

Forrester Research, Inc.
Condensed Consolidated Balance Sheets

(In thousands)

	June 30, 2000	December 31, 1999
	<u> </u>	<u> </u>
Assets		
Cash, cash equivalents, and marketable securities	\$ 171,672	\$ 98,787
Accounts receivable, net	26,993	36,988
Deferred commissions	6,310	4,850
Prepaid expenses and other current assets	5,989	5,329
Total current assets	<u>210,964</u>	<u>145,954</u>
Property and equipment, net	15,541	11,619
Deferred income taxes	9,042	
Other assets	2,704	1,820
Total assets	<u><u>\$ 238,251</u></u>	<u><u>\$ 159,393</u></u>
Liabilities and stockholders' equity		
Accounts payable and other accrued expenses	\$ 19,461	\$ 13,482
Deferred revenue	81,681	66,233
Deferred income taxes	-	873
Total liabilities	<u>101,142</u>	<u>80,588</u>
Stockholders' equity	137,109	78,805
Total liabilities and stockholders' equity	<u><u>\$ 238,251</u></u>	<u><u>\$ 159,393</u></u>