

Curriculum Vitae
MARK G. DOTZOUR
Updated March, 2009

PERSONAL INFORMATION

Business Address

Real Estate Center
Texas A&M University
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EDUCATION

Ph.D. from the University of Texas at Austin (1987)
Primary field: Real Estate Secondary field: Finance

B.B.A. cum laude, Wichita State University (1976)

CURRENT POSITION

I began my current position as Chief Economist and Director of Research for the Real Estate Center in August, 1997. The Center was founded in 1971 and is funded by the real estate industry to conduct research that is beneficial to consumers and industry professionals. The Center publishes research in its journal Tierra Grande that is sent over 140,000 real estate and government professionals in Texas. Our website contains over 22,000 pages of real estate data that is accessed by more than 160,000 individual visitors per month. My role is to set the strategic agenda for the Center's research, oversee all research activities, conduct my own research, and make public presentations of Center findings. Since joining the Real Estate Center, I have authored 70 articles on a wide variety of real estate topics. By the end of 2008, I had delivered over 800 presentations to more than 100,000 people on real estate and economic development topics. In 2000, I became the first non-Realtor to be appointed to serve on the Board of Directors for the Texas Association of Realtors.

PRIOR WORK EXPERIENCE

- 1991-97 Associate Professor of Real Estate at Wichita State
1997 University
- 1993 USIA Visiting Professor of Urban Land Economics
at Comenius University in Bratislava, Slovakia
- 1993 Visiting research scholar at Lincoln University
in Christchurch, New Zealand
- 1987-91 Assistant Professor of Real Estate at
The Wichita State University
- 1983-87 Assistant Instructor of Real Estate and doctoral
student at The University of Texas at Austin
- 1977-83 President, Gleneagles Development, Inc. in Wichita,
Kansas. Complete responsibilities for development and
marketing of single-family homesites.
- 1975-81 President, Dotzour Realtors in Wichita, Kansas.
Managed a residential brokerage company with extensive
involvement with corporate employee relocation sales.
Earned CRB designation in 1981.

RELATED WORK EXPERIENCE

- 99-2001: Conducted fiscal impact studies in Colorado Spings,
Lawrence, KS, and Tucson. Reviewed fiscal impact study in
Olathe, Kansas and El Paso, TX. Testified before the Kansas
House and Senate Tax Committees about the costs and benefits of
residential development.
- 1998: Designed two courses for Property Tax Assessors of Texas.
- 1997: Designed a course for the Institute of Property
Management.
- 1997: Principal researcher for two fiscal impact studies on new
residential development in San Antonio and Tyler, Texas.

1994: Principal researcher for a fiscal impact study on new residential development in Wichita, Kansas.

1993: Expert witness in groundwater contamination case.

1991: Test question writer for the Kansas Real Estate Commission for real estate licensee exams.

1990: Expert witness in a Board of Tax Appeals hearing and an eminent domain case.

1989: Appointed by the Wichita Metropolitan Area Planning Commission to serve on a Technical Resource Group as a part of the Wichita-Sedgwick County Comprehensive Plan Update. (2-year term)

1988 Member of Wichita Chamber of Commerce taskforce analyzing the impact of reappraisal and classification on property values in Wichita.

1980-81 Board of Directors of Multilist Service, Wichita, Kansas.

1976-81 President of Gleneagles Development, Inc. (a residential land development corporation).

AWARDS

Young Faculty Scholar Award at Wichita State University, 1993.

Named first W. Frank Barton Faculty Fellow in August, 1991.

Faculty Award for Exceptional Research Published in a Refereed Journal from the W. Frank Barton School of Business. May, 1991.

The Wiley and Sons award for the best paper published in the Journal of Real Estate Research in 1990.

Faculty Award for Exceptional Teaching from the W. Frank Barton School of Business. May, 1990.

Faculty Award for Exceptional Research Published in a Refereed Journal from the W. Frank Barton College of Business. May, 1989.

