cease to manage the development of the Nissan Project, Wells OP would have to locate a suitable successor development manager. No assurances can be given as to whether a suitable successor development manager could be found, or what the contractual terms or arrangement with any such successor would be.

Architect's Agreement. HKS, Inc., a Texas corporation (Architect), is the

-----  
architect for the Nissan Project pursuant to an Architect's Agreement (Architect's Agreement) dated September 19, 2001 entered into with Wells OP. The Architect, which was founded in 1939, has a staff of over 500 employees, and specializes in architecture, planning, structural engineering, interior architecture and graphic design. The Architect has its principal office in Dallas and additional offices in Atlanta, Los Angeles, Orlando, Richmond, Salt Lake City and Tampa. The Architect has designed a wide variety of projects, with total values in excess of \$26 billion, including facilities for corporate office space, sports facilities, healthcare facilities and hotels and resorts. The Architect is not affiliated with Wells OP or our Advisor.

The Architect's basic services under the Architect's Agreement include the schematic design phase, the design development phase, the construction documents phase, the construction procurement phase and the construction phase. During the schematic design phase, the Architect will prepare schematic design

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

documents consisting of drawings and other documents illustrating the scale and relationship of the Nissan Project components. During the design development phase, the Architect will prepare design development documents consisting of drawings and other documents to fix and describe the size and character of the entire Nissan Project as to architectural, structural, civil mechanical, and electrical systems, materials and such other elements as may be appropriate. During the construction documents phase, the Architect will prepare construction documents consisting of drawings and specifications setting forth in detail the requirements for the construction of the Nissan Project along with necessary bidding information. During the construction procurement phase, the Architect will assist Wells OP in obtaining bids or negotiated proposals and assist in awarding and preparing contracts for construction. During the construction phase, the Architect is to provide administration of the Construction Agreement (as described below) and advise and consult with the contractor and Wells OP concerning various matters relating to the construction of the Nissan Project. The Architect is required to visit the Nissan Project site at intervals appropriate to the stage of construction and to become generally familiar with the progress and quality of the work and to determine if, in general, the work is proceeding in accordance with the contract schedule. The Architect is required to keep Wells OP informed of the progress and quality of the work. The Architect is also required to determine the amounts owing to the contractor based on observations of the site and evaluations of the contractor's application for payment and shall issue certificates for payment in amounts determined in accordance with the Construction Agreement. The Architect will also conduct inspections to determine the date of completion of the Nissan Project and shall issue a final certificate for payment.

Payments will be paid to the Architect under the Architect Agreement on a monthly basis in proportion to the services performed within each phase of service. Monthly invoices will be based on the work done by designers, writers, and draftsmen at various hourly rates.

Design and Build Construction Agreement. Wells OP entered into a Design and

-----  
Build Construction Agreement (Construction Agreement) on September 19, 2001 with Thos. S. Byrne, Inc. (Contractor) for the construction of the Nissan Project. The Contractor is based in Ft. Worth, Texas and specializes in commercial, industrial and high-end residential buildings. The Contractor commenced operations in 1923 and has completed over 200 projects for a total of approximately 60 clients. The Contractor is presently

6

engaged in the construction of over 20 projects with a total construction value of in excess of \$235 million. The Contractor is not affiliated with Wells OP or our Advisor.

The Contractor will begin construction of the Nissan Project in January 2002. The Nissan Project will consist of the construction of a three-story concrete tilt-up, high performance glass office building containing approximately 268,290 rentable square feet (Nissan Building). The land is currently zoned to permit the intended development and operation of the Nissan Project as a commercial office building and has access to all utilities necessary for the development and operation of the Nissan Project, including water, electricity, sanitary sewer and telephone.

The Construction Agreement provides that Wells OP will pay the Contractor a maximum of \$25,326,017 for the construction of the Nissan Project which includes all estimated fees and costs including the architect fees. The Contractor will be responsible for all costs of labor, materials, construction

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

equipment and machinery necessary for completion of the Nissan Project. In addition, the Contractor will be required to secure and pay for any additional business licenses, tap fees and building permits which may be necessary for construction of the Nissan Project.

Wells OP will make monthly progress payments to the Contractor in an amount of 90% of the portion of the contract price properly allocable to labor, materials and equipment, less the aggregate of any previous payments made by Wells OP. When construction is substantially complete and the space is available for occupancy, Wells OP will make a semi-final payment in the amount of all of the unpaid balance, except that Wells OP may retain an amount in accordance with the terms of the Construction Contract which is necessary to protect its remaining interest until final completion of the Nissan Project. Wells OP will pay the entire unpaid balance when the Nissan Project has been fully completed in accordance with the terms and conditions of the Construction Contract. As a condition of final payment, the Contractor will be required to execute and deliver a release of all claims and liens against Wells OP.

The Contractor will be responsible to Wells OP for the acts or omissions of its subcontractors and suppliers of materials and of persons either directly or indirectly employed by them. The Contractor has agreed to indemnify Wells OP from and against all liability, claims, damages, losses, expenses and costs of any kind or description arising out of or in connection with the performance of the Construction Contract, provided that such liability, claim, damage, loss or expense is caused in whole or in part by any act or omission of the Contractor, any subcontractor or materialmen, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable. The Construction Contract also requires the Contractor to obtain and maintain, until completion of the Nissan Project, adequate insurance coverage relating to the Nissan Project, including insurance for workers' compensation, personal injury and property damage.

The Contractor is required to work expeditiously and diligently to maintain progress in accordance with the construction schedule and to achieve substantial completion of the Nissan Project within the contract time. The Contractor is required to employ all such additional labor, services and supervision, including such extra shifts and overtime, as may be necessary to maintain progress in accordance with the construction schedule. It is anticipated that the Nissan Project will be substantially completed by February 2003. Wells OP shall obtain a completion and performance bond in an amount sufficient to complete construction and development of the Nissan Project to reduce the risk of non-performance and to assure compliance with approved plans and specifications.

The Nissan Lease. The entire 268,290 rentable square feet of the Nissan Building  
-----  
is currently under a lease agreement with Nissan Motor Acceptance Corporation (Nissan). The term of the lease began on September 19, 2001 and will extend 10 years beyond the rent commencement date. Construction on the building is scheduled to begin on or before February 1, 2002 and to be completed within 20 months from

7

its commencement. The rent commencement date will occur shortly after completion. Nissan has the right to extend the initial 10-year term of this lease for an additional two years, upon written notice. Nissan also has the right to extend the lease for two additional five-year periods at 95% of the then-current market rental rate, upon written notice.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Nissan is a California corporation with its corporate headquarters in Torrance, California. Nissan is a wholly owned subsidiary of Nissan North America, Inc. (NNA), a guarantor of Nissan's lease. NNA is a California corporation, with headquarters in Gardena, California. NNA handles the North American business sector of its Japanese parent, Nissan Motor Company, Ltd. NNA's business activities include design, development, manufacturing and marketing of Nissan vehicles in North America. NNA employs approximately 2,400 people. As a subsidiary of NNA, Nissan purchases retail and lease contracts from, and provides wholesale inventory and mortgage loan financing to, Nissan and Infiniti retailers. Nissan Motor Company, Ltd., the parent company of NNA, reported fiscal year 2000 net income of \$2.6 billion on revenues of \$49.1 billion, and a net worth, as of March 31, 2001, of \$7.7 billion.

The base rent payable for the Nissan lease beginning on the rent commencement date is as follows:

Lease Year	Annual Rent	Monthly Rent
1	\$4,225,860	\$352,155
2	\$4,325,168	\$360,431
3	\$4,426,809	\$368,901
4	\$4,530,839	\$377,570
5	\$4,637,314	\$386,443
6	\$4,746,291	\$395,524
7	\$4,857,829	\$404,819
8	\$4,971,988	\$414,332
9	\$5,088,829	\$424,069
10	\$5,208,417	\$434,035
11*	\$5,330,815	\$444,235
12*	\$5,456,089	\$454,674

\* If 2-year extension option is exercised.

Pursuant to the Nissan lease, Nissan is required to pay all taxes relating to the Nissan Building and all operating costs including, but not limited to, those associated with water, sewer, gas, electricity, light, heat, telephone, television cable, rubbish removal, power and other utilities and services used by Nissan. Nissan will also pay for repairs to the HVAC, mechanical, electrical, elevator, and plumbing systems, as well as repairs to the structural roof walls, foundations, paving, curbs, landscaping and fixtures. Wells OP, as the landlord, will be responsible for repairs resulting from defects in the initial construction of the building, as well as repairs to structural portions of the foundation, exterior walls, structural frame and roof. Nissan has an option to purchase the property if certain construction related milestones are not met by Wells OP in the construction of the building. In addition, if Wells OP ever decides to sell or transfer the property, Nissan has a right of first refusal to purchase the property pursuant to the same proposed sale terms. In order to exercise this right, Nissan must inform Wells OP of its intent to purchase the property within 30 days of receiving notice that Wells OP intends to sell or transfer the property.



The Ingram Micro Distribution Facility

Purchase of a Ground Leasehold Interest in the Ingram Micro Distribution

-----  
Facility. On September 27, 2001, Wells OP acquired a ground leasehold interest  
-----

in a 701,819 square foot distribution facility located on a 39.223 acre tract of land at 3820 Micro Drive in the City of Millington, Shelby County, Tennessee (Ingram Micro Distribution Facility), pursuant to a Bond Real Property Lease dated as of December 20, 1995 (Bond Lease). The ground leasehold interest under the Bond Lease, along with the Bond and the Bond Deed of Trust described below, were purchased from Ingram Micro L.P. (Ingram) in a sale-lease back transaction for a purchase price of \$21,050,000. Wells OP incurred acquisition expenses in connection with the purchase of the Ingram Micro Distribution Facility, including attorneys' fees, recording fees, property condition report fees, environmental report fees and other closing costs, of approximately \$54,600. The Bond Lease expires on December 31, 2026.

Fee simple title to the land upon which the Ingram Micro Distribution Facility is located is held by the Industrial Development Board of the City of Millington, Tennessee (Industrial Development Board) which originally entered into the Bond Lease with Lease Plan North America, Inc. (Lease Plan). The Industrial Development Board issued an Industrial Development Revenue Note Ingram Micro L.P. Series 1995 (Bond) in a principal amount of \$22,000,000 to Lease Plan in order to finance the construction of the Ingram Micro Distribution Facility. The Bond is secured by a Fee Construction Mortgage Deed of Trust and Assignment of Rents and Leases dated as of December 20, 1995 (Bond Deed of Trust) executed by the Industrial Development Board for the benefit of Lease Plan.

On December 20, 2000, Lease Plan assigned to Ingram its ground leasehold interest in the Ingram Micro Distribution Facility under the Bond Lease. On the same date, Lease Plan also assigned all of its rights and interest in the Bond and the Bond Deed of Trust of Ingram.

In addition to purchasing the Bond Lease, as set forth above, Wells OP also acquired the Bond and the Bond Deed of Trust from Ingram at closing. Beginning in 2006, Wells OP has the option under the Bond Lease to purchase the land underlying the Ingram Micro Distribution Facility from the Industrial Development Board for \$100 plus satisfying the indebtedness evidenced by the Bond, which is currently held by Wells OP.

An independent appraisal of the ground leasehold interest in the Ingram Micro Distribution Facility was prepared by Douglas B. Hall & Associates, Inc., real estate appraisers, as of September 4, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the lease described below was estimated to be \$21,400,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Ingram Micro Distribution Facility will continue operating at a stabilized level with Ingram occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Ingram Micro Distribution Facility were satisfactory.

Description of the Ingram Micro Distribution Facility and Site. The Ingram Micro

-----  
Distribution Facility, which was completed in 1997, is a one-story office and warehouse building containing approximately 701,819 rentable square feet located on a 39.22 acre tract of land.

The site is located in the northern part of Shelby County, Tennessee approximately 16 miles north of the Memphis central business district. The site is on the west side of U.S. Highway 51 and the east side of Old Millington Road, less than one mile from the Millington Municipal Airport. The major development in Millington is the former Memphis Naval Air Station, which was one of the world's largest inland naval bases until the 1993 Base Realignment and Closure Commission approved a new mission for the base. Approximately 1,900 acres of land on the base is now known as the West

9

Tennessee Regional Business Center and is planned for development as a major employment center in the area.

The Ingram Lease. On September 27, 2001, Wells OP entered into a new lease with

-----  
Ingram pursuant to which Ingram agreed to lease the entire Ingram Micro Distribution Facility from Wells OP. The Ingram lease has a term of 10 years with two successive options to extend for 10 years each at an annual rate equal to the greater of (i) 95% of the then-current fair market rental rate, or (ii) the annual rental payment effective for the final year of the term immediately prior to such extension. Annual rent, as determined for each extended term, is also increased by 15% beginning in the 61st month of each extended term.

Ingram Micro, Inc. (Micro) is the general partner of Ingram and a guarantor on the Ingram lease. Micro is traded on the New York Stock Exchange and has its corporate headquarters in Santa Ana, California. Micro provides technology products and supply chain management services through wholesale distribution. It targets three different market segments, including corporate resellers, direct and consumer marketers, and value-added resellers. Micro's worldwide business consists of approximately 14,000 associates and operations in 36 countries. In addition, Micro serves approximately 175,000 customers and partners with approximately 1,700 manufacturers. For fiscal year-ended December 31, 2000, Micro reported a net income of over \$226 million on revenues of approximately \$30.7 billion and a net worth, as of December 31, 2000, of approximately \$1.8 billion.

The annual base rent for the Ingram Micro Distribution Facility is \$2,035,275 for years one through five of the lease term and \$2,340,566 for years six through 10 of the lease term. Ingram has also agreed to pay as additional rent all other amounts, liabilities and obligations relating to the Ingram Micro Distribution Facility, including all taxes, assessments, water rents, sewer rents and charges, duties, impositions, license and permit fees, charges for public utilities of any kind, payments and all other charges incurred as a result of the use and occupation of the premises by Ingram. Ingram is also responsible for maintenance of the premises, including without limitation the adjoining sidewalks and curbs, roof, generators and all operational building systems.

The Lucent Building

Purchase of the Lucent Building. On September 28, 2001, Wells OP purchased a

-----  
four-story office building with approximately 120,000 rentable square feet located at 200 Lucent Lane, Cary, North Carolina (Lucent Building) from Lucent

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Technologies, Inc. (Lucent) in a sale-lease back transaction. Lucent is not in any way affiliated with the Wells REIT or our Advisor.

The purchase price for the Lucent Building was \$17,650,000. Wells OP incurred acquisition expenses in connection with the purchase of the Lucent Building, including commissions, attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of approximately \$372,800.

An independent appraisal of the Lucent Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of October 1, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the lease described below was estimated to be \$18,400,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Lucent Building will continue operating at a stabilized level with Lucent occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Lucent Building were satisfactory.

10

Description of the Lucent Building and Site. The Lucent Building, which was

-----  
completed in 1999, is a four-story office building containing approximately 120,000 rentable square feet located on a 29.19 acre tract of land, which includes a 11.84 acre improved tract of land and a 17.34 acre undeveloped tract of land. The building is constructed using a steel frame with steel beams and a reinforced concrete foundation. The exterior walls are made of primarily glass and steel. The common area interior walls consist of textured and painted sheetrock with wood accent and trim. In addition, the building has multiple elevators and approximately 500 paved parking spaces.

The Lucent Building is located at 200 Lucent Lane in Regency Park office park in the "Research Triangle" in Cary, North Carolina. The site is approximately 10 miles west of downtown Raleigh and 15 miles south of Raleigh-Durham International Airport. Cary is a growing commercial and residential suburb of Raleigh. Some of Cary's major industries include computer software and technology, pharmaceuticals and communications. Regency Park contains tenants such as Hewlett-Packard, Nextel and Alltel and is located approximately three miles from Interstate 40, one of the major east-west highways in the United States.

The Lucent Lease. The entire 120,000 rentable square feet of the Lucent Building

-----  
is currently under a lease agreement with Lucent, which does not include the 17.34 acre undeveloped tract of land described above. The current term of the lease is 10 years, which commenced on September 28, 2001, and expires on September 30, 2011. Lucent has the right to extend the term of this lease for three additional five-year periods at the then-current fair market rental rate, upon 12 months prior written notice.

Lucent is traded on the New York Stock Exchange and has its corporate headquarters in Murray Hill, New Jersey. Lucent designs, develops and manufactures communications systems, software and other products. As of June 30, 2001, Lucent employed approximately 87,000 people and had offices or distributors in over 65 countries. For fiscal year-ended September 30, 2000, Lucent reported a net income of over \$1.2 billion on total revenues of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

approximately \$34 billion and a net worth, as of September 30, 2000, of over \$26 billion.

The base rent payable under the Lucent lease is as follows:

Lease Year	Annual Rent	Monthly Rent
1	\$1,800,000	\$150,000
2	\$1,854,000	\$154,500
3	\$1,909,620	\$159,135
4	\$1,966,908	\$163,909
5	\$2,025,915	\$168,826
6	\$2,086,693	\$173,891
7	\$2,149,294	\$179,108
8	\$2,213,773	\$184,481
9	\$2,280,186	\$190,016
10	\$2,348,592	\$195,716

Pursuant to the Lucent lease, Lucent is required to pay all taxes relating to the Lucent Building and all operating costs, including, but not limited to, those associated with water, sewerage, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by Lucent. Lucent is also required to pay for all repair and maintenance costs, including but not limited to, window cleaning, security personnel, elevator maintenance, HVAC maintenance, janitorial service, waste recycling service, and landscaping maintenance. Wells OP, as the landlord, will be responsible for building repairs caused by fire or other insurable casualties.

11

### Property Management Fees

Wells Management Company, Inc. (Wells Management), an affiliate of the Wells REIT and our Advisor, has been retained to manage and lease the IKON Buildings, the Nissan Building, the Ingram Micro Distribution Facility and the Lucent Building. The Wells REIT shall pay management and leasing fees to Wells Management in the amount of 4.5% of gross revenues from the IKON Buildings, the Nissan Building, the Ingram Micro Distribution Facility and the Lucent Building, subject to certain limitations.

### Description of Properties - The Matsushita Building

The information contained on page 85 in the "Description of Properties - The Matsushita Building" section of the prospectus is revised as of the date of this supplement by the deletion of the first and fourth full paragraphs on that page and the insertion of the following paragraphs in lieu thereof:

Wells OP and Matsushita Avionics Systems Corporation  
(Matsushita Avionics) entered into a Second Amendment to Office Lease

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(Amendment) relating to the two-story office building (Matsushita Building) located in the City of Lake Forest, Orange County, California. The Amendment confirms that the lease commencement date for the Matsushita lease is January 4, 2000, and that the amount of rentable square feet of the building is 144,906 square feet.

The Matsushita lease terminates on January 31, 2007. Matsushita Avionics has the option to extend the lease for two additional five-year periods of time at an annual rate equal to 95% of the then-current fair market rental rate,. Wells OP and Matsushita Avionics agreed that the total project cost for the construction of the Matsushita Building upon which the base rent was calculated was \$18,431,206. The base rent payable for the remainder of the Matsushita lease is as follows:

Lease Year	Annual Rent	Monthly Rent
2/1/01-1/31/02	\$1,888,834.60	\$157,361.97
2/1/02-1/31/04	\$2,005,463.60	\$167,121.97
2/1/04-1/31/06	\$2,122,583.60	\$176,881.97
2/1/06-1/31/07	\$2,239,703.60	\$186,641.97

### Management's Discussion and Analysis of Financial Condition and Results of Operation

The information contained on page 98 in the "Management's Discussion and Analysis of Financial Condition and Results of Operations - Liquidity and Capital Resources" section of the prospectus is revised as of the date of this supplement by the deletion of the first two paragraphs of that section and the insertion of the following paragraphs in lieu thereof:

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a second public offering of up to 22,200,000 shares of common stock. We terminated our second offering on December 19, 2000. Of the \$175,229,193 raised in the second offering, we invested a total of \$147,192,522 in properties.

12

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of October 10, 2001, we had received an additional \$330,794,345 in gross offering proceeds from the sale of 33,079,435 shares in the third offering. As of October 10, 2001, we had raised in the aggregate a total of \$638,205,457 in offering proceeds through the sale of 63,820,546 shares of common stock. As of October 10, 2001, we had paid a total of \$22,194,260 in acquisition and advisory fees and acquisition expenses, had paid a total of \$77,857,869 in selling commissions and organizational and offering expenses, had made capital contributions of \$523,731,851 to Wells OP for investments in joint ventures and acquisitions of real property, had utilized \$4,083,734 for the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$10,337,743 available for investment in additional properties.

### Plan of Distribution

The information contained on page 155 in the "Plan of Distribution" section of the prospectus is revised as of the date of this supplement by the deletion of the sixth and seventh full paragraphs on that page and the insertion of the following paragraphs in lieu thereof:

In connection with sales of certain minimum numbers of shares to a "purchaser," as defined below, the registered representative and the investor may agree to reduce the amount of selling commissions payable with respect to such sales. Such reduction will be credited to the investor by reducing the purchase price per share payable by the investor. The following table illustrates the various discount levels available:

Number of Shares Purchased	Purchase Price per Incremental Share in Volume Discount Range	Commissions on Sales per Incremental Share in Volume Discount Range	
		Percent	Amount
1 to 50,000	\$10.00	7.0%	\$0.70
50,001 to 100,000	\$ 9.80	5.0%	\$0.50
100,001 and Over	\$ 9.60	3.0%	\$0.30

For example, if an investor purchases 200,000 shares, he could pay as little as \$1,950,000 (\$9.75 per share) rather than \$2,000,000 for the shares, in which event the commission on the sale of such shares would be \$90,000 (\$0.45 per share) and, after payment of the dealer manager fee of \$50,000 (\$0.25 per share), we would receive net proceeds of \$1,810,000 (\$9.05 per share). The net proceeds to the Wells REIT will not be affected by volume discounts.

The information contained on page 157 in the "Plan of Distribution" section of the prospectus is revised as of the date of this supplement by the deletion of the second and third full paragraphs on that page and the insertion of the following paragraphs in lieu thereof:

Investors may agree with the participating broker-dealer selling them shares or with the Dealer Manager if no participating broker-dealer is involved in the transaction to reduce the amount of selling commissions payable to zero (i) in the event the investor has engaged the services of a registered investment advisor with whom the investor has agreed to pay a fee for investment advisory services, or (ii) in the event the investor is investing in a bank trust account with respect to which the investor has delegated the decision-making authority for investments made in the account to a bank trust department. The net proceeds to the Wells REIT will

not be affected by eliminating commissions payable in connection with sales to investors purchasing through such registered investment advisors or bank trust departments. All such sales must be made through registered broker-dealers.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Neither the Dealer Manager nor its affiliates will directly or indirectly compensate any person engaged as an investment advisor or a bank trust department by a potential investor as an inducement for such investment advisor or bank trust department to advise favorably for an investment in the Wells REIT.

### Financial Statements

The Statements of Revenues Over Certain Operating Expenses of the IKON Buildings for the year ended December 31, 2000 and the Statements of Certain Operating Expenses in Excess of Revenues of the Ingram Micro Distribution Facility and Lucent Building for the year ended December 31, 2000, included in this supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said reports.

The Statements of Revenues Over Certain Operating Expenses of the IKON Buildings for the six months ended June 30, 2001 and the Statements of Certain Operating Expenses in Excess of Revenues of the Ingram Micro Distribution Facility and Lucent Building for the six months ended June 30, 2001, included in this supplement and elsewhere in the registration statement, have not been audited.

The Pro Forma Balance Sheet of the Wells REIT, as of June 30, 2001, the Pro Forma Statement of Income for the six months ended June 30, 2001, and the Pro Forma Statement of Income (loss) for the year ended December 31, 2000, which are included in this supplement, have not been audited.

14

### INDEX TO FINANCIAL STATEMENTS

#### IKON Buildings

##### Report of Independent Accountants

Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the six months ended June 30, 2001 (unaudited)

Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the six months ended June 30, 2001 (unaudited)

#### Ingram Micro Distribution Facility

##### Report of Independent Accountants

Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and for the six months ended June 30, 2001 (unaudited)

Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and for the six months ended June 30, 2001 (unaudited)

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Lucent Building

Report of Independent Accountants

Statements of Certain Operating Expenses in Excess of Revenues  
for the year ended December 31, 2000 (audited) and for the  
six months ended June 30, 2001 (unaudited)

Notes to Statements of Certain Operating Expenses in Excess of  
Revenues for the year ended December 31, 2000 (audited) and  
for the six months ended June 30, 2001 (unaudited)

Wells Real Estate Investment Trust, Inc.

Unaudited Pro Forma Financial Statements  
-----

Summary of Unaudited Pro Forma Financial Statements

Pro Forma Balance Sheet as of June 30, 2001

Pro Forma Statement of Income for the six months  
ended June 30, 2001

Pro Forma Statement of Income (loss) for the year ended  
December 31, 2000

15

[LOGO  
ANDERSEN]

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the IKON BUILDINGS for the six months ended June 30, 2001 and the year ended December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the IKON Buildings after acquisition by the Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the IKON Buildings' revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the IKON Buildings for the six months ended June 30, 2001 and the year ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

/s/ Arthur Andersen LLP

Atlanta, Georgia  
September 12, 2001

16

### IKON BUILDINGS

STATEMENTS OF REVENUES  
OVER CERTAIN OPERATING EXPENSES  
FOR THE SIX MONTHS ENDED JUNE 30, 2001  
AND THE YEAR ENDED DECEMBER 31, 2000

	2001	2000
	-----	-----
	(Unaudited)	
RENTAL REVENUES	\$1,034,675	\$1,379,567
OPERATING EXPENSES, net of reimbursements	0	115,276
REVENUES OVER CERTAIN OPERATING EXPENSES	----- \$1,034,675 =====	----- \$1,264,291 =====

The accompanying notes are an integral part of these statements.

17

### IKON BUILDINGS

NOTES TO STATEMENTS OF REVENUES  
OVER CERTAIN OPERATING EXPENSES  
FOR THE SIX MONTHS ENDED JUNE 30, 2001  
AND THE YEAR ENDED DECEMBER 31, 2000

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### 1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

#### Description of Real Estate Property Acquired

On September 7, 2001, the Wells Operating Partnership, L.P. ("Wells OP") acquired the IKON Buildings from SV Reserve, L.P. ("SV Reserve"). Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

IKON Office Solutions, Inc. ("IKON") currently occupies the entire 157,790 rentable square feet of the two single-story office buildings comprising the IKON Buildings under a net lease agreement (the "IKON Lease"). IKON is a public entity traded on the New York Stock Exchange. SV Reserve's interest in the IKON Lease was assigned to Wells OP at the closing. The initial term of the IKON Lease commenced on May 1, 2000 and expires on April 30, 2010. IKON has the right to extend the IKON Lease for two additional periods of five years at a rate equal to the then-current fair market rental rate. Under the IKON Lease, IKON is required to pay, as additional monthly rent, all operating costs, including but not limited to, water, power, heating, lighting, air conditioning and ventilation, security fees, landscaping, window cleaning, pest control, property management fees, taxes, assessments and governmental levies, insurance, amortization (together with reasonable financing charges) of capital items installed for the purpose of reducing operating expenses, as well as the cost of all supplies, wages and salaries incurred by the landlord in connection with the operations and maintenance of the premises. Wells OP will be responsible for all building repairs caused by fire, windstorm, or other insurable casualty.

#### Rental Revenues

Rental income is recognized on a straight-line basis over the term of the IKON Lease.

### 2. Basis of Accounting

The accompanying statements of revenues over certain operating expenses are presented on the accrual basis. These statements have been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses, such as depreciation, interest, and management fees. Therefore, these statements are not comparable to the operations of the IKON Buildings after acquisition by Wells OP.

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of certain operating expenses in excess of revenues for the Ingram MICRO DISTRIBUTION FACILITY for the year ended

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would be comparable with those resulting from the operations of the Ingram Micro Distribution Facility after acquisition by Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of certain operating expenses in excess of revenues was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Ingram Micro Distribution Facility's revenues and expenses.

In our opinion, the statement of certain operating expenses in excess of revenues presents fairly, in all material respects, certain operating expenses in excess of revenues for the Ingram Micro Distribution Facility for the year ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

/s/ Arthur Andersen LLP

Atlanta, Georgia  
October 5, 2001

19

### INGRAM MICRO DISTRIBUTION FACILITY

#### STATEMENTS OF

CERTAIN OPERATING EXPENSES IN EXCESS OF REVENUES

FOR THE SIX MONTHS ENDED JUNE 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000

	(Unaudited) 2001	2000
	-----	-----
RENTAL REVENUES	\$ 0	\$ 0
OPERATING EXPENSES	945,910	2,083,598
	-----	-----
CERTAIN OPERATING EXPENSES IN EXCESS OF REVENUES	\$(945,910)	\$(2,083,598)

=====

The accompanying notes are an integral part of these statements.

20

INGRAM MICRO DISTRIBUTION FACILITY

NOTES TO STATEMENTS OF

CERTAIN OPERATING EXPENSES IN EXCESS OF REVENUES

FOR THE SIX MONTHS ENDED JUNE 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000

1. Organization and significant accounting policies

Description of Real Estate Property Acquired

On September 27, 2001, Wells Operating Partnership, L.P. ("Wells OP") acquired the Ingram Micro Distribution Facility from Ingram Micro, L.P. ("Ingram"). Wells OP is a Delaware limited partnership organized to own and operate properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

Ingram currently occupies 100% of the Ingram Micro Distribution Facility under a net lease agreement (the "Ingram Lease") with Wells OP. The Ingram Micro Distribution Facility is a one-story industrial building comprised of 701,819 rentable square feet. Ingram Micro, Inc. is the guarantor of the Ingram Lease and is a public entity traded on the New York Stock Exchange. Prior to September 27, 2001, Ingram owned and occupied the entire Ingram Micro Distribution Facility; therefore, no rental revenues were recognized for the year ended December 31, 2000 or for the six months ended June 30, 2001. The initial term of the Ingram Lease commenced on September 27, 2001 and expires on September 30, 2011. Ingram has the right to extend the Ingram Lease for two additional periods of ten years at an annual rate equal to the greater of (i) 95% of the then-current fair market rental rate, or (ii) the annual rental payment effective for the final year of the term immediately prior to such extension. Annual rent, as determined for each extended term, shall also be increased by 15% beginning in the 61st month of each extended term. Under the Ingram Lease, Ingram is required to pay, as additional monthly rent, all operating costs, including but not limited to insurance costs, utilities, taxes, assessments, water and sewer charges, license and permit fees. Ingram is also responsible for maintenance of the premises, including without limitation the adjoining sidewalks and curbs, roof, generators and all operational building systems.

2. Basis of Accounting

The accompanying statements of certain operating expenses in excess of revenues are presented on the accrual basis. These statements have been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses such as

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

depreciation, interest, and management fees. Therefore, these statements are not comparable to the operations of the Ingram Micro Distribution Facility after acquisition by Wells OP.

21

### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of certain operating expenses in excess of revenues of the Lucent BUILDING for the year ended December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would be comparable with those resulting from the operations of the Lucent Building after acquisition by Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of certain operating expenses in excess of revenues was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Lucent Building's revenues and expenses.

In our opinion, the statement of certain operating expenses in excess of revenues presents fairly, in all material respects, certain operating expenses in excess of revenues for the Lucent Building for the year ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

/s/ Arthur Andersen LLP

Atlanta, Georgia  
October 5, 2001

22

LUCENT BUILDING

STATEMENTS OF

CERTAIN OPERATING EXPENSES IN EXCESS OF REVENUES

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

FOR THE SIX MONTHS ENDED JUNE 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000

	(Unaudited) 2001	2000
	-----	-----
RENTAL REVENUES	\$ 0	\$ 0
OPERATING EXPENSES	246,503	465,726
	-----	-----
CERTAIN OPERATING EXPENSES IN EXCESS OF REVENUES	\$(246,503)	\$(465,726)
	=====	=====

The accompanying notes are an integral part of these statements.

23

## LUCENT BUILDING

### NOTES TO STATEMENTS OF

CERTAIN OPERATING EXPENSES IN EXCESS OF REVENUES

FOR THE SIX MONTHS ENDED JUNE 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000

#### 1. Organization and Significant Accounting Policies

##### Description of Real Estate Property Acquired

On September 28, 2001, Wells Operating Partnership, L.P. ("Wells OP") acquired the Lucent Building from Lucent Technologies, Inc. ("Lucent"). Wells OP is a Delaware limited partnership organized to own and operate properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

Lucent currently occupies 100% of the Lucent Building under a net lease agreement (the "Lucent Lease") with Wells OP. The Lucent Building is a four-story office building comprised of 120,000 rentable square feet. Lucent is a public entity traded on the New York Stock Exchange. Prior to September 28, 2001, Lucent owned and occupied the entire rentable square feet of the Lucent Building; therefore, no rental revenues were recognized for the year ended December 31, 2000 or for the six months ended June 30, 2001. The initial term of the Lucent Lease commenced on September 28, 2001 and expires on September 30, 2011. Lucent has the right to extend the Lucent Lease for three additional periods of five years at a rate equal to the then-current fair market rental rate. Under the Lucent Lease, Lucent is required to pay, as additional monthly rent, all operating costs including

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

but not limited to electricity, gas, steam, water, sanitation, air conditioning, as well as other fuel and utilities for the property. Lucent is also responsible for maintaining all service and maintenance agreements for the building and equipment contained therein, including but not limited to window cleaning, security, elevator and HVAC maintenance, and janitorial and landscaping services. Wells OP will be responsible for all building repairs caused by fire or other insurable casualties.

### 2. Basis of Accounting

The accompanying statements of certain operating expenses in excess of revenues are presented on the accrual basis. These statements have been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses such as depreciation, interest, and management fees. Therefore, these statements are not comparable to the operations of the Lucent Building after acquisition by Wells OP.

24

WELLS REAL ESTATE INVESTMENT TRUST, INC.

UNAUDITED PRO FORMA FINANCIAL STATEMENTS

JUNE 30, 2001

The following unaudited pro forma balance sheet as of June 30, 2001 has been prepared to give effect to the acquisition of the AmeriCredit Building by Wells XIII-REIT Joint Venture (a joint venture partnership between Wells Real Estate Fund XIII, L.P. and Wells Operating Partnership, L.P. ["Wells OP"]), the acquisitions of the State Street Bank Building, and the IKON Buildings by Wells OP (collectively, the "Prior Acquisitions"), and the Ingram Micro Distribution Facility, the Lucent Building and the Nissan Property acquired by Wells OP as if each acquisition occurred on June 30, 2001. The Comdata Building was acquired by Wells XII-REIT Joint Venture (a joint venture partnership between Wells Real Estate Fund XII, L.P. and Wells OP) on May 15, 2001.

The following unaudited pro forma statement of income for the six months ended June 30, 2001 has been prepared to give effect to the acquisitions of the Comdata Building, the AmeriCredit Building, the State Street Bank Building, the IKON Buildings, the Ingram Micro Distribution Facility, the Lucent Building, and the Nissan Property as if the acquisitions occurred on January 1, 2001. The following unaudited pro forma statement of income (loss) for the year ended December 31, 2000 has been prepared to give effect to the acquisitions of the Comdata Building, the State Street Bank Building, the IKON Buildings, the Ingram Micro Distribution Facility, and the Lucent Building as if the acquisitions occurred on January 1, 2000. The AmeriCredit Building had no operations during 2000. The Nissan Property had no operations during 2001 or 2000.

Wells OP is a Delaware limited partnership organized to own and operate properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP. Accordingly, the accounts of Wells OP are consolidated with the accompanying pro forma financial statements of Wells Real Estate Investment Trust, Inc.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

These unaudited pro forma financial statements are prepared for informational purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions of the Comdata Building, the AmeriCredit Building, the State Street Bank Building, the IKON Buildings, the Ingram Micro Distribution Facility, the Lucent Building and the Nissan Property been consummated at the beginning of the periods presented.

As of June 30, 2001, the date of the accompanying pro forma balance sheet, Wells OP held cash of \$6,074,926. The additional cash used to purchase the State Street Bank Building, the IKON Buildings, the Ingram Micro Distribution Facility, the Lucent Building and the Nissan Property, including deferred project costs paid to Wells Capital, Inc. (an affiliate of Wells OP), was raised through the issuance of additional shares by Wells Real Estate Investment Trust, Inc. subsequent to June 30, 2001. This balance is reflected as purchase consideration payable in the accompanying pro forma balance sheet.

25

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA BALANCE SHEET

JUNE 30, 2001  
(Unaudited)

#### ASSETS

		Pro Forma Adjustmen		
	Wells Real Estate Investment Trust, Inc.	Prior Acquisitions	Ingram Micro Distribution Facility	Lucent Building
REAL ESTATE ASSETS, at cost:				
Land	\$ 47,256,748	\$13,335,000 (a) 555,625 (b)	320,000 (a) 13,333 (b)	\$ 2,850,000 (a) 118,750 (b)
Buildings, less accumulated depreciation of \$15,863,470	285,964,597	57,206,623 (a) 2,383,609 (b)	20,785,184 (a) 866,050 (b)	14,850,282 (a) 618,762 (b)
Construction in progress	7,143,876	0	0	0
Total real estate assets	340,365,221	73,480,857	21,984,567	18,437,794
CASH AND CASH EQUIVALENTS	6,074,926	(5,924,926) (a) (150,000) (c)	0	0
INVESTMENT IN BONDS	0	0	22,000,000 (f)	0
INVESTMENT IN JOINT VENTURES	60,261,895	11,343,750 (d)	0	0
ACCOUNTS RECEIVABLE	4,661,279	0	0	0
DEFERRED LEASE ACQUISITION COSTS	1,738,658	0	0	0



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

DEFERRED PROJECT COSTS	3,849	(3,849) (e)	0	0
DEFERRED OFFERING COSTS	731,574	0	0	0
DUE FROM AFFILIATES	1,242,469	0	0	0
PREPAID EXPENSES AND OTHER ASSETS	1,558,395	0	0	0
Total assets	<u>\$ 416,638,266</u>	<u>\$78,745,832</u>	<u>\$43,984,567</u>	<u>\$18,437,794</u>

26

LIABILITIES AND SHAREHOLDER

Pro Forma Adjustmen

	Wells Real Estate Investment Trust, Inc.	Prior Acquisitions	Ingram Micro Distribution Facility	Lucent Building
<b>LIABILITIES:</b>				
Accounts payable and accrued expenses	\$ 2,592,211	\$ 0	\$ 0	\$ 0
Notes payable	10,298,850	48,300,000 (a)	8,850,000 (a)	12,800,000 (a)
		10,740,000 (c)	22,000,000 (g)	
Dividends payable	1,071,657	0	0	0
Due to affiliate	1,508,539	2,939,234 (b)	879,383 (b)	737,512 (b)
		449,901 (e)		
Purchase consideration payable	0	16,316,697 (a)	12,255,184 (a)	4,900,282 (a)
Deferred rental income	95,418	0	0	0
Total liabilities	<u>15,566,675</u>	<u>78,745,832</u>	<u>43,984,567</u>	<u>18,437,794</u>
<b>COMMITMENTS AND CONTINGENCIES</b>				
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	<u>200,000</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>SHAREHOLDERS' EQUITY:</b>				
Common shares, \$.01 par value; 125,000,000 shares authorized, 47,770,468 shares issued and 47,489,415 shares outstanding	477,705	0	0	0
Additional paid-in capital	403,204,416	0	0	0
Treasury stock, at cost, 281,053 shares	(2,810,530)	0	0	0
Total shareholders' equity	<u>400,871,591</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total liabilities and shareholders'				

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

equity	\$ 416,638,266	\$78,745,832	\$43,984,567	\$18,437,794
	=====	=====	=====	=====

- (a) Reflects Wells Real Estate Investment Trust, Inc.'s purchase price for the land and the building.
- (b) Reflects deferred project costs applied to the land and building at approximately 4.17% of the purchase price.
- (c) Reflects Wells Real Estate Investment Trust, Inc.'s portion of the purchase price.
- (d) Reflects Wells Real Estate Investment Trust, Inc.'s contribution to the Wells XIII-REIT Joint Venture.
- (e) Reflects deferred project costs contributed to the Wells XIII-REIT Joint Venture at approximately 4.17% of the purchase price.
- (f) Represents investments in bonds for which 100% of the principal balance becomes payable on December 31, 2026.
- (g) Represents mortgage note secured by the Deed of Trust to the Ingram Micro Distribution Facility for which 100% of the principal balance becomes payable on December 31, 2026.

27

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME

FOR THE SIX MONTHS ENDED JUNE 30, 2001

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	Prior Acquisitions	Ingram Micro Distribution Facility	Luc Buil
	-----	-----	-----	-----
<b>REVENUES:</b>				
Rental income	\$ 19,711,252	\$ 4,652,363 (a)	\$ 1,094,230 (a)	\$ 1,031
Equity in income (loss) of joint ventures	1,519,194	513,944 (b) (98,624) (c)	0	
Interest income	193,007	(193,007) (d)	880,000 (j)	
	-----	-----	-----	-----
	21,423,453	4,874,676	1,974,230	1,031
<b>EXPENSES:</b>				
Depreciation and amortization	6,685,716	1,191,805 (e)	433,025 (e)	309
Interest	2,809,373	379,761 (f)	287,714 (k)	416
		1,919,390 (g)	880,000 (l)	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Operating costs, net of reimbursements	1,736,928	666,818 (h)	0 (h)	
Management and leasing fees	1,117,902	209,356 (i)	49,240 (i)	46
General and administrative	635,632	0	0	
Legal and accounting	117,331	0	0	
Computer costs	6,328	0	0	
	-----	-----	-----	-----
	13,109,210	4,367,130	1,659,979	771
	-----	-----	-----	-----
NET INCOME	\$ 8,314,243	\$ 507,546	\$ 324,251	\$ 259
	=====	=====	=====	=====
EARNINGS PER SHARE, basic and diluted	\$ 0.22			
	=====			
WEIGHTED AVERAGE SHARES, basic and diluted	37,792,014			
	=====			

- (a) Rental income is recognized on a straight-line basis.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s equity in the income of Wells XII-REIT Joint Venture related to the Comdata Building from January 1, 2001 through May 14, 2001. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.
- (c) Reflects Wells Real Estate Investment Trust, Inc.'s equity in the loss of Wells XIII-REIT Joint Venture related to the AmeriCredit Building. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.
- (d) Represents forgone interest income related to cash utilized to purchase the Comdata Building, the AmeriCredit Building, and the State Street Bank Building.
- (e) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.
- (f) Represents interest expense on the \$15,575,863 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 6.5% per annum from January 1, 2001 through May 14, 2001.
- (g) Represents interest expense on the \$59,040,000 of notes payable to Bank of America, N.A., which bear interest at approximately 6.5% per annum for the six months ended June 30, 2001.
- (h) Consists of nonreimbursable operating expenses.
- (i) Management and leasing fees are calculated at 4.5% of rental income.
- (j) Represents interest income on the \$22,000,000 investment in bonds due from the Industrial Development Authority, which earns interest at 8% per annum.
- (k) Represents interest expense on the \$8,850,000 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 6.5% per annum for the six months ended June 30, 2001.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (l) Represents interest expense on the \$22,000,000 mortgage note payable to the Industrial Development Authority, which bears interest at 8% per annum.
- (m) Represents interest expense on the \$12,800,000 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement Bank of America, N.A., which bears interest at approximately 6.5% per annum for the six months ended June 30, 2001.

28

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE YEAR ENDED DECEMBER 31, 2000

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	Prior Acquisitions	Ingram Micro Distribution Facility	Lucas Buildings
REVENUES:				
Rental income	\$ 20,505,000	\$ 4,320,921 (a)	\$ 2,188,461 (a)	\$ 2,063,000
Equity in income of joint ventures	2,293,873	930,181 (b)	0	
Interest income	520,924	(520,924) (c)	1,760,000 (i)	
Other income	53,409	0	0	
	23,373,206	4,730,178	3,948,461	2,063,000
EXPENSES:				
Depreciation and amortization	7,743,551	2,383,609 (d)	866,049 (d)	618,000
Interest	4,199,461	1,284,495 (e)	729,833 (j)	1,055,000
		3,983,156 (f)	1,760,000 (k)	
Operating costs, net of reimbursements	888,091	553,347 (g)	0 (g)	
Management and leasing fees	1,309,974	194,442 (h)	98,481 (h)	92,000
General and administrative	426,680	0	0	
Legal and accounting	240,209	0	0	
Computer costs	12,273	0	0	
	14,820,239	8,399,049	3,454,363	1,767,000
NET INCOME (LOSS)	\$ 8,552,967	\$ (3,668,871)	\$ 494,098	\$ 296,000
EARNINGS PER SHARE, basic and diluted	\$ 0.40			
WEIGHTED AVERAGE SHARES, basic and diluted	21,382,418			

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (a) Rental income is recognized on a straight-line basis.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of Wells XII-REIT Joint Venture related to the Comdata Building. The pro forma adjustment results from rental revenues less operating expenses, management fees, and depreciation.
- (c) Represents forgone interest income related to cash utilized to purchase the Comdata Building and the State Street Bank Building.
- (d) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.
- (e) Represents interest expense incurred on the \$15,575,863 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 8.3% for the year ended December 31, 2000.
- (f) Represents interest expense on the \$48,300,000 of notes payable to Bank of America, N.A., which bear interest at approximately 8.3% for the year ended December 31, 2000.
- (g) Consists of nonreimbursable operating expenses.
- (h) Management and leasing fees are calculated at 4.5% of rental income.
- (i) Represents interest income on the \$22,000,000 investment in bonds due from the Industrial Development Authority, which earns interest at 8%.
- (j) Represents interest expense on the \$8,850,000 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 8.3% for the six months ended June 30, 2001.
- (k) Represents interest expense on the \$22,000,000 mortgage note payable to the Industrial Development Authority, which bears interest at 8%.
- (l) Represents interest expense on the \$12,800,000 drawn on Wells Real Estate Investment Trust, Inc.'s revolving credit agreement with Bank of America, N.A., which bears interest at approximately 8.3% for the year ended December 31, 2000.

29

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
SUPPLEMENT NO. 6 DATED JANUARY 20, 2002 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, Supplement No. 3 dated July 20, 2001, Supplement No. 4 dated August 10, 2001 and Supplement No. 5 dated October 15, 2001. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (1) Status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) Declaration of dividends for the first quarter of 2002;
- (3) Revisions to the "Suitability Standards" section of the prospectus;
- (4) Acquisition of a two-story office building in Tamarac, Florida (Convergys Building);
- (5) Acquisition of an interest in two connected one-story office and assembly buildings in Parker, Colorado (ADIC Buildings);
- (6) Acquisition of a seven-story office building and an eleven-story office building in Schaumburg, Illinois (Windy Point Buildings);
- (7) Acquisition of a three-story office building in Sarasota, Florida (Arthur Andersen Building);
- (8) Revisions to the "Plan of Distribution" section of the prospectus;
- (9) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (10) Unaudited financial statements of Wells REIT as of September 30, 2001;
- (11) Unaudited pro forma financial statements of Wells REIT reflecting the acquisition of the Convergys Building, ADIC Buildings, Windy Point Buildings and Arthur Andersen Building; and
- (12) Audited financial statements relating to the Windy Point Buildings and Arthur Andersen Building.

### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced a second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

1

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of January 15, 2002, we had received an additional \$564,207,445 in gross offering proceeds from the sale of 56,420,745 shares in the third offering. Accordingly, as of January 15, 2002, we had received in the aggregate approximately \$871,618,557 in gross offering proceeds from the sale of 87,161,856 shares of our common stock.

### Dividends

On December 6, 2001, our board of directors declared dividends for the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

first quarter of 2002 in an amount equal to a 7.75% annualized percentage rate return on an investment of \$10 per share to be paid in April 2002. Our first quarter dividends are calculated on a daily record basis of \$0.002153 (.2153 cents) per day per share on the outstanding shares of common stock payable to stockholders of record of such shares as shown on the books of the Wells REIT at the close of business on each day during the period, commencing on December 16, 2001, and continuing on each day thereafter through and including March 15, 2002. Below is a table reflecting the level of dividends declared and paid to date:

Quarter	Approximate Amount (Rounded)	Annualized Percentage Return on an Investment of \$10 per Share
3/rd/ Qtr. 1998	\$0.150 per share	6.00%
4/th/ Qtr. 1998	\$0.163 per share	6.50%
1/st/ Qtr. 1999	\$0.175 per share	7.00%
2/nd/ Qtr. 1999	\$0.175 per share	7.00%
3/rd/ Qtr. 1999	\$0.175 per share	7.00%
4/th/ Qtr. 1999	\$0.175 per share	7.00%
1/st/ Qtr. 2000	\$0.175 per share	7.00%
2/nd/ Qtr. 2000	\$0.181 per share	7.25%
3/rd/ Qtr. 2000	\$0.188 per share	7.50%
4/th/ Qtr. 2000	\$0.188 per share	7.50%
1/st/ Qtr. 2001	\$0.188 per share	7.50%
2/nd/ Qtr. 2001	\$0.188 per share	7.50%
3/rd/ Qtr. 2001	\$0.188 per share	7.50%
4/th/ Qtr. 2001	\$0.194 per share	7.75%
1/st/ Qtr. 2002	\$0.194 per share	7.75%

### Suitability Standards

The information contained on page 26 in the "Suitability Standards" section of the prospectus is revised by the deletion of the special suitability standards relating to the States of Arizona, Michigan, Missouri, New Hampshire, North Carolina and Oregon on that page and the insertion of the following paragraphs relating to the suitability requirements for residents of those states:

2

Arizona, New Hampshire, North Carolina and Oregon - Investors must have either (1) a net worth of at least \$150,000, or (2) gross annual income of \$45,000 and a net worth of at least \$45,000.

Michigan and Missouri - Investors must have either (1) a net worth of at least \$225,000, or (2) gross annual income of \$60,000 and a net worth of at least \$60,000.

### The Convergys Building

Purchase of the Convergys Building. On December 21, 2001, Wells Operating  
-----  
Partnership, L.P. (Wells OP), a Delaware limited partnership formed to acquire,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

own, lease and operate real properties on behalf of the Wells REIT, purchased a two-story office building on a 12.55 acre tract of land located at 5601 Hiatus Road in Tamarac, Broward County, Florida (Convergys Building). Wells OP purchased the Convergys Building from Westpoint Building No. 1, L.L.C., which is not in any way affiliated with the Wells REIT or Wells Capital, Inc., our Advisor.

The purchase price for the Convergys Building was \$13,255,000. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Convergys Building, including commissions, attorneys' fees, recording fees, structural report and environmental report fees and other closing costs, of approximately \$242,400.

An independent appraisal of the Convergys Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of October 19, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the lease described below was estimated to be \$13,500,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Convergys Building will continue operating at a stabilized level with Convergys Customer Management Group, Inc. (Convergys) occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Convergys Building were satisfactory.

Description of the Convergys Building and Site. The Convergys Building, which

-----  
was completed in September 2001, is a two-story office building containing approximately 100,000 rentable square feet located on a 12.55 acre tract of land. The building is constructed using a concrete frame with pre-stressed concrete beams and a reinforced concrete foundation. The exterior walls are made of eight inch tilt-up concrete panels with a smooth stucco finish and tinted windows set in aluminum frames. The common area interior walls and ceiling consist of textured and painted sheetrock. In addition, the building has two elevators located in the main lobby area and approximately 965 paved parking spaces.

The Convergys Building is located at 5601 Hiatus Road within the Westpoint Business Center in southern Broward County, Florida, approximately 15 miles northwest of downtown Fort Lauderdale. The Convergys Building has direct access to the Sawgrass Expressway which leads to the I-75 and I-595 Expressways. The Broward County office market, which is comprised of approximately 24 million square feet, is located between Palm Beach County and Miami-Dade County on Florida's Gold Coast and serves many multi-national companies looking to service the tri-county area and overseas locations.

The Convergys Lease. The entire 100,000 rentable square feet of the Convergys

-----  
Building is currently under a net lease agreement with Convergys. The current term of the lease is 10 years, which commenced on September 10, 2001 and expires on September 30, 2011. Convergys has the right to extend the initial 10-year term of this lease for three additional five-year periods at 95% of the then-current market rental rate.

The Convergys lease is guaranteed by Convergys' parent company, Convergys Corporation, which is an Ohio corporation traded on the New York Stock



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Exchange having its corporate headquarters in Cincinnati, Ohio. Convergys Corporation provides outsourced billing and customer care services in the United States, Canada, Latin America, Israel and Europe. Some of the major customers of Convergys Corporation include AT&T, Compaq, Palm Computing, Pfizer Pharmaceuticals, Sprint, Toys 'R' Us and Deutsche Telekom. As of December 31, 2000, Convergys Corporation employed approximately 145,000 workers. For the fiscal year ended December 31, 2000, Convergys Corporation reported net income of approximately \$194 million on total revenues of approximately \$2.16 billion and a net worth, as of December 31, 2000, of approximately \$1.11 billion.

The base rent payable under the Convergys lease is as follows:

Lease Year	Annual Rent	Monthly Rent
1	\$1,248,192	\$104,016
2	\$1,279,397	\$106,616
3	\$1,311,382	\$109,282
4	\$1,344,166	\$112,014
5	\$1,377,770	\$114,814
6	\$1,412,215	\$117,685
7	\$1,447,520	\$120,627
8	\$1,483,708	\$123,642
9	\$1,520,801	\$126,733
10	\$1,558,821	\$129,902

Pursuant to the Convergys lease, Convergys is required to pay all taxes relating to the Convergys Building and all operating costs, including, but not limited to, those associated with water, gas, steam, electricity, air conditioning, telephone, garbage removal, snow removal, common area maintenance, landscaping, power and other utilities and services used by Convergys. Convergys is also required to pay for all repair and maintenance costs, including but not limited to, window cleaning, security personnel, elevator maintenance, HVAC maintenance, janitorial service, waste recycling service and landscaping maintenance. Convergys may not make alterations to the Convergys Building in excess of \$100,000 without Wells OP's prior written consent. Wells OP, as the landlord, will be responsible for building repairs to the structural elements, the building systems, exterior walls, windows and the roof of the Convergys Building.

Convergys may terminate the Convergys lease at the end of the seventh lease year (September 30, 2008) by providing 12 months prior written notice and paying Wells OP a termination fee of approximately \$1,341,000. Convergys also has the option to purchase the Convergys Building for a purchase price of \$13,290,935 by providing written notice to Wells OP of such exercise on or before March 10, 2002. In addition, in the event Convergys elects to purchase the Convergys Building, Wells OP will have the right to receive an additional \$240,000, which was escrowed at closing and would be returned to Wells OP upon the exercise of such option.

