

Dustin C. Read, PhD/JD

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Academic Experience

Virginia Tech, College of Liberal Arts and Human Sciences

- Faculty Positions:
 - Associate Professor of Property Management and Real Estate, 2018-Present
 - Assistant Professor of Property Management and Real Estate, 2014-2018
- Administrative Positions and Affiliations:
 - Assistant Director of the Program in Real Estate, 2019-Present
 - William and Mary Alice Park Fellow, Program in Real Estate, 2016-Present
 - Faculty Affiliate, Urban Affairs and Planning Program, 2016-Present

University of North Carolina at Charlotte, Belk College of Business

- Faculty Positions:
 - Clinical Professor of Finance, 2007-2014
- Administrative Positions and Affiliations:
 - Director of International Initiatives, 2013-2014
 - Director of the Center for Real Estate and the MS Real Estate Program, 2011-2014
 - Associate Director of the Center for Real Estate, 2007-2011

Education

PhD in Public Policy, University of North Carolina at Charlotte, 2008

JD, University of Missouri School of Law, 2002, *Journal of Dispute Resolution* Member

MA in Real Estate, University of Florida, 2000

BS in Business Administration, Truman State University, 1999

Professional Experience

Hulston Investment Corporation, 2004-2006, Commercial Real Estate Investment Sales

Cushman & Wakefield Alliance, Commercial Carolina Corporation, 2003-2004, VP of Financial Services

Missouri Department of Economic Development, 2002, Legal Clerk for the General Counsel's Office

Teaching Experience

Advanced Property and Asset Management (Undergraduate)

Applied Real Estate Development (Undergraduate and Graduate)

Contemporary Issues in Residential Property Management (Undergraduate)

Legal Environment in Business (Undergraduate and Graduate; In-person and Online)

Managing and Leasing Commercial Properties (Undergraduate)

Real Estate Finance (Undergraduate)

Real Estate Law and Land Use Policy (Graduate)

Global Real Estate Courses (Undergraduate and Graduate)

- Brazil/China/France/Malaysia/Mexico/Russia/South Africa/Taiwan/Thailand/UAE/Vietnam

Executive Education in Real Estate

- Graduate School of Banking at Louisiana State University, Institute of Real Estate Management, National Apartment Association, NAIOP, Urban Land Institute

Research, Teaching, and Service Awards and Fellowships

Program in Real Estate at Virginia Tech (2019). Blackwood Award for Exemplary Faculty Service.

National Initiative on Mixed-Income Communities at Case Western Reserve University (2019). Research affiliate appointment in the Jack, Joseph and Morton Mandel School of Applied Social Sciences.

American Real Estate Society (2019). Practitioner Research Award. "Sustaining sustainability in large real estate investment management firms." Co-authored with Andrew Sanderford.

Institute of Real Estate Management Academy of Authors Inductee (2018).

American Real Estate Society (2018). Practitioner Research Award. "Innovation districts at the crossroads of the entrepreneurial city and the sustainable city." Co-authored with Andrew Sanderford.

American Real Estate Society (2017). Best Paper, Mixed-Use Development Category. "Innovation districts at the crossroads of the entrepreneurial city and the sustainable city." Co-authored with Andrew Sanderford.

American Real Estate Society (2017). Practitioner Research Award. "Working effectively with asset managers and institutional owners in the multifamily housing industry." Co-authored with Erin Hopkins and Rosemary Carucci Goss.

American Real Estate Society (2016). Best Paper, Asset Management/Property Management Category. "Working effectively with asset managers and institutional owners in the multifamily housing industry." Co-authored with Erin Hopkins and Rosemary Carucci Goss.

American Real Estate Society (2015). Best Paper, Mixed-Use Development Category. "Valuing the conversion option afforded by form-based zoning in different economic environments." Co-authored with W. Keener Hughen.

American Real Estate Society (2014). Practitioner Research Award. "Examining the importance of the 'linchpin' parcel in land aggregation". Co-authored with Artie Zillante and Michael Seiler.

Books

Read, D.C. (In Press). *What asset managers do*. Chicago, IL: Institute of Real Estate Management.

Peer-Reviewed Journal Articles

Read, D.C., Leland, S., and Pope, J. (2019) Views from the field: Economic developers' perceptions about public-private real estate partnerships. *Urban Affairs Review*, DOI: 10.1177/1078087418824712.

Read, D.C. (2019). Does the commercial real estate industry need "more pussy on the block?" *Property Management*. DOI: PM-03-2019-0017.

Read, D.C., Sanderford, A.R., and Skuzinski, T. (2019). The bounded and pragmatic consultant: Fiscal impact analysts as rational actors in the planning process. *Planning Practice and Research*, 34(4), 475-488.

