

STEVEN H. OTT
John Crosland, Sr., Distinguished Professor
of Real Estate and Development
Director, The Center for Real Estate at UNC-Charlotte
University of North Carolina at Charlotte
<http://www.uncc.edu/shott/>

ACADEMIC EXPERIENCE

Interim Dean, Belk College of Business, UNC Charlotte, 2007-2008

John Crosland, Sr., Distinguished Professor of Real Estate and Development and Professor,
Director Center for Real Estate, UNC-Charlotte, 1999-Present.

Associate Professor, Holder of the Kentucky Real Estate Professorship and Director of the Center
for Real Estate Studies University of Kentucky, 1998-1999.

Assistant Professor and Director of the Center for Real Estate Studies University of Kentucky,
1992-1998.

EDUCATION

University of Wisconsin-Madison, 1988-1992. Ph.D. in Business, Major in Finance, Minor in
Economics.

University of Wisconsin-Madison, 1987. Master of Science in Business, Major in Finance and Real
Estate.

University of Wisconsin-Whitewater. 1974-1978. Bachelors of Business Administration, Major in
Accounting

PROFESSIONAL EXPERIENCE

Kenneth Leventhal and Company, a real estate consulting firm. 1987-1988.

DREIC Real Estate Group, a real estate developer. 1984-1987.

Grant Thornton International, a public accounting firm. 1980-1984.

Licensed as a Certified Public Accountant, State of Wisconsin, 1979-1988.

TEACHING-COURSES TAUGHT

Corporate Finance (Undergraduate)
Financial Markets (Executive MBA)
Real Estate Principles (Undergraduate)
Real Estate Finance (Undergraduate)
Real Estate Finance and Investment (MBA and Executive MBA)
Real Estate Capital Markets (MBA and Executive MBA)
Real Estate Development (MBA)
Advanced Real Estate Financing (Executive MBA, NAIOP Executive Education)
Applied Real Estate Development (MBA)
Investments (Undergraduate, MBA, and Executive MBA)
Seminar in Financial Theory (Ph.D.)
Seminar in Corporate Finance (Ph.D.)

PUBLICATIONS AND RESEARCH

Refereed Papers Published or Accepted for Publication

Value at Risk Analysis, co-authored with Todd Mansfield and Richard Buttimer, *Urban Land*, July 2008, 140-143.

On demand: Cross-country evidence from commercial real estate asset markets, co-authored with Tim Riddiough and Ha-Chin Yi, *International Real Estate Review*, 2008, Vol. 11 (1), 1-37.

Land Development: Risk, Return and Risk Management, co-authored with Richard Buttimer and Steven Clark, *Journal of Real Estate Finance and Economics*, 2008, Vol. 36 (1), 81-102.

Commercial Real Estate Valuation, Development, and Occupancy Under Leasing Uncertainty, co-authored with Richard Buttimer, *Real Estate Economics*, 2007, Vol. 35 (1), 21-56.

Financial Feasibility of Transit Supportive Development: A Case Study. *Journal of Real Estate Practice and Education*, 2005, Vol. 7 (1).

Interactions of Corporate Financing and Investment Decisions: The Effect of Growth Options to Replace or Expand, co-authored with Paul D. Childs and David C. Mauer, *Journal of Financial Economics*, June 2005, Vol.76 (3), 667-690.

Finance, Investment and Investment Performance: Evidence from the REIT Sector, co-authored with Tim Riddiough and Ha-Chin Yi, *Real Estate Economics*, Spring 2005, Vol. 33 (1), 203-235.

Effects of Noise on Optimal Exercise Decisions: The Case of Risky Debt Secured by Renewable Lease Income, co-authored with Paul D. Childs and Tim Riddiough, *Journal of Real Estate Finance and Economics*, May 2004, 28(2-3), 109-121.

Optimal Valuation of Noisy Real Assets, co-authored with Paul D. Childs and Tim Riddiough, *Real Estate Economics*, Fall 2002, Vol. 30, (3), 385-414.

Optimal Valuation of Claims on Noisy Real Assets: Theory & an Application, co-authored with Paul D. Childs and Tim Riddiough, *Real Estate Economics*, Fall 2002, Vol. 30, (3), 415-444.

Real Options and Real Estate: A Review and Valuation Illustration. *Real Estate Valuation Theory*, an American Real Estate Society Monograph, 2002, Volume 8, 411-423.

Valuation and Information Acquisition Policy for Claims Written on Noisy Real Assets, co-authored with Paul D. Childs and Tim Riddiough, *Financial Management*, Summer 2001, Vol. 30 (2), 45-75.

