

CURRICULUM VITAE

DEAN H. GATZLAFF

March 2017

Department of Risk Management/Insurance,
Real Estate and Business Law
College of Business
The Florida State University
Tallahassee, Florida 32306-1110

3107 Dickinson Drive
Tallahassee, Florida 32311

TEACHING AND RESEARCH INTERESTS

Research: Real Estate Investment and Urban Economics
Teaching: Real Estate Investment, Market and Feasibility Analysis

EDUCATION

1986–1990: University of Florida, Gainesville, Florida
Graduate School of Business Administration
Department of Finance, Insurance, and Real Estate
PhD: Real Estate and Urban Analysis

1982–1986: University of Wisconsin-LaCrosse, LaCrosse, Wisconsin
Graduate School of Business Administration
MBA: Finance concentration

1973–1979: University of Minnesota, Minneapolis, Minnesota
Institute of Technology, School of Architecture
Bachelor of Architecture, and Bachelor of Environmental Design

WORK EXPERIENCE

2008–present: Center Director and Mark C. Bane Professor
Center for Real Estate Education & Research
Dept. of Risk Management/Insurance, Real Estate and Legal Studies
College of Business, Florida State University, Tallahassee, Florida

Spring 2009: Visiting Professor, MIT Center for Real Estate
Massachusetts Institute of Technology, Cambridge, Massachusetts

Prior positions and titles held within the Department of Risk Management/Insurance, Real Estate and Legal Studies in the College of Business at Florida State University, Tallahassee, FL

2001–2008: Chair, Dept. of Risk Mgmt/Insurance, Real Estate & Legal Studies
2002–present: Professor of Real Estate
1998–present: Mark C. Bane Professor of Business Administration
1995–2002: Associate Professor of Real Estate (granted tenure, 1995)
1990–1995: Assistant Professor of Real Estate

Other work experience:

1986–1990: Graduate Research Assistant
Department of Finance, Insurance, and Real Estate
College of Business Administration, University of Florida, Gainesville, Florida

- 1982–1986: Project Architect
Myklebust Brockman Associates, LaCrosse, Wisconsin
- 1979–1982: Architectural Designer and Project Architect
Thorsen and Thorshov Associates and Criteria, Inc., Minneapolis, Minnesota

RESEARCH ACTIVITIES

REFEREED JOURNAL PUBLICATIONS

- Gatzlaff, Dean, K. McCullough, L. Medders and C. Nyce, forthcoming 2017, The Impact of Hurricane Mitigation and Inspection Information on House Prices, *Journal of Real Estate Finance and Economics*.
- Jones, T., D. Gatzlaff, and G.S. Sirmans, 2016. "Housing Market Dynamics: Disequilibrium, Mortgage Default, and Reverse Mortgages," *Journal of Real Estate Finance and Economics*, Vol. 53, Issue 3, pp. 269-281.
- Gatzlaff, D. and P. Lui, 2013. "List Price Information in the Negotiation of Commercial Real Estate Transactions: Is Silence Golden?" *Journal of Real Estate Finance and Economics*, Vol. 47, No. 2, pp. 760-786.
- Gatzlaff, Dean, and Cynthia Holmes, 2013. "Estimating Transaction-Based Price Indices of Local Commercial Real Estate Markets Using Public Assessment Data," *Journal of Real Estate Finance and Economics*, Vol. 46, No. 2, pp. 260-281.
- Gatzlaff, Dean and G. Stacy Sirmans, 2012. "Introduction to Special Issue on the Economics of Information in Real Estate Markets," *Journal of Real Estate Finance and Economics*, Vol. 44, Nos. 1 & 2, pp. 1-6.
- Price, S. McKay, Dean Gatzlaff and C.F. Sirmans, 2012. "Information Uncertainty and the Post-Earnings-Announcement Drift Anomaly: Insight from REITs," *Journal of Real Estate Finance and Economics*, Vol. 44, Nos. 1& 2, pp. 250-274.
- Sirmans, G. Stacy, Dean Gatzlaff and David Macpherson, 2008. "Property Tax Capitalization in Real Estate," *Journal of Real Estate Literature*. Vol. 16, No. 3, pp. 327-343.
- Sirmans, G. Stacy, Dean Gatzlaff and David Macpherson, 2008. "Horizontal and Vertical Inequity in Real Property Taxation," *Journal of Real Estate Literature*. Vol. 16, No. 2, pp. 167-180.
- Fisher, Jeffrey, Dean Gatzlaff, David Geltner and Donald Haurin. 2004. "An Analysis of the Determinants of Transaction Frequency of Institutional Commercial Real Estate Investment Property," *Real Estate Economics*. Vol. 32, No. 2, pp. 239-264.
- Fisher, Jeffrey, Dean Gatzlaff, David Geltner, and Donald Haurin. 2003. "Controlling for the Impact of Variable Liquidity in Commercial Real Estate Price Indices," *Real Estate Economics*. Vol. 31, No. 2, pp. 269-303.

