

## **JOSEPH S. RABIANSKI, Ph.D., CRE**

Professor  
Department of Real Estate  
J. Mack Robinson College of Business  
Georgia State University

### **EDUCATION:**

B.A. (1964), Economics, DePaul University

M.A. (1969), Economics, University of Illinois at Champaign – Urbana

Ph.D. (1970), Economics, University of Illinois at Champaign – Urbana

### **ACADEMIC WORK EXPERIENCE:**

1966-1970: Graduate Teaching Assistant, Department of Economics, University of Illinois at Champaign-Urbana.

1970-1974: Assistant Professor of Economics, State University of New York, Brockport, New York.

1974-1976: Associate Professor of Economics and Business Administration and Director of the Masters Program in Urban Studies, State University of New York, Brockport, New York.

1976-1978: Associate Professor, Department of Real Estate and Urban Affairs, Georgia State University, Atlanta Georgia.

1978-1983: Chairman and Associate Professor, Department of Real Estate and Urban Affairs, Georgia State University, Atlanta, Georgia.

1983-1992: Professor, Department of Real Estate, Georgia State University, Atlanta, Georgia.

1993-2005: Chairman and Richard Bowers & Company Professor, Department of Real Estate, Georgia State University, Atlanta, Georgia.

2005 – present: Professor of Real Estate, Department of Real Estate, Georgia State University, Atlanta, Georgia.

## **PUBLICATIONS: REFEREED SCHOLARLY:**

"Real Earnings and Human Migration", *Journal of Human Resources*, (1971), pp. 185-192.

"A Two-Sector Cross-Section Econometric Model of the Stock of Housing," with Dr. John Spitzer), *Growth and Change*, (1978), pp. 2-8.

"A Descriptive Analysis of the AREUEA Membership," (with Jackson Harris), *American Real Estate and Urban Economics Association Journal*, (1979).

"The Components of Creative Financing,"(with Dr. Donald Epley), *Real Estate Law Journal*, (Winter, 1983).

"A Managerial Model of the Effect of Product Market Structure on Firm Location" (with Jack Stone and Ralph Allen), *Journal of Regional Science*, Vol. 26, No. 2, (1986) pp. 393-409.

"Consumer Preferences in Housing Market Analysis: An Application of Multidimensional Scaling Techniques" (with Theron Nelson), *The American Real Estate and Urban Economics Journal*, Vol. 16, No.2, (1988).

"Corporate Real Estate: A Course Outline and Rationale" (with Jerome Dasso and William Kinnard), *Journal of Real Estate Research*, (1989).

"A Pedagogical Note On Monopoly Supply" (with Jack Stone), *The American Economist*. (1989), pp. 80-2.

"Elderly Homeowner Interest In Home Equity Conversion Programs" (with Karen Gibler), *Housing Policy Debate*, Vol. 4, No. 4 (1993)

"Using The Consumer Price Index In Forecasting For Small Geographic Areas" (with Julian Diaz III and Neil Carn), *The Journal of Real Estate Research*, (1994).

"Ranking Real Estate Research Journals: A Survey Approach" [with Black and Diaz], *Real Estate Economics*, Vol. 24 (4), 1996

"The Academic Discipline of Real Estate and The Role Of The American Real Estate Society", (with Roy Black, Neil Carn, Julian Diaz), *Journal of Real Estate Research*, Vol. 12 (2), 1996

"Intrametropolitan Spatial Diversification" [with Ping Cheng], *The Journal of Real Estate Portfolio Management* Vol. 3, No. 2, 1997.

"Real Property Brokerage Education and License Law," [with Roy Black], *Journal of Real Estate Practice and Education*, Vol. 1, No. 1, 1998.

"Operational, Organization and Human Resource Issues Facing Corporate Real Estate Executives and Managers in the Immediate Future," [with Roy Black and Neil Carn] *Journal of Real Estate Research*, Vol. 17, No.3, 1999.

"An International Perspective on the Importance of Real Estate Concepts and Topics", [with Roy Black], *Journal of Real Estate Practice and Education*, Vol. 2, No. 1, 1999

"Operational, Organization and Human Resource Issues Facing Corporate Real Estate Executives and Managers in the Immediate Future," [with Roy Black and Neil Carn], *Journal of Real Estate Research*, Vol. 17, No.3, 1999

"Corporate Real Estate Site Selection – A Community-specific Information Framework" [with Neil Carn and James DeLisle] *Journal of Real Estate Research*, Vol. 22, No.1, 2001, pp.165-197.

"Defining the Real Estate Body of Knowledge: A Survey Approach," *Journal of Real Estate Practice and Education*, [with Roy Black], Vol.6, No.1, pp.33-54, 2003.

"Office Demand Analysis Analytical Techniques", *Journal of Real Estate Literature*, (with Karen M. Gibler), Vol. 15 No.1 2007

"Employee Quality of Life and Corporate Location Decisions", *Journal of Corporate Real Estate* Vol. 9 No.1, 2007

"Mixed Use Development: A Call for Research," (with Karen M. Gibler, John S. Clements and Qwen A. Tidwell) *Journal of Real Estate Literature* (Forthcoming)

#### **PUBLICATIONS: REFEREED PROFESSIONAL/PRACTITIONER:**

"Changing Patterns of High-Status Residential Location as Illustrated by Chicago," (with James Newton), *Proceedings of the American Association of Geographers (Middle State Division)*, 1977.

"An Alternative Approach to Economic Base Analysis," *The Real Estate Appraiser*, (1977), pp. 49-54. Reprinted in *Readings in Market Research for Real Estate*, James Vernor, ed. (1985).