Real Options and Development: A Model of Regional Real Estate Supply and Demand, co-authored with Ha-Chin Yi, *Real Estate Finance*, Spring 2001, Vol. 18 (1), 47-55.

The Role of Uncertainty in Investment: An Examination of Competing Investment Models Using Commercial Real Estate Data, co-authored with Tim Riddiough, and Steven Holland, *Real Estate Economics*, Spring 2000, Vol. 28, (1) 33-64.

Refereed Papers Published or Accepted for Publication (Continued)

Agency Costs, Underinvestment, and Optimal Capital Structure: The Effect of Growth Options to Expand, co-authored with David C. Mauer, in M. J. Brennan and L. Trigeorgis (eds.), *Project Flexibility, Agency, and Competition: New Developments in the Theory and Application of Real Options*, 2000, Oxford University Press, pp. 151-179.

On the Optimal Structure of Financial Incentives for Enterprise Zones and Other Locational Development Programs, co-authored with David C. Mauer, *Journal of Urban Economics*, 1999, 45, 421-450.

Capital Budgeting For Interrelated Projects: A Real Options Approach, co-authored with Paul D. Childs, and Alexander Triantis, *Journal of Financial and Quantitative Analysis*, September 1998, 33 (3) 305-334. This paper was reprinted in the book: *Real Options and Investment Under Uncertainty: Classical Readings and Recent Contributions*, edited by E. Schwartz and L. Trigeorgis, MIT Press.

Bias in the Empirical Approach to Calculating Risky Bond and Mortgage Yields, co-authored with Paul D. Childs and Tim Riddiough, *Journal of Real Estate Finance and Economics*, May 1997, 14(3), 263-282.

The Pricing of Multi-Class Commercial Mortgage-Backed Securities, co-authored with Paul D. Childs and Tim Riddiough, *Journal of Financial and Quantitative Analysis* 31(4) December 1996, 581-603.

Uncertain Outlays in Time-to-Build Problems, co-authored with Howard E. Thompson. *Managerial and Decision Economics* 1996, 17 (1), 1-16.

The Value of Recourse and Cross Default Clauses in Commercial Mortgage Contracting, co-authored with Paul D. Childs and Tim Riddiough. *Journal of Banking and Finance*. 1996, 20 (3), 511-536.

Investment Under Uncertainty-The Case of Replacement Investment Decisions, co-authored with David C. Mauer. *Journal of Financial and Quantitative Analysis*, December 1995, 30 (4), 581-605.

The Wealth Effects of Real Estate Transactions: The Case of REITs, co-authored with Willard McIntosh, and Youguo Liang. *Journal of Real Estate Finance and Economics* May 1995, 10 (3), 299-307.

Real Estate Investment Trusts: A Review of the Financial Economics Literature, co-authored with Jack Corgel and Willard McIntosh. *Journal of Real Estate Literature*, 1995, 3 (1), 14-43.

Center for Real Estate Research Reports

- 2007- Paying for Public Infrastructure: The Equity of Alternative Tax Regimes."
- 2007- Charlotte Inner-City Corridor: Economic Development Study
- 2006- Applying Tax Increment Financing in the Charlotte-Mecklenburg Region. A report prepared by the Center for Real Estate at UNC Charlotte and the UNC Charlotte Urban Institute.
- 2006- Alternative Development Strategies for Public Schools: The Financial Implications of Installment Purchase Contracts and Construct-Leaseback Transactions, funded by the Piedmont Public Policy Institute.
- 2006- Residential Land Development: Risk, Return and Risk Management, funded by the National Housing Endowment.
- 2006- The Economic Effects of Infrastructure Regulation, funded by the National Center for Real Estate Research
- 2005- The Effect of Growth Management Strategies: Adequate Public Facilities Ordinances and Impact Fees, A Review of Existing Research, funded by the Crosland Foundation.
- 2005- Adequate Public Facilities Ordinances in North Carolina: A Legal Review, funded by the Crosland Foundation.

Academic Working Papers/Work in Progress

A Generalized Real Options Model of Residential and Commercial Land Development

Defined Benefit vs. Defined Contribution: Optimal Employee and Employer Retirement Plan Choice, submitted for review to Journal of Labor Economics.

