

# **AREUEA – ASSA Conference**

*New York, NY December 28-30, 1988*

(Conference Hotel: New York Hilton Hotel, AREUEA Hotel: Marriott Marquis)

## **AREUEA Schedule at a Glance:**

### **Wednesday, December 28**

- 8:00 am—      Development  
Real Estate Transactions and Agency Relationships  
Institutional Real Estate
- 10:15 am—    Urban Structure and Land Rents  
Real Estate Research and Education: The Practitioner's Perspective (In Honor of  
James Graaskamp)  
Real Estate Brokerage  
Housing Prospects and Policies (joint with AEA)
- 2:30 pm—     The Economics of Architecture: Does Good Design Pay?  
Mortgage Prepayment  
The George Bloom Session: Regulation of Appraisers

### **Thursday, December 29**

- 8:00 am—     Mortgage Design  
Issues in Debt and Equity Real Estate Investment  
Risk and Housing
- 10:15 am—    Housing Policy After the Election  
Analysis of Real Estate Returns  
Housing Markets
- 2:30 pm—     Racial Issues  
Energy and Environmental Issues  
Issues in Mortgage Borrowing and Lending

### **Friday, December 30**

- 8:00 am—     Property Taxes  
Risk Analysis  
Valuation  
Mortgage Markets (joint with AFA)
- 10:15 am—    Real Estate Market Analysis  
Housing Indexes and Prices  
Real Estate Investment

## **AREUEA Daily Program of Events**

### **Wednesday, December 28**

4:45 pm, Marriott Marquis— Herald & Soho, Board Meeting— Invitation Only

### **Thursday, December 29**

8:30 am, Marriott Marquis— Olmstead, Homer Hoyt Institute Breakfast— Invitation Only

12:00 pm, Marriott Marquis— Astor Ballroom, Reception (Cash Bar)

12:45 pm, Marriott Marquis— Astor Ballroom, Presidential Luncheon—Fee Event  
Presiding: Jeffrey D. Fisher, Indiana University  
Speaker: Susan M. Wachter, University of Pennsylvania

4:45 pm, Marriott Marquis— Winter Garden, General Membership Meeting

6:00 pm, Marriott Marquis— Gramercy, Herald & Soho, SREA/AREUEA Cocktail Party

## AREUEA Session Information

Wednesday, December 28

8:00 am, Marriott Marquis— Broadhurst, **Development**

**Presiding:** WILLIAM B. BRUEGGEMAN, Southern Methodist University JAY Q. BUTLER and KARL L. GUNTERMANN, Arizona State University—*Housing Unit Characteristics and Subdivision Sales Rates*

DENNIS R. CAPOZZA and GORDON A. SICK, University of British Columbia—*Risk and Return in the Land Market*

HANS R. ISAKSON, University of Texas-Arlington—*An Econometric Model of Subdivision Development*

BARRY N. STEDMAN and NORMAN G. MILLER, University of Cincinnati—*Strategies for Risk Management in Real Estate Development After the 1986 Tax Reform Act*

**Discussants:** DOUGLAS B. DIAMOND, National Association of Home Builders

DAVID J. HARTZELL, University of North Carolina

RICHARD PEISER, University of Southern California

KERRY VANDELL, Southern Methodist University

8:00 am, Marriott Marquis— Winter Garden, **Real Estate Transactions and Agency**

### **Relationships**

**Presiding:** JOHN B. CORGEL, Georgia State University

ROGER E. CANNADAY, University of Illinois—*The Relationship of Brokerage Firm Activity to Local Economic Activity*

SIDNEY B. ROSENBERG and JOHN B. CORGEL, Georgia State University—*Agency Costs of Property Management Contracts: An Empirical Examination*

ALLEN C. GOODMAN, Wayne State University—*The Modeling of Transactions Costs for Buyers and Sellers: The Case of Housing*

J. SA-AADU, University of Florida, and JAMES D. SHILLING, and C. F. SIRMANS, Louisiana State University—*Capital Gains Taxation of Owner Occupied Houses: A Potential \$1.4 Billion Short-fall Looms for the Treasury Because of Mortgage Assumptions*