"Customer Expectations for Broker Ads and Services," (with James Vernor and George Moschis), *Real Estate Perspectives*, Vol. III, No. 2, 1981.

"Estate Building by Pyramiding," (with Dr. Donald Epley), *Real Estate Review*, (Spring, 1982).

"Noneconomic Factors in the Site Selection Process," (with Steven Wright, SIR, CCIM), *Real Estate Issues*, (Fall/Winter, 1982), Reprinted in part as "The Site Selection: Noneconomic Factors", *Society of Industrial Realtors Report*, (Dec/Jan, 1983-84).

"Physical, Locational and Economic Factors Affecting the Rate of Tenant Absorption of Converted Condominiums" (with Dr. Barry Diskin) *Real Estate Appraiser and Analyst* (1983).

"A Profile of Converted Condominium Occupants: The Atlanta Experience," (with Dr. Barry Diskin), *Appraisal Review Journal*, (1983)

"Condominium Conversions: Factors leading to High Presale Rates" (with Barry Diskin), *Real Estate Securities Journal*, Vol. 5, No. 3, (1984).

"Reimbursement of Depreciated Costs Based on Computer Assisted Replacement Cost Appraisals" (With J. Vernor, J. Poole, and R. Cleveland) *Hospital Material Management Quarterly*, Vol. 5, No. 3, (1984).

"The Residential Resale Market", *Real Estate Appraiser and Analyst*, (1985), pp. 5-9.

"The Use of Questionnaires in Marketability Research" (with James Vernor), *Readings in Market Research for Real Estate* (ed. by James Vernor), 1985.

"An Overview of Financial Synthesis of Market Analysis Data" (with James Vernor), *Readings in Market Research for Real Estate* (ed. by James Vernor), 1985.

"Real Estate and the AACSB's Common Body of Knowledge" (with Neil Carn), *Real Estate Issues* (1986) pp. 42-8.

"Trial Techniques for the Expert Witnesses" *Real Estate Review* (1986) (with Neil Carn and James Vernor) pp. 66-74.

"Techniques to Identify Over Valued Income Properties", (with Neil Carn) *Appraisal Review and Mortgage Underwriting Journal* (1989).

"How to Specify a Quality of Life Study" *Industrial Development*, (1989), pp 18-21. Reprinted in *Site Selection Japan* (1989).

"Nonsite Specific Market Analysis" (with Neil Carn), *Real Estate Handbook* (ed. by Dr. Seldin), Dow Jones-Irwin Publishing, (1989). Reprinted in *Real Estate Analysis* (ed. by Maury Seldin and Jack Boykin), Dow Jones-Irwin Publishing, (1990).

"Business Climate Studies: Do We Agree On What They Are and Why We Need Them?" *Industrial Development*. (1990).

"Cash Equivalency: The Loan Maturity Effect" (with Neil Carn and Karen Martin Gibler), *The Appraisal Journal*, (1990).

"Impact Studies Are Key in Relocations" (with Neil Carn), *National Real Estate Investor*, (1991).

"Selecting Industrial Locations, Sites" (with Neil Carn), *National Real Estate Investor*, (1991).

"New Criteria for Evaluating Development Loans" (with Atef Sharkawy), *Real Estate Review*. (1991).

"The Vertical Dimension and the Zones of Your Home" *The Real Estate Appraiser* (1992).

"Cash Flow, Market Place Key to Center Valuation" (with James Vernor), *Shopping Center World* (1992).

"Cross Examination: How to Protect Yourself and the Appraisal Report" (with Neil Carn), *Appraisal Journal*, (1992).

"The Full Cost of a Home Mortgage Loan" (with James D. Vernor) *Real Estate Review* (1992).

"The List Price in Real Estate Valuation", *The Real Estate Appraiser* (1992).

"The Issue of Accuracy of Economic/Demographic Projections Made by Private Vendors of Secondary Data", *The Appraisal Journal*, (1992). Also see the author's response to a comment in *The Appraisal Journal* (1992), pp. 581-582.

"Retail Trade Area Delineation and Market Analysis For the Appraiser" *Real Estate Market Analysis: Supply And Demand Factors*, The Appraisal Institute, (1993).

"The Property Management Selection Process" (with Eileen Pacceti), *Real Estate Review* (1993)

"Linking Particular Office Marketability To The Market" *Real Estate Review* (1994).

"Quality Of Life: How Useful Is It?" *Corporate Real Estate Executive* ( 1994).

"A New Tool for Hotel Market and Financial Analysis" *Real Estate Review* (1995)

"The Value of the Appraisal Journal" [with Black and Diaz] *Appraisal Journal* (1995)

"How Design Elements Create and Enhance Value" [with Atef Sharkawy] *Real Estate Review* (1995)

"Structural Trends Impacting Retailing Businesses" [with Carn and Vernor] *Economic Development Review* (1995)

"The Impact of Thoroughfare Improvements on Neighborhood Shopping Centers" [with Carn and Vernor] *Economic Development Review* (1995)

"Market Analysis and Appraisals: Problems Persist" *Real Estate Review*, (1995)

"The Business Climate Is More Than Economic Incentives", *Corporate Real Estate Executive* (1995).

*Trends and Issues Shaping Corporate Real Estate*, [with Neil Carn and Roy T. Black], West Palm Beach, Florida: The NACORE/ARES Corporate Real Estate Research Foundation, 1996, pp. 20

"Future Trends Issues and Problems of Corporate Real Estate: The 1995 NACORE Delphi Study," [with Neil Carn and Roy T. Black], *Corporate Real Estate Executive*, (1996), pp. 24-29.

