

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

VI. ACADEMIC ASSOCIATIONS

- A. American Real Estate and Urban Economics Association (AREUEA)
 - 5. American Real Estate and Urban Economic Association Placement Service Letter. Graaskamp was Chairman of the Placement Committee

AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

PLACEMENT SERVICE
Bulletin

Since the November Newsletter was distributed to the membership, a number of institutions and teaching candidates have contacted us as to their openings and availability. Since the next mailing to the entire membership will not occur till February, we thought it might be expedient to circulate these late arrivals among the institutions or the candidates who have indicated their availability to be of some more timely assistance.

- U-14 Old Dominion University has an opening as assistant professor of finance to teach courses in real estate and to interact with local real estate leaders and organizations. The position will be open in August 1977; salary is open with Ph.D. or DBA preferred with real estate major but would consider candidate with all but dissertation complete. Equal Opportunity Affirmative Action Employer. Interested candidates should submit resumes and dates of availability to:

Dr. Bernie J. Grablowsky, Chairman
Department of Finance
School of Business Administration
Old Dominion University
Norfolk, Virginia 23508
(804) 489-6387

- U-15 Portland State University is seeking a real estate oriented instructor, no other information available. Contact:

Prof. Scott Durdan
Department of Finance-Law
School of Business Administration
Portland State University
P.O. Box 751
Portland, Oregon 97207

- U-16 Georgia State University has two faculty openings with teaching responsibilities in the areas of real estate appraisal, mortgage finance, investment analysis and real estate marketing at both the graduate and undergraduate levels. Positions will be open for the fall of 1977; salaries are competitive depending on entry level rank. Require Ph.D. degrees be completed by fall of '77. Georgia State University is an Equal Opportunity/Affirmative Action Employer. Contact:

James D. Vernor, Chairman
Faculty Search Committee
Department of Real Estate & Urban Affairs
Georgia State University
University Plaza SE
Atlanta, Georgia 30303

U-17 Pennsylvania State University has a position of assistant professor available for September, 1977 for teaching and research in real estate. Salary will be competitive and while a Ph.D. is preferred an all but dissertation candidate is acceptable. Penn State is an Equal Opportunity/Affirmative Action Employer. Contact:

Dr. Arthur L. Williams, Chairman
Insurance & Real Estate
Pennsylvania State University
501 Business Administration Building
University Park, Pennsylvania 16802
(814) 865-4172

U-18 Miami University is seeking an assistant professor who can teach in the areas of real estate and corporate financial management. A doctorate is preferred but will consider someone at dissertation status. Faculty encouraged to be active in professional organizations and in public service. Miami is an Equal Opportunity/Affirmative Action Employer. Contact:

Prof. William J. Serrano, Chairman
Department of Finance
School of Business Administration
Miami University
Oxford, Ohio 45056
(513) 529-4924

U-19 The Indiana University Graduate School of Business has a faculty position for the academic year 1977-78 in the area of real estate administration. Applicants should have a doctoral degree with emphasis in real estate and land economics or be near to completion of dissertation. Special qualification in the area of quantitative business data are desirable. Applicants should divide their time between teaching, research, and public service. Indiana is an Equal Opportunity/Affirmative Action Employer. Contact:

Dean of the Graduate School of Business
University of Indiana
Bloomington, Indiana 47401

A-23 Nierenberg, Norman. 6323 Rockwell Rd., Burke, Virginia, 22015 (703-451-3766). Regional, Resource and Real Estate Economics. Age 57. Present position with Board of Engineers for Rivers and Harbors, Army Corp. of Engineers. AB and MA degrees. Fourteen years of professional experience and Real Estate and Economic Research; sixteen years of teaching experience in University of California - Extension System. Desires position in Regional, Resource or Real Estate Economics. Salary and position open. California - West Coast preferred.

- 0-15 Weaver, William Cameron. Department of Real Estate, Georgia State University, Atlanta, Georgia 30303, (404) 658-2760. Age 33. Present position: Ph.D. student, graduate teaching assistant, consultant. Academic status: Ph.D. candidate (fields completed by March 1977), also MBA and BS. Teaching experience: 2½ years, real estate, marketing, management, at Appalachian State University and at Georgia State University. Professional experience: 4½ years, real estate and marketing consulting for Xerox Corporation and for Continental Oil Corporation. Position desired: Teaching and research in real estate. Location: open. Salary range: open. Available: Summer, 1977.
- 0-16 Miller, Norman G., 1520 Presidential Dr., Columbus, Ohio 43212. Age 24. Present position: Ph.D. candidate at Ohio State University. Major - Real Estate and Urban Analysis. Minor - City and Regional Planning. Academic status: Masters degree in Finance, MBA, and undergraduate BS in Business Administration. Teaching experience: Taught real estate and financial courses at O.S.U. for 10 quarters. Professional experience: with Ohio's State government Office of Community and Economic Development; also appraisal. Position desired: Teaching and research in real estate. Location: open. Salary: open. Available: Fall, 1977.
- 0-17 Farragher, Edward J., University of Detroit, 4001 W. McNichols, Detroit, Michigan 48220 (313) 927-1160. Present position: Assistant Professor - University of Detroit. Academic status: Ph.D. University of Illinois - Urbana. Teaching experience: Real estate investment, financial management, investments, portfolio management at University of Notre Dame (3 years) and University of Detroit (1 year). Professional experience: 1½ years with Advance Mortgage Corporation, Income Loan Division. Position desired: Assistant Professor - Real Estate Finance. Location: open. Salary range: open. Available: August, 1976.
- C-11 Presently an assistant professor of insurance real estate. Ph.D. from Big Ten University. Four years of teaching experience plus three years of professional experience in appraisal and land development analysis. Has a record of academic research and publication. Early 30's. Rank and location preferences are open. Available in fall of 1977.
- C-12 Presently self employed investor and appraiser-consultant. Ph.D. from midwestern university in finance and real estate. Seven years of teaching experience in real estate and finance and twelve years of professional experience in real estate management and valuation. Degree background in mathematics and accounting. Major field of interest is real estate with minor field finance. Early 40's. Rank and location are open. Available January 1977.

AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

PLACEMENT SERVICE

October 22, 1977

The flesh market for real estate professors continues to favor warm bodies at the expense of budgets at university charnel houses. Although this placement service is published only in November and updated in the spring, the placement service forms arrive all summer long with the result that a few may no longer reflect the current situation. On the other hand none of the notices are repeated from one issue to the next and those using the service are expected to explicitly request repetition of their notice in future issues. For those who missed this trip over the Styx, forms are provided at the end of this placement service report. The free placement service is available for all members of AREUEA but there is a \$2 charge for handling costs of unlisted items where confidentiality is sought. Mail to: Professor James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706.

- 0-25 Blevins, Jesse Guy, III. 101 E. Alto, Hobbs, New Mexico 88240. (505-393-7491). Urban planning and general real estate interests. Age: 24. Present position as graduate assistant, Real Estate and Urban Economics at Eastern New Mexico University. Possess BS degree from ENM and candidate for MBA from Eastern New Mexico. Available in December 1977 for anywhere but the northeast or the northwest. Salary position open.
- 0-26 Cannaday, Roger E., 6905 Wedgefield Road, Columbia, South Carolina 29206. (803-788-6326). Major interest is real estate, particularly feasibility and location analysis with a minor field interest in urban economics. Age: 37. Present position as visiting professor of finance at the University of South Carolina where he expects to complete Ph.D. by summer of 1978. BS and MCE degrees in Civil Engineering. Six years experience as consultant with Wilbur Smith and Associates and two years teaching experience in real estate and statistics. Desires position as assistant professor of real estate in either the southeast or southwest in the fall of 1978.
- 0-27 Crunkleton, Jon R., 113 Valcour Road, Columbia, South Carolina 29210, (803-798-3458). Major fields of interest are in real estate, marketing, and consumer behavior, not to mention investment analysis. Age: 33. Present position as teaching assistant and Ph.D. candidate at South Carolina. BS degree from VPI in Business Administration in 1966. Three years teaching experience in data processing and real estate including math/computer skills for MBA on educational television. Desires position as assistant professor in real estate matters and marketing in August 1978. Salary and area of country desired is open.
- 0-28 Ingram, Franklin J., S-2 Quail Hollow Apartments, West Columbia, South Carolina 29169. (803-796-6007). The major interest is real estate but has an interest in financial institutions and regional economics as well. Age: 32. Present position is as graduate assistant in College of Business Administration at South Carolina. BS in Business and MS in Economics and has taught real estate, banking, and finance for five years at Bethel College and Murray State University. One year experience in public finance in Office of the Governor of South Carolina. Desires position as assistant professor or in economic research somewhere in the southeast or south central part of the country starting August 1978.

- 0-29 Langdon, William H., 815 Marstevan Drive, Atlanta, Georgia 30306. (404-872-8306). Major interest is real estate and finance. Age: 32. Present position is as Ph.D. candidate and graduate teaching assistant at Georgia State University. BS from Georgia Tech and MBA from Wharton. Two years experience as mortgage banker and two years teaching real estate courses and accounting at Georgia State. Available for assistant or associate professor with location preference and salary open ended.
- 0-30 Mackmin Esq., D.H., Department of Land Management, University of Reading, Whiteknights, Reading RG6 2BU ENGLAND. (0734 85123). Presently holds post as lecturer in valuations at the University of Reading on the faculty of Urban and Regional Study. He is familiar with American appraisal texts and his interest lie mainly in the area of investment or income property valuation. Has graduate degrees in estate management. Seeks possibilities of long or short term working position by: Arranging a 12 month visiting lectureship, or arranging a 12 month exchange, or of contributing to a Summer School.
- 0-31 O'Brien, Dr. Robert E., 383 W. Lake Faith Drive, Maitland, Florida 32751. (305-644-0830). He is a successful real estate broker considering a return to academia; contact him for further information.
- 0-32 Webb, James R., Box 4/Room 7, David Kinley Hall, University of Illinois, Urbana, Illinois 61801. (217-359-3275). Major interest is real estate and urban economics with a minor in investments. Age: 30. Present position is graduate teaching assistant at University of Illinois, Urbana where he is pursuing a Ph.D. degree in finance. Has several years experience as corporate systems analyst at the Parker Pen Corp. and two years teaching real estate and urban economics at U. of I. Desires position as assistant professor anywhere and is available July/August 1978.
- 0-33 DeLisle, James R., 405 N. Frances St., Apt C., Madison, Wi. 53703, (608-251-7232). Major interests in Real Estate Appraisal, Finance, and Investment Analysis; Marketing and Applied Marketing Research; and, Law. Age: 28. Four years experience in feasibility and marketing research. Three years teaching experience in Real Estate Department at the University of Wisconsin. Present position as teaching assistant and Ph.D. candidate. BBA in Real Estate, MS in Marketing from UW-Madison. Expect to complete Ph.D. in summer, 1978. Available in Fall, 1978 for position as assistant professor of real estate. Location and salary open.
- 0-34 Grissom, Terry U., 404 Chamberlain Ave., Apt 7, Madison, Wi. 53705, (608-233-0640). Major interest in Real Estate Appraisal, Finance, and Investment Analysis. Minor in Land Economics, Civil Engineering and Insurance. Age: 29. Six years experience in appraisal, M.A.I. designation. Two years teaching experience. Present position teaching assistant and Ph.D. candidate at University of Wisconsin, B.S. Economics, University of Kentucky, MBA Georgia State University in Real Estate, MS in Real Estate Analysis University of Wisconsin-Madison; available ABD in January 1979. S.E. or S. Central preferred. Salary open.

O-35 Haff, Courtney A., 250 South Hotel St., Honolulu, Hawaii 96813. (808-524-5600). Major interests are real estate and urban land use with emphasis in computer assisted mass appraisal, tax policy, and public capital budgeting. Age: 31. Present position is in Public Policy Research. Ph.D. from New York University. Four and one-half years professional research experience. Area preference is open. Salary ranges \$24,000 or above. Available September, 1978.

CA-16 This experienced professor in real estate has ten years experience in all aspects of real estate, urban economics and development. Ph.D. degree from prominent private university and extensive vita available indicating experience in consulting, research publication, and even educational television. Seeks position of full professor rank with opportunity at graduate teaching and research. Open minded as to area or country, available at any time and salary range specified as "high". For further information send a description of your opportunity to Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706, who will forward your materials to this candidate.

AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

PLACEMENT SERVICE - POSITIONS OPEN

October 22, 1977

- U-23 University of British Columbia has two positions open as of September, 1978, an assistant professorship and an associate professorship. One position should emphasize real estate investment and appraisal subjects; the other position should not only include those mundane matters but have more general interests in urban land economics as well. Ph.D. required and salary depending on rank and experience. Contact: Prof. Michael A. Goldberg, Chairman, Urban Land Economics, Faculty of Commerce and Business Administration, Vancouver, B.C. Canada V6T 1W5, 604-228-2417
- U-24 California Polytechnic University is seeking an associate or full professor of real estate for September 1978 to teach undergraduate courses in real estate principles, practice, finance, and investment analysis and to develop graduate level courses. Some research output is expected and a Ph.D. is required. The salary range is \$17,940-27,348. An equal opportunity/affirmative action employer Contact: Eugene L. O'Connor, Acting Head, Business Administration Department, California Polytechnic State University, San Luis Obispo, California 93407, 805-546-2822.
- U-25 California State University - Fullerton, CA. requires an assistant professor in September 1978 to teach undergraduate/graduate courses in real estate. Some finance courses may be required as well as continuing research. A Ph.D. degree is preferred but will consider ABD. Salary range is open at this opportunity/affirmative action employer. Contact: Peter Mlynaryk - Chairman, Department of Finance California State University, Fullerton, CA. 92634, 714-870-2217.
- U-26 Federal Reserve System, Board of Governors, needs an economist immediately, who would analyze current developments in mortgage, real estate, and construction markets. Requires some knowledge of general credit conditions and those with some teaching or research experience are preferred. A Ph.D. would be handy. Salary range is \$21-23,000. The Board professes to be an equal opportunity/affirmative action employer and you may take action by contacting: Mrs. Marylee H. Hair Administrative Assistant, Division of Research and Statistics, Board of Governors of the Federal Reserve System, Washington, D.C. 20551, 202-452-2581.
- U-27 Illinois State University, College of Business, Department of Finance and Law, normally found in Normal, Illinois, has two positions as assistant professor and as instructor for those who allege to be proficient in insurance, real estate, and business finance or any combination matrix thereof. Sooner would be best but would consider for September 1978. Doctorate or ABD considered for assistant professor; a master's degree and experience considered for instructor. Duties would include teaching in undergraduate programs with service in scholarly research expected. There is opportunity for extra income in continuing education programs. Salary is based on qualifications and experience. For equal opportunity/affirmative action, contact: Thomas B. Martin, Acting Chairperson, Department of Finance and Law, Illinois State University, Normal, Illinois 61761, 309-436-6675.

- U-28 Madison College in Harrisonburg, Virginia is seeking someone with teaching talents in accounting, finance, and real estate. For more details, it is necessary to contact: Joseph P. Kosnik, Accounting and Finance Department, Madison College, Harrisonburg, Va. 22801, 703-433-6106.
- U-29 Miami University in Oxford, Ohio is seeking an assistant professor who might have started last month to teach and conduct research in real estate and to assist in the teaching of financial management. Logically they seek a Ph.D. in real estate and finance but would consider someone who was ABD. The salary is open and the university is as equal in opportunity and affirmative action as anybody. Contact: Dr. William J. Serraino, Chairman, Department of Finance, Miami University, Oxford, Ohio 45056, 513 529 4924.
- U-30 University of South Carolina is rumored to be seeking a Ph.D. candidate with a penchant for real estate as an assistant professor for the fall of 1978. The man to contact is: S. Travis Pritchett, Chairman, Finance and Real Estate, University of South Carolina, Columbia, S. C. 29208, 803-777-7428.
- U-31 Southern Methodist University has two openings for teaching and research at the assistant and associate professor levels. Teaching and research in both real estate and regional science are the goals and while a DBA or Ph.D. is preferred, an ABD would be considered. For a fast start SMU would consider January 1978 as well as September 1978 with the assistant professor range \$17-20,000. Of course SMU is an equal opportunity/affirmative action employer so if you want action contact: Dr. Robert O. Harvey, Professor, Real Estate & Regional Science, School of Business Administration, Southern Methodist University, Dallas, Texas 75275, 214 692 3005.
- U-32 Texas A & M, Department of Finance seeks an assistant professor for September of 1978 to teach Real Estate Principles and Appraisal as well as to do research in one or more real estate areas. Salary as well as range is declared to be competitive and while the stated preference is for a Ph.D. or DBA, they would consider an ABD (i.e. a backward DBA). Business experience is desired. Hosanna! To do business, contact: Clinton A. Phillips, Professor, Finance, College of Business Administration, Texas A&M University, College Station, Texas 77843, 713-845-3514.
- U-33 Virginia Commonwealth University had an opening in real estate and Urban Land Development for September 1977 and it may still be worthwhile to contact: James H. Boykin, Professor of Real Estate, Virginia Commonwealth University, 901 W. Franklin St. Richmond, Va. 23284.
- U-34 Washington State University has an opening as assistant professor in real estate for September 1978 (or possibly February 1978 if you are impatient to reach Pullman). The job is defined as teaching introductory and advanced courses in the real estate program, emphasizing real estate valuations, location theory, administration, law, finance, and marketing. Competence is required in teaching and research, and candidates who can teach insurance or finance are encouraged to apply. A doctorate is preferred but an ABD may be considered; the salary range is competitive but the employer espouses equal opportunity/affirmative action for all. Contact: Charles M. Lillis, Chairman, Business Administration, Washington State University, Pullman, Washington 99163, 509 335 3507.

- U-35 University of Illinois, Department of Finance is seeking an assistant professor or associate professor of real estate and urban land economics for both teaching and research. Salary is open and match to experience. Ph.D. strongly preferred but ABD and AB considered. For further information contact: Prof. Peter Colwell, Department of Finance, University of Illinois, Urbana-Champaign, Illinois 61801.
- U-36 Eastern Michigan University, Dept. of Accounting and Finance. Seeking assistant or associate professor to serve as lead faculty member in new Real Estate program. Ph.D. preferred, ABD considered. Contact Dr. E. A. Devine, Dept. of Accounting and Finance, College of Business, Education, Ypsilanti, Michigan 48197. (313-487-3320).
- U-37 University of Nebraska at Omaha, Dept. of Real Estate and Land-Use Economics. Position open for full time real estate faculty member to teach in R.E. Finance, R.E. Appraisal, R.E. Principles, R.E. Investment, R.E. Development. Ph.D. required. For further information contact: Donald A. Nielsen, Ph.D., Chairman, Dept. of Real Estate and Land Use Economics, University of Nebraska at Omaha, Box 688, Omaha, Nebraska 68101. (402-554-2453).

AMERICAN RISK AND INSURANCE ASSOCIATION COMMITTEE
FOR ACADEMIC PLACEMENT
ROSTER OF OPENINGS AND APPLICANTS

December 1, 1977

Uncoded Academic Openings -- Interested applicants should contact directly.