- Cordes, Joseph, Dean Gatzlaff and Anthony Yezer. 2001. "To the Water's Edge, and Beyond: Effects of Shore Protection Projects on Beach Development," *Journal of Real Estate Finance and Economics*, Vol. 22, No. 2/3, pp. 287-302.
- Gatzlaff, Dean H., Richard K. Green and David C. Ling. 1998. "Cross-Tenure Differences in Home Maintenance and Appreciation," *Land Economics*, Vol. 74, No. 3, pp. 328-343.
- Gatzlaff, Dean, and David Geltner. 1998. "A Transaction-Based Index of Commercial Property and its Comparison to the NCREIF Index," *Journal of Real Estate Finance*. Vol. 15, No. 1, pp. 7-22.
- Gatzlaff, Dean H., and Donald R. Haurin. 1998. "Sample Selection and Biases in Local House Value Indices," *Journal of Urban Economics*, Vol. 43, pp. 199-222.
- Gatzlaff, Dean H., and Donald R. Haurin. 1997. "Sample Selection Bias and Repeat-Sales Index Estimates," *Journal of Real Estate Finance and Economics*, Vol. 14, pp. 33-50.
- Archer, Wayne R., Dean H. Gatzlaff and David C. Ling. 1996. "Measuring the Importance of Location in House Price Appreciation," *Journal of Urban Economics*, Vol. 40, pp. 334-353.
- Sirmans, G. Stacy, Dean H. Gatzlaff and Barry A. Diskin. 1996. "Suffering the Loss of an Anchor Tenant." in *Megatrends in Retail Real Estate*, ed. John D. Benjamin, *Research Issues in Real Estate*, Vol. 3, pp. 261-276.
- Gatzlaff, Dean H., and Dogan Tirtiroglu. 1995. "Real Estate Market Efficiency: Issues and Evidence," *Journal of Real Estate Literature*, Vol. 3, No. 2, pp. 157-189.
- Gatzlaff, Dean H. 1994. "Excess Returns, Inflation, and the Efficiency of the Housing Market," *Real Estate Economics* (formerly the *Journal of the American Real Estate and Urban Economics Association*), Vol. 22, No. 4, pp. 553-581.
- Diskin, Barry A., and Dean H. Gatzlaff. 1994. "An Examination of the Earnings of Real Estate Appraisers," *Journal of Real Estate Research*, Vol 9, No. 4, pp. 507-524.
- Gatzlaff, Dean H., G. Stacy Sirmans and Barry A. Diskin. 1994. "The Effect of Anchor Tenant Loss on Shopping Center Rents," *Journal of Real Estate Research*, Vol. 9, No. 1, pp. 99-110.
- Gatzlaff, Dean H., and David C. Ling. 1994. "Measuring Changes in Local House Prices: An Empirical Investigation of Alternative Methodologies," *Journal of Urban Economics*, Vol. 35, No. 2, pp. 221-244.
- Gatzlaff, Dean H., and Marc T. Smith. 1993. "Uncertainty, Efficiency of Development Patterns, and Growth Controls," *Journal of Real Estate Finance and Economics*, Vol. 6, No. 2, pp. 147-155.
- Gatzlaff, Dean H., and Marc T. Smith. 1993. "The Impact of the Miami Metrorail on the Value of Residences Near Station Locations," *Land Economics*, Vol. 69, No. 1, pp. 54-66.
- Archer, Wayne R., Marc T. Smith, and Dean H. Gatzlaff. 1990. "The Role of Visual Presence in Urban Office Location and Office Market Behavior," *Research in Real Estate*, Vol. 3, Greenwich, Ct: JAI Press, pp. 13-25.

NON-REFEREED REPORTS & PUBLICATIONS

- Gatzlaff, Dean. "Comment on the Retail Property Market" Market update for Florida ICSC, July, 2015.
- Gatzlaff, Dean. "Comment on the Retail Property Market" Market update for Florida ICSC, July, 2014.
- Gatzlaff, Dean. "Mixed Signals in the Housing and Commercial Property Markets" Market update for Florida ICSC, July, 2012.
- Gatzlaff, Dean. "2012: A Year of Optimism?" Market update for Southwest Florida ICSC, Feb, 2012.
- Gatzlaff, Dean. "2011: Recovery?" Market update for Florida ICSC, August, 2011.
- Gatzlaff, Dean. "Is the Market Heading for Relapse or Recovery?" Market update for Florida ICSC, August, 2010.
- Gatzlaff, Dean H and Cynthia Holmes, 2007. "Estimating Transaction-Based Price Indices for Local Commercial Real Estate: An Examination of Methodologies using Property Tax Data." Real Estate Research Institute Paper Series, Baltimore, MD (reri.org). pp 1-24
- Gatzlaff, Dean H. 2004. "Florida Housing Price Trends: Market Comparisons and Forecasts," Ch. 5 in *Florida's Housing Market Report, 2004*. Shimberg Center for Housing Affordability. University of Florida.
- Gatzlaff, Dean H. 2003. "Florida Housing Price Trends: Market Comparisons and Forecasts," Ch. 5 in *Florida's Housing Market Report, 2003*. Shimberg Center for Housing Affordability. University of Florida. pp. 61-79.
- Fisher, Jeffrey, Dean Gatzlaff, David Geltner and Don Haurin, 2003. "Why & When do NCREIF Members Sell Properties? A Probit Analysis of Asset Disposition Characteristics and Determinants in the Institutional Commercial Real Estate Investment Industry" Real Estate Research Institute Paper Series, Baltimore, MD (reri.org). pp. 1-27.
- Gatzlaff, Dean H. 2002. "Florida Housing Price Trends: Market Comparisons and Forecasts." Ch. 5 in: *The State of Florida's Housing, 2002*. Shimberg Center for Affordable Housing. University of Florida. pp. 46-65.
- Fisher, Jeffrey, Dean Gatzlaff, David Geltner and Don Haurin, 2002. "Controlling for Variable Liquidity and Selection Bias in Indices of Private Asset Market Values." Real Estate Research Institute Paper Series (reri.org). pp. 1-36.
- Gatzlaff, Dean, and David Geltner. 1999. "A Transaction-Based Index of Commercial Property and its Comparison to the NCREIF Index." Chapter article in *A Handbook of Alternative Investment Strategies: An Investor's Guide*, ed. T. Schneeweis and J. Pescatore. pp. 298-317.
- Gatzlaff, Dean H. 1998. "A Repeat-Sales Transaction-Based Index of Commercial Property" Real Estate Research Institute Paper Series, Baltimore, MD. (reri.org) pp. 1-26.