"Going-Concern Value, Market Value, and Intangible Value," *Appraisal Journal*, (April 1996), pp.183-194.

"Determination of Site Size for Potential Commercial Development" [with Julian Diaz and Peter Oppenheimer], *Real Estate Review*. (Winter 1996), pp. 84-90.

"Why Analysts Often Make Wrong Estimates About the Demand for Industrial Space" [with Roy T. Black], *Real Estate Review*, (Winter 1997).

"Elements of Retail Market Research" *Real Estate Review*, (Winter 1998)

"Retail Demand Analysis and Internet Retailing, *Real Estate Review*, Vol. 30, NO. 3, (Fall, 2000)

"Shopping Center Branding: Is It Worth the Effort?" *Real Estate Review*, Vol. 30, No. 4, (Winter 2001)

"Vacancy in Market Analysis and Valuation", *Appraisal Journal*, (April, 2002). This article is reprinted in the Urban Land Institute's Feasibility Analysis for Real Estate InfoPacket

“Primary and Secondary Data: Concepts, Concerns, Bias and Errors”, *Appraisal Journal*, (January, 2003). Reprinted in the *Australian Property Journal*, Vol. 38, No.4 (November 2004) This article is reprinted in the Urban Land Institute’s Feasibility Analysis for Real Estate InfoPacket

“Education in the Real Estate Profession”, *Real Estate Issues*, Vol. 28, No. 2, Summer 2003

“Discounted Cash flow Analysis: Line Item Interaction Effects”, *Real Estate Review*, January 2004

“Office Market Demand Analysis”, *Real Estate Review*, Vol. 33, No.2, (Summer 2004) This article is reprinted in the Urban Land Institute’s Feasibility Analysis for Real Estate InfoPacket and also the ULI’s Office Development Today InfoPacket.

“Site Size Adjustment: A Technique to Estimate the Adjustment Magnitude”, *Appraisal Journal* (Fall 2005)

“Yield Maintenance Fee and Defeasance”, *Real Estate Review*, (Winter 2006)

“Apartment Market Area Delineation” *Appraisal Journal* Vol. 34 # 3, 2006

“Economic Impact Study of a Big Box Retailer”, *Real Estate Issues*, (Winter 2005- 2006) This article is reprinted in the Urban Land Institute’s Economic/Fiscal Impact of Development InfoPacket

“Comments on the Concept and Definition of Highest and Best Use”, *Real Estate Issues* Vol. 32 No.1, (Spring 2007)

“Comments on the Probability of Rezoning”, *Real Estate Issues* Vol. 32 No.3, (Fall 2007)

“Mixed Use Development: A Review of the Professional Literature” (with John S Clements), National Association of Industrial and Office Parks Foundation, (November 2007)  
<http://www.naiop.org/foundation/rabianski.pdf>

“Mixed Use Development and Financial Feasibility: Part I – Economic and Financial Factors,” (with Karen M. Gibler, John S. Clements and Owen Tidwell), *Real Estate Issues*, Vol.34, No.1, 2009

“Local Economic Analysis for Shopping Center Appraisals,” *The Appraisal Journal*, Vol. LXXVII, No.2, (Spring 2009), 155-163

“Mixed Use Development and Financial Feasibility: Part II Physical, Phasing, Design and Public Policy Factors,” (with Karen M. Gibler, John S. Clements and Owen Tidwell), *Real Estate Issues*, Vol.34, No.2, 2009

## **PUBLICATIONS – BOOKS, MONOGRAPHS AND COURSE MANUALS**

*Principles of Real Estate Decisions* (with Donald Epley) 2nd edition, Prentice Hall, Inc., February, 1986.

*Applied Real Estate Market Analysis: Techniques and Applications* (with Neil Carn, Ronald Racster, and Maury Seldin) Prentice-Hall, Inc., April, 1988. Translated and published in Chinese by Thomson Learning Systems in 2006

*Shopping Center Appraisal and Analysis* (with James D. Vernor), American Institute of Real Estate Appraisers, 1993.

*Managing Corporate Real Estate Assets* (with Robert K. Brown, Alvin Arnold, et. al.) John Wiley Inc., 1993.

*Georgia License Law, Brokerage and Other Related Topics* (with Roy Black) Georgia Real Estate Commission, 1995

*Real Estate Decisions* (with Donald Epley and Richard Haney), Southwestern Publishing, January 2002

*General Market Analysis and Highest and Best Use* (A Course Manual), The Appraisal Institute, February 2006

*Mixed Use Development*, Research Report sponsored by the National Association of Office and Industrial Parks (NAIOP), (with John S. Clements), October 2007.

*Mixed Use Development: A Review of the Professional Literature 2007* (with John S. Clements), Research Report sponsored by the National Association of Office and Industrial Parks (NAIOP), published at <http://www.naiop.org/foundation/completedresearch.cfm>

Consulting Editor, Galaty, F. W., Wellington Allaway and Robert C. Kyle, Modern Real Estate Practice in Georgia, Dearborn Real Estate Education Publishing, 2008

*Shopping Center Appraisal and Analysis* (with James D. Vernor), 2<sup>nd</sup> edition, Appraisal Institute 1993. Revised edition published with James D. Vernor, et. al. in 2009.

## **NON-REFEREED AND OTHER PUBLICATIONS:**

"Atlanta In The Next Decade: What Can We Expect?" *Realtor Magazine*, (February, 1991).