**Discussants:** DANIEL N. CHAMBERS, National Association of Realtors

PAUL R. GOEBEL, Texas Tech University

DAVID C. LING, Southern Methodist University

RONALD C. ROGERS, University of South Carolina

8:00 am, Marriott Marquis— Music Box, **Institutional Real Estate**

**Presiding:** AUSTIN JAFFE, Pennsylvania State University

CLARENCE C. ELEBASH, University of West Florida—*Pension Fund Attitudes Toward Real Estate Equity Investments*

ALLEN A. ABRAHAMSON and JOHN T. EMERY, California State University-Fullerton—*Modeling the Impact of FAS 87 on the Valuation of Real Estate in Pension Portfolios*

AUSTIN J. JAFFE, Pennsylvania State University, W. JAN BRZESKI, and STELLAN LUNDSTROM, Royal Institute of Technology, Stockholm—*Institutional Real Estate Investment Practices: A Comparative Study of the Swedish and United States Experiences*

PATRICIA M. RUDOLPH and L. SHARON TOPPING, University of Alabama—*Strategies and Performance in the Savings and Loan Industry: 1979-1987*

**Discussants:** GEORGE LENTZ, Indiana University  
BRIAN WEBB, University of North Carolina

10:15 am, Marriott Marquis—Music Box, **Urban Structure and Land Rents**

**Presiding:** RICHARD PEISER, University of Southern California  
MELVIN GREENHUT, Texas A&M University, and NORMAN GEORGE, University of Leicester—*Conjectural Variations and Location Theory*

ERIC HEIKKILA and RICHARD PEISER, University of Southern California—*Urban Sprawl, Land Rents and Density*

EDWIN S. MILLS, Northwestern University—*The Etiology of Suburbanization*

RENA SIVITANIDOU and WILLIAM WHEATON, Massachusetts Institute of Technology—*Land Use Constraints and Commercial Land Rents*

**Discussants:** JAN BRUECKNER, University of Illinois  
PETER MIESZKOWSKI, Rice University  
GEORGE TOLLEY, University of Chicago  
KEN WIEAND, University of South Florida

10:15 am, Marriott Marquis—Chelsea, **Real Estate Research and Education: The Practitioner's Perspective** (In Honor of James Graaskamp)

**Presiding:** JAMES R. DeLISLE, Prudential Realty Group

DAVID ASKIN, Drexel Burnham Lambert

JAMES BARTH, Federal Home Loan Bank Board

ANDREW CARRON, First Boston Corporation

DAVID SHULMAN, Salomon Brothers

10:15 am, Marriott Marquis—Winter Garden, **Real Estate Brokerage**

**Presiding:** NORMAN G. MILLER, University of Cincinnati  
FRED E. CASE and FRANK MITTELBACH, University of California-Los Angeles—*The Role of Computerization and De-Regulation in Restructuring the Broker*

PETER T. CHINLOY, University of Santa Clara—*The Value of a Real Estate Broker to a Firm*

LARRY M. DeBROCK, University of Illinois—*The Effect of Multiple Listing Services on Residential Real Estate Broker Behavior*

LEONARD V. ZUMPARO and GENE A. MARSH, University of Alabama—*Agency Theory and the Role of the Real Estate Broker: Conflicts and Possible Solutions*

**Discussants:** PETER F. COLWELL, University of Illinois  
GLENN E. CRELLIN, National Association of Realtors  
JACK P. FRIEDMAN, Texas A&M University  
PAUL R. GOEBEL, Texas Tech University

10:15 am, Marriott Marquis—Olmstead, **Housing Prospects and Policies**

**Presiding:** PATRIC H. HENDERSHOTT, Ohio State University  
DONALD R. HAURIN and PATRIC H. HENDERSHOTT, Ohio State University—*How Serious is the Decline in Home Ownership?*  
EDGAR OLSEN, University of Virginia—*Whither Low-Income Housing Policy?*  
REBECCA M. BLANK and HARVEY S. ROSEN, Princeton University—*What's Happening to Housing for Low-Income Households?*

**Discussants:** BARRY BOSWORTH, Brookings Institution  
JAMES R. FOLLAIN, University of Illinois-Urbana-Champaign  
JOHN WEICHER, U.S. Office of Management and Budget

2:30 pm, Marriott Marquis— Winter Green, **The Economics of Architecture: Does Good Design Pay?**

**Presiding:** KERRY D. VANDELL, Southern Methodist University  
PAUL ASABERE, Bentley College  
JAMES C. CANESTANO, The Refine Group, Inc.  
PETER COLWELL, University of Illinois  
JONATHAN LANE, Harvard University  
HAROLD E. MARSHALL, National Bureau of Standards  
JAMES MCKELLER, Massachusetts Institute of Technology