1. Life Office Management Association. Moving to Atlanta in Spring of 78. Opening for VP, Insurance Education, Salary high 30s, Ph.D. Insurance (life), administrator, writer, speaker, PR awareness, leadership abilities, outstanding professional staff, over 65,000 students annually. Contact L.G. Merritt, LOMA, 100 Park Avenue, NY. 10017
2. American Council of Life Insurance. Searching for someone to fill the position of the Council's Program Director, Insurance Information. Develop and direct public information programs. Applicants should be near the mid-point of their career. Salary in the 20s. Contact Kenneth W. White, 1730 Pennsylvania Ave., N.W., Washington, D.C. 20006
3. University of Pennsylvania. Assistant Professor. Fall of 1978. Salary open. Must have Ph.D. by summer of 1978. Must be well-versed in the theory and practice of insurance, proficient in the use of quantitative analytical tools and strongly oriented toward research. Contact Dr. Dan M. McGill, Chairman, Insurance Department, Wharton School, 3641 Locust Walk, Philadelphia, PA 19104.
4. James Madison University. Teach Insurance or Real Estate subjects principles through MBA level. Research and public service encouraged. CLU, CPCU desirable. Contact J.T. Kosnik, Department of Accounting and Finance, James Madison University, Harrisonburg, VA 22801.
5. Southern Methodist University. Teach all areas of Insurance. Ph.D. and minimum of three years teaching and three years of practical insurance work required. Salary and rank open. Contact Frank A. Young, Chairman Insurance Subject Area. SMU, Box 333, Dallas, TX 75278
6. Central Michigan State University. Assistant or Associate Professor. \$17,000-\$23,000. Ph.D. preferred. Insurance and Finance courses. Contact Dean John Hogan, Grawn Hall, Mt. Pleasant, MI 48859.
7. Virginia Polytechnic Institute and State University. Assistant or Associate Professor, full range of insurance offerings. Ph.D. preferred, ABD considered, Contact Dr. L. Moore, Dept. of Business Administration, VPI & SU, Blacksburg, VA 24061.
8. University of Connecticut. Assistant to full professor opening in September 1978. Salary commensurate with qualifications. Full range of Risk and Insurance offerings. Ph.D. or DBA in insurance or economics with some experience. Will consider someone completing doctorate during current year. Contact S.D. Messner, Finance Dept. School of Business Administration, University of Connecticut, Storrs, CT 06268. Equal Opportunity/Affirmative Action Employer.

9. Thomas College. Opening for Director, Division of Business. \$20,000 salary. Nine hour teaching load, courses negotiable. Position open January or June 1978. Contact Director's Search Committee, Thomas College, Waterville, ME 04901.
10. University of Nebraska at Omaha. Competitive salary, 12 hour teaching load, insurance principles and property-liability insurance. Ph.D. preferred, consider ABD near completion. Contact Dr. Michael M. Delaney, Chairman, Department of Insurance, University of Nebraska-Omaha, Omaha, NE 68101.
11. University of Nevada, Reno. Position open Jan. 1, 1978 or July 1, 1978 also acceptable. Rank: open, Salary: open. Courses: Life insurance, Property Liability Ins., Risk and Insurance, Corporation Finance. Preferred experience: Ph.D. or DBA in related business disciplines, teaching experience, research capability, and willingness to become involved in extension programs. Professional designations are beneficial (CPCU, CLU). Responsibilities include 6 hours of teaching and administration of the college's insurance program. Contact Dr. Harold S. Sekiguchi, Chairman, Managerial Sciences Dept., University of Nevada, Reno, Reno, NV 89557.
12. Washington State University. Open Fall 1978. Assistant Professor, salary competitive. Courses are Introductory and Advanced courses in Insurance. Preferred experience: Completed doctorate or be in the terminal stages of such a program. Practical business experience is highly desirable. Candidate should have teaching competence and interest in a related area, preferably some area of finance or real estate. Contact Dr. Charles M. Lillis, Chairman, Dept. of Business Administration, Washington State University, Pullman, WA 99163.
13. Saint Mary's University (Canada). Rank open. Courses: Insurance, Finance, Law or other business subjects. Min. Requirements: dissertation stage of doctorate, doctorate preferred. Contact Dr. Rick Miner, Chairman, Dept. of Business Administration, Saint Mary's University, Halifax, Canada.
14. University of Hartford. Position open Jan. 1978 or Sept. 1978, for Assistant Professor. Salary depends on qualifications. A range of insurance courses are to be taught. Doctorate or program on terminal degree; some teaching experience preferred. Min. requirement: progress on doctorate. This is a new program being developed. Contact David A. Ivey, Center for Insurance Studies, University of Hartford, 200 Bloomfield Ave., West Hartford, CT 06117.
15. Iona College. Position open Sept. 1978 for Assistant Professor, salary competitive. Courses to be taught include Insurance, Real Estate, Finance, and Accounting. Min. requirements: Ph.D. candidate in dissertation stage, Ph.D. preferred. Only one insurance course is currently being taught, but opportunity exists for additional development in this area. Contact Dr. Clarke C. Johnson, Dean, School of Business Administration, Iona College, New Rochelle, NY 10801.

16. California State University, Los Angeles. Position open Sept. 1978 for Assistant Professor, salary \$14,256-\$17,136. Courses: Insurance and Business Finance, Real Estate, & Business Law. Particularly seeking Ph.D. or DBA candidates who are in the dissertation stage or have completed their degree and who have concentrations in Finance and Insurance. Contact Dr. George N. Engler, Dept. of Finance and Business Law, School of Business, California State University, Los Angeles, 5151 State University Drive, Los Angeles, CA 90032.
17. Louisiana Tech University. Position open Sept. 1978 for Assistant/Associate Professor, salary competitive. Ph.D. or DBA (or near completion) with major field in Finance, Insurance or Real Estate preferred. Send resume to Dr. Tom S. Sale, Dept. of Economics and Finance, College of Administration and Business, Louisiana Tech University, Ruston, LA 71272.
18. Auburn University. Opening 1978. Assistant Professorship, salary competitive, 1 position in Real Estate and Insurance, 2 positions in General Finance. Ph.D. preferred, min. requirements: Ph.D. or ABD. Contact Professor Hill, Dept. Accounting and Finance, School of Business, Auburn, AL 36830.
19. University of Texas at Arlington. Opening Fall 1978. Rank, Assistant through full professor; salary based on experience. Courses to be taught: Casualty Insurance, Life and Health Insurance, Principles of Finance, Real Estate. Ph.D. Finance (Insurance concentration) preferred, should be capable of contributing to our Ph.D. program. Contact Donald W. Cantwell, Chairman of Division of Finance, Real Estate, Insurance, and Law, University of Texas at Arlington, Arlington, TX 76019.
20. East Tennessee State University. Open Sept. 1978. Salary \$17-23,000. Courses to be taught, Finance, Marketing, Accounting (taxation), Legal Environment of Business. Preferred experience: Ph.D., DBA, or JD, business experience desirable. Three positions are available, with hopes for additional positions. Contact James H. McLean, Dean, College of Business, East Tennessee State University, Johnson City, TN 37601.
21. Fayetteville State University. Open Aug. 1978, Assistant Professor to Professor, salary commensurate with rank and qualifications. Courses to be taught are Insurance, Management, Finance, Accounting. DBA or Ph.D. preferred, college teaching desired. Contact Dr. Grace C. Black, Chairman, Division of Business and Economics, Fayetteville State University, Fayetteville, NC 28301.
22. Illinois State University. Open Aug. 1978, Instructor or Assistant Professor, salary competitive, based on education and experience. Courses to be taught: Property and Liability Insurance, Life and Health Insurance, Risk Management, and some courses in Finance. Requirements: ABD or Doctorate for Assistant Professor, Master's degree and teaching experience for Instructor. Contact Thomas B. Martin, Acting Chairperson, Dept. of Finance and Law, College of Business, Illinois State University, Normal, IL 61761.

23. Northeast Missouri State University. Open Fall 1978, for Instructor, Assistant, or Associate, salary \$12,600-\$25,000. Courses: Insurance, Finance, banking, and investments. DBA or Ph.D. preferred. ABD's and MBA's considered. Teaching and practical experience preferred. Minimum requirements for consideration are MBA degree, experience, and definite plans to pursue doctoral degree. Send letter of application, resume, three letters of recommendation and official transcripts to Dr. Robert A. Dager, Head, Division of Business, Northeast Missouri State University, Kirksville, MO 63501.
24. Kearney State College. Position open Aug. 1978 for Assistant Professor. Salary competitive. Courses are Insurance, Finance, Law. DBA or Ph.D. preferred. Min. requirements: ABD who will complete degree within one year. Contact Dr. Gene Koepke, Chairman, Dept. of Business, Kearney State College, Kearney, NE 68847.
25. Augusta College. Position open Sept. 1978 for Assistant/Associate Professor, salary competitive. Courses: Insurance, Finance, Real Estate, Business/Managerial. Min. requirements: appropriate doctorate degree, CLU and CPCU designation desirable. Prior teaching and business experience desirable. Contact Dr. Otha L. Gray, Chairman, Dept. of Business Administration, Augusta College, 2500 Walton Way, August, GA 30904.
26. California State University, Sacramento. Position open Aug. 1978 for Assistant or Associate Professor, salary \$15,624-\$19,692. Courses are Insurance and Finance. Min. requirements: dissertation stage, Ph.D. or DBA/practical or research experience in insurance. The person selected will head a new program. Contact Malcolm A. White, Dept. Chair (Acting), Dept. of Mgmt., School of Business and Public Administration, 6000 "J" Street, California State University, Sacramento, Sacramento, CA 95819.
27. Eastern Michigan University. Position open Jan. or Sept. 1978 for Assistant or Associate Professor. Salary competitive. Courses negotiable to comply with candidates interests. Min. requirements: ABD with some work experience, Ph.D. or DBA preferred, with experience in insurance practice desirable. Need individual to develop recently approved insurance major. Contact Dr. E.A. Devine, Head, Dept. of Accounting and Finance, College of Business, Eastern Michigan University, Ypsilanti, MI 48197.
28. Appalachian State University. Opening Sept. 1978 for Assistant/Associate Professor. Salary competitive. Insurance and Risk Management, Life and Health Insurance, and Property and Casualty Insurance are courses to be taught. Earned doctorate preferred, ABD considered. Contact Dr. Robert W. Barclay, Chairman, Business Administration Dept., Appalachian State University, Boone, NC 28608.

29. California State University, Fresno. Opening Fall 1978, Rank open, salary \$15,000-\$27,000. Teach Insurance, Finance, and related courses. Min. requirements: near completion of doctorate, Ph.D. or DBA in Finance or Insurance with some business and teaching experience preferred. Contact Dr. Paul M. Lange, School of Business and Administrative Sciences, Dept. of Finance and Industry, California State University, Fresno, Fresno, CA 93740.
30. Alabama A & M University. Position open Aug. 1978. Rank open, salary \$18,000-\$22,000. Courses: Principles of Insurance, Marketing Principles. Ph.D. or DBA preferred. Contact Dr. Herman Mixon, Chairman, Dept. of Business Administration, Alabama A & M University, Normal, AL 35762.
31. Babson College. Position open Fall 1978 for Assistant Professor, salary open. Courses include Insurance, Business Risk Management, Financial Management and/or Investments. Preferred experience: Doctorate or ABD, some teaching as TA or instructor is helpful, preferably in business program. Contact Arthur C. Gudikunst, Ph.D., Finance Division, Babson College, Babson Park, MA 02157.
32. Eastern Kentucky University. Open Sept. 1978. Rank and salary commensurate with qualifications. Courses: Principles of Risk and Insurance and advanced undergraduate insurance courses for insurance majors. Ph.D. or DBA; CLU, CPCU preferred. Primary need is for full-time Insurance faculty member. Contact Dr. Ronald C. Horn, CLU, CPCU, Chairholder for Insurance Studies, Eastern Kentucky University, Richmond, KY 40475.
33. Florida Technological University. Opening Fall, 1978 for Assistant or Associate Professor, salary competitive. Courses: Risk, Insurance, and related Finance courses. Requirements are Ph.D. for Assistant position, 3 years prior teaching experience for Associate position. Contact Dr. F.A. Raffa, Chairman, Dept. of Economics and Finance, Florida Technological University, Box 25,000, Orlando, FL 32816.
34. Hofstra University. Opening Jan. or Sept. 1978 for Assistant or Associate Professor, salary \$15-\$18,000. Courses are Insurance, Corporate Finance, Marketing, Management, and Statistics, Requirements: Ph.D. or near completion. Contact Dr. Leona Seldow, Chairman, Dept. of Banking, Finance and Investments, Hofstra University, Hempstead, NY 11550.
35. California State Polytechnic University. Opening Sept. 1978 for Associate Professor, salary competitive. Also Dept. Chairmanship open. Courses are Insurance, Corporate Finance, Business Management. Ph.D. or DBA preferred, industry experience and interest in educational administration for Dept. Chairman. Contact Raymond C. Rauch, Finance, Insurance and Real Estate Dept., California State Polytechnic University, 3801 W. Temple Avenue, Pomona, CA 91768.

36. Penn. State University, Capitol Campus. Two positions open Jan. and Sept. 1978 for Assistant/Associate Professor, salary open. Courses: Insurance Principles, Health Insurance, Principles of Management, Estate Planning. Min. Requirements: Masters or doctorate, professional experience desirable. Contact Dr. Joseph P. Yaney, Chairman, Dept. of Business Administration/Insurance, Room E-355, Penn. State University, Capitol Campus, Middletown, PA 17057.
37. Moorhead State University. Position open Sept. 1978 for Assistant/Associate Professor, salary \$13,493-\$22,969. Courses are Life and Health Insurance, Corporate Finance, Investments, Money and Banking, and Security Analysis. Ph.D. or DBA in Finance preferred, ABD considered. Teaching competency desirable. Contact Dr. M. Wayne Alexander, Chairman, Dept. of Business Administration, P.O. Box 190, Moorhead State University, Moorhead, MN 56560.
38. West Virginia University. Position open Aug. 1978 for Assistant/Associate, salary open. Various courses. Masters degree required, Ph.D. or ABD preferred. Contact Gail Allan Shaw, College of Business, West Virginia University, Morgantown, WV 26506.
39. North Carolina A & T State University. Position open Jan. or June 1978 for Assistant/Associate, salary \$14,500 upward. Courses to be taught are Risk and Insurance, Business. Min. Requirements: dissertation stage for doctorate degree, Ph.D. or DBA, TA experience preferred. Contact D.H. Pogue, School of Business and Economics, North Carolina A & T State University, Greensboro, NC 27411.
40. University of Miami. Opening Jan. or Aug. 1978 for Assistant Professor, salary open. Courses: Insurance and Finance areas. Ph.D. or DBA and some classroom experience preferred. Contact Dr. Donald R. Johnson, Chairman, Finance Dept., P.O. Box 8094, University of Miami, Coral Gables, FL 33124.
41. College of St. Thomas. Opening Sept. 1, 1978. Assistant or Associate Professor, competitive salary, 10-12 hour teaching load. Prefer Ph.D. or DBA in hand. Teaching and business experience a definite plus. ABD will be considered. "This is a teaching institution rather than having a research or publications emphasis." Contact Dr. Thomas L. Bohan, Dept. of Business Administration, College of St. Thomas, St. Paul, MN 55105.
42. University of Toronto. Assistant Professor, 6-9 hour teaching load, \$18,000 salary, teach undergraduate and graduate finance. Ph.D. or near completion preferred. Contact Professor M.J. Gordon, Faculty of Management Studies, University of Toronto, 246 Bloor St. W., Toronto, Ont. M5S 1V4.
43. West Virginia College of Graduate Studies. Assistant/Associate/Full Professor. Opening Jan./Sept. 1978. Negotiable salary plus attractive fringe benefits. Teach Finance. Ph.D. and business experience in financial management is required. Contact Dr. Stephen Cupps, Associate Dean, WV College of Graduate Studies, 2300 McCorkel, Charleston, WV 25304.

44. North Adams State College. Instructor or Assistant Professor. Salary range \$12,000-\$18,000. Twelve hour teaching load. Courses to be taught include Life Insurance, Property-Liability Insurance, Corporation Finance, Managerial Finance, Securities and Commodities Markets. Prefer Ph.D., DBA or Ph.D. candidates. Minimum requirements for consideration include MBA with professional qualifications. Position open Spring 1978. Contact Abdul Shaikh, Chairperson Department of Business Administration/Economics, North Adams State College, North Adams, MA 01247.
45. North Texas State University. Assistant Professor, Fall, 1978. Competitive salary. Teaching load is 12 hours (4 courses) if all undergraduate; 9 hours (3 courses) if a graduate course is taught. Teach Principles of Risk and Insurance, Property-Liability Insurance. Seminar in Risk and Insurance, Problems, Trends and Developments in Risk and Insurance. Usual schedule would require two or three preparations each semester; part of the curriculum is taught at NTSU's Dallas Center. Prefer Ph.D., CPCU and experience in property-liability industry. ABD within one year of completion considered. Contact Dr. Glen L. Taylor, Chairman; Finance Department College of Business Administration, North Texas State University, Denton, TX 76203. Equal Opportunity/Affirmative Action Employer.
46. University of Georgia. Assistant or Associate Professor, competitive salary. Doctorate in hand or very near preferred. Choice of teaching Life insurance, Property-Liability or Pensions. Contact E. J. Leverett, Jr. Department of Risk Management, College of Business, University of Georgia, Athens, Georgia 30602.
47. Ohio State University. Assistant or Associate Professor, \$18,000-\$21,500 salary range. Teach two sections (approximately 7 quarter hour credits) per quarter. Depending upon interests, teach Insurance and Risk, Insurer Operations and Regulations, Business Risk Management, Social Insurance, Personal Insurance Planning (also 4 graduate courses available.) Prefer Ph.D. or DBA and demonstrated excellence in teaching and research. Near completion of Ph.D. or DBA considered. Contact Dr. David L. Bickelhaup, College of Administrative Science, The Ohio State University, 1775 College Road, Columbus, OH 43210.
48. Ohio University. Assistant or Associate Professor, \$17,000 and up salary range. Two course (8 hour per quarter) teaching load. Teach Risk and Insurance, Property-Casualty, Basic Finance. Ph.D. or DBA preferred, but will accept ABD with definite completion date. Resumes accepted until April 1978. Sept. 1978 position. Contact Dr. Dwight A. Pugh, Chairman Administrative Sciences Department, Copeland Hall 406C, Athens, OH 45701.
49. St. Mary's University. Assistant or Associate Professor. Negotiable salary and a 12 hour teaching load. Ph.D. preferred, MS or MBA minimum requirements for consideration. Teach Principles of Insurance, Property-Liability, Life-Health, and Risk Management. Position open Sept. 1978. Contact Robert Howe, Acting Dean, SB&A, St. Mary's University, 1 Camino Santa Maria, San Antonio, TX 78284.