"Atlanta's Growth Industries and Education" *Realtor Magazine*, (March, 1991).

"Atlanta's Growth and Its Quality Of Life", *Realtor Magazine*, (April, 1991).

"Quality of Life Considerations and Atlanta's Growth" *Realtor Magazine*, (May, 1991).

"Let's Keep Atlanta Clean and Beautiful" *Accent on Homes and Living*, Vol. 1, Issue 7 (1991).

"Market Analysis: A Reevaluation and Critique," *The Commercial Real Estate Marketing Resource Book*, 1995 by Dorey Publishing, Atlanta.

"Attitude, Attitude, Attitude: A Key Site Selection Factor," *Access America* (Summer, 1995), pp. 25-26.

"Market Analysis Applied: Snapshots of Four Property Types -- Retail Properties", [with James Vernor], *Valuation Insights and Perspectives*, (Fall 1996), pp.12-13.

"Contract Rent", "Real Estate Review" and "Vacancy Rate" entries for *The Encyclopedia of Housing*, Sage Publishing, (1998).

"Doing University Governance for Fortune or Fame", *The Department Chair*, (Spring, 2002).

"Faculty Development Activities", *The Department Chair*, [Fall 2003]

"Living the Good Life: Administration, Happily and Productively" *The Department Chair*, (Winter, 2003).

"Department Meetings: Painful or Pleasurable?", *The Department Chair*, [Spring 2005]

"Successful Communication Techniques for the Chair", *The Department Chair*, [Fall 2006]

## **PAPER PRESENTATIONS, WORKING PAPERS, AND REPORTS**

“Changing Patterns of High-Status Residential Location as Illustrated by Chicago”, (with Dr. James Newton) Association of American Geographers, Middle States Division, October 21-22, 1977, Long Island, New York.

“Measuring the Effects of Increasing Citizen Participation and Technical Review on the Cost of Housing,” (with Nicholas Ordway and Neil Carn), American Real Estate and Urban Economics Association, December 27-30, 1977, New York City.

“Fair Share Housing Allocation Plans,” American Real Estate and Urban Economics Association, May 23-24, 1977, Washington D.C.

“An Integrated Model of Real and Money Market Factors Affecting New Residential Construction,” American Real Estate and Urban Economics Association, September 7-9, 1980, Denver, Colorado. (Georgia State University, College of Business Administration, Working Paper #24).

“Cost of Living, Income Variation and Migrant Stock in a Model of Human Migration,” (Georgia State University, College of Business Administration, Working Paper #27).

“The Condominium Conversion Process: Prediction of Tenant Absorption Rates in Atlanta, Georgia,” (with Dr. Barry Diskin), a report prepared for the Atlanta Consortium for Urban Research and Evaluation, 1982.

“A Managerial Model of the Effect of Product Market Structure on Firm Location,” (with Dr. Jack Stone and Dr. David Allen) Eastern Economics Association, March, 1983, Boston, Mass.

“Modeling Price Structure Components in Single Family Housing,” (with Theron Nelson), American Real Estate and Urban Economics Association-Southern Regional, Tampa, Florida, 1983.

“Issues in Expert Witness Testimony,” (with James Vernor), American Real Estate and Urban Economics Association-Southern Regional, New Orleans, LA., 1984.

“The Location Decision for a Divisible, Utility Maximizing Firm,” (with Jack H. Stone and Ralph C Allen), Atlantic Economic Society, Montreal, Canada, October, 1984.

“A Managerial Approach to the Spatial Distribution of Firm Activity,” (with Jack H. Stone and Ralph C. Allen) Southern Economic Association, Atlanta, Georgia, November, 1984.

“Market Value, Access Characteristics and Expert Judgement,” (with Theron Nelson), American Real Estate Society, LaJolla, CA, April, 1986.

“The CPI as a Means to Update Income,” American Real Estate Society, LaJolla, CA, April, 1986.

“Expert Witness Assignments and Court Testimony,” American Real Estate Society, Orlando, FL. 1987.

"Current Views on Market Analysis", Presentation and subsequent transcription in Real Estate Market Analysis and Appraisal, Research Report 3, American Institute of Real Estate Appraisers, 1987.

"Economic Base Analysis" Presentation at Education Meeting, American Institute of Real Estate Appraisers, Spring, 1990.

"Forecasting Office Demand", Research Forum, American Institute of Real Estate Appraisers, Chicago, Illinois, May, 1990.

"Feasibility and Highest and Best Use Analysis" Presentation At Annual Meeting of the Appraisal Institute, Seattle, WA. August, 1991.

"Retail Trade Area Delineation and Market Analysis for the Appraiser", 1992 Appraisal Institute Symposium, The Determinants and Measurements of Real Estate Demand: Techniques of Demand Analysis in Contemporary Valuation, Albuquerque, NM, October 25-27, 1992.

“The 1995 NACORE Delphi Study: Identification of Trends and Issues Affecting the Future of Corporate Real Estate.” [with Neil Carn and Roy Black] Paper presented at the NACORE conference, Los Angeles, CA, October 1995.

“Operational, Organization and Human Resource Issues Facing Corporate Real Estate Executives and Managers in the Immediate Future,” [with Neil Carn and Roy Black] Paper presented at the 1996 annual meeting of the American Real Estate Society, South Lake Tahoe, California.

“A Study of Intra-Metropolitan Spatial Diversification,” [with Ping Cheng] Paper presented at the 1996 annual meeting of the American Real Estate Society, South Lake Tahoe, California.