2:30 pm, Marriott Marquis— Music Box, **Mortgage Prepayment**

**Presiding:** JAMES FOLLAIN, Syracuse University  
DONALD F. CUNNINGHAM and CHARLES A. CAPONE, JR., Baylor University—*The Joint Probability of Mortgage Selection and Termination*  
JAMES R. FOLLAIN, Syracuse University, TAI-LE YANG, and LOUIS O. SCOTT University of Illinois-Urbana-Champaign—*The Microfoundations of a Mortgage Prepayment Function*  
S. MICHAEL GILIBERTO and THOMAS G. THIBODEAU, Southern Methodist University—*Modeling Residential Mortgage Prepayment*  
C. F. SIRMANS and WAI K. LEUNG, Louisiana State University—*A Lattice Approach to Fixed-Rate Mortgage Pricing with Default and Prepayment Options*

**Discussants:** CHESTER SPATT, Carnegie-Mellon University  
CHARLES SCHORIN, Drexel Burnham Lambert

2:30 pm, Marriott Marquis— Hudson, **The George Bloom Session: Regulation of Appraisers**  
**Presiding:** JEFFREY D. FISHER, Indiana University  
DOUGLAS S. BIBLE, Louisiana State University  
LINDA L. JOHNSON, Appalachian State University  
PETER BARASH, U.S. Congressional Commerce Consumer and Monetary  
Affairs Subcommittee  
DONALD E. KELLY, Society of Real Estate Appraisers  
WILLIAM MOUNT, The Appraisal Foundation

### **Thursday, December 29**

8:00 am, Marriott Marquis— Winter Garden, **Mortgage Design**  
**Presiding:** ANTHONY SANDERS, Ohio State University  
YOON DOKKO, University of Illinois-Urbana-Champaign, and ROBERT  
H. EDELSTEIN, University of California-Berkeley—*Optimal Design of  
Mortgage Instruments*  
ELIZABETH SAWYER KELLY, Clemson University, and WILLIAM A.  
KELLY, JR., Credit Union National Association—*Does the Tax System  
Affect Mortgage Choice?*  
S. MICHAEL GILIBERTO and DAVID C. LING, Southern Methodist  
University—*Reduction Option Loans: How Should They Be Priced Relative  
to Conventional Fixed-Rate Mortgages?*  
UPINDER S. DHILLON, State University of New York, JAMES D.  
SHILLING, and C. F. SIRMANS, Louisiana State University—*The  
Mortgage Maturity Choice: 15 Year vs. 30 Year FRM*  
  
**Discussants:** WARREN BAILEY, Ohio State University  
PATRIC H. HENDERSHOTT, Ohio State University

8:00 am, Marriott Marquis— Music Box, **Issues in Debt and Equity Real Estate Investment**  
**Presiding:** JAMES R. WEBB, University of Akron  
WALDO L. BORN, Eastern Illinois University, and STEPHEN A. PYHRR,  
Davis and Associates—*Comparing Real Estate Investment Performance  
Under the Influence of Macro and Microeconomic Cycles*  
JOHN L. GLASCOCK, Louisiana State University—*Real Estate Returns  
Across Alternative Market Conditions*  
G. DONALD JUD, University of North Carolina-Greensboro, and  
DONALD EPLEY, Mississippi State University—*Regional and  
Institutional Differences in Market Lending*  
WILL McINTOSH, University of Kentucky—*Stockholder Wealth Effects of  
Acquisition Activity: Evidence from Japanese Investment in U.S. Real Estate*  
  
**Discussants:** DAVID J. HARTZELL, Salomon Brothers  
KO WANG, University of Texas-Austin  
CROCKER H. LIU, New York University  
RICHARD NUMRICH, Canisius College

8:00 am, Marriott Marquis— Hudson, **Risk and Housing**

**Presiding:** PETER M. ZORN, Cornell University

PAUL M. ANGLIN, University of Windsor—*An Equilibrium Model of Search in the Housing Market*

STUART A. GABRIEL and STUART S. ROSENTHAL, Board of Governors of the Federal Reserve System—*The Effect of Adjustable Rate Mortgages on Housing Demand*

DONALD R. HAURIN, Ohio State University—*The Effect of Income Uncertainty on Tenure Choice and Housing Demand: A Longitudinal Analysis*