50. Clarion State College. Position Open January 1978 or August 1978. Teach undergraduate Real Estate and Insurance. Assistant, Associate Professor with \$13,371-\$26,420 salary range. Prefer Ph.D., DBA (or near completion) and some teaching and related business experience. Contact Professor W.W. Yeane, Chairman Accounting and Finance Department, Clarion State College, Clarion, PA 16214.
51. University of Texas at San Antonio. Assistant Professor position is open for Sept. 1978. Salary range is \$16,000-\$18,000. Nine hour teaching load. Ph.D. in Finance, Economics, or related area with specialization in Insurance preferred, ABD considered. Contact Dr. Lewis Mandell, Director, Division of Economics and Finance, University of Texas at San Antonio, San Antonio, TX.
52. An Eastern University is looking for someone at the rank of Assistant, Associate or Professor to teach 9 hours per semester of Principles of Risk and Insurance, Life Insurance, or possibly introductory Actuarial. Prefer Ph.D., or DBA with CLU, ASA. Contact Barry Schweig, Ph.D. College of Business Administration, The University of Nebraska, Lincoln, NE 68588.
53. SUNY-Brockport. Rank open, Fall 1978, very competitive salary. Nine hours, two preparations per semester teaching load. The courses to be taught depend upon applicant's speciality: Management, Marketing, Finance, Quantitative, etc. Prefer Ph.D. or DBA and business experience. Contact Hiring Co-ordinator, Business Administration, SUNY-Brockport, Brockport, NY 14420.
54. Suffolk University. Assistant or Associate Professor for opening in January or September 1978. Competitive salary to teach 3 or 4 courses each term. Positions in Finance, Marketing, and Management, Ph.D., DBA, or DPA required. Contact Office of the Dean of Business Administration, Graduate School of Administration, 47 Mt. Vernon St., Boston, MA 02108.
55. Michigan Technological University. Assistant or Associate Professor for opening September 1, 1978. Negotiable teaching load (8-12 hours) depending upon research interest. Ph.D. (Finance, Risk or Insurance) must be in hand by September 1978. Teach Corporation Finance, Investment Analysis, Portfolio Simulation and Management. Research is encouraged and there are ample opportunities for interdisciplinary research with others at Michigan Technological University. Contact Dr. Peter G. Biesiot, Dean, Michigan Technological University, Houghton, MI 49931.
56. Memphis State University. Assistant Professor for Fall 1978 opening. Teach undergraduate and graduate courses in Finance. Ph.D. or DBA preferred, ABD may be acceptable. Contact Professor Donald A. Boyd, Chairman Finance, Insurance and Real Estate Department, Memphis State University, Memphis, TN 38152.

57. George Mason University. Assistant and/or Associate Professor for August 1978 opening. ABD considered, but Ph.D. preferred to teach Financial Institutions, Financial Markets, Financial Management. Normal teaching load is nine hours. Salary is open. Contact Robert D. Johnson, Ph.D. Coordinator of Finance Faculty, School of Business Administration, George Mason University, 4400 University Drive, Fairfax, VA 22030.

58. Southern Illinois University (Suburban St. Louis) at Edwardsville. Assistant, Associate, or Professor to teach Corporation Finance and Financial Institutions June 1, 1978 or September 1, 1978. Salary and teaching load are competitive and depend upon qualifications and experience. Teaching, research, and professional activities are encouraged. Contact Mr. M. Robert Carver, Jr., Chairman, Accounting and Finance, School of Business, Southern Illinois University, Box 104, Edwardsville, IL 62026.

59. Eastern Illinois University. Assistant or Associate Professor position open in January or Fall 1978. Competitive salary, 9-12 hour teaching load. Prefer Ph.D. and strong quantitative orientation. Teach upper division and graduate Finance. Contact Dr. T.O. Jones, Jr., Dean, School of Business, Eastern Illinois University, Charleston, IL 61920.

Uncoded Applicants -- Contact these applicants directly.

1. Denenberg, Herbert S. P.O. Box 146 Wynnewood, PA 19096 (215-525-3000 or 215-839-7000). Insurance, Law and Communications. Age 47. Consumer Editor, WCAU-TV, Philadelphia and Columnist, Philadelphia Bulletin. Ph.D., LL.M., CLU, CPCU, Member of the Nebraska, Pennsylvania, and D.C. Bar Associations. Former Insurance Commissioner of Pennsylvania with extensive publications and over ten years of teaching experience as Full Professor. Immediately available, prefers Philadelphia area, salary open, desires Full Professor.

2. Healy, Richard. 1 University Ave., Lowell, MA 01854 (617-454-7811 ext. 294). Insurance, Investments, Economics, Money and Banking. Age 45. Presently Assistant Professor at the University of Lowell. MA in Economics from University of Massachusetts. Over ten years of Insurance teaching experience. Also, Life and Health Broker, and Registered Securities Representative. Prefer California location, but will consider other areas. Prefer Assistant to Associate Professor, salary open, and available in Sept. 1978.

3. Heim, Donald K. W-133 Dietrich Hall cc Philadelphia, PA 19104 (215-243-7621). Insurance, Actuarial Science, Finance, Economics. Age 25. Presently a Ph.D. student at the University of Pennsylvania. MA, Actuarial Science from Ball State University 1975. Ph.D. expected in 1978 from University of Pennsylvania. Taught mathematics for 1 year. Desires South, Assistant Professor, salary open and available Sept. 1978.

4. Huntoon, Charles W. 2020 Country Club Drive Huntington Valley, PA 19006 (215-657-5443 or 215-947-6900). Insurance, Real Estate, Marketing, Personnel Administration. Age 30. Presently a sales manager for Equitable Life and a faculty member at La Salle College. CLU and MBA in Marketing from Syracuse University in 1970. Prefer Philadelphia, North, or East location. Negotiable salary and rank, available January 1978.

5. Miller, Ronald K. 1306 St. Michael Dr., Columbia, MO 65201 (314-449-2010). Property-Liability, Risk Management, Life and Health Insurance, Finance. Age 31. Three years experience as a Teaching Assistant at University of Missouri-Columbia. MBA 1974 and Ph.D. expected May 1978 from University of Missouri. Publications and teaching awards. Location and salary open. Desires rank of Assistant Professor and will be available Aug.1978.
6. Naples, Robert F. 3581-C Clubhouse Circle, East Decatur, GA 30032 (404-299-3565 or 404-658-2725). Age 29. Risk and Insurance. 1973 BBA the College of Insurance, 1976 MBA and Ph.D. (in progress) Georgia State University. HIAA, FLMI completed, CLU and ICA partially completed. Presently a Graduate Research Assistant, Georgia State University. Three years life insurance home office underwriting experience. Location, salary, and rank are open.
7. Page, Alan G. W-144 Dietrich Hall, Philadelphia, PA 19104 (215-243-7621). Insurance, Business Law, Accounting. Age 28. Ph.D. student at the University of Pennsylvania. 1974 JD from the University of Minnesota, MA 1977 and Ph.D. expected 1978 from the University of Pennsylvania. Prefer Northeast location, Assistant Professor, salary open. Available after dissertation defense (September, 1978).
8. Rosenthal, Norman L. W-133 Dietrich Hall, Philadelphia, PA 19104 (215-243-7621). Insurance, Statistics. Age 26. Ph.D. student at the University of Pennsylvania. 1976 MA and Ph.D. expected May 1978 from the University of Pennsylvania. Taught Insurance for one year at the Wharton School. Prefer South, Assistant Professor, and salary open. Available September 1978.
9. Seefried, Diane. 526 W. 67th Ave., Philadelphia, PA 19126 (215-549-8046). Insurance, Actuarial Science, Statistics. Age 25. Currently a faculty member at the American College. Passed 1-4 of Society of Actuaries Examinations and all 10 parts of the CLU Examinations. 1977 MA and Ph.D. expected from the University of Pennsylvania. Prefer East or Northeast location, Assistant Professor and salary negotiable. Available September 1978.
10. Wekselblatt, John. 1224 Lenox Rd., Jenkintown, PA 19046 (215-635-6000). All areas of Insurance and Risk Management, Economics, Management, Finance. Age 36. Currently a graduate student at Temple University. MBA and Ph.D. expected from Temple University in 1978. Ten years experience in insurance and finance. Now working in the area of mergers and acquisitions. Prefer Northern California, rank and salary open. Available December,1977.
11. Brown, Robert B. Krannert School of Management, W. Lafayette, IN 47907 (317-494-8194). Insurance, Finance, Economics. Age 57. Instructor in Insurance and Finance at Purdue University since 1972, MS in Economics from Purdue, CLU, CPCU and Management designations. Sales and Field Management in Insurance 1946-1971. Prefer Florida, rank and salary open. Available Fall 1978.

12. Leap, Terry L. 404 6th Street, Apt. D-6, Coralville, IA 52241 (319-351-0533 or 319-353-3158). Age 29. Ph.D. in Industrial Relations and Insurance expected December 1977 from the University of Iowa. 2 1/2 years of teaching experience. Hospital administrator with special interest in employee benefits. Desires Assistant Professor. Location and salary open. Available December 1977.

Coded Applicants. Please send all letters and other materials which you wish forwarded to coded applicants to Barry B. Schweig, Ph.D. College of Business Administration, University of Nebraska-Lincoln, Lincoln, NE 68588 (402-472-3860). If interested, the coded applicant will reply directly to you. Names or locations of coded applicants cannot be released.

1. Associate Professor and Dean. Late thirties, Ph.D. in Risk and Insurance since 1960's. Insurance, Data Processing, Statistics, Economics. Ten years of insurance teaching experience, publications and extensive consulting. Desires Full Professor and \$25,000 salary. Location open. Would also be interested in a two year Visiting Professorship. Available September 1978.
2. Associate Professor. Forties, MA, LLM and JSD degrees. Business Law, Insurance, International Business, Economics. Thirteen years of teaching experience. Prefer South or Southwest. Associate or Full Professor. \$22,000 salary required. Available September 1, 1978.
3. Assistant Professor. Able to teach all areas of Insurance. Ph.D., CLU, CPCU. Eight years of insurance teaching experience, plus publications, papers presented, consulting and insurance industry experience. Prefer South or Southwest location. Associate Professor, negotiable salary, available August 1978.
4. Full Professor. Actuarial Science, Insurance. MAS and Ph.D. degrees. Seven years of full time teaching experience. Early forties. Desires Full Professorship in Northeast, Mid-Atlantic or California. Salary \$29,000. Available Fall 1978.
5. Assistant Professor. All areas of Insurance, Risk Management, Corporate Finance, Investments. Three years of industry experience as home office underwriter and risk manager. MBA, Ph.D., and three years of teaching experience. Prefer Assistant or Associate Professorship, location and salary open. Available June 1978.
6. MBA, CLU, CPCU, NASD License, and twenty years of insurance teaching experience. Fifties. President of insurance firm. Prefer to return to teaching in the areas of General Insurance, Life Insurance, Financial Planning, Risk Management. Active and well known in insurance business community. Flexible location preference. Rank and salary are negotiable. Available September 1978.

7. Assistant Professor. Actuarial Science, Statistics, Management Science, Accounting and Information Systems. Early thirties. MBA, Ph.D. Six years of teaching experience. Consulting and insurance industry experience. Location, rank, and salary are all open. Available Fall 1978.
8. Assistant Professor. Insurance, Investments, Financial Management. Fifties. Over twenty years of teaching experience. MA in Economics. Prefer West and Associate Professorship. \$18,000 salary required. Available September 1978.
9. Instructor. Insurance and Risk, Sales and Marketing. Fifties. Over twenty years experience in the insurance industry. MBA, CLU, and Ph.D. in progress. Over five years college teaching experience. Seven years experience as a public accountant, passed 3 parts of the CPA examination. Location open. Instructor or Assistant Professor, negotiable salary. Available Fall 1978.

PLACEMENT SERVICE
February 28, 1978

The big news in real estate and urban land economics is the creation of the endowed chair for recognized scholars and teachers of real estate and urban land economics at various major universities. Search committees have appeared which are able to offer resources for salary and program support of significant proportions. Details on these positions are best obtained by contacting those in charge of search operations. The other information provided below is simply an update on information provided in the October 22, 1977 AREUEA Newsletter. Copies of the October issue or for free placement assistance available to all members of AREUEA contact Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, WI 53706.

- U-38 Ohio State University has announced funding of the John W. Galbreath chair in real estate at Ohio State University through the efforts of the Ohio Association of Realtors. It is funded in excess of \$1,000,000. Contact David W. Cole, Professor of Finance, College of Administrative Science, 1775 College Road, Columbus, Ohio 43210 (Phone: 614-422-5026).
- U-39 Louisiana State University has received funding for an endowed chair of real estate. Contact Prof. David Crary, Finance Dept., College of Business Administration, Louisiana State University, Baton Rouge, LA 70803 (Phone: 504-388-6291).
- U-40 University of Oklahoma is seeking a real estate professor and those interested may contact Arnold F. Parr, Director Division of Finance, College of Business Administration, University of Oklahoma, Room 202, 307 W. Brooks, Norman, Oklahoma 73069.
- U-41 Syracuse University School of Management seeks an assistant professor for the fall of 1978. Job definition includes teaching and research in real estate economics, finance, and appraisal with possible minor interest in money and banking or corporate finance. Ph.D. preferred but ABD considered. Evidence of teaching competence desirable. Salary open and competitive. Contact Prof. Max R. Bloom, Dept. of Finance, School of Management, Syracuse University, Syracuse, New York 13210 (Phone: 315-423-3961).
- U-42 University of Texas at El Paso has created a brand new real estate program and seeks an assistant professor to lead this new program. Position and salary are open and competitive for established faculty, new Ph.D.'s, or ABD's in real estate. Contact J. Robert Foster, Chairman, Dept. of Business, College of Business Administration, University of Texas at El Paso, El Paso, Texas 79968

In talking with several young real estate teaching talents, they indicated that many schools which were not looking for real estate types explicitly had given up hope of finding any. They suggested that those with joint majors in accounting and real estate, insurance and real estate, or marketing and urban land could simply write schools in the region and type of their preference, and they would find an eagerness on the part of these schools to begin a real estate program. We suspect this is so. We also know of a variety of positions available where the school has declined to place a formal notice in the newsletter for one reason or another. Don't hesitate to call Prof. Graaskamp at 608-262-6378 for additional input.

AVAILABLE: Robert A. Gibson, Sheraton Dayton Downtown, 215 Jefferson St., Dayton, Ohio 45402, 513-223-1000. Hotel Management and Real Estate Investment Analysis. Age 31, A.B. in Math, M.S. in Real Estate Appraisal and Investment Analysis at the University of Wisconsin. Teaching experience includes Introduction to Data Processing - Career objectives are to teach Real Estate and Hotel Management. Salary and area are open - available August, 1978.

Ronald D. McCullagh (Ph.D. in Education and Ph.D. in Urban Land and Information
942 Lobster Trap Lane Systems in process)
Tempe, AZ 85283

Philip A. Pierce (MBA - Real Estate and Urban Land Use Economics)
511 So. 55th St.
Omaha, Nebraska 68106

- 0-29 Langdon, William H., 815 Marstevan Drive, Atlanta, Georgia 30306. (404-872-8306). Major interest is real estate and finance. Age: 32. Present position is as Ph.D. candidate and graduate teaching assistant at Georgia State University. BS from Georgia Tech and MBA from Wharton. Two years experience as mortgage banker and two years teaching real estate courses and accounting at Georgia State. Available for assistant or associate professor with location preference and salary open ended.
- 0-30 Mackmin Esq., D.H., Department of Land Management, University of Reading, Whiteknights, Reading RG6 2BU ENGLAND. (0734 85123). Presently holds post as lecturer in valuations at the University of Reading on the faculty of Urban and Regional Study. He is familiar with American appraisal texts and his interest lie mainly in the area of investment or income property valuation. Has graduate degrees in estate management. Seeks possibilities of long or short term working position by: Arranging a 12 month visiting lectureship, or arranging a 12 month exchange, or of contributing to a Summer School.
- 0-31 O'Brien, Dr. Robert E., 383 W. Lake Faith Drive, Maitland, Florida 32751. (305-644-0830). He is a successful real estate broker considering a return to academia; contact him for further information.
- 0-32 Webb, James R., Box 4/Room 7, David Kinley Hall, University of Illinois, Urbana, Illinois 61801. (217-359-3275). Major interest is real estate and urban economics with a minor in investments. Age: 30. Present position is graduate teaching assistant at University of Illinois, Urbana where he is pursuing a Ph.D. degree in finance. Has several years experience as corporate systems analyst at the Parker Pen Corp. and two years teaching real estate and urban economics at U. of I. Desires position as assistant professor anywhere and is available July/August 1978.

CA-16 This experienced professor in real estate has ten years experience in all aspects of real estate, urban economics and development. Ph.D. degree from prominent private university and extensive vita available indicating experience in consulting, research publication, and even educational television. Seeks position of full professor rank with opportunity at graduate teaching and research. Open minded as to area of country, available at any time and salary range specified as "high". For further information send a description of your opportunity to Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706, who will forward your materials to this candidate.

Late Job Announcement:

U-35 University of Illinois, Department of Finance is seeking an assistant professor or associate professor of real estate and urban land economics for both teaching and research. Salary is open and match to experience. Ph.D. strongly preferred but ABD and AB considered. For further information contact: Prof. Peter Colwell, Department of Finance, University of Illinois, Urbana-Champaign, Illinois 61801.

PLACEMENT SERVICE LETTER
August 1978
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

The futures market in Real Estate professors will be reopening the Chicago stock yards at the Palmer House and Pick-Congress Hotels of the Allied Social Science meetings in Chicago, August 28-30. Professor Graaskamp will be at the Pick-Congress on Tuesday, August 29, only should anyone be seeking fresh leads.

This placement letter has been mailed to selected schools but will also be attached to the AREUA newsletter which will follow the Chicago meetings. For additional forms or data contact Professor James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706.

- 0-32 Webb, James R., 340 Commerce West, University of Illinois, Urbana, Illinois 61801. (217-33-2278). Major interest is real estate and urban land economics with a minor in investments. Age: 31. Present position is graduate teaching assistant at University of Illinois, Urbana where he is pursuing a Ph.D. degree in finance. Has several years experience as corporate systems analyst at the Parker Pen Corp. and two years teaching real estate and urban economics at U. of I. Desires position as assistant professor anywhere and is available July/August 1978.
- 0-34 Dunn, Kenneth B., 2640 Willow Drive, West Lafayette, Indiana 47906. (317-462-9811). Major field of interest is business, finance, mortgage and capital markets. Age: 26. Present position is Ph.D. candidate in Finance at Purdue University. Has two years teaching experience in business finance and personal finance at Ohio State University and two years experience in mortgage markets, and business finance as a Research Assistant to John J. McConnell, Purdue University. Desires position as assistant professor anywhere and is available August 1979.
- 0-35 Pierce, Philip A., 511 So. 55th St., Omaha, Nebraska 68106. (402-558-5874). Major interest is real estate investment analysis, finance, and municipal administration. Age: 34. Present position in municipal administration. MBA in real estate and land use economics from University of Nebraska. Seeks teaching position in Southern Appalachian region.
- 0-36 McCullagh, Ronald D., 942 Lobster Trap Lane, Tempe, AZ 85283. (602-839-9300). Major interest is real estate and information systems. Age: 34. Present position is assistant professor of Real Estate at Arizona State. Graduate degrees in marketing with a Ph.D. in Education and a second Ph.D. in progress in real estate and information systems at the University of Florida. Seven years teaching experience in the southeast and southwest. Available with location preference and salary open.
- 0-37 Kelting, Herman, 507 N.W. 39th Road, Apt. 219, Gainesville, Florida 32607. (904-375-1535). Major interest in real estate appraisal and finance. Age: 43. Present position is Assistant Professor, Real Estate, University of Florida. Ph.D. from Wisconsin in 1974, MBA in accounting from Northwestern University, and BS in industrial engineering from Stanford. Three years teaching experience, seven years appraisal experience. Available for assistant or associate professor in the Chicago or Illinois area with salary open ended.