Gatzlaff, Dean H. 1997. "House Price Appreciation." Ch. 5 in: *The State of Florida's Housing*. The Real Estate Research Center. University of Florida. pp. 68-95.

Gatzlaff, Dean H. 1996. "Pension Fund Investment: An Analysis of Fund Allocation to Real Estate." *The Real Estate Research Institute 1995 Annual Review*. The Real Estate Research Institute. Indiana University School of Business. pp. 19-20.

Gatzlaff, Dean H. 1995. "Pension Fund Investment: Further Analysis of Fund Allocations to Real Estate" Real Estate Research Institute Paper Series, Baltimore, MD (reri.org) pp. 1-23.

Gatzlaff, Dean H. 1994. "The 'Save Our Homes Amendment' Could Cause Some Problems." *Ideas in Action*. Vol. 2, No. 22. Tallahassee, FL: Florida TaxWatch, Inc. pp. 1-3.

Diskin, Barry A., and Dean H. Gatzlaff. 1993. "1992 Summary Profile of Florida Real Estate Appraisers." The Real Estate Research Center. Florida State University. pp. 1-4.

RESEARCH IN PROGRESS

Working Papers

Gatzlaff, Dean H., Geltner and D. Haurin. "Indices of Housing Demand and Supply: Estimating and Examining Their Movements"

Beal-Hodges, M. and D. Gatzlaff. "An Examination of the Determinants of Transaction Frequency of Existing Single-Family Homes."

Other Works in Progress

Gatzlaff, Dean H., and M. Letdin, "The Co-integration of Commercial and Residential Real Estate Market Returns And Its Implications on Multi-Asset Portfolio Allocations."

Beal-Hodges, M., D. Gatzlaff and M. Price. "Examining Sellers' Loss Aversion Behavior in the Housing Market"

Gatzlaff, Dean H. "The Effect of Single-Family Housing on Multi-Asset Portfolio Allocations"

Gatzlaff, Dean H. "Toward Explaining Deviations in House Price Movements: Median and Constant-Quality Measures."

Gatzlaff, Dean H. "House Price Inertia in Metropolitan Submarkets."

RESEARCH GRANT ACTIVITY

Grant Work Accepted or Under Review

Gatzlaff, D., K. and M. Letdin, "The Cointegration of Commercial and Residential Real Estate Market Returns and its Implications on Multi-Asset Portfolios" Summer 2016.

Grant Work and Research Reports

"The Impact of Hurricane Mitigation Information House Prices" (revision) College of Business Research Grant Program, Summer 2015.

"Revealed Information and the Demand for Storm Mitigation" (with K. McCullough, L. Medders, and C. Nyce). College of Business Research Grant Program, Summer 2014.

"Examining Movements in Housing Market Demand and Supply" (with D. Geltner and D. Haurin). College of Business Research Grant Program, Summer 2013.

"List Price Information in the Negotiation of Commercial Real Estate Transactions: Is Silence Golden?" (with P. Liu). College of Business Research Grant Program, Summer 2012.

"Examining Sellers' Loss Aversion Behavior in the Housing Market" (with M Beal and S.M. Price). College of Business Research Grant Program, Summer 2011.

"Estimating Transaction Based Price Indices for Local Commercial Real Estate Markets" (with C. Holmes). College of Business Research Grant Program, Summer 2010.

"Indices of Demand and Supply in Asset Markets with an Application to Formation of a Constant-Liquidity Price Index for Real Estate." (with J. Fisher, D. Geltner, and D. Haurin). A study conducted for and funded by the Institute for Quantitative Research in Finance (Q-Group) at the University of Southern California. August, 2010. \$12,500.

"Analysis of Florida's 'Save Our Homes' Amendment and the Effect of Recent Legislative Proposals Relating to Property Taxation" with the Stacy Sirmans (FSU Center for Real Estate Education and Research) Stefan Norrbin, David Macpherson and Don Schlagenhauf (FSU Pepper Institute); David Denslow and Jim Dewey (UF Bureau of Economic and Business Research); Wayne Archer (UF Bergstrom Center for Real Estate Studies); and Bob Stroh and Anne Williamson (UF Shimberg Center for Housing Affordability). September, 2007. \$500,000.

"Estimating Transaction-Based Price Indices for Local Commercial Real Estate: An Examination of Methodologies using Property Tax Data" (with C. Holmes). A study conducted for and funded by the Real Estate Research Institute, Baltimore, MD. April, 2007. \$15,000.

"Why and When Do NCREIF Members Sell Properties? A Probit Analysis of Asset Disposition Characteristics and Determinants in the Institutional Commercial Real Estate Investment Industry." (with J. Fisher, D. Geltner, and D. Haurin). 2002-2003 A study conducted for and funded by the Real Estate Research Institute, Baltimore, MD. \$9,600.

"Valuation Standards for Real Property Assessment in Florida" (with B. Diskin). 2001-2002. A study conducted for and funded by the Florida Department of Revenue, Ad Valorem Tax Division. \$25,000.