Read, D.C., and Leland, S.M. (2019). A gendered perspective on local economic development: Differences in the perceived importance of public services in the business recruitment process. *Administration & Society*, 51(2), 175-196.

Zillante, A., Read, D.C., and Seiler, M.J. (2019). Using prospect theory to better understand the impact of uncertainty on real estate negotiations. *Journal of Real Estate Research*, 41(1), 75-105.

- Read, D.C., Skuzinski, T., and Sanderford, A.R. (2019). Increasing the understanding of fiscal impact analysis to help real estate developers more effectively manage process risk. *Journal of Real Estate Literature*, 27(1), 53-66.
- Read, D.C., and Carswell, A. (2019). Is property management viewed as a valued-added service? *Property Management*, 37(2), 262-274.
- Read, D.C., and Sanderford, A. (2018). Sustaining sustainability in large real estate investment management firms. *Journal of Real Estate Portfolio Management*, 24(1), 19-33.
- Read, D.C., and Sanderford, A. (2017). Innovation districts at the crossroads of the entrepreneurial city and the sustainable city. *Journal of Sustainable Real Estate*, 9(1), 131-152.
- Read, D.C., and Sanderford, A. (2017). Making places and making tradeoffs: Mixed-income housing development in practice. *Journal of Place Management and Development*, 10(5), 461-478.
- Read, D.C., and Sanderford, A. (2017). Examining five common criticisms of mixed-income housing development found in the existing real estate, public policy and urban planning literatures. *Journal of Real Estate Literature*, 25(1), 31-48.
- Read, D.C., Goss, R.C., and Hopkins, E. (2017). Business development and client prospecting in the third-party apartment management industry. *International Journal of Strategic Property Management*. 21(4), 346-356.
- Read, D.C., and Leland, S. (2017). Toward understanding another gender gap: How women in economic development perceive access to capital. *Journal of Women, Politics & Policy*, 38(4), 481-497.
- Sanderford, A.R., Read, D.C., Xu, W. and Boyle, K. (2017). Obtaining differentiation premiums in the presence of fee regulation in the residential real estate appraisal industry. *Housing Policy Debate*, 27(5), 698-711.
- Hughen, W.K., and Read, D.C. (2017). Analyzing form-based zoning's ability to stimulate mixed-use development in different economic environments. *Land Use Policy*, 61, 1-11.
- Hopkins, E., Read, D.C., and Goss, R.C. (2017). Promoting sustainability in the United States multifamily property management industry. *Journal of Housing and the Built Environment*. 32(2), 361-376.
- Read, D.C., Hopkins, E., and Goss, R.C. (2016). Working effectively with asset managers and institutional groups. *Property Management*, 34(4), 280-296.
- Read, D.C. (2015). The impact of an adequate public facilities ordinance on single-family housing sale prices in Cabarrus County, North Carolina. *Housing and Society*, 42(2), 148-161.
- Leland, S., Read, D.C., and Wittry, M. (2015). Analyzing the perceived benefits of LEED and Energy Star-certified buildings in the realm of local economic development. *Economic Development Quarterly*, 29(4), 363-375.
- Hughen, W.K., and Read, D.C. (2014). Inclusionary housing policies, stigma effects and strategic production decisions. *Journal of Real Estate Finance and Economics*, 48(4), 589-610.
- Zillante, A., Schwarz, P., and Read, D.C. (2014). Land aggregation using contingent and guaranteed payments. *Southern Economic Journal*, 80(3), 702-727.