- 0-38 Sanders, Anthony B., 40 Morris Hall, University of Georgia, Athens, GA 30602. (404-542-8463). Major interest real estate finance, investment, and regional economics. Present position is graduate research and teaching assistant, University of Georgia. Ph.D. candidate in Real Estate for June, 1979. MA and BA in geography with teaching experience in real estate principles and physical geography. Available for assistant professor with location preference and salary open ended.
- 0-39 Corgel, John B., 412 Springdale St., Apt. 1, Athens, GA 30606. (404-549-2533). Major areas of interest are real estate investment, finance, appraisal, and transportation planning. Present position is graduate research assistant and instructor of real estate at University of Georgia. BBA in Real Estate and MA from Georgia State in urban geography. Four years experience as Urban Transportation Planner. Available for assistant professor in August 1979 with location preference and salary open ended.
- 0-40 Goebel, Paul Robert, F-110, University Village, Athens, GA 30603. (404-549-1782). Present position is that of research assistant and instructor of Real Estate Principles. BBA and MBA degrees in management. Age: 27. Two years experience in General Motors management program. Available for assistant professor in June of 1979 with location preference and salary open ended.
- 0-41 Johnson, I. Richard, 502L Eagle Heights, Madison, WI 53706. (608-238-8333). Major interest is teaching real estate and advanced accounting. Age: 32. Present position is as an accounting instructor at the University of Wisconsin, where he is a candidate for Ph.D. in real estate with a minor in accounting and law. BA and MBA from University of Utah. Has CPA designation and four years experience in accounting and finance in construction and development. Available in January, 1979 with location preference for western, southwestern U.S. Salary open.
- CA-17 This experienced professor has seven years teaching experience in all basic courses of real estate. Ph.D. from prominent Big Ten University with extensive background in math of theoretical physics. Seeks position as associate or full professor in California, Texas, Florida, or Arizona. Salary open. Available anytime in 1979. For further information send a description of your opportunity to Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, WI 53706, who will forward your materials to this candidate.
- U-40 Assistant Professor, The Ohio State University, College of Administrative Science, has an opening for an Assistant Professor of Real Estate and Urban Analysis, commencing September, 1979. Resumes or inquiries can be directed to Professor Ronald L. Racster, 1775 College Road, Columbus, Ohio, 43201.
- U-41 University of Arkansas, Business Administration will have two tenure track positions open August 15, 1979. Appropriate doctoral degree or dissertation near completion required. Rank through Associate Professor and salary commensurate with qualifications. One position requires primary teaching and research interest in real estate with secondary in financial management, investments, or institutions and capital markets desired. The second position emphasizes primary interests in financial management, investments, or institutions and capital markets, including international finance. Forward current vita to Dr. Warren Banks, Chairman, Department of Finance, BA302, University of Arkansas, Fayetteville, AR 72701. Phone (501-575-4505).

At the Chicago meetings Dr. Donald R. Epley is the person whom candidates should contact for an interview.

- U-35 University of Illinois, Department of Finance is seeking an assistant professor or associate professor of real estate and urban land economics for both teaching and research. Salary is open and matched to experience. Ph.D. strongly preferred but ABD and AB considered. For further information contact: Prof. Peter Colwell, Department of Finance, University of Illinois, Urbana-Champaign, Illinois 61801.
- U-42 Assistant professorship for real estate and insurance teaching courses at the undergraduate level and developing a continuing education program. Contact Professor Ray Jones, Chairperson Finance, Insurance and Real Estate, Appalachian State University, Boone, NC 28608 (704-262-2202).
- U-43 Angelo State University is seeking an instructor or assistant professor in real estate to teach courses as part of a finance major in a Bachelor of Administration degree program. Contact Dr. Gerald L. Richards, Head, Department of Business Administration, Angelo State University, San Angelo, Texas 76901 (915-942-2383).
- U-44 Indiana University Real Estate Department is seeking an assistant professor in real estate. For further information contact Professor George G. Bloom, Director Real Estate Department, 521 E. 4th St., Bloomington, In 47401. (812-337-3054).
- U-45 American Technological University is seeking a professor of Management and Business starting August 1978. Preferred areas are accounting, finance and real estate. Salary range \$24,000 - \$26,000. Prefer Ph.D. - DBA but will consider candidate who is ABD. Contact Dr. Robin C. Smith Chairman, Management and Business, American Technological University, Box 1416, Killeen, Texas 76541. (817-526-1126).
- U-46 California State University is seeking an assistant or associate professor to teach Basic Principles, Real Estate Finance, Real Estate Investments, and Real Estate Appraisal for 1978-1979. Contact Peter Mlynaryk, Dept. of Finance, California State University, Fullerton, CA 92634. (714-892-4485) or (714-870-2217)
- U-47 The University of Omaha, Nebraska is looking for an assistant professor in Real Estate. Contact Prof. Donald A. Nielsen, University of Nebraska at Omaha, College of Business Administration, Box 688, Omaha, Nebraska 68101. (402-554-2453).

PLACEMENT SERVICE LETTER
November 1978
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

At this time there appears to be a better balance in the supply and demand for real estate professors and their counterparts in urban land economics. We remind those seeking opportunity that many of the smaller schools are not seeking real estate people directly but may be eager to find someone who could teach real estate as well as accounting, marketing, or insurance. Candidates should contact the smaller schools in the communities where the candidate might wish to live to create opportunities to teach real estate. To contact those with confidential listings or for application forms and updated data in months following this publication, contact Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706 (Phone 608-262-6378)

- 0-32 Webb, James R., 340 Commerce West, University of Illinois, Urbana, Illinois 61801. (217-333-2278). Major interest is real estate and urban land economics with a minor in investments. Age: 31. Present position is graduate teaching assistant at University of Illinois, Urbana where he is pursuing a Ph.D. degree in finance. Has several years experience as corporate systems analyst at the Parker Pen Corp. and two years teaching real estate and urban economics at University of Illinois. Desires position as assistant professor anywhere and is available July/August 1978.
- 0-34 Dunn, Kenneth B., 2640 Willow Drive, West Lafayette, Indiana 47906. (317-463-9811) Major field of interest is business, finance, mortgage and capital markets. Age: 26. Present position is Ph.D. candidate in Finance at Purdue University. Has two years teaching experience in business, real estate and personal finance at Ohio State University and two years experience in mortgage markets, and business finance as a Research Assistant to John J. McConnell, Purdue University. Desires position as assistant professor anywhere and is available August 1979.
- 0-35 Pierce, Philip A., 511 S. 55th Street, Omaha, Nebraska 68106. (402-558-5874) Major interest is real estate investment analysis, finance, and municipal administration. Age: 34. Present position in municipal administration. MBA in real estate and land use economics from University of Nebraska. Seeks teaching position in Southern Appalachian region.
- 0-36 McCullagh, Ronald D., 959 Lobster Trap Lane, Tempe, AZ 85283. (602-839-9300). Major interest is real estate and information systems. Age: 34. Present position is assistant professor of Real Estate at Arizona State. Graduate degrees in marketing with a Ph.D. in Education and a second Ph.D. in real estate and information systems at the University of Florida. Ten years teaching experience in the southeast and southwest. Extensive publications and research record. Available with location preference and salary open.

- 0-37 Kelting, Herman, 507 N.W. 39th Road, Apt. 219, Gainesville, Florida 32607. (904-375-1535). Major interest in real estate appraisal and finance. Age: 43. Present position is Assistant Professor, Real Estate, University of Florida. Ph.D. from Wisconsin in 1974, MBA in accounting from Northwestern University, and BS in industrial engineering from Stanford. Three years teaching experience, seven years appraisal experience. Available for assistant or associate professor in the Chicago or Illinois area with salary open ended.
- 0-38 Sanders, Anthony B., 40 Morris Hall, University of Georgia, Athens, GA 30602. (404-542-8463). Major interest real estate finance, investment, and regional economics. Present position is graduate research and teaching assistant, University of Georgia. Ph.D. candidate in Real Estate for June, 1979. MA and BA in geography with teaching experience in real estate principles and physical geography. Available for assistant professor with location preference and salary open ended.
- 0-39 Corgel, John B., 412 Springdale St., Apt. 1, Athens, GA 30606. (404-549-2533). Major areas of interest are real estate investment, finance, appraisal, and transportation planning. Present position is graduate research assistant and instructor of real estate at University of Georgia. BBA in Real Estate and MA from Georgia State in urban geography. Four years experience as Urban Transportation Planner. Available for assistant professor in August 1979 with location preference and salary open ended.
- 0-40 Goebel, Paul Robert, F-110, University Village, Athens, GA 30603. (404-549-1782). Present position is that of research assistant and instructor of Real Estate Principles. BBA and MBA degrees in management. Age: 27. Two years experience in General Motors management program. Available for assistant professor in June of 1979 with location preference and salary open ended.
- 0-41 Johnson, I. Richard, 502L Eagle Heights, Madison, WI 53706. (608-238-8333). Major interest is teaching real estate and advanced accounting. Age: 32. Present position is as an accounting instructor at the University of Wisconsin, where he is a candidate for Ph.D. in real estate with a minor in accounting and law. BA and MBA from University of Utah. Has CPA designation and four years experience in accounting and finance in construction and development. Available in January, 1979 with location preference for western, southwestern U.S. Salary open.
- 0-42 Hagias, James S., 605 Meadow Lane, Trenton, Ohio, 45067. (513-988-9268) Major interest in teaching real estate and finance courses. Age: 45. Nine years teaching experience and returning to teaching from real estate investment and management. Has extensive work with Institute for Real Estate Management and Institute for Real Estate Appraisal. MBA in accounting and a variety of academic honors including Phi Beta Kappa in Mathematics. Position desired as Associate Professor anywhere in U.S. with salary negotiable.
- 0-43 Fisher, Jeffrey D., 7899 Sethwick Road, Dublin, Ohio 43017 (614-889-0890) Major interest in teaching real estate and finance. Age: 31. Present position as real estate lecturer at Ohio State University and candidate for Ph.D. Five years teaching experience in finance, statistics and real estate. Variety of research assignments and consulting work including development of computer investment models for real estate. Has a good publication record. Will be available for September of 1979. Location preference and salary is open-ended.

- 0-44 Jaffe, Austin J., 195 E. 49th Avenue, Eugene, Oregon 97405 (503-485-5681)
Current position as post doctorate fellow and assistant professor at University of Oregon in finance and real estate. Age: 26. Ph.D. in finance from University of Illinois, 1978. Five years teaching experience in finance, real estate, and languages. Extensive publication record. Available in summer of 1979 with location preference and salary open.
- 0-45 Nelson, Theron R., 225 Franklin Road, Apt. 44X, Atlanta, Ga. 30342 (404-255-9443) Current position is instructor at Clark College, School of Business Administration in upper division courses for personnel management, operations research and real estate. Age: 32. Major interest is land economics and urban affairs and is candidate for a Ph.D. in urban land economics and operations research from Georgia State University. Available in August 1979. Has background in architecture and urban affairs with extensive list of research projects and other publications. In addition, wife will complete Ph.D. in Marketing. Both have a location preference for the southeast or midwest.
- CA-17 This experienced professor has seven years teaching experience in all basic courses of real estate. Ph.D. from prominent Big Ten University with extensive background in math of theoretical physics. Seeks position as associate or full professor in California, Texas, Florida, or Arizona. Salary open. Available anytime in 1979. For further information send a description of your opportunity to Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, WI 53706, who will forward your materials to this candidate.
- U-40 Assistant Professor, The Ohio State University, College of Administrative Science, has an opening for an Assistant Professor of Real Estate and Urban Analysis, commencing September, 1979. Resumes or inquiries can be directed to Professor Ronald L. Racster, 1775 College Road, Columbus, Ohio, 43201.
- U-41 University of Arkansas, Business Administration will have two tenure track positions open August 15, 1979. Appropriate doctoral degree or dissertation near completion required. Rank through Associate Professor and salary commensurate with qualifications. One position requires primary teaching and research interest in real estate with secondary in financial management, investments, or institutions and capital markets desired. The second position emphasizes primary interests in financial management, investments, or institutions and capital markets, including international finance. Forward current vita to Dr. Warren Banks, Chairman, Department of Finance, BA302, University of Arkansas, Fayetteville, AR 72701. Phone (501-575-4505).
- U-42 Appalachian State has opening for real estate and insurance teaching courses at the undergraduate level and developing a continuing education program. Contact Professor Ray Jones, Chairperson Finance, Insurance and Real Estate, Appalachian State University, Boone, NC 28608 (704-262-2202).

- U-43 Angelo State University is seeking an instructor or assistant professor in real estate to teach courses as part of a finance major in a Bachelor of Administration degree program. Contact Dr. Gerald L. Richards, Head, Department of Business Administration, Angelo State University, San Angelo, Texas 76901 (915-942-2383).
- U-44 Indiana University Real Estate Department is seeking an assistant professor in real estate. For further information contact Professor George G. Bloom, Director Real Estate Department, 521 E. 4th St., Bloomington, IN 47401. (812-337-3054).
- U-45 American Technological University is seeking a professor of Management and Business starting August 1978. Preferred areas are accounting, finance and real estate. Salary range \$24,000 - \$26,000. Prefer Ph.D. - DBA but will consider candidate who is ABD. Contact Dr. Robin C. Smith, Chairman, Management and Business, American Technological University, Box 1416, Killeen, Texas 76541. (817-526-1126).
- U-46 University of Tennessee, College of Business Administration Center for Business and Atomic Research. Has two positions available. Both positions require a background in regional or urban economics with a strong econometric orientation. Both appointments will be joint appointments with the Center for Business and Economics Research and either Department of Economics or Department of Finance. One person should be experienced and one can be entering at the assistant professor level. Contact William C. Goolsby, Associate Professor of Finance and Director, Tennessee Econometric Model, U. of Tennessee, College of Business Administration, Knoxville, Tenn. 37916. (615-974-5441).
- U-47 The Finance Department of the University of Houston is seeking an assistant Professor to engage in research and teach in the field of real estate finance, beginning in Fall, 1979. Secondary fields could include investments, corporate finance, or financial institutions. Contact Prof. James R. Morris, Dept. of Finance, University of Houston, Houston, TX 77004. (713-749-1126.)
- U-48 Head, Department of Business Administration (Professor, \$22,656-\$27,348/AY). Administration and teaching assignment. Doctorate in Marketing, Finance, or Real Estate. Record of University level teaching, research, publication, and professional service. Practical experience desirable. To be filled by September 1, 1979. Closing date January 15, 1979. Send resume to Dr. Robert K. Coe, Dean, School of Business, California Polytechnic State University (Cal Poly), San Luis Obispo, CA 93407. Cal Poly is an Affirmative Action/Equal Opportunity/Title IX Employer.
- U-49 California State University at Fullerton is seeking an assistant or associate professor to teach undergraduate real estate courses including principals, finance, appraisals, and investments for 1978 or 1979. Contact Peter Mlynaryk, Dept. of Finance, California State University, Fullerton, CA 92634. (714-892-4485 or 714-870-2217.)

PLACEMENT SERVICE LETTER
 March 1979
 AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

The following items are in addition to the lengthy listings in the November 1978 AREUEA Newsletter. Relisting of still open positions reported earlier is not feasible because the Placement Service has no reliable feedback from personnel or institutions who have met their particular needs. Indeed, the Placement Service has no way of measuring how frequently its leads fall on fertile or barren grounds of opportunity. We are the Johnny Appleseed of academic plums and economic decision trees. To contact those with confidential listings or for application forms and updated data in months following this publication, contact Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706 (Phone 608-262-6378).

- 0-32 Webb, James R., 340 Commerce West, University of Illinois, Urbana, Illinois 61801. (217-333-2278). Major interest is real estate and urban land economics with a minor in investments. Age: 31. Present position is visiting lecturer at University of Illinois, Urbana where he is pursuing a Ph.D. degree in finance. Has experience as corporate systems analyst at the Parker Pen Corp. and three years teaching real estate and urban economics at University of Illinois. Desires position as assistant professor anywhere and is available July/August 1979.
- 0-46 Welch, Russell L., 1510 Corona, Austin, Texas 78723 (512-451-0037). Current position as instructor with 2½ years teaching real estate, business law, and urban land development at University of Texas. Age: 34. Has J.D. degree from Texas Tech Law School and MBA from University of Texas with extensive college administration responsibilities. Seeks teaching position where teaching excellence is encouraged preferably in areas of real estate and/or legal environment of business. Will accept some administrative responsibility. Available in summer of 1979. Location preference and salary open.
- 0-47 Kendig, Hal, 15 Hopegood Place, Garran, ACT, Australia 2605; Canberra Tel. 49-5111. Current position as research fellow at the Urban Research Unit, Research School of Social Sciences, Australian National University, Canberra. Age: 31. Ph.D. in urban studies from University of Southern California in 1975. Variety of publications, scholastic honors, and administrative experience in social research on aging and retirement. Seeks a teaching position in the U.S. that involves part-time research and some agency consultation with location preference and salary open. (Contact Prof. Graaskamp for complete vita)
- 0-48 Griffin, C. Ramon, 4119 Olympic Lane, Columbus, Georgia 31907, (404) 561-6197. Current position as assistant professor of real estate at Columbus College. Age: 30. Ph.D. candidate in real estate and urban affairs at Georgia State University with expected graduation in June 1979. Six years of teaching and prior management experience with General Motors and Lockheed. Seeks a teaching position for real estate in the West or Northwest but salary is open. Available fall 1979.

- CA-17 This experienced professor has seven years teaching experience in all basic courses of real estate. Ph.D. from prominent Big Ten University with extensive background in math of theoretical physics. Seeks position as associate or full professor in California, Texas, Florida, or Arizona. Salary open. Available anytime in 1979. For further information send a description of your opportunity to Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, WI 53706, who will forward your materials to this candidate.
- CA-18 This individual is presently a chairholder in real estate with teaching experience in all phases of real estate and in addition, corporate real estate executive experience. Married, young family, would prefer relocation to South at full university somewhere near an urban area. Available in fall of 1979. For further information, send description of institutional opportunity to Prof. Graaskamp who will forward materials.
- CA-19 This candidate in his twenties has a major interest in real estate development and urban planning with teaching experience in quantitative methods and urban planning at a Big Ten University and research and curriculum development with a national real estate association. Will relocate in America's heartland or Southeast or Southwest. Again, contact can be made through Prof. Graaskamp.
- CA-20 Experienced professor of real estate with Ph. D. would like to return to teaching after 1½ years of writing a principles text and various articles. Prefers Southwest. Has considerable experience in the development of realtor education programs. For further information contact through Prof. Graaskamp.
- U-51 Texas A&M University, Real Estate Research Center is seeking assistant or associate research economist for September 1979. Responsibilities are to pursue research and publication activities related to real estate, including appraisal, brokerage, construction, housing, investment, planning and zoning, and taxation. Competitive salary commensurate with education. Application deadline is May 31, 1979, or whenever qualified candidate is located, whichever is later. Contact Alvin B. Wooten, Director, Texas Real Estate Research Center, Texas A&M University, College Station, Texas 77843.
- O-36 McCullagh, Ronald D., 959 Lobster Trap Lane, Tempe, AZ 85283 (602-839-9300). Major interest is Real Estate and information systems. Age: 34. Present position is Assistant Professor of Real Estate at Arizona State. Graduate degree Ph.D. in Real Estate and information systems at the University of Florida. Ten years teaching experience in the southeast and southwest. Extensive publications and research record. Available with location preference and salary open.

