

Dr. Jeffrey L. Engelstad

Franklin L. Burns School of Real Estate
and Construction Management
University of Denver
Daniels College of Business
2101 S. University Blvd.
Denver, CO 80208

Work Phone: (303) 871-4741
Home Phone: (303) 690-6352
Fax: (303) 871-2971
Email: jengelst@du.edu
Web: www.du.edu/~jengelst/

EDUCATION

Ph.D. University of Denver, 1997
Major Area: Urban Geography
Minor Area: Urban Planning
MRECM University of Denver, 1992
Major: Real Estate and Construction Management
BSBA University of Denver, 1983
Major: Real Estate and Finance

ACADEMIC EXPERIENCE

Clinical Professor (2004 to present)	Burns School of Real Estate & Construction Management Daniels College of Business University of Denver
Assistant Professor (1998 - 2004)	Burns School of Real Estate & Construction Management Daniels College of Business University of Denver
Lecturer (1996 – 1997)	Burns School of Real Estate & Construction Management Daniels College of Business University of Denver
Instructor and Graduate Teaching Assistant (1992-1995)	Burns School of Real Estate & Construction Management Daniels College of Business University of Denver

INDUSTRY EXPERIENCE

1980 to Present Thunderbird Companies of Colorado, Inc.

President of Corporation and sole stockholder. Thunderbird Companies of Colorado, Inc. specializes in the sale of commercial real estate and land, acts as asset manager for related partnerships and has been active in real estate development and syndication since 1963.

1996 to Present Thunderbird Development Company, LLC

Co-manager of LLC. Thunderbird Development Company is a custom homebuilder and subdivider of residential land, focusing on rural-residential

communities.

HONORS, AWARDS AND PROFESSIONAL DESIGNATIONS

2001	Realtor of the Year. Aurora Association of Realtors.
1999	Paul Harris Fellow. Rotary International.
1996	Presidents Distinguished Service Award. Aurora Association of Realtors.
1989	Certified Commercial Investment Member. Commercial Investment Real Estate Institute, National Association of Realtors.
1987	Robert W. Tschappat, Jr. Annual Service Award. Smoky Hill Rotary.

PUBLICATIONS

Textbook Contributor: <u>Information Systems Essentials</u> (Haag and Cummings, 2006), McGraw-Hill Publishing, New York, 462 pp., ISBN 0-07-310581-3.
Textbook Contributor: <u>International Real Estate: A Comparative Approach</u> , 2004. Mark L. Levine, editor. Dearborn Real Estate Education
Textbook Contributor: <u>Management Information Systems for the Information Age</u> , 5 th ed. (Haag, Cummings, and McCubbrey, 2005), McGraw-Hill Publishing, New York, 554 pp., ISBN 0-07-293586-3.
Journal Article – Refereed. . Engelstad, Jeffrey L. and Robert Stone 2002 "Mid-point vs. End-point Discounting" Commercial Investment Real Estate Journal. Volume 21 (6) pg. 19-22
Trade News Article – Engelstad, Jeffrey L. and Dick Clark. 2002 "Designated Brokerage- Will it work for you?" Aurora Outlook. February 2002
Trade News Article – Engelstad, Jeffrey L. 2001 "Technology and Real Estate: It's all about the Data, or is it?" Denver Realtor News. November 2001
Journal Article – Refereed. . Engelstad, Jeffrey L. and Walter Clements. 2001 "Real Estate Market Cycles and Lease v. Own Analysis" Commercial Investment Real Estate Journal. Volume 20 (6) pg. 19-23
Journal Article – Refereed. . Levine Mark L. and Jeff Engelstad. 2001 "How Relevant are Appraisals/Valuation Reports to International Real Estate Transactions" Real Estate Issues. Volume 26 (3) pg. 54-63
Journal Article – Refereed. Sutton, Christopher J. and Jeff Engelstad. 1999 "Growth on the High Plains: Douglas County and Denver's 470 Beltway." Bulletin of the Illinois Geographical Society. Volume 41 (1) pg. 5-13

Journal Article – Refereed. . Sutton, Christopher J. and Jeff Engelstad. 1999 "Growth on the High Plains: How Denver's 470 Beltway Impacts Douglas County, Colorado." Small Town. Volume 29 (6) pg. 20-25
Web Site – The Global Real Estate Project. 1995 to Present. Currently completing research for the National Association of Realtors focusing on real estate law, practice and markets in sixty-five countries throughout the world under the direction of Mark Lee Levine Ph.D.

