



VIEWS FROM THE TOP

The Board of Directors for the Real Estate Alumni Group is proud to announce the speakers for Views From The Top, to be held January 12, 2005 at the Cobb Galleria Centre. We are excited to be able to bring three prominent and knowledgeable real estate professionals to share their insights with us on the status of the investment real estate market from a local, national, and international perspective.

The speakers are:

Stephen J. Zoukis, Partner, Jamestown Properties

Robert R. Merck, Senior Vice President, Real Estate Investment Services, MetLife

Randy Evans, Managing Director, Eastdil Realty Company LLC

The event will be moderated by **Jack Smith**, Southeast/Atlanta Real Estate Industry Leader, Deloitte.

We wish to thank our Premiere Sponsors, Deloitte and Troutman Sanders LLP for their continued support of Views.

We are also grateful to the following companies for their support at the Sponsor level: Equity One, Inc., GE Real Estate, IDI, and Whiting-Turner Construction.

Our sincere thanks to our Contributors: CB Richard Ellis, Trimont RE Advisors, Jamestown Properties, Column Financial, Dorey's, Niles Bolton & Associates, and Co-Star Group.

In addition to the panel of speakers, Dr. Rajeev Dhawan, Director of the Georgia State University Economic Forecasting Center, will share his annual economic projections for the upcoming year.

Registration at the Cobb Galleria Centre begins at 7 a.m. Continental breakfast begins at 7:30. The main Program will start at 8 and finish at 10:30 a.m. The Supplemental Program, which is described below, will begin in the same location at 10:45 and finish at 11:45 a.m.

Look for your invitation in the mail soon, or you can register on line at: www.gastatealumni.net/views.html. See you there!

Deloitte.



Please Note: There is a change this year regarding the CE credit that has been available to sales persons/brokers for attending Views. Instead of receiving two hours credit for your attendance of the main Program, we are now able to offer three hours of CE credit for attending the main Program plus the Supplemental Program. There is no partial credit available for attending only the main Program. The Supplemental Program will be a presentation/discussion on the derivation and uses of cap rates in the real estate investment market, and will be conducted by Roy T. Black, Ph.D., J.D., GSU Real Estate Alumni Professor.

The GSU Real Estate Alumni Group strives to serve and support the alumni, students and faculty of Georgia State University in ways that enhance their relationships with the real estate community and enable the Georgia State University Real Estate Department to become one of the nation's premiere real estate programs.



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Happy Holidays!

The 2004 Georgia State Real Estate Alumni Group Holiday Party will be held on Wednesday, December 8th from 6 - 8:00 pm at the Three Dollar Cafe, 3002 Peachtree Road in Buckhead. This is a free event. Appetizers and one drink ticket will be provided. Door prizes will be awarded, including tickets to "Views From The Top." Please RSVP to www.gastatealumni.net/clubs.html#real, or (404) 651-2190.

Spotlight on the Board



Dee Gupta

2001 BBA, Real Estate – Georgia State University

Since graduating from GSU, Dee has spent her time traveling the world before beginning her career as an analyst at Northwestern Mutual in June of 2003. This is her first year on the Board, and she serves in the position of Secretary. She is one of the few undergraduates ever to be nominated to serve on the Board.



Chris Ahrenkiel

2003 MBA, Real Estate – Georgia State University
1998 BS, International Business – University of Georgia

Chris serves on the Board of the Georgia State Real Estate Alumni Group as the Director of Membership. He currently holds a Leasing Manager position at Trizec Properties, Inc., one of the largest commercial property investment companies in the United States. He focuses on leasing two of Trizec's local properties, Interstate North Office Park and Newmarket Business Park. Before joining Trizec, he worked for KnowledgeStorm, Inc, in a sales and team leader capacity, where he consistently succeeded as one of the company's top salesman. Prior to this, Chris worked for Wallace Computer Services, where he started his professional career in sales.

Chris is an active networker, and his hobbies include golf, tennis, and spending time with his wonderful wife Wendy and his one-year-old son Byrne.

Faculty News

As usual, the faculty of the Georgia State Real Estate Department has been busy traveling the country and the world. Here is what some of them have been up to:

Dr. Joseph S. Rabianski

Dr. Rabianski has been commissioned by the State of Texas Legislature to serve on an external review panel for the state funded Texas Real Estate Research Center.

Dr. Rabianski received the Red Pen Award from the Editors of the Journal of Real Estate Practice and Education for his work as a member of the Editorial Board and as a reviewer for submissions to the journal.

Dr. Rabianski received a contract from the Appraisal Institute to develop a 30 contact hour course entitled "Highest and Best Use and Market Analysis for Commercial Properties". This course is mandated by the Appraisal Foundation that regulates real property appraiser education and will be offered throughout the USA and Canada.

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Faculty News *continued*

Dr. Karen M. Gibler

Dr. Gibler presented two papers, "The Impact Changing Asian Attitudes and Preferences Will Have on Seniors Housing Market Analysis" and "Value Adding Attributes of Corporate Real Estate Management," at the European Real Estate Society meeting in Milan where she also chaired a session on Comparative Market Analysis. While in Milan, Dr. Gibler also worked on the International Real Estate Society task force assisting with the development of the African Real Estate Society.

Dr. Gibler has been elected to the Board of Directors of the International Real Estate Society. She will represent the American Real Estate Society on the board for a 3-year term. The International Real Estate Society (IRES) is a federation of regional real estate societies that encourages communication, cooperation, and coordination regarding real estate research and education on a world-wide basis.

Dr. Gibler was elected to the board at the annual meeting of the American Real Estate Society where she and Dr. Roy T. Black presented a paper, "Lease-Backed Securities: Issues and Options".

Dr. Gibler's article, "Preferences for Korean Seniors Housing," has been published in the Journal of Property Investment and Finance. Her co-author on the project was GSU alumnus Euehun Lee.

Dr. Terry V. Grissom

Dr. Grissom has a study entitled "Property Economics, Sustainable Development, and Growth Theory," to be published by the RICS Foundation as part of their Manuscript series.

Dr. Grissom attended the EBS Graduation Services in Weisbaden, Hestia, Germany. Other foreign faculty present were the Deans of the University of Pittsburgh and the European division of the Thunderbird School of International Business.

Dr. Grissom presented a paper at the International Conference of the American Real Estate and Urban Economics Association held in conjunction with the Centre for Property Research at the University of New Brunswick, Fredericton, NB. The paper was entitled, "Risk Decomposition in International Real Estate Analysis." The paper was presented International Investment and Portfolio Management. The discussant was Dr. Dahvelyi from the Bauhaus Institute, University of Heidelberg.

Dr. Grissom also visited the University College of Cape Breton and Dalhousie and St. Mary's Universities in Halifax, Nova Scotia, to research development potential and vernacular architectural styles in conjunction with real estate and finance faculty.

Alumni News

Lisa Williams, BBA, 1994

Lisa has recently earned the CPM designation from the Institute of Real Estate Management. Congratulations, Lisa!

If you have news, or announcements of any kind you would like to share with other alums, please email them to Amanda Brooks at abrooks@equityone.net. We love to hear from you!