✓ U-61 New position as assistant professor of real estate is available in the Department of Business Law and Real Estate at the School of Business Administration for Temple University. Rapid growth in real estate enrollments requires full time staffing and development of real estate curriculum. Ph.D. preferred but ABD would be considered. Salary range \$23-27,000 for two semesters as appropriate. Contact: Dr. David Roberts, Chairman, Department of Business Law and Real Estate, Speakman Hall, Temple University, Philadelphia, PA 19100. Phone: (215) 787-1629

PLACEMENT SERVICE LETTER
November 1979
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Person power for real estate education and research still appears to be in short supply relative to growing recognition of real estate and urban land economics as appropriate academic subject matter for business, planning, and technical careers. Perhaps, real estate profs. should have agents like baseball and basketball players, and the President of ~~AREUA~~ could compensate stingy universities which lost star performers with future draft choices from this list and stacks of rare research monographs for their library. To contact those with confidential listings or for application forms and updated data in months following this publication, contact Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, Wisconsin 53706 (Phone 608-262-6378).

AREUA

As it is...
St. March to Atlanta...
Rev...
... 50 ...
... Prof ...
... of the ...

PLACEMENT SERVICE LETTER
 March 1980
 AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Student demand for real estate courses and the trend for state licensing rules to favor college education in business and real estate is continuing the expansion of the existing university level programs in real estate and urban land economics and the initiation of new positions, often with financial assistance from the industry. The imbalance of the present placement letter between candidates and positions available is revealing as to the favorable position of those with real estate credentials as compared to psychology and history majors. In Madison the latter group have banded together to form a Union Cab Company and other social service programs, such as tree trimming. To contact those with confidential listings or for application forms and updated data in months following this publication, contact Prof. James A. Graaskamp, School of Business, University of Wisconsin, 1155 Observatory Drive, Madison, WI 53706. (Phone 608-262-6378.)

- 0-52 Minter, Scott C., 114 S. Prospect Ave., Madison, WI 53705, (608) 231-2836. Major interest in real estate law, land use regulation and real estate finance. Minor interest in real estate transactions and business law. Age: 29. Is Currently a research assistant with the Univ. of Wis.-Madison Extension in the Department of Law. Has a J.D. from the Univ. of Wis., MS in real estate from Univ. of Wis. expected May 1980. Has three years of legal experience with the Wis. Dept. of Justice and continuing legal education in Wisconsin - Univ. of Wis. Department of Law. Desires a teaching position in the South, Midwest, or Northwest. Salary is open.
- 0-59 Ihlanfeldt, Keith R., Dept. of Economics & Finance, University of Dayton, Dayton, Ohio 45469. (513-229-2419) Major field of interest is housing economics and urban economics. Age: 29. Is currently an assistant professor with a Ph.D. from Washington University, St. Louis, Mo. Seeks position as assistant in Dept of Real Estate. Location and salary open. Available 1980.
- 0-60 Kursh, Steven A., IES Building, 3400 Walnut Str., University of Pennsylvania, Philadelphia, Pa. 19104. (215-243-8480) Major field of interest is housing and real estate finance with a minor field in quantitative methods. Age: 26. Presently a Ph.D. candidate and instructor in the Dept. of City & Regional Planning. Undergraduate work in political science and economics at Boston College. Three years teaching experience and one year of research experience in housing and community development. Desires position as assistant professor anywhere in the U.S. Salary is open; available fall, 1980.
- U-64 Research position available for someone with graduate degree in economics and with thorough background in real estate investment in land law. Primary subject areas would be foreign investment in American agriculture, rural land ownership patterns and rural land planning. For more information contact: Gene Wunderlich, Economics Statistics and Cooperative Service, GHI 420, U.S. Dept. of Agriculture, Washington, D.C. 20250. (202-447-9179)

- U-65 Position available as director of real estate program at Murray State University beginning August 1980. Teach, direct, and coordinate real estate program, utilizing adjunct instructors. Contact: Dr. Bill Seale, Chairman, Marketing and Business Administration, Murray State University, Murray, KY 42071. (502-762-6196)
- U-66 The University of Cincinnati has funded a new position for real estate and urban land economics. Additional information is available from: Prof. Lew Melnyk, Dept. of Finance, College of Business Administration, University of Cincinnati, Cincinnati, Ohio 45221. (513-475-5781)
- U-67 Faculty position available in teaching real estate courses at Virginia Commonwealth University beginning August 1980 with doctor's degree preferred. Primarily teaching undergraduate and graduate courses with some administration. Program has considerable private funding, secretarial and research support. A resume should be sent to: Dr. James H. Boykin, Alfred L. Blake Professor of Real Estate, Box 103, School of Business Virginia Commonwealth University, Richmond, Virginia 23284. 804-257-1721.
- U-68 Faculty position available in Real Estate at University of Alaska, Anchorage, Alaska beginning September 1980 at rank of assistant, associate, or professor of Real Estate. Position entails teaching at undergraduate and graduate level Real Estate courses. Strong research and publishing ability. A resume should be sent to: G. Hayden Green, Ph.D., Associate professor of Real Estate, Business Administration, 3221 Providence Drive, Anchorage, Alaska 99504. 907-263-1764. Salary range - \$25,000-35,000 nine month plus three months summer teaching. Ph.D. degree preferred.
- U-69 Faculty position available in Real Estate at College of Business Administration, University of Florida-Gainesville, Florida. Permanent faculty position at the Assistant Professor level beginning in September, 1980. Ph.D. candidates preferred who are expected to complete dissertations by Fall. Particularly interested in considering qualified minority applicants who have recently attained or will soon attain Ph.D.'s in real estate. A resume should be sent to: Arnold A. Heggstad, Professor and Chairman, Department of Finance, Insurance, and Real Estate, Faculty of Finance, College of Business Administration, University of Florida, Gainesville, 32611. 904-392-0153.
- U-70 Faculty positions available in Construction Science and of Architecture in the University of Oklahoma College of Environmental Design. Faculty will be increased by at least five new, tenure-track positions at the rank of assistant or associate professor in the fall of 1980. Applicants must possess the appropriate terminal graduate degree of their discipline and have had at least three years of reponsible professional experience. A doctorate, professional licensing and/or prior experience in teaching or research may be required for some positions. Salary will be commensurate with qualifications. A resume should be sent to: Dean Murlin Hodgell, College of Environmental Design, 180 W. Brooks, Norman, Oklahoma 73019. Please send by March 1, 1980.

- U-71 Faculty position available at St. Cloud State University, seeking applications for the Minnesota Real Estate Chair. Want outstanding individual who has made significant contributions in real estate education, publication and service to the industry and regulatory agencies. Represents an excellent opportunity for a qualified person who would like to promote and develop an outstanding program in Real Estate. Contact: Darrell F. Wentworth, Chairperson, Search Committee, St. Cloud State University College of Business, St. Cloud, Minnesota, 56301. 612-255-3225.
- U-72 Business Administration/Real Estate, Assistant or Associate Professor. Responsible for teaching courses in Real Estate Appraisal, Investment Analysis, Finance, and Principles with a secondary area of teaching interests in Corporate Finance, Quantitative Methods, Economics or Marketing required. Qualifications: Earned doctorate and prior teaching experience. Salary is competitive and based upon rank, publications, teaching experience and appropriate business experience. Application Deadline Date: April 1, 1980. Starting Date: September, 1980. Send Resumes To: Dr. Joseph Rabianski, Chairman, Department of Real Estate and Urban Affairs, Georgia State University, Atlanta, Georgia, 30303. An Equal Educational and Employment Opportunity Institution.
- U-73 The Kansas Chair in Real Estate and Land Use Economics was established this year by the Kansas real estate profession. The individual we hope to attract for this position should have distinguished himself/herself, both in teaching and research, in the area of Real Estate. For further information, contact Dean Douglas Sharp, 1845 Fairmont Ave., Wichita, Kansas, 67208, 316-689-3200.

PLACEMENT SERVICE LETTER
October 1980
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Your Placement Director is crying up his other sleeve now that he has two staff openings and no leads as to candidates! Indeed our Governor has suggested that to control staff, we should use more Lysol in the water and spray the air regularly. It simply is not in our self interest to report all of the following job openings without any suggestions as to where to look for candidates since we have difficulty competing with industry. Some of the mellow members in our Finance Department have suggested that real estate professors, like the dinosaurs, would reappear when they were hungry, but this theory is already suspect among anthropologists. Perhaps AERUEA could recruit more and better teachers if we would issue gold sport coats to those with Ph.D.'s, provide large swinging lawn signs with Beta Gamma Sigma keys for the front lawn, and provide TV institutional pieces in connection with Allied Van Lines to show that wives found it fun to move. In the meantime, here are a number of vacuums and vacancies to be abhorred and filled:

- U-76 The University of Wisconsin-School of Business has two faculty positions available for June or August of 1981. One position can be at the associate or assistant professor level with course responsibilities for teaching traditional urban land economics, real estate tax technique and policy, municipal financing of urban development and other areas of urban and regional land planning. Position is in the School of Business but some salary financing is provided by the Urban and Regional Planning Department. The candidate must be a competent researcher, interested in sharing his/her work with the academic and real estate communities, but strong weight will be placed on classroom teaching effectiveness. The second position is an assistant professorship which will first emphasize the econometrics of urban economics, contemporary retail trade area analysis, and survey research appropriate to real estate development. The ability to teach computer techniques and the 1980 census systems is desirable. Experience in construction management would be an unexpected boon. The individual should be self-motivated and able to conduct research with a minimum of supervision. Send letters of interest to Prof. James A. Graaskamp, Chairman, Real Estate & Urban Land Economics, School of Business, 1155 Observatory Drive, Madison, Wisconsin 53706. The University of Wisconsin is an Equal Opportunity/Affirmative Action employer; all applications must be at the University of Wisconsin-School of Business no later than December 1, 1980.
- U-77 Wytheville Community College is seeking a real estate instructor with an MBA in business or related field. Candidate must be capable of teaching courses in real estate/banking/and mortgage finance. Both VPI and Virginia State University are nearby for candidates pursuing higher degrees. An Equal Opportunity/Affirmative Action Institution, write Miss Shirley McCormick, Chairman, Division of Business, Wytheville Community College, 1000 East Main Street, Wytheville, Virginia 24382. Position is available for January 1981 or summer 1981.

- U-78 The University of Texas at Arlington has provided notice of a faculty position and will consider assistant, associate, or full professorship with competitive salary. Functions include teaching graduate and undergraduate real estate courses in the College of Business Administration, engaging in research and publication, and interacting with the business community. Applicants must have completed doctorate and those seeking advanced ranking must have an established research record and appropriate credentials. Applications should include a vita, official transcripts and references, and copies of available recent publications. University of Texas is an Equal Opportunity Employer. Deadline dates for applications is February 1981, and they should be directed to Vincent P. Apilado, Chairman, Finance and Real Estate Department, College of Business Administration, UTA Box 19449, Arlington, TX 76019 (817-273-3705).
- U-79 Virginia Commonwealth University has a faculty position available in real estate and urban land development for August 1981. Salary is competitive; rank is based on previous experience. A large developing program with a \$1 million endowment. Opportunity to instruct at the undergraduate and graduate levels and some administration. Requires a Ph.D. or D.B.A. in real estate, finance, marketing, or planning. Evidence of interest in research and publication; appropriate business or consulting experience desirable. Send resume to Dr. Walter S. Griggs, Chairman, Business Administration and Management Department, Box 116, School of Business, Virginia Commonwealth University, Richmond, Virginia 23284.
- U-80 The University of Reading (ENGLAND, not Pennsylvania, you provincials) invites applications for the Professorship of Land Management (within the Department of Land Management and Development) which will become vacant on the retirement, on 30 September 1981, of Professor C.W.N. Miles, CBE. Candidates should have qualifications and experience in some aspect of land management and development in the widest sense (taken to include management, development, economics and investment, in relation to property, whether urban or rural). The appointment will be made from a date to be arranged with the successful candidate. Further information may be obtained from the Registrar (Room 214, Whiteknights House), The University, Whiteknights, Reading RG6 2AH, by whom applications should be received not later than 15 November 1980.
- U-81 Clarion State College (in PENNSYLVANIA, not England, you Anglophiles) is recruiting a real estate professor for August of 1981 to teach undergraduate courses in the real estate area. Salary range is negotiable but associate/assistant must have a Ph.D. although ABD will be considered. Assistant professor/instructor ranking will consider an MBA who has willingness to pursue a doctorate parttime. Teaching and related business experience is desirable. Applications should be submitted no later than February 15, 1981, to Dr. Woodrow W. Yeane, Chairperson, Department of Finance and Business Computers, School of Business Administration, Clarion State College, Clarion, Pennsylvania 16214 (814-226-6000).

- U-82 Georgia State University has need of a talented and versatile type of individual for Business Administration/Real Estate at an assistant or associate level. Would be responsible for teaching courses in Real Estate Appraisal, Investment Analysis, Finance, and Principles with a secondary area of teaching interests in Corporate Finance, Quantitative Methods, Economics or Marketing required. Earned doctorate or completion of requirements by September 1981. Prior teaching experience is desirable. Salary is competitive and based upon rank, publications, teaching experience and appropriate business experience. Application deadline date is January 1, 1981. Starting date is September, 1981. Send resumes to Dr. Joseph Rabianski, Chairman, Department of Real Estate and Urban Affairs, Georgia State University, Atlanta, Georgia 30303. An Equal Educational and Employment Opportunity Institution.
- U-83 University of Cincinnati has a new position in real estate at the assistant professorship level available for September 1, 1981. Candidates will be required to teach courses such as appraisal, investment, brokerage, etc. Those who expect to finish their Ph.D.'s by August 1981 may wish to apply by sending a copy of their resumes and recent publications to Z. Lew Melnyk, Head, Department of Finance, College of Business Administration, Cincinnati, Ohio 45221 (513-475-5781). Prof. Melnyk will be at the Financial Management Association meeting in New Orleans, October 22-25, and the American Finance Association meetings in Dallas. U of C is an Equal Opportunity/Affirmative Action employer.
- U-84 Texas A & M University Real Estate Research Center is seeking an assistant research economist to conduct real estate related research. Should you wish further information, contact Richard L. Floyd, Associate Director, Real Estate Research Center, Texas A & M University, College Station, TX 77843 (713-845-2031).
- U-85 International Council of Shopping Centers is looking for a Director of Education who would be responsible for implementation and expansion of ICSC educational programs, curricula for new courses, selection of texts, training manuals, correspondence courses for shopping center personnel, and administration of intensive year round program. For further information, contact Charlotte Schluger, International Council of Shopping Centers, 665 Fifth Avenue, New York, NY 10022 (212-421-8181).

PLACEMENT SERVICE LETTER
February 1981
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Institutions of higher learning and particularly those which teach Business have recently discovered from intensive research of and a search for real estate instructors that some people are motivated by MONEY. We have received a number of phone calls from institutions, frustrated in their search for real estate teaching talent inquiring about the current price of rank real estate resources. As far as we can tell, offering prices for inexperienced assistant professors with a Ph.D. in hand is \$26,000-\$27,500 plus some sort of guarantee of research money for the first summer; associate professors are in the range of \$33,000-\$40,000 cash with a variety of extra goodies, ranging from a certain number of guarantee continuing education days to a guaranteed unrestricted research grant of \$4,000-\$7,500. Full professors have an infinite variety of combinations depending on whether the chair is endowed or whether the school, in lieu of salary, gives the professor a flexible teaching schedule so that he can pursue his fortune in real estate. In any event the salary ranges from \$45,000-\$55,000 on a nine month basis plus unrestricted research money and often a travel fund.

- U-86 The University of Connecticut School of Business Administration has two positions in Real Estate & Urban Economics studies available for the fall semester 1981. Would consider a recent Ph.D. or DBA in real estate or even a lectureship for a doctoral candidate with substantial progress toward completion of dissertation and with demonstrated research capability. Would also consider applicants at a more senior rank who have demonstrated skills as both a teacher and a researcher and with a professional designation where appropriate. Contact Stephen D. Messner, Head, Finance Department, School of Business Administration, University of Connecticut, Storrs, CT 06268.
- U-87 Virginia Commonwealth University would like to recruit one new faculty member for next September 1981. Salary is competitive; rank is based on previous experience. A large developing program with a \$1 million endowment. Opportunity to instruct at the undergraduate and graduate levels and some administration. Requires a Ph.D. or DBA in real estate, finance, and marketing, or planning. Evidence of interest in research and publication; appropriate business or consulting experience desirable. Send resume to Prof. James H. Boyken, Real Estate and Urban Land Development Department, Virginia Commonwealth University, Richmond, Virginia 23284.
- U-88 North Texas University is looking for one additional faculty member for its real estate program. Located in Denton, Texas, 35 miles from Dallas, it has offered an undergraduate major for the last three years and has garnered 100 majors and 1200 students annually in eight undergraduate courses. Real estate can be a minor in both an MBA or Ph.D. program. For additional information, contact Prof. Thomas Pearson, Program Administration, Denton, TX 76203.
- U-89 Appalachian State University is seeking an assistant professor in real estate to teach courses leading to a major in Real Estate and Urban Analysis. Contact Prof. Ray G. Jones, Jr., Chairperson, Department of Finance, Insurance and Real Estate, Appalachian State University, Boone, North Carolina 28608. (704/262-4030).

- U-90 The University of Nebraska at Omaha is seeking applicants for the position of Chairperson, Real Estate and Land Use Economics Program. The tenure track position involves teaching and research responsibilities in addition to the administrative responsibilities required as chairperson. Starting date is August, 1981. Salary and rank are negotiable and based upon past experience and qualifications. Position requirements include appropriate Doctorate (Real Estate, Finance, Economics, or related field) and evidence of a continuing interest in research and publication. Related business or consulting experience desirable but not required. Applications, with current vitae, should be sent, by February 16, 1981 to Dr. J. Brad Chapman, Associate Dean, College of Business Administration, University of Nebraska at Omaha, Omaha, Nebraska 68182. (402) 554-2303. The University of Nebraska at Omaha is an Equal Opportunity/Affirmative Action employer.
- U-91 The Real Estate and Construction Management Department at the University of Denver is currently seeking an individual to fill the position of assistant/associate professor which will be available as of 1981. This individual will be responsible for teaching Construction Management and Real Estate courses which will include Construction Materials and Methods, Construction Management Systems, Seminar in Construction Management, Applied Construction Management Concepts, Real Estate Principles and Practices, Principles of Commercial Real Estate, Real Estate Finance, Real Estate Appraisal, Urban Analysis and Development, and Real Estate Investment. The individual applying for this position should have a terminal degree in Business Administration or Civil Engineering. An individual who has finished all course-work and is currently working on the dissertation will be considered. Course-work in construction and/or real estate at the Master's or Doctorate level is necessary, course-work in management beyond course requirements is desirable. The individual applying for this position should also have working experience in the field of construction management and/or real estate. If interested, please contact Charles C. Shinn, Jr., Director and Associate Professor of the Real Estate and Construction Management Department, at the University of Denver, 2020 South Race Street, Business Administration #231, Denver, Colorado 80208, or call (303) 753-3432.