The Economic Effects of Infrastructure Regulation

Conference Presentations and Session Chairs

- American Finance Association, 1996
- American Real Estate and Urban Economics, 1994, 1995, 1996, 1997, 1998, 2004 (session chair), 2005, 2006
- Cambridge-Maastricht Real Estate Symposium, 2002
- Cambridge-UNC Charlotte Real Estate Symposium, 2006
- Eastern Finance Association, 1993
- European Finance Association, 1995, 1996, 2001
- French Finance Association, 2003
- Financial Management Association, 1994, 1995, 1996, 2001, 2002
- International Conference on Real Options, 1997, 1999, 2000, 2005
- International Real Estate Society, 2001 (session chair)
- Southern Finance Association, 1999 (session chair)
- University of South Carolina Berlinberg Scholar Series, 2001
- Western Finance Association, 1997

Selected Research Grants, Awards and Fundraising

Charlotte Mecklenburg Development Corporation, 2006

School Construction and Finance Research Grant: awarded by the Piedmont Public Policy Institute for the study of alternative finance strategies for public school facilities, 2006.

Tax Increment Financing Research Grant: awarded by the Crosland Foundation for the study of tax increment financing, 2006.

APFO Research Grant: Research grant awarded by the National Center for Real Estate Research, National Association of Industrial and Office Properties, and the Foundation for the Carolinas for the study of Adequate Public Facilities Ordinances. 2005.

Participated in the Fundraising and Establishment of The Center for Real Estate at UNC Charlotte. Over \$2,000,000 initial endowment, plus in the process of another \$5-6million campaign.

Research grant awarded for 2005 (\$55,000) by the National Center for Real Estate Research, the National Association of Industrial and Office Properties, and the Foundation for the Carolinas, for Adequate Public Facilities Ordinances and Impact Fees: Examining the Impact on Housing Affordability.

Research grant awarded for 2005 (\$50,000) by the National Housing Endowment: Financial Analysis of Development: Risk and Return in the Presence of Leasing or Sales Uncertainty

Awarded Distinguished Fellow, 2004-2007, National Association of Office and Industrial Properties

Edwin Mills Best Paper Award for 2002, presented by the American Real Estate and Urban Economics Association.

Research grant awarded for 2001 (\$39,500) by the TIAA-CREF Institute, for “The Impact of Retirement Plan Choice on Employer Labor Costs” and Research grant awarded for 2001 (\$59,500) by the TIAA-CREF Institute, for “Defined Benefit vs. Defined Contribution? Determining the Optimal Benefit Plan Choice Using a Real Options Framework.

Research grant awarded for 2000 (\$10,000) by the Center for Applied Real Estate Education and Research, University of South Carolina, for “Using the Real Options Approach to Explain and Predict Development: An Econometric Model of Real Estate Supply and Demand in South Carolina.”

Research grant awarded for 2000 (\$12,000) by the Real Estate Research Institute for “The Cost of Capital for Real Estate Investment Trusts”.

Postdoctoral Award 1998, Homer Hoyt Advanced Studies Institute, Weimer School of Advanced Studies in Real Estate and Land Economics.

Ashland Oil Summer Research Grant for 1996 (\$6500) for “On the Optimal Structure of Financial Incentives for Enterprise Zones and Other Locational Development Programs.”

Selected Research Grants, Awards and Fundraising (Cont)

Research grant awarded for 1996 (\$12,000) by the Real Estate Research Institute for “Leasing Risk, Financing Risk, and Capital Structure Decisions.”

Research grant awarded for 1995 (\$10,000) by the Real Estate Research Institute for “Property Diversification, Risk and Return in CMBS Investment.”

Research grant awarded for 1994 (\$10,000) by the Real Estate Research Institute for “Determinants of Real Estate Development Activity, An Empirical Investigation of the Real Option Model.”

Kentucky Real Estate Commission Education Grants for the 6 fiscal years beginning 6-30-94 and made annually through the year ending 6-30 99 totaling \$254,372.

Selected Applied Research/Consulting/Executive Education

Future Office – Design, Practice and Applied Research, edited by Chris Grech and David Walters, Chapter 13, “The Added Value of Sustainable Design,” contributing author with Chris Hays and Brad Smith, 2008, Routledge Taylor & Francis Group, pp. 119-128.

Value at Risk Modeling, Crosland

Cogdell Spencer Advisors, REIT IPO valuation

The Market and Financial Feasibility of Mixed-Use Development in the Charlotte Region

Taught “Real Estate Finance and Capital Markets” for the Executive MBA Program, UNC-Chapel Hill, Summers 2002-2006.

Loan Guarantee Valuation Model for a Land Development Company, Crosland

Valuation Model for REIT Callable Convertible Preferred Stock for AEW Capital Management.

