

# 2009 Request for Research Proposals

## Real Estate Research Institute

## RERI Sponsors

### Sustaining Sponsor

Pension Real Estate Association

### Sponsors

AEW Capital Management, LP

Association of Foreign Investors  
in Real Estate

BlackRock Realty Advisors

CBRE Torto Wheaton Research

Cornerstone Real Estate Advisers, Inc.  
Heitman

Henderson Global Investors (North  
America) Inc.

ING Clarion

INVESCO Realty Advisors

LaSalle Investment Management

National Association of Real Estate  
Investment Trusts®

National Council of Real Estate Investment  
Fiduciaries

National Multi Housing Council

Property & Portfolio Research

Prudential Real Estate Investors

REEF

Simon Property Group, Inc.

TIAA-CREF

UBS Global Asset Management

Urban Land Institute

The Real Estate Research Institute (RERI) seeks proposals for funding of research to be undertaken in 2009. RERI is a non-profit organization created to stimulate high-quality research on real estate investment performance and market fundamentals that will elevate the quality of real estate investment decision making. Through its research funding, RERI also aims to encourage and support developing real estate researchers among junior faculty and graduate students.

Research projects should enhance the quality of day-to-day real estate decision making through their topical relevance, quality of data, clarity of methodology and persuasiveness of presentation. Considerations will include the quality of the work, innovation and application to the real estate industry. Development of new theory or methodology, as well as application of existing research, is acceptable.

Dissertations, post-dissertation research and research proposals by non-tenured faculty are welcome and will receive special consideration. Projects involving researchers from different disciplines also are welcome. However, only one proposal per research team may be submitted. Projects that will be jointly undertaken by academic researchers and industry professionals are strongly encouraged. Projects by industry practitioners, including those seeking mentorship without funds, are also encouraged.

RERI has formed an alliance with the Education Trust of the Royal Institution of Chartered Surveyors to jointly fund research which has an international focus, and applications of this nature in any of the priority areas listed below are welcome.

Research projects that are funded and successfully completed will be eligible for presentation at the annual RERI Research Conference.

Proposals may involve research that is underway, but not substantially completed, at the time of application. Research results should be suitable for publication in professional journals, but should not appear in published form prior to April 2010. With the exception of university and college settings, partial or completed research cannot be presented to any organization prior to presentation at the RERI Conference. Completed projects must include a non-technical, two-page executive summary that synthesizes the research thesis, results and implications for investors with limited use of mathematics.

## 2009 Research Priorities

### **Performance Measurement & Reporting**

*...real estate valuation, pricing-risk performance analysis for public & private market segments, macro-economic linkages, net asset value, benchmarking non-core investments...*

### **Real Estate Equity Investment**

*...long-run performance of public & private markets, global equity real estate performance measures, investment fees & costs, executive compensation, corporate governance, inflation hedging, relative liquidity...*

### **Portfolio Diversification & Real Estate as an Asset Class**

*...portfolio allocations across asset subtypes, relationships among market participants, diversification & portfolio management, risk premiums by property type, geography & style, emerging portfolio trends, e.g. public plus private allocations, international diversification...*

### **Real Estate Capital Markets & Capital Market Flows**

*...volume, impact & relative cost analysis, evolution & impact of financing & ownership structures, risk analysis & impact on asset pricing & investment returns...*

### **Global Markets**

*...global real estate capital market flows, global equity real estate required returns, diversification, tax transparency, discounts & premiums to net asset values, size & liquidity of markets...*

### **Property Market Fundamentals**

*...supply-demand analysis, market cycles, impact of socio-demographic and/or technological changes, market restructuring & globalization, geographic dynamics...*

### **Commercial & Residential Mortgages**

*...analysis of capital flows, pricing, risk, performance, market evolution & residential mortgages in the context of institutional portfolios...*

### **Mortgage-Backed Securities**

*...for other commercial mortgages: analysis of capital flows, securities structure, pricing, risk, performance, and market evolution; financial crisis impact on commercial real estate...*

Deadline for receipt of proposal to RERI:  
**February 6, 2009 Midnight EST**  
Proposals and information requests  
should be e-mailed to:

eri@rer.org

The Real Estate Research Institute

100 Pearl Street, 13<sup>th</sup> Floor

Hartford, CT 06103

USA

Telephone: (860) 692-6341

# Funding Schedule Specifications Research Proposal Requirements

## Research Proposal Requirements

In an effort to support private market real estate research, RERI may be able to assist in acquiring data from major third party real estate data providers; further information will be forthcoming on the RERI website, [www.eri.org](http://www.eri.org). Researchers proposing to use data that are neither in hand nor readily available are advised to include in their proposals detailed descriptions of the data sources, costs and timelines for acquisition.