The following talents are considering relocation from present positions. For those with job opportunities who are interested, please send description of the opportunity to Prof. James A. Graaskamp, Room 118, School of Business, 1155 Observatory Drive, Madison, WI 53706 and he will forward copies of your opportunity to such candidates as you indicate by number from the following list:

- CA-20 Ph.D. in real estate from major university; seven years of university level teaching; substantial experience in management of large real estate corporation; evidence of research and publishing; desires senior professorship or directorship in real estate research center.
- CA-21 Assistant Professor Finance at a Big Ten university seeks a similar position in a southeastern south central, southwestern, or west coast university. Research and teaching interests are finance and investments. Age 29. Two years teaching experience. Ph.D. (1979) from a major university. Available either July or September 1981. Salary open.
- CA-22 Experienced construction project manager seeks opportunity in teaching, continuing education and research. Has a master's degree in architecture from Yale University, the AIA designation, and ten years of teaching and publications. Available for fall of 1981.

PLACEMENT SERVICE LETTER
November 1981
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Reaganeconomics apparently has created an unsatiable demand for academic argument on the impact of 5- 10- 15-year depreciation on real estate churning, not to mention a new dependence on private pension programs with commitments in real estate investments. Thus ivy tower employment for real estate professors is guaranteed. At the same time the sacrifice of a mortgage contract interest rate from 1975 and the price of a new home at some hip college town where the intellectuals have instituted growth management makes it impossible to relocate real estate types, who might shed light on the local phenomenon of high nominal prices due to high land contracts despite little effective demand at the cash equivalent price. Thus it is not surprising to see the same positions available despite improved salary offers over three or four semesters. The variety of opportunities listed below hints of a major pocket of underemployment on the American scene, hidden behind the recent conversion of ivy-covered Old Main into faculty condominiums by a money mad Dean, two accounting profs (one to audit the other), and a doctoral candidate in organizational theory. All of the openings listed below are with equal opportunity employers who will not discriminate on the basis of race, color, religion, sex, age, handicap, or national origin (but candidates expecting a gold sport coat and lapel pin may be considered déclassé).

- U-76 The University of Wisconsin-School of Business-Madison has a faculty position available for fall of 1982. The position can be at the associate or assistant professor level, but requires Ph.D. in hand. Principal course responsibilities would be for teaching institutional and economic urban land economics, real estate tax policies, housing policy, and municipal financing of urban development. The candidate must be a competent researcher, interested in sharing his/her work with the academic and real estate communities, but strong weight will be placed on classroom teaching effectiveness. Send letters of interest to Prof. James A. Graaskamp, Chairman, Real Estate & Urban Land Economics, School of Business, 1155 Observatory Drive, Madison, WI 53706. All applications must be at the University of Wisconsin-School of Business no later than January 24, 1982.
- U-92 Texas A & M University seeks applicants for the Julio S. Laguarda Real Estate Professorship for fall 1982. Applicants should have a strong record of teaching, research, and professional service. Position will be filled at either the associate or full professor level and the salary is competitive and reflecting rank and experience. Contact Prof. R. Malcolm Richards, Head, Department of Finance, Texas A & M University, College Station, TX 77843 (713-845-2020).
- U-93 The University of New Orleans has created a new tenure track position, Assistant Professor of Finance (Real Estate), Department of Economics and Finance. Faculty members with doctorate degree and a research orientation interested in active participation within a graduate program, but who enjoy teaching, will be given preference. For further information contact Professor Walton T. Wilford or Associate Professor Wade R. Ragas, Department of Economics and Finance, University of New Orleans, New Orleans, LA 70148 (504-286-6485).

- U-94 The University of Illinois at Urbana-Champaign seeks a Director of Business Research for Real Estate. The Office of Real Estate Research directs research and disseminates results to the academic community, the business community, government and the public. A search is being made for a director to assume duties May 20, 1982. The director is also expected to be a tenured track faculty member in the Department of Finance at the University of Illinois and engage in teaching and research. Candidates should have a doctorate in real estate, finance, economics, or a related discipline and have a record of research and teaching appropriate for a position at a major research university. In addition, a candidate should have demonstrated strong interest in research applications to business and government, including strong communication skills. Administrative experience desirable. Salary is competitive. For assurance of full consideration, applications should be received before January 1, 1982. Contact Prof. Robert W. Resek, Chairman, Office of Real Estate Research Search Committee, Bureau of Economic and Business Research, University of Illinois at Urbana-Champaign, 428 Commerce West, 1206 S. Sixth St., Champaign, IL 61820, (217-333-2330).
- U-95 Virginia Commonwealth University has filled one position but continues to grow in endowment, with formation of a Virginia Real Estate Research Center, and finally with a Ph.D. program beginning in the fall of 1982. Therefore they are continuing to look for someone with a Ph.D. or D.B.A. in Real Estate Finance, Finance, Marketing, or Planning. Send resume to either Dr. Walter S. Griggs, Chairman, Business Administration and Management or Prof. James H. Boykin, Box 116, School of Business, Virginia Commonwealth University, Richmond, VA 23284.
- U-96 Southern Methodist University is seeking at least one and possibly two real estate talents as assistant professor grade or above in real estate for the fall of 1982. Candidates should have Ph.D. in hand and be interested in both research and teaching of basic appraisal, investment, and finance type courses. The person to contact is Prof. William Brueggeman, Chairman, Real Estate & Urban Land Economics, Southern Methodist University, Edwin L. Cox School of Business, Dallas, TX 75275 (214-692-3182).
- U-97 The University of Texas at Arlington continues to expand its staff and this year is looking for a first rate academician who might meet the needs of Director of the Real Estate Center. Candidates must have Ph.D. or D.B.A. in hand by the time of appointment, but the position may be at assistant, associate, or full professorial level depending on research record and other credentials. Candidates will be expected to teach graduate and undergraduate courses, engage in research and publication, and interact with the business community. Deadline for applications is February 1982 and the application should include a vita, official transcripts and references, and copies of available recent publications or manuscripts. Please submit to Dr. Vincent P. Apilado, Chairman, Dept. of Finance and Real Estate, College of Business Administration, The Univ. of Texas at Arlington, TX 76019.
- U-98 California State University, Fresno, has an opportunity in the Dept. of Finance and Industry in the School of Business and Administrative Sciences for a real estate individual of any appropriate rank from assistant to full

professorial level. A D.B.A. or Ph.D. is required and teaching or business experience in business finance and real estate are preferred. The candidate will be expected to teach courses at both undergraduate and graduate levels, be active in student advising and public affairs, and have an active interest in research. Application review begins November 9, 1981, and will continue until position is filled. For further information contact: Dr. Paul M. Lange, Dept. of Finance and Industry, California State University, Fresno, Calif. 93740 (209-294-2341).

- U-99 Texas Tech University has one or more new positions at the assistant/associate professor level for teaching and research in real estate. Research is encouraged, expected, and rewarded, and teaching loads are consistent with research expectations. For information, please contact Dr. Karl Guntermann or Dr. Paul Goebel, Texas Tech University, P.O. Box 4320, Lubbock, TX 79409, (806-742-3340).
- U-100 Louisiana Tech University is seeking a research associate in the College of Administration and Business to coordinate and direct data processing activities, especially with large data bases such as census data. Requires statistical competence and proficiency in programming in COBOL, FORTRAN, and PLI. Contact: Dr. James R. Michael, Director, Research Division, College of Administration and Business, Box 10318, Ruston, LA 71272, (318-257-3701).
- U-101 Temple University is actively seeking a full time faculty member to instruct graduate and undergraduate courses in Real Estate and Urban Land Studies. Ph.D. preferred but A.B.D. will be considered, particularly if candidate has demonstrated his willingness to write for various academic and professional publications. Contact Joseph D. Pasquarella, School of Business Administration, Temple University, Philadelphia, PA 19122, (215-545-2125).
- U-102 University of Nebraska at Omaha has a real estate vacancy for the 1982 year for candidates who can be considered A.B.D., or at the assistant or associate professor level. The tenure track position involves both teaching and research responsibilities. Applications with vitae should be sent by January 13, 1982, to Dr. Roger P. Sindt, Chairman, Real Estate and Land Use Economics, Univ of Nebraska, Omaha, Nebraska 68182, (402-554-2802).
- U-103 The University of Denver has two opportunities available for immediate occupancy at the assistant/associate professorial level. The first is expected to teach real estate principles, finance, investment, property management, appraisal, commercial, market analysis, feasibility, and development. Some work experience in real estate preferred. The second position is for teaching construction management including accounting, purchasing, contracting, estimating, scheduling, and subcontracting. Contact Prof. Charles C. Shinn, Jr., Director, Real Estate and Construction Management, 2020 S. Race St., BA 321, Denver CO 80208, (303-753-3432).

For each of the following candidates who preferred anonymity, please send materials appropriate for forwarding and indicate to which CA materials should be sent by Prof. James A. Graaskamp, Room 118, School of Business, 1155 Observatory Dr., Madison, WI 53706.

- CA-24 Ph.D. in real estate from major university; seven years of university-level teaching; substantial experience in management of large real estate corporation; evidence of research and publishing; desires professorship or directorship in university real estate program.
- CA-25 Experienced professor of real estate and finance with broad professional background in government and banking interested in a visiting professorship where there would be some time for pursuit of several national research projects. Can teach advanced courses in real estate investment/finance, corporation finance, and financial institutions. Strong publication record.
- CA-26 Experienced professor and real estate consultant interested in associate or full professorship to teach and research all phases of real estate, land use development and environmental regulations. Has Ph.D. in planning as well as J.D. Prefers northeastern United States, salary open.
- 0-61 Thomas P. Boehm, 1044 Roswell Rd., Knoxville, TN 37923, (615-693-9356), Ph.D. in Urban and Regional Economics. Currently employed as an assistant professor teaching principles of real estate and urban economics. Has published a number of research papers. Rank and salary open; some preference for the upper Midwest but will consider all locations. Available for fall 1982.
- 0-62 Waldo L. Born, 11507 Natrona Cove, Austin, TX 78759, (512-345-3413), presently an assistant instructor at Univ. of Texas with a major field of interest in real estate and urban land development with a minor in financial institutions. Available with degree in August of 1982; salary is open. Prefers the South and Northwest.

PLACEMENT SERVICE LETTER
November 1982
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

We continue to search out openings available for academic specialists in urban economic modeling, real estate finance and other fields of ledger-deman, but we have been turning down offers of vacant skyscrapers in Denver, Houston, Phoenix, and Lexington, Kentucky in which to locate schools for the study of real estate absorption rates and construction loan practices. These schools are to be endowed in the memory of a number of prominent American banks and Canadian developers. However, it is reported that a small group of real estate professors are forming a group therapy association called Developers Anonymous which will be seeking field representatives who will be able to rush to any construction lender with a thermos of coffee, a treatise on the desirability of take-outs and tripartite contracts, and a pricing formula which adds 50 basis points to the rate for each \$1000 of spread between the loan officers personal net worth and the amount of the loan sought by the developer.

- U-104 The University of Texas at Arlington is seeking one or more persons as assistant, associate or full professorship. Candidates may also request to be considered for the position of Director of the Real Estate Center. Functions include teaching of graduate and undergraduate courses, research, and interaction to the business community. Must have completed a doctorate (Ph.D. or DBA). Contact: Dr. Vincent P. Apilado, Chairman, Department of Finance and Real Estate, College of Business Administration, University of Texas at Arlington, Arlington, Texas 76019 (817) 273-3705.
- U-105 The University of Central Florida College of Business Administration has created an endowed chair, the Gordon J. Barnett Professorship in Real Estate. Full, Associate or Senior Assistant Professor with a distinguished record of research/publication in the area of real estate. Candidate should also be able to develop academic and executive development programs to meet the needs of graduate and undergraduate students, and real estate industry executives. The University and College of Business Administration have a current enrollment of over 13,500 and 3,600 students respectfully. The College and the University continue to experience growth in the vibrant Central Florida economy. Please forward nomination or vita to Dr. David Klock, Chairman Search Committee, Department of Finance, College of Business Administration, University of Central Florida, Orlando, Florida 32816.
- U-106 The University of Florida College of Business Administration in Gainesville, Florida has an opening for an assistant professor for a recent Ph.D. or ABD who has a good background in finance as well as real estate. Contact: Prof. Halbert C. Smith, Director of Real Estate Research Center, College of Business Administration, Gainesville, Florida 82611 (904) 392-0157.
- U-107 The Department of Finance, Insurance and Real Estate at Appalachian State University has a chair person position available July 1, 1983. Requirements include a doctorate in one of those three areas, teaching experience, evidence of professional accomplishment in the area of research and publication, and demonstrated administrative ability. Deadline for applications is November 30, 1982. Send letter of application, resume, graduate transcripts, and three current letters of reference to: Linda L. Johnson, Search Committee Chair, Department of Finance, Insurance, and Real Estate, Appalachian State University, Boone, North Carolina 28603.

- U-108 The International Association of Assessing Officers currently has several openings in its professional staff and is seeking resumes. The positions require educational administrative capabilities or research capabilities, familiarity with real estate appraisal and property tax assessment, familiarity with applied quantitative methods, and effective writing and communications skills. A master's degree in one of the following fields or in a closely related field is required: education administration, business administration, public administration, economics, or quantitative methods. Competitive salary and excellent fringe benefits. Please send resume to: Executive Director, IAAO, 1313 E. 60th Street, Chicago, IL 60637.
- U-109 The Department of Finance, Insurance, and Real Estate at Appalachian State University has a chairperson position available July 1, 1983. Candidates must meet the minimum requirements for appointment at the associate or full professor level. These requirements include an earned doctorate in finance, insurance, or real estate, with teaching experience, evidence of professional accomplishment in the area of research and publication, and demonstrated administrative ability. Responsibilities include execution of administrative policies; scheduling; supervision of approximately 10 faculty members and staff; personnel recommendations; counseling and review of faculty and staff performance; administration of departmental budget; half time teaching load; and related duties. Salary is competitive and commensurate with education and experience. Deadline for receiving applications is November 30, 1982. Send letter of application, resume, graduate transcripts and three current letters of reference to: Linda L. Johnson, Search Committee Chair, Department of Finance, Insurance, and Real Estate, Appalachian State University, Boone, NC 28608. An equal opportunity employer.
- U-110 The School of Business Administration, George Mason University is searching for a Faculty (Departmental) Chairperson. Area of interest and academic preparation should include financial management, investment analysis, financial institutions and markets, or real estate. Ph.D. or DBA. Established record of scholarly achievement and professional service sufficient to support a senior-level appointment with tenure. Responsibilities include providing leadership in academic program development; encouraging faculty involvement in scholarly activities; recruiting qualified faculty; faculty evaluation; representing the faculty in internal and external matters; and normal administrative responsibilities of a Faculty Chairperson. Normal teaching load for the Finance Faculty is six hours per semester with a reduced teaching load for the chairperson. The anticipated starting date is 1 July 1983, salary is competitive. If you are interested please contact: Ben F. Sands, Jr., Chairman, Finance Faculty Chairperson Search Committee, School of Business Administration, George Mason University, 4400 University Drive, Fairfax, Virginia 22030.
- U-111 BUSINESS ADMINISTRATION: Immediate opening. Management/Finance/Quantitative Methods. Associate or Assistant; Ph.D., DBA., ABD or MBA considered. Teaching experience, publications record desirable. Salary very competitive, all fringes, four-year unit of University System of Georgia. Send vita, transcripts, at least three references by December 1, 1982 to Dr. John W. Bates, Division of Business Administration, Georgia Southwestern College, Americus, Georgia 31709. EEO/AA Institution.
- U-112 The International Association of Assessing Officers has two research positions available with some opportunity for instruction in statistics and automated appraisal. Contact: Dean A. McQuown, Acting Director of Education, 1313 East 60th Street, Chicago, Illinois 60637, (312) 947-2069.

- U-108 The International Association of Assessing Officers currently has several openings in its professional staff and is seeking resumes. The positions require educational administrative capabilities or research capabilities, familiarity with real estate appraisal and property tax assessment, familiarity with applied quantitative methods, and effective writing and communications skills. A master's degree in one of the following fields or in a closely related field is required: education administration, business administration, public administration, economics, or quantitative methods. Competitive salary and excellent fringe benefits. Please send resume to: Executive Director, IAAO, 1313 E. 60th Street, Chicago, IL 60637.
- U-109 The Department of Finance, Insurance, and Real Estate at Appalachian State University has a chairperson position available July 1, 1983. Candidates must meet the minimum requirements for appointment at the associate or full professor level. These requirements include an earned doctorate in finance, insurance, or real estate, with teaching experience, evidence of professional accomplishment in the area of research and publication, and demonstrated administrative ability. Responsibilities include execution of administrative policies; scheduling; supervision of approximately 10 faculty members and staff; personnel recommendations; counseling and review of faculty and staff performance; administration of departmental budget; half time teaching load; and related duties. Salary is competitive and commensurate with education and experience. Deadline for receiving applications is November 30, 1982. Send letter of application, resume, graduate transcripts and three current letters of reference to: Linda L. Johnson, Search Committee Chair, Department of Finance, Insurance, and Real Estate, Appalachian State University, Boone, NC 28608. An equal opportunity employer.
- U-110 The School of Business Administration, George Mason University is searching for a Faculty (Departmental) Chairperson. Area of interest and academic preparation should include financial management, investment analysis, financial institutions and markets, or real estate. Ph.D. or DBA. Established record of scholarly achievement and professional service sufficient to support a senior-level appointment with tenure. Responsibilities include providing leadership in academic program development; encouraging faculty involvement in scholarly activities; recruiting qualified faculty; faculty evaluation; representing the faculty in internal and external matters; and normal administrative responsibilities of a Faculty Chairperson. Normal teaching load for the Finance Faculty is six hours per semester with a reduced teaching load for the chairperson. The anticipated starting date is 1 July 1983, salary is competitive. If you are interested please contact: Ben F. Sands, Jr., Chairman, Finance Faculty Chairperson Search Committee, School of Business Administration, George Mason University, 4400 University Drive, Fairfax, Virginia 22030.
- U-111 BUSINESS ADMINISTRATION: Immediate opening. Management/Finance/Quantitative Methods. Associate or Assistant; Ph.D., DBA., ABD or MBA considered. Teaching experience, publications record desirable. Salary very competitive, all fringes, four-year unit of University System of Georgia. Send vita, transcripts, at least three references by December 1, 1982 to Dr. John W. Bates, Division of Business Administration, Georgia Southwestern College, Americus, Georgia 31709. EEO/AA Institution.
- U-112 The International Association of Assessing Officers has two research positions available with some opportunity for instruction in statistics and automated appraisal. Contact: Dean A. McQuown, Acting Director of Education, 1313 East 60th Street, Chicago, Illinois 60637, (312) 947-2069.