"Selection Bias in Transaction-Based Commercial Property Indices" (with J. Fisher, D. Geltner, and D. Haurin). 2001-2002. A study conducted for and funded by the Real Estate Research Institute, Baltimore, MD. \$15,000.

Development of web-assisted course for a large enrollment class. Grant funded by the Florida State University. 2000.

"Real Estate Price Trends: Market Forecasts and Sector Comparisons" (with David Ling). 1999. pp. 1-90. A study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. \$22,838.

“Marketing Transit-Oriented Design,” (with D. Carver (PI), S. Sirmans (PI), I. Audirac, Y. Song, and G. Thompson). 1998. Phase I: The Conventional Real Estate Development Process: pp.1-63; Phase II, Section 1: The Public-Private Partnership Development Process and Transit-Oriented Development: pp. 1-54; and Phase III: Primary Factors in Marketing TOD's as Successful Real Estate Ventures: pp. 1-18. A study conducted for and funded by the Florida Department of Transportation. \$72,760.

“A Repeat-Sales Transaction-Based Index of Commercial Property” (with D. Geltner). 1997. pp. 1-38. A study conducted for and funded by the Real Estate Research Institute, Indiana University, Bloomington, IN. \$8,000.

“Updating the Brokers’ Pre-licensing Course Syllabus” (with S. Sirmans (PI)). 1997. pp. 1-177. A study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. \$11,634.

"Explaining and Forecasting Florida House Price Trends" (with D. Ling). 1996. pp. 1-47. A study funded by the Florida Real Estate Commission, Education and Research Foundation. \$26,038.

"Single-Family Housing Price Indices for the Major Metropolitan Areas of the State of Florida" (with W. Archer and D. Ling). 1995. pp. 1-67. A study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. \$25,095.

“An Examination of Bias in the Appraised Home Values Reported to Lenders” (with C. Kreimer). 1995. pp. 1-23. A study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. This grant funded graduate assistant work. \$2,625.

"Pension Fund Investment: Further Analysis of Optimal Fund Allocations to Real Estate." 1994. A study conducted for and funded by the Real Estate Research Institute, Indiana University, Bloomington, IN. \$6,000.

"Measuring the Importance of Location on House Price Appreciation" (with W. Archer and D. Ling (PI)). 1994. A study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. \$24,650.

"An Analysis of the Recently Enacted "Save Our Homes" Amendment: Its Potential Impact on the Florida Real Estate Market." 1993. A study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. \$11,177.

"Pension Fund Investment: An Analysis of Fund Allocations to Real Estate." 1993. A Summer Research Grant funded by the Florida State University, College of Business.

"The Impact of Ground Subsidence on Local Single-Family Housing Values." (with A. Butler (P.I.), R. Corbett, B. Diskin, K. Eastman, C. Lilly, and P. Maroney). 1992. A study conducted for and funded by the State of Florida Legislature. Funding administered through the Florida Department of Insurance, Tallahassee, FL. \$180,000.

"Exploratory Research: Development of a 'Constant-Quality' House Price Index Using Repeat-Sales Data." 1991. Funding provided by the Florida State University Foundation through the Presidents Club was allocated to the purchase of data and computer software for this study.

"Analysis of the Rail Impacts on Real Estate Values" (with M. Smith (PI)). 1989. A study conducted for and funded by the High Speed Rail Commission, State of Florida, Tallahassee, FL.

"Real Estate Market Study, An Analysis of the Existing Office and Retail Markets in the Tampa-St.Petersburg, Orlando, and Miami Metropolitan Areas" (with M. Smith (PI)). 1988. A study conducted for and funded by the High Speed Rail Commission, State of Florida, Tallahassee, FL.

PAPER PRESENTATIONS

Gatzlaff, D., K. McCullough, L. Medders, and C. Nyce, "Revealed Information and the Demand for Storm Mitigation Features" Presented at the American Real Estate and Urban Economics Association - ASSA meeting, Philadelphia, PA, January 2014.

Gatzlaff, D., K. McCullough, L. Medders, and C. Nyce, "Revealed Information and the Demand for Storm Mitigation Features" Presented at the American Risk and Insurance Association annual meeting, Washington, DC, August 2013.

Gatzlaff, D., D. Geltner and D. Haurin. "Indices of Housing Demand and Supply: Estimating and Examining Their Movements," Presented at the AREUEA International Conference, Jerusalem, Israel, June 26, 2013.

Gatzlaff, D., K. McCullough, L. Medders, and C. Nyce, "Revealed Information and the Demand for Mitigation Features" Presented at the Southern Risk and Insurance annual meeting, Savannah, GA, November 2012.

Gatzlaff, D., and P. Lui, "List Price Information in the Negotiation of Commercial Real Estate Transactions: Is Silence Golden?" Presented at the American Real Estate and Urban Economics Association meeting, Washington, D.C., June 2012.

Gatzlaff, D., and M. Beal-Hodges. "An Examination of the Determinants of Transaction Frequency of Existing Single-Family Homes," Presented at the American Real Estate Society annual meeting, St. Petersburg, FL, April 2012.

Gatzlaff, D., and P. Lui, "List Price Information in the Negotiation of Commercial Real Estate Transactions: Is Silence Golden?" Presented at the American Real Estate Society annual meeting, St. Petersburg, FL, April 2012.