The ADIC Buildings

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Purchase of the ADIC Buildings. On December 21, 2001, Wells Fund XIII - REIT  
-----

Joint Venture, a joint venture partnership between Wells Real Estate Fund XIII, L.P. (Wells Fund XIII) and Wells OP, purchased two connected one-story office and assembly buildings on an 8.35 acre tract of land located at 8560 Upland Drive in Parker, Douglas County, Colorado (ADIC Buildings). Additionally, Wells Fund XIII - REIT Joint Venture purchased an undeveloped 3.43 acre tract of land adjacent to the ADIC Buildings

4

(ADIC Land). Wells Fund XIII - REIT Joint Venture purchased the ADIC Buildings and the ADIC Land from Opus Northwest, L.L.C., which is not in any way affiliated with the Wells REIT or our Advisor.

The purchase price for the ADIC Buildings was \$12,954,213. In addition, the Wells Fund XIII - REIT Joint Venture incurred acquisition expenses in connection with the purchase of the ADIC Buildings, including commissions, attorneys' fees, recording fees, structural report and environmental report fees and other closing costs, of approximately \$216,862.

Wells OP contributed \$6,671,075 and Wells Fund XIII contributed \$6,500,000 to the Wells Fund XIII - REIT Joint Venture for their respective shares of the acquisition costs for the ADIC Buildings. As of January 1, 2002, Wells OP held an equity percentage interest in the Wells Fund XIII - REIT Joint Venture of approximately 68%, and Wells Fund XIII held an equity percentage interest in the Wells Fund XIII - REIT Joint Venture of approximately 32%.

An independent appraisal of the ADIC Buildings and ADIC Land was prepared by Integra Realty Resources, real estate appraisers, as of December 21, 2001, pursuant to which the market value of the real property containing the ADIC Buildings subject to the lease described below and the ADIC Land was estimated to be \$13,150,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the ADIC Buildings will continue operating at a stabilized level with ADIC occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells Fund XIII - REIT Joint Venture also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the ADIC Buildings were satisfactory.

Description of the ADIC Buildings and Site. The ADIC Buildings, which were  
-----

completed in December 2001, consist of two connected one-story office and assembly buildings, containing approximately 148,200 rentable square feet located on an 11.78 acre tract of land, which includes an 8.35 acre improved tract of land and a 3.43 acre undeveloped tract of land. The buildings are constructed using a steel frame and a reinforced concrete foundation. The exterior walls are made of pre-cast concrete panels. The interior walls consist of painted gypsum board. The interior floors are carpeted, and the buildings contain suspended and recessed fluorescent and incandescent lighting. The buildings also contain an audio-visual presentation room, lunch room and several conference rooms. In addition, the site contains approximately 300 paved parking spaces with the potential to add up to an additional 400 parking spaces.

The ADIC Buildings are located in the Concord Business Center, a 100-acre mixed-use business park in the southeast portion of the greater Denver metropolitan area in Douglas County near the Centennial Airport. The site is within a couple of miles of I-25 and E-470 and within ten minutes of the Denver

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Technology Center. The ADIC Buildings are 12 miles from the Denver Central Business District and approximately 30 minutes from the Denver International Airport. Douglas County is one of the most affluent and fastest growing counties in the country.

The ADIC Lease. The entire 148,200 rentable square feet of the ADIC Buildings

-----  
are currently under a net lease agreement with Advanced Digital Information Corporation (ADIC), which does not include the 3.43 acre undeveloped tract of land described above. The current term of the lease is 10 years, which commenced on December 15, 2001, and expires on December 31, 2011. ADIC has the right to extend the term of its lease for two additional five-year periods at the then-current fair market rental rate for the first year of each five-year extension. The annual base rent will increase 2.5% for each subsequent year of each five-year extension.

5

ADIC is a Washington corporation traded on NASDAQ having its corporate headquarters in Redmond, Washington and regional management centers in Englewood, Colorado; Bohmenkirch, Germany; and Paris, France. ADIC manufactures data storage systems and specialized storage management software and distributes these products through its relationships with originalequipment manufacturers such as IBM, Sony, Fujitsu, Siemens and Hewlett-Packard. For the fiscal year ending October 31, 2000, ADIC reported net income of approximately \$88 million on net revenues of approximately \$270 million and a net worth, as of October 31, 2000, of approximately \$314 million.

The base rent payable under the ADIC lease is as follows:

Lease Year	Annual Rent	Monthly Rent
1	\$1,222,683	\$101,890
2	\$1,247,136	\$103,928
3	\$1,272,079	\$106,007
4	\$1,297,520	\$108,127
5	\$1,323,471	\$110,289
6	\$1,349,940	\$112,495
7	\$1,376,939	\$114,745
8	\$1,404,478	\$117,040
9	\$1,432,568	\$119,381
10	\$1,461,219	\$121,768

Pursuant to the ADIC lease, ADIC is required to pay all taxes relating to the ADIC Buildings and all operating costs, including, but not limited to, those associated with water, sewage, heat, gas, steam, electricity, cable, air conditioning, telephone, garbage and rubbish removal, power and other utilities and services used by ADIC. ADIC is also required to pay for all repair and maintenance costs, including but not limited to, window cleaning, elevator

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

maintenance, HVAC maintenance, plumbing, janitorial service, waste recycling service, landscaping maintenance and parking area maintenance. Wells Fund XIII - REIT Joint Venture, as the landlord, will be responsible for building repairs to the structural elements of the ADIC Buildings including the foundations and structural columns and beams. ADIC may not make alterations to the ADIC Buildings in excess of \$25,000 without the landlord's prior written consent.

### The Windy Point Buildings

Purchase of the Windy Point Buildings. On December 31, 2001, Wells OP purchased

-----  
a seven-story office building with approximately 186,900 rentable square feet (Windy Point I) and an eleven-story office building with approximately 300,000 rentable square feet (Windy Point II) on an 18.73 acre tract of land located at 1500 and 1600 McConnor Parkway, Schaumburg, Cook County, Illinois (collectively, Windy Point Buildings). Wells OP purchased the Windy Point Buildings from Windy Point of Schaumburg, LLC, which is not in any way affiliated with the Wells REIT or our Advisor.

The purchase price for the Windy Point Buildings was \$89,275,000. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Windy Point Buildings, including attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of approximately \$123,500.

An independent appraisal of the Windy Point Buildings was prepared by Real Estate Counselors International, Inc., real estate appraisers, as of December 31, 2001, pursuant to which the market value of the real property containing the leased fee interests subject to the leases described below was estimated to be \$90,200,000, in cash or terms equivalent to cash. This value estimate was based upon a number of

6

assumptions, including that the Windy Point Buildings will continue operating at a stabilized level with current tenants occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Windy Point Buildings were satisfactory.

The Windy Point Buildings are subject to a 20-year annexation agreement with the Village of Schaumburg, Illinois originally executed on December 12, 1995 (Annexation Agreement). The Annexation Agreement covers a 235-acre tract of land which includes a portion of the site of the Windy Point Buildings' parking facilities. The purpose of this agreement was to allow for a potential construction of a new eastbound on-ramp interchange for I-90 at Meacham Road. Although the Illinois Department of Transportation has not yet decided whether it would be economically feasible to construct the interchange, the construction of such an interchange could have a significant financial impact on the owners of the Windy Point Buildings. At closing, Wells OP agreed to be added as an additional named surety on a \$382,556 surety bond originally submitted by the seller, pursuant to the request of the Village of Schaumburg, Illinois, representing the estimated costs of demolition and restoration of constructed parking and landscaped areas and protecting pipelines in connection with the potential construction. The surety bond will remain in place until March 1, 2002. It is anticipated that at some time prior to March 1, 2002, Wells OP will replace the surety bond with a \$382,556 letter of credit issued on Wells OP's behalf. The obligation to maintain the letter of credit will continue until the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

costs of demolition and restoration are paid if the project proceeds or until the Annexation Agreement expires in December 2015. If Wells OP is unable to restore the parking spaces due to structural issues related to the utilities underground, Wells OP would then be required to construct a new parking garage on the site to accommodate the parking needs of its tenants. The cost for this construction is currently estimated to be approximately \$3,581,000. In addition, if the interchange is constructed, Wells OP will be required to pay for its share of the costs for widening Meacham Road as part of the project, which is currently estimated to be approximately \$288,300. In January 1999, the Illinois State Toll Highway Authority performed an Interchange Feasibility Study and determined that this proposed interchange at Meacham Road should not be constructed at that time; however, there are no assurances that this determination will not be reversed prior to the expiration of the Annexation Agreement or that Wells OP will not be required to expend substantial sums to construct a new parking garage on this property, as described above.

Description of the Windy Point Buildings and Site. The Windy Point I building

-----  
and the Windy Point II building, which were completed in 1999 and 2001, respectively, are a seven-story office building with approximately 186,900 rentable square feet and an eleven-story office building with 300,000 rentable square feet located on an 18.73 acre tract of land. The Windy Point Buildings are constructed using a concrete and steel frame and a concrete and metal foundation. The exterior walls of Windy Point I are made of primarily etched and sand blasted pre-cast panels with granite inlays and punched window openings above a two-story curtain wall of tinted and spandrel glass. The exterior walls of Windy Point II consist of concrete panels with black granite medallions at the base and the top of the building with seven foot high vision tinted glass panels. The common areas of the Windy Point Buildings contain marble, granite and stone flooring on the first floor lobby with carpeted corridors and painted gypsum board walls and recessed florescent lighting. Windy Point I contains three passenger elevators and one freight elevator and Windy Point II contains five passenger elevators and one freight elevator. In addition, the Windy Point Buildings have approximately 4.2 parking spaces per 1,000 rentable square feet which includes a six level parking garage.

The Windy Point Buildings are located in the Northwest Suburban Office Market approximately 30 miles northwest of downtown Chicago in the Village of Schaumburg. The Windy Point Buildings include 500 feet of direct frontage to the Northwest Tollway (I-90) which leads directly into downtown Chicago. The Windy Point Buildings are one-half mile north of the 2.7 million square foot Woodfield

7

shopping mall and are in close proximity to Motorola's world headquarters and a site for a planned Schaumburg convention center and hotel development.

The TCI Lease. TCI Great Lakes, Inc. (TCI) occupies approximately 129,150

-----  
rentable square feet (69%) of the Windy Point I building. The TCI lease commenced on December 1, 1999 and expires on November 30, 2009. The current annual base rent payable under the TCI lease is \$2,067,204. TCI has the right to extend the initial 10-year term of its lease for two additional five-year periods at 95% of the then-current market rental rate.

TCI is a wholly-owned subsidiary of AT&T Broadband. AT&T Broadband provides basic cable and digital television services, as well as high-speed Internet access and cable telephony, with video-on-demand and other advanced services. AT&T Broadband has its corporate headquarters in Denver, Colorado. As of December 31, 2000, AT&T Broadband served approximately 16 million cable

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

customers. AT&T Broadband is a wholly-owned subsidiary of AT&T Corporation. AT&T Corporation is listed on the New York Stock Exchange and has its corporate headquarters in New York, New York.

The base rent payable under the remainder of the TCI lease is as follows:

Lease Year	Annual Rent	Monthly Rent
3	\$2,067,204	\$172,267
4	\$2,128,503	\$177,375
5	\$2,192,267	\$182,689
6	\$2,258,214	\$188,184
7	\$2,325,852	\$193,821
8	\$2,395,957	\$199,663
9	\$2,467,753	\$205,646
10	\$2,541,850	\$211,821

Pursuant to the TCI lease, TCI is required to pay its pro rata portion of all taxes relating to the Windy Point I building and all operating costs, including, but not limited to, those associated with water, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by TCI. Wells OP, as the landlord, will be responsible for maintenance of parking areas, walkways and landscaping and building repairs caused by fire or other insurable casualty.

In addition, TCI has the right to lease additional space on the fifth floor of the Windy Point I building within 15 months of the fifth lease year by providing Wells OP with 14 months prior written notice. TCI also has a right of first refusal on the fifth floor space and a right of first opportunity for the seventh floor of the Windy Point I building. TCI may terminate the TCI lease on the last day of the seventh lease year by providing 12 months prior written notice and paying Wells OP a termination fee of approximately \$4,119,500.

The Apollo Lease. The Apollo Group, Inc. (Apollo) has entered into a lease to occupy approximately 28,322 rentable square feet (15%) of the Windy Point I building. The Apollo lease is to commence on April 1, 2002, and expire on June 30, 2009. The initial annual base rent payable for the first nine months under the Apollo lease will be \$357,919. Apollo has the right to extend the initial term of its lease for one additional five-year period at 95% of the then-current market rental rate.

Apollo is an Arizona corporation having its corporate headquarters in Phoenix, Arizona. Apollo provides higher education programs to working adults through its subsidiaries, the University of Phoenix, Inc., the Institute for Professional Development, the College for Financial Planning Institutes Corporation and Western International University, Inc. Apollo offers educational programs and services at 58

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

campuses and 102 learning centers in 36 states, Puerto Rico, and Vancouver, British Columbia. For the fiscal year ended August 31, 2001, Apollo reported assets of approximately \$680 million and net income of approximately \$107 million on revenues of approximately \$769 million and a net worth, as of August 31, 2001, of approximately \$481 million.

The base rent payable under the Apollo lease is as follows:

Lease Year	Annual Rent	Monthly Rent
1	\$357,919*	\$39,769
2	\$489,156	\$40,763
3	\$501,385	\$41,782
4	\$513,920	\$42,827
5	\$526,768	\$43,897
6	\$539,937	\$44,995
7	\$553,436	\$46,120
8	\$141,818**	\$47,273

\* Includes rent for only the last nine months.

\*\* Includes rent for only three months.

Pursuant to the Apollo lease, Apollo is required to pay its pro rata portion of all taxes relating to the Windy Point I building and all operating costs, including, but not limited to, those associated with water, sewerage, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by Apollo. Wells OP, as the landlord, will be responsible for building repairs caused by fire or other insurable casualties and maintenance of parking areas, walkways and landscaping.

The Global Lease. Global Knowledge Network, Inc. (Global) occupies approximately

22,028 rentable square feet (12%) of the Windy Point I building. The Global lease commenced on May 1, 2000, and expires on April 30, 2010. The current annual base rent payable under the Global lease is \$382,307. Global has the right to extend the initial 10-year term of its lease for one additional five-year period at the then-current market rental rate. Wells OP has the right to terminate the Global lease on December 31, 2005 by giving Global written notice on or before April 30, 2005.

Global is a privately held corporation with its corporate headquarters in Cary, North Carolina and international headquarters in Tokyo, London and Singapore. Global is owned by New York-based investment firm Welsh, Carson, Anderson and Stowe, a New York limited partnership which acts as a private equity investor in information services, telecommunications and healthcare. Global provides information technology education solutions and certification programs, offering more than 700 courses in more than 60 international locations and in 15 languages. Global employs more than 1,600 people worldwide. Global has posted a \$100,000 letter of credit as security for the Global lease.

The base rent payable under the remainder of the Global lease is as follows:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Lease Year	Annual Rent	Monthly Rent
2	\$382,307	\$31,859
3	\$393,776	\$32,815
4	\$405,589	\$33,799
5	\$417,757	\$34,813
6	\$430,290	\$35,857
7	\$443,199	\$36,933
8	\$456,495	\$38,041
9	\$470,189	\$39,182
10	\$484,295	\$40,358

9

Pursuant to the Global lease, Global is required to pay its pro rata portion of all taxes relating to the Windy Point I building and all operating costs, including, but not limited to, those associated with water, sewerage, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by Global. Wells OP, as the landlord, will be responsible for building repairs caused by fire or other insurable casualties and maintenance of parking areas, walkways and landscaping.

Together, TCI, Apollo and Global will occupy approximately 96% of the rentable square feet of the Windy Point I building accounting for an aggregate of \$2,807,430 in annual base rent, and four other tenants will occupy the remaining approximately 4% of rentable square feet which will account for approximately \$160,000 in annual base rent.

The Zurich Lease. The entire approximately 300,000 rentable square feet of the

Windy Point II building is currently under a net lease agreement with Zurich American Insurance Company, Inc. (Zurich). The Zurich lease commenced on September 1, 2001, and expires on August 31, 2011. The initial annual base rent payable under the Zurich lease is \$5,091,577. Zurich has the right to extend the initial 10-year term of its lease for two additional five-year periods at 95% of the then-current market rental rate.

Zurich is headquartered in Schaumburg, Illinois and is a wholly owned subsidiary of Zurich Financial Services Group (ZFSG). ZFSG, which has its corporate headquarters in Zurich, Switzerland, is a leading provider of financial protection and wealth accumulation solutions for some 35 million customers in over 60 countries. Zurich provides commercial property-casualty insurance and serves the multinational, middle market and small business sectors in the United States and Canada. For the fiscal year ended December 31, 2000, Zurich reported a net income of approximately \$718 million on revenues of approximately \$3.1 billion, and a net worth, as of December 31, 2000, of approximately \$2.4 billion. Zurich has approximately 11,650 employees and received a financial strength rating of A+ from A.M. Best and a rating of AA from Standard & Poor's.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The base rent payable under the Zurich lease is as follows:

Lease Year	Annual Rent	Monthly Rent
1	\$5,091,577	\$424,298
2	\$5,244,594	\$437,050
3	\$5,400,612	\$450,051
4	\$5,562,630	\$463,553
5	\$5,730,649	\$477,554
6	\$5,901,669	\$491,806
7	\$6,078,689	\$506,557
8	\$6,261,710	\$521,809
9	\$6,450,731	\$537,561
10	\$6,642,753	\$553,563

Pursuant to the Zurich lease, Zurich is required to pay all taxes and operating costs relating to the Windy Point II building, including, but not limited to, those associated with water, sewerage, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by Zurich. Reimbursements for taxes and certain operating expenses which are within the control of the landlord are subject to certain limitations. Wells OP, as the landlord, will be responsible for building repairs caused by fire or other insurable casualties and maintenance and repair of public common areas,

10

HVAC systems and plumbing systems. In addition, Wells OP is responsible for maintaining the landscaping, parking areas and walkways relating to the Windy Point II building.

Zurich has the right to terminate the Zurich lease for up to 25% of the rentable square feet leased by Zurich at the end of the fifth lease year. If Zurich terminates a portion of the Zurich lease, it will be required to pay a termination fee to Wells OP equal to three months of the current monthly rent for the terminated space plus additional costs related to the space leased by Zurich. In addition, Zurich may terminate the entire Zurich lease at the end of the seventh lease year by providing Wells OP 18 months prior written notice and paying Wells OP a termination fee of approximately \$8,625,000. Zurich also has a right of second opportunity behind TCI to lease the seventh floor of the Windy Point I building should that floor become available.

The Arthur Andersen Building

Purchase of the Arthur Andersen Building. On January 11, 2002, Wells OP

-----  
purchased a three-story office building on a 9.8 acre tract of land located in Sarasota, Sarasota County, Florida (Arthur Andersen Building). Wells OP purchased the Arthur Andersen Building from Sarasota Haskell, LLC, which is not in any way affiliated with the Wells REIT or our Advisor.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The purchase price for the Arthur Andersen Building was \$21,400,000. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Arthur Andersen Building, including attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of approximately \$31,212.

An independent appraisal of the Arthur Andersen Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of December 20, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the lease described below was estimated to be \$21,500,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Arthur Andersen Building will continue operating at a stabilized level with Arthur Andersen, LLP occupying 100% of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Arthur Andersen Building were satisfactory.

Description of the Arthur Andersen Building and Site. The Arthur Andersen

-----  
Building, which was completed in 1999, is a three-story office building containing approximately 157,700 rentable square feet located on a 9.8 acre tract of land. The building is constructed using a fireproof steel frame with steel beams and a reinforced concrete foundation. The exterior walls are made of concrete panels and a glass curtain wall. The common area interior walls consist of metal studs with textured and painted sheetrock. In addition, the building has two passenger elevators, one freight elevator and approximately 926 paved parking spaces.

The Arthur Andersen Building is located in the Sarasota Commerce Park at 101 Arthur Andersen Parkway in unincorporated Sarasota, Florida. The site is south of the Tampa-St. Petersburg metropolitan area and approximately five miles east of the Sarasota central business district with access to I-75. The Sarasota/Bradenton MSA has added over 15,000 new jobs to the area during the last three years.

The Andersen Lease. The entire approximately 157,700 rentable square feet of the

-----  
Arthur Andersen Building is currently under a net lease agreement with Arthur Andersen LLP (Andersen). The current term of the lease is 10 years, which commenced on November 1, 1999 and expires on October 31, 2009.

Andersen has the right to extend the initial 10-year term of this lease for two additional five-year periods at 90% of the then-current market rental rate.

Andersen, with its corporate headquarters in Chicago, Illinois, is a global professional services organization consisting of over 100 member firms in 84 countries. Andersen focuses its services in four main areas: business advisory services, business consulting, global corporate finance and tax and business advisory services. In fiscal year 2001, Andersen reported net revenues of approximately \$9.3 billion.

The base rent payable under the remainder of the Andersen lease is as follows:

-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Lease Year	Annual Rent	Monthly Rent
3	\$1,988,454	\$165,705
4	\$2,067,992	\$172,333
5	\$2,067,992	\$172,333
6	\$2,150,712	\$179,226
7	\$2,150,712	\$179,226
8	\$2,236,740	\$186,395
9	\$2,236,740	\$186,395
10	\$2,326,210	\$193,851

Pursuant to the Andersen lease, Andersen is required to pay all taxes relating to the Arthur Andersen Building and all operating costs, including, but not limited to, those associated with water, fuel, steam, electricity, air conditioning, telephone, painting, common area maintenance, power and other utilities and services used by Andersen. Andersen is also required to pay for all repair and maintenance costs, including but not limited to, security personnel, elevator maintenance and janitorial service. Andersen has the right to install a reception-only satellite dish antenna during the lease term and any extension term. Wells OP, as the landlord, will be responsible for maintaining the building's exterior walls, HVAC system, plumbing, elevators, fire protection, other mechanical systems, public areas, including parking lot, building structure, foundation and roof.

Andersen has the option to purchase the Arthur Andersen Building for a purchase price of \$23,250,000 by providing at least six months written notice to Wells OP prior to the end of the fifth lease year. In addition, Andersen has the option to purchase the Arthur Andersen Building for a purchase price of \$25,148,000 by providing at least six months written notice to Wells OP prior to the expiration of the initial lease term.

### Property Management Fees

Wells Management Company, Inc. (Wells Management), an affiliate of the Wells REIT, Wells Fund XIII-REIT Joint Venture, and our Advisor, will manage and lease the Convergys Building, the ADIC Buildings, the Windy Point Buildings and the Arthur Andersen Building. Wells Management will be paid management and leasing fees in the amount of 4.5% of gross revenues from the Convergys Building, the ADIC Buildings, the Windy Point Buildings and the Arthur Andersen Building, subject to certain limitations.

### Plan of Distribution

The second full paragraph on page 157 in the "Plan of Distribution" section of the prospectus and the information on page 13 of Supplement No. 5 previously revising such paragraph are revised as of the date of this supplement by the deletion of such information and the insertion of the following paragraph in lieu thereof:

Investors may agree with their broker-dealer to reduce the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

amount of selling commissions payable with respect to the sale of their shares down to zero (i) in the event that the investor has engaged the services of a registered investment advisor or other financial advisor with whom the investor has agreed to pay compensation for investment advisory services or other financial or investment advice, or (ii) in the event that the investor is investing in a bank trust account with respect to which the investor has delegated the decision-making authority for investments made in the account to a bank trust department. The net proceeds to the Wells REIT will not be affected by reducing the commissions payable in connection with such transactions. All such sales must be made through a registered broker-dealer.

### Management's Discussion and Analysis of Financial Condition and Results of Operation

The following information should be read in conjunction with the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section beginning on page 98 of the prospectus.

This section and other sections of the prospectus supplement contain forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and 21E of the Securities Exchange Act of 1934, including discussion and analysis of the financial condition of the Wells REIT, anticipated capital expenditures required to complete certain projects, our ability to make cash dividend payments to stockholders in the future and the anticipated amount of such dividends and certain other matters. Readers of this supplement should be aware that there are various factors that could cause actual results to differ materially from any forward-looking statement made in this supplement, which include changes in general economic conditions, changes in real estate conditions, construction costs which may exceed estimates, construction delays, increases in interest rates, lease-up risks, inability to obtain new tenants upon the expiration of existing leases, lack of availability of financing and the potential need to fund tenant improvements or other capital expenditures out of operating cash flow.

### Liquidity and Capital Resources

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a second public offering of up to 22,200,000 shares of common stock. We terminated our second offering on December 19, 2000. Of the \$175,229,193 raised in the second offering, we invested a total of \$147,192,522 in properties.

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of September 30, 2001, we had received an additional \$305,462,615 in gross offering proceeds from the sale of 30,546,262 shares in the third offering. As of January 15, 2002, we had raised in the aggregate a total of \$871,618,557 in offering proceeds through the sale of 87,161,856 shares of common stock. As of January 15, 2002, we had paid a total of \$30,263,772 in acquisition and

advisory fees and acquisition expenses, had paid a total of \$101,527,821 in selling commissions and organizational and offering expenses, had expended a total of \$655,340,258 for investments in real estate joint ventures and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

acquisitions of real property, had utilized \$6,939,371 for the redemption of stock pursuant to our share redemption program, and were holding net offering proceeds of \$77,547,017 available for investment in additional properties.

Cash and cash equivalents at September 30, 2001 and 2000 were \$11,132,382 and \$12,257,161, respectively. The decrease in cash and cash equivalents resulted primarily from investments in real property acquisitions which were more than offset by additional capital raised. Operating cash flows are expected to increase as additional properties are added to the Wells REIT's investment portfolio. Dividends to be distributed to the stockholders are determined by the board of directors and are dependent upon a number of factors relating to the Wells REIT, including funds available for payment of dividends, financial condition, capital expenditure requirements and annual distribution requirements in order to maintain our status as a REIT under the Internal Revenue Code. For a description of our commitment and contingent liability as a result of the Take Out Purchase and Escrow Agreement relating to the Ford Motor Credit Complex, refer to Footnote 5 of the Condensed Notes to Consolidated Financial Statements included at the end of this Supplement. As of September 30, 2001, we had acquired interests in 36 real estate properties. These properties are generating sufficient cash flows to cover our operating expenses and pay quarterly dividends. Dividends declared for the third quarter of 2001 and the third quarter of 2000 were approximately \$0.1938 and \$0.188 per share, respectively. The dividends were declared on a daily record date basis to the stockholders of record at the close of each business day during the quarter.

### Cash Flows from Operating Activities

Net cash provided by operating activities was \$26,484,288 for the nine months ended September 30, 2001 and \$6,979,295 for the nine months ended September 30, 2000. The increase in net cash provided by operating activities resulted primarily from additional rental revenues and equity income of joint ventures generated from the properties acquired during the nine months ended September 30, 2001.

### Cash Flows from Investing Activities

Net cash used in investing activities was \$155,704,215 for the nine months ended September 30, 2001 and \$115,665,441 for the nine months ended September 30, 2000. The increase in net cash used in investing activities resulted primarily from our acquisition of a greater number of properties during the first three quarters of 2001 as compared to the same period in 2000.

### Cash Flows from Financing Activities

Net cash inflows generated through financing activities increased from \$118,013,503 for the nine months ended September 30, 2000, to \$136,054,008 for the nine months ended September 30, 2001, primarily due to our raising of additional capital. We received \$297,774,927 in offering proceeds for the nine months ended September 30, 2001, as compared to \$127,695,243 for the nine months ended September 30, 2000. In addition, we received loan proceeds of \$107,587,012 and repaid notes payable in the amount of \$208,102,037 during the first three quarters of 2001.

### Results of Operations

As of September 30, 2001, the properties owned by the Wells REIT were 100% occupied. Gross revenues for the nine months ended September 30, 2001, as compared to the nine months ended September 30, 2000, increased to \$34,068,857 from \$15,734,638, respectively. This increase in gross revenues is primarily a result of additional rental revenues and equity in income of joint ventures generated from properties acquired during the prior twelve months. The purchase of interests in

additional properties also resulted in increases in operating expenses, management and leasing fees, depreciation expense, legal and accounting fees, financing costs and interest expense. Administrative costs increased from \$282,330 for the nine months ended September 30, 2000 to \$700,803 for the same period in 2001 due to a non-use fee on the unused balance of the Bank of America Note and additional taxes, license fees and postage and delivery costs associated with the purchase of additional properties. Net income increased to \$14,423,380 for the nine months ended September 30, 2001, as compared to \$5,737,537 for the nine months ended September 30, 2000. Net income per share was \$0.11 for the quarters ended September 30, 2001 and 2000, respectively, and \$0.33 per share for the nine months ended September 30, 2001, an increase from \$0.30 per share for the nine months ended September 30, 2000.

Funds from Operations

Funds from Operations (FFO), as defined by the National Association of Real Estate Investment Trusts (NAREIT), generally means net income, computed in accordance with generally accepted accounting principles (GAAP) excluding extraordinary items (as defined by GAAP) and gains (or losses) from sales of property, plus depreciation and amortization on real estate assets, and after adjustments for unconsolidated partnerships, joint ventures and subsidiaries. We believe that FFO is helpful to investors as a measure of the performance of an equity REIT. However, our calculation of FFO, while consistent with NAREIT's definition, may not be comparable to similarly titled measures presented by other REITs. Adjusted Funds from Operations (AFFO) is defined as FFO adjusted to exclude the effects of straight-line rent, loan cost amortization and other non-cash and/or unusual items. Neither FFO nor AFFO represent cash generated from operating activities in accordance with GAAP and should not be considered as alternatives to net income as an indication of our performance or to cash flows as a measure of liquidity or ability to make distributions. The following table reflects the calculation of FFO and AFFO for the three and nine months ended September 30, 2001 and 2000, respectively:

	Three Months Ended		Nine M
	September 30, 2001	September 30, 2000	September 30 2001
FUNDS FROM OPERATIONS:			
Net income	\$ 6,109,137	\$ 2,525,228	\$ 14,423,380
Add:			
Depreciation of real assets	3,947,425	2,155,366	10,341,240
Amortization of deferred leasing costs	75,837	101,598	227,510
Depreciation and amortization - unconsolidated partnerships	647,184	303,402	1,560,840
Funds from operations (FFO)	10,779,583	5,085,594	26,552,970
Adjustments:			
Loan cost amortization	236,816	64,016	528,710
Straight line rent	(707,581)	(468,487)	(1,930,290)
Straight line rent - unconsolidated			

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

partnerships	(100,432)	(78,851)	(232,67
Lease acquisition fees paid	0	0	
Lease acquisition fees paid- unconsolidated partnerships	0	(103)	(7,82
Adjusted funds from operations	\$ 10,208,386	\$ 4,602,169	\$ 24,910,89
WEIGHTED AVERAGE SHARES: BASIC AND DILUTED	54,112,446	23,920,273	43,725,92

15

Financial Statements

The consolidated balance sheets of the Wells REIT as of September 30, 2001 and December 31, 2000, and the financial statements of the Wells REIT for the periods indicated, included in this supplement, have not been audited.

The Pro Forma Balance Sheet of the Wells REIT, as of September 30, 2001, the Pro Forma Statement of Income (Loss) for the nine months ended September 30, 2001, and the Pro Forma Statement of Income (Loss) for the year ended December 31, 2000, which are included in this supplement, have not been audited.

The Statements of Revenues Over Certain Operating Expenses of the Windy Point Buildings and the Arthur Andersen Building for the year ended December 31, 2000, included in this supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said reports.

The Statements of Revenues Over Certain Operating Expenses of the Windy Point Buildings and the Arthur Andersen Building for the nine months ended September 30, 2001, included in this supplement and elsewhere in the registration statement, have not been audited.

16

INDEX TO FINANCIAL STATEMENTS

Wells Real Estate Investment Trust, Inc. and Subsidiary	Page
-----	-----
Unaudited Financial Statements	
-----	
Consolidated Balance Sheets as of September 30, 2001 and December 31, 2000	19
Consolidated Statements of Income for the three months ended September 30, 2001 and September 30, 2000 and for the nine months ended September 30, 2001 and September 30, 2000	20

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Consolidated Statements of Shareholders' Equity for the year ended December 31, 2000 and for the nine months ended September 30, 2001	21
Consolidated Statements of Cash Flows for the nine months ended September 30, 2001 and September 30, 2000	22
Condensed Notes to Consolidated Financial Statements September 30, 2001	23
Unaudited Pro Forma Financial Statements -----	
Summary of Unaudited Pro Forma Financial Statements	32
Pro Forma Balance Sheet as of September 30, 2001	33
Pro Forma Statement of Income (Loss) for the year ended December 31, 2000	35
Pro Forma Statement of Income (Loss) for the nine months ended September 30, 2001	37
 Windy Point Buildings	
Report of Independent Accountants	38
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the nine months ended September 30, 2001 (unaudited)	39
Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the nine months ended September 30, 2001 (unaudited)	40

17

 Arthur Andersen Building	
Report of Independent Accountants	42
Statements of Revenues over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the nine months ended September 30, 2001 (unaudited)	43
Notes to Statements of Revenues over Certain Operating Expenses for the year ended December 31, 2000 (audited) and for the nine months ended September 30, 2001 (unaudited)	44

18

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

CONSOLIDATED BALANCE SHEETS

	September 30, 2001
	=====
ASSETS	
REAL ESTATE, at cost:	
Land	\$ 73,985,267
Building and improvements, less accumulated depreciation of \$19,810,895 in 2001 and \$9,469,653 in 2000	381,590,591
Construction in progress	2,202,200
	-----
Total real estate	457,778,058
INVESTMENT IN JOINT VENTURES (Note 2)	71,060,872
INVESTMENT IN BONDS	22,000,000
DUE FROM AFFILIATES	1,649,205
CASH AND CASH EQUIVALENTS	11,132,382
ACCOUNTS RECEIVABLE	5,675,988
DEFERRED LEASE ACQUISITION COSTS, net	1,662,822
DEFERRED PROJECT COSTS (Note 1)	475,811
DEFERRED OFFERING COSTS (Note 1)	0
PREPAID EXPENSES AND OTHER ASSETS, net	994,809
	-----
Total assets	\$ 572,429,947
	=====
LIABILITIES AND SHAREHOLDERS' EQUITY	
Liabilities:	
Accounts payable and accrued expenses	\$ 5,475,619
Notes payable (Note 3)	49,148,162
Deferred rental income	0
Due to affiliates (Note 4)	247,131
Dividends payable	1,071,657
	-----
Total liabilities	55,942,569
	-----
COMMITMENTS AND CONTINGENCIES (Note 5)	
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,000
	-----
SHAREHOLDERS' EQUITY	
Common shares, \$.01 par value; 125,000,000 shares authorized, 61,287,300 shares issued and 60,932,270 shares outstanding at September 30, 2001, and 31,509,807 shares issued and 31,368,510 shares outstanding at December 31, 2000	612,872
Additional paid-in capital	519,224,798
Treasury stock, at cost, 355,029 shares at September 30, 2001, and 141,297 shares at December 31, 2000	(3,550,292)
	-----
Total shareholders' equity	516,287,378
	-----
Total liabilities and shareholders' equity	\$ 572,429,947
	=====

See accompanying condensed notes to consolidated financial statements.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF INCOME

	Three Months Ended		Nine Months Ended	
	September 30, 2001	September 30, 2000	September 30, 2001	September 2000
REVENUES:				
Rental income	\$11,316,960	\$ 5,819,968	\$31,028,212	\$13,712,
Equity in income of joint ventures	1,102,453	635,065	2,621,647	1,684,
Interest and other income (Note 5)	88,491	131,578	418,998	338,
	-----	-----	-----	-----
	12,507,904	6,586,611	34,068,857	15,734,
	-----	-----	-----	-----
EXPENSES:				
Operating costs, net of reimbursements	1,293,845	289,140	3,168,273	631,
Management and leasing fees	631,947	381,766	1,749,849	919,
Depreciation	3,947,425	2,155,366	10,341,242	5,084,
Administrative costs	58,843	43,979	700,803	282,
Legal and accounting	82,002	32,883	199,333	130,
Amortization of deferred financing costs	236,816	64,016	528,715	150,
Interest expense	147,889	1,094,233	2,957,262	2,798,
	-----	-----	-----	-----
	6,398,767	4,061,383	19,645,477	9,997,
	-----	-----	-----	-----
NET INCOME	\$ 6,109,137	\$ 2,525,228	\$14,423,380	\$ 5,737,
	=====	=====	=====	=====
BASIC AND DILUTED EARNINGS PER SHARE	\$ 0.11	\$ 0.11	\$ 0.33	\$ 0
	=====	=====	=====	=====

See accompanying condensed notes to consolidated financial statements.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

FOR THE YEAR ENDED DECEMBER 31, 2000

AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2001

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Common Stock		Additional	Retained	Tr
	Shares	Amount	Paid-In Capital	Earnings	Shar
BALANCE, December 31, 1999	13,471,085	\$134,710	\$115,880,885	\$ 0	
Issuance of common stock	18,038,722	180,387	180,206,833	0	
Treasury stock purchased	0	0	0	0	(141,
Net income	0	0	0	8,552,967	
Dividends (\$.73 per share)	0	0	(7,276,452)	(8,552,967)	
Sales commissions and discounts	0	0	(17,002,554)	0	
Other offering expenses	0	0	(5,369,228)	0	
BALANCE, December 31, 2000	31,509,807	315,097	266,439,484	0	(141,
Issuance of common stock	29,777,493	297,775	297,477,152	0	
Treasury stock purchased	0	0	0	0	(213,
Net income	0	0	0	14,423,380	
Dividends (\$.57 per share)	0	0	(9,125,583)	(14,423,380)	
Sales commission	0	0	(28,085,572)	0	
Other offering expenses	0	0	(7,480,683)	0	
BALANCE, September 30, 2001	61,287,300	\$612,872	\$519,224,798	\$ 0	(355,

See accompanying condensed notes to consolidated financial statements.

21

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF CASH FLOWS

	Nine Months Ended	
	September 30, 2001	September 2000
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 14,423,380	\$ 5,737
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	10,341,242	5,084
Amortization of deferred financing costs	528,715	150
Amortization of deferred leasing costs	227,510	269
Equity in income of joint ventures	(2,621,647)	(1,684)
Changes in assets and liabilities:		
Accounts receivable	(2,319,560)	(1,831)
Deferred rental income	(381,194)	(236)
Accounts payable	3,309,232	751

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Prepaid expenses and other assets, net	3,211,059	(1,411,149)
Due to affiliates	(234,449)	149
	-----	-----
Net cash provided by operating activities	26,484,288	6,979
	-----	-----
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Investments in real estate	(121,366,009)	(103,469)
Investment in joint ventures	(27,017,957)	(7,612)
Deferred project costs	(10,347,316)	(4,446)
Deferred lease acquisition costs	0	(2,241)
Distributions received from joint ventures	3,027,067	2,103
	-----	-----
Net cash used in investing activities	(155,704,215)	(115,665)
	-----	-----
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from note payable	107,587,012	67,883
Repayment of note payable	(208,102,037)	(52,903)
Dividends paid	(23,502,316)	(8,124)
Issuance of common stock	297,774,927	127,695
Sales commissions paid	(28,085,572)	(12,068)
Offering costs paid	(7,480,683)	(3,811)
Treasury stock purchased	(2,137,323)	(657)
	-----	-----
Net cash provided by financing activities	136,054,008	118,013
	-----	-----
NET INCREASE IN CASH AND CASH EQUIVALENTS	6,834,081	9,327
CASH AND CASH EQUIVALENTS, beginning of year	4,298,301	2,929
	-----	-----
CASH AND CASH EQUIVALENTS, end of period	\$ 11,132,382	\$ 12,257
	=====	=====
<b>SUPPLEMENTAL DISCLOSURE OF NONCASH ACTIVITIES:</b>		
Deferred project costs applied to Joint Ventures	\$ 1,126,657	\$ 295
	=====	=====
Deferred project costs applied to Real Estate	\$ 9,295,104	\$ 3,707
	=====	=====
Decrease in deferred offering cost accrual	\$ (1,291,376)	\$ (143)
	=====	=====
Assumption of mortgage	\$ 22,000,000	\$
	=====	=====
Investment in bonds	\$ 22,000,000	\$
	=====	=====

See accompanying condensed notes to consolidated financial statements.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONDENSED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2001

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### (a) General

Wells Real Estate Investment Trust, Inc. (the "Company") is a Maryland corporation formed on July 3, 1997. The Company is the sole general partner of Wells Operating Partnership, L.P. ("Wells OP"), a Delaware limited partnership organized for the purpose of acquiring, developing, owning, operating, improving, leasing, and otherwise managing income-producing commercial properties for investment purposes.

On January 30, 1998, the Company commenced a public offering of up to 16,500,000 shares of common stock at \$10 per share pursuant to a Registration Statement on Form S-11 under the Securities Act of 1933. The Company commenced active operations on June 5, 1998, when it received and accepted subscriptions for 125,000 shares. The Company terminated its initial public offering on December 19, 1999, and on December 20, 1999, the Company commenced a second follow-on public offering of up to 22,200,000 shares of common stock at \$10 per share. As of September 30, 2001, the Company had received gross offering proceeds of approximately \$305,462,615 from the sale of 30,546,262 shares from its third public offering. As of September 30, 2001, the Company had received aggregate gross offering proceeds of approximately \$612,872,996 from the sale of 61,287,300 shares of its common stock. After payment of \$21,326,295 in Acquisition and Advisory Fees and Acquisition Expenses, payment of \$75,253,972 in selling commissions and organization and offering expenses, and capital contributions and acquisition expenditures by Wells OP of \$504,065,814 in property acquisitions and common stock redemptions of \$3,550,292 pursuant to the Company's share repurchase program, the Company was holding net offering proceeds of \$8,676,623 available for investment in properties.

Wells OP owns interests in properties directly and through equity ownership in the following joint ventures: (i) a joint venture among Wells OP, Wells Real Estate Fund IX, L.P., Wells Real Estate Fund X, L.P., and Wells Real Estate Fund XI, L.P. (the "Fund IX-X-XI-REIT Joint Venture"), (ii) Wells/Fremont Associates (the "Fremont Joint Venture"), a joint venture between Wells OP and Fund X and Fund XI Associates, which is a joint venture between Wells Real Estate Fund X, L.P. and Wells Real Estate Fund XI, L.P. (the "Fund X-XI Joint Venture"), (iii) Wells/Orange County Associates (the "Cort Joint Venture"), a joint venture between Wells OP and the Fund X-XI Joint Venture, (iv) a joint venture among Wells OP, Wells Real Estate Fund XI, L.P., and Wells Real Estate Fund XII, L.P. (the "Fund XI-XII-REIT Joint Venture"), (v) a joint venture between Wells OP and Wells Real Estate Fund XII, L.P. (the "Fund XII-REIT Joint Venture"), (vi) the Fund VIII-IX-REIT Joint Venture, a joint venture between Wells OP and the Fund VIII-IX Joint Venture, which is a joint venture between Wells Real Estate Fund VIII, L.P. and Wells Real Estate Fund IX, L.P., and (vii) a joint venture between Wells OP and Wells Real Estate Fund XIII, L.P. (the "Fund XIII-REIT Joint Venture").

As of September 30, 2001, Wells OP owned interests in the following properties either directly or through its interest in the foregoing joint ventures: (i) a three-story office building in Knoxville, Tennessee (the "Alstom Power-Knoxville Building"), (ii) a two-story office building in Louisville, Colorado (the "Ohmeda Building"), (iii) a three-story office building in Broomfield, Colorado (the "360 Interlocken Building"), (iv) a one-story office building in Oklahoma City, Oklahoma (the "Avaya Technologies Building"), (v) a one-story warehouse and office building in Ogden, Utah (the "Iomega Building"), all five of which are owned by the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Fund IX-X-XI-REIT Joint Venture, (vi) a two-story warehouse office building in Fremont, California (the "Fremont Building"), which is owned by the Wells/ Fremont Joint Venture, (vii) a one-story warehouse and office building in Fountain Valley, California (the "Cort Building"), which is owned by the Wells/Orange County Joint Venture, (viii) a four-story office building in Tampa, Florida (the "PWC Building"), (ix) a four-story office building in Harrisburg, Pennsylvania (the "AT&T Harrisburg Building"), which are owned directly by Wells OP, (x) a two-story manufacturing and office building located in Fountain Inn, South Carolina (the "EYBL CarTex Building"), (xi) a three-story office building located in Leawood, Kansas (the "Sprint Building"), (xii) a one story office building and warehouse in Tredyffrin Township, Pennsylvania (the "Johnson Matthey Building"), (xiii) a two-story office building in Ft. Meyers, Florida (the "Gartner Building"), all four of which are owned by Fund XI-XII-REIT Joint Venture, (xiv) a two-story office building located in Lake Forest, California (the "Matsushita Building"), (xv) a four-story office building located in Richmond, Virginia (the "Alstom Power-Richmond Building"), (xvi) a two-story office building and warehouse in Wood Dale, Illinois (the "Marconi Building"), (xvii) a five-story office building in Plano, Texas (the "Cinemark Building"), (xviii) a three-story office building in Tulsa, Oklahoma (the "Metris Building"), (xix) a two-story office building in Scottsdale, Arizona (the "Dial Building"), (xx) a two-story office building in Tempe, Arizona (the "ASML Building"), (xxi) a two-story office building in Tempe, Arizona (the "Motorola-Arizona Building"), (xxii) a two-story office building in Tempe, Arizona (the "Avnet Building"), (xxiii) a three-story office building in Troy, Michigan (the "Delphi Building") all ten of which are owned directly by Wells OP, (xxiv) a three-story office building in Troy, Michigan (the "Siemens Building"), which is owned by the Wells Fund XII-REIT Joint Venture Partnership, (xxv) a two-story office building in Orange County, California (the "Quest Building"), formerly the Bake Parkway Building, previously owned by Fund VIII-IX Joint Venture, which is now owned by Fund VIII-IX-REIT Joint Venture, (xxvi) a three-story office building in South Plainfield, New Jersey (the "Motorola-New Jersey Building"), (xxvii) a nine-story office building in Minnetonka, Minnesota (the "Metris Minnetonka Building"), (xxviii) a six-story office building in Houston, Texas (the "Stone and Webster Building"), all three of which are owned directly by Wells OP, (xxix) a one-story and a two-story office building in Oklahoma City, Oklahoma (the "AT&T-Oklahoma Buildings"), which are owned by the Fund XII-REIT Joint Venture, (xxx) a three-story office building in Brentwood, Tennessee (the "Comdata Building"), which is owned by the Fund XII-REIT Joint Venture, (xxxii) a two-story office building in Jacksonville, Florida (the "Amercredit Building"), which is owned by XIII-REIT Joint Venture, (xxxiii) a seven-story office building in Quincy, Massachusetts (the "State Street Building"), (xxxiiii) two one-story office buildings in Houston, Texas (the "IKON Buildings"), (xxxv) a 14.873 acre tract of land in Irving, Texas (the "Nissan Property"), (xxxvi) a one-story office and warehouse building in Millington, Tennessee (the "Ingram Building"), and (xxxvii) a four-story office building in Cary, North Carolina (the "Lucent-NC Building"), all five of which are owned directly by Wells OP.

### (b) Deferred Project Costs

The Company pays a percentage of shareholder contributions to Wells Capital, Inc. (the "Advisor") for acquisition and advisory services. These payments, are stipulated in the prospectus. These payments may not exceed 3 1/2% of shareholders' capital contributions. Cumulative Acquisition and Advisory Fees and Acquisition Expenses paid as of September 30, 2001, amounted to \$21,326,295 and represented approximately 3 1/2% of total shareholders' capital contributions received. These fees are allocated to specific properties as they are purchased or developed and are capitalized with the real estate assets of the Company or of the joint venture invested

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in by the Company. Deferred project costs at September 30, 2001 and December 31, 2000, represent fees not yet applied to properties.

### (c) Deferred Offering Costs

Offering expenses, to the extent that they exceed 3% of gross offering proceeds, will be paid by the Advisor and not by the Company. Offering expenses do not include sales or underwriting commissions but do include such costs as certain legal and accounting fees, printing costs, and other offering expenses. As of September 30, 2001, the Advisor had paid offering expenses on behalf of the Company in an aggregate amount of \$16,891,235, which did not exceed the 3% limitation.

24

### (d) Employees

The Company has no direct employees. The employees of the Advisor perform a full range of real estate services including leasing and property management, accounting, asset management, and investor relations for the Company.

### (e) Insurance

Wells Management Company, Inc., an affiliate of the Company and the Advisor, carries comprehensive liability and extended coverage insurance with respect to all of the properties owned directly and indirectly by the Company. In the opinion of management, the properties are adequately insured.

### (f) Competition

The Company will experience competition for tenants from owners and managers of competing projects, which may include its affiliates. As a result, the Company may be required to provide free rent, reduced charges for tenant improvements and other inducements, all of which may have an adverse impact on results of operations. At the time the Company elects to dispose of its properties, the Company will also be in competition with sellers of similar properties to locate suitable purchasers for its properties.

### (g) Basis of Presentation

Substantially all of the Company's business is conducted through Wells OP. On December 31, 1997, Wells OP issued 20,000 limited partner units to the Advisor in exchange for a capital contribution of \$200,000. The Company is the sole general partner in Wells OP; consequently, the accompanying consolidated balance sheet of the Company includes the amounts of the Company and Wells OP. The Advisor, a limited partner, is not currently receiving distributions from its investment in Wells OP.

The consolidated financial statements of the Company have been prepared in accordance with instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. These quarterly statements have not been examined by independent accountants, but in the opinion of the Board of Directors, the statements for the unaudited interim periods presented include all adjustments, which are of a normal and recurring nature, necessary to present a fair presentation of the results for such periods. For further information, refer to the financial statements and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

footnotes included in the Company's Form 10-K for the year ended December 31, 2000.

### (h) Distribution Policy

The Company will make distributions each taxable year (not including a return of capital for federal income tax purposes) equal to at least 90% of its real estate investment trusts taxable income. The Company intends to make regular quarterly distributions to holders of the shares. Distributions will be made to those shareholders who are shareholders as of the record date selected by the Directors. Distributions will be declared on a monthly basis and paid on a quarterly basis during the offering period and declared and paid quarterly thereafter.

### (i) Income Taxes

The Company has made an election under Section 856 (C) of the Internal Revenue Code of 1986, as amended (the "Code"), to be taxed as a Real Estate Investment Trust ("REIT") under the Code beginning with its taxable year ended December 31, 1998. As a REIT for federal income tax purposes, the Company generally will not be subject to federal income tax on income that it distributes to its shareholders. If the Company fails to qualify as a REIT in any taxable year, it will then be subject to federal income tax on its taxable income at regular corporate rates and will not be permitted to qualify for treatment as a REIT for federal income tax purposes for four years following the year during which qualification is lost. Such an event could materially adversely affect the Company's net income and net cash available to distribute to shareholders. However, the Company believes

25

that it is organized and operates in such a manner as to qualify for treatment as a REIT and intends to continue to operate in the foreseeable future in such a manner so that the Company will remain qualified as a REIT for federal income tax purposes.

### (j) Statement of Cash Flows

For the purpose of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents include cash and short-term investments.

## 2. INVESTMENTS IN JOINT VENTURES

As of September 30, 2001, the Company, through its ownership in Wells OP, which owns interests in seven joint ventures which, in turn own 16 properties. The Company does not have control over the operations of these joint ventures; however, it does exercise significant influence. Accordingly, investment in joint ventures is recorded using the equity method.

The following describes additional investments in joint ventures which the Company made during the three months ended September 30, 2001.

### The Fund XIII-REIT Joint Venture

On June 27, 2001, Wells OP and Wells Real Estate Fund XIII, L.P. ("Wells Fund XIII") entered into a Joint Venture Partnership Agreement for the purpose of acquiring, owning, leasing, operating and managing real



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

properties. The joint venture partnership is known as the Wells Fund XIII-REIT Joint Venture (the "Fund XIII-REIT Joint Venture").

### The AmeriCredit Building

On July 16, 2001, the Fund XIII-REIT Joint Venture acquired a two-story office building containing approximately 85,000 rentable square feet on a 12.33 acre tract of land located in Clay County, Florida (the "AmeriCredit Building") from Adecco Contact Centers Jacksonville, L.L.C. pursuant to that certain Agreement for Purchase and Sale of Property between Adecco and Wells Capital, Inc., the Advisor. The rights under the agreement were assigned by Wells Capital, Inc., the original purchaser under the agreement, to the Fund XIII-REIT Joint Venture at closing. The purchase price paid for the AmeriCredit Building was \$12,500,000, excluding closing costs.

The entire 85,000 rentable square feet of the AmeriCredit Building is currently under a triple-net lease agreement with AmeriCredit dated November 20, 2000. The landlord's interest in the AmeriCredit lease was assigned to the Fund XIII-REIT Joint Venture at the closing. The initial term of the AmeriCredit lease is 10 years, which commenced June 2001 and expires in May 2011. AmeriCredit has the right to extend the AmeriCredit lease for two additional five-year periods of time.

For additional information regarding the acquisition of the AmeriCredit Building, refer to Supplement No. 3 dated July 20, 2001, to the Prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, which was filed with the Commission in Post-Effective Amendment No. 3 to the Form S-11 Registration Statement of Wells Real Estate Investment Trust, Inc. on July 23, 2001 (Commission File No. 333-44900).

26

### SUMMARY OF OPERATIONS

The following information summarizes the operations of the unconsolidated joint ventures in which the Company, through Wells OP, had ownership interests as of September 30, 2001 and 2000, respectively.