BURNS SCHOOL SERVICE

2004 to Present	Burns Scholarship Committee
2001 to present.	Executive Masters in Real Estate and Construction Management Faculty Director
2000 to present.	Academic Curriculum subcommittee A&F Faculty Liaison
2000 to present.	Real Estate Club subcommittee A&F Faculty Liaison
1998 to present.	Rho Epsilon Student Club Faculty Advisor

DANIELS COLLEGE OF BUSINESS SERVICE

2004 - DCB Student Satisfaction Committee
2004. DCB Honors Taskforce DCB
2004. Assessment Committee DCB
2002. Curriculum Review Committee Daniels
2002. XMBA Review Committee
2002. Daniels Core Committee
2002. Entrepreneurship Committee
2001. Faculty and Staff Subcommittee - Strategic Planning Committee
2001. Guiding Principles Subcommittee - Strategic Planning Committee
2001- 2002 Strategic Planning Committee
2000 to present. Dynamic Nature of Business, Speaker
1999 – 2000. Scholarship Steering Committee, interim member
1999 to present. Graduate Student Orientation, Language Skills, volunteer
1998 to 2003. Scholarship of Teaching Committee

UNIVERSITY OF DENVER SERVICE

2004. Led Ami Hyde Interview team in California
2004 to Present Living and Learning Communities and Civic Engagement Taskforce DU
2000 to present. Environmental Awareness Living and Learning Community Advisory Board and seminar instructor
1998 to present. Student Orientation and Registration (SOAR), volunteer
1997 to present. Denver Days volunteer
1996 to present. University of Denver Campus Connections, Mentor

PROFESSIONAL SERVICE

2004. Joined "China Team" of Colorado and Santa Fe Land Company as advisor
2004. Colorado Association of Realtors "Value of a Realtor" Taskforce
1995 to present. Financial Energy Management, Inc.- Board of Directors
2000 to present. Editorial Review Board. Commercial Investment Real Estate Journal
2001-2002. Colorado Association of Realtors, Education Development Committee.
2001-2002 Colorado Association of Realtors, International Committee
1999-2002. Colorado Association of Realtors- Board of Directors
1999-2002 Aurora Association of Realtors- Director, Treasurer
1996 to 1997. Denver Real Estate Association Management Company- Director, Treasurer

COMMUNITY SERVICE

2002 to present. Epiphany Church, Treasurer
1999 to present. Cerebral Palsy of Colorado volunteer
1996-2001 Epiphany Church, Vestry Member
2001. University of Denver Volunteer Day
2001.Christmas in April (home refurbishing with Rho Epsilon)
1995-1999 Aurora Public Schools Bond Oversight Committee- Co-chair