“Economic Impact Study” and “Fiscal Impact Study” of Gwinnett County, Georgia. [with Neil Carn, Roy Black and Terry Grissom] prepared for the Atlanta Apartment Association

“Economic Impact Study” and “ Fiscal Impact Study” of DeKalb County, Georgia. [with Neil Carn, and Roy Black] prepared for the Atlanta Apartment Association

“Economic Impact and a Fiscal Impact Study of Gwinnett Place Mall in Gwinnett County Georgia”, International Council of Shopping Centers, 1999.

“Mixed Use Development”, National Association of Industrial and Office Parks, 2007. A two part report consisting of a Report on a NAIOP Sponsored Survey of members, and a literature review entitled “Mixed Use Development: A Review of Professional Literature”. This literature review appears on the NAIOP website at [www.naiop.org](http://www.naiop.org).

## **RESEARCH FELLOWSHIPS AND GRANTS**

National Science Foundation Dissertation Grant on Poverty (GS-2954) 1969.

State University of New York/Research Foundation, Summer Fellowship, 1971.

Georgia State University, Research Council Course Releases, Spring 1977, Summer 1978, Fall 1988.

Atlanta Consortium for Urban Research and Evaluation, Research Grant, Condominium Conversion Study, 1981.

Georgia State University Instructional Innovation Council Course Release, Summer, 1984.

Homer Hoyt Institute, Research Grant, Real Estate Market Analysis Project, 1988.

Georgia State University, Instructional Quality Improvement Grant, Funding For Computer Equipment (with Roy Black), 1992.

Georgia Real Estate Commission, Grant to Initiate the Task Force to Study Brokerage Issues and Undertake Research on Selected Topics, (with Roy Black), 1992.

Georgia Real Estate Commission, Grant to Edit and Rewrite the Educational Material for Licensure, 1993.

Georgia State University, Instructional Quality Improvement Grant, Funding For Geographic Information Systems training in MAPINFO and two MAPINFO databases, 1996

Georgia State University, Instructional Quality Improvement Grant, Funding For CD-ROM Databases and Computer Equipment for Geographic Information Systems, 1997.

Atlanta Apartment Association, a grant to prepare "Economic Impact Study? and ? Fiscal Impact Study" of Gwinnett County, Georgia. [with Neil Carn, Roy Black and Terry Grissom], 1997

Atlanta Apartment Association, a grant to produce "Economic Impact Study" and "Fiscal Impact Study" of DeKalb County, Georgia. [with Neil Carn, Roy Black and Terry Grissom], 1998.

Georgia State University, Center for Teaching and Learning Grant, Funding to do a pilot study of the use of Faculty Teaching Portfolios in a College of Business, 1999

International Council of Shopping Centers, Grant to prepare an "Economic Impact and a Fiscal Impact Study of Gwinnett Place Mall in Gwinnett County Georgia", 1999.

The Appraisal Research Foundation, Grant to prepare "Three Important Ratios in Retail and office Market Analysis" 2006

National Association of Industrial and Office Parks, Grant to prepare "Mixed Use Development" 2006

#### **UNIVERSITY COURSES TAUGHT:**

##### **Graduate Courses**

Real Estate Market Analysis  
Real Estate Financial Analysis  
Economics of Housing  
Regional Economics  
Urban Economics  
Microeconomic Theory (MBA)  
Macroeconomic Theory (MBA)

##### **Undergraduate Courses**

Real Estate Principles  
Real Estate Market Analysis  
Real Estate Appraisal  
Real Estate Finance  
Real Estate Investment Analysis  
Regional and Urban Economics  
Principles of Economics  
Intermediate Microeconomics  
Intermediate Macroeconomics

#### **PROFESSIONAL COURSES TAUGHT: (for The Appraisal Institute)**

Highest and Best Use and Market Analysis  
Market Analysis  
Investment Analysis  
Principles of Appraisal (1A1)  
Basic Valuation Procedures (1A2)  
Residential Valuation (8-2)

## **PROFESSIONAL COURSE AND SEMINAR DEVELOPMENT:**

1982 Market Analysis, American Institute of Real Estate Appraisers (36 Contact Hours) (with Ronald Racster)

1987 Fiscal and Monetary Impacts on Real Estate Markets, Society of Real Estate Appraisers (one-day seminar with Neil Carn)

1988 Feasibility and Highest and Best Use - Residential, AIREA (one-day seminar with Neil Carn and Dudley Hinds)

1988 Feasibility and Highest and Best Use - Nonresidential, AIREA (one-day seminar with Neil Carn and Dudley Hinds)

1988 The Appraiser as Expert Witness, SREA (one-day seminar) (with Neil Carn)

1993 Training Program for General Services Administration, Public Buildings Service. Three Courses Developed - Principles of Real Estate (28 hrs), Real Estate Appraisal(30 hrs), Real Estate Finance & Investment (40 hrs) (with Neil Carn & Jim Vernor)

1993 Training Program for General Services Administration, Public Buildings Service. Financial Analysis for Real Estate Decisions Using Excel Spreadsheet Software (one-day seminar)

1994 Training Program for Equitable Real Estate Management's Information Systems Staff on Real Estate Principles and Investment.