	Total Revenues		Net Income		Wells OP's
	Three Months Ended		Three Months Ended		Inco
	September 30, 2001	September 30, 2000	September 30, 2001	September 30, 2000	Three Mon
Fund IX-X-XI-REIT					
Joint Venture	\$1,082,768	\$1,087,126	\$ 669,906	\$ 678,125	\$ 24,864
Cort Joint Venture	203,812	198,885	149,477	137,099	65,272
Fremont Joint					
Venture	227,050	225,195	142,087	141,395	110,123
Fund XI-XII-REIT					
Joint Venture	843,962	844,121	520,011	532,905	295,173
Fund XII-REIT Joint					
Venture	1,409,716	376,457	814,542	252,825	447,634
Fund VIII-IX-REIT					

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Joint Venture	313,536	259,148	155,976	196,497	24,629
Fund XIII-REIT					
Joint Venture	305,600	0	155,194	0	134,758
	-----	-----	-----	-----	-----
	\$4,386,444	\$2,990,932	\$2,607,193	\$1,938,846	\$1,102,453
	=====	=====	=====	=====	=====

	Total Revenues		Net Income		Wells OP's Inc
	-----		-----		-----
	Nine Months Ended		Nine Months Ended		Nine Mon
	-----		-----		-----
	September 30, 2001	September 30, 2000	September 30, 2001	September 30, 2000	September 30, 2001
	-----	-----	-----	-----	-----
Fund IX-X-XI-REIT					
Joint Venture	\$ 3,263,864	\$3,297,516	\$2,042,759	\$1,992,374	\$ 75,817
Cort Joint Venture	602,280	596,656	414,603	422,477	181,046
Fremont Joint					
Venture	677,406	675,585	420,689	424,058	326,051
Fund XI-XII-REIT					
Joint Venture	2,533,153	2,506,049	1,534,247	1,557,772	870,883
Fund XII-REIT Joint					
Venture	3,305,911	599,032	1,847,726	402,556	967,079
Fund VIII-IX-REIT					
Joint Venture	894,460	259,148	416,328	196,497	66,013
Fund XIII-REIT					
Joint Venture	305,600	0	155,194	0	134,758
	-----	-----	-----	-----	-----
	\$11,582,674	\$7,933,986	\$6,831,546	\$4,995,734	\$2,621,647
	=====	=====	=====	=====	=====

27

3. INVESTMENTS IN REAL ESTATE

As of September 30, 2001, the Company, through its ownership in Wells OP, owns 20 properties directly. The following describes acquisitions made directly by Wells OP during the three months ended September 30, 2001.

The State Street Building

On July 30, 2001, Wells OP purchased a seven-story office building with approximately 234,668 rentable square feet located on an 11.22 acre tract of land at 1200 Crown Colony Drive, Norfolk County, Quincy, Massachusetts (the "State Street Building") from Crownview, LLC. Crownview is not affiliated with the Company or Wells Capital, Inc., our Advisor. The purchase price for the State Street Building was \$49,563,000, excluding closing costs. The entire 234,668 rentable square feet of the State Street Building is currently under a lease agreement with SSB Realty. The landlord's interest in the SSB Realty Lease was assigned to Wells OP at the closing. The current term of the lease is 10 years, which commenced on February 1, 2001, and expires on March 31, 2011. SSB Realty has the right to extend the term of this lease for one additional five-year period at the then-current fair market rental rate.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Pursuant to the SSB Realty lease, SSB Realty is required to pay its proportionate share of taxes relating to the SSB Building and all operating costs incurred by the landlord in maintaining and operating the SSB Building. In addition, the base operating costs and the base taxes will be adjusted to reflect the actual operating costs and taxes for the preceding calendar year. Wells OP, as the landlord, will be responsible for maintaining the common areas of the building, the roof, foundation, exterior walls and windows, load bearing items and the central heating, ventilation and air conditioning, electrical, mechanical and plumbing systems of the building.

For additional information regarding the acquisition of the State Street Building, refer to Supplement No. 4 dated August 10, 2001, to the Prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, which was contained in Post-Effective Amendment No. 4 to the Form S-11 Registration Statement of Wells Real Estate Investment Trust, Inc. which was filed with the Commission on October 23, 2001 (Commission File No. 333-44900).

### The IKON Buildings

On September 7, 2001, Wells OP purchased two one-story office buildings with approximately 157,900 rentable square feet located at 810 and 820 Gears Road, Harris County, Houston, Texas (the "IKON Buildings") from SV Reserve, LP. Reserve, LP is not in any way affiliated with the Company or Wells Capital, Inc., our Advisor.

The purchase price for the IKON Buildings was \$20,650,000, excluding closing costs. The entire 157,790 rentable square feet of the IKON Buildings is currently under a net lease agreement with IKON. The landlord's interest in the IKON lease was assigned to Wells OP at the closing. The current term of the lease is 10 years, which commenced on May 1, 2000 and expires on April 30, 2010. IKON has the right to extend the term of this lease for two additional five-year periods at the then-current fair market rental rate, upon 12 months prior written notice.

Pursuant to the IKON lease, IKON is required to pay all taxes relating to the IKON Buildings and all operating costs incurred by the landlord in maintaining and operating the IKON Buildings. Wells OP, as landlord, will be responsible for repairs related to insurable casualty and for maintaining the roof, foundation, exterior walls and windows, load bearing items and electrical, mechanical and plumbing systems.

For additional information regarding the acquisition of the IKON Buildings, refer to the Company's Form 8-K dated September 7, 2001, which was filed with the Commission on September 21, 2001 (Commission File No. 0-25739), and Supplement No. 5 dated October 15, 2001 to the Prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, which was contained in Post-Effective Amendment No. 4 to the Form S-11 Registration Statement of Wells Real Estate Investment Trust, Inc. which was filed with the Commission on October 23, 2001 (Commission File No. 333-44900).

### The Nissan Property

On September 19, 2001, Wells OP purchased a 14.873 acre tract of land located in Irving, Dallas County, Texas (the "Nissan Property"). Wells OP purchased the Nissan Property from the Ruth Ray and H.L. Hunt Foundation and the Ruth Foundation, each a Texas non-profit corporation and 50% owner

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

in the Nissan Property for a purchase price of \$5,545,700, excluding closing costs.

Wells OP has entered into agreements to construct a three-story office building containing 268,290 rentable square feet (the "Nissan Project") on the Nissan Property. The Nissan Project will be a concrete tilt-up, high performance glass building. The site consists of a 14,873 acre tract of land located in the Freeport Business Park.

The entire 268,290 rentable square feet of the Nissan Building is currently under a lease agreement with Nissan Motor Acceptance Corporation ("Nissan"), a wholly owned subsidiary of Nissan North America, Inc. with its corporate headquarters in Torrance, California. The initial lease term began on September 19, 2001 and will extend 10 years beyond the rent commencement date. Construction on the building is scheduled to begin on or before February 1, 2001, and is scheduled to be completed within 20 months from its commencement. The rent commencement date will occur shortly thereafter. Nissan also has the right to extend the lease for two additional five-year periods at 95% of the then current market rental rate upon written notice. The initial annual base rent payable under the Nissan lease will be \$4,225,860.

### The Ingram Micro Building

On September 27, 2001, Wells OP acquired a ground leasehold interest in a 701,819 square foot distribution facility located at 3820 Micro Drive in the City of Millington, Shelby County, Tennessee (the "Ingram Micro Building") pursuant to a Bond Real Property Lease dated December 20, 1995 (the "Bond Lease"). The rights under the Bond Lease were purchased from Ingram Micro L.P. ("Ingram") in a sale lease-back transaction for a purchase price of \$21,050,000, excluding closing costs. The Bond Lease expires on December 31, 2026. In addition, Wells OP purchased from Ingram all rights, title and interest in an Industrial Development Revenue Note Ingram Micro L.P. Series 1995 (the "Bond") issued by the Industrial Development Board of the City of Millington, Tennessee ("Board") to Lease Plan North America, Inc. ("Lease Plan") in a principal amount not to exceed \$22,000,000. The Bond is secured by a Fee Construction Mortgage Deed of Trust and Assignment of Rents and Leases dated December 20, 1995 (the "Deed of Trust") executed by the Board for the benefit of Lease Plan. Beginning in 2006, Wells OP has the option under the Bond Lease to purchase the land underlying the Ingram Micro Distribution Facility for \$100 plus satisfying the indebtedness evidenced by the Bond, which is currently held by Wells OP.

The Board, as the fee simple owner of the Ingram Micro Building, had originally entered into the Bond Lease with Lease Plan. The proceeds from the issuance of the Bond were used to finance the construction of the Ingram Micro Building. On December 20, 2000, Ingram purchased the Bond, Deed of Trust and the ground leasehold interest in the Ingram Micro Building under the Bond Lease from Lease Plan.

At closing, Wells OP entered into a new lease with Ingram pursuant to which Ingram agreed to lease the entire Ingram Micro Building from Wells OP. The Ingram lease has a term of 10 years with two successive options to extend for 10 years each. The annual base rent for the Ingram Micro Building is \$2,035,275 for years one through five of the lease term. Ingram is also required to pay as additional rent all other amounts, liabilities and obligations relating to the Ingram Micro, including all taxes, assessments, water rents, sewer rents and charges, duties, impositions, license and permit fees, charges for public utilities and other charges of every kind and nature incurred as a result of the use and occupation of the premises by Ingram.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### The Lucent Building

On September 28, 2001, Wells OP purchased a four-story office building with approximately 120,000 rentable square feet located at 200 Lucent Lane, Cary, North Carolina (the "Lucent Building"). Wells OP purchased this

29

building from Lucent Technologies, Inc. ("Lucent") pursuant to that certain Agreement for the Purchase and Sale of Property between Lucent and Wells OP for a purchase price of \$17,650,000, excluding closing costs.

The Lucent Building, which was completed in 1999, is a four-story office building located on a 29.19 acre tract of land, which includes a 11.84 acre improved tract of land and a 17.34 acre undeveloped tract of land.

The Lucent Building is located at 200 Lucent Lane in Regency Park office part in the "Research Triangle" in Cary, North Carolina, approximately 10 miles west of downtown Raleigh and 15 miles south of Raleigh-Durham International Airport.

The entire Lucent Building is currently under a lease agreement with Lucent, which does not include the 17.34 acre undeveloped tract of land described above. The current term of the lease is 10 years, which commenced September 28, 2001, and expires on September 30, 2011. Lucent has the right to extend the term of this lease for three additional five-year periods at the then-current fair market rental rate, upon 12 months prior written notice. The current annual base rent payable under the Lucent lease is \$1,800,000.

For additional information regarding the acquisitions of the Nissan property, the Ingram Micro Building and the Lucent Building, refer to the Company's Form 8-K dated September 27, 2001, which was filed with the Commission on October 10, 2001 (Commission File No. 0-25739), the Company's Form 8-K/A dated September 27, 2001, which was filed with the Commission on October 26, 2001 (Commission File No. 0-25739), and Supplement No. 5 dated October 15, 2001 to the Prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, which was filed with the Commission in Post-Effective Amendment No. 4 to the Form S-11 Registration Statement of Wells Real Estate Investment Trust, Inc. on October 23, 2001 (Commission File No. 333-44900).

#### 4. NOTES PAYABLE

Notes payable consists of loans of (i) \$21,650,000 due to Bank of America, N.A. secured by first mortgages against the ATT, Marconi, Matsushita, Motorola, NJ, Metris, MN, and Delphi Buildings, (the "Bank of America Note") (ii) \$5,498,162 due to SouthTrust Bank collateralized by Wells OP's interest in the Cinemark, Dial, ASML, Alstom Power Richmond, Avaya Technologies, Motorola, and PWC Buildings, and (iii) \$22,000,000 mortgage note secured by the Deed of Trust to the Ingram Micro Building. Cash paid for interest on the notes payable totaled \$3,466,606 for the nine months ended September 30, 2001.

#### 5. DUE TO AFFILIATES

Due to affiliates consists of amounts due to the Advisor for Acquisitions and Advisory Fees and Acquisition Expenses, deferred offering costs, and other operating expenses paid on behalf of the Company. Also included in

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

due to affiliates is the amount due to the Fund VIII-IX Joint Venture related to the Matsushita Rental Income Guaranty Agreement, which is explained in detail in the Company's Form 10-K for the year ended December 31, 2000. Aggregate payments of \$601,963 have been made as of September 30, 2001 toward funding the obligation under the Matsushita Rental Income Guaranty Agreement.

### 6. COMMITMENTS AND CONTINGENCIES

#### Take Out Purchase and Escrow Agreement

An affiliate of the Advisor ("Wells Exchange") has developed a program (the "Wells Section 1031 Program") involving the acquisition by Wells Exchange of income-producing commercial properties and the formation of a series of single member limited liability companies for the purpose of facilitating the resale of co-tenancy interests in such real estate properties to be owned in co-tenancy arrangements with persons ("1031 Participants") who are looking to invest the proceeds from a sale of real estate held for investment in another real estate investment for purposes of qualifying for like-kind exchange treatment under Section 1031 of the Code. Each of these properties will be financed by a combination of permanent first mortgage financing and interim loan financing obtained from institutional lenders.

30

Following the acquisition of each property, Wells Exchange will attempt to sell co-tenancy interests to 1031 Participants, the proceeds of which will be used to pay off the interim financing. In consideration for the payment of a Take Out Fee to the Company, and following approval of the potential property acquisition by the Company's Board of Directors, it is anticipated that Wells OP will enter into a Take Out Purchase and Escrow Agreement or similar contract providing that, in the event that Wells Exchange is unable to sell all of the co-tenancy interests in that particular property to 1031 Participants, Wells OP will purchase, at Wells Exchange's cost, any co-tenancy interests remaining unsold at the end of the offering period.

As a part of the initial transaction in the Wells Section 1031 Program, and in consideration for the payment of a Take Out Fee in the amount of \$137,500 to the Company, Wells OP entered into a Take Out Purchase and Escrow Agreement dated April 16, 2001 providing, among other things, that Wells OP is obligated to acquire, at Wells Exchange's cost (\$839,694 in cash plus \$832,060 of assumed debt for each 7.63358% interest of co-tenancy interest unsold), any unsold co-tenancy interests in the building known as the Ford Motor Credit Complex which remain unsold at the expiration of the offering of Wells Exchange, which has been extended to February 28, 2002, which is also the maturity date of the interim loan relating to such property. The Ford Motor Credit Complex consists of two connecting office buildings containing 167,438 rentable square feet located in Colorado Springs, Colorado currently under a triple-net lease with Ford Motor Credit Company, a wholly owned subsidiary of Ford Motor Company, which is the world's largest automotive finance company with more than 10 million customers in 40 countries.

The obligations of Wells OP under the Take Out Purchase and Escrow Agreement are secured by reserving against Wells OP's existing line of credit with Bank of America, N.A. (the "Interim Lender"). If, for any reason, Wells OP fails to acquire any of the co-tenancy interests in the Ford Motor Credit Complex which remain unsold as of February 28, 2002, or there is otherwise an uncured default under the interim loan or the line of credit documents, the Interim Lender is authorized to draw down Wells OP's

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

line of credit in the amount necessary to pay the outstanding balance of the interim loan in full, in which event the appropriate amount of co-tenancy interests in the Ford Motor Credit Complex would be deeded to Wells OP. Wells OP's maximum economic exposure in the transaction is \$11,000,000, in which event Wells OP would acquire the Ford Motor Credit Complex for \$11,000,000 in cash plus assumption of the first mortgage financing in the amount of \$10,900,000. If some, but not all, of the co-tenancy interests are sold, Wells OP's exposure would be less, and it would own an interest in the property in co-tenancy with the 1031 Participants who had previously acquired co-tenancy interests in the Ford Motor Credit Complex from Wells Exchange.

For further information regarding the Wells Section 1031 Program, refer to Supplement No. 2 dated April 25, 2001 to the Prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, which was filed with the Commission in Post-Effective Amendment No. 2 to the Form S-11 Registration Statement of Wells Real Estate Investment Trust, Inc. on April 25, 2001 (Commission File No. 333-44900).

31

WELLS REAL ESTATE INVESTMENT TRUST, INC.

UNAUDITED PRO FORMA FINANCIAL STATEMENTS

The following unaudited pro forma balance sheet as of September 30, 2001 has been prepared to give effect to the acquisition of the ADIC Buildings by Wells XIII-REIT Joint Venture, a joint venture partnership between Wells Real Estate Fund XIII, L.P. and Wells Operating Partnership, L.P. ("Wells OP"), and the acquisitions of the Convergys Building, the Windy Point Buildings and the Arthur Andersen Building by Wells OP as if the acquisitions occurred on September 30, 2001.

The following unaudited pro forma statement of income (loss) for the nine months ended September 30, 2001 had been prepared to give effect to the acquisitions of the Comdata Building, the AmeriCredit Building, the State Street Building, the IKON Buildings, the Ingram Micro Distribution Facility, the Lucent Building, the Nissan Property (collectively, the "Prior Acquisitions"), the ADIC Buildings, the Convergys Building, the Windy Point Buildings and the Arthur Andersen Building as if the acquisitions occurred on January 1, 2001.

The following unaudited pro forma statement of income (loss) for the year ended December 31, 2000 has been prepared to give effect to the acquisitions of the Comdata Building, the State Street Bank Building, the IKON Buildings, the Ingram Micro Distribution Facility, the Lucent Building (collectively, the "Prior Acquisitions"), the Windy Point Buildings and the Arthur Andersen Building as if the acquisitions occurred on January 1, 2000. Operations commenced during 2001 for the following properties acquired: The AmeriCredit Building (June 2001), the Convergys Building (September 2001), and the ADIC Buildings (December 2001). The Nissan Property had no operations during 2001 or 2000.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of the Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP. Accordingly, the accounts of Wells OP are consolidated with the accompanying pro forma financials statements of Wells Real Estate Investment Trust, Inc.

These unaudited pro forma financial statements are prepared for informational

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions of the Comdata Building, the AmeriCredit Building, the State Street Bank Building, the IKON Buildings, the Ingram Micro Distribution Facility, the Lucent Building, the Nissan Property, the ADIC Buildings, the Convergys Building, the Windy Point Buildings and the Arthur Andersen Building been consummated at the beginning of the periods presented.

As of September 30, 2001, the date of the accompanying pro forma balance sheet, Wells OP held cash of \$11,132,382. The additional cash used to purchase the Convergys Building, the Windy Point Buildings and the Arthur Andersen Building, including deferred project costs paid to Wells Capital, Inc. (an affiliate of Wells OP), was raised through the issuance of additional shares subsequent to September 30, 2001. This balance is reflected as purchase consideration payable in the accompanying pro forma balance sheet.

32

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA BALANCE SHEET

SEPTEMBER 30, 2001

(Unaudited)

#### ASSETS

	Wells Real Estate Investment Trust, Inc.	ADIC Buildings	Convergys
			Pro Forma Adj
REAL ESTATE ASSETS, at cost:			
Land	\$ 73,985,267	\$ 0	\$ 3,500,000 (a) 145,833 (d)
Building, less accumulated depreciation of \$19,810,895	381,590,591	0	9,997,361 (a) 416,557 (d)
Construction in progress	2,202,200	0	
Total real estate assets	457,778,058	0	14,059,751
CASH AND CASH EQUIVALENTS	11,132,382	(6,671,075) (a)	(4,461,307) (a)
INVESTMENT IN JOINT VENTURES	71,060,872	6,949,036 (b)	0
INVESTMENT IN BONDS	22,000,000	0	0
ACCOUNTS RECEIVABLE	5,675,988	0	0
DEFERRED LEASE ACQUISITION COSTS	1,662,822	0	0
DEFERRED PROJECT COSTS	475,811	(277,961) (c)	(197,850) (d)



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

DEFERRED OFFERING COSTS	0	0	0
DUE FROM AFFILIATES	1,649,205	0	0
PREPAID EXPENSES AND OTHER ASSETS	994,809	0	0
	-----	-----	-----
Total assets	\$572,429,947	\$ 0	\$ 9,400,594
	=====	=====	=====

	Pro Forma Total
	-----
REAL ESTATE ASSETS, at cost:	
Land	\$ 87,693,600
Building, less accumulated depreciation of \$19,810,895	495,338,401
Construction in progress	2,202,200
Total real estate assets	----- 585,234,201 -----
CASH AND CASH EQUIVALENTS	0
INVESTMENT IN JOINT VENTURES	78,009,908
INVESTMENT IN BONDS	22,000,000
ACCOUNTS RECEIVABLE	5,675,988
DEFERRED LEASE ACQUISITION COSTS	1,662,822
DEFERRED PROJECT COSTS	0
DEFERRED OFFERING COSTS	0
DUE FROM AFFILIATES	1,649,205
PREPAID EXPENSES AND OTHER ASSETS	994,809
Total assets	----- \$695,226,933 =====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Pro Forma A

	Wells Real Estate Investment Trust, Inc.	ADIC Buildings	Convergys
<b>LIABILITIES:</b>			
Accounts payable and accrued expenses	\$ 5,475,619	\$ 0	\$ 0
Notes payable	49,148,162	0	0
Purchase Consideration Payable	0	0	9,036,054 (a)
Dividends payable	1,071,657	0	0
Due to affiliate	247,131	0	364,540 (d)
Deferred rental income	0	0	0
Total liabilities	55,942,569	0	9,400,594
<b>COMMITMENTS AND CONTINGENCIES</b>			
<b>MINORITY INTEREST OF UNIT HOLDER</b>			
IN OPERATING PARTNERSHIP	200,000	0	0
<b>SHAREHOLDERS' EQUITY:</b>			
Common shares, \$.01 par value; 125,000,000 shares authorized, 61,287,300 shares issued and 60,932,270 shares outstanding	612,872	0	0
Additional paid-in capital	519,224,798	0	0
Treasury stock, at cost, 355,029 shares	(3,550,292)	0	0
Total shareholders' equity	516,287,378	0	0
Total liabilities and shareholders' equity	\$572,429,947	\$ 0	\$9,400,594

Pro Forma Total

**LIABILITIES:**

Accounts payable and accrued expenses	\$ 5,475,619
Notes payable	49,148,162
Purchase Consideration Payable	117,896,590
Dividends payable	1,071,657
Due to affiliate	5,147,527
Deferred rental income	0
Total liabilities	178,739,555

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

-----	
COMMITMENTS AND CONTINGENCIES	
MINORITY INTEREST OF UNIT HOLDER	
IN OPERATING PARTNERSHIP	200,000
-----	
SHAREHOLDERS' EQUITY:	
Common shares, \$.01 par value;	
125,000,000 shares authorized,	
61,287,300 shares issued and	
60,932,270 shares outstanding	612,872
Additional paid-in capital	519,224,798
Treasury stock, at cost, 355,029	
shares	(3,550,292)
-----	
Total shareholders' equity	516,287,378
-----	
Total liabilities and	
shareholders' equity	\$695,226,933
=====	

- (a) Reflects Wells Real Estate Investment Trust, Inc.'s purchase price for the land and building.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s contribution to Wells XIII-REIT Joint Venture
- (c) Reflects deferred project costs contributed to Wells XIII-REIT Joint Venture at approximately 4.17% of the purchase price.
- (d) Reflects deferred project costs applied to the land and building at approximately 4.17% of the purchase price.

34

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2001

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	Prior Acquisitions	Pro Forma A Convergys
	-----	-----	-----
REVENUES:			
Rental income	\$31,028,212	\$ 8,738,526 (a)	\$116,533 (a)
Equity in income of joint ventures	2,621,647	328,061 (b)	0
		107,410 (c)	
Interest income	418,998	(418,998) (d)	0
		1,320,000 (e)	
	-----	-----	-----
	34,068,857	10,074,999	116,533

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

EXPENSES:	-----	-----	-----
Depreciation and amortization	10,341,242	2,554,687 (f)	34,713 (f)
Interest	2,957,262	3,674,732 (g)	0
		1,320,000 (h)	
Operating costs, net of reimbursements	3,168,273	2,819,212 (i)	600 (i)
Management and leasing fees	1,749,849	393,234 (j)	5,244 (j)
General and administrative	700,803	0	0
Amortization of deferred financing costs	528,715	0	0
Legal and accounting	199,333	0	0
	-----	-----	-----
	19,645,477	10,761,865	40,557
	-----	-----	-----
NET INCOME (LOSS)	\$14,423,380	\$ (686,866)	\$ 75,976
	-----	-----	-----
EARNINGS PER SHARE, basic and diluted	\$ 0.33		
	=====		
WEIGHTED AVERAGE SHARES, basic and diluted	43,707,212		
	=====		

	Pro Forma
	Total
	-----
REVENUES:	
Rental income	\$44,026,803
Equity in income of joint ventures	3,057,118
Interest income	0
	1,320,000
	-----
	48,403,921
	-----
EXPENSES:	
Depreciation and amortization	16,030,658
Interest	7,951,994
Operating costs, net of reimbursements	6,280,293
Management and leasing fees	2,334,786
General and administrative	700,803
Amortization of deferred financing costs	528,715
Legal and accounting	199,333
	-----
	34,026,582
	-----
NET INCOME (LOSS)	\$14,377,339
	=====
EARNINGS PER SHARE, basic and diluted	\$ 0.33
	=====
WEIGHTED AVERAGE SHARES, basic and diluted	\$43,707,212
	=====

The accompanying notes are an integral part of these statements.

- (a) Rental income is recognized on a straight-line basis.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of Wells XII-REIT Joint Venture, a joint venture partnership between Wells Real Estate Fund XII, L.P. and Wells OP, related to the acquisition of the Comdata Building. The pro forma adjustment results from rental revenues less operating expenses, management fees and depreciation.
- (c) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of Wells XIII-REIT Joint Venture related to the acquisition of the AmeriCredit Building. The pro forma adjustment results from rental revenues less operating expenses, management fees and depreciation.
- (d) Represent forgone interest income related to cash utilized to purchase the prior acquisitions.
- (e) Represents interest income on the \$22,000,000 investment in bonds due from the Industrial Development Authority, which earns interest at 8% per annum.
- (f) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.
- (g) Represents interest expense on the \$96,265,863 of cumulative borrowings due to Bank of America, N.A., which bears interest at approximately 6.5% during the period from January 1, 2001 through the respective acquisition dates.
- (h) Represents interest expense on the \$22,000,000 mortgage note payable to the Industrial Development Authority, which bears interest at 8%.
- (i) Consists of nonreimbursable operating expenses.
- (j) Management and leasing fees are calculated at 4.5% of rental income.

## WELLS REAL ESTATE INVESTMENT TRUST, INC.

## PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE YEAR ENDED DECEMBER 31, 2000

(Unaudited)

	Wells Real Estate Investment Trust, Inc.	----- Prior Acquisitions -----	Pro Forma Adjustments ----- Windy Point Buildings -----
REVENUES:			
Rental income	\$20,505,000	\$ 8,572,880 (a)	\$ 2,576,653 (a)
Equity in income of joint ventures	2,293,873	930,181 (b)	0
Interest income	520,924	(520,924) (c)	0

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	0	1,760,000 (d)	0
Other income	53,409	0	0
	-----	-----	-----
	23,373,206	10,742,137	2,576,653
	-----	-----	-----
EXPENSES:			
Depreciation and amortization	7,743,551	3,868,420 (e)	3,323,151 (e)
Interest	4,199,461	7,053,062 (f)	0
		1,760,000 (g)	
Operating costs, net of reimbursements	888,091	553,347 (h)	144,790 (h)
Management and leasing fees	1,309,974	385,780 (i)	115,488 (i)
General and administrative	426,680	0	0
Legal and accounting	240,209	0	0
Computer costs	12,273	0	0
	-----	-----	-----
	14,820,239	13,620,609	3,583,429
	-----	-----	-----
NET INCOME (LOSS)	\$ 8,552,967	\$ (2,878,472)	\$ (1,006,776)
	=====	=====	=====
EARNINGS PER SHARE, basic and diluted	\$0.40		
	=====		
WEIGHTED AVERAGE SHARES, basic and diluted	21,382,418		
	=====		

- (a) Rental Income is recognized on a straight-line basis.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of Wells XII-REIT Joint Venture, a joint venture partnership between Wells Real Estate Fund XII, L.P. and Wells OP, related to the acquisition of the Comdata Building. The pro forma adjustment results from rental revenues less operating expenses, management fees and depreciation.
- (c) Represent forgone interest income related to cash utilized to purchase the prior acquisitions.
- (d) Represents interest income on the \$22,000,000 investment in bonds due from the Industrial Development Authority, which earns interest at 8%.
- (e) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.
- (f) Represents interest expense on the \$85,525,863 of cumulative borrowings due to Bank of America, N.A., which bears interest at approximately 8.3% during the year ended December 31, 2000.
- (g) Represents interest expense on the \$22,000,000 mortgage note payable to the Industrial Development Authority, which bears interest at 8%.
- (h) Consists of nonreimbursable operating expenses.
- (i) Management and leasing fees are calculated at 4.5% of rental income.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the WINDY POINT BUILDINGS for the year ended December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would be comparable with those resulting from the operations of the Windy Point Buildings after acquisition by the Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Windy Point Buildings' revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Windy Point Buildings for the year ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

ARTHUR ANDERSEN LLP

Atlanta, Georgia  
January 11, 2002

38

WINDY POINT BUILDINGS

STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000 (AUDITED)

2001

2000

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	----- (Unaudited)	-----
RENTAL REVENUES	\$2,566,407	\$2,576,653
OPERATING EXPENSES, net of reimbursements	185,383	144,790
REVENUES OVER CERTAIN OPERATING EXPENSES	----- \$2,381,024 =====	----- \$2,431,863 =====

The accompanying notes are an integral part of these statements.

39

WINDY POINT BUILDINGS

NOTES TO STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000 (AUDITED)

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On December 31, 2001, the Wells Operating Partnership, L.P. ("Wells OP") acquired the Windy Point Buildings from Windy Point of Schaumburg, LLC (the "Seller"). Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP. The Seller is not in anyway affiliated with Wells OP.

Zurich American Insurance, Inc. ("Zurich") and TCI Great Lakes, Inc. ("TCI") currently occupy 300,034 square feet and 129,157 square feet, respectively, of the total 486,956 rentable square feet of the two multi-story office buildings comprising the Windy Point Buildings under net lease agreements (the "Zurich Lease" and the "TCI Lease", respectively). The Seller's interests in the Zurich Lease and the TCI Lease were assigned to Wells OP at the closing. The initial term of the Zurich Lease commenced on September 1, 2001 and expires on August 31, 2011. The initial term of the TCI Lease commenced on December 1, 1999 and expires on November 30, 2009. Zurich and TCI have the right to extend their respective leases for two additional periods of five years each at the corresponding then current fair market rental rates.

Under the Zurich lease, Zurich is required to pay, as additional monthly rent, its proportionate share of all controllable costs including, but not limited to, costs for electricity, fuel, insurance, snow removal and the wages for union employees. Beginning with the third lease year, controllable expenses for any lease year shall not exceed an amount equal to the product of total actual controllable expenses for the preceding lease year multiplied by 1.04. Zurich is also required to pay its



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

proportionate share of property taxes not to exceed (a) for calendar year 2001: \$1.63 per rentable square foot, and (b) for calendar year 2002 and thereafter: the sum of \$3.17, plus the amount which \$1.63 exceeded actual controllable costs during calendar year 2001, per rentable square foot. Under the TCI lease, TCI is required to pay, as additional monthly rent, its proportionate share of operating expenses and property taxes subject to the following limitations: (a) for the first lease year: not to exceed \$7.36 per rentable square foot, (b) for the second lease year: not to exceed \$9.14 per rentable square foot, (c) for the third lease year: no limitations, and (d) for the fourth lease year and thereafter: not to exceed more than 5% of controllable costs for the immediately preceding lease year, including cleaning and landscaping services. Under the TCI lease, the following items are specifically excluded from the definition of controllable costs: electricity, fuels, insurance, snow-plowing, and wages of union employees. Wells OP will be responsible for repairing and maintaining all structural elements of the premises including the roof, exterior walls and windows, parking areas, walkways, internal common areas, building systems including plumbing, heating, ventilating and air conditioning, and providing landscaping services.

40

The remaining rentable square footage of the Windy Point Buildings is occupied by the following tenants: Global Knowledge Network, Inc. (22,028 square feet), National Semiconductor Corporation (6,294 square feet), Cushman & Wakefield (1,121 square feet), and G&R Service Management II, Inc. (1,469 square feet). Additionally, SprintCom, Inc. leases an antenna on the roof of the Windy Point Buildings, which is not included in the property's total rentable square footage.

### Rental Revenues

Rental income is recognized on a straight-line basis over the terms of respective leases.

## 2. BASIS OF ACCOUNTING

The accompanying statements of revenues over certain operating expenses are presented on the accrual basis. These statements have been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses, such as depreciation, interest, and management fees. Therefore, these statements are not comparable to the operations of the Windy Point Buildings after acquisition by Wells OP.

41

## REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

expenses for the ARTHUR ANDERSEN BUILDING for the year ended December 31, 2000. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would be comparable with those resulting from the operations of the Arthur Andersen Building after acquisition by the Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Arthur Andersen Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Arthur Andersen Building for the year ended December 31, 2000 in conformity with accounting principles generally accepted in the United States.

ARTHUR ANDERSEN LLP

Atlanta, Georgia  
January 14, 2002

42

### ARTHUR ANDERSEN BUILDING

#### STATEMENTS OF REVENUES

#### OVER CERTAIN OPERATING EXPENSES

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2001 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2000 (AUDITED)

	2001	2000
	-----	-----
	(Unaudited)	
RENTAL REVENUES	\$1,577,125	\$2,102,834
OPERATING EXPENSES, net of reimbursements	106,825	122,704
	-----	-----
REVENUES OVER CERTAIN OPERATING EXPENSES	\$1,470,300	\$1,980,130

=====

The accompanying notes are an integral part of these statements.

43

ARTHUR ANDERSEN BUILDING

NOTES TO STATEMENTS OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2000 (UNAUDITED)

AND THE YEAR ENDED DECEMBER 31, 2001 (AUDITED)

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On January 11, 2002, the Wells Operating Partnership, L.P. ("Wells OP") acquired the Arthur Andersen Building from Sarasota Haskell, LLC ("Haskell"). Wells OP is a Delaware limited partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP. The Seller is not in anyway affiliated with Wells OP.

Arthur Andersen, LLP ("Andersen") currently occupies the entire 157,704 rentable square feet of the three-story office building under a net lease agreement (the "Andersen Lease"). Haskell's interest in the Andersen Lease was assigned to Wells OP at the closing. The initial term of the Andersen Lease commenced on November 1, 1999 and expires on October 31, 2009. Andersen has the right to extend the Andersen Lease for two additional periods of five years at a rate equal to 90% of the then current fair market rental rates. Under the Andersen Lease, Andersen is required to pay, as additional monthly rent, all operating costs, including but not limited to electricity, water, heating, air cooling, property and personal insurance and property taxes. In addition, Andersen is responsible for all routine maintenance and repairs to the interior of the Arthur Andersen Building. Wells OP is responsible for the repair and replacement of the exterior walls, foundation, roof, plumbing, elevators, HVAC systems, fire protection systems and other mechanical systems of the Arthur Andersen Building.

Rental Revenues

Rental income is recognized on a straight-line basis over the term of the Andersen lease.

2. BASIS OF ACCOUNTING

The accompanying statements of revenues over certain operating expenses are presented on the accrual basis. These statements have been prepared in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses, such as depreciation,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

interest, and management fees. Therefore, these statements are not comparable to the operations of the Arthur Andersen Building after acquisition by Wells OP.

44

### WELLS REAL ESTATE INVESTMENT TRUST, INC. SUPPLEMENT NO. 7 DATED MARCH 30, 2002 TO THE PROSPECTUS DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, Supplement No. 3 dated July 20, 2001, Supplement No. 4 dated August 10, 2001, Supplement No. 5 dated October 15, 2001 and Supplement No. 6 dated January 20, 2002. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) Status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) Declaration of dividends for the second quarter of 2002;
- (3) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (4) Updated audited financial statements of the Wells REIT, and unaudited Schedule III-Real Estate Investments and Accumulated Depreciation; and
- (5) Updated prior performance tables.

#### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced our second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of March 25, 2002, we had received an additional \$771,748,412 in gross offering proceeds from the sale of 77,174,841 shares in the third offering. Accordingly, as of March 25, 2002, we had received in the aggregate approximately \$1,079,159,524 in gross offering proceeds from the sale of 107,915,952 shares of our common stock.

#### Dividends

On March 6, 2002, our board of directors declared dividends for the second quarter of 2002 in the amount of \$0.19375 per share, or a 7.75%

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

annualized percentage return on an investment of \$10.00 per share, payable to our stockholders on a daily record basis. Below is a table reflecting the level of dividends declared and paid to date:

1

Quarter -----	Approximate Amount (Rounded) -----	Annualized Percentage Return on an Investment of \$10 per Share -----
3/rd/ Qtr. 1998	\$0.150 per share	6.00%
4/th/ Qtr. 1998	\$0.163 per share	6.50%
1/st/ Qtr. 1999	\$0.175 per share	7.00%
2/nd/ Qtr. 1999	\$0.175 per share	7.00%
3/rd/ Qtr. 1999	\$0.175 per share	7.00%
4/th/ Qtr. 1999	\$0.175 per share	7.00%
1/st/ Qtr. 2000	\$0.175 per share	7.00%
2/nd/ Qtr. 2000	\$0.181 per share	7.25%
3/rd/ Qtr. 2000	\$0.188 per share	7.50%
4/th/ Qtr. 2000	\$0.188 per share	7.50%
1/st/ Qtr. 2001	\$0.188 per share	7.50%
2/nd/ Qtr. 2001	\$0.188 per share	7.50%
3/rd/ Qtr. 2001	\$0.188 per share	7.50%
4/th/ Qtr. 2001	\$0.194 per share	7.75%
1/st/ Qtr. 2002	\$0.194 per share	7.75%
2/nd/ Qtr. 2002	\$0.194 per share	7.75%

### Management's Discussion and Analysis of Financial Condition and Results of Operation

The following information should be read in conjunction with the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section beginning on page 98 of the prospectus. The following discussion and analysis should also be read in conjunction with our accompanying financial statements and notes thereto.

### Forward Looking Statements

This section and other sections in the prospectus contain forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and 21E of the Securities Exchange Act of 1934, including discussion and analysis of the financial condition of the Wells REIT, anticipated capital expenditures required to complete certain projects, amounts of anticipated cash distributions to stockholders in the future and certain other matters. Readers of this prospectus should be aware that there are various factors that could cause actual results to differ materially from any forward-looking statements made in this prospectus, which include changes in general economic conditions, changes in real estate conditions, construction costs which may exceed estimates, construction delays, increases in interest rates, lease-up risks, inability to obtain new tenants upon the expiration of existing leases, and the potential need to fund tenant improvements or other capital expenditures out of

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

operating cash flow.

We have made an election under Section 856 (c) of the Internal Revenue Code (Code) to be taxed as a REIT under the Code beginning with its taxable year ended December 31, 1999. As a REIT for federal income tax purposes, we generally will not be subject to Federal income tax on income that we distribute to our stockholders. If we fail to qualify as a REIT in any taxable year, we will be subject to federal income tax on our taxable income at regular corporate rates and will not be permitted to qualify

2

for treatment as a REIT for federal income tax purposes for four years following the year in which our qualification is lost. Such an event could materially, adversely affect our net income. However, we believe that we are organized and operate in a manner, which has enabled us to qualify for treatment as a REIT for federal income tax purposes during the year ended December 31, 2001. In addition, we intend to continue to operate the Wells REIT so as to remain qualified as a REIT for federal income tax purposes.

### Liquidity and Capital Resources

#### General

During the fiscal year ended December 31, 2001, we received aggregate gross offering proceeds of \$522,516,620 from the sale of 52,251,662 shares of our common stock. After payment of \$18,143,307 in acquisition and advisory fees and acquisition expenses, payment of \$58,387,809 in selling commissions and organization and offering expenses, and common stock redemptions of \$4,137,427 pursuant to our share redemption program, we raised net offering proceeds available for investment in properties of \$441,848,077 during 2001.

As of December 31, 2001, we had received aggregate gross offering proceeds of approximately \$837,614,690 from the sale of 83,761,469 shares of our common stock to 84,002 investors. After payment of \$29,122,286 in acquisition and advisory fees and acquisition expenses, payment of \$98,125,735 in selling commissions and organization and offering expenses, capital contributions to joint ventures and acquisitions expenditures by Wells OP of \$642,106,041 in property acquisitions, and common stock redemptions of \$5,550,396 pursuant to our share redemption program, we held net offering proceeds of \$62,711,000 available for investment in properties, as of December 31, 2001. As of March 25, 2002, we had received aggregate gross offering proceeds of approximately \$1,079,159,524 from the sale of 107,915,952 shares of our common stock to 27,809 investors.

The net increase in cash and cash equivalents during 2001, as compared to 2000, is primarily the result of raising \$522,516,620 in capital contributions from the sale of 52,251,662 shares of common stock, offset by the acquisition of nine properties during 2001, and the payment of acquisition and advisory fees and acquisition expenses, commissions, organization and offering costs and capital contributions to joint ventures.

As of December 31, 2001, we owned interests in 39 real estate properties either directly or through interests in joint ventures. These properties are generating operating cash flow sufficient to cover our operating expenses and pay dividends to our stockholders. We pay dividends on a quarterly basis regardless of the frequency with which such distributions are declared. Dividends will be paid to investors who are stockholders as of the record dates selected by our board of directors. We currently calculate quarterly dividends based on the daily record and dividend declaration dates; thus, stockholders are

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

entitled to receive dividends immediately upon the purchase of shares. Dividends declared during 2001 and 2000 totaled \$.76 per share and \$.73 per share, respectively. Although we can make no assurance, we anticipate that dividend distributions to stockholders will continue in 2002 at a level at least comparable with 2001 dividend distributions.

Dividends to be distributed to the stockholders are determined by our board of directors and are dependent on a number of factors, including funds available for payment of dividends, financial condition, capital expenditure requirements and annual distribution requirements in order to maintain our status as a REIT under the Internal Revenue Code. Operating cash flows are expected to increase as additional properties are added to our investment portfolio.

3

### Cash Flows From Operating Activities

Our net cash provided by operating activities was \$42,349,342 for 2001, \$7,319,639 for 2000 and \$4,008,275 for 1999. The increase in net cash provided by operating activities was due primarily to the net income generated by properties acquired during 2000 and 2001.

### Cash Flows Used In Investing Activities

Our net cash used in investing activities was \$274,605,735 for 2001, \$249,316,460 for 2000 and \$105,394,956 for 1999. The increase in net cash used in investing activities was due primarily to investments in properties, directly and through contributions to joint ventures, and the payment of related deferred project costs.

### Cash Flows From Financing Activities

Our net cash provided by financing activities was \$303,544,260 for 2001, \$243,365,318 for 2000, and \$96,337,082 for 1999. The increase in net cash provided by financing activities was due primarily to the raising of additional capital offset by the repayment of notes payable. We raised \$522,516,620 in offering proceeds for fiscal year ended December 31, 2001, as compared to \$180,387,220 for fiscal year ended December 31, 2000, and \$103,169,490 for fiscal year ended December 31, 1999. In addition, we received loan proceeds from financing secured by properties of \$110,243,145 and repaid notes payable in the amount of \$229,781,888 for fiscal year ended December 31, 2001.

### Results of Operations

As of December 31, 2001, our real estate properties were 100% leased to tenants. Gross revenues were \$49,308,802 for the fiscal year ended December 31, 2001, \$23,373,206 for fiscal year ended December 31, 2000 and \$6,495,395 for fiscal year ended December 31, 1999. Gross revenues for the year ended December 31, 2001, 2000 and 1999 were attributable to rental income, interest income earned on funds we held prior to the investment in properties, and income earned from joint ventures. The increase in revenues in 2001 was primarily attributable to the purchase of additional properties during 2000 and 2001. The purchase of additional properties also resulted in an increase in expenses which totaled \$27,584,835 for the year ended December 31, 2001, \$14,820,239 for the year ended December 31, 2000 and \$2,610,746 for the year ended December 31, 1999. Expenses in 2001, 2000 and 1999 consisted primarily of depreciation, interest expense and management and leasing fees. Our net income also increased from \$3,884,649 for fiscal year ended December 31, 1999 to \$8,552,967 for fiscal year ended December 31, 2000 to \$21,723,967 for the year ended December 31, 2001.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Property Operations

The following table summarizes the operations of the joint ventures in which we owned an interest as of December 31, 2001, 2000 and 1999:

	Total Revenue			Net Income		
	For Years Ended December 31			For Years Ended December 31		
	2001	2000	1999	2001	2000	1999
Fund IX-X-XI-REIT Joint Venture	\$ 4,344,209	\$ 4,388,193	\$4,053,042	\$2,684,837	\$2,669,143	\$2,172,244
Orange County Joint Venture	797,937	795,545	795,545	546,171	568,961	550,952
Fremont Joint Venture	907,673	902,946	902,946	562,893	563,133	559,174
Fund XI-XII-REIT Joint Venture	3,371,067	3,349,186	1,443,503	2,064,911	2,078,556	853,073
Fund XII-REIT Joint Venture	4,708,467	976,865	N/A	2,611,522	614,250	N/A
Fund VIII-IX-REIT Joint Venture	1,208,724	563,049	N/A	566,840	309,893	N/A
Fund XIII-REIT Joint Venture	706,373	N/A	N/A	356,355	N/A	N/A
	\$16,044,450	\$10,975,784	\$7,195,036	\$8,977,529	\$6,803,936	\$4,135,443

Subsequent Events

As described in Supplement No. 6 to our prospectus dated January 20, 2002, on January 11, 2002, Wells OP purchased a three-story office building containing approximately 157,700 rentable square feet (Arthur Andersen Building) on a 9.8 acre tract of land located in Sarasota County, Florida for a purchase price of \$21,400,000. The Arthur Andersen Building is leased to Arthur Andersen LLP (Andersen). The current term of the Andersen lease is 10 years, which commenced on November 11, 1998 and expires on October 31, 2009. Andersen has the right to extend the initial 10-year term of its lease for two additional five-year periods at 90% of the ten-current market rental rate. The current annual base rent payable under the Andersen lease is \$1,988,454. Andersen has the option to purchase the Arthur Andersen Building prior to the end of the fifth lease year for \$23,250,000 and again at the expiration of the initial lease term for \$25,148,000.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

On March 6, 2002, our board of directors declared dividends for the second quarter of 2002 in the amount of \$0.19375 per share, or a 7.75% annualized percentage return on an investment of \$10.00 per share, payable to our stockholders on a daily record basis.

### Funds from Operations

Funds from Operations (FFO), as defined by the National Association of Real Estate Investment Trusts (NAREIT), generally means net income, computed in accordance with GAAP excluding extraordinary items (as defined by GAAP) and gains (or losses) from sales of property, plus depreciation and amortization on real estate assets, and after adjustments for unconsolidated partnerships, joint ventures and subsidiaries. We believe that FFO is helpful to investors as a measure of the performance of an equity REIT. However, our calculation of FFO, while consistent with NAREIT's definition, may not be comparable to similarly titled measures presented by other REITs. Adjusted Funds from Operations (AFFO) is defined as FFO adjusted to exclude the effects of straight-line rent adjustments, deferred loan cost amortization and other non-cash and/or unusual items. Neither FFO nor AFFO represent cash

5

generated from operating activities in accordance with GAAP and should not be considered as alternatives to net income as an indication of our performance or to cash flows as a measure of liquidity or ability to make distributions.

The following table reflects the calculation of FFO and AFFO for the three years ended December 31, 2001, 2000, and 1999, respectively:

	December 31, 2001	December 31, 2000	December 31, 1999
<b>FUNDS FROM OPERATIONS:</b>			
Net income	\$ 21,723,967	\$ 8,552,967	\$ 3,884,
Add:			
Depreciation of real assets	15,344,801	7,743,550	1,726,
Amortization of deferred leasing costs	303,347	350,991	
Depreciation and amortization - unconsolidated partnerships	3,211,828	852,968	652,
Funds from operations (FFO)	40,583,943	17,500,476	6,262,
Adjustments:			
Loan cost amortization	770,192	232,559	8,
Straight line rent	(2,754,877)	(1,650,791)	(847,
Straight line rent - unconsolidated partnerships	(543,039)	(245,288)	(140,
Lease acquisition fees paid	0	(152,500)	
Lease acquisition fees paid- unconsolidated partnerships	0	(8,002)	(
Adjusted funds from operations	\$ 38,056,219	\$ 15,676,454	\$ 5,283,

WEIGHTED AVERAGE SHARES:

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

BASIC AND DILUTED

51,081,867

21,616,051

7,769,

=====

## Inflation

The real estate market has not been affected significantly by inflation in the past three years due to the relatively low inflation rate. However, there are provisions in the majority of tenant leases which would protect us from the impact of inflation. These provisions include reimbursement billings for common area maintenance charges (CAM), real estate tax and insurance reimbursements on a per square foot basis, or in some cases, annual reimbursement of operating expenses above a certain per square foot allowance.

## Critical Accounting Policies

Our accounting policies have been established and conform with generally accepted accounting principles in the United States (GAAP). The preparation of financial statements in conformity with GAAP requires management to use judgment in the application of accounting policies, including making estimates and assumptions. These judgments affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenue and expenses during the reporting periods. If our judgment or interpretation of the facts and circumstances relating to various transactions had been different, it is possible that different accounting policies would have been applied; thus, resulting in a different presentation of our financial statements. Below is a discussion of the accounting policies that we consider to be critical in that they may require complex judgment in their application or require estimates about matters which are inherently uncertain.

6

## Straight-Lined Rental Revenues

We recognize rental income generated from all leases on real estate assets in which we have an ownership interest, either directly or through investments in joint ventures, on a straight-line basis over the terms of the respective leases. If a tenant was to encounter financial difficulties in future periods, the amount recorded as a receivable may not be realized.

## Operating Cost Reimbursements

We generally bill tenants for operating cost reimbursements, either directly or through investments in joint ventures, on a monthly basis at amounts estimated largely based on actual prior period activity and the respective lease terms. Such billings are generally adjusted on an annual basis to reflect reimbursements owed to the landlord based on the actual costs incurred during the period and the respective lease terms. Financial difficulties encountered by tenants may result in receivables not being realized.

## Real Estate

We continually monitor events and changes in circumstances indicating that the carrying amounts of the real estate assets in which we have an ownership interest, either directly or through investments in joint ventures, may not be recoverable. When such events or changes in circumstances are present, we assess the potential impairment by comparing the fair market value of the asset, estimated at an amount equal to the future undiscounted operating cash flows expected to be generated from tenants over the life of the asset and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

from its eventual disposition, to the carrying value of the asset. In the event that the carrying amount exceeds the estimated fair market value, we would recognize an impairment loss in the amount required to adjust the carrying amount of the asset to its estimated fair market value. Neither the Wells REIT nor our joint ventures have recognized impairment losses on real estate assets in 2001, 2000 or 1999.

### Deferred Project Costs

Wells Capital, Inc., our advisor, expects to continue to fund 100% of the acquisition and advisory fees and acquisition expenses and recognize related expenses, to the extent that such costs exceed 3.5% of cumulative capital raised (subject to certain overall limitations described in this prospectus) on our behalf. We record acquisition and advisory fees and acquisition expenses by capitalizing deferred project costs and reimbursing our advisor in an amount equal to 3.5% of cumulative capital raised to date. As we invest our capital proceeds, deferred project costs are applied to real estate assets, either directly or through contributions to joint ventures, at an amount equal to 3.5% of each investment and depreciated over the useful lives of the respective real estate assets.

### Deferred Offering Costs

Our advisor expects to continue to fund 100% of the organization and offering costs and recognize related expenses, to the extent that such costs exceed 3% of cumulative capital raised, on our behalf. Organization and offering costs include items such as legal and accounting fees, marketing and promotional costs, and printing costs, and specifically exclude sales costs and underwriting commissions. We record offering costs by accruing deferred offering costs, with an offsetting liability included in due to affiliates, at an amount equal to the lesser of 3% of cumulative capital raised to date or actual costs incurred from third-parties less reimbursements paid to our advisor. As the actual equity is raised, we reverse the deferred offering costs accrual and recognize a charge to stockholders' equity upon reimbursing our advisor.

7

### Financial Statements

The consolidated balance sheets of the Wells REIT, as of December 31, 2001 and 2000, and the financial statements of the Wells REIT for each of the years in the three year period ended December 31, 2001, included in this supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their report with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said report.

Schedule III-Real Estate Investments and Accumulated Depreciation, as of December 31, 2001, which is included in this supplement, has not been audited.

### Prior Performance Tables

The prior performance tables dated as of December 31, 2001, which are included in this supplement, have not been audited.

8

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## INDEX TO FINANCIAL STATEMENTS AND PRIOR PERFORMANCE TABLES

Wells Real Estate Investment Trust, Inc. and Subsidiary

### Audited Financial Statements

-----  
Report of Independent Public Accountants

Consolidated Balance Sheets as of December 31, 2001 and  
December 31, 2000

Consolidated Statements of Income for the years ended  
December 31, 2001, December 31, 2000, and December 31, 1999

Consolidated Statements of Shareholders' Equity for the years ended  
December 31, 2001, December 31, 2000, and December 31, 1999

Consolidated Statements of Cash Flows for the years ended  
December 31, 2001, December 31, 2000, and December 31, 1999

Notes to Consolidated Financial Statements  
December 31, 2001, December 31, 2000, and December 31, 1999

### Unaudited Financial Statements

-----  
Schedule III-Real Estate Investments and Accumulated  
Depreciation as of December 31, 2001

Prior Performance Tables (Unaudited)

9

## REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying consolidated balance sheets of Wells Real Estate investment trust, inc. (a Maryland corporation) and subsidiary as of December 31, 2001 and 2000 and the related consolidated statements of income, shareholders' equity, and cash flows for each of the three years in the period ended December 31, 2001. These financial statements and the schedule referred to below are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and schedule are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Wells Real Estate Investment Trust, Inc. and subsidiary as of December 31, 2001 and 2000 and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2001 in conformity with accounting principles generally accepted in the United States.

Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. Schedule III--Real Estate Investments and Accumulated Depreciation as of December 31, 2001 is presented for purposes of complying with the Securities and Exchange Commission's rules and is not part of the basic financial statements. This schedule has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, fairly states, in all material respects, the financial data required to be set forth therein in relation to the basic financial statements taken as a whole.