ANTHONY M. YEZER, George Washington University—*Testing for the Efficiency of Housing Markets: The Response to Natural Hazards*

**Discussants:** ALLEN C. GOODMAN, Wayne State University

DIXIE BLACKLEY, LeMoyne College

FRANK NOTHAFT, Federal Home Loan Mortgage Corporation

CLIFFORD KERN, State University of New York

10:15 am, Marriott Marquis—Hudson, **Housing Policy After the Election**

**Presiding:** KENT W. COLTON, National Association of Home Builders

LELAND BRENDSEL, Federal Home Loan Mortgage Corporation

W. DONALD CAMPBELL, Senate Banking Committee

KENT W. COLTON, National Association of Home Builders

10:15 am, Marriott Marquis—Winter Garden, **Analysis of Real Estate Returns**

**Presiding:** CHARLES H. WURTZEBACH, Prudential Realty Group

TERRY V. GRISSOM, Texas A&M University, and KO WANG, University of Texas-Austin—*The Spatial Equilibrium of Rates of Return and Implications for Intra-Regional Diversification*

CROCKER H. LIU, New York University, TERRY V. GRISSOM, Texas A&M University, and DAVID J. HARTZELL, Salomon Brothers—*Market Imperfections, Omitted Asset Markets and Abnormal Real Estate Returns: A Theoretical Investigation*

MIKE MILES, BRIAN WEBB, and DAVID GUILKEY, University of North Carolina— *Toward a Better Understanding of the Characteristics of Commercial Real Estate Returns*

JAMES R. WEBB, University of Akron, and JACK H. RUBENS, Cleveland State University—*Toward the Appropriate Measure of Risk for Real Estate and Common Stock*

**Discussants:** PETER F. COLWELL, University of Illinois

WILL McINTOSH, University of Kentucky

JOHN L. GLASCOCK, Louisiana State University

JOHN B. CORGEL, Georgia State University

10:15 am, Marriott Marquis—Music Box, **Housing Markets**

**Presiding:** DONALD R. HAURIN, Ohio State University  
HAROLD W. ELDER and LEONARD V. ZUMPANO, University of Alabama—*Tenure Choice, Housing Demand and Residential Location*  
DAVID J. GROSS, U.S. General Accounting Office, and JAMES SHILLING, and C. F. SIRMANS, Louisiana State University—*The Impact of Agency Credit Enhancements on House Prices: Are Lower Mortgage Rates Capitalized into House Prices?*  
HENRY O. POLLAKOWSKI, Harvard University, and SUSAN M. WACHTER, University of Pennsylvania—*Modeling the Local Housing Market with Small-Area Data*  
PETER M. ZORN, Cornell University—*Mortgage Qualification and the Demand for Housing: An Empirical Analysis Using Cross-Sectional Data*

**Discussants:** TIM BARTIK, Vanderbilt University  
JAN BRUECKNER, University of Illinois-Urbana-Champaign  
JOSEPH GYOURKO, University of Pennsylvania  
L. JIDE IWARERE, Howard University

12:00 pm, Marriott Marquis—Astor Ballroom, **Presidential Luncheon**

**Presiding:** JEFFREY D. FISHER, Indiana University  
**Speaker:** SUSAN M. WACHTER, University of Pennsylvania

2:30 pm, Marriott Marquis—Winter Garden, **Racial Issues**

**Presiding:** JOHN QUIGLEY, University of California-Berkeley  
DANIEL N. CHAMBERS, National Association of Realtors—*Racial Transition, Integration and the Mismeasurement of the Racial Housing Price Differential*  
MICHAEL T. DEVANEY, Southeast Missouri State University, and WILLIAM RAYBURN, University of Mississippi—*Social Dualism and the Returns to Housing Investment: Memphis Twenty Years after the King Assassination*  
RICHARD D. EVANS, Memphis State University, and WILLIAM RAYBURN, University of Mississippi—*The Effect of a School Desegregation Decision and a Low Income Housing Moratorium on Single Family Housing Prices*  
GEORGE GALSTER, College of Wooster—*Racial Discrimination in Housing Markets During the 1980's*

**Discussants:** JOHN M. YINGER, Syracuse University  
ALLEN C. GOODMAN, Wayne State University  
ROLAND ANDERSON, Royal Institute of Technology, Sweden