- Concise, double-spaced proposal of no more than six pages including references and attachments. (Resumes are not counted in the six page limit.)
- One paragraph abstract of the proposal.
- Well-defined research objective.
- Concise description of methodology. Complex proposals may benefit from a diagram or flow chart presentation of methodology, as well as a narrative description.
- Description of principal data sets and availability. (A major factor in successful proposals.)
- Plan for procuring third-party data in a timely manner, if the research will be relying on third-party data.
- Research project timetable.
- Estimated budget showing the total cost of the project including data costs. (RERI will not pay university overhead costs or costs of purchasing equipment.)
- Resumes of principal researchers showing experience and understanding of the research topic as evidenced by previous work experience, presentations and/or publications in addition to addresses, day-time telephone numbers and e-mail addresses.
- Only one proposal per researcher or team of researchers may be submitted.
- Only e-mailed proposals will be accepted.
- The deadline for receipt of proposals is midnight EST February 6, 2009. Proposals submitted after the deadline will not be considered, nor will faxed or mailed hardcopy proposals.

## Review Procedures

Proposals are reviewed by the Proposal Review Committee of the RERI Board of Directors and Advisory Board. See the RERI website's ([www.eri.org](http://www.eri.org)) *Research* section for guidelines for the RERI Proposal Review Process.

The Proposal Review Committee recommends to the Institute's Board of Directors the research proposals that it believes RERI should fund for 2009.

Following approval by the Board, one or more members of the Board or Advisory Board are assigned as "mentors" to each research project.

## Funding Schedule

Funding of up to \$20,000 is available for approved projects. The Board, however, reserves the right to fund larger amounts for projects that are exceptionally timely and unusually costly. Most projects will receive funding in the \$10,000 to \$15,000 range. RERI also encourages researchers seeking funding in excess of normal grant amounts for "large-scale" or "multi-year" projects that clearly meet RERI's research mission.

Funding schedule is: 50% upon acceptance of the proposal and 50% upon completion of the research to the satisfaction of the RERI Board of Directors. Such satisfaction includes: (1) a substantive draft produced by September 25, 2009, and (2) presentation of the research by the lead researcher(s) at the 2010 RERI Conference, upon invitation.

Researchers funded by RERI may, at the Board's discretion, be invited to a roundtable discussion and/or to present results at the annual RERI Research Conference in 2010. Reasonable travel costs (up to \$1,000) will be covered by RERI and should not be included in the proposed project budget.