/s/ Arthur Andersen LLP

Atlanta, Georgia  
January 25, 2002

10

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### AND SUBSIDIARY

#### CONSOLIDATED BALANCE SHEETS

DECEMBER 31, 2001 AND 2000

#### ASSETS

	2001
	-----
REAL ESTATE ASSETS, at cost:	
Land	\$ 86,246,98
Building, less accumulated depreciation of \$24,814,454 and \$9,469,653 at December 31, 2001 and 2000, respectively	472,383,10
Construction in progress	5,738,57
	-----
Total real estate assets	564,368,66
INVESTMENT IN JOINT VENTURES	77,409,98
CASH AND CASH EQUIVALENTS	75,586,16
INVESTMENT IN BONDS	22,000,00
ACCOUNTS RECEIVABLE	6,003,17

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

DEFERRED PROJECT COSTS	2,977,11
DUE FROM AFFILIATES	1,692,72
DEFERRED LEASE ACQUISITION COSTS	1,525,19
DEFERRED OFFERING COSTS	
PREPAID EXPENSES AND OTHER ASSETS, net	718,38
Total assets	\$ 752,281,41

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES:

Notes payable	\$ 8,124,44
Obligation under capital lease	22,000,00
Accounts payable and accrued expenses	8,727,47
Due to affiliate	2,166,16
Dividends payable	1,059,02
Deferred rental income	661,65
Total liabilities	\$ 42,738,76

COMMITMENTS AND CONTINGENCIES

MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,00
---	--------

SHAREHOLDERS' EQUITY:

Common shares, \$.01 par value; 125,000,000 shares authorized, 83,761,469 shares issued and 83,206,429 shares outstanding at December 31, 2001; 125,000,000 shares authorized, 31,509,807 shares issued, and 31,368,510 shares outstanding at December 31, 2000	837,61
Additional paid-in capital	738,236,52
Cumulative distributions in excess of earnings	(24,181,09)
Treasury stock, at cost, 555,040 shares at December 31, 2001 and 141,297 shares at December 31, 2000	(5,550,39)
Total shareholders' equity	709,342,65
Total liabilities and shareholders' equity	\$ 752,281,41

The accompanying notes are an integral part of these consolidated balance sheets.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF INCOME

FOR THE YEARS ENDED DECEMBER 31, 2001, 2000, AND 1999

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	2001	2000
<b>REVENUES:</b>		
Rental income	\$ 44,204,279	\$ 20,505,000
Equity in income of joint ventures	3,720,959	2,293,873
Take out fee (Note 9)	137,500	0
Interest and other income	1,246,064	574,333
	<u>49,308,802</u>	<u>23,373,206</u>
<b>EXPENSES:</b>		
Depreciation	15,344,801	7,743,551
Interest expense	3,411,210	3,966,902
Amortization of deferred financing costs	770,192	232,559
Operating costs, net of reimbursements	4,128,883	888,091
Management and leasing fees	2,507,188	1,309,974
General and administrative	973,785	438,953
Legal and accounting	448,776	240,209
	<u>27,584,835</u>	<u>14,820,239</u>
<b>NET INCOME</b>	<u>\$ 21,723,967</u>	<u>\$ 8,552,967</u>
<b>EARNINGS PER SHARE:</b>		
Basic and diluted	<u>\$0.43</u>	<u>\$0.40</u>

The accompanying notes are an integral part of these consolidated statements.

12

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

FOR THE YEARS ENDED DECEMBER 31, 2001, 2000, AND 1999

	Common Stock		Additional Paid-In	Cumulative Distributions in Excess	Retained
	Shares	Amount	Capital	of Earnings	Earnings
BALANCE, December 31, 1998	3,154,136	\$ 31,541	\$ 27,567,275	\$ (511,163)	\$ 334,034
Issuance of common stock	10,316,949	103,169	103,066,321	0	0
Net income	0	0	0	0	3,884,649
Dividends (\$.70 per share)	0	0	0	(1,346,240)	(4,218,683)

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Sales commissions and discounts	0	0	(9,801,197)	0	0	
Other offering expenses	0	0	(3,094,111)	0	0	
	-----	-----	-----	-----	-----	-----
BALANCE, December 31, 1999	13,471,085	134,710	117,738,288	(1,857,403)	0	
Issuance of common stock	18,038,722	180,387	180,206,833	0	0	
Treasury stock purchased	0	0	0	0	0	(14)
Net income	0	0	0	0	8,552,967	
Dividends (\$.73 per share)	0	0	0	(7,276,452)	(8,552,967)	
Sales commissions and discounts	0	0	(17,002,554)	0	0	
Other offering expenses	0	0	(5,369,228)	0	0	
	-----	-----	-----	-----	-----	-----
BALANCE, December 31, 2000	31,509,807	315,097	275,573,339	(9,133,855)	0	(14)
Issuance of common stock	52,251,662	522,517	521,994,103	0	0	
Treasury stock purchased	0	0	0	0	0	(41)
Net income	0	0	0	0	21,723,967	
Dividends (\$.76 per share)	0	0	0	(15,047,237)	(21,723,967)	
Sales commissions and discounts	0	0	(49,246,118)	0	0	
Other offering expenses	0	0	(10,084,799)	0	0	
	-----	-----	-----	-----	-----	-----
BALANCE, December 31, 2001	83,761,469	\$ 837,614	\$ 738,236,525	\$ (24,181,092)	\$ 0	(55)
	=====	=====	=====	=====	=====	=====

The accompanying notes are an integral part of these consolidated statements.

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31, 2001, 2000, AND 1999

	2001	2000
	-----	-----
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 21,723,967	\$ 8,552,967
	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:		
Equity in income of joint ventures	(3,720,959)	(2,293,873)



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Depreciation	15,344,801	7,743,551
Amortization of deferred financing costs	770,192	232,559
Amortization of deferred leasing costs	303,347	350,991
Write-off of deferred lease acquisition fees	61,786	0
Changes in assets and liabilities:		
Accounts receivable	(2,222,145)	(2,457,724)
Due from affiliates	10,995	(435,600)
Prepaid expenses and other assets, net	3,246,002	(6,826,568)
Accounts payable and accrued expenses	6,561,086	1,941,666
Deferred rental income	280,463	144,615
Due to affiliates	(10,193)	367,055
	-----	-----
Total adjustments	20,625,375	(1,233,328)
	-----	-----
Net cash provided by operating activities	42,349,342	7,319,639
	-----	-----
CASH FLOWS FROM INVESTING ACTIVITIES:		
Investment in real estate	(227,933,858)	(231,518,138)
Investment in joint ventures	(33,690,862)	(15,063,625)
Deferred project costs paid	(17,220,446)	(6,264,098)
Distributions received from joint ventures	4,239,431	3,529,401
	-----	-----
Net cash used in investing activities	(274,605,735)	(249,316,460)
	-----	-----
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from notes payable	110,243,145	187,633,130
Repayments of notes payable	(229,781,888)	(83,899,171)
Dividends paid to shareholders	(36,737,188)	(16,971,110)
Issuance of common stock	522,516,620	180,387,220
Treasury stock purchased	(4,137,427)	(1,412,969)
Sales commissions paid	(49,246,118)	(17,002,554)
Offering costs paid	(9,312,884)	(5,369,228)
	-----	-----
Net cash provided by financing activities	303,544,260	243,365,318
	-----	-----
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	71,287,867	1,368,497
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	4,298,301	2,929,804
	-----	-----
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 75,586,168	\$ 4,298,301
	=====	=====
SUPPLEMENTAL DISCLOSURES OF NONCASH ACTIVITIES:		
Deferred project costs applied to real estate assets	\$ 14,321,416	\$ 5,114,279
	=====	=====
Deferred project costs contributed to joint ventures	\$ 1,395,035	\$ 627,656
	=====	=====
Deferred project costs due to affiliate	\$ 1,114,140	\$ 191,281
	=====	=====
Deferred offering costs due to affiliate	\$ 0	\$ 1,291,376
	=====	=====
Reversal of deferred offering costs due to affiliate	\$ 964,941	\$ 0
	=====	=====
Other offering expenses due to affiliate	\$ 943,107	\$ 0
	=====	=====
Assumption of obligation under capital lease	\$ 22,000,000	\$ 0

Investment in bonds

\$ 22,000,000

\$

0

The accompanying notes are an integral part of these consolidated statements.

14

WELLS REAL ESTATE INVESTMENT TRUST, INC.

AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2001, 2000, AND 1999

1. Organization and Summary of Significant Accounting Policies

Wells Real Estate Investment Trust, Inc. (the "Company") is a Maryland corporation that qualifies as a real estate investment trust ("REIT"). The Company is conducting an offering for the sale of a maximum of 125,000,000 (exclusive of 10,000,000 shares available pursuant to the Company's dividend reinvestment program) shares of common stock, \$.01 par value per share, at a price of \$10 per share. The Company will seek to acquire and operate commercial properties, including, but not limited to, office buildings, shopping centers, business and industrial parks, and other commercial and industrial properties, including properties which are under construction, are newly constructed, or have been constructed and have operating histories. All such properties may be acquired, developed, and operated by the Company alone or jointly with another party. The Company is likely to enter into one or more joint ventures with affiliated entities for the acquisition of properties. In connection therewith, the Company may enter into joint ventures for the acquisition of properties with prior or future real estate limited partnership programs sponsored by Wells Capital, Inc. (the "Advisor") or its affiliates.

Substantially all of the Company's business is conducted through Wells Operating Partnership, L.P. (the "Operating Partnership"), a Delaware limited partnership. During 1997, the Operating Partnership issued 20,000 limited partner units to the Advisor in exchange for \$200,000. The Company is the sole general partner in the Operating Partnership and possesses full legal control and authority over the operations of the Operating Partnership; consequently, the accompanying consolidated financial statements of the Company include the accounts of the Operating Partnership. All significant intercompany balances have been eliminated in consolidation.

The Company owns interests in the following properties directly through its ownership in the Operating Partnership: (i) the PricewaterhouseCoopers property (the "PwC Building"), a four-story office building located in Tampa, Florida; (ii) the AT&T Building, a four-story office building located in Harrisburg, Pennsylvania; (iii) the Marconi Data Systems property (the "Marconi Building"), a two-story office, assembly, and manufacturing building located in Wood Dale, Illinois; (iv) the Cinemark Property (the "Cinemark Building"), a five-story office building located in Plano, Texas; (v) the Matsushita Property (the "Matsushita Building"), a two-story office building located in Lake Forest, California; (vi) the ASML Property (the "ASML Building"), a two-story office and warehouse

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

building located in Tempe, Arizona; (vii) the Motorola Property (the "Motorola Tempe Building"), a two-story office building located in Tempe, Arizona; (viii) the Dial Property (the "Dial Building"), a two-story office building located in Scottsdale, Arizona; (ix) the Delphi Building, a three-story office building located in Troy, Michigan; (x) the Avnet Property (the "Avnet Building"), a two-story office building located in Tempe, Arizona; (xi) the Metris Oklahoma Building, a three-story office building located in Tulsa, Oklahoma; (xii) the Alstom Power-Richmond Building, a four-story office building located in Richmond, Virginia; (xiii) the Motorola Plainfield Building, a three-story office building located in South Plainfield, New Jersey; (xiv) the Stone & Webster Building, a six-story office building located in Houston, Texas; (xv) the Metris Minnetonka Building, a nine-story office building located in Minnetonka, Minnesota; (xvi) the State Street Bank Building, a seven-story office building located in Quincy, Massachusetts; (xvii) the IKON Buildings, two one-story office buildings located in Houston, Texas; (xviii) the Ingram Micro Distribution Facility, a one-story office and warehouse building located in Millington, Tennessee; (xix) the Lucent Building, a four-story office building located in Cary, North Carolina; (xx) the Nissan land (the "Nissan Property"), a 14.873 acre tract of undeveloped land located in Irving, Texas; (xxi) the Convergys Building, a two-story office building located in Tamarac, Florida; and (xxii) the Windy Point Buildings, a seven-story office building and an eleven-story office building located in Schaumburg, Illinois.

15

The Company owns an interest in one property through a joint venture between the Operating Partnership, Wells Real Estate Fund VIII, L.P. ("Wells Fund VIII"), and Wells Real Estate Fund IX, L.P. ("Wells Fund IX"), which is referred to as the Fund VIII, IX, and REIT Joint Venture. The Company also owns interests in five properties through a joint venture between the Operating Partnership, Wells Fund IX, Wells Real Estate Fund X, L.P. ("Wells Fund X"), and Wells Real Estate Fund XI, L.P. ("Wells Fund XI"), which is referred to as the Fund IX, Fund X, Fund XI, and REIT Joint Venture. The Company owns an interest in one property through each of two unique joint ventures between the Operating Partnership and Fund X and XI Associates, a joint venture between Wells Fund X and Wells Fund XI. In addition, the Company owns interests in four properties through a joint venture between the Operating Partnership, Wells Fund XI, and Wells Real Estate Fund XII, L.P. ("Wells Fund XII"), which is referred to as the Fund XI, XII, and REIT Joint Venture. The Company owns interests in three properties through a joint venture between the Operating Partnership and Wells Fund XII, which is referred to as the Fund XII and REIT Joint Venture. The Company also owns interests in two properties through a joint venture between the Operating Partnership and Wells Fund XIII, which is referred to as the Fund XIII and REIT Joint Venture.

Through its investment in the Fund VIII, IX, and REIT Joint Venture, the Company owns an interest in a two-story office building in Irvine, California (the "Quest Building").

The following properties are owned by the Company through its investment in the Fund IX, X, XI, and REIT Joint Venture: (i) a three-story office building in Knoxville, Tennessee (the "Alstom Power Building"), (ii) a two-story office building in Louisville, Colorado (the "Ohmeda Building"), (iii) a three-story office building in Broomfield, Colorado (the "360 Interlocken Building"), (iv) a one-story office and warehouse building in Ogden, Utah (the "Iomega Building"), and (v) a one-story office building in Oklahoma City, Oklahoma (the "Avaya Building").

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Through its investment in two joint ventures with Fund X and XI Associates, the Company owns interests in the following properties: (i) a one-story office and warehouse building in Fountain Valley, California (the "Cort Furniture Building"), owned by Wells/Orange County Associates and (ii) a two-story manufacturing and office building in Fremont, California (the "Fairchild Building"), owned by Wells/Fremont Associates.

The following properties are owned by the Company through its investment in the Fund XI, XII, and REIT Joint Venture: (i) a two-story manufacturing and office building in Fountain Inn, South Carolina (the "EYBL CarTex Building"), (ii) a three-story office building Leawood, Kansas (the "Sprint Building"), (iii) an office and warehouse building in Chester County, Pennsylvania (the "Johnson Matthey Building"), and (iv) a two-story office building in Ft. Myers, Florida (the "Gartner Building").

Through its investment in the Fund XII and REIT Joint Venture, the Company owns interests in the following properties: (i) a three-story office building in Troy, Michigan (the "Siemens Building"), (ii) a one-story office building and a two-story office building in Oklahoma City, Oklahoma (collectively referred to as the "AT&T Call Center Buildings"), and (iii) a three-story office building in Brentwood, Tennessee (the "Comdata Building").

The following properties are owned by the Company through its investment in the Fund XIII and REIT Joint Venture: (i) a one-story office building in Orange Park, Florida (the "AmeriCredit Building"), and (ii) two connected one-story office and assembly buildings in Parker, Colorado (the "ADIC Buildings").

### Use of Estimates and Factors Affecting the Company

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States 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.

The carrying values of real estate are based on management's current intent to hold the real estate assets as long-term investments. The success of the Company's future operations and the ability to realize the investment in its assets will be dependent on the Company's ability to maintain rental rates, occupancy, and an appropriate level of

operating expenses in future years. Management believes that the steps it is taking will enable the Company to realize its investment in its assets.

### Income Taxes

The Company has elected to be taxed as a REIT under the Internal Revenue Code of 1986, as amended. To qualify as a REIT, the Company must meet a number of organizational and operational requirements, including a requirement to currently distribute at least 90% of the REIT's ordinary taxable income to shareholders. It is management's current intention to adhere to these requirements and maintain the Company's REIT status. As a REIT, the Company generally will not be subject to federal income tax on

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

distributed taxable income. Even if the Company qualifies as a REIT, it may be subject to certain state and local taxes on its income and real estate assets, and to federal income and excise taxes on its undistributed taxable income. No provision for federal income taxes has been made in the accompanying consolidated financial statements, as the Company made distributions equal to or in excess of its taxable income in each of the three years in the period ended December 31, 2001.

### Real Estate Assets

Real estate assets held by the Company and joint ventures are stated at cost less accumulated depreciation. Major improvements and betterments are capitalized when they extend the useful life of the related asset. All repair and maintenance expenditures are expensed as incurred.

Management continually monitors events and changes in circumstances which could indicate that carrying amounts of real estate assets may not be recoverable. When events or changes in circumstances are present which indicate that the carrying amounts of real estate assets may not be recoverable, management assesses the recoverability of real estate assets by determining whether the carrying value of such real estate assets will be recovered through the future cash flows expected from the use of the asset and its eventual disposition. Management has determined that there has been no impairment in the carrying value of real estate assets held by the Company or the joint ventures as of December 31, 2001 and 2000.

Depreciation of building and improvements is calculated using the straight-line method over 25 years. Tenant improvements are amortized over the life of the related lease or the life of the asset, whichever is shorter.

### Revenue Recognition

All leases on real estate assets held by the Company or the joint ventures are classified as operating leases, and the related rental income is recognized on a straight-line basis over the terms of the respective leases.

### Cash and Cash Equivalents

For the purposes of the statements of cash flows, the Company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents include cash and short-term investments. Short-term investments are stated at cost, which approximates fair value, and consist of investments in money market accounts.

### Deferred Lease Acquisition Costs

Costs incurred to procure operating leases are capitalized and amortized on a straight-line basis over the terms of the related leases.

### Earnings Per Share

Earnings per share are calculated based on the weighted average number of common shares outstanding during each period. The weighted average number of common shares outstanding is identical for basic and fully diluted earnings per share, as there is no dilutive impact created from the Company's stock option plan (Note 10) using the treasury stock method.

Reclassifications

Certain prior year amounts have been reclassified to conform with the current year financial statement presentation.

Investment in Joint Ventures

Basis of Presentation

The Operating Partnership does not have control over the operations of the joint ventures; however, it does exercise significant influence. Accordingly, the Operating Partnership's investments in joint ventures are recorded using the equity method of accounting.

Partners' Distributions and Allocations of Profit and Loss

Cash available for distribution and allocations of profit and loss to the Operating Partnership by the joint ventures are made in accordance with the terms of the individual joint venture agreements. Generally, these items are allocated in proportion to the partners' respective ownership interests. Cash is paid from the joint ventures to the Operating Partnership on a quarterly basis.

Deferred Lease Acquisition Costs

Costs incurred to procure operating leases are capitalized and amortized on a straight-line basis over the terms of the related leases. Deferred lease acquisition costs are included in prepaid expenses and other assets, net, in the balance sheets presented in Note 5.

2. DEFERRED PROJECT COSTS

The Company paid a percentage of shareholder contributions to the Advisor for acquisition and advisory services and acquisition expenses. These payments, as stipulated in the prospectus, can be up to 3.5% of shareholder contributions, subject to certain overall limitations contained in the prospectus. Aggregate fees paid through December 31, 2001 were \$29,122,286 and amounted to 3.5% of shareholders' contributions received. These fees are allocated to specific properties as they are purchased or developed and are included in capitalized assets of the joint ventures or real estate assets. Deferred project costs at December 31, 2001 and 2000 represent fees not yet applied to properties.

3. DEFERRED OFFERING COSTS

Offering expenses, to the extent they exceed 3% of gross offering proceeds, will be paid by the Advisor and not by the Company. Offering expenses include such costs as legal and accounting fees, printing costs, and other offering expenses and specifically exclude sales costs and underwriting commissions.

As of December 31, 2001, the Advisor paid offering expenses on behalf of the Company in the aggregate amount of \$20,459,289, of which the Advisor had been reimbursed \$18,551,241, which did not exceed the 3% limitation.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### 4. RELATED-PARTY TRANSACTIONS

Due from affiliates at December 31, 2001 and 2000 represents the Operating Partnership's share of the cash to be distributed from its joint venture investments for the fourth quarter of 2001 and 2000 and advances due from the Advisor as of December 31, 2000:

	2001	2000
	-----	-----
Fund VIII, IX, and REIT Joint Venture	\$ 46,875	\$ 21,605
Fund IX, X, XI, and REIT Joint Venture	36,073	12,781
Wells/Orange County Associates	83,847	24,583
Wells/Fremont Associates	164,196	53,974
Fund XI, XII, and REIT Joint Venture	429,980	136,648
Fund XII and REIT Joint Venture	680,542	49,094
Fund XIII and REIT	251,214	0
Advisor	0	10,995
	-----	-----
	\$ 1,692,727	\$ 309,680
	=====	=====

The Operating Partnership entered into a property management and leasing agreement with Wells Management Company, Inc. ("Wells Management"), an affiliate of the Advisor. In consideration for supervising the management and leasing of the Operating Partnership's properties, the Operating Partnership will pay management and leasing fees equal to the lesser of (a) 4.5% of the gross revenues generally paid over the life of the lease or (b) .6% of the net asset value of the properties (excluding vacant properties) owned by the Company to Wells Management. These management and leasing fees are calculated on an annual basis plus a separate competitive fee for the one-time initial lease-up of newly constructed properties generally paid in conjunction with the receipt of the first month's rent.

The Operating Partnership's portion of the management and leasing fees and lease acquisition costs paid to Wells Management, both directly and at the joint venture level, were \$2,468,294, \$1,111,748, and \$336,517 for the years ended December 31, 2001, 2000, and 1999, respectively.

The Advisor performs certain administrative services for the Operating Partnership, such as accounting and other partnership administration, and incurs the related expenses. Such expenses are allocated among the Operating Partnership and the various Wells Real Estate Funds based on time spent on each fund by individual administrative personnel. In the opinion of management, such allocation is a reasonable basis for allocating such expenses.

The Advisor is a general partner in various Wells Real Estate Funds. As such, there may exist conflicts of interest where the Advisor, while serving in the capacity as general partner for Wells Real Estate Funds, may be in competition with the Operating Partnership for tenants in similar geographic markets.

### 5. INVESTMENT IN JOINT VENTURES

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Operating Partnership's investment and percentage ownership in joint ventures at December 31, 2001 and 2000 are summarized as follows:

	2001		
	Amount	Percent	Amount
Fund VIII, IX, and REIT Joint Venture	\$ 1,189,067	16%	\$ 1,27
Fund IX, X, XI, and REIT Joint Venture	1,290,360	4	1,33
Wells/Orange County Associates	2,740,000	44	2,82
Wells/Fremont Associates	6,575,358	78	6,79
Fund XI, XII, and REIT Joint Venture	17,187,985	57	17,68
Fund XII and REIT Joint Venture	30,299,872	55	14,31
Fund XIII and REIT Joint Venture	18,127,338	68	
	<u>\$ 77,409,980</u>		<u>\$ 44,23</u>

The following is a roll forward of the Operating Partnership's investment in joint ventures for the years ended December 31, 2001 and 2000:

	2001
Investment in joint ventures, beginning of year	\$ 44,236,597
Equity in income of joint ventures	3,720,959
Contributions to joint ventures	35,085,897
Distributions from joint ventures	(5,633,473)
Investment in joint ventures, end of year	<u>\$ 77,409,980</u>

### FUND VIII, IX, AND REIT JOINT VENTURE

On June 15, 2000, Fund VIII and IX Associates, a joint venture between Wells Real Estate Fund VIII, L.P. ("Fund VIII") and Wells Real Estate Fund IX, L.P. ("Fund IX"), entered into a joint venture with the Operating Partnership to form Fund VIII, IX, and REIT Joint Venture, for the purpose of acquiring, developing, operating, and selling real properties.

On July 1, 2000, Fund VIII and IX Associates contributed the Quest Building (formerly the Bake Parkway Building) to the joint venture. Fund VIII, IX, and REIT Joint Venture recorded the net assets of the Quest Building at an amount equal to the respective historical net book values. The Quest Building is a two-story office building containing approximately 65,006 rentable square feet on a 4.4-acre tract of land in Irvine, California. During 2000, the Operating Partnership contributed \$1,282,111 to the Fund VIII, IX, and REIT Joint Venture. Ownership percentage interests were recomputed accordingly.



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Venture:

Fund VIII, IX, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Balance Sheets  
 December 31, 2001 and 2000

Assets

	2001
	-----
Real estate assets, at cost:	
Land	\$ 2,220,99
Building and improvements, less accumulated depreciation of \$649,436 in 2001 and \$187,891 in 2000	4,952,72
	-----
Total real estate assets	7,173,71
Cash and cash equivalents	297,53
Accounts receivable	164,83
Prepaid expenses and other assets, net	191,79
	-----
Total assets	\$ 7,827,88
	=====

Liabilities and Partners' Capital

Liabilities:	
Accounts payable	\$ 67
Partnership distributions payable	296,85
	-----
Total liabilities	297,53
	-----
Partners' capital:	
Fund VIII and IX Associates	6,341,28
Wells Operating Partnership, L.P.	1,189,06
	-----
Total partners' capital	7,530,35
	-----
Total liabilities and partners' capital	\$ 7,827,88
	=====

21

Fund VIII, IX, and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statements of Income  
 for the Year Ended December 31, 2001 and  
 the Period from June 15, 2000 (Inception) Through  
 December 31, 2000

2001	2000
-----	-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Revenues:		
Rental income	\$ 1,207,995	\$ 563,049
Interest income	729	0
	-----	-----
	1,208,724	563,049
	-----	-----
Expenses:		
Depreciation	461,545	187,891
Management and leasing fees	142,735	54,395
Property administration expenses	22,278	5,692
Operating costs, net of reimbursements	15,326	5,178
	-----	-----
	641,884	253,156
	-----	-----
Net income	\$ 566,840	\$ 309,893
	=====	=====
Net income allocated to Fund VIII and IX Associates	\$ 477,061	\$ 285,006
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$ 89,779	\$ 24,887
	=====	=====

Fund VIII, IX, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Year Ended December 31, 2001 and  
the Period from June 15, 2000 (Inception) Through  
December 31, 2000

	Fund VIII and IX Associates	Wells Operating Partnership, L.P.	Total Partners' Capital
	-----	-----	-----
Balance, June 15, 2000 (inception)	\$ 0	\$ 0	\$ 0
Net income	285,006	24,887	309,893
Partnership contributions	6,857,889	1,282,111	8,140,000
Partnership distributions	(307,895)	(30,447)	(338,342)
	-----	-----	-----
Balance, December 31, 2000	6,835,000	1,276,551	8,111,551
Net income	477,061	89,779	566,840
Partnership contributions	0	5,377	5,377
Partnership distributions	(970,776)	(182,640)	(1,153,416)
	-----	-----	-----
Balance, December 31, 2001	\$ 6,341,285	\$ 1,189,067	\$ 7,530,352
	=====	=====	=====

Fund VIII, IX, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Year Ended December 31, 2001 and  
the Period from June 15, 2000 (Inception) Through

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

December 31, 2000

	2001	
	-----	-----
Cash flows from operating activities:		
Net income	\$ 566,840	\$
	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	461,545	
Changes in assets and liabilities:		
Accounts receivable	32,967	
Prepaid expenses and other assets, net	92,065	
Accounts payable	676	
	-----	-----
Total adjustments	587,253	
	-----	-----
Net cash provided by operating activities	1,154,093	
	-----	-----
Cash flows from investing activities:		
Investment in real estate	(5,377)	
	-----	-----
Cash flows from financing activities:		
Contributions from joint venture partners	5,377	1
Distributions to joint venture partners	(1,027,224)	
	-----	-----
Net cash (used in) provided by financing activities	(1,021,847)	1
	-----	-----
Net increase in cash and cash equivalents	126,869	
Cash and cash equivalents, beginning of period	170,664	
	-----	-----
Cash and cash equivalents, end of year	\$ 297,533	\$
	=====	=====
Supplemental disclosure of noncash activities:		
Real estate contribution received from joint venture partner	\$ 0	\$ 6
	=====	=====

Fund IX, X, XI, and REIT Joint Venture

On March 20, 1997, Fund IX and Wells Real Estate Fund X, L.P. ("Fund X") entered into a joint venture agreement. The joint venture, Fund IX and X Associates, was formed to acquire, develop, operate, and sell real properties. On March 20, 1997, Wells Fund IX contributed a 5.62-acre tract of real property in Knoxville, Tennessee, and improvements thereon, known as the Alstom Power Building, to the Fund IX and X Associates joint venture. An 84,404-square foot, three-story building was constructed and commenced operations at the end of 1997.

On February 13, 1998, the joint venture purchased a two-story office building, known as the Ohmeda Building, in Louisville, Colorado. On March 20, 1998, the joint venture purchased a three-story office building, known as the 360 Interlocken Building, in Broomfield, Colorado. On June 11, 1998, Fund IX and X Associates was amended and restated to admit Wells Real Estate Fund XI, L.P. ("Fund XI") and the Operating Partnership. The joint venture was renamed the Fund IX, X, XI, and REIT Joint Venture. On June 24, 1998, the new joint venture purchased a one-story office building, known as the Avaya Building, in Oklahoma City, Oklahoma. On April 1, 1998, Wells Fund X purchased a one-story warehouse

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

facility, known as the Iomega Building, in Ogden, Utah. On July 1, 1998, Wells Fund X contributed the Iomega Building to the Fund IX, X, XI, and REIT Joint Venture.

During 1999, Fund IX and Fund XI made contributions to the Fund IX, X, XI, and REIT Joint Venture; during 2000, Fund IX and Fund X made contributions to the Fund IX, X, XI, and REIT Joint Venture.

23

Following are the financial statements for the Fund IX, X, XI, and REIT Joint Venture:

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2001 and 2000  
Assets

	2001	2000
	-----	-----
Real estate assets, at cost:		
Land	\$ 6,698,020	\$ 6,698,020
Building and improvements, less accumulated depreciation of \$5,619,744 in 2001 and \$4,203,502 in 2000	27,178,526	28,594,760
	-----	-----
Total real estate assets, net	33,876,546	35,292,780
Cash and cash equivalents	1,555,917	1,500,040
Accounts receivable	596,050	422,240
Prepaid expenses and other assets, net	439,002	487,270
	-----	-----
Total assets	\$ 36,467,515	\$ 37,702,350
	=====	=====
Liabilities and Partners' Capital		
Liabilities:		
Accounts payable and accrued liabilities	\$ 620,907	\$ 568,510
Refundable security deposits	100,336	99,270
Due to affiliates	13,238	9,590
Partnership distributions payable	966,912	931,150
	-----	-----
Total liabilities	1,701,393	1,608,540
	-----	-----
Partners' capital:		
Wells Real Estate Fund IX	13,598,505	14,117,800
Wells Real Estate Fund X	16,803,586	17,445,270
Wells Real Estate Fund XI	3,073,671	3,191,090
Wells Operating Partnership, L.P.	1,290,360	1,339,630
	-----	-----
Total partners' capital	34,766,122	36,093,800
	-----	-----
Total liabilities and partners' capital	\$ 36,467,515	\$ 37,702,350
	=====	=====

24

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000	1999
	-----	-----	-----
Revenues:			
Rental income	\$ 4,174,379	\$ 4,198,388	\$ 3,932,962
Other income	119,828	116,129	61,312
Interest income	50,002	73,676	58,768
	-----	-----	-----
	4,344,209	4,388,193	4,053,042
	-----	-----	-----
Expenses:			
Depreciation	1,416,242	1,411,434	1,538,912
Management and leasing fees	357,761	362,774	286,139
Operating costs, net of reimbursements	(232,601)	(133,505)	(34,684)
Property administration expense	91,747	57,924	59,886
Legal and accounting	26,223	20,423	30,545
	1,659,372	1,719,050	1,880,798
	-----	-----	-----
Net income	\$ 2,684,837	\$ 2,669,143	\$ 2,172,244
	=====	=====	=====
Net income allocated to Wells Real Estate Fund IX	\$ 1,050,156	\$ 1,045,094	\$ 850,072
	=====	=====	=====
Net income allocated to Wells Real Estate Fund X	\$ 1,297,665	\$ 1,288,629	\$ 1,056,316
	=====	=====	=====
Net income allocated to Wells Real Estate Fund XI	\$ 237,367	\$ 236,243	\$ 184,355
	=====	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$ 99,649	\$ 99,177	\$ 81,501
	=====	=====	=====

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2001, 2000, and 1999

	Wells Real Estate Fund IX	Wells Real Estate Fund X	Wells Real Estate Fund XI	Wells Operating Partnership, L.P.	Total Partn Capit
	-----	-----	-----	-----	-----
Balance, December 31, 1998	\$ 14,960,100	\$ 18,707,139	\$ 2,521,003	\$ 1,443,378	\$ 37,631,620
Net income	850,072	1,056,316	184,355	81,501	2,172,244
Partnership contributions	198,989	0	911,027	0	1,110,016
Partnership distributions	(1,418,535)	(1,762,586)	(307,982)	(135,995)	(3,625,103)
	-----	-----	-----	-----	-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Balance, December 31, 1999	14,590,626	18,000,869	3,308,403	1,388,884	37,288
Net income	1,045,094	1,288,629	236,243	99,177	2,669
Partnership contributions	46,122	84,317	0	0	130
Partnership distributions	(1,564,039)	(1,928,538)	(353,553)	(148,425)	(3,994)
	-----	-----	-----	-----	-----
Balance, December 31, 2000	14,117,803	17,445,277	3,191,093	1,339,636	36,093
Net income	1,050,156	1,297,665	237,367	99,649	2,684
Partnership distributions	(1,569,454)	(1,939,356)	(354,789)	(148,925)	(4,012)
	-----	-----	-----	-----	-----
Balance, December 31, 2001	\$ 13,598,505	\$ 16,803,586	\$ 3,073,671	\$ 1,290,360	\$ 34,766
	=====	=====	=====	=====	=====

25

The Fund IX, X, XI, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000
	-----	-----
Cash flows from operating activities:		
Net income	\$ 2,684,837	\$ 2,669,14
	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	1,416,242	1,411,43
Changes in assets and liabilities:		
Accounts receivable	(173,807)	132,72
Prepaid expenses and other assets, net	48,274	39,13
Accounts payable and accrued liabilities, and refundable security deposits	53,447	(37,11
Due to affiliates	3,643	3,21
	-----	-----
Total adjustments	1,347,799	1,549,38
	-----	-----
Net cash provided by operating activities	4,032,636	4,218,53
	-----	-----
Cash flows from investing activities:		
Investment in real estate	0	(127,66
	-----	-----
Cash flows from financing activities:		
Distributions to joint venture partners	(3,976,763)	(3,868,13
Contributions received from partners	0	130,43
	-----	-----
Net cash used in financing activities	(3,976,763)	(3,737,69
	-----	-----
Net increase (decrease) in cash and cash equivalents	55,873	353,17
Cash and cash equivalents, beginning of year	1,500,044	1,146,87
	-----	-----
Cash and cash equivalents, end of year	\$ 1,555,917	\$ 1,500,04
	=====	=====
Supplemental disclosure of noncash activities:		
Deferred project costs contributed to joint venture	\$ 0	\$
	=====	=====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells/Orange County Associates

On July 27, 1998, the Operating Partnership entered into a joint venture agreement with Wells Development Corporation, referred to as Wells/Orange County Associates. On July 31, 1998, Wells/Orange County Associates acquired a 52,000-square foot warehouse and office building located in Fountain Valley, California, known as the Cort Furniture Building.

On September 1, 1998, Fund X and XI Associates acquired Wells Development Corporation's interest in Wells/Orange County Associates, which resulted in Fund X and XI Associates becoming a joint venture partner with the Operating Partnership in the ownership of the Cort Furniture Building.

26

Following are the financial statements for Wells/Orange County Associates:

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2001 and 2000

Assets

	2001	
	-----	-----
Real estate assets, at cost:		
Land	\$ 2,187,501	\$
Building, less accumulated depreciation of \$651,780 in 2001 and \$465,216 in 2000	4,012,335	
	-----	-----
Total real estate assets	6,199,836	
Cash and cash equivalents	188,407	
Accounts receivable	80,803	
Prepaid expenses and other assets	9,426	
	-----	-----
Total assets	\$ 6,478,472	\$
	=====	=====

Liabilities and Partners' Capital

Liabilities:		
Accounts payable	11,792	\$
Partnership distributions payable	192,042	
	-----	-----
Total liabilities	203,834	
	-----	-----
Partners' capital:		
Wells Operating Partnership, L.P.	2,740,000	
Fund X and XI Associates	3,534,638	
	-----	-----
Total partners' capital	6,274,638	
	-----	-----
Total liabilities and partners' capital	\$ 6,478,472	\$
	=====	=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000	1999
	-----	-----	-----
Revenues:			
Rental income	\$ 795,528	\$ 795,545	\$ 795,545
Interest income	2,409	0	0
	-----	-----	-----
	797,937	795,545	795,545
	-----	-----	-----
Expenses:			
Depreciation	186,564	186,564	186,565
Management and leasing fees	33,547	30,915	30,360
Operating costs, net of reimbursements	21,855	5,005	22,229
Legal and accounting	9,800	4,100	5,439
	-----	-----	-----
	251,766	226,584	244,593
	-----	-----	-----
Net income	\$ 546,171	\$ 568,961	\$ 550,952
	=====	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$ 238,542	\$ 248,449	\$ 240,585
	=====	=====	=====
Net income allocated to Fund X and XI Associates	\$ 307,629	\$ 320,512	\$ 310,367
	=====	=====	=====

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2001, 2000, and 1999

	Wells Operating Partnership, L.P.	Fund X and XI Associates	Total Partners' Capital
	-----	-----	-----
Balance, December 31, 1998	\$ 2,958,617	\$ 3,816,766	\$ 6,775,383
Net income	240,585	310,367	550,952
Partnership distributions	(306,090)	(394,871)	(700,961)
	-----	-----	-----
Balance, December 31, 1999	2,893,112	3,732,262	6,625,374
Net income	248,449	320,512	568,961
Partnership distributions	(313,954)	(405,016)	(718,970)
	-----	-----	-----
Balance, December 31, 2000	2,827,607	3,647,758	6,475,365
Net income	238,542	307,629	546,171
Partnership distributions	(326,149)	(420,749)	(746,898)



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Balance, December 31, 2001	----- \$ 2,740,000 =====	----- \$ 3,534,638 =====	----- \$ 6,274,638 =====
----------------------------	--------------------------------	--------------------------------	--------------------------------

28

Wells/Orange County Associates  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2001, 2000, and 1999

	----- 2001 -----	----- 2000 -----
Cash flows from operating activities:		
Net income	\$ 546,171	\$ 568,96
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	186,564	186,56
Changes in assets and liabilities:		
Accounts receivable	18,351	(49,47
Accounts payable	10,792	1,00
Prepaid and other expenses	(9,426)	
Total adjustments	206,281	138,08
Net cash provided by operating activities	752,452	707,05
Cash flows from financing activities:		
Distributions to partners	(683,083)	(764,67
Net increase (decrease) in cash and cash equivalents	69,369	(57,62
Cash and cash equivalents, beginning of year	119,038	176,66
Cash and cash equivalents, end of year	\$ 188,407	\$ 119,03

Wells/Fremont Associates

On July 15, 1998, the Operating Partnership entered into a joint venture agreement with Wells Development Corporation, referred to as Wells/Fremont Associates. On July 21, 1998, Wells/Fremont Associates acquired a 58,424-square foot two-story manufacturing and office building located in Fremont, California, known as the Fairchild Building.

On October 8, 1998, Fund X and XI Associates acquired Wells Development Corporation's interest in Wells/Fremont Associates, which resulted in Fund X and XI Associates becoming a joint venture partner with the Operating Partnership in the ownership of the Fairchild Building.

29

Following are the financial statements for Wells/Fremont Associates:

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Wells/Fremont Associates  
 (A Georgia Joint Venture)  
 Balance Sheets  
 December 31, 2001 and 2000  
 Assets

	2001
	-----
Real estate assets, at cost:	
Land	\$ 2,219,25
Building, less accumulated depreciation of \$999,301 in 2001 and \$713,773 in 2000	6,138,85
	-----
Total real estate assets	8,358,10
Cash and cash equivalents	203,75
Accounts receivable	133,80
	-----
Total assets	\$ 8,695,65
	=====
Liabilities and Partners' Capital	
Liabilities:	
Accounts payable	\$ 1,89
Due to affiliate	8,03
Partnership distributions payable	201,85
	-----
Total liabilities	211,78
	-----
Partners' capital:	
Wells Operating Partnership, L.P.	6,575,35
Fund X and XI Associates	1,908,52
	-----
Total partners' capital	8,483,87
	-----
Total liabilities and partners' capital	\$ 8,695,65
	=====

30

Wells/Fremont Associates  
 (A Georgia Joint Venture)  
 Statements of Income  
 for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000	1999
	-----	-----	-----
Revenues:			
Rental income	\$ 902,945	\$ 902,946	\$ 902,
Interest income	2,713	0	
Other income	2,015	0	

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	907,673	902,946	902,
Expenses:			
Depreciation	285,528	285,527	285,
Management and leasing fees	36,267	36,787	37,
Operating costs, net of reimbursements	16,585	13,199	16,
Legal and accounting	6,400	4,300	4,
	344,780	339,813	343,
Net income	\$ 562,893	\$ 563,133	\$ 559,
Net income allocated to Wells Operating Partnership, L.P.	\$ 436,265	\$ 436,452	\$ 433,
Net income allocated to Fund X and XI Associates	\$ 126,628	\$ 126,681	\$ 125,

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2001, 2000, and 1999

	Wells Operating Partnership, L.P.	Fund X and XI Associates	Total Partners' Capital
Balance, December 31, 1998	\$ 7,166,682	\$ 2,080,155	\$ 9,246,837
Net income	433,383	125,791	559,174
Partnership distributions	(611,855)	(177,593)	(789,448)
Balance, December 31, 1999	6,988,210	2,028,353	9,016,563
Net income	436,452	126,681	563,133
Partnership distributions	(633,375)	(183,839)	(817,214)
Balance, December 31, 2000	6,791,287	1,971,195	8,762,482
Net income	436,265	126,628	562,893
Partnership distributions	(652,194)	(189,302)	(841,496)
Balance, December 31, 2001	\$ 6,575,358	\$ 1,908,521	\$ 8,483,879

31

Wells/Fremont Associates  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000
Cash flows from operating activities:		

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net income	\$ 562,893	\$ 563,133
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	285,528	285,527
Changes in assets and liabilities:		
Accounts receivable	(7,368)	(33,454)
Accounts payable	(1,120)	1,001
Due to affiliate	444	2,007
Total adjustments	277,484	255,081
Net cash provided by operating activities	840,377	818,214
Cash flows from financing activities:		
Distributions to partners	(729,191)	(914,662)
Net increase (decrease) in cash and cash equivalents	111,186	(96,448)
Cash and cash equivalents, beginning of year	92,564	189,012
Cash and cash equivalents, end of year	\$ 203,750	\$ 92,564

### Fund XI, XII, and REIT Joint Venture

On May 1, 1999, the Operating Partnership entered into a joint venture with Fund XI and Wells Real Estate Fund XII, L.P. ("Fund XII"). On May 18, 1999, the joint venture purchased a 169,510-square foot, two-story manufacturing and office building, known as EYBL CarTex Building, in Fountain Inn, South Carolina. On July 21, 1999, the joint venture purchased a 68,900-square foot, three-story-office building, known as the Sprint Building, in Leawood, Kansas. On August 17, 1999, the joint venture purchased a 130,000-square foot office and warehouse building, known as the Johnson Matthey Building, in Chester County, Pennsylvania. On September 20, 1999, the joint venture purchased a 62,400-square foot, two-story office building, known as the Gartner Building, in Fort Myers, Florida.

32

Following are the financial statements for the Fund XI, XII, and REIT Joint Venture:

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2001 and 2000  
Assets

		2001
Real estate assets, at cost:		
Land	\$ 5,048,797	\$
Building and improvements, less accumulated depreciation of \$2,692,116 in 2001 and \$1,599,263 in 2000	24,626,336	
Total real estate assets		29,675,133

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Cash and cash equivalents	775,805	
Accounts receivable	675,022	
Prepaid assets and other expenses	26,486	
	-----	
Total assets	\$ 31,152,446	\$
	=====	=====

Liabilities and Partners' Capital

Liabilities:		
Accounts payable	\$ 114,612	\$
Partnership distributions payable	757,500	
	-----	
Total liabilities	872,112	
	-----	
Partners' capital:		
Wells Real Estate Fund XI	7,917,646	
Wells Real Estate Fund XII	5,174,703	
Wells Operating Partnership, L.P.	17,187,985	
	-----	
Total partners' capital	30,280,334	
	-----	
Total liabilities and partners' capital	\$ 31,152,446	\$
	=====	=====

33

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Income  
for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000	
	-----	-----	
Revenues:			
Rental income	\$ 3,346,227	\$ 3,345,932	\$
Interest income	24,480	2,814	
Other income	360	440	
	-----	-----	
	3,371,067	3,349,186	
	-----	-----	
Expenses:			
Depreciation	1,092,853	1,092,680	
Management and leasing fees	156,987	157,236	
Operating costs, net of reimbursements	(27,449)	(30,718)	
Property administration	65,765	36,707	
Legal and accounting	18,000	14,725	
	-----	-----	
	1,306,156	1,270,630	
	-----	-----	
Net income	\$ 2,064,911	\$ 2,078,556	\$
	=====	=====	=====
Net income allocated to Wells Real Estate Fund XI	\$ 539,930	\$ 543,497	\$
	=====	=====	=====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net income allocated to Wells Real Estate Fund XII	\$ 352,878	\$ 355,211	\$
	=====	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$ 1,172,103	\$ 1,179,848	\$
	=====	=====	=====

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Partners' Capital  
for the Years Ended December 31, 2001, 2000, and 1999

	Wells Real Estate Fund XI	Wells Real Estate Fund XII	Wells Operating Partnership, L.P.	Total Partners' Capital
	-----	-----	-----	-----
Balance, December 31, 1998	\$ 0	\$ 0	\$ 0	\$
Net income	240,031	124,542	488,500	853,
Partnership contributions	8,470,160	5,520,835	18,376,267	32,367,
Partnership distributions	(344,339)	(177,743)	(703,797)	(1,225,
	-----	-----	-----	-----
Balance, December 31, 1999	8,365,852	5,467,634	18,160,970	31,994,
Net income	543,497	355,211	1,179,848	2,078,
Partnership distributions	(761,088)	(497,421)	(1,652,203)	(2,910,
	-----	-----	-----	-----
Balance, December 31, 2000	8,148,261	5,325,424	17,688,615	31,162,
Net income	539,930	352,878	1,172,103	2,064,
Partnership distributions	(770,545)	(503,599)	(1,672,733)	(2,946,
	-----	-----	-----	-----
Balance, December 31, 2001	\$ 7,917,646	\$ 5,174,703	\$ 17,187,985	\$ 30,280,
	=====	=====	=====	=====

34

The Fund XI, XII, and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Cash Flows  
for the Years Ended December 31, 2001, 2000, and 1999

	2001	2000	1999
	-----	-----	-----
Cash flows from operating activities:			
Net income	\$ 2,064,911	\$ 2,078,556	\$ 853,
	-----	-----	-----
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation	1,092,853	1,092,680	506,
Changes in assets and liabilities:			
Accounts receivable	(280,708)	(260,537)	(133,
Prepaid expenses and other assets	0	0	(26,

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Accounts payable	432	1,723	112,
	-----	-----	-----
Total adjustments	812,577	833,866	458,
	-----	-----	-----
Net cash provided by operating activities	2,877,488	2,912,422	1,311,
Cash flows from financing activities:			
Distributions to joint venture partners	(2,642,772)	(3,137,611)	(545,
	-----	-----	-----
Net increase (decrease) in cash and cash equivalents	234,716	(225,189)	766,
Cash and cash equivalents, beginning of year	541,089	766,278	
	-----	-----	-----
Cash and cash equivalents, end of year	\$ 775,805	\$ 541,089	\$ 766,
	=====	=====	=====
Supplemental disclosure of noncash activities:			
Deferred project costs contributed to joint venture	\$ 0	\$ 0	\$ 1,294,
	=====	=====	=====
Contribution of real estate assets to joint venture	\$ 0	\$ 0	\$ 31,072,
	=====	=====	=====

Fund XII and REIT Joint Venture

On May 10, 2000, the Operating Partnership entered into a joint venture with Fund XII. The joint venture, Fund XII and REIT Joint Venture, was formed to acquire, develop, operate, and sell real property. On May 20, 2000, the joint venture purchased a 77,054-square foot, three-story office building known as the Siemens Building in Troy, Oakland County, Michigan. On December 28, 2000, the joint venture purchased a 50,000-square foot, one-story office building and a 78,500-square foot two-story office building collectively known as the AT&T Call Center Buildings in Oklahoma City, Oklahoma County, Oklahoma. On May 15, 2001, the joint venture purchased a 201,237-square foot, three-story office building known as the Comdata Building located in Brentwood, Williamson County, Tennessee.

35

Following are the financial statements for Fund XII and REIT Joint Venture:

Fund XII and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheets  
December 31, 2001 and 2000

Assets

	2001	2000
	-----	-----
Real estate assets, at cost:		
Land	\$ 8,899,574	\$ 4,420,405
Building and improvements, less accumulated depreciation of	\$ 2,131,838	
in 2001 and \$324,732 in 2000	45,814,781	26,004,918
	-----	-----
Total real estate assets	54,714,355	30,425,323
Cash and cash equivalents	1,345,562	207,475
Accounts receivable	442,023	130,490
	-----	-----
Total assets	\$ 56,501,940	\$ 30,763,288

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	=====	=====
Liabilities and Partners' Capital		
Liabilities:		
Accounts payable	\$ 134,969	\$ 0
Partnership distributions payable	1,238,205	208,261
	-----	-----
Total liabilities	1,373,174	208,261
	-----	-----
Partners' capital:		
Wells Real Estate Fund XII	24,828,894	16,242,127
Wells Operating Partnership, L.P.	30,299,872	14,312,900
	-----	-----
Total partners' capital	55,128,766	30,555,027
	-----	-----
Total liabilities and partners' capital	\$ 56,501,940	\$ 30,763,288
	=====	=====

36

Fund XII and REIT Joint Venture  
(A Georgia Joint Venture)  
Statements of Income  
for the Year Ended December 31, 2001 and  
the Period From May 10, 2000 (Inception) Through  
December 31, 2000

	2001	2000
	-----	-----
Revenues:		
Rental income	\$4,683,323	\$974,796
Interest income	25,144	2,069
	-----	-----
	4,708,467	976,865
	-----	-----
Expenses:		
Depreciation	1,807,106	324,732
Management and leasing fees	224,033	32,756
Partnership administration	38,928	3,917
Legal and accounting	16,425	0
Operating costs, net of reimbursements	10,453	1,210
	-----	-----
	2,096,945	362,615
	-----	-----
Net income	\$2,611,522	\$614,250
	=====	=====
Net income allocated to Wells Real Estate Fund XII	\$1,224,645	\$309,190
	=====	=====
Net income allocated to Wells Operating Partnership, L.P.	\$1,386,877	\$305,060
	=====	=====

Fund XII and REIT Joint Venture



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(A Georgia Joint Venture)  
 Statements of Partners' Capital  
 for the Year Ended December 31, 2001 and  
 the Period From May 10, 2000 (Inception) Through  
 December 31, 2000

	Wells Real Estate Fund XII	Wells Operating Partnership, L.P.
	-----	-----
Balance, May 10, 2000 (inception)	\$ 0	\$ 0
Net income	309,190	305,060
Partnership contributions	16,340,884	14,409,171
Partnership distributions	(407,948)	(401,330)
	-----	-----
Balance, December 31, 2000	16,242,126	14,312,901
Net income	1,224,645	1,386,877
Partnership contributions	9,298,084	16,795,441
Partnership distributions	(1,935,961)	(2,195,347)
	-----	-----
Balance, December 31, 2001	\$ 24,828,894	\$ 30,299,872
	=====	=====

37

Fund XII and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statements of Cash Flows  
 for the Year Ended December 31, 2001 and  
 the Period From May 10, 2000 (Inception) Through  
 December 31, 2000

	2001
	-----
Cash flows from operating activities:	
Net income	\$ 2,611,522
	-----
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	1,807,106
Changes in assets and liabilities:	
Accounts receivable	(311,533)
Accounts payable	134,969
	-----
Total adjustments	1,630,542
	-----
Net cash provided by operating activities	4,242,064
	-----
Cash flows from investing activities:	
Investment in real estate	(26,096,138)
	-----
Cash flows from financing activities:	
Distributions to joint venture partners	(3,101,364)
	-----

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Contributions received from partners	26,093,525
	-----
Net cash provided by financing activities	22,992,161
	-----
Net increase in cash and cash equivalents	1,138,087
Cash and cash equivalents, beginning of period	207,475
	-----
Cash and cash equivalents, end of year	\$ 1,345,562
	=====
 Supplemental disclosure of noncash activities:	
Deferred project costs contributed to joint venture	\$ 0
	=====

38

### Fund XIII and REIT Joint Venture

On June 27, 2001, Wells Real Estate Fund XIII, L.P. ("Fund XIII") entered into a joint venture with the Operating Partnership to form the Fund XIII and REIT Joint Venture. On July 16, 2001, the Fund XIII and REIT Joint Venture purchased an 85,000-square foot, two-story office building known as the AmeriCredit Building in Clay County, Florida. On December 21, 2001, the Fund XIII and REIT Joint Venture purchased two connected one-story office and assembly buildings consisting of 148,200 square feet known as the ADIC Buildings in Douglas County, Colorado.

Following are the financial statements for the Fund XIII and REIT Joint Venture:

The Fund XIII and REIT Joint Venture  
(A Georgia Joint Venture)  
Balance Sheet  
December 31, 2001

Assets

Real estate assets, at cost:

Land

Building and improvements, less accumulated depreciation of \$266,605 in 2001

Total real estate assets

Cash and cash equivalents

Accounts receivable

Prepaid assets and other expenses

Total assets

Liabilities and Partners' Capital

Liabilities:

Accounts payable

Partnership distributions payable

Total liabilities

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Partners' capital:  
Wells Real Estate Fund XIII  
Wells Operating Partnership, L.P.