1995 Retail Real Property Management Course, 16 hour course developed for NACORE's designation program (with Neil Carn, Roy Black, Jim Vernor and Terry Grissom)

1995 Shopping Center Analysis and Valuation Seminar, ten-hour continuing education seminar developed for Georgia Institute of Real Estate (with Neil Carn, Roy Black, Jim Vernor)

1995 Housing & Urban Development, Human Services Division, Real Estate Principles Program (48 hour course) (with Roy Black)

1996 Office Market Analysis and Valuation Seminar, ten-hour continuing education seminar developed for Georgia Institute of Real Estate (with Roy Black, Terry Grissom)

1997 ERE/Yarmouth, Training Program, Courses #1 and #2 on Retail and Office Financial and Market Analysis, seven contact hours per course [with Roy Black and Terry Grissom]

1997 Hotel/Motel Market Analysis and Valuation Seminar, ten-hour continuing education seminar developed for Georgia Institute of Real Estate

1998 Beers Corporate Services, Training Program, Course #1 Introduction to Corporate Real Estate, eighteen contact hours [with Roy Black and Terry Grissom]; Course #2 Applied Real Estate Market Analysis, fourteen contact hours.

1999 Deloitte and Touche, Training Program, 8 contact hours focusing on key terms and concepts in finance, investment, valuation, site analysis, forms of ownership

2000 Lend Lease, Real Estate Fundamentals Course – 60 contact hours (with James DeLisle, Roy Black, Terry Grissom, Karen Gibler and Alan Ziobrowski)

2000 Alston and Bird, Attorneys, 26 hour training program focusing on real estate financial, investment, valuation, contracts and leasing issues.

2000 Lend Lease, Real Estate Fundamentals Course – 60 contact hours (with James DeLisle, Roy Black, Terry Grissom, Karen Gibler and Alan Ziobrowski)

2002 GSU, Robinson College of Business, Executive Education Program, Real Property Investment Analysis two-day seminar

2003 Jones Lang LaSalle (Atlanta), Real Estate Investment Analysis and Valuation, 20 contact hour seminar.

2004 Troutman Sanders Attorneys, 24 hour training program focusing on real estate finance, investment, valuation, contracts and leasing issues.

2004 - 2005 US Government, General Services Administration, 6 two-hour seminars per year on office property market analysis, leasing analysis, valuation and investment

**PROFESSIONAL SEMINARS TAUGHT AND APPROVED TO TEACH:**

**The Appraisal Institute**

Feasibility and Highest and Best Use - Non-Residential

Feasibility and Highest and Best Use - Residential

Market Analysis

The Appraiser as Expert Witness

Fiscal and Monetary Impacts on Markets

Survey Research

Discounted Cash Flow Analysis

**PROFESSIONAL SEMINAR DEVELOPMENT**

**GSU Real Estate Alumni Group**

Shopping Center Market Analysis and Valuation

Office Market Analysis and Valuation

Hotel and Motel Market Analysis and Valuation

## DISSERTATION ADVISEMENT

Harold P. Tuttle, (1979) *An Analysis of the Effect of Savings Account Structures of Savings and Loan Associations on Disintermediation Patterns and Thus on Area Housing Starts.*

William E. Lockard, Jr., (1979) *Zoning and Restoration Activity in Historic Districts: Charleston, South Carolina: A Case Study,*

Jack Harris, (1980) *An Empirical Test of Selected Environmental Characteristics as Predictors of Residential Property Value Trends in a Set of Inner City Census Tracts.*

John W. Bates, (1981) *A Study of Demand For Transit Use.*

Neil G. Carn, (1981) *Variance of Development Costs Associated With Specific Delays Attributable to Zoning and Subdivision Regulations on Single Family Residential Subdivisions in the Atlanta Metropolitan Area, 1976-1978.*

Barry A. Diskin, (1982, Chairman of Committee), *The Condominium Conversion Process: A Study of Market Characteristics, Physical Factors and Locational Attributes Contributing to the Rate of Tenant Absorption.* (first prize, AREUEA Dissertation Competition, May, 1983)

Theron R. Nelson, (1983, Chairman of Committee) *An Examination and Empirical Test of the Application of Hedonic Price Indexing to Single Family Residences.*

Morton Gruber, (1983) *An Examination and Empirical Test of Selected Neighborhood and Housing Characteristics as Influences on the Rehabilitation Decision.*

William H. Langdon, (1983) *An Analysis of the Economic Impact of Various Reverse-Annuity Mortgages Upon A Savings and Loan Association.*

William C. Weaver, (1983) *Segmentation of Major Office Space Tenants by Conjoint Measurement of Choice Criteria Used in Intraurban Relocation: A Study of Dallas and Tarrant Counties.*

Patricia Hart, (1984) *A Study of Potential Delinquency and Default Risk of Conventional Adjustable Rate Mortgages for Owner-Occupied Single Family Homes.*

John Williams, (1986, Chairman of Committee) *An Investigation of the Components Comprising Measures of Real Estate Investment Returns Through Computer Modeling and Sensitivity Analysis.*

Cline G. Cook, (1987, Chairman of Committee), *Consumer Preference for New Home Characteristics Using Conjoint Analysis to Develop Interval Scaled Preferences from Rank Ordered Attribute Combinations*,.

Sid Rosenberg, (1989) *Agency Relationships and Operating Expenses*.

Kwang-Cheoh Oh, (1990) *The Impact of the Announcement of Foreign Direct Investment in the Georgia Manufacturing Industry on Housing Price, and Its Implication of Housing Affordability for the First-Time Homebuyers with Average Income or Less*.

Allen Marks, (1990, Chairman of Committee) *A Study of Household Dependency Relationships and Their Impact on Housing Purchases: An Alternative to Family Life Cycles*.

