

Forrester Research, Inc.
Condensed Consolidated Balance Sheets

(In thousands)

	Sept. 30, 2000	December 31, 1999
	<u> </u>	<u> </u>
Assets		
Cash, cash equivalents, and marketable securities	\$ 190,448	\$ 98,787
Accounts receivable, net	31,897	36,988
Deferred commissions	7,523	4,850
Prepaid expenses and other current assets	6,883	5,329
Total current assets	<u>236,751</u>	<u>145,954</u>
Property and equipment, net	19,626	11,619
Deferred income taxes	16,111	
Other assets	6,768	1,820
Total assets	<u><u>\$ 279,256</u></u>	<u><u>\$ 159,393</u></u>
Liabilities and stockholders' equity		
Accounts payable and other accrued expenses	\$ 29,808	\$ 13,482
Deferred revenue	89,386	66,233
Deferred income taxes	-	873
Total liabilities	<u>119,194</u>	<u>80,588</u>
Stockholders' equity	160,062	78,805
Total liabilities and stockholders' equity	<u><u>\$ 279,256</u></u>	<u><u>\$ 159,393</u></u>