**!!MARK YOUR CALENDARS!!**

The 18<sup>th</sup> Annual RERI Research  
Conference will be held  
April 2009

DePaul University  
Chicago, IL

Details to Follow

## Board of Directors

Robert Smedley, Chairman Emeritus

Mark Roberts – President  
*INVESCO Realty Advisors*

Brent Ambrose - Treasurer & Secretary  
*The Pennsylvania State University*

Jim Clayton, *Pension Real Estate Association*

Sally Gordon, *BlackRock*

Crocker Liu, *Arizona State University*

Asieh Mansour, *RREEF*

Douglas Poutasse, *National Council of Real Estate Investment Fiduciaries*

James Shilling, *DePaul University*

Jon Southard, *CBRE Torto Wheaton Research*

## Advisory Board

Michael Acton, *AEW Capital Management, L.P.*

Stephen R. Blank, *Urban Land Institute*

Stephen Brown, *Royal Institution of Chartered Surveyors*

Susanne Ethridge Cannon, *DePaul University*

Dennis Capozza, *University of Michigan*

Tony Ciocchetti, *MIT Center for Real Estate*

Jack Corgel, *Cornell University*

Yongheng Deng, *University of Southern California*

Mark J. Eppli, *Marquette University*

Jeffrey Fisher, *Indiana University*

Michael Gately, *Cornerstone Real Estate Advisers LLC*

Dean Gatzlaff, *Florida State University*

Michael Grupe, *National Association of Real Estate Investment Trusts*

William Hughes, *UBS Global Asset Management Real Estate*

Hugh F. Kelly, *Real Estate Economics*

Yonguo Liang, *Prudential Real Estate Investors*

David Ling, *University of Florida*

David Lynn, *ING Clarion*

Marc Louargand, *Saltash Partners LLC*

William Maher, *LaSalle Investment Management Inc.*

Simon Mallinson, *Investment Property Databank Ltd.*

Jack Nowakowski, *Commercial Mortgage Securities Association*

Mark Obrinsky, *National Multi Housing Council*

Steve Ott, *University of North Carolina Charlotte*

Joseph Pagliari, *University of Chicago, Graduate School of Business*

Martha Peyton, *TIAA-CREF*

Edward F. Pierzak, *Henderson Global Investors (North America) Inc.*

Jeanette I. Rice, *Verde Realty*

Kevin Scherer, *BlackRock*

David Shulman, *Lehman Brothers, Inc. (retired)*

Larry Souza, *Charles Schwab Investment Management*

David Watkins, *Heitman*

Robert M. White, Jr., *Real Capital Analytics*

Bret Wilkerson, *Property & Portfolio Research Inc.*

Elaine Worzala, *Clemson University*

## 2009 Research Timetable

### February 6, 2009

Deadline for receipt of proposals to RERI. E-mailed proposals received after midnight EST February 6, 2009 will not be accepted.

### April 2009

Research Grant Committee recommendations submitted to the RERI Board for approval. Appointment of "mentors." Funded research proposals announced at the annual RERI Research Conference. Notifications of acceptance/rejection mailed.

### September 25, 2009

Interim results/update due. Mentors review progress to date.

### January 29, 2010

Deadline for final research papers and executive summaries due to RERI.

### February 2010

Final review of 2009 projects and selection of papers to be presented at the annual RERI Research Conference.

### April 2010

Presentation of invited 2009 papers at the annual RERI Research Conference.

## 2009 Dissertation Grants

The Real Estate Research Institute also issues several dissertation awards of up to \$5,000 for papers that relate to the topics outlined above.

Dissertation proposals must be received by February 6, 2009. Dissertation should be completed by January 29, 2010 for possible inclusion in the April 2010 seminar. Funding will be granted 50% upon acceptance of the proposal and 50% upon the completion of the dissertation to the satisfaction of the student's dissertation committee. Dissertation research should include a relatively short summary/survey.

Dissertation proposals should conform to the guidelines and requirements of the RERI 2009 Request for Proposals. In addition, dissertation proposals must include the vita of the dissertation supervisor(s) and a letter from the dissertation chairperson stating that the dissertation proposal has been accepted by the student's dissertation committee.

## 2008 Research Awards

Brent Ambrose, Shaun Bond, and Joseph Ooi

"Structured Debt and Corporate Performance: Evidence from REITs "

Xudong An and Yongheng Deng

"A Structural Model for Capitalization Rates "

Tony Ciocchetti

"Energy Efficiency Improvements and Carbon Credits: Do They Pay? "

Piet Eicholtz and Nils Kok

"The Global Real Estate Mutual Fund Market: Style, Strategy, and Performance "

Peng Fei

"Risk Dynamics of the Housing Market: Cross-Sectional Variations, Time Variations, and Economic Fluctuations "

David Ling and Milena Petrova

"Public vs. Private Market Valuation of Commercial Real Estate Assets: Evidence from REIT Acquisitions"

Tobias Mulhofer and Andrey Ukhov

"Ultimate Sources of Asset Price Variability: Evidence from Real Estate Investment Trusts "

# About RERI Specifications Contact Information

## 2009 Request for Research Proposals Real Estate Research Institute

### About the Institute

The Real Estate Research Institute (RERI) is a non-profit organization created to stimulate high-quality research on real estate investment performance and market fundamentals that will elevate the quality of real estate investment decision making. Incorporated in 1987 as the NCREIF Research Institute, RERI began active program development in late 1988, and the first research grants were awarded the following year. The name of the organization was changed in 1992 to the Real Estate Research Institute in response to a broadening base of support. RERI's mission is to encourage research that applies academic theory and analytic techniques to real estate investment decision making by:

- Establishing an agenda of key issues critical to understanding real estate markets, real estate investment characteristics and performance.
- Raising funds to support rigorous, objective and practical research on these key issues.
- Soliciting, evaluating and funding specific proposals for research from academics, industry and investment community practitioners.
- Communicating research results as broadly as possible.

---

Proposals and information requests should be e-mailed to:

E-mail: [eri@eri.org](mailto:eri@eri.org)

The Real Estate Research Institute  
100 Pearl Street, 13<sup>th</sup> Floor  
Hartford, CT 06103  
USA  
Telephone: (860) 692-6341

Deadline for receipt of proposal to  
RERI:

February 6, 2009 Midnight EST  
Proposals and information requests  
should be e-mailed to:

[eri@eri.org](mailto:eri@eri.org)

The Real Estate Research Institute  
100 Pearl Street, 13th Floor  
Hartford, CT 06103  
USA  
Telephone: (860) 692-6341