PRESENTATIONS

2004 Burns Coffee "IRR and NPV" Feb 5 Denver Co.
2004 Clear Creek Finance Seminar March 24 Denver Co.
2002 CCIM Instructor Training Conference July 25-29. Montreal Canada
2002 Interview with Dave Weaver WB2 News Tabor Center and Downtown Retail May 1, 2002
2001 5 th Annual Northern Colorado Real Estate Conference. Sept 19, 2001. Panel and Presentation on Growth Management. Fort Collins, Colorado.
2001 CCIM International Real Estate Conference. May 4-6, 2001. Essential Excel Calculations for CCIM's
2001 American Association of Geographers Feb. 27- March 2, 2001. Illustrated Paper Session. "Transportation and Land Use Change in the Northeastern Denver Metropolitan Area"
CCIM Colorado Wyoming Chapter. "Financial Topics" Speaker at regional meeting. Denver Oct 25, 2000.
2000 Transact Conference Sept. 13-16. Chicago. Speaker and panelist with Mark Lee Levine. "How relevant are Appraisals in International Real Estate Transactions"
2000 American Association of Geographers: Pittsburgh, PA.; Urban Change: Growth and Development in the I-70, E-470 environs.
1999 National Assoc. of Realtors: Orlando, FL.; presentation on the Global Real Estate Project with Mark Lee Levine.
1999 Turner-Alvarado Construction Management Institute: Denver, CO.; presentation on property development.
1998 National Assoc. of Realtors: Anaheim, CA.; presentation on the Global Real Estate Project with Mark Lee Levine.
1998 Turner-Alvarado Construction Management Institute: Denver, CO.; presentation on property development.
1997 Metro. Denver Realtor Rally: Denver, CO.; presentation on getting started in international real estate.
1997 National Assoc. of Realtors: New Orleans, LA.; presentation on the Global Real Estate Project with Mark Lee Levine.
1997 International Real Estate Symposium: Miami, FL.; presentation on International Real Estate Markets.

1996 National Assoc. of Realtors: San Francisco, CA.; presentation on the Global Real Estate Project with Mark Lee Levine.
1995 Assoc. of American Geographers: Chicago, Ill.; presentation on hazardous land uses and property values.

EXPERT WITNESS

1999. Galanis, et al. V. Choi, et al. Expert witness deposition. Provided testimony on noxious land uses and the effect on residential property values using GIS technology.

GRANTS

2000. National Association of Realtors. Transact \$20,000 grant for appraisal research with Mark Lee Levine.
1999. Daniels College of Business Teaching Scholarship Grant, "Comparing Student Satisfaction and Student Test Scores in Traditional v. On-Line Class Formats," co-authored with Michael J. Crean. Grant relinquished, study not completed.
1999. University of Denver, Office of Internationalization Grant, "The Global real Estate Project"

COURSES DEVELOPED

- REAL 0777: Introduction to Real Estate (on-line version)
- REAL 4007: Microcomputer Applications in Real Estate (re-design)
- REAL 4467: Advanced Feasibility Analysis (re-design)
- XRCM. Various courses designed and delivered via residency and distance

COURSES TAUGHT

- REAL 4007 Micro-Computer Applications for Real Estate Analysis
- REAL 4400 Real Estate Concepts
- REAL 4477 Income Property Investment
- REAL 4467 Advanced Real Estate Feasibility Analysis
- REAL 1777 Intro to Real Estate
- REAL 3377 Real Estate Finance and Investment (Women’s College)
- REAL 3000 Topics in Real Estate: Real Estate Appraisal (Women’s College)
- REAL 3367 Commercial Real Estate Practice & Feasibility Analysis
- REAL 3377 Real Estate Investments Seminar
- UDCC 1000 Denver Up Close and Personal (1st year mentoring seminar)
- XRCM 4407 Executive Masters Income property Finance
- BSBA 1010 The Dynamic Nature of Business

AFFILIATIONS

National Association of Realtors- member
Colorado Association of Realtors – member/director
Aurora Association of Realtors – member/officer
Association of American Geographers- member
American Planning Association- member
Colorado/Wyoming CCIM Chapter- member
Denver Metro Commercial Association of Realtors- member
Rotary District 5450 E-one Club – member
Urban Land Institute – member

GLOBAL REAL ESTATE DELEGATIONS

December 2004	Costa Rica, Panama, Grand Cayman, Honduras, Mexico
August 2003	England, Scotland, Ireland, Iceland, Greenland
December 2002	Aruba, Mexico, Panama, Costa Rica, Columbia
August 2002	Spain, Italy, Malta, Monaco, Greece
December 2001	Chile, Argentina, Uruguay, Falkland Islands
July 2001	Denmark, Sweden, Finland, Estonia, Russia
December 2000	Turkey, Egypt, Greece