Outstanding Academic Paper Presentation at the national meetings

of the Real Estate Educators Association in San Diego. May, 1989.

TEACHING INTERESTS

Principles of Real Estate	Land Economics
Real Estate Appraisal	Urban Land
Development	
Real Estate Feasibility Analysis	Real Estate
Investment	
Financial Management	Corporate Finance

PROFESSIONAL DESIGNATIONS

Certified Residential Brokerage Manager (CRB) from the National Association of Realtors in 1982.

Completed five of the courses required for the MAI appraisal designation from the American Institute of Real Estate Appraisers.

REFEREED PUBLICATIONS

Mark Dotzour. "The Impact of Professional Designation on Appraisal Variance in Relocation Appraisal", The Appraisal Journal, October, 1988.

Mark Dotzour. "Quantifying Estimation Bias in Residential Appraisal", Journal of Real Estate Research, Fall, 1988.

Mark Dotzour and Don Levi. "Opportunities for Appraisers in Education", The Appraisal Journal, July, 1989.

Mark Dotzour and Donald Levi. "Partitioning The After-Tax IRR for Better Analysis", Real Estate Appraiser and Analyst, Spring, 1989.

Mark Dotzour. "Effective Management Strategies For Successful Appraisal Firms." The Real Estate Appraiser and Analyst, Summer, 1989.

Mark Dotzour and Donald Levi. "Reducing the Cost of Corporate Employee Relocation." The Journal of Real Estate Research, Fall, 1989.

Mark Dotzour. "Should Comparable Sales Be Seasonally Adjusted?" The Real Estate Appraiser and Analyst, Summer, 1990.

Mark Dotzour. "An Empirical Analysis of the Reliability and Precision of the Cost Approach in Residential Appraisal." Journal of Real Estate Research, Spring, 1990.

Mark Dotzour, Terry Grissom and Thomas Pearson. "Highest & Best Use: An Evolving Paradigm". Journal of Real Estate Research, Spring, 1990.

Mark Dotzour, Donald Levi, John McBride and Curtis Terflinger. "The Appraisal Firm, Appraisers and Independent Contractor Status". Real Estate Appraiser, August, 1991.

Mark Dotzour, Cynthia Lengnick-Hall, and Mark Lengnick-Hall. "Strategies for Retaining Your Best Appraisers", The Appraisal Journal, April, 1992.

Mark Dotzour and Donald Levi. "The Impact of Corporate Employee Relocation on Residential Transaction Prices", Journal of Real Estate Research, Spring, 1992.

Mark Dotzour, Donald Levi, and John McBride. "Employment Issues in Property Management: Independent Contractors or Employees?", Journal of Property Management, May/June, 1992.

Mark Dotzour and Donald Levi. "A Tutorial on Partitioning Real Estate Investment Cash Flows Using the Internal Rate of Return". Research in Real Estate Monograph Series, Volume 5. Accepted for publication in March, 1992.

Mark Dotzour and Richard L.B. LeCompte. "Lender Perceptions of Appraisal Quality: After FIRREA". The Appraisal Journal, April, 1993.

Mark Dotzour and Donald Levi. "The Impact of Corporate Employee Relocation on Residential Transaction Prices", originally published in the Journal of Real Estate Research, reprinted in The Appraisal Journal, April, 1993.

Mark Dotzour and Mark Freitag. "The Cost Approach in Residential Appraising: Make It Optional". The Appraisal Journal, April, 1995.

Mark Dotzour and Cynthia Lengnick-Hall. "Implementing Quality Management in Residential Appraisal". The Appraisal Journal,

April, 1996.

Mark Dotzour. "The Impact of Groundwater Contamination on Residential Property Values", Appraisal Journal, July, 1997.

Mark Dotzour, Everard Moorhead, and Daniel Winkler. "The Impact of the Auctions on Residential Sales Prices in New Zealand", Journal of Real Estate Research, Volume 16, Number 1, 1998.