Gatzlaff, D., and P. Lui, "List Price Information in the Negotiation of Commercial Real Estate Transactions: Is Silence Golden?" Presented at the Critical Issues in Real Estate Symposium as invited paper considered for special issue of the *Journal of Real Estate Finance and Economics*, University of Florida, Gainesville, FL, March 2012.

Gatzlaff, D., and C Holmes. "Estimating Transaction-Based Price Indices for Local Commercial Real Estate" Presented at the MNM Symposium as invited paper considered for special issue of the *Journal of Real Estate Finance and Economics*, MIT, Boston, MA, November 2010.

- S. McKay Price, D. Gatzlaff and C.F. Sirmans. "Information Uncertainty and the Post-Earnings-Announcement-Drift Anomaly: Insight from REITs," Presented at the Critical Issues in Real Estate Symposium as invited paper considered for special issue of the *Journal of Real Estate Finance and Economics*, Florida State University, Tallahassee, FL, March 2010.
- Fisher, J., D. Gatzlaff, D. Geltner and D. Haurin. "Indices of Housing Demand and Supply: Estimating and Examining Their Movements," Invited presentation, University of Southern California, Lusk Center for Real Estate, Los Angeles, CA, March 2010.
- Fisher, J., D. Gatzlaff, D. Geltner and D. Haurin. "Indices of Housing Demand and Supply: Estimating and Examining Their Movements," Presented at the American Real Estate and Urban Economics annual meeting, Atlanta, GA, January 2010.
- Gatzlaff, D. "The Effect of Single-Family Housing on Multi-Asset Portfolio Allocations," Invited presentation, Massachusetts Institute of Technology, Center for Real Estate, Boston, MA, February, 2009.
- Gatzlaff, D., and C. Holmes. "Estimating Transaction-Based Price Indices for Local Commercial Real Estate: An Examination of Methodologies using Property Tax Data." Presented at the Real Estate Research Institute annual meeting, Chicago, IL, January 2007.
- Fisher, J., D. Gatzlaff, D. Geltner and D. Haurin. "Estimating Indices of Residential Demand and Supply," Presented at the American Real Estate and Urban Economics annual meeting, Chicago, IL, January 2007.
- Gatzlaff, D., and C. Holmes. "Estimating Transaction-Based Price Indices for Local Commercial Real Estate: An Examination of Methodologies using Property Tax Data." Presented at the American Real Estate and Urban Economics annual meeting, Chicago, IL, January 2007.
- Gatzlaff, D., and M. Beal. "An Examination of the Determinants of Transaction Frequency of Existing Single-Family Homes," Presented at the American Real Estate and Urban Economics annual meeting, Boston, MA, January 2006.
- Finucane, S., D. Gatzlaff and C. Holmes, "A Longitudinal Analysis of Pension Funds Allocation to Real Estate," Presented at the American Real Estate and Urban Economics annual meeting, Boston, MA, January 2006
- Gatzlaff, D., D. Ling and R. Price. "An Examination of Metropolitan House Price Movements and Pricing Bubbles," Presented at the American Real Estate Society annual meeting, Sante Fe, New Mexico, April 2005.
- Gatzlaff, D., and M. Smith. "Florida's 'Save Our Homes' Amendment and Property Tax Incidence," Invited presentation, Taubman College of Architecture and Urban Planning, University of Michigan, February 2005.
- Fisher, J., D. Gatzlaff, D. Geltner, and D. Haurin. "An Analysis of the Determinants of Transaction Frequency of Institutional Commercial Real Estate Investment Property," Presented at the American Real Estate and Urban Economics Association annual meeting, San Diego, CA., January 2004.

- Gatzlaff, D., and M. Smith. "Florida's 'Save Our Homes' Amendment and Property Tax Incidence," Presented at Department of Urban and Regional Planning Colloquium, Florida State University, October 2003.
- Fisher, J., D. Gatzlaff, D. Geltner, and D. Haurin. "Why and When Do NCREIF Members Sell Properties? A Probit Analysis of Asset Disposition Characteristics and Determinants in the Institutional Commercial Real Estate Investment Industry. Presented at the Real Estate Research Institute annual meeting, Chicago, IL, April 2003.
- Fisher, J., D. Gatzlaff, D. Geltner, and D. Haurin. "Controlling for the Impact of Variable Liquidity in Commercial Real Estate Price Indices." Presented at the American Real Estate and Urban Economics Association annual meeting, Washington, DC, January 2003.
- Smith, M., and D. Gatzlaff. "The Effect of Florida's 'Save Our Homes' Amendment on Local Tax Revenues and Property Tax Burdens." Presented at the American Real Estate and Urban Economics Association annual meeting, Washington, DC, January 2003.
- Fisher, J., D. Gatzlaff, D. Geltner, and D. Haurin. "Controlling for Variable Liquidity and Selection Bias in Indices of Private Asset Market Values." Presented at the Real Estate Research Institute annual meetings, Chicago, IL, April, 2002.
- Fisher, J., D. Gatzlaff, D. Geltner, and D. Haurin. "Selection Bias in Transaction-Based Commercial Property Indices." Presented at the American Real Estate and Urban Economics Association annual meetings, Atlanta, GA, January, 2002.
- Gatzlaff, Dean H. "On the Feasibility of Constructing Transaction-Based Commercial Property Indices." Presented at the Homer Hoyt Institute for Advanced Study in Land Policy, West Palm Beach, FL, May 2001.
- Gatzlaff, Dean H., and Caroline L. Kreimer. "Bias, Anchoring, and Appraised Values" Presented at the American Real Estate and Urban Economics Association annual meetings, New Orleans, LA, January, 2001.
- Gatzlaff, Dean H. "The Effect of Single-Family Housing on Multi-Asset Portfolio Allocations: An Update." Presented at the Maastricht / Cambridge Real Estate Finance and Investment Symposium, Maastricht, Netherlands, June, 2000.
- Gatzlaff, Dean H., and David Geltner. "Estimating Transaction-Based Submarket Indices of Commercial Property" Presented at the Real Estate Society annual meetings, Tampa, FL, April, 1999.
- Gatzlaff, Dean H., and David Geltner. "A Transaction-Based Index of Commercial Property and its Comparison to the NCREIF Index" Presented at the American Real Estate and Urban Economics Association annual meetings, New York, NY, January, 1999.
- Gatzlaff, Dean H., and David Geltner. "On the Feasibility of Constructing a Transaction-Based Index of Commercial Property." Presented at the Real Estate Research Institute annual meetings, Chicago, IL, April, 1998.