Karen Martin Gibler, (1990, Chairman of Committee) *Economic Life Cycle Hypothesis: Home Equity Dissaving Behavior of the Elderly*,.

Walt Nelson, (1992) *The Impact on the Tenure Discount of Building, Landlord, Tenant, and Neighborhood Characteristics*.

Sang Kook Jung, (1993, Chairman of Committee) *A Study of Single-Family Residential Construction Activity: Vector Auto Regressive and Moving Average (Varma) Analysis*.

J. Andrew Hansz (2000), *The Influence of Market Feedback on the Appraisal Process*.

## **SEMINARS AND WORKSHOPS ATTENDED**

Participant, Site to do Business Seminar, 7 contact hours, Appraisal Institute, 2005

Participant, Georgia Real Estate Commission, Annual Instructor and School Director Seminar, 12 contact hours, 1994 to present

Participant, Geographic Information System Workshop, 10 contact hours, Georgia Institute of Technology, 1997

Participant, Georgia Real Estate Commission, Instructor Workshop, 16 contact hours, 1996

Participant, MAPINFO Introduction and Advanced Training Sessions, 1996, 1997 [each session was 14 contact hours]

Participant, Appraisal of Retail Properties, [7 contact hours] The Appraisal Institute, 1995

Participant, Hotel/Motel Investors? Conference, [8 contact hours] GSU, School of Hospitality Administration, 1992.

Participant, Techniques of Appraisal Review,[ 10 contact hours], National Association of Review Appraisers, 1988.

Participant, Small Office Building Development, Northwest Center for Professional Education, 1984.

Participant, Shopping Center Development, Northwest Center for Professional Education, 1983.

Participant, "How to Develop a Neighborhood Shopping Center" (special Course), Realtors National Marketing Institute, 1983.

Participant Course CI 102, "Fundamentals of Real Estate Investment and Taxation," Realtors National Marketing Institute, 1980, (examination passed).

Participant, Course CI 101, "Fundamentals of Creating a Real Estate Investment," Realtors National Marketing Institute, 1980, (examination passed).

Participant, Workshop on "The Case Method in Real Estate Education," presented by the School of Design, Harvard University and the Urban Land Institute, Boston, MA 1980.

## **COLLEGE AND UNIVERSITY COMMITTEES AND SERVICES**

Robinson College of Business, Chair, Search Committee for the Associate Dean for Masters Programs, 2001

Provost's Enrollment Management Strategic Planning Committee, 2001

University Senate Representative for the Department of Real Estate, 1996 – present

Strategic Planning Subcommittee, 1999 – present

Graduate Housing Task Force, 1999 – present

University Senate Budget Committee, 1998-present

Budget Priorities Subcommittee, 1999 – 2000

University Senate APACE Committee 1996-1998

University Senate Planning and Development Committee, 1998-99

University Senate Budget Committee, 1998-1999

University Senate APACE Committee 1996-1998

Undergraduate Program Council, College of Business Administration, 1991 - 1993.

Metropolitan Studies Steering Committee, Reporting to Office of the Provost and Vice President for Academic Affairs, 1991 - 1993.

Graduate Program Council, College of Business Administration, 1976 - 1978.

Faculty Advisor, Alpha Kappa Psi Honorary Business Fraternity, Georgia State University, 1986 - 1991.

Research Program Council, College of Business Administration, 1984.

## **PROFESSIONAL ACTIVITIES AND SERVICES**

Curriculum Development Consultant to the CCIM Institute for Course 102 Market Analysis, 2007 to the present.

Consultant to General Services Administration, Region #4, Southeast in Atlanta to present seminars for interns on office market concepts such as investment and valuation. 2004 to present

Consultant to Hendon Properties to prepare an economic and fiscal impact study of a big box retailer in DeKalb County 2005

Consultant to General Services Administration to prepare case studies of US government facilities. Wrote a report on the Williamsport PA electronic courtroom in the Federal Court House. 2003-2004

Consultant and Instructor, Troutman Sanders, Attorneys at Law, Training Program for real estate attorneys on the topic of Real Estate Financial and Investment Analysis, 2004

Consultant, US Department of Justice and Pritchett, Ball and Wise Appraisal, Impact of Airport Noise on Residential Property Values, 2001.

Model Curriculum Task Force, Appraisal Foundation's Appraiser Qualifications Board, 2001. Recommended the upgrade in educational requirements for licensed and certified appraisers.

Consultant and Expert Witness, L. Clayton Smith and Associates, Attorney at Law, Condemnation of commercial properties in Cobb County and Albany Georgia, 2000 – 2001

Consultant and Instructor, Lend Lease Inc., Training Program for real estate analysts and investment managers on the topic of Real Estate Financial and Investment Analysis, 2000 -2003

Consultant and Instructor, Alston and Bird, Attorneys at Law, Training Program for real estate attorneys on the topic of Real Estate Financial and Investment Analysis, 2000

Consultant, Beers Corporate Services, Employee Training Program in Real Estate Analysis, 1998

Consultant, Pritchett Ball and Wise Appraisal, Land Sales Data Analysis for East Everglades and Big Cypress Projects, 1997

Reviewer, Journal of Real Estate Research, 1988-Present

Editorial Advisory Board and Reviewer, Journal of Real Estate Practice and Education, 2000 – present

Education Advisory Committee, Georgia Real Estate Commission, 1995 to present

Consultant, Simon Properties, Market Analysis for the Mall of America, Establish and analysis the retail market and retail trade areas, 1994- 1997.