- U-113 The University of North Carolina at Chapel Hill invites applications for a faculty appointment in the Institute of Government to establish a new public service program in property assessment valuation and assessment administration for North Carolina assessors. Minimum qualifications: (1) baccalaureate degree from an accredited college or university; (2) significant administrative experience as assessor or deputy assessor in a jurisdiction of at least 40,000 parcels; (3) significant experience in short-course teaching of adults; and (4) ability to communicate effectively through research and writing. Advanced academic or professional degrees, the CAE or MAI designation, and an established reputation as teacher and writer are desirable but not essential. Salary is negotiable and will be competitive. Send applications and resumes to: John Sanders, Director, Institute of Government, Knapp Building 059A, The University of North Carolina at Chapel Hill, Chapel Hill, NC 27514. The University is an equal opportunity and affirmative action employer.
- U-114 Florida Atlantic University, College of Business and Public Administration, is seeking one additional faculty member for its real estate program for August 24, 1983, or after. The individual would be teaching courses in principles of real estate, real estate appraisal and real estate law. Salary is competitive and rank is based on previous experience. Position requirements include: 1) Ph.D. or D.B.A. in real estate or related field; (2) evidence of interest in research and publication; and (3) appropriate business or consulting experience desirable. Florida Atlantic University's undergraduate and graduate programs in business are accredited by the American Assembly of Collegiate Schools of Business (AACSB). Applications must be received by December 1, 1982. Florida Atlantic University is an affirmative action/equal opportunity institution. Send current vitae to: Dr. Thomas L. Laird, Coordinator of Real Estate, College of Business, Room 121, Florida Atlantic University, Boca Raton, Florida 33431.
- U-115 Applications are invited for the Professorship of Land Management, within the Department of Land Management and Development at the University of Reading. Candidates should have qualifications and experience in some aspect of land management and development in the widest sense (taken to include management, development, valuation, economics and investment, in relation to property, whether urban or rural). The appointment will be made from a date to be arranged with the successful candidate. Further information from the Registrar (Room 214, Whiteknights House), The University, Whiteknights, Reading RG6 2AH. Closing date 15 October 1982.
- O- 63 Theron Nelson will graduate ABD at Georgia State in the spring and seeks teaching position in the southeast relative to real estate. Has strong background in quantitative methods and computer lab. Six years teaching experience, undergraduate degree from Georgia Tech with master's in public administration from Georgia State.

OFFICIAL AREUEA ELECTION BALLOT

President Richard G. Marcis _____

Write In: _____

First Vice President Michael Goldberg _____

Write In: _____

Second Vice President Patric Hendershot _____

Kevin Villani _____

Write In: _____

Directors - Vote for 5:

William Beaton _____

Dennis Capozza _____

Joseph DeSalvo _____

Robert Edelstein _____

Austin Jaffee _____

Michael Miles _____

Joseph Rabianski _____

Kerry Vandell _____

Susan Wachter _____

Larry Wofford _____

Write In: _____

Ballots must be postmarked no later than December 15, 1982

Please return all ballots to:

Dr. William B. Brueggeman
Real Estate and Regional Science
Edwin L. Cox School of Business
Southern Methodist University
Dallas, Texas 75275

PLACEMENT SERVICE LETTER
February 1983
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Home prices and interest rates have now fallen to a point where a real estate professor of urban land economics can afford to think about relocation if his spouse has a good paying job or the ex-spouse has remarried. Reaganomics is a wonderful thing. When it comes to academic openings, department heads report that many have been called but few have chosen to relocate. Only a few additional positions and talents have surfaced since the November Newsletter heralded the great meat-market operations of the Social Science meetings in December.

- U-116 The University of Alabama is seeking an accomplished scholar with a continuing research program to fill their endowed Chair of Real Estate. Applicants should have an established record in teaching and scholarly research, with an appropriate doctorate in real estate, finance, or economics. Nevertheless the candidate should be able to work with the real estate industry. A fully endowed chair, the position becomes available in June of '83 at a competitive salary, and the search will remain open until a qualified person is selected for the position. Applications and nominations should be sent to: Dr. John Moeller, Chairman, Search Committee for the Real Estate Chair, Department of Economics, Finance and Legal Studies, P.O. Box J, University, AL 35486, (205) 347-7842.
- U-117 The University of Guelph in the town of the same name in Ontario, Canada is developing a bachelors and masters program in housing and are interested in interviewing potential faculty for the program in the department of consumer studies. Their priority would be Canadian citizens in U.S. doctoral programs, but they would welcome an opportunity to review all qualified individuals who may be interested. Please contact: Montrose S. Sommers, Chairman, Department of Consumer Studies, University of Guelph, College of Family and Consumer Studies, Guelph, Ontario, CANADA N1G 2W1 (519) 824-4120.
- 0-64 Gary P. Cain is seeking a position as an assistant or associate professor in real estate with a minor interest in investment and taxes. Has nine years teaching experience in finance, real estate, investment and insurance. He has also worked four years for Texas Instruments and Honeywell. No specific area of country preferred. Currently teaching at St. Marys College, Notre Dame. Can be contacted at 1428 Marigold Way, South Bend, Indiana 46617 (219) 284-4510.
- 0-65 Harry D. Hartnett is seeking a position as a senior level research/economist as he does not wish to follow the National Association of Realtors to Washington, D.C. He has been Director of Research in NAR since 1965 with a substantial record of accomplishment. His Ph.D. in graduate work is in economic geography from the University of Illinois, where he taught for five years while in graduate school. Can be contacted at 2 S. 2476 Kenilworth Road, Glen Ellyn, Illinois 60137 (312) 469-3604.

PLACEMENT SERVICE LETTER
November 1983
AMERICAN REAL ESTATE AND URBAN LAND ECONOMICS ASSOCIATION

Real estate professors and department chairmen appear to be applying creative financing to the task of generating other people's money with which to build real estate departments. As a result the interest rate in additional assistant professors is rising together with effective demand, thus tending to monetize the inventory of human capital currently warehoused in various graduate schools.

- U-118 The University of Texas at Austin has a tenure track faculty position available in the Real Estate and Urban Land Development Program, Finance Department, College of Business Administration. Candidates should have an area of specialization in real estate investments and/or real estate finance. The position calls for an Assistant or Associate Professor with salary commensurate with qualifications. Appointment is to be effective for the Fall 1984 semester. Send a letter of interest and a vitae to: Charles H. Wurtzbach, Real Estate Program Director, Department of Finance, GSB 3.203, University of Texas, Austin, TX, 78712. EO/AA
- U-119 Louisiana State University is currently seeking candidates for two positions in the Department of Finance here at Louisiana State University. One position is a visiting assistant, associate or full professor, depending on the candidate's qualifications. Teaching responsibilities would be in the area of real estate. The second position is for a tenure-track, assistant professor. Teaching responsibilities would be in real estate, with some teaching of corporate finance, investments, financial institutions, or insurance, depending on the candidate's qualifications and interests. Contact: Prof. C. F. Sirmans, Chair of Real Estate, College of Business Administration, Louisiana State University, Baton Rouge, LA 70803-6308, (504) 388-6291.
- U-120 Assistant professorship is available in Department of Economics and Finance for real estate type at Louisiana Technical University. Contact: Prof. James Boyd, Department of Economics and Finance, Louisiana Technical University, Ruston, LA 71272.
- U-121 The IAAO in Chicago is seeking to fill the position of Director of Education. At least a master's degree in Education, Real Estate, or Assessment Administration is required plus writing and administrative skills. Contact: Richard Almy, (312) 947-2064.
- O-67 James R. McCracken is seeking a position for tenure track, university level teaching and research position. He is a practicing attorney and a Ph.D. candidate in finance at Texas A & M University. He has a master's degree in Urban and Regional Planning and three years teaching experience. Major field of interest is the legal environment in business and real estate development. Available in fall 1984, salary requirements and area of country preferred are open. Can be contacted at P.O. Box 3803, Bryan, TX, 77805, (409) 775-2323.

0-66 Robert L. Barker is completing his Ph.D. in real estate and insurance at the University of Florida under Hall Smith. He has master's degrees in insurance from Georgia State and Industrial Relations from Purdue in 1974 following a career as a pilot in the U.S. Air Force. Has had teaching experience as a teaching professor in real estate and insurance and seeks a career in teaching, consulting, and research and real estate. He can be contacted at 5950-33 S.W. 20th Avenue, Gainesville, Florida 32607 (904) 377-1578.

Friday, December 30, 1983

Session: New Perspectives on the Operation of Housing Markets

Preciding: Daniel L. McFadden - Massachusetts Institute of Technology

Papers: Kenneth Rosen - University of California-Berkeley
Harvey Rosen - Princeton University
"Housing Tenure, Uncertainty, and Taxation"

Axel Boersch - Supan, MIT
"Household Formation and Housing Demand"

Ray Struyk - Urban Institute
"Exploring Housing Market Behavior with a Simulation Model"

BIOGRAPHIES

PRESIDENT

Michael A. Goldberg is currently the Herbert F. Fullerton Professor of Urban Land Policy on the faculty of Commerce and Business Administration at the University of British Columbia. He is also the Associate Dean of the faculty. He received his B.A., Cum Laude, from Brooklyn College and his M.A. and Ph.D. from the University of California at Berkeley, all in Economics. He has written widely in areas of urban transportation planning urban systems modeling, urban transportation and land use interaction, and urban land and housing markets and policy. He has also co-authored books on zoning housing markets and is currently writing a text on Urban Land Economics. He is a member of several professional associations and has been a consultant to all levels of government in both Canada and the United States. He is a member of the Editorial Review Board of the AREUEA Journal.

FIRST VICE PRESIDENT

Patric H. Hendershott holds the John W. Galbreath Chair in Real Estate at The Ohio State University. He has taught at the University of Florida and Georgetown, Northwestern, New York, Stanford, and most recently, Purdue University where he received his doctorate. He is also a research associate of the National Bureau of Economic Research, participating in their Financial Markets and Taxation programs. Dr. Hendershott is a member of the Editorial Review Board of the AREUEA Journal and an Associate Editor of the Housing Finance Review. He serves on the board of the National Tax Association, and was formerly a board member of the American Finance Association.

SECOND VICE PRESIDENT

C.F. Sirmans is professor of finance and holder of the Louisiana Chair of Real Estate at Louisiana State University. He received his Ph.D. with a major in real estate from the University of Georgia in 1975. Professor Sirmans was assistant professor at the University of Illinois, Urbana from 1975-1978; associate and full professor at the University of Georgia from 1978-1983. He is currently serving as co-editor of the AREUEA Journal and is editor of volumes 1, 2, and 3 of Research in Real Estate. His articles have appeared in numerous academic and professional journals. He is the co-author of Real Estate Investment Decision Making, Real Estate Investment Handbook (2nd edition), and Tax Planning for Real Estate Investors (2nd edition). Professor Sirmans has served as consultant to numerous federal and state agencies and private business firms.

Kevin E. Villani is Vice President for Economic Research and Chief Economist for the Federal Home Loan Mortgage Corporation (Freddie Mac). Prior to this, he was Deputy Assistant Secretary and Chief Economist for the Department of Housing and Urban Development. He was formerly an Adjunct Professor of Finance at the Wharton School of Business of the University of Pennsylvania, and currently teaches at George Mason University in Fairfax, Virginia. In addition, he is Co-editor of the Housing Finance Review, and Editor in Chief of Secondary Mortgage Markets. Dr. Villani received his B.S. in mathematics from the University of Massachusetts and his Ph.D. in economics from Purdue University. He is a member of the Editorial Review Board of the AREUEA Journal and has been Program Chairman for the Mid-Year Meeting since 1981.

BOARD OF DIRECTORS

Dennis R. Capozza is Professor and Chairman of Urban Land Economics at the University of British Columbia. Before joining U.B.C. he taught at the University of Southern California and was a visiting scholar at the U.S. Department of Housing and Urban Development. He has written numerous articles on land use, spatial competition, and housing finance. He has also been active in assisting the mortgage industry in the use of financial futures and options.

0-68 Lori M. Alston is seeking a position in real estate research or computerized tax assessment after six years experience in the Property Valuation Bureau of the New York State Division of Equalization and Assessment. Has an AB degree in English, broad experience in market value surveys and staff supervision. Willing to relocate for career and educational opportunities. Can be contacted at residence at 76 B Carter Avenue, Newburgh, NY 12550, (914) 561-8752.

Douglas B. Diamond, Jr. is currently a research economist with the Division of Housing Finance Analysis, Department of Housing and Urban Development. He was previously an Assistant Professor of Economics and Business at North Carolina State University, and a Visiting Scholar at HUD. He received his B.A. in economics from the University of Rochester and his Ph.D. from the University of Chicago. Dr. Diamond has published research on land and house prices, mass appraisal, housing costs, tenure choice, residential location and hedonic methodology. He serves as a member of the Editorial Review Board of the AREUEA Journal as well as a reviewer for several economics and housing journals.

George W. Gau is Associate Professor of Urban Land Economics in the Faculty of Commerce and Business Administration at the University of British Columbia. He received a Ph.D. in Finance from the University of Illinois. His research interests have primarily focused on mortgage, housing, and real estate investment markets. He has performed studies for the Canada Mortgage and Housing Corporation on alternative mortgage instruments and the feasibility of mortgage rate insurance. He has recently co-edited a book on North American Housing Markets into the 21st Century. He has served AREUEA as a member of the Board of Directors and the Dissertation Award Committee, and as Chairman of the Membership Committee.

Austin J. Jaffe is Associate Professor of Business Administration at The Pennsylvania State University. He received his B.S., M.S., and Ph.D. in finance and real estate from the University of Illinois. Dr. Jaffe's research interests are in the areas of real estate financial analysis and the economics of urban property rights. He has published in numerous journals and is co-author of Real Estate Investment Decision Making. Dr. Jaffe is currently National Membership Chairman for AREUEA and has also served on the Program Policy and Guidance and the Liaison Committees. Prior to joining Penn State, he taught at the University of Oregon. He serves as a reviewer for several journals, including the AREUEA Journal.

Hugh O. Nourse is Professor of Real Estate and the University of Georgia. He received his A.B. from Washington University (St. Louis), and M.A. and Ph.D. from the University of Chicago. Dr. Nourse was real estate economist for Roy Wenzlick Research Corp., and has held faculty positions at Washington University, the University of Illinois, and the University of Missouri - St. Louis. His papers have appeared in numerous journals, and he has written or co-authored four books: Regional Economics, Urban Economics and Public Policy, The Effect of Public Policy on Housing Markets, and Neighborhood Change. Within AREUEA he has served as 2nd vice-president, 1st vice-president and president; member of the Board of Directors, the AREUEA Journal Editorial Board, and the Dissertation Competition Committee; AREUEA representative to the SRA manuscript competition, and editor of a special issues of the AREUEA Journal on Land Development Regulation.

David F. Seiders holds a Ph.D. in Economics from the Pennsylvania State University. He has been Senior Economist at the Federal Reserve Board since 1976, specializing in housing and housing finance; in this capacity, he has been responsible for analysis of current market developments, formulation of legislative positions, participation in interagency studies and projects, and preparation of a series of articles for the Federal Reserve Bulletin. In 1981-82, he served as Chief Policy Analyst on the staff of the President's Commission on Housing, having primary responsibility for the Commission's work on housing finance. He recently served as co-editor of a special issue of the AREUEA Journal (summer 1983) dealing with the work of the Housing Commission and contributed two articles to that volume.

John A. Tuccillo is Vice President and Director of Research and Economics for the National Council of Savings Institutions, which represents the nation's largest thrift institutions. He received his M.A. and Ph.D. in Economics from Cornell University, and his baccalaureate in Foreign Service from Georgetown University. Prior to accepting his current position, Dr. Tuccillo served as the Director of the Center for Housing and Community Development at the Urban Institute. He has been Assistant Professor of Economics at Georgetown

University, Senior Staff Member of the President's Commission on Housing, Brookings Fellow at the Department of Housing and Urban Development, and a consultant for the World Bank and the Agency for International Development. He has written or co-authored several monographs on the taxation and regulation of financial institutions, and on the changes in the housing finance system during the 1970s and 1980s. He is Chairman of the Institutional Membership Committee of AREUEA and served as Local Arrangements Chairman for the 1981 Annual Meeting. He also is co-editor of a recent issue of the AREUEA Journal concerning the report of the President's Housing Commission.

Susan M. Wachter is Associate Professor of Finance at the Wharton School of the University of Pennsylvania. She received a bachelor's degree from Radcliffe College and a Ph.D. from Boston College Graduate School of Arts and Sciences. Dr. Wachter has served as a consultant to private industry and government agencies such as the Federal Trade Commission, the Federal Home Loan Bank Board, the Department of Housing and Urban Development and the General Accounting Office on housing related issues. A recipient of the Lindback Award for Distinguished Teaching, she is the author of two books and a number of articles on inflation and housing finance. Dr. Wachter serves as an Associate Editor of the Housing Finance Review.

PLACEMENT SERVICE LETTER
May 1984

American Real Estate & Urban Land Economics Association

Spring has sprung and a number of schools have sprung for additional money while a bouquet of assistant professors appear ready to spring to greener pastures.

- U-122 The University of Alabama has reopened the search for filling its endowed Chair of Real Estate. Applicants should have an established record of excellence in scholarly research and teaching. A doctoral degree in Real Estate, Finance, Economics, Law or other appropriate area is required. The candidate should be able to relate to real estate professionals and related business organizations. The position becomes available in June 1984. The Chair is fully endowed, and the salary is competitive. The search will remain open until a qualified person is selected for the position. Applications and nominations should be sent to: John P. Formby, Chair, Department of Economics, Finance and Legal Studies, P.O. Box J, University, Alabama 35486. The University of Alabama is an Affirmative Action/Equal Opportunity Employer.
- 0-67 Robert A. Gibson, Jr. is completing his Ph.D. in Real Estate & Urban Land Economics, and Urban & Regional Planning at the University of Wisconsin-Madison. He has an MS degree in Real Estate in June of 1970, an undergraduate degree in Math and an extensive background in computer systems. Prior to returning to graduate school he had intensive experience in hotel management, feasibility analysis, and hotel loan workouts. Seeks university position for teaching and research in urban fiscal planning and micro computer applications to real estate. Can be contacted at 3215 Arbordale Court, Madison, WI 53713, 608-274-1217. Location preference and salary are open. Available January 1985.
- 0-68 Barry A. Diskin has a Ph.D. in Real Estate and Finance from Georgia State University and is presently an assistant professor teaching Real Estate Appraisal and Principles at Florida State University. He has an array of academic honors and a portfolio of publications together with experience in private industry. He is seeking a teaching position for the fall of 1984. Location, rank, and salary are open to negotiation. He can be contacted at 316 Teal Lane, Tallahassee, FL 32308, telephone (home) 904-878-9943 and (business) 904-644-4505.
- 0-69 William C. Weaver has completed his Ph.D. in Real Estate & Urban Affairs at Georgia State University and is presently teaching at North Texas State University. His MBA degree is in Computer Science and his AB degree is in English and History. He has extensive teaching experience and an extensive publication portfolio. He is seeking a university position in teaching and research. Location rank and salary are open to negotiation. He can be contacted at 817-565-3072 in Denton, Texas.

0-70 Albert M. Church is currently Professor of Economics at the University of New Mexico, Albuquerque. He has a special interest in real estate tax and land economics, as well as public planning. He received a Ph.D. at Claremont, 1971. He would entertain alternatives and can be contacted at his home address: 616 Edith Street, NE, Albuquerque, NM 87102, 505-247-4821.

PLACEMENT SERVICE LETTER
October 1984

American Real Estate & Urban Land Economics Association

High compression seems to be driving everything these days including business faculty salary schedule adjustments and relocation for advancement to entry level salaries at a different school. Would you please fill in the attached one page questionnaire so that in the next issue of the Newsletter we can indicate some current statistical data on real estate professorial salaries in order to support arguments for salary enhancement and lower compression in professional real estate cylinders (circles or blocks?)