- Gatzlaff, Dean H., and David C. Ling. "Explaining Local House Price Appreciation." Presented at the American Real Estate and Urban Economics Association annual meetings, Chicago, IL, January, 1998.
- Gatzlaff, Dean H., and Caroline L. Kreimer. "Bias in Residential Appraisal." Presented at the American Real Estate Society annual meetings, Sarasota, FL, April, 1997.
- Gatzlaff, Dean H., "The Effect of Single-Family Housing on Multi-Asset Portfolio Allocations. Presented at the American Real Estate and Urban Economics Association annual meetings, New Orleans, LA, January, 1997.
- Gatzlaff, Dean H., Richard Green, and David C. Ling. "Revisiting Cross-Tenure Differences in Home Maintenance and Conditions. Presented at the American Real Estate and Urban Economics Association annual meetings, San Francisco, CA, January, 1996.
- Gatzlaff, Dean H. "Pension Fund Investment: Further Analysis of Fund Allocations to Real Estate. Presented at the American Real Estate Society annual meetings, Hilton Head, SC, April 1995.
- Gatzlaff, Dean H., and Donald R. Haurin. "Sample Selection and Biases in Repeat-Sales Indices." Presented at the American Real Estate and Urban Economics Association annual meetings, Washington, D.C., January, 1995.
- Archer, Wayne R., Dean H. Gatzlaff and David C. Ling. "House Price Appreciation and Ethnicity." Presented at the American Real Estate and Urban Economics Association mid-year meetings, Washington, D.C., June 1994.
- Gatzlaff, Dean H., G. Stacy Sirmans and Barry A. Diskin. "The Effect of Anchor Tenant Loss on Shopping Center Rents." Presented at the American Real Estate Society annual meetings, Santa Barbara, CA, April 1994.
- Archer, Wayne R., Dean H. Gatzlaff and David C. Ling. "Measuring the Importance of House Price Appreciation." Presented at the American Real Estate and Urban Economics Association annual meetings, Boston, MA, January 1994.
- Diskin, Barry A., and Dean H. Gatzlaff. "An Examination of the Earnings of Real Estate Appraisers." Presented at the American Real Estate and Urban Economic Association annual meetings, Boston, MA, January 1994.
- Gatzlaff, Dean H. and Donald R. Haurin. "Sample Selection and Biases in House Value Indices." Presented at the American Real Estate and Urban Economics Association annual meetings, Los Angeles, CA., January 1993.
- Gatzlaff, Dean H. "The Efficiency of Real Estate Markets: Empirical Evidence and Interpretations." Presented at the American Real Estate Society annual meetings, San Diego, CA., April 1992.
- Gatzlaff, Dean H. and David C. Ling. "Measuring Changes in Metropolitan House Prices: An Empirical Investigation." Presented at the American Real Estate and Urban Economics Association annual meetings, New Orleans, LA., January 1992.

Gatzlaff, Dean H. and Marc T. Smith. "The Impact of Metrorail Transit Station Development on Surrounding Property Values." Presented at the American Real Estate and Urban Economics Association annual meetings, New Orleans, LA., January 1992.

Gatzlaff, Dean H. "Unanticipated Inflation, Volatility and the Efficiency of the Housing Market." Presented at the American Real Estate and Urban Economics Association annual meetings, Washington, D.C., December 1990.

Audirac, I., Dean H. Gatzlaff and Marc T. Smith. "Efficient Development Patterns in a Regulated Market." Presented at the American Real Estate and Urban Economics mid-year meetings, Washington, D.C., May 1990.

Prosperi, David, Marc T. Smith, Dean H. Gatzlaff, and Steven Nutt. "The 'Development Path' of Suburban Activity Centers." Presented at the American Real Estate Society meetings, Washington, D.C., April 1989.

Archer, Wayne R., Marc T. Smith and Dean H. Gatzlaff, "The Interactive Effect of Technical Change and Urban Growth Upon Office Market Uncertainty." (with W. Archer and M. Smith), Presented at the American Real Estate and Urban Economics Association. meetings, New York, N.Y., Dec. 1988.

Gatzlaff, Dean H., and Marc T. Smith. "Local Government Policy and the Efficiency of Development Patterns." Presented at the Western Economic Association meetings, San Diego, CA., June 1990.