- Heberlig, E., Leland, S. and Read, D.C. (2014) Local politics, organized interests and land use policy: A research note analyzing the perceptions of urban planners working in city government. *Urban Affairs Review*, 50(6), 890-903.
- Walters, D. and Read, D.C. (2014) Form-based zoning from theory to practice. *Real Estate Issues*, 39(1), 29-37.
- Leland, S., and Read, D.C. (2013). Representative bureaucracy, public-private partnerships, and urban development. *Journal of Place Management and Development*, 6(2), 86-101.
- Read, D.C. and Tsvetkova, A. (2012). Housing and social issues: A cross-disciplinary review of the existing literature. *Journal of Real Estate Literature*, 20(1), 3-37.
- Read, D.C., and Peters, C. (2012). Reinventing University City: Applying branding principles to places. *Business Case Journal*, 19(2), 36-44.
- Ott, S.H., Huguen, W.K., and Read, D.C. (2012). Optimal phasing and inventory decisions for large-scale residential development projects. *Journal of Real Estate Finance and Economics*, 45(4), 888-918.
- Leland, S., and Read, D.C. (2012). Stimulating real estate development through public-private partnerships: Assessing the perceived opportunities and challenges. *Public Administration Quarterly*, 36(3), 306-335.
- Dorsey, T., and Read, D.C. (2012). Best practices in high-performance office development. *Real Estate Issues*, 37(2/3), 38-42.
- Read, D.C., and Leland, S. (2011). Does sector matter? An analysis of planners' attitudes regarding politics and competing interests in the planning process. *American Review of Public Administration*, 41(6), 639-653.
- Read, D.C., and Leland, S. (2010). Balancing competing values in the sale and redevelopment of publicly owned real estate: A case study of the Charlotte Coliseum disposition. *Journal of Real Estate Practice and Education*, 13(1), 87-106.
- Read, D.C. (2009). The structure and potential economic effects of inclusionary zoning ordinances. *Real Estate Issues*, 34(2), 1-9.
- Ott, S.H., and Read, D.C. (2005). Financial feasibility of transit supportive development: A case study. *Journal of Real Estate Practice and Education*, 8(1), 169-177.

Academic Papers in Review

- Read, D.C., and Fisher, P. Learning about networking from women in the commercial real estate industry. Revise and resubmit: *Journal of Real Estate Practice and Education*.
- Fisher, P., Read, D.C., Juran, L. How do women maximize the value of mentorship in the commercial real estate industry? Revise and resubmit: *Leadership & Organizational Development Journal*.

Book Reviews and Law Reviews

- Read, D.C. (2017). Book review: Building together: Case studies in participatory planning and community building by R. Katan and R. Shiffman. *Journal of Planning Education and Research*, 37(1), 121-122.
- Hanson, J., Massey, D.L., Read, D.C. and Voris, N. (2002). The Uniform Arbitration Act update. *Journal of Dispute Resolution*, 2, 469-520.

Industry-Sponsored Reports

- Read, D.C. (2019). "Profiles in the evolution of suburban office parks." Herndon, VA: NAIOP Research Foundation.
- Read, D.C. (2019). "What demanding owners want from third-party property managers." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2018). "Market analysis and monitoring and reporting: The role of the real estate asset manager." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2018). "Analyzing leases, capital improvements and financial performance: The role of the real estate asset manager." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2017). "Leadership and operational efficiency: The role of the real estate asset manager." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2017). "Business planning and budgeting: The role of the real estate asset manager." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2017). "Acquisitions and dispositions: The role of the real estate asset manager." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2017). "Providing affordable rental housing: Five cities taking steps to improve access and affordability." Alexandria, VA: National Affordable Housing Management Association.
- Read, D.C. (2017). "Real estate asset management: A process and a profession." Chicago, IL: Institute of Real Estate Management.
- Read, D.C. (2016). "Case studies in innovation district planning and development." Herndon, VA: NAIOP Research Foundation.
- Read, D.C. and Goss, R.C. (2016). "10 trends in multifamily property management: Perceptions of industry leaders in a time of change." Chicago, IL: Institute of Real Estate Management.
- Walters, D. and Read, D.C. (2014). "An evaluation of form-based zoning and its potential to stimulate economic development and reduce housing costs." Charlotte, NC: Piedmont Public Policy Institute.

Trade Journal Publications

- Read, D.C. (2018). Best in class. *Journal of Property Management*, 83(5), 22-25.
- Read, D.C. (2018). Benchmarking in asset management. *Journal of Property Management*, 83(4), 22-23.
- Read, D.C. (2018). Doing more than the math. *Journal of Property Management*, 83(3), 6-7.
- Cardwell, C., and Read, D.C. (2018). Until disposition do us part: Investing in the asset manager/property manager relationship in good times and bad. *Journal of Property Management*, 83(2), 38-40.
- Read, D.C., and Sanderford, A (2018). Engaging asset managers and property managers to maximize the value of innovation districts. *Journal of Property Management*, 83(1), 20-23.

- Read, D.C., and Lawton, V. (2017). Better together: Learning from asset managers working in the affordable housing sector. *Journal of Property Management*, 82(6), 12-14.
- Read, D.C. (2017). Five ways to promote sustainability through asset and property manager collaboration. *Journal of Property Management*, 82(5), 8-11.
- Read, D.C. (2017). So you want to be an asset manager? Recommendations for property managers considering making the move. *Journal of Property Management*, 82(4), 38-41.
- Read, D.C. (2017). Defining real estate asset management. *Journal of Property Management*, 82(3), 11-13.