OTHER PUBLICATIONS

Mark Dotzour. "The Impact of the New City Policy on Prepaying Special Assessments on Property Values", Business and Economic Report, June, 1988.

Donald Levi and Mark Dotzour. "Instructor Approval Regulations for State Licensing Agencies", Real Estate Educators Association Journal, Spring, 1989.

Mark Dotzour and David Leyh. "Factors That Lead to Errors in Property Tax Assessment", Business and Economic Report, March, 1989.

Mark Dotzour. "Management Strategies for Minimizing the Cost of Employee Relocation." Proceedings of the annual meeting of the Real Estate Educators Association, San Diego, May, 1989.

Donald Levi and Mark Dotzour. "Partitioning the After-Tax Internal Rate of Return." Proceedings of the annual meeting of the Real Estate Educators Association, San Diego, May, 1989.
The paper was chosen for the Outstanding Academic Paper Presented at the National Convention for 1989.

Mark Dotzour and Donald Levi. Kansas Home Buyers Guide. The Kansas Real Estate Commission. Topeka, Kansas. 1989.

Mark Dotzour and Rodney Born. "Forecasting Demand for Office Space in Wichita". Business and Economic Report, September, 1989.

Mark Dotzour and Donald Levi. "Reducing the Cost of Corporate Employee Relocation". The Appraisal Review, Summer, 1990.
Reprint of an article previously published in the Journal of Real Estate Research.

Donald Levi and Mark Dotzour. "Partitioning Real Estate Investment Cash Flows for Risk Evaluation Purposes". Business and Economic Report, June, 1991.

Mark Dotzour and Richard L.B. LeCompte. "Appraisal Quality: After FIRREA", Real Estate Update (Kansas Bankers Association), December, 1992.

Mark Dotzour, Kent Prier, and Heather McCallum. "It's an Auction: Kiwi Style", Today's Realtor, February, 1996.

Mark Dotzour. "The Fiscal Impact of New Residential Subdivisions on the City of San Antonio, Texas". Technical Report #1209, Real Estate Center, October, 1997.

Mark Dotzour. "The Fiscal Impact of New Residential Subdivisions on the City of Tyler, Texas". Technical Report #1204, Real Estate Center, October, 1997.

Mark Dotzour. "New Subdivisions Pay Their Own Way", Tierra Grande, January, 1998.

Mark Dotzour. "Selling Savvy Homebuyers", Tierra Grande, April, 1998.

Mark Dotzour. "The Outlook for Interest Rates", Texas Realtor, June, 1998.

Mark Dotzour. "Fiscal Impact Studies: Does Growth Pay for Itself?" Land Development, Spring-Summer, 1998.

Mark Dotzour and Candace Rhoades. "Bayou City Energized", Tierra Grande, July, 1998.

Mark Dotzour and Chris Price. "Riding the West Texas Techno Wave", Tierra Grande, July, 1998.

Mark Dotzour and Joshua Hulen. "Amarillo: High Plains Hub", Tierra Grande, July, 1998.

Mark Dotzour and Mimi Mize. "Retail Styles: They are A-Changin'", Tierra Grande, July, 1998.

Mark Dotzour. "Does Confidence Lead to Prosperity?", Texas Realtor, August, 1998.

Mark Dotzour. "Victoria's No Secret", Tierra Grande, October,

1998.

Mark Dotzour and Jennifer Hoffman. "Lubbock's Economy – 80% Cotton", Tierra Grande, October, 1998.

Mark Dotzour and Mimi Mize. "Retail Sign Language", Tierra Grande, January, 1999.

Mark Dotzour and Jennifer Hoffman. "Stable San Angelo", Tierra Grande, January, 1999.

Mark Dotzour. "Economic Outlook", Texas Realtor, January, 1999.

Mark Dotzour and Jennifer Evans. "Heart of the Borderplex", Tierra Grande, April, 1999.