TEACHING AND STUDENT GUIDANCE

COURSES TAUGHT

Graduate Courses

Real Estate Investment, REE5305
Real Estate Investment, REE5305 (online)
Real Estate Feasibility Analysis, REE 5313
Special Topics in Real Estate, REE 5935
Urban Planning and Real Estate Development, REE5939
Real Estate Capital Markets, (as visitor at MIT)

Undergraduate Courses:

Real Estate Investment, REE 4313
Real Estate Finance, REE 4204
Real Estate Market Analysis, REE 4143
Real Estate Valuation, REE 4103
Urban Planning and Real Estate Development, REE4905
Real Estate Principles, REE 3403

GRADUATE STUDENT RESEARCH

Graduate Student Research

Doctoral Committee - Tim Jones, Department of Finance (2015), "An Examination of Cost-Minimization Strategies in Seasoned Equity Offerings"

Doctoral Committee - William Doerner, Department of Economics, (2012) "An Empirical Critique of the Property Tax Appeals Process"

Doctoral Committee - S. McKay Price, Department of Finance, (2010) "Information Uncertainty and the Post-Earnings-Announcement-Drift Anomaly: Insight from REITs"

Doctoral Committee - Mary Beal, Department of Economics, (2007); "An Investigation of the Impacts of Wetlands, Wetland Mitigation Banks and Open Spaces on Nearby Property Values"

Doctoral Committee – External Member, Tim Shaughnessy, Department of Economics, 2003

Master's Committee – Courtney S. Harris, Department of Urban and Regional Planning, "Revitalizing Neighborhoods: FHA Foreclosed Property Disposition Study." Master's Thesis, 2001-2002.

Caroline Kreimer, College of Business, "An Examination of Bias in the Appraised Home Values Reported to Lenders (with C. Kreimer). A graduate student study conducted for the Florida Real Estate Commission, Education and Research Foundation, and funded by the Florida Department of Business and Professional Regulation. 1995.

Master's Committee – Steven F. Shaw, Department of Urban and Regional Planning, "The Effect of a Social NIMBY on Single-Family House Prices." Master's Thesis, 1994-1995.

DIRECTED INDEPENDENT STUDY

Undergraduate Student Research

Christopher McCook, 2016; Taylor Wood, 2016; Greg Reganbaum, 2011; Ryan Combs, 2006; Mark Spizer, Spring 2003; Elizabeth Drackett, Summer 2002; Michael Nelson, Spring 2002; Richard Harper, Spring 2002; Scott Pomeroy, Spring 2001; Howard Weston, Fall 2000; Cory Frank, Spring 2000; James Moxley, Summer 1999; Jennifer Kuhns, Summer 1998; Jason Schultz, Spring 1997; Jon Siadman, Fall 1996; Virginia Boggs, Spring 1996; David Kendrick, Fall 1994/Spring 1995; Caroline Kreimer, Summer 1994; Aseal Morghem, Fall 1992; John Ramsey, Fall 1992; Stephanie Walker, Spring 1992; Elaine Swofford, Fall 1991; Robert Behrle, Spring 1991

TEXTBOOK AND COURSE MATERIALS

Developed online course materials for Real Estate Investments, REE5305. 2005 – present.

Contributing author to Chapters 1, 3, 4, and 8 of the Real Estate Principles textbook by D. Ling and W. Archer. 2005(c). Irwin-McGraw Hill

Gatzlaff, Dean H. 2001. "Student Study Guide" To accompany *Real Estate Perspectives, 4e*, by Cogel Ling, and Smith. Florida State University. pp. 1-237.

Gatzlaff, Dean H. 2000. "Instructor's Manual and Test Bank." For *Real Estate Perspectives, 4e*, by Corgel, Ling, and Smith. Irwin-McGraw Hill.

Gatzlaff, Dean H. 2000. "Powerpoint® Presentation Package." For *Real Estate Perspectives, 4e*, by Corgel, Ling and Smith. Irwin-McGraw Hill.

Gatzlaff, Dean H. 1998. "Student Study Guide" to accompany *Real Estate Perspectives, 3e*, by Corgel, Smith, and Ling. Irwin-McGraw Hill. pp. 1-245.

Gatzlaff, Dean H. 1998. "Instructor's Manual and Test Bank." For *Real Estate Perspectives, 3e*, by Corgel, Smith, and Ling. Irwin-McGraw Hill. pp. 1-381.

Gatzlaff, Dean H. 1998. "Powerpoint® Presentation Package." For *Real Estate Perspectives, 3e*, by Corgel, Smith, and Ling. Irwin-McGraw Hill.

Gatzlaff, Dean H. 1998. "Ready Notes." For *Real Estate Perspectives, 3e*, by Corgel, Smith, and Ling. Irwin-McGraw Hill. pp. 1-210.

PROFESSIONAL AND SERVICE ACTIVITIES:

UNIVERSITY, COLLEGE and DEPARTMENT SERVICE

- 2016-2017: Chair, College of Business Building Committee
- 2016-2017: Member, College of Business Research Awards Committee
- 2016-2017: Member, Department Promotion and Tenure Committee
- 2016-2017: Member, Department Faculty Evaluation Committee (FEC)
- 2016-2017: Member, Real Estate Program Curriculum Committee
- 2016-2017: Chair, Real Estate Program Scholarship Committee
- 1991-current: Have served on over 100 University, College and Department level committees

STUDENT ADVISING

Serve as advisor to graduate and undergraduate students interested the real estate major.

1994 - 2001 Faculty Advisor to the Real Estate Society.

THE REAL ESTATE CENTER

2011 – present: Oversight responsibilities for Center for Real Estate services as administrative home for the American Real Estate and Urban Economics Association.