Total partners' capital

Total liabilities and partners' capital

39

The Fund XIII and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Income  
for the Period From June 27, 2001 (Inception) Through  
December 31, 2001

Revenues:		
Rental income		\$ 706,373
		-----
Expenses:		
Depreciation		266,605
Management and leasing fees		26,954
Operating costs, net of reimbursements		53,659
Legal and accounting		2,800
		-----
		350,018
		-----
Net income		\$ 356,355
		=====
Net income allocated to Wells Real Estate Fund XIII		\$ 58,610
		=====
Net income allocated to Wells Operating Partnership, L.P.		\$ 297,745
		=====

The Fund XIII and REIT Joint Venture  
(A Georgia Joint Venture)  
Statement of Partners' Capital  
for the Period From June 27, 2001 (Inception) Through  
December 31, 2001

	Wells Real Estate Fund XIII	Wells Operating Partnership, L.P.	Total Partners' Capital
	-----	-----	-----
Balance, June 27, 2001 (inception)	\$ 0	\$ 0	\$ 0
Net income	58,610	297,745	356,355
Partnership contributions	8,491,069	18,285,076	26,776,145
Partnership distributions	(96,241)	(455,483)	(551,724)
	-----	-----	-----
Balance, December 31, 2001	\$8,453,438	\$18,127,338	\$26,580,776
	=====	=====	=====

40

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Fund XIII and REIT Joint Venture  
 (A Georgia Joint Venture)  
 Statement of Cash Flows  
 for the Period From June 27, 2001 (Inception) Through  
 December 31, 2001

Cash flows from operating activities:

Net income

Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation

Changes in assets and liabilities:

Accounts receivable

Prepaid expenses and other assets

Accounts payable

Total adjustments

Net cash provided by operating activities

Cash flows from investing activities:

Investment in real estate

Cash flows from financing activities:

Contributions from joint venture partners

Distributions to joint venture partners

Net cash provided by financing activities

Net increase in cash and cash equivalents

Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of year

Supplemental disclosure of noncash activities:

Deferred project costs contributed to Joint Venture

6. INCOME TAX BASIS NET INCOME AND PARTNERS' CAPITAL

The Operating Partnership's income tax basis net income for the years ended December 31, 2001 and 2000 are calculated as follows:

	2001
	-----
Financial statement net income	\$ 21,723,96
Increase (decrease) in net income resulting from:	
Depreciation expense for financial reporting purposes in excess of amounts for income tax purposes	7,347,45
Rental income accrued for financial reporting purposes in excess of amounts for income tax purposes	(2,735,23
Expenses deductible when paid for income tax purposes, accrued for financial reporting purposes	25,65
	-----

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Income tax basis net income

\$ 26,361,84  
=====

41

The Operating Partnership's income tax basis partners' capital at December 31, 2001 and 2000 is computed as follows:

	2001 -----
Financial statement partners' capital	\$710,285,75
Increase (decrease) in partners' capital resulting from:	
Depreciation expense for financial reporting purposes in excess of amounts for income tax purposes	11,891,06
Capitalization of syndication costs for income tax purposes, which are accounted for as cost of capital for financial reporting purposes	12,896,31
Accumulated rental income accrued for financial reporting purposes in excess of amounts for income tax purposes	(5,382,48
Accumulated expenses deductible when paid for income tax purposes, accrued for financial reporting purposes	114,87
Dividends payable	1,059,02
Other	(222,37
	-----
Income tax basis partners' capital	\$730,642,16 =====

7. RENTAL INCOME

The future minimum rental income due from the Operating Partnership's direct investment in real estate or its respective ownership interest in the joint ventures under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 69,364,229
2003	70,380,691
2004	71,184,787
2005	70,715,556
2006	71,008,821
Thereafter	270,840,299
	-----
	\$ 623,494,383 =====

One tenant contributed 10% of rental income for the year ended December 31, 2001. In addition, one tenant will contribute 12% of future minimum rental income.

Future minimum rental income due from Fund VIII, IX, and REIT Joint Venture under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 1,287,119
2003	1,287,119

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

2004	107,260
2005	0
2006	0
Thereafter	0
	-----
	\$ 2,681,498
	=====

One tenant contributed 100% of rental income for the year ended December 31, 2001. In addition, one tenant will contribute 100% of future minimum rental income.

42

The future minimum rental income due from Fund IX, X, XI, and REIT Joint Venture under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 3,648,769
2003	3,617,432
2004	3,498,472
2005	2,482,815
2006	2,383,190
Thereafter	3,053,321
	-----
	\$ 18,683,999
	=====

Four tenants contributed 26%, 23%, 13%, and 13% of rental income for the year ended December 31, 2001. In addition, four tenants will contribute 38%, 21%, 20%, and 17% of future minimum rental income.

The future minimum rental income due Wells/Orange County Associates under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 834,888
2003	695,740
	-----
	\$ 1,530,628
	=====

One tenant contributed 100% of rental income for the year ended December 31, 2001 and will contribute 100% of future minimum rental income.

The future minimum rental income due Wells/Fremont Associates under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 922,444
2003	950,118
2004	894,832
	-----
	\$ 2,767,394
	=====

One tenant contributed 100% of rental income for the year ended December 31, 2001 and will contribute 100% of future minimum rental income.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The future minimum rental income due from Fund XI, XII, and REIT Joint Venture under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 3,277,512
2003	3,367,510
2004	3,445,193
2005	3,495,155
2006	3,552,724
Thereafter	2,616,855
	-----
	\$ 19,754,949
	=====

Four tenants contributed approximately 30%, 28%, 24%, and 18% of rental income for the year ended December 31, 2001. In addition, four tenants will contribute approximately 30%, 27%, 25%, and 18% of future minimum rental income.

43

The future minimum rental income due from Fund XII and REIT Joint Venture under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 5,352,097
2003	5,399,451
2004	5,483,564
2005	5,515,926
2006	5,548,289
Thereafter	34,677,467
	-----
	\$ 61,976,794
	=====

Three tenants contributed approximately 31%, 29%, and 27% of rental income for the year ended December 31, 2001. In addition, three tenants will contribute approximately 58%, 21%, and 18% of future minimum rental income.

The future minimum rental income due Fund XIII and REIT Joint Venture under noncancelable operating leases at December 31, 2001 is as follows:

Year ended December 31:	
2002	\$ 2,545,038
2003	2,602,641
2004	2,661,228
2005	2,721,105
2006	2,782,957
Thereafter	13,915,835
	-----
	\$ 27,228,804
	=====

One tenant contributed approximately 95% of rental income for the year ended December 31, 2001. In addition, two tenants will contribute approximately 51% and 49% of future minimum rental income.

### 8. INVESTMENT IN BONDS AND OBLIGATION UNDER CAPITAL LEASE

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

On September 27, 2001, the Operating Partnership acquired a ground leasehold interest in the Ingram Micro Distribution Facility pursuant to a Bond Real Property Lease dated December 20, 1995 (the "Bond Lease"). The ground leasehold interest under the Bond Lease, along with the Bond and Bond Deed of Trust described below, were purchased from Ingram Micro, L.P. ("Ingram") in a sale lease-back transaction for a purchase price of \$21,050,000. The Bond Lease expires on December 31, 2026. At closing, the Operating Partnership also entered into a new lease with Ingram pursuant to which Ingram agreed to lease the entire Ingram Micro Distribution Facility for a lease term of 10 years with two successive 10-year renewal options.

In connection with the original development of the Ingram Micro Distribution Facility, the Industrial Development Board of the City of Milington, Tennessee (the "Industrial Development Board") issued an Industrial Development Revenue Note dated December 20, 1995 in the principal amount of \$22,000,000 (the "Bond") to Lease Plan North America, Inc. (the "Original Bond Holder"). The proceeds from the issuance of the Bond were utilized to finance the construction of the Ingram Micro Distribution Facility. The Bond is secured by a Fee Construction Mortgage Deed of Trust Assignment of Rents and Leases also dated December 20, 1995 (the "Bond Deed of Trust") executed by the Industrial Development Board for the benefit of the Original Bond Holder. Beginning in 2006, the holder of the Bond Lease has the option to purchase the land underlying the Ingram Micro Distribution Facility for \$100.00 plus satisfaction of the indebtedness evidenced by the Bond which, as set forth below, was acquired and is currently held by the Operating Partnership.

On December 20, 2000, Ingram purchased the Bond and the Bond Deed of Trust from the Original Bond Holder. On September 27, 2001, along with purchasing the Ingram Micro Distribution Facility through its acquisition of the ground leasehold interest under the Bond Lease, the Operating Partnership also acquired the Bond and the Bond

44

Deed of Trust from Ingram. Because the Operating Partnership is technically subject to the obligation to pay the \$22,000,000 indebtedness evidenced by the Bond, the obligation to pay the Bond is carried on the Company's books as a liability; however, since Operating Partnership is also the owner of the Bond, the Bond is also carried on the Company's books as an asset.

### 9. NOTES PAYABLE

As of December 31, 2001, the Operating Partnership's notes payable included the following:

Note payable to Bank of America, interest at 5.9%, interest payable monthly, due July 30, 2003, collateralized by the Nissan property	\$ 468,844
Note payable to SouthTrust Bank, interest at LIBOR plus 175 basis points, principal and interest payable monthly, due June 10, 2002; collateralized by the Operating Partnership's interests in the Cinemark Building, the Dial Building, the ASML Building, the Motorola Tempe Building, the Avnet Building, the Matsushita Building, and the PwC Building	7,655,600
	-----



Total

\$ 8,124,444

=====

The contractual maturities of the Operating Partnership's notes payable are as follows as of December 31, 2001:

2002	\$7,655,600
2003	468,844
	-----
Total	\$8,124,444
	=====

10. COMMITMENTS AND CONTINGENCIES

Take Out Purchase and Escrow Agreement

An affiliate of the Advisor ("Wells Exchange") has developed a program (the "Wells Section 1031 Program") involving the acquisition by Wells Exchange of income-producing commercial properties and the formation of a series of single member limited liability companies for the purpose of facilitating the resale of co-tenancy interests in such real estate properties to be owned in co-tenancy arrangements with persons ("1031 Participants") who are looking to invest the proceeds from a sale of real estate held for investment in another real estate investment for purposes of qualifying for like-kind exchange treatment under Section 1031 of the Code. Each of these properties will be financed by a combination of permanent first mortgage financing and interim loan financing obtained from institutional lenders.

Following the acquisition of each property, Wells Exchange will attempt to sell co-tenancy interests to 1031 Participants, the proceeds of which will be used to pay off the interim financing. In consideration for the payment of a take out fee to the Company, and following approval of the potential property acquisition by the Company's board of directors, it is anticipated that Wells OP will enter into a take out purchase and escrow agreement or similar contract providing that, in the event that Wells Exchange is unable to sell all of the co-tenancy interest in that particular property to 1031 Participants, the Operating Partnership will purchase, at Wells Exchange's cost, any co-tenancy interests remaining unsold at the end of the offering period.

As a part of the initial transaction in the Wells Section 1031 Program, and in consideration for the payment of a take out fee in the amount of \$137,500 to the Company, Wells OP entered into a take out purchase and escrow agreement dated April 16, 2001 providing that, among other things, Wells OP is obligated to acquire, at Wells Exchange's cost (\$839,694 in cash plus \$832,060 of assumed debt for each 7.63358% interest of co-tenancy interest unsold), any co-tenancy interest in the building known as the Ford Motor Credit Complex which remains unsold at the expiration of the offering of Wells Exchange, which has been extended to April 15, 2002, which is also the maturity date of the interim loan relating to such property. The Ford Motor Credit Complex consists of two connecting office buildings containing 167,438 rentable square feet located in Colorado Springs, Colorado, currently under a triple-net lease with Ford Motor Credit Company, a wholly owned subsidiary of Ford Motor Company.

The obligations of Wells OP under the take out purchase and escrow agreement are secured by reserving against a portion of Wells OP's existing line of credit with Bank of America, N.A. (the "Interim Lender"). If, for any reason, Wells OP fails to acquire any of the co-tenancy interest in the Ford Motor Credit Complex which remains unsold as of April 15, 2002, or there is otherwise an uncured default under the interim loan or the line of credit documents, the Interim Lender is authorized to draw down Wells OP's line of credit in the amount necessary to pay the outstanding balance of the interim loan in full, in which event the appropriate amount of co-tenancy interest in the Ford Motor Credit Complex would be deeded to Wells OP. Wells OP's maximum economic exposure in the transaction is \$21,900,000, in which event Wells OP would acquire the Ford Motor Credit Complex for \$11,000,000 in cash plus assumption of the first mortgage financing in the amount of \$10,900,000. If some, but not all, of the co-tenancy interests are sold, Wells OP's exposure would be less, and it would own an interest in the property in co-tenancy with the 1031 Participants who had previously acquired co-tenancy interests in the Ford Motor Credit Complex from Wells Exchange.

#### Development of the Nissan Property

The Operating Partnership has entered into an agreement with an independent third-party general contractor for the purpose of designing and constructing a three-story office building containing 268,290 rentable square feet on the Nissan Property. The construction agreement provides that the Operating Partnership will pay the contractor a maximum of \$25,326,017 for the design and construction of the building. Construction commenced on January 25, 2002 and is scheduled to be completed within 20 months.

#### General

Management, after consultation with legal counsel, is not aware of any significant litigation or claims against the Company, the Operating Partnership, or the Advisor. In the normal course of business, the Company, the Operating Partnership, or the Advisor may become subject to such litigation or claims.

## 11. SHAREHOLDERS' EQUITY

### Common Stock Option Plan

The Wells Real Estate Investment Trust, Inc. Independent Director Stock Option Plan ("the Plan") provides for grants of stock to be made to independent nonemployee directors of the Company. Options to purchase 2,500 shares of common stock at \$12 per share are granted upon initially becoming an independent director of the Company. Of these shares, 20% are exercisable immediately on the date of grant. An additional 20% of these shares become exercisable on each anniversary following the date of grant for a period of four years. Effective on the date of each annual meeting of shareholders of the Company, beginning in 2000, each independent director will be granted an option to purchase 1,000 additional shares of common stock. These options vest at the rate of 500 shares per full year of service thereafter. All options granted under the Plan expire no later than the date immediately following the tenth anniversary of the date of grant and may expire sooner in the event of the disability or death of the optionee or if the optionee ceases to serve as a director.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Company has adopted the disclosure provisions in Statement of Financial Accounting Standards ("SFAS") No. 123, "Accounting for Stock-Based Compensation." As permitted by the provisions of SFAS No. 123, the Company applies Accounting Principles Board Opinion No. 25 and the related interpretations in accounting for its stock option plans and, accordingly, does not recognize compensation cost.

A summary of the Company's stock option activity during 2001 and 2000 is as follows:

	Number	Exercise Price
	-----	-----
Outstanding at December 31, 1999	17,500	\$12
Granted	7,000	12
	-----	
Outstanding at December 31, 2000	24,500	12
Granted	7,000	12
	-----	
Outstanding at December 31, 2001	31,500	12
	=====	
Outstanding options exercisable as of December 31, 2001	10,500	12
	=====	

For SFAS No. 123 purposes, the fair value of each stock option for 2001 and 2000 has been estimated as of the date of the grant using the minimum value method. The weighted average risk-free interest rates assumed for 2001 and 2000 were 5.05% and 6.45%, respectively. Dividend yields of 7.8% and 7.3% were assumed for 2001 and 2000, respectively. The expected life of an option was assumed to be six years and four years for 2001 and 2000, respectively. Based on these assumptions, the fair value of the options granted during 2001 and 2000 is \$0.

### Treasury Stock

During 1999, the Company's board of directors authorized a dividend reinvestment program (the "DRP"), through which common shareholders may elect to reinvest an amount equal to the dividends declared on their common shares into additional shares of the Company's common stock in lieu of receiving cash dividends. During 2000, the Company's board of directors authorized a common stock repurchase plan subject to the amount reinvested in the Company's common shares through the DRP, less shares already redeemed, and a limitation in the amount of 3% of the average common shares outstanding during the preceding year. During 2001 and 2000, the Company repurchased 413,743 and 141,297 of its own common shares at an aggregate cost of \$4,137,427 and \$1,412,969, respectively. These transactions were funded with cash on hand and did not exceed either of the foregoing limitations.

## 12. QUARTERLY RESULTS (UNAUDITED)

Presented below is a summary of the unaudited quarterly financial

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

information for the years ended December 31, 2001 and 2000:

	2001 Quarters Ended		
	March 31	June 30	September 30
Revenues	\$10,669,713	\$10,891,240	\$ 12,507,000
Net income	3,275,345	5,038,898	6,109,000
Basic and diluted earnings per share			
(a)	\$ 0.10	\$ 0.12	\$ 0.13
Dividends per share (a)	0.19	0.19	0.19

(a) The totals of the four quarterly amounts for the year ended December 31, 2001 do not equal the totals for the year. This difference results from rounding differences between quarters.

	2000 Quarters Ended		
	March 31	June 30	September 30
Revenues	\$ 3,710,409	\$ 5,537,618	\$ 6,109,000
Net income	1,691,288	1,521,021	2,109,000
Basic and diluted earnings per share	\$ 0.11	\$ 0.08	\$ 0.10
Dividends per share	0.18	0.18	0.18

## 13. SUBSEQUENT EVENT

On January 11, 2002, the Operating Partnership purchased a three-story office building on a 9.8-acre tract of land located in Sarasota County, Florida known as the Arthur Andersen Building, from an unaffiliated third party for \$21,400,000. The Operating Partnership incurred additional related acquisition expenses, including attorneys' fees, recording fees, structural report and environmental report fees, and other closing costs, of approximately \$30,000.

48

WELLS REAL ESTATE INVESTMENT TRUST, INC. AND SUBSIDIARY

(A Georgia Public Limited Partnership)

SCHEDULE III--REAL ESTATE INVESTMENTS AND ACCUMULATED DEPRECIATION

DECEMBER 31, 2001

Initial Cost

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Description	Ownership Percentage	Encumbrances	Land	Buildings and Improvements	Costs of Capitalized Improvements
ALSTOM POWER--KNOXVILLE PROPERTY (a)	4%	None	\$ 582,897	744,164	\$ 6,744,547
AVAYA BUILDING	4	None	1,002,723	4,386,374	242,241
360 INTERLOCKEN (c)	4	None	1,570,000	6,733,500	437,266
IOMEGA PROPERTY (d)	4	None	597,000	4,674,624	876,459
OHMEDA PROPERTY (e)	4	None	2,613,600	7,762,481	528,415
FAIRCHILD PROPERTY (f)	78	None	2,130,480	6,852,630	374,300
ORANGE COUNTY PROPERTY (g)	44	None	2,100,000	4,463,700	287,916
PRICEWATER- HOUSECOOPERS PROPERTY (h)	100	None	1,460,000	19,839,071	825,560
EYBL CARTEX PROPERTY (i)	57	None	330,000	4,791,828	213,411
SPRINT BUILDING (j)	57	None	1,696,000	7,850,726	397,783
JOHNSON MATTHEY (k)	57	None	1,925,000	6,131,392	335,685
GARTNER PROPERTY (l)	57	None	895,844	7,451,760	347,820
AT&T--PA PROPERTY (m)	100	None	662,000	11,836,368	265,740

Gross Amount at Which Carried at December 31, 2001

Description	Land	Buildings and Improvements	Construction in Progress	Total	Accumulated Depreciation	Date Construed
ALSTOM POWER--KNOXVILLE PROPERTY (a)	\$ 607,930	\$ 7,463,678	\$ 0	\$ 8,071,608	\$ 1,844,482	199

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

AVAYA BUILDING	1,051,138	4,580,200	0	5,631,338	656,495	199
360 INTERLOCKEN (c)	1,650,070	7,090,696	0	8,740,766	1,098,339	199
IOMEGA PROPERTY (d)	641,988	5,506,095	0	6,148,083	742,404	199
OHMEDA PROPERTY (e)	2,746,894	8,157,602	0	10,904,496	1,278,024	199
FAIRCHILD PROPERTY (f)	2,219,251	7,138,159	0	9,357,410	999,301	199
ORANGE COUNTY PROPERTY (g)	2,187,501	4,664,115	0	6,851,616	651,780	198
PRICEWATER- HOUSECOOPERS PROPERTY (h)	1,520,834	20,603,797	0	22,124,631	2,469,792	199
EYBL CARTEX PROPERTY (i)	343,750	4,991,489	0	5,335,239	532,416	199
SPRINT BUILDING (j)	1,766,667	8,177,842	0	9,944,509	817,785	199
JOHNSON MATTHEY (k)	2,005,209	6,386,868	0	8,392,077	617,438	197
GARTNER PROPERTY (l)	933,171	7,762,253	0	8,695,424	724,477	199
AT&T--PA PROPERTY (m)	689,583	12,074,525	0	12,764,108	1,408,686	199

49

Description	Ownership Percentage	Encumbrances	Initial Cost			Gross Amount at	
			Land	Buildings and Improvements	Costs of Capitalized Improvements	Land	Build Impr
MARCONI PROPERTY (n)	100	None	5,000,000	28,161,665	1,381,747	5,208,335	2
CINEMARK PROPERTY (o)	100	None	1,456,000	20,376,881	908,217	1,516,667	2
MATSUSHITA PROPERTY (p)	100	None	4,577,485	0	13,860,142	4,768,215	1
ALSTOM							

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

POWER-- RICHMOND PROPERTY (q)	100	None	948,401	0	9,938,308	987,918	
METRIS--OK PROPERTY (r)	100	None	1,150,000	11,569,583	541,489	1,197,917	1
DIAL PROPERTY (s)	100	None	3,500,000	10,785,309	601,264	3,645,835	1
ASML PROPERTY (t)	100	None	0	17,392,633	731,685	0	1
MOTOROLA--AZ PROPERTY (u)	100	None	0	16,036,219	669,639	0	1
AVNET PROPERTY (v)	100	None	0	13,271,502	551,156	0	1
DELPHI PROPERTY (w)	100	None	2,160,000	16,775,971	1,676,956	2,250,008	1
SIEMENS PROPERTY (x)	47	None	2,143,588	12,048,902	591,358	2,232,905	1
QUEST PROPERTY (y)	16	None	2,220,993	5,545,498	51,285	2,220,993	
MOTOROLA--NJ PROPERTY (z)	100	None	9,652,500	20,495,243	0	10,054,720	2
METRIS--MN PROPERTY (aa)	100	None	7,700,000	45,151,969	2,181	8,020,859	4
STONE & WEBSTER PROPERTY (bb)	100	None	7,100,000	37,914,954	0	7,395,857	3
AT&T--OK PROPERTY (cc)	47	None	2,100,000	13,227,555	638,651	2,187,500	1
COMDATA PROPERTY	64	None	4,300,000	20,650,000	572,944	4,479,168	2
AMERICREDIT PROPERTY	87	None	1,610,000	10,890,000	563,257	1,677,084	1
STATE STREET PROPERTY	100	None	10,600,000	38,962,988	4,344,837	11,041,670	4
IKON PROPERTY	100	None	2,735,000	17,915,000	985,856	2,847,300	1
NISSAN PROPERTY	100	\$8,124,444	5,545,700	0	21,353	5,567,053	

Description	Accumulated Depreciation	Date of Consturction	Date Acquired	Life on Which Depreciation is Computed (dd)
-------------	-----------------------------	-------------------------	------------------	--

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

MARCONI PROPERTY (n)	2,737,941	1991	9/10/99	20 to 25 years
CINEMARK PROPERTY (o)	1,768,692	1999	12/21/99	20 to 25 years
MATSUSHITA PROPERTY (p)	2,032,803	1999	3/15/99	20 to 25 years
ALSTOM POWER-- RICHMOND PROPERTY (q)	921,980	1999	7/22/99	20 to 25 years
METRIS--OK PROPERTY (r)	881,413	2000	2/11/00	20 to 25 years
DIAL PROPERTY (s)	821,315	1997	3/29/00	20 to 25 years
ASML PROPERTY (t)	1,314,573	1995	3/29/00	20 to 25 years
MOTOROLA--AZ PROPERTY (u)	1,218,400	1998	3/29/00	20 to 25 years
AVNET PROPERTY (v)	868,060	2000	6/12/00	20 to 25 years
DELPHI PROPERTY (w)	1,286,705	2000	6/29/00	20 to 25 years
SIEMENS PROPERTY (x)	959,465	2000	5/10/00	20 to 25 years
QUEST PROPERTY (y)	649,436	1997	9/10/97	20 to 25 years
MOTOROLA--NJ PROPERTY (z)	1,541,768	2000	11/1/00	20 to 25 years
METRIS--MN PROPERTY (aa)	2,000,737	2000	12/21/00	20 to 25 years
STONE & WEBSTER PROPERTY (bb)	1,679,981	1994	12/21/00	20 to 25 years
AT&T--OK PROPERTY (cc)	597,317	1999	12/28/00	20 to 25 years
COMDATA PROPERTY	575,056	1986	5/15/2001	20 to 25 years
AMERICREDIT PROPERTY	227,724	2001	7/16/2001	20 to 25 years
STATE STREET PROPERTY	807,903	1998	7/30/2001	20 to 25 years



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

IKON PROPERTY	250,689	2000	9/7/2001	20 to 25 years
NISSAN PROPERTY	0	2002	9/19/2001	20 to 25 years

50

Description	Ownership Partnership	Encumbrances	Land	Buildings and Improvements	Costs Capital Improvem
INGRAM MICRO PROPERTY	100	\$22,000,000	333,049	20,666,951	922,
LUCENT PROPERTY	100	None	7,000,000	10,650,000	1,106,
CONVERGYS PROPERTY	100	None	3,500,000	9,755,000	791,
ADIC PROPERTY	51	None	1,954,213	11,000,000	757,
WINDY POINT I PROPERTY	100	None	4,360,000	29,298,642	1,440,
WINDY POINT II PROPERTY	100	None	3,600,000	52,016,358	2,385,
Total		\$30,124,444	\$112,812,473	\$584,077,441	\$57,913,

	Buildings and Improvements	Construction in Progress	Total	Accumulated Depreciation	Date of Construction
INGRAM MICRO PROPERTY	21,590,010	0	21,923,059	292,307	1997
LUCENT PROPERTY	11,484,562	0	18,760,392	153,093	2000
CONVERGYS PROPERTY	10,404,230	0	14,046,672	34,681	2001
ADIC PROPERTY	11,664,380	0	13,712,115	38,881	2001
WINDY POINT I PROPERTY	30,562,349	0	35,099,211	101,875	1999
WINDY POINT II PROPERTY	54,255,727	0	58,001,760	180,852	2001

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Total	\$645,673,203	\$5,389,553	\$768,308,697	\$37,785,066
	=====	=====	=====	=====

- (a) The Alstom Power Knoxville Property consists of a three-story office building located in Knoxville, Tennessee. It is owned by Fund IX-X-XI-REIT Joint Venture.
- (b) The Avaya Building consists of a one-story office building located in Oklahoma City, Oklahoma. It is owned by Fund IX-X-XI-REIT Joint Venture.
- (c) The 360 Interlocken Property consists of a three-story multi-tenant office building located in Broomfield, Colorado. It is owned by Fund IX-X-XI-REIT Joint Venture.
- (d) The Iomega Property consists of a one-story warehouse and office building located in Ogden, Utah. It is owned by Fund IX-X-XI-REIT Joint Venture.
- (e) The Ohmeda Property consists of a two-story office building located in Louisville, Colorado. It is owned by Fund IX-X-XI-REIT Joint Venture.
- (f) The Fairchild Property consists of a two-story warehouse and office building located in Fremont, California. It is owned by Wells/Freemont Associates.
- (g) The Orange County Property consists of a one-story warehouse and office building located in Fountain Valley, California. It is owned by Wells/Orange County Associates.
- (h) The PriceWaterhouseCoopers Property consists of a four-story office building located in Tampa, Florida. It is 100% owned by the Company.
- (i) The EYBL CarTex Property consists of a one-story manufacturing and office building located in Fountain Inn, South Carolina. It is owned by Fund XI-XII-REIT Joint Venture.
- (j) The Sprint Building consists of a three-story office building located in Leawood, Kansas. It is owned by Fund XI-XII-REIT Joint Venture.
- (k) The Johnson Matthey Property consists of a one-story research and development office and warehouse building located in Chester County, Pennsylvania. It is owned by Fund XI-XII-REIT Joint Venture.
- (l) The Gartner Property consists of a two-story office building located in Ft. Myers, Florida. It is owned by Fund XI-XII-REIT Joint Venture

51

- (m) The AT&T--PA Property consists of a four-story office building located in Harrisburg, Pennsylvania. It is 100% owned by the Company.
- (n) The Marconi Property consists of a two-story office building located in Wood Dale, Illinois. It is 100% owned by the Company.
- (o) The Cinemark Property consists of a five-story office building located in Plano, Texas. It is 100% owned by the Company.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (p) The Matsushita Property consists of a two-story office building located in Lake Forest, California. It is 100% owned by the Company.
- (q) The Alstom Property consists of a four-story office building located in Midlothian, Chesterfield County, Virginia. It is 100% owned by the Company.
- (r) The Metris--OK Property consists of a three-story office building located in Tulsa, Oklahoma. It is 100% owned by the Company.
- (s) The Dial Property consists of a two-story office building located in Scottsdale, Arizona. It is 100% owned by the Company.
- (t) The ASML Property consists of a two-story office building located in Tempe, Arizona. It is 100% owned by the Company.
- (u) The Motorola--AZ Property consists of a two-story office building located in Tempe, Arizona. It is 100% owned by the Company.
- (v) The Avnet Property consists of a two-story office building located in Tempe, Arizona. It is 100% owned by the Company.
- (w) The Delphi Property consists of a three-story office building located in Troy, Michigan. It is 100% owned by the Company.
- (x) The Siemens Property consists of a three-story office building located in Troy, Michigan. It is owned by Fund XII-REIT Joint Venture.
- (y) The Quest Property consists of a two-story office building located in Orange County, California. It is owned by Fund VIII-IX-REIT Joint Venture.
- (z) The Motorola--NJ Property consists of a three-story office building located in South Plainfield, New Jersey. It is 100% owned by the Company.
- (aa) The Metris--MN Property consists of a nine-story office building located in Minnetonka, Minnesota. It is 100% owned by the Company.
- (bb) The Stone & Webster Property consists of a six-story office building located in Houston, Texas. It is 100% owned by the Company.
- (cc) The AT&T--OK Property consists of a two-story office building located in Oklahoma City, Oklahoma. It is owned by the Fund XII-REIT Joint Venture.
- (dd) Depreciation lives used for buildings are 25 years. Depreciation lives used for land improvements are 20 years.

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## WELLS REAL ESTATE INVESTMENT TRUST, INC. AND SUBSIDIARY

### SCHEDULE III--REAL ESTATE INVESTMENTS AND ACCUMULATED DEPRECIATION

DECEMBER 31, 2001

	Cost	Accumulated Depreciation
	-----	-----
BALANCE AT DECEMBER 31, 1998	\$ 76,201,910	\$ 1,487,963
1999 additions	103,916,288	4,243,688
	-----	-----
BALANCE AT DECEMBER 31, 1999	180,118,198	5,731,651
2000 additions	293,450,036	11,232,378
	-----	-----
BALANCE AT DECEMBER 31, 2000	473,568,234	16,964,029
	=====	=====
	=====	=====
2001 additions	294,740,403	20,821,037
	=====	=====
BALANCE AT DECEMBER 31, 2001	\$ 768,308,697	\$ 37,785,066
	=====	=====

53

### PRIOR PERFORMANCE TABLES

The following Prior Performance Tables (Tables) provide information relating to real estate investment programs sponsored by Wells Capital, Inc., our advisor, and its affiliates (Wells Public Programs) which have investment objectives similar to Wells Real Estate Investment Trust, Inc. (Wells REIT). (See "Investment Objectives and Criteria.") Except for the Wells REIT, all of the Wells Public Programs, have used capital, and no acquisition indebtedness, to acquire their properties.

Prospective investors should read these Tables carefully together with the summary information concerning the Wells Public Programs as set forth in the "Prior Performance Summary" section of this prospectus.

Investors in the Wells REIT will not own any interest in the other Wells Public Programs and should not assume that they will experience returns, if any, comparable to those experienced by investors in other Wells Public Programs.

The advisor is responsible for the acquisition, operation, maintenance and resale of the real estate properties. The financial results of the Wells Public Programs, thus, may provide some indication of the advisor's performance of its obligations during the periods covered. However, general economic conditions affecting the real estate industry and other factors contribute significantly to financial results.

The following tables are included herein:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Table I - Experience in Raising and Investing Funds (As a Percentage of Investment)

Table II - Compensation to Sponsor (in Dollars)

Table III - Annual Operating Results of Wells Public Programs

Table IV (Results of completed programs) has been omitted since none of the Wells Public Programs have been liquidated.

Table V - Sales or Disposals of Property

Additional information relating to the acquisition of properties by the Wells Public Programs is contained in Table VI, which is included in Part II of the registration statement which the Wells REIT has filed with the Securities and Exchange Commission. Copies of any or all information will be provided to prospective investors at no charge upon request.

The following are definitions of certain terms used in the Tables:

"Acquisition Fees" shall mean fees and commissions paid by a Wells Public Program in connection with its purchase or development of a property, except development fees paid to a person not affiliated with the Wells Public Program or with a general partner or advisor of the Wells Public Program in connection with the actual development of a project after acquisition of the land by the Wells Public Program.

"Organization Expenses" shall include legal fees, accounting fees, securities filing fees, printing and reproduction expenses and fees paid to the sponsor in connection with the planning and formation of the Wells Public Program.

"Underwriting Fees" shall include selling commissions and wholesaling fees paid to broker-dealers for services provided by the broker-dealers during the offering.

54

TABLE I  
(UNAUDITED)

### EXPERIENCE IN RAISING AND INVESTING FUNDS

This Table provides a summary of the experience of the sponsors of Wells Public Programs for which offerings have been completed since December 31, 1998. Information is provided with regard to the manner in which the proceeds of the offerings have been applied. Also set forth is information pertaining to the timing and length of these offerings and the time period over which the proceeds have been invested in the properties. All figures are as of December 31, 2001.

	Wells Real Estate Fund XI, L.P. -----	Wells Real Estate Fund XII, L.P. -----		Wells Real Investme Trust, I -----
Dollar Amount Raised	\$ 16,532,802/(3)/ =====	\$ 35,611,192/(4)/ =====	\$	307,411 =====

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Percentage Amount Raised	100%/(3)/	100%/(4)/	
Less Offering Expenses			
Underwriting Fees	9.5%	9.5%	
Organizational Expenses	3.0%	3.0%	
Reserves/(1)/	0.0%	0.0%	
	-----	-----	-----
Percent Available for Investment	87.5%	87.5%	
Acquisition and Development Costs			
Prepaid Items and Fees related to			
Purchase of Property	0.0%	0.0	
Cash Down Payment	84.0%	84.0%	
Acquisition Fees/(2)/	3.5%	3.5%	
Development and Construction Costs	0.0%	0.0	
Reserve for Payment of Indebtedness	0.0%	0.0%	
	-----	-----	-----
Total Acquisition and Development Cost	87.5%	87.5%	
Percent Leveraged	0.0%	0.0%	
	=====	=====	=====
Date Offering Began	12/31/97	03/22/99	01/3
Length of Offering	12 mo.	24 mo.	35
Months to Invest 90% of Amount Available for Investment (Measured from Beginning of Offering)	20 mo.	26 mo.	21
Number of Investors as of 12/31/01	1,338	1,337	7

- (1) Does not include general partner contributions held as part of reserves.
- (2) Includes acquisition fees, real estate commissions, general contractor fees and/or architectural fees paid to affiliates of the general partners.
- (3) Total dollar amount registered and available to be offered was \$35,000,000. Wells Real Estate Fund XI, L.P. closed its offering on December 30, 1998, and the total dollar amount raised was \$16,532,802.
- (4) Total dollar amount registered and available to be offered was \$70,000,000. Wells Real Estate Fund XII, L.P. closed its offering on March 21, 2001, and the total dollar amount raised was \$35,611,192.
- (5) The total dollar amount registered and available to be offered in the first offering was \$165,000,000. Wells Real Estate Investment Trust, Inc. closed its initial offering on December 19, 1999, and the total dollar amount raised in its initial offering was \$132,181,919. The total dollar amount registered and available to be offered in the second offering was \$222,000,000. Wells Real Estate Investment Trust, Inc. closed its second offering on December 19, 2000, and the total dollar amount raised in its second offering was \$175,229,193.

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## (UNAUDITED) COMPENSATION TO SPONSOR

The following sets forth the compensation received by Wells Capital and its affiliates, including compensation paid out of offering proceeds and compensation paid in connection with the ongoing operations of Wells Public Programs having similar or identical investment objectives the offerings of which have been completed since December 31, 1998. All figures are as of December 31, 2001.

	Wells Real Estate Fund XI, L.P. -----	Wells Real Estate Fund XII, L.P. -----	Wells Real Estate Investment Trust, Inc. -----
Date Offering Commenced	12/31/97	03/22/99	01/30/99
Dollar Amount Raised	\$ 16,532,802	\$ 35,611,192	\$307,411,111
To Sponsor from Proceeds of Offering:			
Underwriting Fees/(3)/	\$ 151,911	\$ 362,416	\$ 3,076,844
Acquisition Fees			
Real Estate Commissions	--	--	--
Acquisition and Advisory Fees/(4)/	\$ 578,648	\$ 1,246,392	\$ 10,759,384
Dollar Amount of Cash Generated from Operations Before Deducting Payments to Sponsor/(5)/	\$ 3,494,174	\$ 3,508,128	\$116,037,684
Amount Paid to Sponsor from Operations:			
Property Management Fee/(2)/	\$ 90,731	\$ 113,238	\$ 1,899,144
Partnership Management Fee	--	--	--
Reimbursements	\$ 164,746	\$ 142,990	\$ 1,047,444
Leasing Commissions	\$ 90,731	\$ 113,238	\$ 1,899,144
General Partner Distributions	--	--	--
Other	--	--	--
Dollar Amount of Property Sales and Refinancing Payments to Sponsors:			
Cash	--	--	--
Notes	--	--	--
Amount Paid to Sponsor from Property Sales and Refinancing:			
Real Estate Commissions	--	--	--
Incentive Fees	--	--	--
Other	--	--	--

(1) The total dollar amount registered and available to be offered in the first offering was \$165,000,000. Wells Real Estate Investment Trust, Inc. closed its initial offering on December 19, 1999, and the total dollar amount raised in its initial offering was \$132,181,919. The total dollar amount registered and available to be offered in the second offering was \$222,000,000. Wells Real Estate Investment Trust, Inc. closed its second offering on December 19, 2000, and the total dollar amount raised in its second offering was \$175,229,193.

(2) Includes compensation paid to the general partners from Wells Real Estate Fund I, Wells Real Estate Fund II, Wells Real Estate Fund II-OW, Wells Real Estate Fund III, L.P., Wells Real Estate Fund IV, L.P., Wells Real Estate

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Fund V, L.P., Wells Real Estate Fund VI, L.P., Wells Real Estate Fund VII, L.P., Wells Real Estate Fund VIII, L.P., Wells Real Estate Fund IX, L.P. and Wells Real Estate Fund X, L.P. during the past three years. In addition to the amounts shown, affiliates of the general partners of Wells Real Estate Fund I are entitled to certain property management and leasing fees but have elected to defer the payment of such fees until a later year on properties owned by Wells Real Estate Fund I. As of December 31, 2001, the amount of such deferred fees totaled \$2,627,841.

- (3) Includes net underwriting compensation and commissions paid to Wells Investment Securities, Inc. in connection with the offering which was not reallocated to participating broker-dealers.

56

- (4) Fees paid to the general partners or their affiliates for acquisition and advisory services in connection with the review and evaluation of potential real property acquisitions.
- (5) Includes \$(161,104) in net cash provided by operating activities, \$3,308,970 in distributions to limited partners and \$346,208 in payments to sponsor for Wells Real Estate Fund XI, L.P.; \$167,620 in net cash used by operating activities, \$2,971,042 in distributions to limited partners and \$369,466 in payments to sponsor for Wells Real Estate Fund XII, L.P.; \$53,677,256 in net cash provided by operating activities, \$57,514,696 in dividends and \$4,845,729 in payments to sponsor for Wells Real Estate Investment Trust, Inc.; and \$956,542 in net cash provided by operating activities, \$50,169,329 in distributions to limited partners and \$7,018,457 in payments to sponsor for other public programs.

57

TABLE III  
(UNAUDITED)

The following five tables set forth operating results of Wells Public Programs the offerings of which have been completed since December 31, 1996. The information relates only to public programs with investment objectives similar to those of the Wells REIT. All figures are as of December 31 of the year indicated.

58

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND VIII, L.P.

	2001	2000	1999
	----	----	----
Gross Revenues/(1)/	\$ 1,521,303	\$ 1,373,795	\$ 1,360,000
Profit on Sale of Properties	--	--	--
Less: Operating Expenses/(2)/	87,597	85,732	87,000



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Depreciation and Amortization/(3)/	0	0	6,
Net Income GAAP Basis/(4)/	\$ 1,433,706	1,288,063	\$ 1,266,
Taxable Income: Operations	\$ 2,000,231	1,707,431	\$ 1,672,
Cash Generated (Used By):			
Operations	(85,637)	(68,968)	(87,
Joint Ventures	2,602,975	2,474,151	2,558,
	\$ 2,517,338	\$ 2,405,183	2,471,
Less Cash Distributions to Investors:			
Operating Cash Flow	2,507,159	2,405,183	2,379,
Return of Capital	--	--	
Undistributed Cash Flow from Prior Year Operations	--	82,180	
Cash Generated (Deficiency) after Cash Distributions	\$ 10,179	\$ (82,180)	\$ 92,
Special Items (not including sales and financing):			
Source of Funds:			
General Partner Contributions	--	--	
Increase in Limited Partner Contributions/(5)/	--	--	
	\$ 10,179	\$ (82,180)	\$ 92,
Use of Funds:			
Sales Commissions and Offering Expenses		--	
Return of Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs		0	
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ 10,179	\$ (82,180)	\$ 92,
Net Income and Distributions Data per \$1,000 Invested:			
Net Income on GAAP Basis:			
Ordinary Income (Loss)			
- Operations Class A Units	51	84	
- Operations Class B Units	(93)	(219)	
Capital Gain (Loss)	--	--	
Tax and Distributions Data per \$1,000 Invested:			
Federal Income Tax Results:			
Ordinary Income (Loss)			
- Operations Class A Units	98	89	
- Operations Class B Units	(190)	(169)	
Capital Gain (Loss)	--	--	
Cash Distributions to Investors:			
Source (on GAAP Basis)			
- Investment Income Class A Units	51	83	
- Return of Capital Class A Units	38	7	
- Return of Capital Class B Units	--	--	
Source (on Cash Basis)			
- Operations Class A Units	89	87	
- Return of Capital Class A Units	--	3	
- Operations Class B Units	--	--	
Source (on a Priority Distribution Basis)/(5)/			
- Investment Income Class A Units	77	73	
- Return of Capital Class A Units	12	17	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- Return of Capital Class B Units -- --

Amount (in Percentage Terms) Remaining Invested  
in Program Properties at the end of the Last Year  
Reported in the Table 100%

59

- (1) Includes \$1,034,907 in equity in earnings of joint ventures and \$169,111 from investment of reserve funds in 1997; \$1,346,367 in equity in earnings of joint ventures and \$16,146 from investment of reserve funds in 1998; \$1,360,494 in equity in earnings of joint ventures and \$3 from investment of reserve funds in 1999; \$1,363,174 in equity in earnings of joint ventures and \$10,621 from investment of reserve funds in 2000; and \$1,519,727 in equity in earnings of joint ventures and \$1,576 from investment of reserve funds in 2001. As of December 31, 2001, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$841,666 for 1997; \$1,157,355 for 1998; \$1,209,171 for 1999; \$1,173,630 for 2000; and \$992,830 for 2001.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$1,947,536 to Class A Limited Partners, \$(844,969) to Class B Limited Partners and \$0 to the General Partners for 1997; \$2,431,246 to Class A Limited Partners, \$(1,162,075) to Class B Limited Partners and \$0 to the General Partners for 1998; \$2,481,559 to Class A Limited Partners, \$(1,214,613) to Class B Limited Partners and \$0 to the General Partners for 1999; \$2,294,288 to Class A Limited Partners, \$(1,006,225) to Class B Limited Partners and \$0 to the General Partners for 2000; and \$1,433,706 to Class A Limited Partners, \$(0) to Class B Limited Partners and \$0 to the General Partners for 2001.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2001, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$2,295,381.

60

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND IX, L.P.

	2001 ----	2000 ----	199 ---
Gross Revenues/(1)/	\$ 1,874,290	\$ 1,836,768	\$ 1,593

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Profit on Sale of Properties	--	--	
Less: Operating Expenses/(2)/	105,816	78,092	90
Depreciation and Amortization/(3)/	0	0	12
	-----	-----	-----
Net Income GAAP Basis/(4)/	\$ 1,768,474	\$ 1,758,676	\$ 1,490
	=====	=====	=====
Taxable Income: Operations	\$ 2,251,474	\$ 2,147,094	\$ 1,924
	=====	=====	=====
Cash Generated (Used By):			
Operations	\$ (101,573)	\$ (66,145)	\$ (94)
Joint Ventures	2,978,785	2,831,329	2,814
	-----	-----	-----
	\$ 2,877,212	\$ 2,765,184	\$ 2,720
Less Cash Distributions to Investors:			
Operating Cash Flow	2,877,212	2,707,684	2,720
Return of Capital	--	--	15
Undistributed Cash Flow From Prior Year Operations	(20,074)	--	17
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ (20,074)	\$ 57,500	\$ (32)
Special Items (not including sales and financing):			
Source of Funds:			
General Partner Contributions	--	--	
Increase in Limited Partner Contributions	--	--	
	-----	-----	-----
	\$ (20,074)	\$ 57,500	\$ (32)
Use of Funds:			
Sales Commissions and Offering Expenses	--	--	
Return of Original Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	--	44,357	190
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (20,074)	\$ 13,143	\$ (223)
	=====	=====	=====
Net Income and Distributions Data per \$1,000 Invested:			
Net Income on GAAP Basis:			
Ordinary Income (Loss)			
- Operations Class A Units	57	93	
- Operations Class B Units	(0)	(267)	
Capital Gain (Loss)	--	--	
Tax and Distributions Data per \$1,000 Invested:			
Federal Income Tax Results:			
Ordinary Income (Loss)			
- Operations Class A Units	94	91	
- Operations Class B Units	(195)	(175)	
Capital Gain (Loss)	--	--	
Cash Distributions to Investors:			
Source (on GAAP Basis)			
- Investment Income Class A Units	56	87	
- Return of Capital Class A Units	36	--	
- Return of Capital Class B Units	--	--	
Source (on Cash Basis)			
- Operations Class A Units	92	87	
- Return of Capital Class A Units	--	--	
- Operations Class B Units	--	--	
Source (on a Priority Distribution Basis)/(5)/			
- Investment Income Class A Units	81	76	
- Return of Capital Class A Units	11	11	
- Return of Capital Class B Units	--	--	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Amount (in Percentage Terms) Remaining Invested in Program  
 Properties at the end of the Last Year Reported in the Table 100%

61

- (1) Includes \$593,914 in equity in earnings of joint ventures and \$605,386 from investment of reserve funds in 1997; \$1,481,869 in equity in earnings of joint ventures and \$79,587 from investment of reserve funds in 1998; \$1,593,734 in equity in earnings of joint ventures and \$0 from investment of reserve funds in 1999; and \$1,829,216 in equity in earnings of joint ventures and \$7,552 from investment of reserve funds in 2000; and \$1,870,378 in equity in earnings of joint ventures and \$3,912 from investment of reserve funds in 2001. As of December 31, 2001, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$469,126 for 1997; \$1,143,407 for 1998; \$1,210,939 for 1999; \$1,100,915 for 2000; and \$1,076,802 for 2001.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$1,564,778 to Class A Limited Partners, \$(472,806) to Class B Limited Partners and \$(206) to the General Partners for 1997; \$2,597,938 to Class A Limited Partners, \$(1,147,983) to Class B Limited Partners and \$0 to the General Partners for 1998; \$2,713,636 to Class A Limited Partners, \$(1,223,305) to Class B Limited Partners and \$0 to the General Partners for 1999; \$2,858,806 to Class A Limited Partners, \$(1,100,130) to Class B Limited Partners and \$0 to the General Partners for 2000; and \$1,768,474 to Class A Limited Partners, \$(0) to Class B Limited Partners and \$0 to the General Partners for 2001.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2001, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,668,253.

62

TABLE III (UNAUDITED)  
 OPERATING RESULTS OF PRIOR PROGRAMS  
 WELLS REAL ESTATE FUND X, L.P.

	2001 ----	2000 ----	1999 ----
Gross Revenues/(1)/	\$ 1,559,026	\$ 1,557,518	\$ 1,309,
Profit on Sale of Properties	--	--	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Less: Operating Expenses/(2)/	109,177	81,338	98,
Depreciation and Amortization/(3)/	0	0	18,
	-----	-----	-----
Net Income GAAP Basis/(4)/	\$ 1,449,849	\$ 1,476,180	\$ 1,192,
	=====	=====	=====
Taxable Income: Operations	\$ 1,688,775	\$ 1,692,792	1,449,
	=====	=====	=====
Cash Generated (Used By):			
Operations	(100,983)	(59,595)	(99,
Joint Ventures	2,307,137	2,192,397	2,175,
	-----	-----	-----
	\$ 2,206,154	\$ 2,132,802	2,076,
Less Cash Distributions to Investors:			
Operating Cash Flow	\$ 2,206,154	2,103,260	2,067,
Return of Capital	--	--	
Undistributed Cash Flow From Prior Year Operations	25,647	--	
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ (25,647)	\$ 29,542	\$ 8,
Special Items (not including sales and financing):			
Source of Funds:			
General Partner Contributions	--	--	
Increase in Limited Partner Contributions	--	--	
	-----	-----	-----
	\$ (25,647)	\$ 29,542	\$ 8,
Use of Funds:			
Sales Commissions and Offering Expenses	--	--	
Return of Original Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	0	81,022	
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (25,647)	\$ (51,480)	\$ 8,
	=====	=====	=====
Net Income and Distributions Data per \$1,000 Invested:			
Net Income on GAAP Basis:			
Ordinary Income (Loss)			
- Operations Class A Units	99	104	
- Operations Class B Units	(188)	(159)	
Capital Gain (Loss)	--	--	
Tax and Distributions Data per \$1,000 Invested:			
Federal Income Tax Results:			
Ordinary Income (Loss)			
- Operations Class A Units	95	98	
- Operations Class B Units	(130)	(107)	
Capital Gain (Loss)	--	--	
Cash Distributions to Investors:			
Source (on GAAP Basis)			
- Investment Income Class A Units	96	94	
- Return of Capital Class A Units	--	--	
- Return of Capital Class B Units	--	--	
Source (on Cash Basis)			
- Operations Class A Units	96	94	
- Return of Capital Class A Units	--	--	
- Operations Class B Units	--	--	
Source (on a Priority Distribution Basis)/(5)/			
- Investment Income Class A Units	80	74	
- Return of Capital Class A Units	16	20	
- Return of Capital Class B Units	--	--	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Amount (in Percentage Terms) Remaining Invested in  
Program Properties at the end of the Last Year Reported in  
the Table

100%

63

- (1) Includes \$(10,035) in equity in earnings of joint ventures and \$382,542 from investment of reserve funds in 1997; \$869,555 in equity in earnings of joint ventures and \$215,042 from investment of reserve funds in 1998; \$1,309,281 in equity in earnings of joint ventures and \$0 from investment of reserve funds in 1999; 1,547,664 in equity in earnings of joint ventures and \$9,854 from investment of reserve funds in 2000; and \$1,549,588 in equity in earnings of joint ventures and \$9,438 from investment of reserve funds in 2001. As of December 31, 2001, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$18,675 for 1997; \$674,986 for 1998; \$891,911 for 1999; \$816,544 for 2000; and \$814,502 for 2001.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$302,862 to Class A Limited Partners, \$(24,675) to Class B Limited Partners and \$(162) to the General Partners for 1997; \$1,779,191 to Class A Limited Partners, \$(728,524) to Class B Limited Partners and \$(338) to General Partners for 1998; \$2,084,229 to Class A Limited Partners, \$(891,911) to Class B Limited Partners and \$0 to the General Partners for 1999; \$2,292,724 to Class A Limited Partners, \$(816,544) to Class B Limited Partners and \$0 to the General Partners for 2000; and \$2,264,351 to Class A Limited Partners, \$(814,502) to Class B Limited Partners and \$0 to the General Partners for 2001.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2001, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$1,735,882.

64

TABLE III (UNAUDITED)  
OPERATING RESULTS OF PRIOR PROGRAMS  
WELLS REAL ESTATE FUND XI, L.P.

	2001	2000	1999
	----	----	----
Gross Revenues/(1)/	\$ 960,676	\$ 975,850	\$ 766,
Profit on Sale of Properties	--	--	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Less: Operating Expenses/(2)/	90,326	79,861	111,
Depreciation and Amortization/(3)/	0	--	25,
	-----	-----	-----
Net Income GAAP Basis/(4)/	\$ 870,350	\$ 895,989	\$ 630,
	=====	=====	=====
Taxable Income: Operations	\$ 1,038,394	\$ 944,775	\$ 704,
	=====	=====	=====
Cash Generated (Used By):			
Operations	(128,985)	(72,925)	40,
Joint Ventures	1,376,673	1,333,337	705,
	-----	-----	-----
	\$ 1,247,688	\$ 1,260,412	\$ 746,
Less Cash Distributions to Investors:			
Operating Cash Flow	1,247,688	1,205,303	746,
Return of Capital	4,809	--	49,
Undistributed Cash Flow From Prior Year Operations	55,109	--	
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions	\$ (59,918)	\$ 55,109	\$ (49,
Special Items (not including sales and financing):			
Source of Funds:			
General Partner Contributions	--	--	
Increase in Limited Partner Contributions	--	--	
	-----	-----	-----
	\$ (59,918)	\$ 55,109	\$ (49,
Use of Funds:			
Sales Commissions and Offering Expenses	--	--	214,
Return of Original Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	--	--	9,005,
	-----	-----	-----
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (59,918)	\$ 55,109	\$ (9,270,
	=====	=====	=====
Net Income and Distributions Data per \$1,000 Invested:			
Net Income on GAAP Basis:			
Ordinary Income (Loss)			
- Operations Class A Units	101	103	(
- Operations Class B Units	(158)	(155)	)
Capital Gain (Loss)	--	--	
Tax and Distributions Data per \$1,000 Invested:			
Federal Income Tax Results:			
Ordinary Income (Loss)			
- Operations Class A Units	100	97	
- Operations Class B Units	(100)	(112)	
Capital Gain (Loss)	--	--	
Cash Distributions to Investors:			
Source (on GAAP Basis)			
- Investment Income Class A Units	97	90	
- Return of Capital Class A Units	--	--	
- Return of Capital Class B Units	--	--	
Source (on Cash Basis)			
- Operations Class A Units	97	90	
- Return of Capital Class A Units	--	--	
- Operations Class B Units	--	--	
Source (on a Priority Distribution Basis)/(5)/			
- Investment Income Class A Units	75	69	
- Return of Capital Class A Units	22	21	
- Return of Capital Class B Units	--	--	

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Amount (in Percentage Terms) Remaining Invested in  
 Program Properties at the end of the Last Year  
 Reported in the Table 100%

65

- (1) Includes \$142,163 in equity in earnings of joint ventures and \$120,566 from investment of reserve funds in 1998; \$607,579 in equity in earnings of joint ventures and \$159,007 from investment of reserve funds in 1999; \$967,900 in equity in earnings of joint ventures and \$7,950 from investment of reserve funds in 2000; and \$959,631 in equity in earnings of joint ventures and \$1,045 from investment of reserve funds in 2001. As of December 31, 2001, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$105,458 for 1998; \$353,840 for 1999; \$485,558 for 2000; and \$491,478 for 2001.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$254,862 to Class A Limited Partners, \$(111,067) to Class B Limited Partners and \$(500) to General Partners for 1998; \$1,009,368 to Class A Limited Partners, \$(378,840) to Class B Limited Partners and \$0 to the General Partners for 1999; \$1,381,547 to Class A Limited Partners, \$(485,558) to Class B Limited Partners and \$0 to General Partners for 2000; and \$1,361,828 to Class A Limited Partners, \$(491,478) to Class B Limited Partners and \$0 to the General Partners for 2001.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2001, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$791,502.