Mark Dotzour, Michael Inselmann, and Ray Perryman. "Mid-Year Economic Update", Texas Building Trends, July-August, 1999.

Harold Hunt and Mark Dotzour. "NAFTA: New Routes, New Stops", Tierra Grande, Volume 6, Number 4, October, 1999.

Jennifer Evans, Mark Dotzour, and Lori Janicek. "Market Profiles", Tierra Grande, Volume 6, Number 4, October, 1999.

Mark Dotzour. "Outlook for Texas Real Estate in 2000", Texas REALTOR, January, 2000.

Mark Dotzour. "Interview With the Big Three", Tierra Grande, Volume 7, Number 1, January, 2000.

Mark Dotzour and Trisha Spillman. "International Bridge: Laredo Links US and Mexican Commerce", Tierra Grande, Volume 7, Number 2, April, 2000.

Mark Dotzour and Gary Maler. "Technology Use by Realtors", Texas REALTOR, July, 2000.

Mark Dotzour. "Where Wall Street Meets Real Estate", Tierra Grande, Volume 7, Number 3, July, 2000.

M. A. Anari and Mark Dotzour. "Forecasting Future Home Sales", Tierra Grande, Volume 7, Number 3, July, 2000.

Jennifer S. Cowley and Mark G. Dotzour. "Guide to Texas Economic Development Programs, Technical Report #1423, Real Estate Center, September, 2000.

M.A. Anari and Mark G. Dotzour. "Workforce Education and the Future of the Texas Economy", Technical Report #1422, Real Estate Center, September, 2000.

Mark G. Dotzour and Jennifer S. Cowley. "El Paso Reinvents Itself for New Economy", Tierra Grande, Volume 7, Number 4, October, 2000.

M.A. Anari and Mark G. Dotzour. "State of the Economy", Tierra Grande, Volume 7, Number 4, October, 2000.

Mark Dotzour and Jeffrey M. Uryniak. "From Brownfields to Greenbacks", Tierra Grande, Volume 8, Number 2, April, 2001.

Mark Dotzour. "Managers Perspectives", Tierra Grande, Volume 8, Number 2, April, 2001.

M.A. Anari and Mark G. Dotzour, "Texas Cools, but Still Cooking", Tierra Grande Volume 8, Number 3, July, 2001.

Mark G. Dotzour and Kelly B. Sheffield. "Every Day is Veterans Day", Tierra Grande Volume 8, Number 3, July, 2001.

Mark Dotzour. "What Really Drives Residential Sales Volume?" , Texas REALTOR, August, 2001.

M.A. Anari and Mark G. Dotzour, "Refinancing and the U.S. Economy", Tierra Grande, Volume 9, Number 1, January, 2002.

Mark Dotzour. "What Happens in 2002", Texas REALTOR, January, 2002.

Mark Dotzour and Sunshine Manning. "Environmental Banking", Tierra Grande, Volume 9, Number 2, April, 2002.

Mark Dotzour. "Let's Talk About the 'R' Word", Tierra Grande, Volume 9, Number 2, April, 2002.

Mark Dotzour and Elissa Bravenec. "Insurance at a Premium", Tierra Grande, Volume 9, Number 2, April, 2002.

Mark Dotzour. "Fed Rate vs. Mortgage Rates: The Untold Story", Tierra Grande, Volume 9, Number 2, April, 2002.

M.A. Anari and Mark G. Dotzour, "Peso Power", Tierra Grande, Volume 9, Number 4, October, 2002.

M.A. Anari and Mark G. Dotzour, "Mortgage Rate and Inflation: An Intimate Relationship", Tierra Grande, Volume 9, Number 4, October, 2002.

Mark G. Dotzour, "Exit Wall Street, Right on Real Estate", Tierra Grande, Volume 10, Number 1, January, 2003.

Mark Dotzour. "2003...What'll it Be", Texas REALTOR, January, 2003

Mark G. Dotzour. "World of Change: U.S. Economy Evolves to Survive", Tierra Grande, Volume 11, Number 3, July, 2004.