2:30 pm, Marriott Marquis—Music Box, **Energy and Environmental Issues**

**Presiding:** MAURY SELDIN, Homer Hoyt Institute  
TERRY DINAN, Environmental Protection Agency, and REED JOHNSON, U.S. Naval Academy and Environmental Protection Agency—



*Environmental Concerns and Real Estate Values: A Discussion of Current Issues and Research Needs*

RICHARD L. HANEY, JR., Texas A&M University—*The Value of Energy Efficiency in an Era of Declining Energy Prices*

MARVIN J. HOROWITZ, ERC International—*The Market for Energy Efficient Homes: Does Good Cents Make Sense?*

GREG MICHAELS, Environmental Protection Agency—*Hedonic Housing Studies of Superfund Sites: A Review and Commentary*

**Discussants:** GEORGE H. LENTZ, Indiana University  
AUSTIN JAFFE, University of Pennsylvania

2:30 pm, Marriott Marquis—Chelsea, **Issues in Mortgage Borrowing and Lending**

**Presiding:** DAVID C. LING, Southern Methodist University

JAMES T. FERGUS, Board of Governors of the Federal Reserve System—*A Cross-Sectional Analysis of ARM Borrowing*

ARTHUR L. HOUSTON, JR., San Diego State University—*Non-Neutral Inflation and the Relative Default Risk of Indexed Mortgages*

PHELIM P. BOYLE, University of Waterloo, and LAWRENCE D. JONES, University of British Columbia—*Legal Restrictions, Borrower Transactions Costs and the Incidence of Mortgage Loan Defaults*

FRANK E. NOTHAFT, Freddie Mac, and GEORGE H. K. WANG, Commodity Futures Trading Commission—*What Determines the Volume of ARM Lending?*

**Discussants:** DON BIENIUS, Federal Home Loan Bank Board  
MICHAEL CLAURETIE, University of Nevada-Las Vegas  
JACK HARRIS, Texas A&M University  
KERRY VANDELL, Southern Methodist University

## **Friday, December 30**

8:00 am, Marriott Marquis- Winter Garden, **Property Taxes**

**Presiding:** ROGER CANNADAY, University of Illinois

JOHN E. ANDERSON, Eastern Michigan University—*State Tax Credits and Land Use: Policy Analysis of Circuit-Breaker Effects*

DAVID DALE-JOHNSON, University of Southern California—*A New Test of the Tax Capitalization Hypothesis: An Event Study of Proposition 13 and Housing Prices in Los Angeles County*

GEORGE E. MOODY and CHIN W. YANG, Clarion University of Pennsylvania—*A Pseudoconcave Programming Model of the Real Estate Taxation Problem*

MARK A. SUNDERMAN, JOHN BIRCH, and TOM HAMILTON, University of Wyoming—*The Validity of Statistical Tests Used in Property Equalization*

**Discussants:** HENRY AARON, Brookings Institution  
KARL CASE, Wellesley College  
ROBERT EDELSTEIN, University of California-Berkeley  
JOSEPH GYOURKO, University of Pennsylvania

8:00 am, Marriott Marquis— Music Box, **Risk Analysis**

**Presiding:** LEON SHILTON, Fordham University

DAVID GELTNER, University of Cincinnati—*Estimating Real Estate Systemic Risk from Aggregate Level Appraisal Based*

RAVINDRA R. KAMATH, Cleveland State University, SHAHRIAR Z.

KHAKSARI, Suffolk University, and ROBIN GRIEVES, Freddie Mac—*Real Estate Investment: An Application of the Analytic Hierarchy Process*

JOSEPH GYOURKO and PETER LINNEMAN, University of Pennsylvania—*Analyzing the risk of Income-Producing Real Estate: A New Perspective*

LEON SHILTON, Fordham University—*Taxation and the Debt Risk of Commercial Real Estate*

**Discussants:** PEGGY CRAWFORD, George Mason University

TERRY V. GRISSOM, Texas A&M University

WERNER KOSTENDT, The Ellwood Company

HERB TERRY, Decisionex

8:00 am, Marriott Marquis— Hudson, **Valuation**

**Presiding:** KARL L. GUNTERMANN, Arizona State University

PETER F. COLWELL and JOSEPH G. KOWALSKI, University of Illinois-Urbana-Champaign—*The Value of Non-Residential Property in Chicago*

JACK HARRIS, Texas A&M University—*The Impact of Zoning on Single-Family Housing Values*

KIRK McCLURE, University of Kansas—*Capitalization of the Benefits of Mortgage Revenue Bond Financing: Reconciliation of Conflicting Empirical Evidence*

DANIEL P McMILLEN, University of Oregon, and JOHN F.