66

TABLE III (UNAUDITED)  
 OPERATING RESULTS OF PRIOR PROGRAMS  
 WELLS REAL ESTATE FUND XII, L.P.

	2001 ----	2000 ----
Gross Revenues/(1)/	\$ 1,661,194	\$ 929,868
Profit on Sale of Properties	--	--
Less: Operating Expenses/(2)/	105,776	73,640
Depreciation and Amortization/(3)/	0	0



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Net Income GAAP Basis/(4)/	\$ 1,555,418	\$ 856,228	\$
Taxable Income: Operations	\$ 1,850,674	\$ 863,490	\$
Cash Generated (Used By):			
Operations	(83,406)	247,244	
Joint Ventures	2,036,837	737,266	
	\$ 1,953,431	\$ 984,510	\$
Less Cash Distributions to Investors:			
Operating Cash Flow	1,953,431	779,818	
Return of Capital	--	--	
Undistributed Cash Flow From Prior Year Operations	174,859	--	
Cash Generated (Deficiency) after Cash Distributions	\$ (174,859)	\$ 204,692	\$
Special Items (not including sales and financing):			
Source of Funds:			
General Partner Contributions	--	--	
Increase in Limited Partner Contributions	10,625,431	15,617,575	9,
	\$ 10,450,572	\$ 15,822,267	\$ 9,
Use of Funds:			
Sales Commissions and Offering Expenses	1,328,179	1,952,197	1,
Return of Original Limited Partner's Investment	--	--	
Property Acquisitions and Deferred Project Costs	9,298,085	16,246,485	5,
Cash Generated (Deficiency) after Cash Distributions and Special Items	\$ (175,692)	\$ (2,376,415)	\$ 2,
Net Income and Distributions Data per \$1,000 Invested:			
Net Income on GAAP Basis:			
Ordinary Income (Loss)			
- Operations Class A Units	98	89	
- Operations Class B Units	(131)	(92)	
Capital Gain (Loss)	--	--	
Tax and Distributions Data per \$1,000 Invested:			
Federal Income Tax Results:			
Ordinary Income (Loss)			
- Operations Class A Units	84	58	
- Operations Class B Units	(74)	(38)	
Capital Gain (Loss)	--	--	
Cash Distributions to Investors:			
Source (on GAAP Basis)			
- Investment Income Class A Units	77	41	
- Return of Capital Class A Units	--	--	
- Return of Capital Class B Units	--	--	
Source (on Cash Basis)			
- Operations Class A Units	77	41	
- Return of Capital Class A Units	--	--	
- Operations Class B Units	--	--	
Source (on a Priority Distribution Basis)/(5)/			
- Investment Income Class A Units	55	13	
- Return of Capital Class A Units	22	28	
- Return of Capital Class B Units	--	--	
Amount (in Percentage Terms) Remaining Invested in Program Properties at the end of the Last Year Reported in the Table		100%	

- (1) Includes \$124,542 in equity in earnings of joint ventures and \$35,837 from investment of reserve funds in 1999; \$664,401 in equity in earnings of joint ventures and \$265,467 from investment of reserve funds in 2000; and \$1,577,523 in equity in earnings of joint ventures and \$83,671 from investment of reserve funds in 2001. As of December 31, 2001, the leasing status was 100% including developed property in initial lease up.
- (2) Includes partnership administrative expenses.
- (3) Included in equity in earnings of joint ventures in gross revenues is depreciation of \$72,427 for 1999; \$355,210 for 2000; and \$1,035,609 for 2001.
- (4) In accordance with the partnership agreement, net income or loss, depreciation and amortization are allocated \$195,244 to Class A Limited Partners, \$(71,927) to Class B Limited Partners and \$(500) to the General Partners for 1999; \$1,209,438 to Class A Limited Partners, \$(353,210) to Class B Limited Partners and \$0 to General Partners for 2000; and \$2,591,027 to Class A Limited Partners, \$(1,035,609) to Class B Limited Partners and \$0 to the General Partners for 2001.
- (5) Pursuant to the terms of the partnership agreement, an amount equal to the cash distributions paid to Class A Limited Partners is payable as priority distributions out of the first available net proceeds from the sale of partnership properties to Class B Limited Partners. The amount of cash distributions paid per unit to Class A Limited Partners is shown as a return of capital to the extent of such priority distributions payable to Class B Limited Partners. As of December 31, 2001, the aggregate amount of such priority distributions payable to Class B Limited Partners totaled \$870,747.

TABLE V (UNAUDITED)  
SALES OR DISPOSALS OF PROPERTIES

The following Table sets forth sales or other disposals of properties by Wells Public Programs within the most recent three years. The information relates to only public programs with investment objectives similar to those of Wells Real Estate Investment Trust, Inc. All figures are as of December 31, 2001.

Property	Date Acquired	Date Of Sale	Selling Price, Net Of Closing Costs And GAAP Adjustments				Total	Original Mort Finan
			Cash Received Net Of Closing Costs	Mortgage Balance At Time Of Sale	Purchase Money Mortgage Taken Back By	Adjustments Resulting From Application Of GAAP		
=====								

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Program

Property	Start Date	End Date	Value	Balance	Balance	Balance	Value	Balance
3875 Peachtree Place, Atlanta, Georgia	12/1/85	08/31/00	\$ 727,982	-0-	-0-	-0-	\$ 727,982/2/	-
Crowe's Crossing Shopping Center, DeKalb Count, Georgia	12/31/86	01/11/01	\$6,487,000	-0-	-0-	-0-	\$6,487,000/3/	-
Cherokee Commons Shopping Center, Cherokee County, Georgia	10/30/87	10/01/01	\$8,434,089	-0-	-0-	-0-	\$8,434,089/4/	-

Excess  
(Deficiency)  
Of Property  
Operating  
Cash  
Receipts  
Over  
Cash  
Property Expenditures  
=====

=====

3875  
Peachtree  
Place,  
Atlanta,  
Georgia

Crowe's  
Crossing  
Shopping  
Center,  
DeKalb  
Count,  
Georgia

Cherokee  
Commons

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Shopping  
Center,  
Cherokee  
County,  
Georgia

- 
- 1 Amount shown does not include pro rata share of original offering costs.
  - 2 Includes Wells Real Estate Fund I's share of taxable gain from this sale in the amount of \$205,019, of which \$205,019 is allocated to capital gain and \$0 is allocated to ordinary gain.
  - 3 Includes taxable gain from this sale in the amount of \$11,496, of which \$11,496 is allocated to capital gain and \$0 is allocated to ordinary gain.
  - 4 Includes taxable gain from this sale in the amount of \$207,613, of which \$207,613 is allocated to capital gain and \$0 is allocated to ordinary gain.

69

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
SUPPLEMENT NO. 8 DATED APRIL 15, 2002 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, Supplement No. 3 dated July 20, 2001, Supplement No. 4 dated August 10, 2001, Supplement No. 5 dated October 15, 2001, Supplement No. 6 dated January 20, 2002 and Supplement No. 7 dated March 30, 2002. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) Status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) Acquisition of a six-story office building in Houston, Texas (Transocean Houston Building);
- (3) Acquisition of a four-story office building in Duluth, Georgia (Novartis Atlanta Building);
- (4) Acquisition of a three-story office and research and development building in Farmington Hills, Michigan and a two-story office and industrial building in Kalamazoo, Michigan (Dana Corporation Buildings);
- (5) Acquisition of two connected one-story office buildings in Lakewood, Colorado (Travelers Express Denver Buildings);
- (6) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (7) Audited financial statements relating to the Novartis Atlanta Building and Dana Corporation Buildings; and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (8) Unaudited pro forma financial statements of Wells REIT reflecting the acquisitions of the Transocean Houston Building, Novartis Atlanta Building, Dana Corporation Buildings and Travelers Express Denver Buildings.

### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced our second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third offering of common stock on December 20, 2000. As of April 15, 2002, we had received an additional \$840,447,424 in gross offering proceeds from the sale of 84,044,742 shares in the third offering. Accordingly, as of April 15, 2002, we had received in

1

the aggregate approximately \$1,147,858,536 in gross offering proceeds from the sale of 114,785,854 shares of our common stock.

### The Transocean Houston Building

Purchase of the Transocean Houston Building. On March 15, 2002, Wells Operating  
-----

Partnership, L.P. (Wells OP), a Delaware limited partnership formed to acquire, own, lease and operate real properties on behalf of the Wells REIT, purchased a six-story office building in Houston, Harris County, Texas (Transocean Houston Building). Wells OP purchased the Transocean Houston Building from Broadfield Associates, L.P., which is not in any way affiliated with the Wells REIT or Wells Capital, Inc. (Wells Capital), our advisor.

The purchase price for the Transocean Houston Building was \$22,000,000. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Transocean Houston Building, including attorneys' fees, recording fees, structural report and environmental report fees and other closing costs, of \$45,082.

An independent appraisal of the Transocean Houston Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of February 5, 2002, pursuant to which the market value of the real property containing the leased fee interest subject to the leases described below was estimated to be \$22,400,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Transocean Houston Building will continue operating at a stabilized level with 100% occupancy of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Transocean Houston Building were satisfactory.

Description of the Transocean Houston Building and Site. The Transocean Houston  
-----

Building, which was completed in 1999, is a six-story office building containing 155,991 rentable square feet located on a 3.88 acre tract of land. The building

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

is constructed using a composite frame with a metal deck and concrete slab at elevated levels and a reinforced concrete foundation. The exterior walls are made of reflective glass with color accent panels. The common area interior walls consists of wall coverings with granite around the elevators and the ceiling consists of gypsum board. In addition, the building has three elevators and approximately 550 paved parking spaces, which include 430 garage spaces and 120 surface spaces.

The Transocean Houston Building is located at 1311 Broadfield Avenue in Houston, Harris County, Texas in the western portion of the city of Houston. The Transocean Houston Building is accessible from Interstate 10 and Highway 6. The city of Houston is one of North America's major international business centers with 65 consulates, 27 foreign chambers of commerce and trade associations and 57 foreign bank offices.

The entire Transocean Houston Building is under net lease agreements (i.e., operating costs and maintenance costs are paid by the tenant) with Transocean Deepwater Offshore Drilling, Inc. (Transocean) which occupies 103,260 rentable square feet (66%), and Newpark Drilling Fluids, Inc. (Newpark) which occupies 52,731 rentable square feet (34%).

The Transocean Lease. The Transocean lease commenced in December 2001 and

-----  
expires in March 2011. The current annual base rent payable under the Transocean lease is \$2,110,035. Transocean, at its option, has the right to extend the initial term of its lease for either (1) two additional five-year periods, or (2) one additional ten-year period, at the then-current market rental rate. In addition, Transocean has an expansion option and a right of first refusal for up to an additional 52,731 rentable square feet.

2

Transocean is an offshore drilling company specializing in technically demanding segments of the offshore drilling industry. The Transocean lease is guaranteed by Transocean Sedco Forex, Inc., one of the world's largest offshore drilling companies whose shares are traded on the NASDAQ. Transocean Sedco Forex, Inc. reported a net worth, as of September 30, 2001, of approximately \$10.86 billion.

The base rent payable under the Transocean lease is as follows:

Lease Period	Annual Rent	Monthly Rent
December 2001-August 2003	\$2,110,635	\$175,836
September 2003-August 2005	\$2,161,815	\$180,151
September 2005-March 2011	\$2,291,265	\$190,939

Pursuant to the Transocean lease, Transocean is required to pay its proportionate share of taxes relating to the Transocean Houston Building and its proportionate share of operating costs, including, but not limited to, those associated with water, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by Transocean. Wells OP, as the landlord, will be responsible for building maintenance and repairs to the structural elements, the building systems and the roof of the Transocean Houston Building. In addition, Wells OP will be responsible for maintenance and repair of all common areas of the Transocean Houston Building,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

including landscaping.

The Newpark Lease. The Newpark lease commenced in August 1999 and expires in August 2009. The current annual base rent payable under the Newpark lease is \$1,153,227.

Newpark is a full service drilling fluids processing, management and waste disposal company. The Newpark lease is guaranteed by Newpark Resources, Inc., which provides drilling fluids services to the oil and gas production industry, primarily in North America. Newpark Resources, Inc. reported a net worth, as of December 31, 2001, of approximately \$294 million.

The base rent payable under the Newpark lease is as follows:

Lease Years	Annual Rent	Monthly Rent
2003	\$1,153,227	\$96,102
2004	\$1,132,135	\$94,345
2005	\$1,132,662	\$94,388
2006	\$1,165,355	\$97,113
2007-2010	\$1,122,116	\$93,510

Pursuant to the Newpark lease, Newpark is required to pay its proportionate share of taxes relating to the Transocean Houston Building and its proportionate share of operating costs, including, but not limited to, those associated with water, gas, steam, electricity, air conditioning, telephone, garbage removal, power and other utilities and services used by Newpark. Wells OP, as the landlord, will be responsible for building maintenance and repairs to all common areas and to the structural elements, the building systems and the roof of the Transocean Houston Building. In addition, Wells OP will be responsible for maintenance and repair of all common areas of the Transocean Houston Building, including landscaping.

3

The Novartis Atlanta Building

Purchase of the Novartis Atlanta Building. On March 28, 2002, Wells OP purchased a four-story office building located in Duluth, metropolitan Atlanta, Georgia (Novartis Atlanta Building). Wells OP purchased the Novartis Atlanta Building from Technology Park/Atlanta Inc., which is not in any way affiliated with the Wells REIT or Wells Capital, our advisor.

The purchase price for the Novartis Atlanta Building was \$15,000,000. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Novartis Atlanta Building, including attorneys' fees, recording fees, structural report and environmental report fees and other closing costs, of \$45,996.

An independent appraisal of the Novartis Atlanta Building was prepared by CB Richard Ellis, Inc., real estate appraisers, as of March 12, 2002, pursuant to which the market value of the real property containing the leased

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

fee interest subject to the lease described below was estimated to be \$15,000,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Novartis Atlanta Building will continue operating at a stabilized level with 100% occupancy of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Novartis Atlanta Building were satisfactory.

Description of the Novartis Atlanta Building and Site. The Novartis Atlanta

-----  
Building, which was completed in 2001, is a four-story office building containing 100,087 rentable square feet located on a 7.57 acre tract of land. The building is constructed using a steel frame with steel beams and steel deck and a reinforced concrete foundation. The exterior walls are made of reflective glass panels with brick and masonry accents. The common area interior walls consist of cloth wall covering and extensive wood trim in the ground floor lobby and textured and painted gypsum board in the upper levels. The ceiling consists of textured and painted gypsum board with suspended acoustic tiles. In addition, the building has two elevators located in the main lobby area and approximately 419 paved parking spaces.

The Novartis Atlanta Building is located at 11695 Johns Creek Parkway in Duluth, metropolitan Atlanta, Georgia in the northeastern portion of Fulton County, approximately 25 miles north of the Atlanta central business district. The Novartis Atlanta Building is five miles east of Georgia Highway 400 and is easily accessible from Peachtree Parkway (Georgia Highway 141). The Atlanta metropolitan area is headquarters for many major companies including Delta Air Lines, BellSouth Corporation, The Home Depot and United Parcel Service.

The Novartis Lease. The entire Novartis Atlanta Building is currently under a

-----  
net lease agreement with Novartis Ophthalmics, Inc. (Novartis) that commenced in August 2001 and expires in July 2011. The current annual base rent payable under the Novartis lease is \$1,426,240. Novartis, at its option, has the right to extend the initial term of its lease for three additional five-year periods at the then-current market rental rate. In addition, Novartis may terminate the lease at the end of the fifth lease year by paying a \$1,500,000 termination fee.

The Novartis lease is guaranteed by Novartis' parent company, Novartis Corporation. Novartis is a global leader in research, development and manufacturing of innovative ophthalmic pharmaceuticals that assist in the treatment of glaucoma, Age-related Macular Degeneration, infections, inflammation, ocular allergies, dry eye and other diseases and disorders of the eye. Novartis Corporation, a public company whose shares are traded on the NYSE, is a world leader in healthcare with core businesses in pharmaceuticals, consumer health, generics, eye-care and animal health. Novartis Corporation reported a

4

net worth, as of December 31, 2001, of approximately \$28.1 billion.

The base rent payable under the Novartis lease is as follows:

-----	-----	-----
Lease Year	Annual Rent	Monthly Rent
-----	-----	-----



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

1	\$1,426,240	\$118,853
2	\$1,454,765	\$121,230
3	\$1,483,860	\$123,655
4	\$1,513,537	\$126,128
5	\$1,543,808	\$128,651
6	\$1,574,684	\$131,224
7	\$1,606,178	\$133,848
8	\$1,638,301	\$136,525
9	\$1,671,067	\$139,256
10	\$1,704,489	\$142,041

Pursuant to the Novartis lease, Novartis is required to pay all taxes, assessments and governmental charges relating to the Novartis Atlanta Building and all operating costs, expenses and disbursements including, but not limited to, employees, supplies and materials, insurance, repairs and general maintenance, accounting fees, management fees, window cleaning, landscaping, necessary capital expenditures, water, sewer, heating, lighting, ventilation, air conditioning, electricity and other utilities and services benefiting the Novartis Atlanta Building. Novartis may make non-structural alterations, additions and improvements to the Novartis Atlanta Building and may install or attach fixtures without Wells OP's consent only so long as they do not affect the structural components of the Novartis Atlanta Building or overburden the systems therein. Wells OP, as the landlord, will be responsible for building repairs to the roof, exterior walls, window frames, windows, foundation, structural elements, irrigation facilities, parking lot lights, roads, driveways, parking areas, grounds, utilities and landscaping relating to the Novartis Atlanta Building.

The Dana Corporation Buildings

Purchase of the Dana Corporation Buildings. On March 29, 2002, Wells OP

-----  
purchased all of the membership interests in Danacq Farmington Hills, LLC and Danacq Kalamazoo, LLC, two Delaware limited liability companies which own, respectively, a three-story office and research and development building located in Farmington Hills, Oakland County, Michigan (Dana Detroit Building) and a two-story office and industrial building located in Kalamazoo, Kalamazoo County, Michigan (Dana Kalamazoo Building). Wells OP purchased the Dana Corporation Buildings from Gebam, Inc., which is not in any way affiliated with the Wells REIT or Wells Capital, our advisor.

The purchase price for the Dana Corporation Buildings was \$41,950,000. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Dana Corporation Buildings, including commissions, tenant lease amendment payments, attorneys' fees, recording fees, structural report and environmental report fees and other closing costs, of \$862,669.

Independent appraisals of the Dana Detroit Building and the Dana Kalamazoo Building were prepared by CB Richard Ellis, Inc., real estate appraisers, as of March 15, 2002, and March 14, 2002, respectively, pursuant to which the respective market value of the real property containing the leased fee interest subject to the leases described below was estimated to be \$24,200,000

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

and \$18,700,000, in cash or terms equivalent to cash. These value estimates were based upon a number of assumptions, including that the Dana Corporation Buildings will continue operating at a stabilized level with 100% occupancy of

5

the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained environmental reports and engineering inspection reports prior to the closing evidencing that the condition of the land and the Dana Corporation Buildings were satisfactory.

Description of the Dana Detroit Building and Site. The Dana Detroit Building,

-----  
which was completed in 1999, is a three-story office and research and development building containing 112,480 rentable square feet located on a 7.8 acre tract of land. The building is constructed using a steel frame with steel beams and steel deck and a reinforced concrete foundation. The exterior walls are made of brick veneer and the roof is made of flat rubber with balast and pitched shingles. The interior office walls consist of textured and painted sheetrock and the ceilings are equipped with acoustic tile. The interior research area floors and walls consist of concrete with exposed steel webbed ceilings. In addition, the building has one elevator located in the center of the building and approximately 257 paved parking spaces. The landscaping at the facility contains grass and natural forest landscaping.

The Dana Detroit Building is located at 27404 Drake Road in Farmington Hills, Michigan in Southwest Oakland County about 25 miles northwest of the Detroit central business district and within the Detroit metropolitan area. The Dana Detroit Building is easily accessible from Interstate Highway 696 and Interstate 275. The Detroit metropolitan area serves as the headquarters for three of the top five industrial corporations and 12 of the top 500 businesses in the country.

The Dana Detroit Lease. The entire Dana Detroit Building is leased to Dana

-----  
Corporation (Dana). The Dana Detroit lease is a net lease that commenced in October 2001 and expires in October 2021. The current annual base rent payable under the Dana Detroit lease is \$2,330,600. Dana, at its option, has the right to extend the initial term of its lease for six additional five-year periods at the then-current market rental rate. Dana may terminate the lease at any time during the initial lease term after the 11/th/ lease year, subject to certain conditions.

Dana is one of the world's largest suppliers of components, modules and complete systems to global vehicle manufacturers and their related aftermarkets. Dana operates approximately 300 major facilities in 34 countries and employs nearly 70,000 people. Dana reported a net worth, as of December 31, 2001, of approximately \$1.9 billion.

The base rent payable under the Dana Detroit lease is as follows:

Lease Years	Annual Rent	Monthly Rent
1-10	\$2,330,600	\$194,217
11-20	\$2,563,660	\$213,638

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Pursuant to the Dana Detroit lease, Dana is required to pay all taxes relating to the Dana Detroit Building and all operating costs, including, but not limited to, those associated with water, gas, steam, electricity, air conditioning, telephone, garbage removal, snow removal, common area maintenance, landscaping, power and other utilities and services used by Dana. Dana is also required to pay for all repair and maintenance costs, including but not limited to, window cleaning, security personnel, elevator maintenance, HVAC maintenance, janitorial service, waste recycling service and landscaping maintenance. In addition, Dana will be responsible for building repairs to the structural elements, the building systems, exterior walls, windows and the roof of the Dana Detroit Building.

6

Description of the Dana Kalamazoo Building and Site. The Dana Kalamazoo

-----  
 Building, which was completed in 1999, is a two-story office and industrial building containing 147,004 rentable square feet located on a 27.5 acre tract of land. The building is constructed using a steel frame with steel beams and steel deck and a reinforced concrete foundation. The exterior walls are made of brick veneer. The interior office walls consist of textured and painted sheetrock and the ceilings are equipped with acoustic tile. The interior research area floors and walls consist of concrete with exposed steel webbed ceilings. In addition, the building has one elevator and four stairwells and approximately 344 paved parking spaces. The landscaping at the facility includes grass and natural forest landscaping.

The Dana Kalamazoo Building is located at 6938 Elm Valley Drive in Kalamazoo, Michigan, approximately 20 miles west of Battle Creek, Michigan and 40 miles south of Grand Rapids, Michigan. The Dana Kalamazoo Building is easily accessible from Interstate 94, which links Chicago with Detroit. Some of Kalamazoo's major employers include Pharmacia and Upjohn, Western Michigan University (with an enrollment of approximately 30,000 students) and National City Bank.

The Dana Kalamazoo Lease. The entire Dana Kalamazoo Building is also leased to

-----  
 Dana. The Dana Kalamazoo lease is a net lease that commenced in October 2001 and expires in October 2021. The current annual base rent payable under the Dana Kalamazoo lease is \$1,842,800. Dana, at its option, has the right to extend the initial term of its lease for six additional five-year periods at the then-current market rental rate. Dana may terminate the lease at any time during the initial lease term after the sixth lease year and before the 19th lease year, subject to certain conditions.

The base rent payable under the Dana Kalamazoo lease is as follows:

Lease Years	Annual Rent	Monthly Rent
1-10	\$1,842,800	\$153,567
11-20	\$2,027,080	\$168,923

Pursuant to the Dana Kalamazoo lease, Dana is required to pay all taxes relating to the Dana Kalamazoo Building and all operating costs, including, but not limited to, those associated with water, gas, steam, electricity, air

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

conditioning, telephone, garbage removal, snow removal, common area maintenance, landscaping, power and other utilities and services used by Dana. Dana is also required to pay for all repair and maintenance costs, including but not limited to, window cleaning, security personnel, elevator maintenance, HVAC maintenance, janitorial service, waste recycling service and landscaping maintenance. In addition, Dana will be responsible for building repairs to the structural elements, the building systems, exterior walls, windows and the roof of the Dana Kalamazoo Building.

The Travelers Express Denver Buildings

Purchase of the Travelers Express Denver Buildings. On April 10, 2002, Wells OP

-----  
purchased two connected one-story office buildings located in Lakewood, Metropolitan Denver, Colorado (Travelers Express Denver Buildings). Wells OP purchased the Travelers Express Denver Buildings from Opus Northwest, L.L.C., which is not in any way affiliated with the Wells REIT or Wells Capital, our advisor.

The purchase price for the Travelers Express Denver Buildings was \$10,395,845. In addition, Wells OP incurred acquisition expenses in connection with the purchase of the Travelers Express Denver Buildings, including attorneys' fees, recording fees, structural report and environmental report fees and other closing costs, of \$159,646.

An independent appraisal of the Travelers Express Denver Buildings was prepared by Integra Joseph Farner & Company, real estate appraisers, as of October 17, 2001, pursuant to which the market value of the real property containing the leased fee interest subject to the lease described below was

7

estimated to be \$10,700,000, in cash or terms equivalent to cash. This value estimate was based upon a number of assumptions, including that the Travelers Express Denver Buildings will continue operating at a stabilized level with 100% occupancy of the rentable area, and is not necessarily an accurate reflection of the fair market value of the property or the net proceeds which would result from an immediate sale of this property. Wells OP also obtained an environmental report and an engineering inspection report prior to the closing evidencing that the condition of the land and the Travelers Express Denver Buildings were satisfactory.

Description of the Travelers Express Denver Buildings and Site. The Travelers

-----  
Express Denver Buildings, which were completed in 2002, are two connected one-story office buildings containing 68,165 rentable square feet located on a 7.88 acre tract of land. The buildings are constructed using a pre-cast concrete and steel frame and a reinforced concrete foundation. The exterior walls are made of concrete panels and a storefront window system. The interior walls consist of gypsum board and the ceilings are equipped with acoustic tile. In addition, the building has 350 paved parking spaces.

The Travelers Express Denver Buildings are located at 3940 South Teller Street in Lakewood, Metropolitan Denver, Colorado in the Academy Business Park approximately 15 miles southwest of downtown Denver. The Denver metropolitan area's largest employers include Qwest Communications International, Safeway Inc., United Airlines and AT&T Corp.

The Travelers Lease. The Travelers Express Denver Buildings are currently

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

under a net lease agreement with Travelers Express Company, Inc. (Travelers) that commenced in April 2002 and expires in March 2012. The current annual base rent payable under the Travelers lease is \$1,012,250. Travelers, at its option, has the right to extend the initial term of its lease for two additional five-year periods. The annual base rent for the first three years of the first renewal term shall be \$19 per rentable square foot and the annual base rent for the last two years shall be \$20.50 per rentable square foot. The annual base rent for the second renewal term shall be at the then-current market rental rate for each year of the renewal term. In addition, Travelers may terminate the Travelers lease at the end of the seventh lease year by paying a termination fee of \$1,040,880. Travelers also has the right to expand the Travelers Express Denver Buildings between 10% and 20% by providing notice on or before May 1, 2004, subject to certain limitations and potential acceleration.

Travelers is the largest money order processor and second largest money-wire transfer company in the nation, processing more than 775 million transactions per year, including official checks and share drafts for financial institutions. Travelers is a wholly owned subsidiary of Viad Corporation, a public company whose shares are traded on the NYSE. Travelers reported a net worth, as of December 31, 2000, of approximately \$652 million.

The base rent payable under the Travelers lease is as follows:

Lease Years	Annual Rent	Monthly Rent
1-3	\$1,012,250	\$84,354
4-5	\$1,090,640	\$90,887
6-8	\$1,169,030	\$97,419
9-10	\$1,239,921	\$103,327

Pursuant to the Travelers lease, Travelers is required to pay all taxes, assessments and governmental charges relating to the Travelers Express Denver Buildings and all operating costs, expenses and disbursements including, but not limited to, insurance, repairs and general maintenance, window washing, janitorial, trash and rubbish removal costs, water, sewer, heating, lighting, ventilation, air conditioning, electricity, and other utilities and services benefiting the Travelers Express Denver

8

Buildings. Travelers may make non-structural alterations, additions and improvements to the Travelers Express Denver Buildings and may install or attach fixtures without Wells OP's consent only so long as they do not affect the structural components of the Travelers Express Denver Buildings or overburden the systems therein. Wells OP, as the landlord, will be responsible for building repairs to the roof, exterior walls, foundation, structural elements, lobbies, elevators, stairways, restrooms and HVAC system, driveways, parking areas, grounds, relating to the Travelers Express Denver Buildings.

### Property Management Fees

Wells Management Company, Inc. (Wells Management), an affiliate of the Wells REIT, and our advisor, will manage and lease the Transocean Houston Building, the Novartis Atlanta Building, the Dana Corporation Buildings and the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Travelers Express Denver Buildings. Wells Management will be paid management and leasing fees in the amount of 4.5% of gross revenues from the Transocean Houston Building, the Novartis Atlanta Building, the Dana Corporation Buildings and the Travelers Express Denver Buildings, subject to certain limitations.

Management's Discussion and Analysis of Financial Condition and Results of Operation

The following information should be read in conjunction with the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section beginning on page 98 of the prospectus, as supplemented by Supplement No. 7 dated March 30, 2002.

We began active operations on June 5, 1998, when we received and accepted subscriptions for 125,000 shares pursuant to our initial public offering, which commenced on January 30, 1998. We terminated our initial public offering on December 19, 1999. Of the \$132,181,919 raised in the initial offering, we invested a total of \$111,032,812 in properties. On December 20, 1999, we commenced a second public offering of up to 22,200,000 shares of common stock. We terminated our second offering on December 19, 2000. Of the \$175,229,193 raised in the second offering, we invested a total of \$147,192,522 in properties.

Pursuant to the prospectus, we commenced this third offering of shares of our common stock on December 20, 2000. As of April 15, 2002, we had received an additional \$840,447,424 in gross offering proceeds from the sale of 84,044,742 shares in the third offering. As of April 15, 2002, we had raised in the aggregate a total of \$1,147,858,536 in offering proceeds through the sale of 114,785,854 shares of common stock. As of April 15, 2002, we had paid a total of \$39,874,315 in acquisition and advisory fees and acquisition expenses, had paid a total of \$130,797,646 in selling commissions and organizational and offering expenses, had expended a total of \$735,823,145 for investments in real estate joint ventures and acquisitions of real property, had utilized \$8,592,385 for redemptions of stock pursuant to our share redemption program, and were holding net offering proceeds of \$232,771,045 available for investment in additional properties.

### Financial Statements

The Statements of Revenues Over Certain Operating Expenses of the Novartis Atlanta Building and the Dana Corporation Buildings for the year ended December 31, 2001, which are included in this supplement and elsewhere in the registration statement, have been audited by Arthur Andersen LLP, independent public accountants, as indicated in their reports with respect thereto, and are included in this supplement in reliance upon the authority of said firm as experts in giving said reports.

The Pro Forma Balance Sheet of the Wells REIT, as of December 31, 2001, and the Pro Forma Statement of Income (loss) for the year ended December 31, 2001, which are included in this supplement, have not been audited.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Novartis Atlanta Building

Report of Independent Accountants

Statements of Revenues Over Certain Operating Expenses  
for the year ended December 31, 2001 (audited)

Notes to Statements of Revenues Over Certain Operating  
Expenses for the year ended December 31, 2001 (audited)

Dana Corporation Buildings

Report of Independent Accountants

Statements of Revenues over Certain Operating Expenses  
for the year ended December 31, 2001 (audited)

Notes to Statements of Revenues over Certain Operating Expenses  
for the year ended December 31, 2001 (audited)

Wells Real Estate Investment Trust, Inc. and Subsidiary

Unaudited Pro Forma Financial Statements  
-----

Summary of Unaudited Pro Forma Financial Statements

Pro Forma Balance Sheet as of December 31, 2001

Pro Forma Statement of Income (Loss) for the year ended  
December 31, 2001

10

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the NOVARTIS ATLANTA BUILDING for the year ended December 31, 2001. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Novartis Atlanta Building after acquisition by the Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Novartis Atlanta Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Novartis Atlanta Building for the year ended December 31, 2001 in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
April 12, 2002

11

NOVARTIS ATLANTA BUILDING

STATEMENT OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2001

RENTAL REVENUES	\$650,705
OPERATING EXPENSES, net of reimbursements	4,929
	-----
REVENUES OVER CERTAIN OPERATING EXPENSES	\$645,776
	=====

The accompanying notes are an integral part of this statement.

12

NOVARTIS ATLANTA BUILDING

NOTES TO STATEMENT OF REVENUES



# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2001

### 1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

#### Description of Real Estate Property Acquired

On March 28, 2002, the Wells Operating Partnership, L.P. ("Wells OP") acquired the Novartis Atlanta Building from Technology Park/Atlanta, Inc. ("Technology Park"). Wells OP is a Delaware limited partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

Novartis Ophthalmics, Inc ("Novartis") currently occupies the entire 100,087 rentable square feet of the four-story office building under a net lease agreement (the "Novartis Lease"). Novartis is a wholly owned subsidiary of Novartis Corporation, which is the guarantor of the Novartis Lease. Novartis Corporation is a public entity traded on the New York Stock Exchange. Technology Park's interest in the Novartis Lease was assigned to Wells OP at the closing. The initial term of the Novartis Lease commenced on August 1, 2001 and expires on July 31, 2011. Novartis has the right to extend the Novartis Lease for up to three consecutive renewal terms of five years each at a rate equal to the then current fair market rental rate. Under the Novartis Lease, Novartis is required to pay, as additional monthly rent, all operating costs, including but not limited to water, sewer, heating, air conditioning, lighting, property and personal insurance and property taxes. In addition, Novartis is responsible for all supplies, materials, wages and salaries and all attributable overhead expenses related to routine maintenance and repairs to the Novartis Atlanta Building. Wells OP will be responsible for the repair and replacement of the structural portions of the building, including, roof, exterior walls, window frames, foundation, irrigation, parking lots, roads, walkways and landscaping of the Novartis Atlanta Building.

#### Rental Revenues

Rental income is recognized on a straight-line basis over the terms of the respective lease.

### 2. BASIS OF ACCOUNTING

The accompanying statement of revenues over certain operating expenses is presented in conformity with accounting principles generally accepted in the United States and in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, this statement excludes certain historical expenses, such as depreciation, interest, and management fees. Therefore, this statement is not comparable to the operations of the Novartis Atlanta Building after acquisition by Wells OP.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To Wells Real Estate Investment Trust, Inc.:

We have audited the accompanying statement of revenues over certain operating expenses for the DANA CORPORATION BUILDINGS for the year ended December 31, 2001. This financial statement is the responsibility of management. Our responsibility is to express an opinion on this financial statement based on our audit.

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

As described in Note 2, this financial statement excludes certain expenses that would not be comparable with those resulting from the operations of the Dana Corporation Buildings after acquisition by the Wells Operating Partnership, L.P., a subsidiary of Wells Real Estate Investment Trust, Inc. The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the Securities and Exchange Commission and is not intended to be a complete presentation of the Dana Corporation Buildings' revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses presents fairly, in all material respects, the revenues over certain operating expenses of the Dana Corporation Buildings for the year ended December 31, 2001 in conformity with accounting principles generally accepted in the United States.

/s/ ARTHUR ANDERSEN LLP

Atlanta, Georgia  
April 12, 2002

14

DANA CORPORATION BUILDINGS  
  
STATEMENT OF REVENUES  
  
OVER CERTAIN OPERATING EXPENSES  
  
FOR THE YEAR ENDED DECEMBER 31, 2001

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

RENTAL REVENUES	\$730,345
OPERATING EXPENSES, net of reimbursements	0
REVENUES OVER CERTAIN OPERATING EXPENSES	----- \$730,345 =====

The accompanying notes are an integral part of this statement.

15

DANA CORPORATION BUILDINGS

NOTES TO STATEMENT OF REVENUES

OVER CERTAIN OPERATING EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2001

1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Description of Real Estate Property Acquired

On March 29, 2002, the Wells Operating Partnership, L.P. ("Wells OP") acquired the Dana Corporation Buildings from GEBAM, Inc. ("GEBAM"). Wells OP is a Delaware limited partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

The Dana Corporation Buildings are comprised of Dana Corporation Detroit, which consists of 112,480 square feet in one three-story building and Dana Corporation Kalamazoo, which consists of 147,004 square feet in one two-story building. Dana Corporation, Inc ("Dana") currently occupies the entire 259,484 rentable square feet of the two office buildings under two net lease agreements (the "Dana Leases"). Dana Corporation is a public entity traded on the New York Stock Exchange. GEBAM's interest in the Dana Leases was assigned to Wells OP at the closing. The initial term of the Dana Leases commenced on October 26, 2001 and expires on October 31, 2021. Dana has the right to extend the Dana Leases for up to six successive renewal terms of five years each at the then current market rental rate. Under the Dana Leases, Dana is required to pay, as additional monthly rent, all ad

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

valorem real estate taxes, insurance premiums, utility charges, maintenance, repair and replacement expenses. In addition, Dana is responsible for maintaining the buildings in good order and repair, subject to ordinary wear and tear, including necessary repairs, replacements and renewals, whether interior or exterior, structural or nonstructural.

### Rental Revenues

Rental income is recognized on a straight-line basis over the terms of the respective leases.

## 2. Basis of Accounting

The accompanying statement of revenues over certain operating expenses is presented in conformity with accounting principles generally accepted in the United States and in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, this statement excludes certain historical expenses, such as depreciation, interest, and management fees. Therefore, this statement is not comparable to the operations of the Dana Corporation Buildings after acquisition by Wells OP.

16

WELLS REAL ESTATE INVESTMENT TRUST, INC.

UNAUDITED PRO FORMA FINANCIAL STATEMENTS

The following unaudited pro forma balance sheet as of December 31, 2001 has been prepared to give effect to the acquisitions of the Arthur Andersen Building, the Transocean Houston Building, the Novartis Atlanta Building, the Dana Corporation Buildings and the Travelers Express Denver Buildings by Wells OP as if the acquisitions occurred on December 31, 2001.

The following unaudited pro forma statement of income for the year ended December 31, 2001 has been prepared to give effect to the acquisitions of the Arthur Andersen Building, the Transocean Houston Building, the Novartis Atlanta Building, and the Dana Corporation Buildings as if the acquisitions occurred on January 1, 2001. The Travelers Express Denver Buildings had no operations during 2001.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of the Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP. Accordingly, the accounts of Wells OP are consolidated with the accompanying pro forma financials statements of Wells Real Estate Investment Trust, Inc.

These unaudited pro forma financial statements are prepared for informational purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions of the Arthur Andersen Building, the Transocean Houston Building, the Novartis Atlanta Building, the Dana Corporation Buildings and the Travelers Express Denver Buildings been consummated at the beginning of the period presented.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

As of December 31, 2001, the date of the accompanying pro forma balance sheet, Wells OP held cash of \$75,586,168. The additional cash used to purchase the Dana Corporation Buildings and the Travelers Express Denver Buildings, including deferred project costs paid to Wells Capital, Inc. (an affiliate of Wells OP), was raised through the issuance of additional shares subsequent to December 31, 2001. This balance is reflected as purchase consideration payable in the accompanying pro forma balance sheet.

17

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA BALANCE SHEET

DECEMBER 31, 2001

(Unaudited)

ASSETS

Wells Real Estate Investment Trust, Inc.	Pro Forma Adjustments			
	Arthur Andersen Building	Transocean Houston Building	Novartis Atlanta Building	Dana Corporation Building
REAL ESTATE ASSETS, at cost:				
Land	\$ 86,246,985	\$1,700,000 (a) 70,833 (b)	\$845,000 (a) 33,994 (c)	\$ 2,000,000 (a) 80,460 (c)
Buildings, less accumulated depreciation of \$24,814,454	472,383,102	19,444,911 (a) 810,205 (b)	21,203,182 (a) 853,002 (c)	13,047,316 (a) 524,892 (c)
Construction in progress	5,738,573	0	0	0
Total real estate assets	564,368,660	22,025,949	22,935,178	15,652,668
CASH AND CASH EQUIVALENTS	75,586,168	(21,144,911) (a)	0 (22,048,182) (a)	(15,047,316) (a)
INVESTMENT IN JOINT VENTURES	77,409,980	0	0	0
INVESTMENT IN BONDS	22,000,000	0	0	0
ACCOUNTS				

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

RECEIVABLE	6,003,179	0	0	0
DEFERRED LEASE ACQUISITION COSTS	1,525,199	0	0	0
DEFERRED PROJECT COSTS	2,977,110	(881,038) (b)	(886,996) (c)	(605,352) (c)
DEFERRED OFFERING COSTS	0	0	0	0
DUE FROM AFFILIATES	1,692,727	0	0	0
PREPAID EXPENSES AND OTHER ASSETS	718,389	0	0	0
Total assets	\$752,281,412	\$ 0	\$ 0	\$ 0

Pro Forma Adjustments

	Travelers Express Buildings	Pro Forma
REAL ESTATE ASSETS, at cost:		
Land	\$1,487,000 (a) 59,822 (c)	\$ 95,822,663
Buildings, less accumulated depreciation of \$24,814,454	9,068,492 (a) 364,824 (c)	578,901,884
Construction in progress	0	5,738,573
Total real estate assets	10,980,138	680,463,120
CASH AND CASH EQUIVALENTS	0	0
INVESTMENT IN JOINT VENTURES	0	77,409,980
INVESTMENT IN BONDS	0	22,000,000

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

ACCOUNTS RECEIVABLE	0	6,003,179
DEFERRED LEASE ACQUISITION COSTS	0	1,525,199
DEFERRED PROJECT COSTS	0	0
DEFERRED OFFERING COSTS	0	0
DUE FROM AFFILIATES	0	1,692,727
PREPAID EXPENSES AND OTHER ASSETS	0	718,389
Total assets	\$10,980,138	\$789,812,594

18

LIABILITIES AND SHAREHOLDERS' EQUITY

	Wells Real Estate Investment Trust, Inc.	Arthur Andersen Building	Transocean Houston Building	Novartis Atlanta Building	Pro Forma Adjustment Dana Corporation Buildings
LIABILITIES:					
Accounts payable and accrued expenses	\$ 8,727,473	\$0	\$0	\$0	\$ 0
Notes payable	8,124,444	0	0	0	0
Obligations under capital lease	22,000,000	0	0	0	0
Purchase Consideration Payable	0	0	0	0	25,433,753 (a)
Dividends payable	1,059,026	0	0	0	0
Due to affiliate	2,166,161	0	0	0	1,117,291 (c)
Deferred rental income	661,657	0	0	0	0
Total liabilities	42,738,761	0	0	0	26,551,044

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

COMMITMENTS AND  
CONTINGENCIES  
MINORITY INTEREST  
OF UNIT HOLDER IN  
OPERATING  
PARTNERSHIP

200,000	0	0	0	0
---------	---	---	---	---

SHAREHOLDERS'  
EQUITY:

Common shares, \$.01 par  
value; 125,000,000 shares  
authorized, 83,761,469  
shares issued and  
83,206,429 shares  
outstanding

837,614	0	0	0	0
---------	---	---	---	---

Additional paid-in capital

738,236,525	0	0	0	0
-------------	---	---	---	---

Cumulative distributions in  
excess of earnings

(24,181,092)	0	0	0	0
--------------	---	---	---	---

Treasury stock, at cost,  
555,040 shares

(5,550,396)	0	0	0	0
-------------	---	---	---	---

Total shareholders' equity

709,342,651	0	0	0	0
-------------	---	---	---	---

Total liabilities and  
shareholders' equity

\$ 752,281,412	\$0	\$0	\$0	\$ 26,551,044
----------------	-----	-----	-----	---------------

- (a) Reflects Wells Real Estate Investment Trust, Inc.'s purchase price for the land and the building.
- (b) Reflects deferred project costs applied to the land and building at approximately 4.17% of the purchase price.
- (c) Reflects deferred project costs applied to the land and building at approximately 4.02% of the purchase price.

19

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME (LOSS)

FOR THE YEAR ENDED DECEMBER 31, 2001

(Unaudited)

Pro Forma Adjustments



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Real Estate Investment Trust, Inc.	Arthur Andersen Building	Transocean Houston Building	Novartis Atlant Building
<b>REVENUES:</b>				
Rental income	\$ 44,204,279	\$ 2,102,834 (a)	\$ 1,549,527 (a)	\$ 650,705 (a)
Equity in income of joint ventures	3,720,959	0	0	0
Interest income	1,246,064	(1,246,064) (b)	0	0
Take out fee	137,500	0	0	0
	<u>49,308,802</u>	<u>856,770</u>	<u>1,549,527</u>	<u>650,705</u>
<b>EXPENSES:</b>				
Depreciation and amortization	15,344,801	810,205 (c)	882,247 (c)	542,888 (c)
Interest	3,411,210	0	0	0
Operating costs, net of reimbursements	4,128,883	142,433 (d)	1,151,107 (d)	4,929 (d)
Management and leasing fees	2,507,188	94,628 (e)	69,729 (e)	29,282 (e)
General and administrative	973,785	0	0	0
Amortization of deferred financing costs	770,192	0	0	0
Legal and accounting	448,776	0	0	0
	<u>27,584,835</u>	<u>1,047,266</u>	<u>2,103,083</u>	<u>577,099</u>
<b>NET INCOME (LOSS)</b>	<u>\$ 21,723,967</u>	<u>\$ (190,496)</u>	<u>\$ (553,556)</u>	<u>\$ 73,606</u>
<b>EARNINGS PER SHARE, basic and diluted</b>				
	<u>\$ 0.43</u>			
<b>WEIGHTED AVERAGE SHARES, basic and diluted</b>				
	<u>50,520,853</u>			

- (a) Rental income is recognized on a straight-line basis.  
(b) Represent forgone interest income related to cash utilized to purchase the prior acquisitions.  
(c) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.  
(d) Consists of nonreimbursable operating expenses.  
(e) Management and leasing fees are calculated at 4.5% of rental income.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

SUPPLEMENT NO. 9 DATED JULY 10, 2002 TO THE PROSPECTUS  
DATED DECEMBER 20, 2000

This document supplements, and should be read in conjunction with, the prospectus of Wells Real Estate Investment Trust, Inc. dated December 20, 2000, as supplemented and amended by Supplement No. 1 dated February 5, 2001, Supplement No. 2 dated April 25, 2001, Supplement No. 3 dated July 20, 2001, Supplement No. 4 dated August 10, 2001, Supplement No. 5 dated October 15, 2001, Supplement No. 6 dated January 20, 2002, Supplement No. 7 dated March 30, 2002 and Supplement No. 8 dated April 15, 2002. When we refer to the "prospectus" in this supplement, we are also referring to any and all supplements to the prospectus. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to describe the following:

- (1) Status of the offering of shares in Wells Real Estate Investment Trust, Inc. (Wells REIT);
- (2) Revisions to the "Management - Executive Officers and Directors" section of the prospectus to describe the addition of Michael Buchanan as a new director;
- (3) Revisions to the "Description of Properties" section of the prospectus to describe the following real property acquisitions:
  - (A) Acquisition of a two-story office building in Alpharetta, Georgia (Agilent Atlanta Building);
  - (B) Acquisition of a one-story office building in Ft. Lauderdale, Florida (BellSouth Ft. Lauderdale Building);
  - (C) Acquisition of two two-story office buildings in Allen, Texas (Experian/TRW Buildings);
  - (D) Acquisition of a three-story office building in Boxborough, Massachusetts (Agilent Boston Building);
  - (E) Acquisition of a three-story office building in Aurora, Colorado (TRW Denver Building); and
  - (F) Acquisition of a three-story office building in Phoenix, Arizona (MFS Phoenix Building);
- (4) Revisions to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of the prospectus;
- (5) Revisions to the "Experts - Audited Financial Statements" section of the prospectus;
- (6) Unaudited Financial Statements of the Wells REIT for the quarter ended March 31, 2002;
- (7) Audited financial statements relating to the Experian/TRW Buildings and the Agilent Boston Building; and
- (8) Unaudited pro forma financial statements of the Wells REIT reflecting the acquisitions of the Agilent Atlanta Building, the BellSouth Ft. Lauderdale Building, the Experian/TRW Buildings, the Agilent Boston Building, the TRW Denver Building and the MFS Phoenix Building.

#### Status of the Offering

We commenced our initial public offering of common stock on January 30, 1998. Our initial public offering was terminated on December 19, 1999. We received approximately \$132,181,919 in gross offering proceeds from the sale of 13,218,192 shares in our initial public offering. We commenced our second offering of common stock on December 20, 1999. Our second public offering was terminated on December 19, 2000. We received approximately \$175,229,193 in gross offering proceeds from the sale of 17,522,919 shares in our second public offering.

Pursuant to the prospectus, we commenced our third public offering of common stock on December 20, 2000. As of June 30, 2002, we had received gross proceeds of approximately \$1,148,480,414 from the sale of approximately 114,848,041 shares in our third public offering. Accordingly, as of June 30, 2002, we had received aggregate gross offering proceeds of approximately \$1,455,891,526 from the sale of approximately 145,589,153 shares in our three prior public offerings. After payment of \$50,528,371 in acquisition and advisory fees and acquisition expenses, payment of \$163,576,134 in selling commissions and organization and offering expenses, and common stock redemptions of \$12,223,808 pursuant to our share redemption program, as of June 30, 2002, we had raised aggregate net offering proceeds available for investment in properties of \$1,229,563,213, out of which \$885,294,095 had been invested in real estate properties, and \$344,269,118 remained available for investment in real estate properties.

#### Management

The following information should be read in conjunction with the "Management - Executive Officers and Directors" section beginning on page 31 of the prospectus to include background information on Michael R. Buchanan. On June 26, 2002, our board of directors unanimously approved an increase in the number of our directors from nine to ten and elected Michael R. Buchanan as a new director to fill the vacancy.

Michael R. Buchanan was employed by Bank of America, N.A. and its predecessor banks, NationsBank and C&S National Bank, from 1972 until his retirement in March 2002. Mr. Buchanan has over 30 years of real estate banking and financial experience and, while at Bank of America, he held several key positions including Managing Director of the Real Estate Banking Group from 1998 until his retirement where he managed approximately 1,100 associates in 90 offices. This group was responsible for providing real estate loans including construction, acquisition, development and bridge financing for the commercial and residential real estate industry, as well as providing structured financing for REITs.

Mr. Buchanan is a graduate of the University of Kentucky where he earned a Bachelor of Economics degree and a Masters of Business Administration degree. He also attended Harvard University in the graduate program for management development.

#### Description of Properties

As of June 30, 2002, we had purchased interests in 52 real estate properties located in 19 states, each of which was 100% leased to tenants. Below are the descriptions of our recent real property acquisitions through June 30, 2002.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### Agilent Atlanta Building

Wells Operating Partnership, L.P. (Wells OP), a Delaware limited partnership formed to acquire, own, lease and operate real properties on behalf of the Wells REIT, purchased the Agilent Atlanta Building on April 18, 2002 for a purchase price of \$15,100,000. The Agilent Atlanta Building, which was built in 2001, is a two-story office building containing 101,207 rentable square feet located in Alpharetta, Georgia.

Agilent Technologies, Inc. (Agilent) leases 66,811 rentable square feet of the Agilent Atlanta Building (66%). Agilent is a major producer of measuring and monitoring devices, semiconductor products and chemical

2

analysis tools for communications and life sciences companies, such as Internet service providers and biopharmaceutical companies. Agilent reported a net worth, as of January 31, 2002, of approximately \$5.4 billion.

The Agilent Atlanta lease commenced in September 2001 and expires in September 2011. The initial annual base rent payable under the Agilent Atlanta lease is \$1,344,905. Agilent, at its option, has the right to extend the initial term of its lease for either (1) one additional three-year period, or (2) one additional five-year period, at the then-current market rental rate. In addition, Agilent may terminate the lease at the end of the seventh lease year by paying a \$763,650 termination fee.

Koninklijke Philips Electronics N.V. (Philips) leases the remaining 34,396 rentable square feet of the Agilent Atlanta Building (34%). Philips is one of the world's largest electronics companies and is a global leader in color television sets, lighting, electric shavers, medical diagnostic imaging, patient monitoring and one-chip TV products. Philips reported a net worth, as of March 31, 2002, of approximately \$16.47 billion.

The Philips lease commenced in September 2001 and expires in September 2011. The current annual base rent payable under the Philips lease is \$692,391. Philips, at its option, has the right to extend the initial term of its lease for either (1) one additional three-year period, or (2) one additional five-year period, at the then-current market rental rate. In addition, Philips may terminate the lease at the end of the seventh lease year by paying a \$393,146 termination fee.