Research Grants and Consulting Projects

- NAIOP Foundation, 2018, "Changing suburban office parks."
- National Affordable Housing Management Association and the Consortium for Housing and Asset Management, 2018, "Balancing the mission and the margin in the affordable housing space."
- City of Charlotte, NC, 2018. "Impact analysis of growth and development: An examination of the benefits derived by municipal governments and the limitations."
- Institute for Real Estate Management, 2017. "Refining the real estate asset management process."
- National Affordable Housing Management Association, 2016. "Providing affordable rental housing: Five cities that are proactively taking steps to improve access and availability."
- Institute for Real Estate Management, 2016. "An exploration of the roles, responsibilities and requirements of real estate asset managers."
- NAIOP Foundation, 2015. "Best practices in the planning and development of innovation districts."
- Institute for Real Estate Management, 2015. "Third-party apartment management in a time of change: Perceptions of leaders in the multifamily housing industry."
- Crosland Foundation, 2014. "An evaluation of form-based zoning and its potential to stimulate economic development."
- Branch Bank & Trust/Belk College of Business, 2013. "Examining alternative mechanisms to eminent domain for land aggregation."
- University City Partners, 2011. "Enhancing the university environment through strategic development projects."
- Belk College of Business, 2010. "Extending the real option framework to the study of inclusionary zoning ordinances."
- NAIOP, 2010. "Real estate law: Course development grant."
- Charlotte Housing Authority, 2009. "Affordable Housing Market Study for Charlotte, NC."
- University City Partners, 2008. "Developing a diverse housing stock in University City."
- Homes for Working Families, 2008. "Inclusionary zoning: Examining the advantages and disadvantages in Charlotte, NC."
- NAIOP, 2007. "Basic real estate finance: Course development grant."

Crosland Foundation, 2006. "Alternative development strategies for public schools: The financial implications of installment purchase contracts and construct-leaseback transactions."

Crosland Foundation, 2006. "Applying tax increment financing in the Charlotte-Mecklenburg region."

National Center for Real Estate Research/Foundation for the Carolinas/NAIOP, 2005. "Adequate public facilities ordinances in North Carolina."

Charlotte-Mecklenburg Development Corporation, 2005. "Economic development corridors study."

Select University Service Activities

International Initiatives Committee Member, College of Liberal Arts and Human Sciences, Virginia Tech
Diversity and Inclusion Committee Member, College of Liberal Arts and Human Sciences, Virginia Tech
Assurance of Learning Committee Member, Pamplin College of Business, Virginia Tech
International Programs Committee Member, Pamplin College of Business, Virginia Tech
Undergrad Curriculum Committee Member, Dept. of Apparel, Housing, and Resource Mgt., Virginia Tech
Promotion and Tenure Committee Member, Dept. of Apparel, Housing, and Resource Mgt., Virginia Tech
Housing Faculty Search Committee Chair, Dept. of Apparel, Housing, and Resource Mgt., Virginia Tech
Dept. Chair Search Committee Member, Dept. of Apparel, Housing, and Resource Mgt., Virginia Tech
Real Estate Faculty Search Committee Member, Program in Real Estate, Virginia Tech
Diversity and Inclusion Resource Council, Belk College of Business, UNC Charlotte
Undergraduate Curriculum Committee, Dept. of Finance, UNC Charlotte
Governance Committee, Public Policy PhD Program, UNC Charlotte

Selected Academic Presentations

Urban Affairs Association, 2019, "Managing the mission and the margin in the affordable housing space."

American Real Estate Society, 2019, "Explicitly recognizing implicit gender bias in the commercial real estate industry." Co-authored with Kelly Avery.

American Real Estate Society, 2019, "Managing the mission and the margin in the affordable housing space."

American Real Estate Society, 2019, "What does comprehensive asset management look like in the United States."

Pacific Rim Real Estate Society, 2019, "Is property management viewed as a value-added professional service?" Co-authored with Andrew Carswell.

American Real Estate Society, 2018, "An asset management response to evolving market demand for innovation-oriented work environments."

American Real Estate Society, 2018, "Creating value, maintaining value, and everything in-between: Real estate industry perspectives on the value-add nature of property management services." Co-authored with Andrew Carswell.

Urban Affairs Association, 2018, "Understanding and overcoming negative perceptions about public housing." Co-authored with Suzanne Leland.

American Real Estate Society, 2017, "Innovation districts, knowledge diffusion, and the role of the property manager."

American Real Estate Society, 2017, "Innovation districts at the crossroads of the entrepreneurial city and the sustainable city."

Urban Affairs Association, 2017, "Economic developers' perceptions about public-private partnerships involving real estate development: Examining differences across levels of government." Co-authored with Suzanne Leland.