Instructor, Real Estate Principles and Concepts Course, Human Services Division, Housing and Urban Development, 1995

Instructor, Real Estate Principles and Investment Analysis Concepts Seminar, Information Systems Division, Equitable Real Estate Management, 1994, 1995

Consultant, Kilpatrick & Cody (Attorneys). Market Effect Of Large Lot Offering In A Small Volume Market. 1993-1994

Consultant, General Services Administration, Review of Appraisals for Land Acquisition to Construct Office Buildings, 1994

Instructor, Real Estate Appraisal Principles and Investment Courses, In-House Training Program, General Services Administration, U.S. Government, 1993.

Consultant, Georgia Real Estate Commission, Educational Materials Project, 1992-present.

Member, Textbook and Dictionary Committee, The Appraisal Institute, 1992- present.

Member, Development Subcommittee of General Appraisal Board, The Appraisal Institute, 1992-1995.

Consultant and Expert Witness to Howrey and Simon (Attorneys). Worked with Dr. William Kerr, Mr. Ken Gallo, and Mr. William Wallace. Market Analysis for Office and Hotel Land Uses in Buckhead District of Atlanta, 1991-92.

Consultant and Expert Witness to Schreeder, Wheeler, and Flint. Residential Appraisal Review, worked with Mr. Lawrence Burnat, 1992.

Project Director, Depreciated Historic Construction Cost Analysis of Mental Health Facilities in Georgia Department of Human Resources, State of Georgia, 1987-1989 (analyzed 12 facilities with multiple buildings per site).

Consultant and Expert Witness to Gambrell, Clark, Anderson and Stolz (Attorneys). Market Analysis and Loss of Business Calculations for Retail Establishments taken in Condemnation, 1989-1993 Analysis Performed for Day Care Center and Antique Gallery.

Consultant and Expert Witness to Roland Barnes (Attorney). Market Analysis and Loss of Business Calculations for Retail Establishments taken in Condemnation, 1989-1990. Analysis Performed for Furniture Refinishing Supplier

Consultant to American Institute of Real Estate Appraisers for 10th Edition of Appraisal of Real Estate, 1990.

Instructor Market Analysis, Investment Analysis, Principles (1A1) and Procedures (1A2), Residential Valuation, American Institute of Real Estate Appraisers, 1984 - 1994.

Consultant and Expert Witness to Internal Revenue Service. Valuation of a Mansion, and Parcels of Raw Land in the Path of Development, As Well As a Review of Office Land Valuations, 1988-1989.

Long Range Planning Committee, American Real Estate Society, 1987 to 1990.  
Session Chairman, Opportunities for Regional Scientists as Real Estate Market Analysts, Southern Regional Science Association, Atlanta, GA 1987.

Conference Coordinator and Program Director, Market Analysis Roundtable, Homer Hoyt Institute, Atlanta, GA 1987.

Program Director, Strategic Management of Corporate Assets, American Institute of Corporate Asset Management, Atlanta, GA 1987.

Consultant and Expert Witness to Smith, Welch, and Meadows (Attorneys) Market Analysis and Revenue Forecasts for Retail Establishment Taken in Condemnation Case, 1984 - 1987. Analysis performed for drug store, grocery store, and neighborhood shopping center.

Board of Directors, American Real Estate and Urban Economics Association, 1983 - 1985.

Consultant and Expert Witness to G. Haldi, Attorney, Market Analysis for Raw Land Taken in Condemnation Case, 1983.

Project Supervisor, Depreciated Replacement Cost Appraisal of Mental Health Facilities in Georgia, Department of Human Resources, State of Georgia, 1981. (Appraised 14 sites containing 437 structures plus other site improvements, value of facilities exceeded \$250 million.)

Consultant, Charter Medical, Inc., Accessibility Study of Alternative Sites for a Hospital, 1981.

Consultant and Expert Witness to Peek and Whaley (Attorneys), Market Analysis and Revenue Forecast for Retail Establishments Taken in Condemnation Cases. Analysis performed for a furniture dealer, a motel and a package liquor store. (1981-89).

Project Coordinator, Continuing Education Project for Georgia Real Estate Commission, (design and produce course materials for "Market Analysis for Small Commercial Properties" with J. Vernor), 1981-82.

Education Advisory Committee, Georgia Real Estate Commission, 1978 - 1984.

Consultant, Market Feasibility Project for Rental Units, Alliance for Business Development, Atlanta, GA, 1980. (Designed and administered a market study for a highrise apartment building in the CBD of Atlanta.)

Co-Director, Research Project on "Consumers Perceptions of Real Estate Broker Advertising," prepared for the Georgia Real Estate Commission (with Dr. James Vernor and Dr. George Moschis), 1980.

Secretary/Treasurer, American Real Estate and Urban Economics Association, 1978-1980.

Editorial Policy Committee for the AREUEA Journal, 1978-1980.

Referee, Western Economic Journal, (acknowledged in the September, 1971 issue, p. iii); Journal of Human Resources (1978, 1979 and 1980); Growth and Change (1977-80); AREUEA JOURNAL (1978-1983).

Consultant, Georgia Real Estate Commission, Post Licensing Courses I and II, 1979.

Director, 2nd Colloquium on Computer Applications in Real Estate, Georgia State University, (1977-78).

Consultant, Greater Buffalo Development Foundation, Input-Output Model of the Buffalo Economy, 1972-73. (Developed a 200 sector input - output table for the Buffalo, N.Y. area.)  
Representative, Model Cities Evaluation Committee, Rochester, New York, 1972-73. (Evaluated programs and policies of the local office.)