### BellSouth Ft. Lauderdale Building

Wells OP purchased the BellSouth Ft. Lauderdale Building on April 18, 2002 for a purchase price of \$6,850,000. The BellSouth Ft. Lauderdale Building, which was built in 2001, is a one-story office building containing 47,400 rentable square feet located in Ft. Lauderdale, Florida.

The entire BellSouth Ft. Lauderdale Building is leased to BellSouth Advertising and Publishing Corporation (BellSouth Advertising). BellSouth Advertising is a major provider of print directories throughout the southeastern states and markets served by BellSouth Corporation, which is the parent company of BellSouth Advertising.

The BellSouth Advertising lease is a net lease that commenced in July 2001 and expires in July 2008. The current annual base rent payable under the BellSouth Advertising lease is \$747,033. BellSouth Advertising, at its option, has the right to extend the initial term of its lease for three additional

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

five-year periods at 95% of the then-current market rental rate.

### Experian/TRW Buildings

Wells OP purchased the Experian/TRW Buildings on May 1, 2002 for a purchase price of \$35,150,000. The Experian/TRW Buildings, which were built in 1982 and 1993, respectively, consist of two two-story office buildings containing a total of 292,700 rentable square feet located in Allen, Texas.

The Experian/TRW Buildings are both leased to Experian Information Solutions, Inc. (Experian). Experian is an information services company that uses decision-making software and comprehensive databases of information on consumers, businesses, motor vehicles and property to provide companies with information about their customers. TRW, Inc. (TRW), the original tenant on the Experian/TRW lease, assigned its interest in the Experian/TRW lease to Experian in 1996 but remains as an obligor of the Experian/TRW lease. TRW is a global technology, manufacturing and service company that provides advanced technology, systems, and services to customers worldwide. TRW reported a net worth, as of March 31, 2002, of approximately \$2.24 billion.

The Experian/TRW lease is a net lease that commenced in April 1993 and expires in October 2010. The current annual base rent payable under the Experian/TRW lease is \$3,438,277. Experian, at its option, has the right to extend the initial term of its lease for four additional five-year periods at 95% of the then-current market rental rate.

3

### Agilent Boston Building

Wells OP purchased the Agilent Boston Building on May 3, 2002 for a purchase price of \$31,742,274. The Agilent Boston Building, which was built in 2002, is a three-story office building containing 174,585 rentable square feet located in Boxborough, Massachusetts. Wells OP assumed the obligation, as the landlord under the Agilent Boston lease described below, to provide Agilent an additional \$3,407,496 for tenant improvements.

The entire Agilent Boston Building is leased to Agilent. The Agilent Boston lease is a net lease that commenced in September 2001 and expires in September 2011. The current annual base rent payable under the Agilent Boston lease is \$3,578,993. Agilent, at its option, has the right to extend the initial term of its lease for one additional five-year period at a rate equal to the greater of (1) the then-current market rental rate, or (2) 75% of the annual base rent in the final year of the initial term of the Agilent Boston lease. In addition, Agilent may terminate the lease at the end of the seventh lease year by paying a \$4,190,000 termination fee.

### TRW Denver Building

Wells OP purchased the TRW Denver Building on May 29, 2002 for a purchase price of \$21,060,000. The TRW Denver Building, which was built in 1997, is a three-story office building containing 108,240 rentable square feet located in Aurora, Colorado.

The entire TRW Denver Building is leased to TRW. The TRW Denver lease is a net lease that commenced in October 1997 and expires in September 2007. The current annual base rent payable under the TRW Denver lease is \$2,870,709. TRW, at its option, has the right to extend the initial term of its lease for two additional five-year periods at 95% of the then-current market rental rate.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

### MFS Phoenix Building

Wells OP purchased the MFS Phoenix Building on June 5, 2002 for a purchase price of \$25,800,000. The MFS Phoenix Building, which was built in 2000, is a three-story office building containing 148,605 rentable square feet located in Phoenix, Arizona.

The entire MFS Phoenix Building is leased to Massachusetts Financial Services Company (MFS). MFS is a Massachusetts corporation having its corporate headquarters in Boston, Massachusetts with offices in London, Tokyo and Singapore. MFS is an investment management firm which offers annuities, institutional products, insurance services, mutual funds and retirement products. MFS reported a net worth, as of December 31, 2001, of approximately \$440 million.

The MFS Phoenix lease is a net lease that commenced in April 2001 and expires in July 2011. The current annual base rent payable under the MFS Phoenix lease is \$2,347,959. MFS, at its option, has the right to extend the initial term of its lease for two additional five-year periods at 95% of the then-current market rental rate.

### Property Management Fees

Wells Management Company, Inc. (Wells Management), an affiliate of the Wells REIT and our advisor, will be paid management and leasing fees in the amount of 4.5% of gross revenues from the Agilent Atlanta Building, the BellSouth Ft. Lauderdale Building, the Experian/TRW Buildings, the Agilent Boston Building, the MFS Phoenix Building and the TRW Denver Building subject to certain limitations.

4

### Management's Discussion and Analysis of Financial Condition and Results of Operation

The following information should be read in conjunction with the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section beginning on page 98 of the prospectus.

This section and other sections of the prospectus supplement contain forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and 21E of the Securities Exchange Act of 1934, including discussion and analysis of the financial condition of the Wells REIT, anticipated capital expenditures required to complete certain projects, our ability to make cash dividend payments to stockholders in the future and the anticipated amount of such dividends and certain other matters. Readers of this supplement should be aware that there are various factors that could cause actual results to differ materially from any forward-looking statement made in this supplement, which include changes in general economic conditions, changes in real estate conditions, construction costs which may exceed estimates, construction delays, increases in interest rates, lease-up risks, inability to obtain new tenants upon the expiration of existing leases, lack of availability of financing and the potential need to fund tenant improvements or other capital expenditures out of operating cash flow.

### Liquidity and Capital Resources

During the three months ended March 31, 2002, we received aggregate gross offering proceeds of \$255,702,943 from the sale of 25,570,294 shares of our common stock. After payment of \$8,843,134 in acquisition and advisory fees

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

and acquisition expenses, payment of \$27,106,265 in selling commissions and organization and offering expenses, and common stock redemptions of \$3,041,981 pursuant to our share redemption program, we raised net offering proceeds of \$216,711,563 during the first quarter of 2002, of which \$185,290,197 remained available for investment in properties at quarter end.

During the three months ended March 31, 2001, we received aggregate gross offering proceeds of \$66,174,704 from the sale of 6,617,470 shares of our common stock. After payment of \$2,288,933 in acquisition and advisory fees and acquisition expenses, payment of \$8,175,768 in selling commissions and organizational and offering expenses, and common stock redemptions of \$776,555 pursuant to our share redemption program, we raised net offering proceeds of \$54,933,448, of which \$5,952,930 was available for investment in properties at quarter end.

The net increase in cash and cash equivalents for the three months ended March 31, 2002, as compared to the three months ended March 31, 2001, is primarily the result of raising increased amounts of capital from the sale of shares of common stock, offset by the acquisition of properties during 2001 and the first quarter of 2002, and the payment of acquisition and advisory fees and acquisition expenses, commissions and organization and offering costs.

As of March 31, 2002, we owned interests in 44 real estate properties either directly or through interests in joint ventures. These properties are generating operating cash flow sufficient to cover our operating expenses and pay dividends to our stockholders. We pay dividends on a quarterly basis regardless of the frequency with which such distributions are declared. Dividends will be paid to investors who are stockholders as of the record dates selected by our board of directors. We currently calculate quarterly dividends based on the daily record and dividend declaration dates; thus, stockholders are entitled to receive dividends immediately upon the purchase of shares. Dividends declared for the first quarter of 2002 and the first quarter of 2001 were approximately \$0.194 and \$0.188 per share, respectively.

Dividends to be distributed to the stockholders are determined by our board of directors and are dependent on a number of factors, including funds available for payment of dividends, financial condition, capital expenditure requirements and annual distribution requirements in order to maintain our status as a REIT under the Internal Revenue Code. Operating cash flows are expected to increase as additional properties are added to our investment portfolio.

5

### Cash Flows From Operating Activities

Our net cash provided by operating activities was \$13,113,549 and \$8,235,314 for the three months ended March 31, 2002 and 2001, respectively. The increase in net cash provided by operating activities was due primarily to the net income generated by additional properties acquired during 2002 and 2001.

### Cash Flows From Investing Activities

Our net cash used in investing activities was \$111,821,692 and \$4,264,257 for the three months ended March 31, 2002 and 2001, respectively. The increase in net cash used in investing activities was due primarily to investments in properties and the payment of related deferred project costs, partially offset by distributions received from joint ventures.

### Cash Flows From Financing Activities

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Our net cash provided by financing activities was \$210,144,548 for the three months ended March 31, 2002 and net cash used in financing activities for the three months ended March 31, 2001 was \$113,042. The increase in net cash provided by financing activities was due primarily to the raising of additional capital and the related repayment of notes payable. We raised \$255,702,943 in offering proceeds for the three months ended March 31, 2002, as compared to \$66,174,705 for the same period in 2001.

### Results of Operations

As of March 31, 2002, our real estate properties were 100% leased to tenants. Gross revenues were \$19,192,803 and \$10,669,713 for the three months ended March 31, 2002 and 2001, respectively. Gross revenues for the three months ended March 31, 2002 and 2001 were attributable to rental income, interest income earned on funds we held prior to the investment in properties, and income earned from joint ventures. The increase in revenues in 2002 was primarily attributable to the purchase of additional properties for \$104,051,998 during 2002 and the purchase of additional properties for \$227,933,858 in the last three quarters of 2001. The purchase of additional properties also resulted in an increase in expenses which totaled \$8,413,139 for the three months ended March 31, 2002, as compared to \$7,394,368 for the three months ended March 31, 2001. Expenses in 2002 and 2001 consisted primarily of depreciation, interest expense, management and leasing fees and general and administrative costs. As a result, our net income also increased from \$3,275,345 for the three months ended March 31, 2001 to \$10,779,664 for the three months ended March 31, 2002.

### Funds from Operations

Funds from Operations (FFO), as defined by the National Association of Real Estate Investment Trusts (NAREIT), generally means net income, computed in accordance with GAAP excluding extraordinary items (as defined by GAAP) and gains (or losses) from sales of property, plus depreciation and amortization on real estate assets, and after adjustments for unconsolidated partnerships, joint ventures and subsidiaries. We believe that FFO is helpful to investors as a measure of the performance of an equity REIT. However, our calculation of FFO, while consistent with NAREIT's definition, may not be comparable to similarly titled measures presented by other REITs. Adjusted Funds from Operations (AFFO) is defined as FFO adjusted to exclude the effects of straight-line rent adjustments, deferred loan cost amortization and other non-cash and/or unusual items. Neither FFO nor AFFO represent cash generated from operating activities in accordance with GAAP and should not be considered as alternatives to net income as an indication of our performance or to cash flows as a measure of liquidity or ability to make distributions.

6

The following table reflects the calculation of FFO and AFFO for the three months ended March 31, 2002 and 2001, respectively:

	Three Months Ended March 31, 2002 -----	Three Mon March 3 -----
FUNDS FROM OPERATIONS:		
Net income	\$ 10,779,664	\$ 3,
Add:		
Depreciation of real assets	5,744,452	3,



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Amortization of deferred leasing costs	72,749	
Depreciation and amortization - unconsolidated partnerships	706,176	
	-----	
Funds from operations (FFO)	17,303,041	6,
Adjustments:		
Loan cost amortization	175,462	
Straight line rent	(1,038,378)	
Straight line rent - unconsolidated partnerships	(99,315)	
Lease acquisition fees paid- unconsolidated partnerships	0	
	-----	
Adjusted funds from operations (AFFO)	\$ 16,340,810	\$ 6,
	-----	-----
WEIGHTED AVERAGE SHARES:		
BASIC AND DILUTED	95,130,210	34,
	-----	-----

### Experts

The following information should be inserted after the second paragraph in the "Experts - Audited Financial Statements" section beginning on page 159 of the prospectus.

In June 2002, Arthur Andersen LLP (Andersen) was tried and convicted of federal obstruction of justice charges. Events arising out of the conviction or other events relating to the financial condition of Andersen may adversely affect the ability of Andersen to satisfy any potential claims that may arise out of Andersen's audits of the financial statements contained in the prospectus. In addition, Andersen has notified us that it will no longer be able to provide us with the necessary consents related to previously audited financial statements contained in the prospectus. Our inability to obtain such consents may also adversely affect your ability to pursue potential claims against Andersen.

### Financial Statements

#### Changes in Principal Accountant

On May 8, 2002, the audit committee of our board of directors recommended to the board of directors the dismissal of Andersen as our independent public accountants, and our board of directors approved the dismissal of Andersen as our independent public accountants effective immediately.

Andersen's reports on the consolidated financial statements of the Wells REIT for the years ended December 31, 2001 and December 31, 2000 did not contain an adverse opinion or disclaimer of opinion, nor were they qualified or modified as to uncertainty, audit scope or accounting principles.

During the fiscal years ended December 31, 2001 and December 31, 2000, and through the date of Andersen's dismissal, there were no disagreements with Andersen on any matter of accounting principle or practice, financial statement disclosure, or auditing scope or procedure which, if not resolved to Andersen's satisfaction, would have caused Andersen to make reference to the subject matter in connection with its report on the consolidated financial statements of the Wells REIT for such years and there were no reportable events as set forth in Item 304(a)(1)(v) of Regulation S-K.

On June 26, 2002, our board of directors approved the recommendation of the audit committee to engage Ernst & Young LLP (Ernst & Young) to audit the financial statements of the Wells REIT, effective immediately. During the fiscal years ended December 31, 2001 and December 31, 2000, and through the date hereof, the Wells REIT did not consult Ernst & Young with respect to the application of accounting principles to a specified transaction, either completed or proposed, or the type of audit opinion that might be rendered on the consolidated financial statements of the Wells REIT, or any other matters or reportable events as set forth in Items 304(a)(2)(i) and (ii) of Regulation S-K.

Audited Financial Statements

The statements of revenues over certain operating expenses of the Experian/TRW Buildings and the Agilent Boston Building for the year ended December 31, 2001, which are included in this supplement and elsewhere in the registration statement, have been audited by Ernst & Young, independent auditors, as set forth in their reports appearing elsewhere herein, and are included in reliance upon such reports given on the authority of such firm as experts in accounting and auditing.

Unaudited Financial Statements

The financial statements of the Wells REIT, as of March 31, 2002, and for the three month periods ended March 31, 2002 and March 31, 2001, which are included in this supplement, have not been audited.

The statements of revenues over certain operating expenses of the Experian/TRW Buildings and the Agilent Boston Building for the three month period ended March 31, 2002, which are included in this supplement, have not been audited.

INDEX TO FINANCIAL STATEMENTS

Wells Real Estate Investment Trust, Inc. and Subsidiary	Page
	----
Unaudited Financial Statements	
-----	
Consolidated Balance Sheets as of March 31, 2002 and December 31, 2001	10
Consolidated Statements of Income for the three months ended March 31, 2002 and March 31, 2001	11
Consolidated Statements of Shareholders' Equity for the year ended December 31, 2001 and for the three months ended March 31, 2002	12
Consolidated Statements of Cash Flows for the three months ended March 31, 2002 and March 31, 2001	13

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Condensed Notes to Consolidated Financial Statements March 31, 2002	14
Experian/TRW Buildings	
Report of Independent Auditors	22
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2001 (audited) and for the three months ended March 31, 2002 (unaudited)	23
Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2001 (audited) and for the three months ended March 31, 2002 (unaudited)	24
Agilent Boston Building	
Report of Independent Auditors	26
Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2001 (audited) and for the three months ended March 31, 2002 (unaudited)	27
Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2001 (audited) and for the three months ended March 31, 2002 (unaudited)	28
Wells Real Estate Investment Trust, Inc. and Subsidiary	
Unaudited Pro Forma Financial Statements -----	
Summary of Unaudited Pro Forma Financial Statements	30
Pro Forma Balance Sheet as of March 31, 2002 (unaudited)	31
Pro Forma Statement of Income for the year ended December 31, 2001 (unaudited)	33
Pro Forma Statement of Income for the three months ended March 31, 2002 (unaudited)	34

## WELLS REAL ESTATE INVESTMENT TRUST, INC. AND SUBSIDIARY

### CONSOLIDATED BALANCE SHEETS

#### ASSETS

REAL ESTATE ASSETS, at cost:



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(UNAUDITED)

	Three Months Ended	
	March 31, 2002	March 31, 2001
REVENUES:		
Rental income	\$16,738,163	\$ 9,860,085
Equity in income of joint ventures	1,206,823	709,713
Interest income	1,113,715	99,915
Take out fee	134,102	0
	-----	-----
	19,192,803	10,669,713
	-----	-----
EXPENSES:		
Depreciation	5,744,452	3,187,179
Management and leasing fees	899,495	565,714
Operating costs, net of reimbursements	624,698	1,091,185
General and administrative	529,031	175,107
Interest expense	440,001	2,160,426
Amortization of deferred financing costs	175,462	214,757
	-----	-----
	8,413,139	7,394,368
	-----	-----
NET INCOME	\$10,779,664	\$ 3,275,345
	=====	=====
EARNINGS PER SHARE		
Basic and diluted	\$ 0.11	\$ 0.10
	=====	=====

The accompanying condensed notes are an integral part of these consolidated financial statements.

11

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

FOR THE YEAR ENDED DECEMBER 31, 2001

AND FOR THE THREE MONTHS ENDED MARCH 31, 2002 (UNAUDITED)

	Common Stock Shares	Common Stock Amount	Additional Paid-In Capital	Cumulative Distribution in Excess of Earnings
	-----	-----	-----	-----
BALANCE, December 31, 2000	31,509,807	\$ 315,097	\$ 275,573,339	\$ (9,133,855)
Issuance of common stock	52,251,662	522,517	521,994,103	0

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Treasury stock purchased	0	0	0	0
Net income	0	0	0	0
Dividends (\$.76 per share)	0	0	0	(15,047,237)
Sales commissions and discounts	0	0	(49,246,118)	0
Other offering expenses	0	0	(10,084,799)	0
	-----	-----	-----	-----
BALANCE, December 31, 2001	83,761,469	837,614	738,236,525	(24,181,092)
Issuance of common stock	25,570,295	255,703	255,447,240	0
Treasury stock purchased	0	0	0	0
Net income	0	0	0	0
Dividends (\$.19 per share)	0	0	0	(9,374,732)
Sales commissions and discounts	0	0	(24,579,655)	0
Other offering expenses	0	0	(2,526,610)	0
Gain/(loss) on interest rate swap	0	0	0	0
	-----	-----	-----	-----
BALANCE, March 31, 2002 (UNAUDITED)	109,331,764	\$ 1,093,317	\$ 966,577,500	\$ (33,555,824)
	=====	=====	=====	=====

	Treasury Stock Amount	Other Comprehensive Income	Total Shareholders' Equity
	-----	-----	-----
BALANCE, December 31, 2000	\$ (1,412,969)	\$ 0	\$ 265,341,612
Issuance of common stock	0	0	522,516,620
Treasury stock purchased	(4,137,427)	0	(4,137,427)
Net income	0	0	21,723,967
Dividends (\$.76 per share)	0	0	(36,771,204)
Sales commissions and discounts	0	0	(49,246,118)
Other offering expenses	0	0	(10,084,799)
	-----	-----	-----
BALANCE, December 31, 2001	(5,550,396)	0	709,342,651
Issuance of common stock	0	0	255,702,943
Treasury stock purchased	(3,041,981)	0	(3,041,981)
Net income	0	0	10,779,664
Dividends (\$.19 per share)	0	0	(20,154,396)
Sales commissions and discounts	0	0	(24,579,655)
Other offering expenses	0	0	(2,526,610)
Gain/(loss) on interest rate swap	0	(50,112)	(50,112)
	-----	-----	-----
BALANCE, March 31, 2002 (UNAUDITED)	\$ (8,592,377)	\$ (50,112)	\$ 925,472,504
	=====	=====	=====

The accompanying condensed notes are an integral part of these consolidated financial statements.

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Three Months Ended
	March 31, 2002
<hr/>	
CASH FLOWS FROM OPERATING ACTIVITIES:	
Net income	\$ 10,779,664
Adjustments to reconcile net income to net cash provided by operating activities:	
Equity in income of joint ventures	(1,206,823)
Depreciation	5,744,452
Amortization of deferred financing costs	175,462
Amortization of deferred leasing costs	72,749
Deferred lease acquisition costs paid	(400,000)
Changes in assets and liabilities:	
Accounts receivable	(1,694,308)
Due from affiliates	(13,740)
Deferred rental income	905,584
Prepaid expenses and other assets, net	(1,092,127)
Accounts payable and accrued expenses	(156,738)
Due to affiliates	(626)
	<hr/>
Net cash provided by operating activities	13,113,549
<hr/>	
CASH FLOWS FROM INVESTING ACTIVITIES:	
Investments in real estate	(104,051,998)
Investment in joint ventures	0
Deferred project costs paid	(9,461,180)
Distributions received from joint ventures	1,691,486
	<hr/>
Net cash used in investing activities	(111,821,692)
<hr/>	
CASH FLOWS FROM FINANCING ACTIVITIES:	
Proceeds from notes payable	2,947,142
Repayment of notes payable	0
Dividends paid to shareholders	(17,555,924)
Issuance of common stock	255,702,943
Sales commissions paid	(24,579,655)
Offering costs paid	(3,327,977)
Treasury stock purchased	(3,041,981)
	<hr/>
Net cash (used in) provided by financing activities	210,144,548
<hr/>	
NET INCREASE IN CASH AND CASH EQUIVALENTS	111,436,405
CASH AND CASH EQUIVALENTS, beginning of year	75,586,168
	<hr/>
CASH AND CASH EQUIVALENTS, end of period	\$ 187,022,573
<hr/>	
SUPPLEMENTAL SCHEDULE OF NONCASH INVESTING ACTIVITIES:	
Deferred project costs applied to real estate assets	\$ 4,080,388
	<hr/>
Deferred project costs due to affiliate	\$ 496,134
	<hr/>
Interest rate swap	\$ (50,112)
	<hr/>
Deferred offering costs due to affiliate	\$ 244,761
	<hr/>

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Other offering costs due to affiliate	\$ 141,761
Write-off of deferred offering costs due to affiliate	\$ 0

The accompanying condensed notes are an integral part of these consolidated financial statements.

13

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
AND SUBSIDIARY

CONDENSED NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2002

(UNAUDITED)

1. Summary of Significant Accounting Policies

(a) General

Wells Real Estate Investment Trust, Inc. (the "Company") is a Maryland corporation formed on July 3, 1997, which qualifies as a real estate investment trust ("REIT"). Substantially all of the Company's business is conducted through Wells Operating Partnership, L.P. ("Wells OP"), a Delaware limited partnership organized for the purpose of acquiring, developing, owning, operating, improving, leasing, and otherwise managing income producing commercial properties for investment purposes on behalf of the Company. The Company is the sole general partner of Wells OP.

On January 30, 1998, the Company commenced its initial public offering of up to 16,500,000 shares of common stock at \$10 per share pursuant to a Registration Statement on Form S-11 filed under the Securities Act of 1933. The Company commenced active operations on June 5, 1998, upon receiving and accepting subscriptions for 125,000 shares. The Company terminated its initial public offering on December 19, 1999 at which time gross proceeds of approximately \$132,181,919 had been received from the sale of approximately 13,218,192 shares. The Company commenced its second public offering of shares of common stock on December 20, 1999, which was terminated on December 19, 2000 after receipt of gross proceeds of approximately \$175,229,193 from the sale of approximately 17,522,919 shares from the second public offering. The Company commenced its third public offering of the shares of common stock on December 20, 2000. As of March 31, 2002, the Company has received gross proceeds of approximately \$785,906,526 from the sale of approximately 78,590,653 shares from its third public offering. Accordingly, as of March 31, 2002, the Company has received aggregate gross offering proceeds of approximately \$1,093,317,638 from the sale of 109,331,764 shares of its common stock to 27,900 investors. After payment of \$37,965,419 in acquisition and advisory fees and acquisition expenses, payment of \$125,647,820 in selling commissions and organization and offering expenses, capital contributions to joint ventures and acquisitions expenditures by Wells OP of \$735,821,825 for property acquisitions, and common stock redemptions of \$8,592,377 pursuant to the Company's share redemption program, the Company was holding net offering proceeds of \$185,290,197 available for investment in properties, as of March 31, 2002.



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

(b) Properties

As of March 31, 2002, the Company owned interests in 44 properties listed in the table below through its ownership in Wells OP. As of March 31, 2002, all of these properties were 100% leased.

Property Name	Tenant	Property Location	% Owned	Pu
Dana Detroit Building	Dana Corporation	Detroit, MI	100%	\$23
Dana Kalamazoo Building	Dana Corporation	Kalamazoo, MI	100%	\$18
Novartis Building	Novartis Ophthalmics, Inc.	Atlanta, GA	100%	\$15
Transocean Houston Building	Transocean Deepwater Offshore Drilling, Inc. Newpark Resources, Inc.	Houston, TX	100%	\$22
Andersen Building	Arthur Andersen LLP	Sarasota, FL	100%	\$21
Windy Point Buildings	TCI Great Lakes, Inc. The Apollo Group, Inc. Global Knowledge Network Zurich American Insurance Various other tenants	Schaumburg, IL	100%	\$89
Convergys Building	Convergys Customer Management Group, Inc.	Tamarac, FL	100%	\$13
ADIC Buildings	Advanced Digital Information Corporation	Parker, CO	68.2%	\$12
Lucent Building	Lucent Technologies, Inc.	Cary, NC	100%	\$17
Ingram Micro Building	Ingram Micro, L.P.	Millington, TN	100%	\$21
Nissan Property	Nissan Motor Acceptance Corporation	Irving, TX	100%	\$ 5
IKON Buildings	IKON Office Solutions, Inc.	Houston, TX	100%	\$20
State Street Building	SSB Realty, LLC	Quincy, MA	100%	\$49
AmeriCredit Building	AmeriCredit Financial Services Corporation	Orange Park, FL	68.2%	\$12
Comdata Building	Comdata Network, Inc.	Nashville, TN	55.0%	\$24
AT&T Oklahoma Buildings	AT&T Corp. Jordan Associates, Inc.	Oklahoma City, OK	55.0%	\$15
Metris Minnesota Building	Metris Direct, Inc.	Minnetonka, MN	100%	\$52

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Stone & Webster Building	Stone & Webster, Inc. SYSCO Corporation	Houston, TX	100%	\$44
Motorola Plainfield Building	Motorola, Inc.	South Plainfield, NJ	100%	\$33
Quest Building	Quest Software, Inc.	Irvine, CA	15.8%	\$ 7
Delphi Building	Delphi Automotive Systems, LLC	Troy, MI	100%	\$19
Avnet Building	Avnet, Inc.	Tempe, AZ	100%	\$13
Siemens Building	Siemens Automotive Corp.	Troy, MI	56.8%	\$14
Motorola Tempe Building	Motorola, Inc.	Tempe, AZ	100%	\$16
ASML Building	ASM Lithography, Inc.	Tempe, AZ	100%	\$17
Dial Building	Dial Corporation	Scottsdale, AZ	100%	\$14
Metris Tulsa Building	Metris Direct, Inc.	Tulsa, OK	100%	\$12
Cinemark Building	Cinemark USA, Inc. The Coca Cola Co.	Plano, TX	100%	\$21
Gartner Building	The Gartner Group, Inc.	Ft. Myers, FL	56.8%	\$ 8
Videojet Technologies Chicago (formerly known as the "Marconi Building")	Videojet Technologies, Inc.	Wood Dale, IL	100%	\$32
Johnson Matthey Building	Johnson Matthey, Inc.	Tredyffrin Township, PA	56.8%	\$ 8
Alstom Power Richmond Building	Alstom Power, Inc.	Midlothian, VA	100%	\$11
Sprint Building	Sprint Communications Company, L.P.	Leawood, KS	56.8%	\$ 9
EYBL CarTex Building	EYBL CarTex, Inc.	Greenville, SC	56.8%	\$ 5
Matsushita Building	Matsushita Avionics Systems Corporation	Lake Forest, CA	100%	\$18
AT&T Pennsylvania Building	Pennsylvania Cellular Telephone Corp.	Harrisburg, PA	100%	\$12
PwC Building	PricewaterhouseCoopers, LLP	Tampa, FL	100%	\$21
Fairchild Building	Fairchild Technologies U.S.A., Inc.	Fremont, CA	77.5%	\$ 8
Cort Furniture Building	Cort Furniture Rental Corporation	Fountain Valley, CA	44.0%	\$ 6
Iomega Building	Iomega Corporation	Ogden City, UT	3.7%	\$ 5
Interlocken Building	ODS Technologies, L.P. and GAIAM, Inc.	Broomfield, CO	3.7%	\$ 8
Ohmeda Building	Ohmeda, Inc.	Louisville, CO	3.7%	\$10

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Alstom Power Knoxville Building	Alstom Power, Inc.	Knoxville, TN	3.7%	\$ 7
Avaya Building	Avaya, Inc.	Oklahoma City, OK	3.7%	\$ 5

(1) This represents the costs incurred by Wells OP to purchase the land. Total costs to be incurred for development of the Nissan Property are currently estimated to be \$42,259,000.

15

(2) Annual rent does not take effect until construction of the building is completed and the tenant is occupying the building.

Wells OP owns interests in properties directly and through equity ownership in the following joint ventures:

Joint Venture	Joint Venture Partners	Properties Held by J
Fund XIII-REIT Joint Venture	Wells Operating Partnership, L.P. Wells Real Estate Fund XIII, L.P.	The AmeriCredit Building The ADIC Buildings
Fund XII-REIT Joint Venture	Wells Operating Partnership, L.P. Wells Real Estate Fund XII, L.P.	The Siemens Building The AT&T Oklahoma Buildings The Comdata Building
Fund XI-XII-REIT Joint Venture	Wells Operating Partnership, L.P. Wells Real Estate Fund XI, L.P. Wells Real Estate Fund XII, L.P.	The EYBL CarTex Building The Sprint Building The Johnson Matthey Building The Gartner Building
Fund IX-X-XI-REIT Joint Venture	Wells Operating Partnership, L.P. Wells Real Estate Fund IX, L.P. Wells Real Estate Fund X, L.P. Wells Real Estate Fund XI, L.P.	The Alstom Power Knoxville Bu The Ohmeda Building The Interlocken Building The Avaya Building The Iomega Building
Wells/Fremont Associates Joint Venture (the "Fremont Joint Venture")	Wells Operating Partnership, L.P. Fund X-XI Joint Venture	The Fairchild Building
Wells/Orange County Associates Joint Venture (the "Orange County Joint Venture")	Wells Operating Partnership, L.P. Fund X-XI Joint Venture	The Cort Building
Fund VIII-IX-REIT Joint Venture	Wells Operating Partnership, L.P. Fund VIII-IX Joint Venture	Quest Building

(c) Critical Accounting Policies

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Company's accounting policies have been established in accordance with accounting principles generally accepted in the United States ("GAAP"). The preparation of financial statements in conformity with GAAP requires management to use judgment in the application of accounting policies, including making estimates and assumptions. These judgments affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenue and expenses during the reporting periods. If our judgment or interpretation of the facts and circumstances relating to various transactions had been different, it is possible that different accounting policies would have been applied; thus, resulting in a different presentation of our financial statements. Below is a discussion of the accounting policies that we consider to be critical in that they may require complex judgment in their application or require estimates about matters which are inherently uncertain.

### Revenue Recognition

The Company recognizes rental income generated from all leases on real estate assets in which the Company has an ownership interest, either directly or through investments in joint ventures, on a straight-line basis over the terms of the respective leases. If a tenant was to encounter financial difficulties in future periods, the amount recorded as a receivable may not be realized.

### Operating Cost Reimbursements

The Company generally bills tenants for operating cost reimbursements, either directly or through investments in joint ventures, on a monthly basis at amounts estimated largely based on actual prior period activity and the respective lease terms. Such billings are generally adjusted on an annual basis to reflect reimbursements owed to

16

the landlord based on the actual costs incurred during the period and the respective lease terms. Financial difficulties encountered by tenants may result in receivables not being realized.

### Real Estate

Management continually monitors events and changes in circumstances indicating that the carrying amounts of the real estate assets in which the Company has an ownership interest, either directly or through investments in joint ventures, may not be recoverable. When such events or changes in circumstances are present, management assesses the potential impairment by comparing the fair market value of the asset, estimated at an amount equal to the future undiscounted operating cash flows expected to be generated from tenants over the life of the asset and from its eventual disposition, to the carrying value of the asset. In the event that the carrying amount exceeds the estimated fair market value, the Company would recognize an impairment loss in the amount required to adjust the carrying amount of the asset to its estimated fair market value. Neither the Company nor its joint ventures have recognized impairment losses on real estate assets in 2002 or 2001.

### Deferred Project Costs

Wells Capital, Inc. (the "Advisor") expects to continue to fund 100% of the acquisition and advisory fees and acquisition expenses and recognize related expenses, to the extent that such costs exceed 3.5% of cumulative capital raised (subject to certain overall limitations described in the prospectus), on behalf of the Company. The Company records acquisition and advisory fees and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

acquisition expenses by capitalizing deferred project costs and reimbursing the Advisor in an amount equal to 3.5% of cumulative capital raised to date. As the Company invests its capital proceeds, deferred project costs are applied to real estate assets, either directly or through contributions to joint ventures, at an amount equal to 3.5% of each investment and depreciated over the useful lives of the respective real estate assets. Acquisition and advisory fees and acquisition expenses paid as of March 31, 2002, amounted to \$37,965,419 and represented approximately 3.5% of shareholders' capital contributions received. These fees are allocated to specific properties as they are purchased or developed and are included in capitalized assets of the joint venture, or real estate assets. Deferred project costs at March 31, 2002 and December 31, 2001, represent fees paid, but not yet applied to properties.

### Deferred Offering Costs

The Advisor expects to continue to fund 100% of the organization and offering costs and recognize related expenses, to the extent that such costs exceed 3% of cumulative capital raised, on behalf of the Company. Organization and offering costs include items such as legal and accounting fees, marketing and promotional costs, and printing costs, and specifically exclude sales costs and underwriting commissions. The Company records offering costs by accruing deferred offering costs, with an offsetting liability included in due to affiliates, at an amount equal to the lesser of 3% of cumulative capital raised to date or actual costs incurred from third-parties less reimbursements paid to the Advisor. As the actual equity is raised, the Company reverses the deferred offering costs accrual and recognizes a charge to stockholders' equity upon reimbursing the Advisor. As of March 31, 2002, the Advisor had paid offering expenses on behalf of the Company in an aggregate amount of \$23,230,560, of which the Advisor had been reimbursed \$22,021,962, which did not exceed the 3% limitation. Deferred offering costs in the accompanying balance sheet represent costs incurred by the Advisor which will be reimbursed by the Company.

### (d) Distribution Policy

The Company will make distributions each taxable year (not including a return of capital for federal income tax purposes) equal to at least 90% of its real estate investment trusts taxable income. The Company intends to make regular quarterly distributions to holders of the shares. Distributions will be made to those shareholders who are shareholders as of the record date selected by the Directors. The Company currently calculates quarterly dividends based on the daily record and dividend declaration dates; thus, shareholders are entitled to receive dividends immediately upon the purchase of shares.

17

Dividends to be distributed to the shareholders are determined by the Board of Directors and are dependent on a number of factors related to the Company, including funds available for payment of dividends, financial condition, capital expenditure requirements and annual distribution requirements in order to maintain the Company's status as a REIT under the Code. Operating cash flows are expected to increase as additional properties are added to the Company's investment portfolio.

### (e) Income Taxes

The Company has made an election under Section 856 (C) of the Internal Revenue Code of 1986, as amended (the "Code"), to be taxed as a Real Estate Investment Trust ("REIT") under the Code beginning with its taxable year ended December 31, 1998. As a REIT for federal income tax purposes, the Company generally will not be subject to federal income tax on income that it distributes to its

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

shareholders. If the Company fails to qualify as a REIT in any taxable year, it will then be subject to federal income tax on its taxable income at regular corporate rates and will not be permitted to qualify for treatment as a REIT for federal income tax purposes for four years following the year during which qualification is lost. Such an event could materially adversely affect the Company's net income and net cash available to distribute to shareholders. However, the Company believes that it is organized and operates in such a manner as to qualify for treatment as a REIT and intends to continue to operate in the foreseeable future in such a manner so that the Company will remain qualified as a REIT for federal income tax purposes.

### (f) Employees

The Company has no direct employees. The employees of the Advisor and Wells Management Company, Inc., perform a full range of real estate services including leasing and property management, accounting, asset management and investor relations for the Company.

### (g) Insurance

Wells Management Company, Inc., an affiliate of the Company and the Advisor, carries comprehensive liability and extended coverage with respect to all the properties owned directly or indirectly by the Company. In the opinion of management, the properties are adequately insured.

### (h) Competition

The Company will experience competition for tenants from owners and managers of competing projects, which may include its affiliates. As a result, the Company may be required to provide free rent, reduced charges for tenant improvements and other inducements, all of which may have an adverse impact on results of operations. At the time the Company elects to dispose of its properties, the Company will also be in competition with sellers of similar properties to locate suitable purchasers for its properties.

### (i) Statement of Cash Flows

For the purpose of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents include cash and short-term investments.

### (j) Basis of Presentation

Substantially all of the Company's business is conducted through Wells OP. On December 31, 1997, Wells OP issued 20,000 limited partner units to the Advisor in exchange for a capital contribution of \$200,000. The Company is the sole general partner in Wells OP; consequently, the accompanying consolidated balance sheet of the Company includes the amounts of the Company and Wells OP. The Advisor, a limited partner, is not currently receiving distributions from its investment in Wells OP.

The consolidated financial statements of the Company have been prepared in accordance with instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. These quarterly statements have not been examined by independent accountants, but in the opinion of the Board of Directors, the statements for the unaudited interim periods presented include

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

all adjustments, which are of a normal and recurring nature, necessary to present a fair presentation of the results for such periods. Results for interim periods are not necessarily indicative of full year results. For further information, refer to the financial statements and footnotes included in the Company's Form 10-K for the year ended December 31, 2001.

### 2. INVESTMENT IN JOINT VENTURES

#### (a) Basis of Presentation

As of March 31, 2002, the Company owned interests in 17 properties in joint ventures with related entities through its ownership in Wells OP, which owns interests in seven such joint ventures. The Company does not have control over the operations of these joint ventures; however, it does exercise significant influence. Accordingly, investment in joint ventures is recorded using the equity method.

#### (b) Summary of Operations

The following information summarizes the operations of the unconsolidated joint ventures in which the Company, through Wells OP, had ownership interests as of March 31, 2002 and 2001, respectively. There were no additional investments in joint ventures made by the Company during the three months ended March 31, 2002.

	Total Revenues		Net Income		Wells
	Three Months Ended		Three Months Ended		Th
	March 31, 2002	March 31, 2001	March 31, 2002	March 31, 2001	Marco 20
Fund IX-X-XI-REIT					
Joint Venture	\$1,379,059	\$1,449,856	\$ 554,268	\$ 638,435	\$
Cort Joint Venture	212,006	199,586	129,750	133,753	
Fremont Joint					
Venture	225,161	225,178	135,948	142,612	1
Fund XI-XII-REIT					
Joint Venture	858,219	847,030	497,149	514,277	2
Fund XII-REIT					
Joint Venture	1,670,863	947,943	805,513	445,321	4
Fund VIII-IX-REIT					
Joint Venture	323,746	267,624	160,696	105,033	2
Fund XIII-REIT					
Joint Venture	700,648	0	401,674	0	
	<u>\$5,369,702</u>	<u>\$3,937,217</u>	<u>\$2,684,998</u>	<u>\$1,979,431</u>	<u>\$ 1,2</u>

### 3. INVESTMENTS IN REAL ESTATE

As of March 31, 2002, the Company, through its ownership in Wells OP, owns 27 properties directly. The following describes acquisitions made directly by Wells OP during the three months ended March 31, 2002.

#### The Andersen Building

On January 11, 2002, Wells OP purchased the Andersen Building, a three-story office building containing approximately 157,700 rentable square feet on a 9.8

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

acre tract of land located in Sarasota County, Florida for a purchase price of \$21,400,000, excluding closing costs. The Andersen Building is leased to Arthur Andersen LLP ("Andersen"). The current term of the Andersen lease is 10 years, which commenced on November 11, 1998 and expires on October 31, 2009. Andersen has the right to extend the initial 10-year term of its lease for two additional five-year periods at 90% of the then-current market rental rate. The current annual base rent payable under the

19

Andersen lease is \$1,988,454. Andersen has the option to purchase the Andersen Building prior to the end of the fifth lease year for \$23,250,000 and again at the expiration of the initial lease term for \$25,148,000.

### The Transocean Houston Building

On March 15, 2002, Wells OP purchased the Transocean Houston Building, a six story office building containing approximately 156,000 rentable square feet located in Houston, Harris County, Texas for a purchase price of \$22,000,000, excluding closing costs. The Transocean Houston Building is 100% leased to Transocean Deepwater Offshore Drilling, Inc. ("Transocean") and Newpark Drilling Fluids, Inc. ("Newpark").

The Transocean lease is a triple net lease which covers approximately 103,260 square feet commencing in December 2001 and expiring in March 2011. The initial annual base rent payable under the Transocean lease is \$2,110,035. Transocean has the option to extend the initial term of its lease for either (1) two additional five-year periods, or (2) one additional ten-year period, at the then-current market rental rate. In addition, Transocean has an expansion option and a right of first refusal for up to an additional 51,780 rentable square feet.

The Newpark lease covers approximately 52,731 rentable square feet and is a net lease that commenced in August 1999 and expires in August 2009. The current annual base rent payable under the Newpark lease is \$1,153,227.

### The Novartis Atlanta Building

On March 28, 2002, Wells OP purchased the Novartis Atlanta Building, a four-story office building containing approximately 100,000 rentable square feet located in Duluth, Fulton County, Georgia for a purchase price of \$15,000,000, excluding closing costs. The Novartis Atlanta Building is 100% leased to Novartis Ophthalmics, Inc. ("Novartis"). The Novartis lease is a net lease which commenced in August 2001 and expires in July 2011. Novartis Corporation, the parent of Novartis, has guaranteed the lease. The current annual base rent payable is \$1,426,240. Novartis, at its option, may extend the initial term of its lease for three additional five-year periods at the then-current market rental rate. In addition, Novartis may terminate the lease at the end of the fifth lease year by paying a \$1,500,000 termination fee.

### The Dana Corporation Buildings

On March 29, 2002, Wells OP purchased all of the membership interests in Dana Farmington Hills, LLC and Dana Kalamazoo, LLC, which respectively owned a three-story office and research development building containing approximately 112,400 rentable square feet located in Farmington Hills, Oakland County, Michigan (the "Dana Detroit Building") and a two-story office and industrial building containing approximately 147,000 rentable square feet located in Kalamazoo, Kalamazoo County, Michigan (the "Dana Kalamazoo Building") for an aggregate purchase price of \$41,950,000, excluding closing costs.



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The Dana Detroit Building is 100% leased to the Dana Corporation ("Dana") under a net lease that commenced in October 2001 and expires in October 2021. The current annual base rent payable under the Dana lease for Detroit is \$2,330,600. Dana may, at its option, extend the initial term of its lease for six additional five-year periods at the then-current market rental rate. Additionally, Dana may terminate the lease after the eleventh year of its initial lease term subject to certain conditions.

The Dana Kalamazoo Building is also 100% leased to Dana. The Dana lease for Kalamazoo is a net lease which commenced in October 2001 and expires in October 2011. The current annual base rent payable is \$1,842,800. Dana has the option to extend the initial term of the Dana lease in Kalamazoo for six additional five-year periods at the then-current market rental rate. Additionally, Dana may terminate the lease at any time after the sixth year of the initial lease term and before the end of the nineteenth lease year, subject to certain conditions.

20

#### 4. NOTES PAYABLE

Notes payable consists of (i) \$7,655,600 of draws on a line of credit from SouthTrust Bank secured by a first mortgage against the Cinemark, ASML, Dial, PwC, Motorola Tempe and Avnet Buildings and (ii) \$3,415,986 outstanding on the construction loan from Bank of America which is being used to fund the development of the Nissan Property.

#### 5. DUE TO AFFILIATES

Due to affiliates consists of amounts due to the Advisor for Acquisitions and Advisory Fees and Acquisition Expenses, deferred offering costs, and other operating expenses paid on behalf of the Company. Also included in due to affiliates is the amount due to the Fund VIII-IX Joint Venture related to the Matsushita lease guarantee, which is explained in detail in the financial statements and footnotes included in the Company's Form 10-K for the year ended December 31, 2001. Payments of \$601,963 have been made as of March 31, 2002 toward funding the obligation under the Matsushita agreement.

#### 6. COMMITMENTS AND CONTINGENCIES

##### Take Out Purchase and Escrow Agreement

An affiliate of the Advisor ("Wells Exchange") has developed a program (the "Wells Section 1031 Program") involving the acquisition by Wells Exchange of income-producing commercial properties and the formation of a series of single member limited liability companies for the purpose of facilitating the resale of co-tenancy interests in such real estate properties to be owned in co-tenancy arrangements with persons ("1031 Participants") who are looking to invest the proceeds from a sale of real estate held for investment in another real estate investment for purposes of qualifying for like-kind exchange treatment under Section 1031 of the Code. Each of these properties will be financed by a combination of permanent first mortgage financing and interim loan financing obtained from institutional lenders.

Following the acquisition of each property, Wells Exchange will attempt to sell co-tenancy interests to 1031 Participants, the proceeds of which will be used to pay off the interim financing. In consideration for the payment of a Take Out Fee to the Company, and following approval of the potential property acquisition by the Company's Board of Directors, it is anticipated that Wells OP will enter into a contractual relationship providing that, in the event that Wells Exchange

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

is unable to sell all of the co-tenancy interests in that particular property to 1031 Participants, Wells OP will purchase, at Wells Exchange's cost, any co-tenancy interests remaining unsold at the end of the offering period. As a part of the initial transaction in the Wells Section 1031 Program, and in consideration for the payment of a take out fee in the amount of \$137,500 to the Company, Wells OP entered into a take out purchase and escrow agreement dated April 16, 2001 providing, among other things, that Wells OP would be obligated to acquire, at Wells Exchange's cost, any unsold co-tenancy interests in the building known as the Ford Motor Credit Complex which remained unsold at the expiration of the offering of Wells Exchange on April 15, 2002. On April 12, 2002, Wells Exchange paid off the interim financing on the Ford Motor Credit Complex and, accordingly, Wells OP has been released from its prior obligations under the take out purchase and escrow agreement relating to such property.

21

### Report of Independent Auditors

Shareholders and Board of Directors  
Wells Real Estate Investment Trust, Inc.

We have audited the accompanying statement of revenues over certain operating expenses of the Experian/TRW Buildings (the "Buildings") for the year ended December 31, 2001. This statement is the responsibility of the Buildings' management. Our responsibility is to express an opinion on this statement based on our audit.

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

The accompanying statement of revenues over certain operating expenses 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 the Buildings' revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses referred to above presents fairly, in all material respects, the revenues and certain operating expenses described in Note 2 of the Experian/TRW Buildings for the year ended December 31, 2001 in conformity with accounting principles generally accepted in the United States.

Atlanta, Georgia  
July 11, 2002

/s/ Ernst & Young LLP

22

Experian/TRW Buildings

# Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

## Statements of Revenues Over Certain Operating Expenses

For the year ended December 31, 2001 and the three months ended March 31, 2002

	2002	2001
	-----	
	(Unaudited)	
Rental revenues	\$812,665	\$3,250,659
Operating expenses, net of reimbursements	-	-
	-----	
Revenues over certain operating expenses	\$812,665	\$3,250,659
	=====	

See accompanying notes.

23

### Experian/TRW Buildings

#### Notes to Statements of Revenues Over Certain Operating Expenses

For the year ended December 31, 2001 and the three months ended March 31, 2002

#### 1. Organization and Significant Accounting Policies

##### Description of Real Estate Property Acquired

On May 1, 2002, the Wells Operating Partnership, L.P. ("Wells OP") acquired the Experian/TRW Buildings from Allen Office Investment Limited Partners, Inc. ("Allen Office Investment"). Wells OP is a Delaware limited partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

Experian, Inc ("Experian") currently occupies the entire 292,700 rentable square feet of the two two-story office buildings under a net lease agreement (the "Experian Lease"). The Experian lease was assigned to Experian in 1998; however, TRW, Inc ("TRW") remains obligated on the Experian lease. Experian is a wholly owned subsidiary of GUS, Plc. TRW is a public entity traded on the New York Stock Exchange. Allen Office Investment's interest in the Experian Lease was assigned to Wells OP upon acquisition of the buildings. The initial term of the Experian Lease commenced on April 15, 1993 and expires on October 15, 2010. Experian has the right to extend the Experian Lease for up to four consecutive renewal terms of five years each at a rate equal to the then current fair market rental rate. The Experian Lease is structured on a triple-net basis with the tenant directly responsible for any and all expenses. As such, Experian is required to pay all operating costs, including but not limited to, water, sewer, heating, air conditioning, lighting, property and personal insurance and property taxes.

##### Rental Revenues

Rental income is recognized on a straight-line basis over the term of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

lease.

### 2. Basis of Accounting

The accompanying statements of revenues over certain operating expenses are presented in conformity with accounting principles generally accepted in the United States and in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses that are not comparable to the proposed future operations of the properties such as depreciation, interest, and management fees. Therefore, these statements are not comparable to the statement of operations of the Experian/TRW Buildings after their acquisition by Wells OP.

24

Notes to Statements of Revenues Over Certain Operating Expenses (Continued)

### 3. Future Minimum Rental Commitments

Future minimum rental commitments for the years ended December 31 are as follows:

2002	\$ 3,449,606
2003	3,447,848
2004	3,445,954
2005	3,443,913
2006	3,441,713
Thereafter	14,392,284
	-----
	\$31,621,318

25

### Report of Independent Auditors

Shareholders and Board of Directors  
Wells Real Estate Investment Trust, Inc.

We have audited the accompanying statement of revenues over certain operating expenses of the Agilent Boston Building (the "Building") for the year ended December 31, 2001. This statement is the responsibility of the Building's management. Our responsibility is to express an opinion on this statement based on our audit.

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

The accompanying statement of revenues over certain operating expenses was prepared for the purpose of complying with the rules and regulations of the

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Securities and Exchange Commission, as described in Note 2, and is not intended to be a complete presentation of the Building's revenues and expenses.

In our opinion, the statement of revenues over certain operating expenses referred to above presents fairly, in all material respects, the revenues and certain operating expenses described in Note 2 of Agilent Boston Building for the year ended December 31, 2001 in conformity with accounting principles generally accepted in the United States.

Atlanta, Georgia  
July 11, 2002

/s/ Ernst & Young LLP

26

### Agilent Boston Building

#### Statements of Revenues Over Certain Operating Expenses

For the year ended December 31, 2001 and the three months ended March 31, 2002

	2002	2001
	-----	
	(Unaudited)	
Rental revenues	\$981,606	\$1,177,928
Operating expenses, net of reimbursements	-	-
	-----	
Revenues over certain operating expenses	\$981,606	\$1,177,928
	=====	

See accompanying notes.

27

### Agilent Boston Building

#### Notes to Statements of Revenues Over Certain Operating Expenses

For the year ended December 31, 2001 and the three months ended March 31, 2002

#### 1. Organization and Significant Accounting Policies

##### Description of Real Estate Property Acquired

On May 3, 2002, the Wells Operating Partnership, L.P. ("Wells OP") acquired the Agilent Boston Building from BPF Tech Central, LLC ("BPF"). Wells OP is a Delaware limited partnership formed to acquire, own, lease, operate, and manage real properties on behalf of Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP.

Agilent Technologies, Inc ("Agilent") currently occupies the entire 174,585

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

rentable square feet of the three-story office building under a net lease agreement (the "Agilent Lease"). Agilent is a public entity traded on the New York Stock Exchange. BPF's interest in the Agilent Lease was assigned to Wells OP upon acquisition of the building. The initial term of the Agilent Lease commenced on September 12, 2001 and expires on September 30, 2011. Agilent has the right to extend the Agilent Lease for a term of five years at a rate equal to the greater of (1) the then current fair market rental rate, or (2) 75% of the annual base rent in the final year of the initial term of the Agilent lease. Under the Agilent Lease, Agilent is required to reimburse the landlord for all costs of operations, including but not limited to electricity, water, heating, air-cooling, property and personal insurance and property taxes. In addition, Agilent, at its expense, will be responsible for maintaining the property in good order, condition and repair.

### Rental Revenues

Rental income is recognized on a straight-line basis over the term of the lease.

### 2. Basis of Accounting

The accompanying statements of revenues over certain operating expenses are presented in conformity with accounting principles generally accepted in the United States and in accordance with the applicable rules and regulations of the Securities and Exchange Commission for real estate properties acquired. Accordingly, these statements exclude certain historical expenses that are not comparable to the proposed future operations of the property such as depreciation, interest, and management fees. Therefore, these statements are not comparable to the statement of operations of the Agilent Boston Building after its acquisition by Wells OP.

28

### Notes to Statements of Revenues Over Certain Operating Expenses (Continued)

### 3. Future Minimum Rental Commitments

Future minimum rental commitments for the years ended December 31 are as follows:

2002	\$ 3,578,993
2003	3,578,993
2004	3,578,993
2005	3,578,993
2006	3,753,573
Thereafter	20,317,308
	-----
	\$ 38,386,853

29

WELLS REAL ESTATE INVESTMENT TRUST, INC.

SUMMARY OF UNAUDITED PRO FORMA FINANCIAL STATEMENTS

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

This pro forma information should be read in conjunction with the financial statements and notes of Wells Real Estate Investment Trust, Inc. included in its annual report on Form 10-K for the year ended December 31, 2001 and quarterly report on form 10-Q for period ended March 31, 2002. In addition, this pro forma information should be read in conjunction with the financial statements and notes of certain acquired properties included in this document.

The following unaudited pro forma balance sheet as of March 31, 2002 has been prepared to give effect to the second quarter 2002 acquisitions of the Novartis Atlanta Building, the Dana Corporation Buildings, the Travelers Express Denver Buildings, the Agilent Atlanta Building, the BellSouth Ft. Lauderdale Building, the Experian /TRW Buildings, the Agilent Boston Building, the TRW Denver Building and the MFS Phoenix Building (collectively, the "Recent Acquisitions") by Wells OP as if the acquisitions occurred on March 31, 2002.