Mark G. Dotzour and Chris Adame. "Bay City Rolling: Corpus Christi Thrives on Change", Tierra Grande, Volume 11, Number 4, October, 2004.

Mark G. Dotzour. "Centers of Attention: Retail Tenants and Trends", Tierra Grande, Volume 11, Number 4, October, 2004.

Mark G. Dotzour. "Outsource", Tierra Grande, Volume 12, Number 1, January, 2005.

Mark Dotzour. "First Look: Get Ready for More of the Same", Development, Fall, 2005.

Mark Dotzour and Jim Gaines. "2006 Real Estate Outlook", Texas Realtor, January, 2006.

Mark Dotzour. "Economic Issues Impacting the Landscape", Terra Firma, Volume 59, Number 2, Second Quarter, 2006.

Mark G. Dotzour. "Yield Curves: The Shape of Things to Come", Tierra Grande, Volume 13, Number 3, July, 2006.

Mark G. Dotzour. "Back to the Futures", Tierra Grande, Volume 13, Number 4, October, 2006.

Mark Dotzour. "In the Future, Don't Bet on Low Marginal Tax Rates", Development, Volume 37, Number 3, Fall, 2006.

Mark Dotzour. "Another Tale of Two Cities?" Texas Banker, January, 2007.

Mark Dotzour and Jim Gaines. "2007 Economic Outlook: The Lone Star is Shining Bright", Texas Realtor, January/February, 2007.

Mark Dotzour. "High Tide for Housing", Tierra Grande, Volume 14, Number 3, July, 2007.

Mark G. Dotzour. "Shopping Around: Notes from the ICSC's 2007 Convention", Tierra Grande, Volume 14, Number 4, October, 2007.

Mark G. Dotzour. "Have Cash, Will Travel: Chasing Global Returns", Tierra Grande, Volume 14, Number 4, October, 2007.

Mark G. Dotzour and Beth Thomas. "Milk: It Does the Panhandle Good", Tierra Grande, Volume 14, Number 4, October, 2007.

Mark G. Dotzour and Jim Gaines. "What's in Store for 2008?", Texas Realtor, Jan/Feb, 2008.

Mark G. Dotzour and Beth Thomas. "What's in Your Building?", Tierra Grande, Volume 15, Number 2, April, 2008.

Mark G. Dotzour. "The Fed Giveth, Taketh Away", Tierra Grande, Volume 15, Number 3, July, 2008.

Mark G. Dotzour. "After the Fallout", Tierra Grande, Volume 15, Number 3, July, 2008.

Mark G. Dotzour. "The Age of Turbulence: Adventures in the New World", Tierra Grande, Volume 15, Number 4, October, 2008.

Mark G. Dotzour. "Lost in Space: Fewer Workers and Higher Commercial Vacancies", Volume 16, Number 1, January, 2009.

Mark Dotzour and James P. Gaines. "Where Do We Go From Here? 2009 Texas Economic and Housing Outlook", Texas Realtor, Jan/Feb, 2009.

PRESENTATIONS AT NATIONAL PROFESSIONAL MEETINGS

Mark Dotzour. "The Fiscal Impact of New Development" Presented at the national convention of the National Association of Home Builders in Dallas, Texas in January, 1999.

Mark Dotzour. "Measuring The Fiscal Impact of New Residential Subdivisions". Presented at the 1998 meetings of the American Real Estate Society.

Mark Dotzour. "The Fiscal Impact of New Residential

Subdivisions on the City of Wichita". Presented at the 1996 meetings of the American Real Estate Society.

"The Impact of the Auction Process on Residential Transaction Prices". Presented at the 1995 meetings of the International Real Estate Society in Melbourne, Australia.

Mark Dotzour and Everard Moorhead. "The Impact of the Auction Process on Residential Transaction Prices". Presented at the 1994 meetings of the American Real Estate Society.