American Real Estate and Urban Economics Association – International Conference, 2016. "Valuing the conversion option afforded by form-based zoning in different economic environments." Co-authored with Keener Hughen.

Urban Affairs Association, 2016. "Evaluating five common criticisms of mixed-income housing development." Co-authored with Drew Sanderford.

American Real Estate Society, 2016. "Working effectively with asset managers and institutional owners in the third-party apartment management industry." Co-authored with Erin Hopkins and Rosemary Goss.

Housing Educators Research Association, 2015. "Multifamily at mid-decade: Current trends and future outlook." Co-authored with Julia Beamish, Rosemary Goss, and Erin Hopkins.

Housing Educators Research Association, 2015, "Promoting sustainability in the multifamily property management industry." Co-authored with Erin Hopkins and Rosemary Goss.

American Real Estate Society, 2015. "Valuing the conversion option afforded by form-based zoning in different economic environments." Co-authored with W. Keener Hughen.

Urban Affairs Association, 2015. "The impact of gender on perceptions about access to capital as a barrier to local economic development". Co-authored with Suzanne Leland.

Southern Economic Association, 2014. "Examining the holdout problem in various settings." Co-authored with Artie Zillante and Michael Seiler.

Southeastern Conference of Public Administration, 2014. "A gendered perspective on the importance of public services and amenities in the business recruitment process." Co-authored with Suzanne Leland.

American Real Estate Society, 2014. "Examining the importance of the 'linchpin' parcel in land aggregation." Co-authored with Artie Zillante and Michael Seiler.

American Real Estate Society, 2013. "Analyzing the perceived benefits of LEED and Energy Star-certified buildings in the realm of local economic development." Co-authored with Suzanne Leland and Michael Wittry.

European Real Estate Society, 2012. "Understanding the relative influence of local government interest groups within the domain of land use policy." Co-authored with Suzanne Leland.

European Real Estate Society, 2012. "Extending the real options framework to analyze the economic effects of inclusionary zoning policies in different types of markets." Co-authored with W. Keener Hughen.

Southeastern Conference of Public Administration, 2011. "Stimulating real estate development through public-private partnerships: Assessing the perceived opportunities and challenges." Co-authored with Suzanne Leland.

American Real Estate and Urban Economics Association, 2011. "Optimal phasing and inventory decisions for large-scale residential development projects." Co-authored with Steven H. Ott and W. Keener Hughen.

IAE Lyon International Research Conference, 2011. "Does sector matter? Assessing planners' attitudes regarding politics and competing interests in the planning process". Co-authored with Suzanne Leland.

Urban Affairs Association, 2011. "Public policy preferences of local government planners: Findings from a national survey". Co-authored with Suzanne Leland.

American Political Science Association, 2011. "Local regimes and interest group influence: The role of political parties". Co-authored with Eric Heberlig and Suzanne Leland.

Southern Economics Association, 2010. "Land aggregation under alternative payment mechanisms." Co-authored with Peter Schwartz and Arthur Zillante.

Southeastern Conference of Public Administration, 2010. "Understanding relative influence of local government interest groups: Perceptions of local government planners." Co-authored with Eric Heberlig and Suzanne Leland.

American Real Estate Society, 2010. "Overcoming obstacles to communicative planning: A cross-sector analysis of planners' attitudes".

American Real Estate Society, 2010. "Optimal phasing and inventory decisions for large-scale real estate development projects." Co-authored with Steven H. Ott and W. Keener Hughen.

IAE Lyon International Research Conference, 2010. "Branding real estate submarkets."

Southeastern Conference of Public Administration, 2009. "Intergovernmental management on the front-lines: Understanding municipal planning officials' attitudes towards regional and cross-sector collaboration". Co-authored with Suzanne Leland.

American Real Estate and Urban Economics Association, 2009. "The impact of multifamily housing on surrounding property values: Parsing out negative externalities". Co-authored with Steven Billings and Thomas Ludden.

Association for Public Policy Analysis and Management, 2008. "Developing a framework to analyze the potential effectiveness of an inclusionary zoning program."

Association for Budgeting and Financial Management, 2008. "An empirical analysis of concurrency regulations".

Southeastern Conference of Public Administration, 2008. "Innovations in affordable housing policy in North Carolina."

Southeastern Conference of Public Administration, 2007. "The cost of concurrency: The relationship between adequate public facilities ordinances and housing prices".

Urban Affairs Association, 2007. "Choosing homes and choosing schools in Charlotte, North Carolina: Lessons from school choice". Co-authored with Andrew D. Baxter and Huili Hao.