McDONALD, University of Illinois-Chicago—*Urban Land Value Functions with Endogenous Zoning*

**Discussants:** JAN K. BRUECKNER, University of Illinois

HANS R. ISAKSON, University of Texas-Arlington

HENRY O. POLLAKOWSKI, Harvard University

DAH-NEIN TZANG, University of the Pacific

8:00 am, Marriott Marquis— Empire, **AFA/AREUEA Mortgage Markets**

**Presiding:** JAMES B. KAU, University of Georgia

ALAN C. HESS, University of Washington, and CLIFFORD W. SMITH, JR., University of Rochester—*Elements of Mortgage Securitization*

ELIZABETH T. JOHNSTON and LEONARD D. VAN DRUNEN, University of Utah— *Pricing Mortgage Pools with Heterogeneous Mortgages: Empirical Evidence*

DAVID C. SHIMKO, University of Southern California—*Valuing Mortgages and Mortgage-Backed Securities: A Treatment of CMO's, REMICSs, and Other Multi-Class Pass Throughs*

**Discussants:** SCOTT RICHARDS, Goldman Sachs, Inc.

KENNETH DUNN, Miller, Anderson, and Sherrerd

RICHARD ROLL, University of California-Los Angeles

10:15 am, Marriott Marquis—Winter Garden, **Real Estate Market Analysis**

**Presiding:** WAYNE R. ARCHER, University of Florida  
EDWARD COULSON, Pennsylvania State University—*Is There a Natural Vacancy Rate?*  
JOHN L. GOODMAN, JR., Board of Governors of the Federal Reserve System—*Overbuilding: Symptoms and Causes*  
SUNWOONG KIM and HARRIET B. NEWBURGER, Bryn Mawr College—*The Determinants of Rent Levels, Vacancy Rates and Overcrowding: A Cross Metropolitan Model of Rental Housing Markets*  
WAYNE R. ARCHER and MARC T. SMITH, University of Florida—*Changes and Continuity in Office Location Preferences from 1977 to 1988*

**Discussants:** WALDO BORN, Eastern Illinois University  
GEORGE LENTZ, Indiana University  
SUSAN WACHTER, University of Pennsylvania

10:15 am, Marriott Marquis—Music Box, **Housing Indexes and Prices**

**Presiding:** KENNETH M. LUSHT, Pennsylvania State University  
JOHN M. CLAPP, University of Connecticut—*Real Estate Price Trends in Connecticut Towns, 1981-1987*  
HAN BIN KANG and MONA J. GARDNER, Illinois State University—*Selling Price, Listing Price, Housing Features and Marketing Time in the Residential Real Estate Market*  
KENNETH M. LUSHT, Pennsylvania State University, and WILLIAM B. RAYBURN, University of Mississippi—*Housing Indexes, Returns and Optimal Holding Periods*  
G. STACY SIRMANS and E. J. FERREIRA, Clemson University—*Selling Price Financing Premiums and Days on the Market*

**Discussants:** MARC A. SUNDERMAN, University of Wyoming  
AUSTIN JAFFE, Pennsylvania State University

10:15 am, Marriott Marquis—Hudson, **Real Estate Investment**

**Presiding:** JAMES SHILLING, Louisiana State University  
GEORGE GAU, University of British Columbia—*Debt Financing of Real Estate Investment*  
PAUL ASABERE, University of Connecticut, ROBERT T. KLEIMAN, Oakland University, and CARL B. MCGOWAN, JR., Bentley College—*The Risk Return Attributes of International Real Estate Equities*  
LYNNE B. SAGALYN, Massachusetts Institute of Technology—*Understanding Real Estate Securities: A Closer Look at the Performance of REITs and Real Estate Companies*  
JAMES D. SHILLING, C. F. SIRMANS, GEOFFREY K. TURNBULL, and JOHN D. BENJAMIN, Louisiana State University—*A Theory and Empirical Test of Land Option Pricing*

**Discussants:** REBEL COLE, Federal Home Loan Bank Board  
JOHN GLASCOCK, Louisiana State University