Nobody ever tells us anything, for fear they may pay dues to AREUEA but here are some real estate job opportunities of which we are aware through fair means and foul:

- U-123 The University of Arkansas in Fayetteville, Arkansas is seeking a real estate professor at any rank who could teach beyond the principles level in real estate finance, appraisal, development, or management, not to mention conducting real estate research, and maintaining discreet contact with the real estate business community in such a way as to avoid discrediting yourself with academic associates. Salary is competitive and position available August 15, 1984. Contact: Prof. Donald Market; College of Business Administration; University of Arkansas, Fayetteville, AR 71701, 501 575 4003.
- U-124 University of Central Florida, Orlando, Florida, would like to fill the Gordon J. Barnett professorship in real estate at a rank of full, or senior assistant level. Available for fall of 1985. Contact: Dr. David Klock, Chairman; Department of Finance; College of Business Administration; University of Central Florida; Orlando, FL 32816.
- U-125 Florida Atlantic University, Boca Raton, Florida, is seeking a Professor in real estate with doctorate, teaching and researching experience for a graduate and undergraduate program. Contact: William R. McDaniel, Chairman; Department of Finance and Real Estate; Florida Atlantic University, Boca Raton, FL 33431; 305 393-3193.
- U-126 University of Houston-University Park, Houston, Texas, is seeking a Ph.D. with a primary emphasis in corporate finance, or international finance, but would also consider a finance type with a specialty in real estate. Candidates wishing an associate position must have a research record of publications. Available in September 1985. Contact: Dr. John L. Crockett, Chairman; Department of Finance, C.B.A., University of Houston-University Park, Houston, TX 77004. 512 736-7238.
- U-127 The University of Iowa School of Business in Iowa City has positions available at any appropriate rank, tenure or visiting, for someone in insurance and/or real estate. How rank you may be depends on your qualifications; position is available August 29 1985. Contact: Richard A. Stevenson, Professor and Chairman; Department of Finance; The University of Iowa, College of Business Administration; Iowa City, IA 52242 319 353 3633.

- U-128 Louisiana Tech University** in Ruston, Louisiana is seeking someone for the Finance Department with a Ph.D. or all but dissertation who would have a priority interest for teaching and research in real estate. There is hope that the candidate would be willing to direct Center for Real Estate Studies. Available September 1985. Contact: Tom S. Sale, III. Head; Department of Economics and Finance; College of Administration and Business; Louisiana Tech University; Ruston, LA 71272, 318 157-4149.
- U-129 North Texas State University of Denton, Texas, has just approved a new real estate position as an assistant professor of finance. Although a Ph.D. is preferred, an advanced all but dissertation would be considered. North Texas State is serving the Dallas/Fort Worth Metroplex and requires a balanced performance in teaching, research, and service. Available September 1985. Contact: James L. McDonald; Department of Finance, Insurance, Real Estate & Law; College of Business; North Texas State University; Denton, TX 76203, 817 565-3043.
- U-130 Old Dominion University, Norfolk, Virginia, doesn't confuse finance with real estate. They want a real estate man for graduate and undergraduate courses in Real Estate Appraisal, Development, Management, Finance, and Principles. (Not all at one time - normal teaching requirement is 9 hours.) Teaching effectiveness is an important consideration for promotion and tenure. Position is available in January 1985 or August 1985 with a Ph.D. preferred but an ABD considered. Enlightened administration, don't you think? Contact: Dr. Linda Pickthorne Fletcher, Chairman; Department of Finance; School of Business Administration; Old Dominion University; Norfolk, VA 23508, 804 440-3501.
- U-131 Temple University in Philadelphia, Pennsylvania, has an opportunity for a real estate man among the other money changers in the temple. Courses would include real estate investment, appraisal, principles, and other real estate matters at graduate and undergraduate levels. Sooner is better than later, more degrees better than less as the position is available in January or September of 1985 with preference for Ph.D.'s but ABD's will be considered. Contact: Dr. Marc T. Smith; 215 787-6881 or Dr. Samuel D. Hodge, Jr., Chair, 215 787-8135; Department of Legal & Real Estate Studies; Temple University SBA; Speakman Hall - Room 12; 13th Street & Montgomery Avenue, Philadelphia, PA 19122.
- U-132 University of Tulsa, located in Tulsa, Oklahoma, to reduce confusion, has a tenure track position in finance and real estate, beginning the academic year 1985. Scholarly research and quality teaching are expected for this position which is available in August 1985. Contact: Roger P. Bey, Chairman; College of Business; 600 S. College Avenue; Tulsa, OK 74104; 918 592-6000.

All of the above positions claim to be competitive in salary appropriate to rank, experience and publication. None would deny that they are equal opportunity employers and what's more they are never arbitrary, whimsical or capricious or downright mean. Many of the department chairman belong to impressive academic associations and will pay your dues only because the department is also paying theirs.

- CA-33 Young lawyer and CPA would like to shift teaching career from tax accounting to real estate. Has six years experience teaching commercial law, tax accounting, and estate planning as well as an undergraduate degree in economics. Presently teaching on the east coast, is married and has two children. Has valuable professional experience and impressive credentials as an amateur athlete. Would like to contribute to a real estate curriculum in the areas of real estate law, land use regulation and taxation. Should you wish him to contact you, alert Professor James A. Graaskamp; School of Business; University of Wisconsin, Madison, WI 53706, or try the telephone at 608 262-6378.
- 0-67 Robert A. Gibson, Jr. is completing his Ph.D. in Real Estate & Urban Land Economics, and Urban & Regional Planning at the University of Wisconsin-Madison. He has an MS degree in Real Estate in June of 1970, an undergraduate degree in Math and an extensive background in computer systems. Prior to returning to graduate school he had intensive experience in hotel management, feasibility analysis, and hotel loan workouts. Seeks university position for teaching and research in urban fiscal planning and micro computer applications to real estate. Can be contacted at 3215 Arbordale Court, Madison, WI 53713, 608 274-1217. Location preference and salary are open. Available January 1985.

Please complete this salary survey and return to:

Prof. James A. Graaskamp
 Room 118, School of Business
 University of Wisconsin
 1155 Observatory Drive
 Madison, Wisconsin 53706

We will report the results of this survey in the next AREUEA Newsletter.

A. Assistant Professors

1. Current entry level two semester salary offers \$ _____
2. Is summer salary for teaching or research usually available? yes ___ no ___
 Approximate dollar value stipend \$ _____
3. What is average annual percentage adjustment? \$ _____
4. What is the top dollar range for experienced assistant professors for two semesters? \$ _____

B. Associate Professors

1. Current entry level two semester salary offer \$ _____
2. Is summer salary for teaching or research usually available: yes ___ no ___
 Approximate dollar value stipend \$ _____
3. What is the current range for salaries for veteran experienced associate professors for two semesters? \$ _____
4. Must associate professors have tenure? yes ___ no ___
5. What is the approximate salary increase that is attributable to achieving tenure? \$ _____

C. Full Professor

1. Entry level salary for two semesters \$ _____
2. Basic salary for endowed chair \$ _____
3. Extra benefit value such as travel allowance, research budget, or office administration provided in terms of \$ _____
4. Normal teaching load for full semester credit \$ _____

D. General Questions

1. Does your university provide associate or full professor paid sabbatical? yes ___ no ___
2. What is the average rate of increase in Real Estate Department salaries at your institution? \$ _____
 Indicate the proportions of total increase allocated between merit and cost of living adjustment _____ % merit
 _____ cost of living
3. Is there a limit on additional income earned from continuing education or research within the school? yes ___ no ___
 Limit as percentage of base salary or in dollars \$ _____

4. Is there a limit on outside income earned by faculty for consulting, expert witness appearances or business operations?

yes _____ no _____
_____ % of base salary
or dollar amount

E. General Comments on Compensation

PLACEMENT SERVICE LETTER

September 1985

American Real Estate & Urban Land Economics Association

Tracking with the national scene there are low interest rates in relocation of professors of real estate and urban land economics. A few basis points available for negotiation:

- U-128 William H. Langdon, Ph. D. - Georgia State University 1983. Presently an Asst. Professor at Florida State University. Teaching/Research/Industry experience in Real Estate Finance and Investment Analysis. Prefers an academic institution in a major urban area (100,000). Contact at 2123 Jennette Drive, Tallahassee, FL. 32313; phone (904) 385-4881.
- U-129 William J. Reeder, Ph. D. - University of Virginia 1983, Public Finance & Economics. Presently a research economist for the U.S. Department of Agriculture, Housing Section. Five years teaching experience as graduate student. Have particular interest in housing economics and micro economic evaluation of public policy. Seeking position as analyst with some emphasis on housing economics. Contact at 4635 Seminary Road, #T-1, Alexandria, VA 22304. Home phone: (703) 370-9551
- U-130 Assistant Professor of Finance. Areas of interest are corporate finance, investments and real estate. Ph.D. preferred, but ABD will be considered if the dissertation is in final stages. Research interest is required and supported. Position available August 1986. Salary competitive. Contact: Professor Stanley Smith; Department of Finance; College of Business (BA 302); University of Arkansas; Fayetteville, AR 72701; (501) 575-4505.
- U-131 Assistant/Associate/Full Professor of Finance. Doctorate required; ABD will be considered at the instructor level. Teaching (undergraduate and graduate MBA) in the areas of financial management, investments, financial institutions and markets, and real estate. Applicants should possess strong background in financial theory and be capable of conducting research. Position available September 1, 1986; possibility of February 1, 1986. Salary commensurate with experience and publications. Contact: Dr. Michael F. O'Neill, Chairman; Department of Finance & Marketing; School of Business; California State University, Chico, Chico, CA 95929; (916) 895-5666.
- U-132 Assistant to Full Professor of Finance. Must be terminally qualified (Ph.D. or DBA) in area speciality and have demonstrated skills and/or potential as both a teacher and researcher. Desirable that the candidate have experience in his/her field and possess a professional designation where appropriate. Primary needs are in investments, Corporate Finance and Financial Markets. Secondary area specialities are Real Estate, Risk and Insurance. Area Specialities have available position from Assistant Professor to Full Professor and most positions are tenure track. The University is aggressive in attracting quality

faculty and thus is competitive in all salary ranks. The University of Connecticut is an Equal Opportunity Employer and does not discriminate in employment on the basis of race, sex, religion, age or physical disability. Position available September 1986. Salary competitive, depending on experience. Contact: Dr. Byrl N. Boyce, Head; Department of Finance; U-41F, Room 402; University of Connecticut; 368 Fairfield Road; Storrs, CT 06268; (203) 486-3227 or 3228.

- U-133 Economist/Financial Economist. Ph.D. in Finance or Economics. Seeking highly qualified individuals for theoretical and applied research in mortgage and mortgage-security areas. Research topics may involve development of new financial instruments, pricing adjustable rate-capped mortgages, analysis of tax and regulatory changes, and immunization strategies. Candidate should have strengths in corporate finance, financial markets and institutions, options pricing, futures markets, and/or real estate finance. Position available: June 1986. Salary excellent. Contact: Dr. Henry J. Cassidy, Director-Financial Research; Federal Home Loan Mortgage Corporation; P.O. Box 37248; Washington, D.C., 20013; (202) 789-6931.
- U-134 Assistant Professor of Finance; Assistant Professor of Real Estate; Advanced Positions Possible. Teach corporate finance and/or financial markets and institutions in the finance position. The real estate faculty member will teach real estate investments and real estate analysis primarily. The candidates will teach at both the undergraduate and graduate levels. The University of Florida is a research institution. Entry level position candidates will be expected to have the Ph.D. in hand before they begin employment. Candidates for more senior level positions are required to have a significant record of research accomplishments. Position available August 1986. Contact: Arnold A. Heggstad, Chairman; Department of Finance, Insurance, and Real Estate; University of Florida; Gainesville, FL 32611; (904) 392-0153.
- U-135 Assistant Professor. Speciality: Real Estate. Requirements: Completion of degree (or immediate anticipation thereof) in Real Estate, Finance, or Economics (Urban or Land). Responsibilities: Research in Real Estate; teaching at all levels (Undergraduate, Masters and Doctoral). This position is in a large, diversified department. Position Available August 15, 1986. Salary competitive. Contact: Michael Simkowitz, Chairman; School of Business; Indiana University; Bloomington, IN 47405.
- U-136 Fogelman Chair of Real Estate. Superior teaching of real estate courses at graduate and undergraduate level, six hours per semester; research and scholarly publications in real estate and land economics; service to the department, college and university; monitoring of significant developments in real estate to share with community through writing and personal appearances before both professional groups and the general public; personal contact with and service to the relevant real estate professionals. Position available September 1986 (possible January 1986). Salary competitive for rank and experience plus stipend, travel and expense allowance for

chair. Contact: Dr. C. S. Pyun, Chairman; Finance Insurance Real Estate Department; Fogelman College of Business and Economics; Memphis State University; Memphis, TN 38152.

- U-137 Assistant/Associate/Full Professor. Top quality assistant, associate or full professor, research oriented to join a growing department of capable faculty. Teaching load is competitive. Teaching is expected in the basic corporate finance course plus courses in specialty area (investments, banking, financial institutions, international finance, real estate, or risk management and insurance). Opportunity to teach at both graduate and undergraduate level, together with executive MBA programs in the Bahamas and in London. Summer teaching is optional and some summer research funding is available. Position available August 1986. Contact: Lawrence G. Goldberg; Finance Department; University of Miami; P.O. Box 248094; Coral Gables, FL 33124; (305) 284-4397.
- U-138 Department Head: Finance, Insurance, Real Estate & Law Department. A terminal degree in one of the program areas of the department is required. Candidates should have aptitude for administration and departmental development. Evidence of administrative ability is desirable. Candidates should have an established record of scholarly ability and recognize the need for research by the academic community. Rank will be at the Full or Associate Professor level depending on qualifications. Position available Fall 1986. Salary competitive. Contact: Dr. Mark L. Cross; Department of Finance, Insurance, Real Estate and Law; P.O. Box 13677; North Texas State University; Denton, TX 76203.
- U-139 Assistant/Associate Professor (Two Positions). Markets & Institutions Position: Faculty member to teach graduate and undergraduate courses in markets/institutions area--develop curriculum and relations with banking community. Research expected. Typical load 8 hours per quarter. ABD required, prefer Ph.D. Real Estate Position: Faculty member to develop area, work with interdisciplinary program. Research expected. Typical load, 8 hours per quarter. ABD required, prefer Ph.D. Edwardsville is part of the metropolitan St. Louis area. Position available September 1986 or sooner. Salary competitive with market. Contact: Dr. Richard T. Nyerges, Chair; Department of Finance and Operations Management; School of Business; Southern Illinois University at Edwardsville; Box 103; Edwardsville, IL 62026-1103; (618) 692-2638.
- U-140 Assistant/Associate Professor. Tenure track position in Finance and Real Estate beginning in the academic year 1986-86. Candidates with an interest in any area of finance or real estate will be considered. Our preference is for an individual with a primary interest in real estate and/or financial institutions. Scholarly research and quality teaching are expected and encouraged. Summer research grants are available. The standard teaching load is nine hours. Release time is available for research. The University of Tulsa is an EED/AA employer. Position available August 1986. Contact: Roger P. Bey, Chairman; College of Business Administration; 600 S. College Ave., Tulsa, OK 74104, (918) 592-6000, Ext. 2946.

CA-36 Full professor with established research and industry reputation seeking relocation to large urban university to establish real estate graduate program. Forward inquiries through Professor James A. Graaskamp, Room 118, School of Business, University of Wisconsin, Madison, WI, 53706.

The following job announcements were received by the Newsletter Editor:

UNIVERSITY OF CALIFORNIA, LOS ANGELES California Professor of Real Estate and Land Economics Chair, Graduate School of Management. Applications invited for opening in Fall, 1985. Requires a record of distinguished scholarly work and graduate teaching experience. Send resumes to:

Professor Frank G. Mittelbach
Search Committee Chairman
Graduate School of Management
University of California
Los Angeles, CA 90024

CALIFORNIA STATE UNIVERSITY, LONG BEACH Tenure track positions in Finance for 1985-86. PhD or DBA if Finance or Bus. Admin. with Finance specialty. Application, resume, three letters of recommendation, and last transcript due by December 1, 1984.

Contact:

Office of the Dean
School of Business Administration
California State University
Long Beach, CA 90840

CALIFORNIA STATE UNIVERSITY, LOS ANGELES Five tenure track positions, three in corporate finance and two in real estate. Relevant doctorate required by appointment date. Send resume and three references to:

Chaucer Yang, Chair
Department of Finance and Law
California State University
5151 State University Drive
Los Angeles, CA 90032

CORNELL UNIVERSITY Department of Consumer Economics and Housing Tenure track position for Fall 1985. Normal teaching load three semester courses per year. High priority given to applicants with interests in urban economics and public finance. Emphasis on applied analysis of housing and urban problems. Contact:

Professor Jean R. Robinson, Chairman
Department of Consumer Economics and Housing
New York State College of Human Ecology
121 Martha Van Rensselaer Hall
Cornell University
Ithaca NY 14853

GRUEN GRUEN + ASSOCIATES Research based urban policy and real estate consulting firm has two openings for entry level analysts applicant must be adept in at least one of the following fields: real estate, urban economics, statistics, computer science, survey research. Must also be able to write and work with computers. Starting salary: BA \$17,000 MBA or equivalent \$23,000. Send resume and writing sample to:

Nina J. Gruen, Principal Sociologist

Gruen Gruen + Associates
564 Howard Street
San Francisco CA 94105-3071

UNIVERSITY OF ILLINOIS AT CHICAGO Head, Department of Finance,
College of Business Administration. Candidates expected to have
made recognized contributions in their discipline. Permanent
appointment at the full professor level beginning September 1,
1985. Contact:

Associate Dean Alvin D. Star, Chairperson
Search Committee
Department of Finance
University of Illinois at Chicago
Box 4348
Chicago IL 60680

NORTHEASTERN UNIVERSITY Assistant, Associate, or Full Professor
in the Finance Group at the College of Business Administration.
PhD, DBA or ABD will be considered. Balance between effective
teaching and scholarly research/publication is required.
Substantial resources are available to support research.
Starting date can be winter, spring, summer, or fall 1985.
Contact:

Professor Jonathan B. Welch
Group Coordinator
Finance and Insurance Group
Northeastern University
413 Hayden Hall
Boston MA 02115

TEXAS TECH UNIVERSITY Assistant or Associate Professor of Real
Estate, College of Business Administration. PhD or DBA in
Finance, Real Estate, or Urban Economics required. Teaching in
one of more following courses: real estate fundamentals, real
estate finance, real estate investments, appraisal, urban land
development. Submit letters of application, resume, and three
references before December 31, 1984 to:

Professor Timothy W. Koch, Chairman
Finance Recruiting Committee
Area of Finance
College of Business Administration
Texas Tech University
PO Box 4320
Lubbock TX 79409

SOUTHERN METHODIST UNIVERSITY, Edwin L. Cox School of Business.
Assistant Professor - Real Estate and Regional Science. Tenure
track positions available beginning September, 1985. Candidates
should have a completed doctorate, or be substantially completed,
and interested in a position requiring significant accomplishment
in both teaching and research for promotion and tenure. Please
contact William B. Brueggeman, Edwin L. Cox School of Business,
Southern Methodist University, Dallas, Texas 75275.

Southern Methodist University is an Equal Opportunity/Affirmative
Action/Title IX Employer.