The following unaudited pro forma statement of income for the three months ended March 31, 2002 has been prepared to give effect to the first quarter 2002 acquisitions of the Arthur Andersen Building, the Transocean Houston Building (collectively, the "2002 Acquisitions") and the Recent Acquisitions as if the acquisitions occurred on January 1, 2001.

The following unaudited pro forma statement of income for the year ended December 31, 2001 has been prepared to give effect to the 2001 acquisitions of the Comdata Building, the AmeriCredit Building, the State Street Bank Building, the IKON Buildings, the Ingram Micro Building, the Lucent Building, the ADIC Buildings, the Convergys Building, the Windy Point Buildings (collectively, the "2001 Acquisitions"), the 2002 Acquisitions and the Recent Acquisitions as if the acquisitions occurred on January 1, 2001. The Nissan Property and the Travelers Express Denver Buildings had no operations during 2001.

Wells OP is a Delaware limited partnership that was organized to own and operate properties on behalf of the Wells Real Estate Investment Trust, Inc., a Maryland corporation. As the sole general partner of Wells OP, Wells Real Estate Investment Trust, Inc. possesses full legal control and authority over the operations of Wells OP. Accordingly, the accounts of Wells OP are consolidated with the accompanying pro forma financials statements of Wells Real Estate Investment Trust, Inc.

These unaudited pro forma financial statements are prepared for informational purposes only and are not necessarily indicative of future results or of actual results that would have been achieved had the acquisitions of the 2001 Acquisitions, 2002 Acquisitions and the Recent Acquisitions been consummated as of January 1, 2001.

30

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA BALANCE SHEET

MARCH 31, 2002

(Unaudited)

ASSETS

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Real Estate Investment Trust, Inc. (f)	Other	Agilent Atlanta	Recent Ft.
REAL ESTATE ASSETS, at cost:				
Land	\$ 94,273,542	\$ 6,658,000 (a) 267,851 (b)	\$ 1,500,000 (a) 61,047 (c)	\$ 1
Buildings, less accumulated depreciation of \$24,814,454	563,639,005	61,724,320 (a) 2,483,162 (b)	13,651,643 (a) 555,590 (c)	5
Construction in progress	8,827,823	0	0	
Total real estate assets	666,740,370	71,133,333	15,768,280	7
CASH AND CASH EQUIVALENTS	187,022,573	(68,382,320) (a) 357,482,930 (d) (12,511,903) (e)	(15,151,643) (a)	(6)
INVESTMENT IN JOINT VENTURES	76,811,543	0	0	
INVESTMENT IN BONDS	22,000,000	0	0	
ACCOUNTS RECEIVABLE	7,697,487	0	0	
DEFERRED LEASE ACQUISITION COSTS	1,868,674	0	0	
DEFERRED PROJECT COSTS	7,739,896	(2,751,013) (b) 12,511,903 (e)	(616,637) (c)	
DEFERRED OFFERING COSTS	244,761	0	0	
DUE FROM AFFILIATES	1,820,241	0	0	
NOTE RECEIVABLE	0	0	0	
PREPAID EXPENSES AND OTHER ASSETS	1,584,942	0	0	
Total assets	\$973,530,487	\$357,482,930	\$ 0	\$

	Agilent Boston	TRW Denver	MFS Phoenix	Pr
REAL ESTATE ASSETS, at cost:				
Land	\$ 3,500,000 (a) 142,442 (c)	\$ 1,325,000 (a) 71,599 (c)	\$ 2,500,000 (a) 101,744 (c)	\$ 11
Buildings, less accumulated depreciation of \$24,814,454	28,343,732 (a) 1,153,524 (c)	14,570,469 (a) 787,344 (c)	23,381,252 (a) 951,562 (c)	75
Construction in progress	3,407,496 (a)	0	0	1
Total real estate assets	36,547,194	16,754,412	26,934,558	87



Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

CASH AND CASH EQUIVALENTS	(31,843,732) (a)	(21,105,469) (a)	(25,881,251) (a)	32
INVESTMENT IN JOINT VENTURES	0	0	0	7
INVESTMENT IN BONDS	0	0	0	2
ACCOUNTS RECEIVABLE	0	0	0	
DEFERRED LEASE ACQUISITION COSTS	0	0	0	
DEFERRED PROJECT COSTS	(1,295,966) (c)	(858,943) (c)	(1,053,307) (c)	1
DEFERRED OFFERING COSTS	0	0	0	
DUE FROM AFFILIATES	0	0	0	
NOTE RECEIVABLE	0	5,210,000 (a)	0	
PREPAID EXPENSES AND OTHER ASSETS	0	0	0	
Total assets	<u>\$ 3,407,496</u>	<u>\$ 0</u>	<u>0</u>	<u>\$1,33</u>

31

LIABILITIES AND SHAREHOLDERS' EQUITY

	Wells Real Estate Investment Trust, Inc. (f)	Pro Forma Adjustments		
		Other	Recent Acquisitions	
			Agilent Atlanta	BellSout Ft. Lauder
<b>LIABILITIES:</b>				
Accounts payable and accrued expenses	\$ 8,570,735	\$ 0	\$ 0	\$
Notes payable	11,071,586	0	0	
Obligations under capital lease	22,000,000	0	0	
Purchase consideration payable	0	0	0	
Dividends payable	3,657,498	0	0	
Due to affiliate	990,923	0	0	
Deferred rental income	1,567,241	0	0	
Total liabilities	<u>47,857,983</u>	<u>0</u>	<u>0</u>	
<b>COMMITMENTS AND CONTINGENCIES</b>				
MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP	200,000	0	0	
<b>SHAREHOLDERS' EQUITY:</b>				
Common shares, \$.01 par value;				

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

125,000,000 shares authorized, 109,331,764 shares issued and 108,472,526 outstanding at March 31, 2002	1,093,317	231,839 (d)	0	
Additional paid-in capital	966,577,500	357,251,091 (d)	0	
Cumulative distributions in excess of earnings	(33,555,824)	0	0	
Treasury stock, at cost, 555,040 shares	(8,592,377)	0	0	
Other Comprehensive Loss	(50,112)	0	0	
	-----	-----	-----	-----
Total shareholders' equity	925,472,504	357,482,930	0	
	-----	-----	-----	-----
Total liabilities and shareholders' equity	\$973,530,487	\$357,482,930	\$ 0	\$
	=====	=====	=====	=====

	Experian/TRW	Agilent Boston	TRW Denver	MFS Phoenix	P
	-----	-----	-----	-----	-----
<b>LIABILITIES:</b>					
Accounts payable and accrued expenses	\$ 0	\$ 3,407,496 (a)	\$ 0	\$ 0	\$
Notes payable	0	0	0	0	
Obligations under capital lease	0	0	0	0	
Purchase consideration payable	0	0	0	0	
Dividends payable	0	0	0	0	
Due to affiliate	0	0	0	0	
Deferred rental income	0	0	0	0	
	-----	-----	-----	-----	-----
Total liabilities	0	3,407,496	0	0	
	-----	-----	-----	-----	-----
<b>COMMITMENTS AND CONTINGENCIES</b>					
<b>MINORITY INTEREST OF UNIT HOLDER IN OPERATING PARTNERSHIP</b>					
	0	0	0	0	
	-----	-----	-----	-----	-----
<b>SHAREHOLDERS' EQUITY:</b>					
Common shares, \$.01 par value; 125,000,000 shares authorized, 109,331,764 shares issued and 108,472,526 outstanding at March 31, 2002	0	0	0	0	
Additional paid-in capital	0	0	0	0	1
Cumulative distributions in excess of earnings	0	0	0	0	
Treasury stock, at cost, 555,040 shares	0	0	0	0	
Other Comprehensive Loss	0	0	0	0	
	-----	-----	-----	-----	-----
Total shareholders' equity	0	0	0	0	1
	-----	-----	-----	-----	-----
Total liabilities and shareholders' equity	\$ 0	\$ 3,407,496	\$ 0	\$ 0	\$1
	=====	=====	=====	=====	=====

(a) Reflects Wells Real Estate Investment Trust, Inc.'s purchase price for the land, building and liabilities assumed.

(b) Reflects deferred project costs applied to the land and building at

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

approximately 4.02% of the purchase price.

- (c) Reflects deferred project costs applied to the land and building at approximately 4.07% of the purchase price.
- (d) Reflects capital raised through issuance of additional shares subsequent to March 31, 2002 through MFS Phoenix acquisition date.
- (e) Reflects deferred project costs capitalized as a result of additional capital raised described in note (d) above.
- (f) Historical financial information derived from quarterly report on Form 10-Q

The accompanying notes are an integral part of this statement.

32

### WELLS REAL ESTATE INVESTMENT TRUST, INC.

#### PRO FORMA STATEMENT OF INCOME

FOR THE THREE MONTHS ENDED MARCH 31, 2002

(Unaudited)

	Wells Real Estate	2002 Acquisitions	Pro Forma Other
	Investment Trust, Inc. (e)		
<b>REVENUES:</b>			
Rental income	\$ 16,738,163	\$ 748,670	\$ 1,444,245 (a)
Equity in income of joint ventures	1,206,823	0	0
Interest income	1,113,715	0	0
Take out fee	134,102	0	0
	19,192,803	748,670	1,444,245
<b>EXPENSES:</b>			
Depreciation and amortization	5,744,452	201,406	626,887 (b)
Interest	440,001	0	0
Operating costs, net of reimbursements	624,698	237,375	1,178 (c)
Management and leasing fees	899,495	33,690	64,991 (d)
General and administrative	529,031	0	0
Amortization of deferred financing costs	175,462	0	0
	8,413,139	472,471	693,056
<b>NET INCOME</b>	<b>\$ 10,779,664</b>	<b>\$ 276,199</b>	<b>\$ 751,189</b>
<b>EARNINGS PER SHARE, basic and diluted</b>	<b>\$ 0.11</b>		
<b>WEIGHTED AVERAGE SHARES, basic and diluted</b>	<b>97,996,945</b>		

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Experian/TRW	Agilent Boston	TRW Denver	MF Phon
<b>REVENUES:</b>				
Rental income	\$ 854,856 (a)	\$ 981,606 (a)	\$ 418,017 (a)	\$ 601
Equity in income of joint ventures	0	0	0	
Interest income	0	0	0	
Take out fee	0	0	0	
	854,856	981,606	418,017	601
<b>EXPENSES:</b>				
Depreciation and amortization	329,846 (b)	294,973 (b)	153,570 (b)	243
Interest	0	0	0	
Operating costs, net of reimbursements	0	0	0	
Management and leasing fees	38,469 (d)	44,192 (d)	18,811 (d)	27
General and administrative	0	0	0	
Amortization of deferred financing costs	0	0	0	
	368,315	339,165	172,381	270
<b>NET INCOME</b>	<b>\$ 486,541</b>	<b>\$ 642,441</b>	<b>\$ 245,636</b>	<b>\$ 330</b>
EARNINGS PER SHARE, basic and diluted				
WEIGHTED AVERAGE SHARES, basic and diluted				

- (a) Rental income is recognized on a straight-line basis.
- (b) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.
- (c) Consists of nonreimbursable operating expenses.
- (d) Management and leasing fees are calculated at 4.5% of rental income.
- (e) Historical financial information derived from quarterly report on Form 10-Q

The accompanying notes are an integral part of this statement.

33

WELLS REAL ESTATE INVESTMENT TRUST, INC.

PRO FORMA STATEMENT OF INCOME

FOR THE YEAR ENDED DECEMBER 31, 2001

(Unaudited)

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

	Wells Real Estate Investment Trust, Inc. (f)	Pro Forma Adjustments		Recent Acquisitions
		2001 Acquisitions	2002 Acquisitions	
<b>REVENUES:</b>				
Rental income	\$44,204,279	\$11,349,076 (a)	\$3,652,361 (a)	\$1,380,000
Equity in income of joint ventures	3,720,959	1,111,850 (b)	0	0
Interest income	1,246,064	0	0	0
Take out fee	137,500	0	0	0
	<u>49,308,802</u>	<u>12,460,926</u>	<u>3,652,361</u>	<u>1,380,000</u>
<b>EXPENSES:</b>				
Depreciation and amortization	15,344,801	5,772,761 (c)	1,692,452 (c)	500,000
Interest	3,411,210	0	0	0
Operating costs, net of reimbursements	4,128,883	2,854,275 (d)	1,293,540 (d)	600,000
Management and leasing fees	2,507,188	510,708 (e)	164,357 (e)	0
General and administrative	973,785	0	0	0
Amortization of deferred financing costs	770,192	0	0	0
Legal and accounting	448,776	0	0	0
	<u>27,584,835</u>	<u>9,137,744</u>	<u>3,150,349</u>	<u>567,000</u>
<b>NET INCOME</b>	<u>\$21,723,967</u>	<u>\$3,323,182</u>	<u>\$ 502,012</u>	<u>\$ 813,000</u>
<b>EARNINGS PER SHARE, basic and diluted</b>	<u>\$ 0.43</u>			
<b>WEIGHTED AVERAGE SHARES, basic and diluted</b>	<u>50,520,853</u>			

	Experian/TRW	Pro Forma Adjustments	
		Agilent Boston	TRW Denver
<b>REVENUES:</b>			
Rental income	\$3,419,425 (a)	\$1,177,928 (a)	\$1,672,067 (a)
Equity in income of joint ventures	0	0	0
Interest income	0	0	0
Take out fee	0	0	0
	<u>3,419,425</u>	<u>1,177,928</u>	<u>1,672,067</u>
<b>EXPENSES:</b>			
Depreciation and amortization	1,319,385 (c)	393,297 (c)	614,282 (c)
Interest	0	0	0
Operating costs, net of reimbursements	0	0	0
Management and leasing fees	153,874 (e)	53,007 (e)	75,243 (e)
General and administrative	0	0	0

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Amortization of deferred financing costs	0	0	0
Legal and accounting	0	0	0
	-----	-----	-----
	1,473,259	446,304	689,525
	-----	-----	-----
NET INCOME	\$1,946,166	\$ 731,624	\$ 982,542
	=====	=====	=====
EARNINGS PER SHARE, basic and diluted			
WEIGHTED AVERAGE SHARES, basic and diluted			

- (a) Rental income is recognized on a straight-line basis.
- (b) Reflects Wells Real Estate Investment Trust, Inc.'s equity in income of Wells XII-REIT Joint Venture related to the acquisition of the Comdata Building and equity in income of Wells XIII-REIT Joint Venture related to the acquisition of the AmeriCredit Building and the ADIC Building.
- (c) Depreciation expense on the buildings is recognized using the straight-line method and a 25-year life.
- (d) Consists of nonreimbursable operating expenses.
- (e) Management and leasing fees are calculated at 4.5% of rental income.
- (f) Historical financial information derived from annual report on Form 10-K

The accompanying notes are an integral part of this statement.

34

### PART II

#### INFORMATION NOT REQUIRED IN PROSPECTUS

Items 31 through 35 and Item 37 of Part II are incorporated by reference to the Registrant's Registration Statement, as amended to date, Commission File No. 333-44900

Item 36      Financial Statements and Exhibits  
-----

- (a)      Financial Statements:  
-----

The following financial statements of the Registrant are filed as part of this Registration Statement and included in the Prospectus:

Audited Financial Statements  
-----

- (1) Report of Independent Public Accountants,
- (2) Consolidated Balance Sheets as of December 31, 1999 and December 31, 1998,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (3) Consolidated Statements of Income for the years ended December 31, 1999 and 1998,
- (4) Consolidated Statements of Stockholders' Equity for the years ended December 31, 1999 and 1998,
- (5) Consolidated Statements of Cash Flows for the years ended December 31, 1999 and 1998, and
- (6) Notes to Consolidated Financial Statements.

### Unaudited Financial Statements

-----

- (1) Balance Sheets as of September 30, 2000 and December 31, 1999,
- (2) Statements of Income for the three months and nine months ended September 30, 2000 and 1999,
- (3) Statements of Shareholders' Equity for the year ended December 31, 1999 and the nine months ended September 30, 2000,
- (4) Statements of Cash Flows for the nine months ended September 30, 2000 and 1999, and
- (5) Condensed Notes to Financial Statements.

The following financial statements relating to the acquisition of the Dial Building are filed as part of this Registration Statement and are included in the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999, and
- (3) Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999.

### II-1

The following financial statements relating to the acquisition of the ASML Building are filed as part of this Registration Statement and are included in the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999, and
- (3) Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999.

The following financial statements relating to the acquisition of the Motorola Tempe Building are filed as part of this Registration Statement and are included in the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999, and
- (3) Notes to Statement of Revenues Over Certain Operating Expenses for the year ended

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

December 31, 1999.

The following financial statements relating to the acquisition of the Motorola Plainfield Building are filed as part of this Registration Statement and are included in the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and the nine months ended September 30, 2000 (unaudited), and
- (3) Notes to Statement of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited), and the nine months ended September 30, 2000 (unaudited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and are included in the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of September 30, 2000,
- (3) Pro Forma Statement of Income for the year ended December 31, 1999, and
- (4) Pro Forma Statement of Income for the nine months ended September 30, 2000.

The following financial statements relating to the acquisition of the Stone & Webster Building are filed as part of this Registration Statement and included in Supplement No. 1 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and the nine months ended September 30, 2000 (unaudited), and
- (3) Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and the nine months ended September 30, 2000 (unaudited).

II-2

The following financial statements relating to the acquisition of the AT&T Call Center Buildings are filed as part of this Registration Statement and included in Supplement No. 1 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 1999 (audited) and the nine months ended September 30, 2000 (unaudited), and
- (3) Notes to Statements of Revenues Over Certain Operating Expenses for year ended December 31, 1999 (audited) and the nine months ended



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

September 30, 2000 (unaudited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 1 to the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of September 30, 2000,
- (3) Pro Forma Statements of Income (Loss) for the year ended December 31, 1999, and
- (4) Pro Forma Statements of Income for the nine months ended September 30, 2000.

The following financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 2 to the Prospectus:

### Audited Financial Statements

-----

- (1) Report of Independent Public Accountants,
- (2) Consolidated Balance Sheets as of December 31, 2000 and December 31, 1999,
- (3) Consolidated Statements of Income for the years ended December 31, 2000, 1999 and 1998,
- (4) Consolidated Statements of Stockholders' Equity for the years ended December 31, 2000, 1999 and 1998,
- (5) Consolidated Statements of Cash Flows for the years ended December 31, 2000, 1999 and 1998, and
- (6) Notes to Consolidated Financial Statements.

The following financial statements relating to the acquisition of the Comdata Building are filed as part of this Registration Statement and included in Supplement No. 3 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and the three months ended March 31, 2001 (unaudited), and
- (3) Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and the three months ended March 31, 2001 (unaudited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 3 to the Prospectus:

II-3

- (1) Summary of Unaudited Pro Forma Financial Statements,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (2) Pro Forma Balance Sheet as of March 31, 2001,
- (3) Pro Forma Statement of Income for the three months ended March 31, 2001, and
- (4) Pro Forma Statement of Income for the year ended December 31, 2000.

The following financial statements relating to the acquisition of the State Street Building are filed as part of this Registration Statement and included in Supplement No. 4 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited), and
- (3) Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 4 to the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of June 30, 2001,
- (3) Pro Forma Statement of Income for the six months ended June 30, 2001, and
- (4) Pro Forma Statement of Income for the year ended December 31, 2000.

The following financial statements relating to the acquisition of the IKON Buildings are filed as part of this Registration Statement and included in Supplement No. 5 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited), and
- (3) Notes to Statements of Revenues Over Certain Operating Expenses for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited).

The following financial statements relating to the acquisition of the Ingram Micro Distribution Facility are filed as part of this Registration Statement and included in Supplement No. 5 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited), and
- (3) Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the six

months ended June 30, 2001 (unaudited).

II-4

The following financial statements relating to the acquisition of the Lucent Building are filed as part of this Registration Statement and included in Supplement No. 5 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited), and
- (3) Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the six months ended June 30, 2001 (unaudited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 5 to the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of June 30, 2001,
- (3) Pro Forma Statement of Income for the six months ended June 30, 2001, and
- (4) Pro Forma Statement of Income (Loss) for the year ended December 31, 2000.

The following financial statements relating to the acquisition of the Windy Point Buildings are filed as part of this Registration Statement and included in Supplement No. 6 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the nine months ended September 30, 2001 (unaudited), and
- (3) Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the nine months ended September 30, 2001 (unaudited).

The following financial statements relating to the acquisition of the Arthur Andersen Building are filed as part of this Registration Statement and included in Supplement No. 6 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the nine months ended September 30, 2001 (unaudited), and

- (3) Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2000 (audited) and the nine months ended September 30, 2001 (unaudited).

II-5

The following financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 6 to the Prospectus:

Unaudited Financial Statements

- 
- (1) Consolidated Balance Sheets as of September 30, 2001 and December 31, 2000,
  - (2) Consolidated Statements of Income for the three months ended September 30, 2001 and September 30, 2000 and for the nine months ended September 30, 2001 and September 30, 2000, (3) Consolidated Statements of Shareholders' Equity for the year ended December 31, 2000 and for the nine months ended September 30, 2001,
  - (4) Consolidated Statements of Cash Flows for the nine months ended September 30, 2001 and September 30, 2000, and
  - (5) Condensed Notes to Consolidated Financial Statements.

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 6 to the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of September 30, 2001,
- (3) Pro Forma Statement of Income (Loss) for the nine months ended September 30, 2001, and
- (4) Pro Forma Statement of Income (Loss) for the year ended December 31, 2000.

The following financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 7 to the Prospectus:

Audited Financial Statements

- 
- (1) Report of Independent Public Accountants,
  - (2) Consolidated Balance Sheets as of December 31, 2001 and December 31, 2000,
  - (3) Consolidated Statements of Income for the years ended December 31, 2001, 2000 and 1999,
  - (4) Consolidated Statements of Stockholders' Equity for the years ended December, 31, 2001, 2000 and 1999,
  - (5) Consolidated Statements of Cash Flows for the years ended December 31, 2001, 2000 and 1999, and
  - (6) Notes to Consolidated Financial Statements.

The following financial statements relating to the acquisition of the Novartis Atlanta Building are filed as part of this Registration Statement and included in Supplement No. 8 to the Prospectus:

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- (1) Report of Independent Public Accountants,
- (2) Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2001 (audited), and
- (3) Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2001 (audited)

II-6

The following financial statements relating to the acquisition of the Dana Corporation Buildings are filed as part of this Registration Statement and included in Supplement No. 8 to the Prospectus:

- (1) Report of Independent Public Accountants,
- (2) Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2001 (audited), and
- (3) Notes to Statements of Certain Operating Expenses in Excess of Revenues for the year ended December 31, 2001 (audited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 8 to the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of December 31, 2001, and
- (3) Pro Forma Statement of Income (Loss) for the year ended December 31, 2001.

The following financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 9 to the Prospectus:

### Unaudited Financial Statements

-----

- (1) Consolidated Balance Sheets as of March 31, 2002 and December 31, 2001,
- (2) Consolidated Statements of Income for the three months ended March 31, 2002 and March 31, 2001,
- (3) Consolidated Statements of Shareholders' Equity for the year ended December 31, 2001 and for the three months ended March 31, 2002,
- (4) Consolidated Statements of Cash Flows for the three months ended March 31, 2002 and March 31, 2001, and
- (5) Condensed Notes to Consolidated Financial Statements.

The following financial statements relating to the acquisition of the Experian/TRW Buildings are filed as part of this Registration Statement and included in Supplement No. 9 to the Prospectus:

- (1) Report of Independent Auditors,
- (2) Statements of Revenues over Certain Operating Expenses for the year ended December 31, 2001 (audited) and the three months ended March 31, 2002 (unaudited), and
- (3) Notes to Statements of Revenues over Certain Operating Expenses for the year ended December 31, 2001 (audited) and the three months ended March 31, 2002 (unaudited).

II-7

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

The following financial statements relating to the acquisition of the Agilent Boston Building are filed as part of this Registration Statement and included in Supplement No. 9 to the Prospectus:

- (1) Report of Independent Auditors,
- (2) Statements of Revenues over Certain Operating Expenses for the year ended December 31, 2001 (audited) and the three months ended March 31, 2002 (unaudited), and
- (3) Notes to Statements of Revenues over Certain Operating Expenses for the year ended December 31, 2001 (audited) and the three months ended March 31, 2002 (unaudited).

The following unaudited pro forma financial statements of the Registrant are filed as part of this Registration Statement and included in Supplement No. 9 to the Prospectus:

- (1) Summary of Unaudited Pro Forma Financial Statements,
- (2) Pro Forma Balance Sheet as of March 31, 2002,
- (3) Pro Forma Statement of Income for the three months ended March 31, 2002, and
- (4) Pro Forma Statement of Income (Loss) for the year ended December 31, 2001.

(b) Exhibits (See Exhibit Index):

Exhibit No.	Description
1.1	Form of Dealer Manager Agreement (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
1.2	Form of Warrant Purchase Agreement (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
3.1	Amended and Restated Articles of Incorporation (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
3.2	Form of Bylaws (previously filed in and incorporated by reference to Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 23, 1998)
3.3	Amendment No. 1 to Bylaws (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
3.4	Articles of Amendment to Amended and Restated Articles of Incorporation dated as June 26, 2002 (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

filed on July 15, 2002)

- 4.1 Form of Subscription Agreement and Subscription Agreement Signature Page (included as Exhibit A to Prospectus)

II-8

- 5.1 Opinion of Holland & Knight LLP as to legality of securities (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
- 8.1 Opinion of Holland & Knight LLP as to tax matters (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
- 8.2 Opinion of Holland & Knight LLP as to ERISA matters (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
- 10.1 Agreement of Limited Partnership of Wells Operating Partnership, L.P. (previously filed in and incorporated by reference to Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 23, 1998)
- 10.2 Advisory Agreement dated January 30, 2002 (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on April 8, 2002)
- 10.3 Amended and Restated Property Management and Leasing Agreement among Registrant, Wells Operating Partnership, L.P. and Wells Management Company, Inc. (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.4 Amended and Restated Joint Venture Agreement of The Fund IX, Fund X, Fund XI and REIT Joint Venture (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.5 Lease Agreement for the Alstom Power Knoxville Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.6 Net Lease Agreement for the Avaya Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.7 First Amendment to Net Lease Agreement for the Avaya Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.8 Lease Agreement for the Iomega Building (previously filed in and

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)

- 10.9 Joint Venture Agreement of Wells/Fremont Associates (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)
- 10.10 Lease Agreement for the Fairchild Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)

II-9

- 10.11 Joint Venture Agreement of Wells/Orange County Associates (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)
- 10.12 Lease for the PwC Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 15, 1999)
- 10.13 Amended and Restated Promissory Note for \$15,500,000 for the SouthTrust Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 15, 1999)
- 10.14 Amendment No. 1 to Mortgage and Security Agreement and other Loan Documents for the PwC Building securing the SouthTrust Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 15, 1999)
- 10.15 Build-To-Suit Office Lease Agreement for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.16 Amendment No. 1 to Build-To-Suit Office Lease Agreement for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999).
- 10.17 Amendment No. 2 to Build-To-Suit Office Lease Agreement for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.18 Build-To-Suit Office Lease Agreement Guaranty Payment and Performance for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.19 Rental Income Guaranty Agreement relating to the Quest Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.20 Office Lease for the Matsushita Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.21 Guaranty of Lease for the Matsushita Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.22 Fifth Amendment to Lease for the Johnson Matthey Building (previously filed as Exhibit 10.7 and incorporated by reference to Post-Effective Amendment No. 1 to the Registration Statement of Wells Real Estate Fund XII, L.P. on Form S-11, Commission File No. 33-66657, filed on September 1, 1999)
- 10.23 Lease Agreement for the Gartner Building (previously filed in and incorporated by

II-10

- reference to Post-Effective Amendment No. 7 to Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on October 14, 1999)
- 10.24 Lease Agreement for the Alstom Power Richmond Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 7 to Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on October 14, 1999)
- 10.25 Second Amendment to Lease Agreement for the Alstom Power Richmond Building (previously filed in and incorporated by reference to Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on November 17, 1999)
- 10.26 Amended and Restated Joint Venture Partnership Agreement of The Wells Fund XI-Fund XII - REIT Joint Venture (previously filed in and incorporated by reference to Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on November 17, 1999)
- 10.27 Lease Agreement with Cinemark USA, Inc. for a portion of the Cinemark Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.28 Lease Agreement with The Coca-Cola Company for a portion of the Cinemark Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.29 Lease Agreement for the Metris Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)

- 10.30 Promissory Note for \$26,725,000 for the Bank of America Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.31 Mortgage, Assignment and Security Agreement for the Marconi Building and the AT&T Building securing the Bank of America Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.32 Assumption and Modification Agreement for the Metris Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.33 Joint Venture Partnership Agreement of Wells Fund XII-REIT Joint Venture Partnership (previously filed as Exhibit 10.11 and incorporated by reference to Post-Effective Amendment No. 2 to Form S-11 Registration Statement of Wells Real Estate Fund XII, L.P. on Form S-11, Commission File No. 33-66657, filed on April 25, 2000)
- 10.34 Lease Agreement for the Dial Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.35 First Amendment to Lease Agreement for the Dial Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's

II-11

Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)

- 10.36 Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.37 First Amendment to Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.38 Ground Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.39 First Amendment to Ground Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.40 Lease Agreement for the Motorola Tempe Building (previously filed in

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)

- 10.41 First Amendment to Lease Agreement for the Motorola Tempe Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.42 Ground Lease Agreement for the Motorola Tempe Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.43 Office Lease for the Siemens Building (previously filed as Exhibit 10.13 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XII, L.P. on Form S-11, Commission File No. 33-66657, filed on July 25, 2000)
- 10.44 Joint Venture Partnership Agreement of Fund VIII-IX-REIT Joint Venture (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.45 Lease Agreement for the Avnet Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.46 Ground Lease Agreement for the Avnet Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.47 Lease Agreement for the Delphi Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)

### II-12

- 10.48 Lease Agreement for the Quest Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.49 Loan Agreement with SouthTrust Bank, N.A. for a \$35,000,000 revolving line of credit dated May 3, 2000 (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.50 Promissory Note for \$35,000,000 to SouthTrust Bank, N.A. (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.51 Deed of Trust and Security Agreement with SouthTrust, N.A. relating to the Cinemark Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.52 Deed of Trust and Security Agreement with SouthTrust, N.A. relating to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

the Dial Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)

- 10.53 Leasehold Deed of Trust and Security Agreement with SouthTrust, N.A. relating to the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.54 Lease Agreement for the Motorola Plainfield Building (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
- 10.55 Allonge to Revolving Note relating to the SouthTrust Bank N.A. \$32,393,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.56 First Amendment to Revolving Loan Agreement and Other Loan Documents relating to the SouthTrust Bank N.A. \$32,393,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.57 Second Note Modification Agreement relating to the SouthTrust Bank N.A. \$12,844,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.58 Second Amendment to Amended and Restated Loan Agreement and Other Loan Documents relating to the SouthTrust Bank N.A. \$12,844,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.59 Revolving Note relating to the SouthTrust Bank N.A. \$19,003,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment

II-13

No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)

- 10.60 Revolving Loan Agreement relating to the SouthTrust Bank N.A. \$19,003,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.61 Leasehold Deed of Trust and Security Agreement with SouthTrust Bank N.A. relating to the Motorola Tempe Building and the Avnet Building (previously filed in and incorporated by reference to Pre-Effective

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)

- 10.62 Amended and Restated Revolving Note relating to the SouthTrust Bank N.A. \$7,900,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.63 Amended and Restated Loan Agreement relating to the SouthTrust Bank N.A. \$7,900,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.64 Credit Line Deed of Trust and Security Agreement to SouthTrust N.A. relating to the Alstom Power Richmond Building (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.65 First Amendment to Credit Line Deed of Trust and Security Agreement to SouthTrust N.A. relating to the Alstom Power Richmond Building (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.66 Agreement for Purchase and Sale of Property for the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.67 First Amendment to Agreement for Purchase and Sale of Property for the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.68 Promissory Note for \$35,900,000 for the Guaranty Federal Bank Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.69 Deed of Trust, Mortgage and Security Agreement with Guaranty Federal Bank, F.S.B., relating to the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.70 Promissory Note for \$3,000,000 for the Cardinal Paragon, Inc. Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's

II-14

Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)

- 10.71 Deed of Trust with Cardinal Paragon, Inc. relating to the Stone &

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.72 Lease Agreement with Stone & Webster, Inc. for a portion of the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.73 Lease Agreement with Sysco Corporation for a portion of the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.74 Purchase Agreement for Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.75 Lease Agreement for the Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.76 Fourth Amendment to Lease Agreement for the Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.77 Guaranty of Lease for the Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.78 Agreement for the Purchase and Sale of Property for the AT&T Call Center Buildings (previously filed as Exhibit 10.14 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.79 First Amendment to Agreement for the Purchase and Sale of Property for the AT&T Call Center Buildings (previously filed as Exhibit 10.15 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.80 Lease Agreement with AT&T Corp. for a portion of the AT&T Call Center Buildings (previously filed as Exhibit 10.16 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.81 Lease Agreement with Jordan Associates, Inc. for a portion of the AT&T Call Center Buildings (previously filed as Exhibit 10.17 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.82 Agreement for the Purchase and Sale of Property for the Comdata Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.83 Lease Agreement for the Comdata Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.84 First Amendment to Lease Agreement for the Comdata Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.85 Joint Venture Partnership Agreement of Wells Fund XIII-REIT Joint Venture Partnership (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.86 Agreement for the Purchase and Sale of Property for the AmeriCredit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.87 Lease Agreement for the AmeriCredit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.88 Agreement for the Purchase and Sale of Property for the State Street Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.89 Lease Agreement for the State Street Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.90 Agreement for the Purchase and Sale of Property for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.91 Lease Agreement for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.92 First Amendment to Lease Agreement for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

10.93 Reinstatement of and Second Amendment to Lease Agreement for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

II-16

10.94 Agreement of Sale for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.95 Lease Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.96 Guaranty of Lease for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.97 Development Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.98 Architect Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.99 Design and Build Construction Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.100 Agreement for the Purchase and Sale of Property for the Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.101 Indenture of Lease Agreement for Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.102 Guaranty of Lease Agreement for Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

10.103 Absolute Assignment of Lease and Assumption Agreement for Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.104 Bond Real Property Lease Agreement for the Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.105 Agreement for the Purchase and Sale of Property for the Lucent Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.106 Lease Agreement for the Lucent Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)

II-17

- 10.107 Second Amendment to Lease Agreement for Matsushita Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.108 Agreement of Limited Partnership of Wells Operating Partnership, L.P. as Amended and Restated as of January 1, 2000 (previously filed in and incorporated by reference to Form 10-K of Registrant for the fiscal year ended December 31, 2000, Commission File No. 0-25739)
- 10.109 Agreement for the Purchase and Sale of Property for the Convergys Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.110 Lease Agreement for the Convergys Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.111 Purchase Agreement for the ADIC Buildings (previously filed as Exhibit 10.6 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XIII, L.P. on Form S-11, Commission File No. 333-48984)
- 10.112 Purchase Agreement for the land immediately adjacent to the ADIC Buildings (previously filed as Exhibit 10.7 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XIII, L.P. on Form S-11, Commission File No. 333-48984)
- 10.113 Lease Agreement for the ADIC Buildings (previously filed as Exhibit 10.8 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XIII, L.P. on Form S-11, Commission File No. 333-48984)
- 10.114 Agreement for Purchase and Sale of the Windy Point Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.115 Lease Agreement with TCI Great Lakes, Inc. for a portion of the Windy Point I Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.116 First Amendment to Office Lease with TCI Great Lakes, Inc. (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.117 Lease Agreement with The Apollo Group, Inc. for a portion of the Windy Point I Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.118 Lease Agreement with Global Knowledge Network, Inc. for a portion of the Windy Point I Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)

II-18

- 10.119 Lease Agreement with Zurich American Insurance Company for the Windy Point II Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.120 Third Amendment to Office Lease with Zurich American Insurance Company (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.121 Agreement for Purchase and Sale of the Arthur Andersen Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.122 Lease Agreement for the Arthur Andersen Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.123 Revolving Credit Agreement relating to the Bank of America, N.A. \$85,000,000 revolving line of credit (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on April 8, 2002)
- 10.124 Construction Loan Agreement relating to the Bank of America, N.A. \$34,200,000 construction loan (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on April 8, 2002)
- 10.125 Agreement for Purchase and Sale of the Transocean Houston Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

S-11, Commission File No. 333-44900, filed on April 22, 2002)

- 10.126 Lease Agreement with Transocean Deepwater Offshore Drilling, Inc. for a portion of the Transocean Houston Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.127 Lease Agreement with Newpark Drilling Fluids, Inc. for a portion of the Transocean Houston Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.128 Membership Interests Purchase Agreement for the Dana Detroit Building and the Dana Kalamazoo Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.129 Lease Agreement for the Dana Detroit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.130 Second Amendment to Lease Agreement for the Dana Detroit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's

II-19

Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)

- 10.131 Lease Agreement for the Dana Kalamazoo Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.132 Second Amendment to Lease Agreement for the Dana Kalamazoo Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.133 Purchase and Sale Agreement for the Experian/TRW Buildings (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.134 Lease Agreement for the Experian/TRW Buildings (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.135 Lease Amendment to Lease Agreement for the Experian/TRW Buildings (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.136 Purchase and Sale Agreement and Escrow Instructions for the Agilent

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Boston Building (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)

- 10.137 Lease Agreement for the Agilent Boston Building (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.138 Purchase and Sale Agreement for the TRW Denver Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 10.139 Lease Agreement for the TRW Denver Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 10.140 Purchase and Sale Agreement for the MFS Phoenix Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 10.141 Lease Agreement for the MFS Phoenix Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 23.1 Consent of Holland & Knight LLP (included in exhibits 5.1 and 8.1)
- 23.2 Consent of Arthur Andersen LLP (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 23.3 Consent of Ernst & Young LLP
- 24.1 Power of Attorney

II-20

- 24.2 Power of Attorney
- 99.1 Letter regarding independent public accountants (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)

II-21

### SIGNATURES

Pursuant to the requirements of the Securities Act of 1933, the Registrant certifies that it has reasonable grounds to believe that it meets all the requirements for filing on Form S-11 and has duly caused this Post-Effective Amendment No. 7 to Registration Statement to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Norcross, and State of

Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

Georgia, on the 22/nd/ day of July, 2002.

WELLS REAL ESTATE INVESTMENT TRUST, INC.  
A Maryland corporation  
(Registrant)

By: /s/ Leo F. Wells, III

-----  
Leo F. Wells, III, President

Pursuant to the requirements of the Securities Act of 1933, this Post-Effective Amendment No. 7 to Registration Statement has been signed below on July 22, 2002 by the following persons in the capacities indicated.

Name	Title
/s/ Leo F. Wells, III ----- Leo F. Wells, III	President and Director  (Principal Executive Officer)
/s/ Douglas P. Williams ----- Douglas P. Williams	Executive Vice President and  (Principal Financial and Accounting Officer)
/s/ John L. Bell * ----- John L. Bell (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ Michael R. Buchanan ** ----- Michael R. Buchanan (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ Richard W. Carpenter * ----- Richard W. Carpenter (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ Bud Carter * ----- Bud Carter (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ William H. Keogler, Jr. * ----- William H. Keogler, Jr. (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ Donald S. Moss * ----- Donald S. Moss (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ Walter W. Sessoms * ----- Walter W. Sessoms (By Douglas P. Williams, as Attorney-in-fact)	Director
/s/ Neil H. Strickland * ----- Neil H. Strickland (By Douglas P. Williams, as Attorney-in-fact)	Director

\* By Douglas P. Williams, as Attorney-in-fact, pursuant to Power of Attorney dated October 31, 2001 and included as Exhibit 24.1 herein.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

\*\* By Douglas P. Williams, as Attorney-in-fact, pursuant to Power of Attorney dated July 10, 2002 and included as Exhibit 24.2 herein.

### EXHIBIT INDEX

Exhibit No. -----	Description -----
1.1	Form of Dealer Manager Agreement (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
1.2	Form of Warrant Purchase Agreement (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
3.1	Amended and Restated Articles of Incorporation (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
3.2	Form of Bylaws (previously filed in and incorporated by reference to Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 23, 1998)
3.3	Amendment No. 1 to Bylaws (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
3.4	Articles of Amendment to Amended and Restated Articles of Incorporation dated as June 26, 2002 (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
4.1	Form of Subscription Agreement and Subscription Agreement Signature Page (included as Exhibit A to Prospectus)
5.1	Opinion of Holland & Knight LLP as to legality of securities (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
8.1	Opinion of Holland & Knight LLP as to tax matters (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
8.2	Opinion of Holland & Knight LLP as to ERISA matters (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 1, 2000)
10.1	Agreement of Limited Partnership of Wells Operating Partnership, L.P. (previously filed in and incorporated by reference to

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 23, 1998)
- 10.2 Advisory Agreement dated January 30, 2002 (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on April 8, 2002)
- 10.3 Amended and Restated Property Management and Leasing Agreement among Registrant, Wells Operating Partnership, L.P. and Wells Management Company, Inc. (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.4 Amended and Restated Joint Venture Agreement of The Fund IX, Fund X, Fund XI and REIT Joint Venture (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.5 Lease Agreement for the Alstom Power Knoxville Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.6 Net Lease Agreement for the Avaya Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.7 First Amendment to Net Lease Agreement for the Avaya Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on July 9, 1998)
- 10.8 Lease Agreement for the Iomega Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)
- 10.9 Joint Venture Agreement of Wells/Fremont Associates (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)
- 10.10 Lease Agreement for the Fairchild Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)
- 10.11 Joint Venture Agreement of Wells/Orange County Associates (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on August 14, 1998)
- 10.12 Lease for the PwC Building (previously filed in and incorporated

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- by reference to Post-Effective Amendment No. 4 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 15, 1999)
- 10.13 Amended and Restated Promissory Note for \$15,500,000 for the SouthTrust Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 15, 1999)
- 10.14 Amendment No. 1 to Mortgage and Security Agreement and other Loan Documents for the PwC Building securing the SouthTrust Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on January 15, 1999)
- 10.15 Build-To-Suit Office Lease Agreement for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.16 Amendment No. 1 to Build-To-Suit Office Lease Agreement for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999).
- 10.17 Amendment No. 2 to Build-To-Suit Office Lease Agreement for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.18 Build-To-Suit Office Lease Agreement Guaranty Payment and Performance for the AT&T Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.19 Rental Income Guaranty Agreement relating to the Quest Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.20 Office Lease for the Matsushita Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.21 Guaranty of Lease for the Matsushita Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 of the Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on April 15, 1999)
- 10.22 Fifth Amendment to Lease for the Johnson Matthey Building (previously filed as Exhibit 10.7 and incorporated by reference to Post-Effective Amendment No. 1 to the Registration Statement of



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- Wells Real Estate Fund XII, L.P. on Form S-11, Commission File No. 33-66657, filed on September 1, 1999)
- 10.23 Lease Agreement for the Gartner Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 7 to Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on October 14, 1999)
- 10.24 Lease Agreement for the Alstom Power Richmond Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 7 to Registrant's Registration Statement on Form S-11, Commission File No. 333-32099, filed on October 14, 1999)
- 10.25 Second Amendment to Lease Agreement for the Alstom Power Richmond Building (previously filed in and incorporated by reference to Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on November 17, 1999)
- 10.26 Amended and Restated Joint Venture Partnership Agreement of the Wells Fund XI-Fund XII - REIT Joint Venture (previously filed in and incorporated by reference to Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on November 17, 1999)
- 10.27 Lease Agreement with Cinemark USA, Inc. for a portion of the Cinemark Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.28 Lease Agreement with The Coca-Cola Company for a portion of the Cinemark Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.29 Lease Agreement for the Metris Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.30 Promissory Note for \$26,725,000 for the Bank of America Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.31 Mortgage, Assignment and Security Agreement for the Marconi Building and the AT&T Building securing the Bank of America Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)
- 10.32 Assumption and Modification Agreement for the Metris Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on March 15, 2000)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.33 Joint Venture Partnership Agreement of Wells Fund XII-REIT Joint Venture Partnership (previously filed as Exhibit 10.11 and incorporated by reference to Post-Effective Amendment No. 2 to Form S-11 Registration Statement of Wells Real Estate Fund XII, L.P. on Form S-11, Commission File No. 33-66657, filed on April 25, 2000)
- 10.34 Lease Agreement for the Dial Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.35 First Amendment to Lease Agreement for the Dial Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.36 Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.37 First Amendment to Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.38 Ground Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.39 First Amendment to Ground Lease Agreement for the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.40 Lease Agreement for the Motorola Tempe Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.41 First Amendment to Lease Agreement for the Motorola Tempe Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.42 Ground Lease Agreement for the Motorola Tempe Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on June 9, 2000)
- 10.43 Office Lease for the Siemens Building (previously filed as Exhibit 10.13 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XII, L.P. on Form S-11, Commission File No. 33-66657, filed on July 25,

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

2000)

- 10.44 Joint Venture Partnership Agreement of Fund VIII-IX-REIT Joint Venture (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.45 Lease Agreement for the Avnet Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.46 Ground Lease Agreement for the Avnet Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.47 Lease Agreement for the Delphi Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.48 Lease Agreement for the Quest Building (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on August 31, 2000)
- 10.49 Loan Agreement with SouthTrust Bank, N.A. for a \$35,000,000 revolving line of credit dated May 3, 2000 (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.50 Promissory Note for \$35,000,000 to SouthTrust Bank, N.A. (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.51 Deed of Trust and Security Agreement with SouthTrust, N.A. relating to the Cinemark Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.52 Deed of Trust and Security Agreement with SouthTrust, N.A. relating to the Dial Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.53 Leasehold Deed of Trust and Security Agreement with SouthTrust, N.A. relating to the ASML Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to Registrant's Registration Statement on Form S-11, Commission File No. 333-83933, filed on September 8, 2000)
- 10.54 Lease Agreement for the Motorola Plainfield Building (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

No. 333-44900, filed on December 1, 2000)

- 10.55 Allonge to Revolving Note relating to the SouthTrust Bank N.A. \$32,393,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.56 First Amendment to Revolving Loan Agreement and Other Loan Documents relating to the SouthTrust Bank N.A. \$32,393,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.57 Second Note Modification Agreement relating to the SouthTrust Bank N.A. \$12,844,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.58 Second Amendment to Amended and Restated Loan Agreement and Other Loan Documents relating to the SouthTrust Bank N.A. \$12,844,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.59 Revolving Note relating to the SouthTrust N.A. \$19,003,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.60 Revolving Loan Agreement relating to the SouthTrust Bank N.A. \$19,003,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.61 Leasehold Deed of Trust and Security Agreement with SouthTrust Bank N.A. relating to the Motorola Tempe Building and the Avnet Building (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.62 Amended and Restated Revolving Note relating to the SouthTrust Bank N.A. \$7,900,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.63 Amended and Restated Loan Agreement relating to the SouthTrust Bank N.A. \$7,900,000 revolving line of credit (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.64 Credit Line Deed of Trust and Security Agreement to SouthTrust Bank N.A. relating to the Alstom Power Richmond Building (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.65 First Amendment to Credit Line Deed of Trust and Security Agreement to SouthTrust Bank N.A. relating to the Alstom Power Richmond Building (previously filed in and incorporated by reference to Pre-Effective Amendment No. 2 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on December 18, 2000)
- 10.66 Agreement for Purchase and Sale of Property for the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.67 First Amendment to Agreement for Purchase and Sale of Property for the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.68 Promissory Note for \$35,900,000 for the Guaranty Federal Bank Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.69 Deed of Trust, Mortgage and Security Agreement with Guaranty Federal Bank, F.S.B., relating to the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.70 Promissory Note for \$3,000,000 for the Cardinal Paragon, Inc. Loan (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.71 Deed of Trust with Cardinal Paragon, Inc. relating to the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.72 Lease Agreement with Stone & Webster, Inc. for a portion of the Stone & Webster Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.73 Lease Agreement with Sysco Corporation for a portion of the Stone & Webster Building (previously filed in and incorporated by

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.74 Purchase Agreement for Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.75 Lease Agreement for the Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.76 Fourth Amendment to Lease Agreement for the Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.77 Guaranty of Lease for the Metris Minnetonka Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 1 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on February 9, 2001)
- 10.78 Agreement for the Purchase and Sale of Property for the AT&T Call Center Buildings (previously filed as Exhibit 10.14 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.79 First Amendment to Agreement for the Purchase and Sale of Property for the AT&T Call Center Buildings (previously filed as Exhibit 10.15 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.80 Lease Agreement with AT&T Corp. for a portion of the AT&T Call Center Buildings (previously filed as Exhibit 10.16 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.81 Lease Agreement with Jordan Associates, Inc. for a portion of the AT&T Call Center Buildings (previously filed as Exhibit 10.17 and incorporated by reference to Post-Effective Amendment No. 4 to the Registration Statement of Wells Real Estate Fund XII, L.P., Commission File No. 333-66657, filed on February 9, 2001)
- 10.82 Agreement for the Purchase and Sale of Property for the Comdata Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.83 Lease Agreement for the Comdata Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.84 First Amendment to Lease Agreement for the Comdata Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.85 Joint Venture Partnership Agreement of Wells Fund XIII-REIT Joint Venture Partnership (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.86 Agreement for the Purchase and Sale of Property for the AmeriCredit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.87 Lease Agreement for the AmeriCredit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 3 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on July 23, 2001)
- 10.88 Agreement for the Purchase and Sale of Property for the State Street Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.89 Lease Agreement for the State Street Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.90 Agreement for the Purchase and Sale of Property for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.91 Lease Agreement for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.92 First Amendment to Lease Agreement for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.93 Reinstatement of and Second Amendment to Lease Agreement for the IKON Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.94 Agreement of Sale for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- No. 333-44900, filed on October 23, 2001)
- 10.95 Lease Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.96 Guaranty of Lease for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.97 Development Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.98 Architect Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.99 Design and Build Construction Agreement for the Nissan Property (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.100 Agreement for the Purchase and Sale of Property for the Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.101 Indenture of Lease Agreement for Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.102 Guaranty of Lease Agreement for Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.103 Absolute Assignment of Lease and Assumption Agreement for Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.104 Bond Real Property Lease Agreement for the Ingram Micro Distribution Facility (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.105 Agreement for the Purchase and Sale of Property for the Lucent Building (previously filed in and incorporated by reference to



## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.106 Lease Agreement for the Lucent Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.107 Second Amendment to Lease Agreement for Matsushita Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 4 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on October 23, 2001)
- 10.108 Agreement of Limited Partnership of Wells Operating Partnership, L.P. as Amended and Restated as of January 1, 2000 (previously filed in and incorporated by reference to Form 10-K of Registrant for the fiscal year ended December 31, 2000, Commission File No. 0-25739)
- 10.109 Agreement for the Purchase and Sale of Property for the Convergys Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.110 Lease Agreement for the Convergys Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.111 Purchase Agreement for the ADIC Buildings (previously filed as Exhibit 10.6 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XIII, L.P. on Form S-11, Commission File No. 333-48984)
- 10.112 Purchase Agreement for the land immediately adjacent to the ADIC Buildings (previously filed as Exhibit 10.7 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XIII, L.P. on Form S-11, Commission File No. 333-48984)
- 10.113 Lease Agreement for the ADIC Buildings (previously filed as Exhibit 10.8 and incorporated by reference to Post-Effective Amendment No. 3 to the Registration Statement of Wells Real Estate Fund XIII, L.P. on Form S-11, Commission File No. 333-48984)
- 10.114 Agreement for Purchase and Sale of the Windy Point Buildings (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.115 Lease Agreement with TCI Great Lakes, Inc. for a portion of the Windy Point I Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.116 First Amendment to Office Lease with TCI Great Lakes, Inc. (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.117 Lease Agreement with The Apollo Group, Inc. for a portion of the Windy Point I Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.118 Lease Agreement with Global Knowledge Network, Inc. for a portion of the Windy Point I Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.119 Lease Agreement with Zurich American Insurance Company for the Windy Point II Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.120 Third Amendment to Office Lease with Zurich American Insurance Company (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.121 Agreement for Purchase and Sale of the Arthur Andersen Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.122 Lease Agreement for the Arthur Andersen Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 5 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on January 23, 2002)
- 10.123 Revolving Credit Agreement relating to the Bank of America, N.A. \$85,000,000 revolving line of credit (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on April 8, 2002)
- 10.124 Construction Loan Agreement relating to the Bank of America, N.A. \$34,200,000 construction loan (previously filed in and incorporated by reference to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on April 8, 2002)
- 10.125 Agreement for Purchase and Sale of the Transocean Houston Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.126 Lease Agreement with Transocean Deepwater Offshore Drilling, Inc.

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- for a portion of the Transocean Houston Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.127 Lease Agreement with Newpark Drilling Fluids, Inc. for a portion of the Transocean Houston Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.128 Membership Interests Purchase Agreement for the Dana Detroit Building and the Dana Kalamazoo Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.129 Lease Agreement for the Dana Detroit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.130 Second Amendment to Lease Agreement for the Dana Detroit Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.131 Lease Agreement for the Dana Kalamazoo Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.132 Second Amendment to Lease Agreement for the Dana Kalamazoo Building (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 10.133 Purchase and Sale Agreement for the Experian/TRW Buildings (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.134 Lease Agreement for the Experian/TRW Buildings (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.135 Lease Amendment to Lease Agreement for the Experian/TRW Buildings (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.136 Purchase and Sale Agreement and Escrow Instructions for the Agilent Boston Building (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)

## Edgar Filing: WELLS REAL ESTATE INVESTMENT TRUST INC - Form POS AM

- 10.137 Lease Agreement for the Agilent Boston Building (previously filed in and incorporated by reference to Amendment No. 1 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on June 10, 2002)
- 10.138 Purchase and Sale Agreement for the TRW Denver Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 10.139 Lease Agreement for the TRW Denver Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 10.140 Purchase and Sale Agreement for the MFS Phoenix Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 10.141 Lease Agreement for the MFS Phoenix Building (previously filed in and incorporated by reference to Amendment No. 2 to Registrant's Registration Statement on Form S-11, Commission File No. 333-85848, filed on July 15, 2002)
- 23.1 Consent of Holland & Knight LLP (included in exhibits 5.1 and 8.1)
- 23.2 Consent of Arthur Andersen LLP (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)
- 23.3 Consent of Ernst & Young LLP, filed herewith
- 24.1 Power of Attorney, filed herewith
- 24.2 Power of Attorney, filed herewith
- 99.1 Letter regarding independent public accountants (previously filed in and incorporated by reference to Post-Effective Amendment No. 6 to the Registrant's Registration Statement on Form S-11, Commission File No. 333-44900, filed on April 22, 2002)