Mark Dotzour and Stephen Roulac. "Evolving Research Priorities as Evidenced by the Contents of Land Economics of the Last Eight Decades". Presented at the 1993 annual meetings of the ARES.

Mark Dotzour. "The Impact of Groundwater Contamination on Residential Property Values". Presented at the annual meetings of the American Real Estate Society in San Diego in April, 1992.

Mark Dotzour, Donald Levi, John McBride and Curtis Terflinger. "The Appraisal Firm, Appraisers and Independent Contractor Status". Presented at the annual meetings of the American Real Estate Society in Sarasota, Florida in April, 1991.

Mark Dotzour. "The Impact of Special Assessments on Residential Property Values". Presented at the annual meetings of the American Real Estate Society in Sarasota, Florida in April, 1991.

Mark Dotzour and Donald Levi. "The Impact of Corporate Employee Relocation on Residential Property Values." Presented at the annual meetings of the American Real Estate Society, Lake Tahoe, March, 1990.

Mark Dotzour. "Management Strategies for Minimizing the Cost of Employee Relocation." Presented at the annual meeting of the Real Estate Educators Association, San Diego, May, 1989.

Donald Levi and Mark Dotzour. "Partitioning the After-Tax Internal Rate of Return." Presented at the annual meeting of the Real Estate Educators Association, San Diego, May, 1989.
The paper was chosen for the Outstanding Academic Paper Presented at the National Convention for 1989.

Mark Dotzour. "Market Approach vs. Cost Approach: An Empirical Comparison of Reliability and Precision." Presented at the annual meeting of the American Real Estate Society, Washington,

D.C., April, 1989.

Mark Dotzour. "The Impact of Professional Designation on Appraisal Precision." Invited paper presented at the annual meeting of the Real Estate Educators Association in Houston in May, 1988.

Mark Dotzour. "Minimizing the Cost of Corporate Employee Relocation." Presented at the annual meeting of the American Real Estate Society, San Francisco, April, 1988.

Mark Dotzour. "Quantifying Estimation Bias in Residential Appraisal." Presented at the annual meeting of the American Real Estate Society, Orlando, April, 1987.

Mark Dotzour and Terry Grissom. "Analytical Methods of Identifying Highest and Best Use." Presented at the annual meeting of the American Real Estate Society, April, 1987.

SERVICE TO PROFESSIONAL ORGANIZATIONS

The Appraisal Institute. Member of the editorial review board for the Appraisal Journal for 2008 and 2009.

American Real Estate Society. Editorial Review Board for the Journal of Real Estate Research (1993-95), and member of the Strategic Planning Committee (1993-94). Named Assistant Vice President of ARES in 1998 for a five-year term.

The Appraisal Institute. Member of the editorial review board for the Real Estate Appraiser and Analyst in 1989. Member of the Publications Committee and the Body of Knowledge Committee for 1990-93 (national level). Member of Text Book and Dictionary Review Committee for 1994-95.

Wichita Association of Realtors. Board of Directors of the State of Kansas Chapter of the CCIM from 1993-present. Served on WAR taskforce to respond to new zoning ordinances in Wichita in 1995.

Supervised a study of the general property tax levels on downtown business properties for the Wichita Chamber of Commerce in 1994. Currently serve on an advisory board for the Sedgwick County Appraiser.

UNIVERSITY SERVICE

Typical business school committees each year 1987-1996.

Barton School Program Review Committee (1992-3).

Search Committee for the Director of the Center for Entrepreneurship of Wichita State University (1992-3).

Appointed by the President to the Faculty Advisory Committee on Advancement in August, 1990.

Search Committee for the Dean of the W. Frank Barton School of Business in 1989 and 1990.

Faculty Senate Executive Committee for a one-year term in 1989.

Faculty Senate for a two-year term beginning May, 1988.

Editorial Review Board for the Business and Economic Report from August, 1987 to August, 1989.