2016 – 2017: Organized, with the Bergstrom Center for Real Estate at the University of Florida and the DeVoe Moore Center at FSU, the Critical Issues in Real Estate symposium as part of special issue for *Journal of Housing Economics*

2011 – 2015: Jointly organized, with the Bergstrom Center for Real Estate at the University of Florida and the DeVoe Moore Center at FSU, the Critical Issues in Real Estate symposium as part of special issue for *Journal for Real Estate Finance and Economics*

2009 – 2011: Organized, with the DeVoe Moore Center at FSU, the Critical Issues in Real Estate symposium as part of special issue for *Journal for Real Estate Finance and Economics*

2005 – present: Organizing director of the annual FSU-Kislak Real Estate Market Strategies Forum. Forums have been held in Orlando, Miami, St. Petersburg, Tallahassee, and Tampa.

2001 – present: Founder and annual organizing director of the Real Estate Center's Executive Board

1995 – present: Founder and annual organizing director of the Annual Real Estate TRENDS Conferences

1995 – present: Founder and annual organizing director of the TRENDS Conference Committee

THE REAL ESTATE NETWORK, Inc.

Currently serve as president of the Florida State Real Estate Network, Inc., a non-profit corporation, formally organized in 2000 to support the education, service, and research mission of the Real Estate Program at Florida State University.

In 1995 founded the FSU Real Estate Network, an organization of approximately 3,500 friends and

alumni of the Real Estate Program at Florida State University.

PROFESSIONAL MEMBERSHIPS

Member, The American Economic Association (AEA)

Member, The American Real Estate and Urban Economics Association (AREUEA)

Member, The American Real Estate Society (ARES)

Member, Capitol Region Leadership Council, Urban Land Institute, (ULI)

PROFESSIONAL SERVICE

2014: Editorial Board, *Journal of Real Estate Finance and Economics*

2012 – 2014: Co-editor, special issue of the *Journal of Real Estate Finance and Economics*, Topic: Housing Market Issues—Initiatives, Policies and the Economy

2012 – 2015: Member, Real Estate Research Institute (RERI), Board of Directors

2009 – 2011: Co-editor, special issue of the *Journal of Real Estate Finance and Economics*, Topic: Economics of Information in Real Estate Markets

2009 – 2011: Member, AREUEA Board of Directors

2008 – 2012: Member, Real Estate Research Institute (RERI), Advisory Board

1992 – 1993: Board of Editors, *Journal of Real Estate Literature*

Have served on numerous committees of the American Real Estate and Urban Economics Association

Have served as ad hoc reviewer for: *Real Estate Economics* (formerly the AREUEA journal), *Journal of Housing Research*, *Journal of Real Estate Finance and Economics*, *Journal of Real Estate Literature*, *Journal of Real Estate Research*, *Journal of Regional Science*, *Journal of Urban Economics*, *Journal of Insurance Issues*

Have served as a research consultant on projects funded, or administered, by:

- the Institute for Quantitative Research in Finance (Q-group), USC, Los Angeles, CA;
- the Lincoln Institute of Land Policy, Cambridge, MA;
- the Shimberg Center for Housing Affordability, University of Florida, Gainesville, FL;
- the Florida Department of Revenue, Tallahassee, FL;
- the Florida DOR's Office of Research, Tallahassee, FL;
- the Education and Research Foundation of the Florida Real Estate Commission; Orlando, FL;
- the Florida High-Speed Rail Commission, Tallahassee, FL;
- the Florida Department of Insurance, Tallahassee, FL;
- the Florida Association of Realtors, Orlando, FL;
- the Office of Economic and Demographic Research, the Florida Legislature;
- the Real Estate Research Center, University of Florida; and
- the Real Estate Research Institute, Baltimore, MD.

HONORS, AWARDS, AND CERTIFICATIONS

2016: Nominee, Florida State University Distinguished Teaching Award

2015: Nominee, Florida State University Distinguished Teaching Award

2014: Nominee, President, American Real Estate and Urban Economics Association

2012: Recipient, ARES CoStar Group Prize awarded to the best research paper presented at the 2012 ARES Annual Meeting that examines CoStar data

2012: Nominee, Florida State University Distinguished Teaching Award

2011: Nominee, Florida State University Distinguished Teaching Award

2009: Nominee, Florida State University, Graduate Student Mentor Award

2005: Nominee, Florida State University Distinguished Teaching Award

1999: Recipient, Florida State University Teaching Incentive Award

1998: Recipient, The Mark C. Bane Professorship in Business Administration—Real Estate

- 1996: Recipient, Florida State University Teaching Award
1994: Recipient, Florida State University Teaching Incentive Award
1994: Recipient, Homer Hoyt Institute Post-doctoral Award
1993: Nominee, Florida State University Teaching Award
1991: Recipient, American Real Estate and Urban Economics Association National Dissertation Competition Prize (2nd Place).
1989: Recipient, The Urban Land Institute's National Land Use and Development Fellowship.
1987: Recipient, The Urban Land Institute's National Land Use and Development Fellowship.
1982: Architectural Professional Registration in the State of Minnesota.

POPULAR MEDIA CITATIONS

Research and grant work has been cited by the *Wall Street Journal*, *BusinessWeek*, *MarketPlace Money*, *Florida Trend*, *The Florida Real Estate Journal*, and by over 50 local newspapers in the Southeastern U.S., including the *Miami Herald*, the *Orlando Sentinel*, the *Tampa Tribune*, the *St. Petersburg Times*, the *South Florida Sun-Sentinel*, and the *Florida Times-Union*.