Cost of Capital Analysis for two divisions of Duke Energy Corporation.

Preparation of “A Framework for the Analysis and Evaluation of Venture Capital and Business Acquisition Investments” for East Kentucky Power Cooperative, Inc.

Preparation of a Capital Budgeting Manual for Morgan Stanley Group, Inc.

Preparation of a Report on Investment in Senior Housing for Prudential Real Estate Investors.

A Review of Helium-3 Resources and Acquisition for Use as Fusion Fuel, co-authored with other members of the Fusion Technology Institute. Published in July 1992 issue of *Fusion Technology*.

Economic and Capital Budgeting Analysis of the Use of Lunar Helium-3 as a Fuel in the U.S. Policy, co-authored with Howard E. Thompson, working paper, University of Wisconsin at Madison.

Member of the faculty at the Colorado Graduate School of Banking—1996-2000. Taught “Managing the Investment Portfolio.”

Member of the faculty at the Graduate School of Banking at Louisiana State University—1998-2006: Taught “Financial Markets and Advanced Real Estate Financing

Economic impact study for JDN Development Company, an Atlanta based REIT that analyzed the economic effects of a new retail shopping center in Lexington, Kentucky.

Mortgage pricing and interest rate spread numerical analysis performed for The Analysis Group, a Boston based real estate consulting firm.

Taught Real Estate Financial Analysis for the public planning communities of the Charlotte region, 2002-2005. Participants included planners, planning staff and town managers.

Review/Referee Services for Academic Journals

Financial Management
Global Finance Journal
Journal of Applied Business Research
Journal of Banking and Finance
Journal of Economic Dynamics and Control
Journal of Financial Research
Journal of Real Estate Finance and Economics
Journal of Real Estate Portfolio Management
Journal of Real Estate Research
Journal of Urban Economics
Managerial and Decision Economics
Management Science
Real Estate Economics
Real Estate Finance
Review of Financial Studies
Quarterly Review of Economics and Finance

Editorial and Advisory Boards

Real Estate Economics Editorial Board
Journal of Real Estate Portfolio Management Editorial Board
Real Estate Research Institute Advisory Board

SERVICE

University Service

Board Member, Ben Craig Center, 2007 - present
Member, Center and Institutes Committee, 2006-2007
Chair, Ph.D. in Business Administration Planning Committee, 2002-2005
Chair, Belk College Review, Promotion and Tenure Committee 2004-2006
Chair, Associate Dean Search Committee, 2004-2005
Member, Belk College Review, Promotion and Tenure, 2000-2006
Member, Belk College MBA Committee, 2001-2002, 2002-2003
Chair, Department of Finance and Business Law Recruiting Committee, 2002
Chair, Graduate Affairs and Research Committee, 2000-2001, 2001-2002
Member, Department Chair of Economics Search Committee, 2001
Faculty Advisor, MBA Student Orientation Team, 2001

Selected Community Service:

Board Member, Charlotte Chapter of Junior Achievement
Charlotte Mecklenburg Development Corporation: Study of Investment in Charlotte Corridors
Speaker at an Information Session Sponsored by the Federal Reserve Bank of Richmond's
Community Affairs Office, "Understanding Real Estate Investment Trust (REIT):
Leveraging Private Dollars for Community Revitalization."
Member of the AIA of North Carolina Annual Conference Planning Committee: Future Office,
2004. Session Chair at the Conference: The Economics of Sustainable Design.
Member of National Association of Office and Industrial Properties-Charlotte, Board of
Directors, 2004-2006

Honors:

2007: Academic Fellow, Urban Land Institute
2004-2006: Distinguished Fellow, National Association of Office and Industrial Properties.

Continuing Education (non-compensated)

2004-2006: Urban Land Institute, Taught a course on development
2005-2006: National Association of Industrial and Office Properties, continuing education

Member of Committees:

2004-2005 through 2005-2006: National Association of Office and Industrial Properties -
Charlotte, Executive Board Member
2002-2004: Urban Land Institute Regionalism Committee, Charlotte Regional District
2000-2001 through 2002-2003: Urban Land Institute Executive Committee, Charlotte
Regional District

Member of the operating committee for Resources, Education and Assistance for Community
Housing (REACH), a Lexington based nonprofit organization established to provide housing
assistance to low-income families and individuals, 1997-1999.

Member of the board of Directors for First African Senior Apartments, a Lexington based
nonprofit organization established to rehabilitate an historic Lexington school to be used for
low-income senior housing, 1998-1999.