ARES

American Real Estate Society
Research into Practice

INAUGURAL
FALL PROGRAM
LEADERSHIP CONFERENCE AND
RESEARCH SYMPOSIUM
NOVEMBER 10-11, 2022
SAN DIEGO, CALIFORNIA

THE AMERICAN REAL ESTATE SOCIETY

appreciates your membership in the leading real estate research and education organization in the world

OUR LEADING PUBLICATIONS

Journal of Real Estate Research (JRER)

Journal of Real Estate Portfolio Management (JREPM)

Journal of Real Estate Literature (JREL)

Journal of Real Estate Practice and Education (JREPE)

Journal of Housing Research (JHR)

Journal of Sustainable Real Estate (JOSRE)

Research Issues in Real Estate (Periodic Annual Volume)

ARES Newsletter

OUR LEADING GLOBAL AFFILIATIONS

International Real Estate Society
www.iresnet.net

Asian Real Estate Society
www.asres.org

American Real Estate Society
www.aresnet.org

European Real Estate Society
www.eres.org

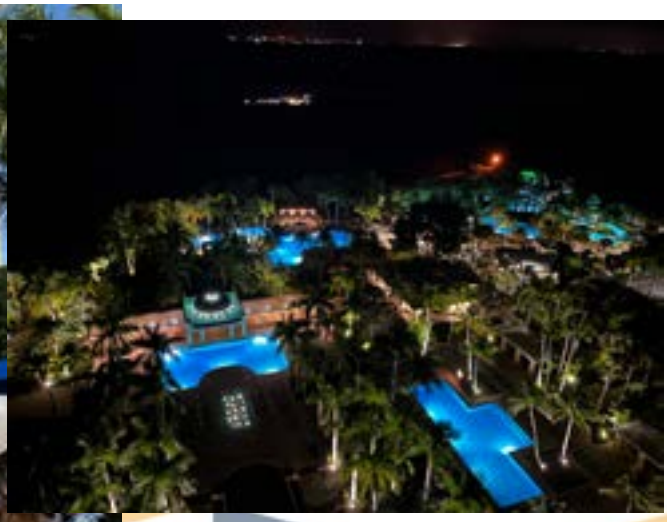
African Real Estate Society
www.afres.org

Pacific Rim Real Estate Society
www.prres.net

Latin American Real Estate Society
www.lares.org.br

ARES
American Real Estate Society

Conference Program



Welcome to the American Real Estate Society

Inaugural Fall Program Leadership Conference and Research Symposium

ARES
American Real Estate Society
Research into Practice

Hosted By:

Knauss School of Business
University of San Diego

University of San Diego

Private. Coeducational. Residential. Independent.

The University of San Diego is poised to continue its upward trajectory to the forefront of Catholic higher education in the 21st century. The University of San Diego is the youngest private institution among U.S. News & World Report's top-100 universities in the country. USD is also proud to be ranked by Washington Monthly as the No. 1 university in the nation committed to public service and ranked among the best universities in the 2020 Wall Street Journal/Times Higher Education College Rankings. Our School of Business has ranked No. 1 in the nation for two years in a row on College Factual's ranking of Best Real Estate Colleges in the United States.

USD Statistics

Enrollment: 8,815 undergraduate, paralegal, graduate and law students
Faculty: 495 full time, 547 part time – 1,042 total
Undergraduate Programs: 43 bachelor's degrees with many concentrations
Graduate Programs: 41 master's degrees, Juris Doctorate (JD), four doctorates

Knauss School of Business Statistics

#7 Online Graduate Programs for Veterans (MS Supply Chain Management)
#15 Best Real Estate Program
#16 Online graduate business program (MS Supply Chain Management)
#21 Best Online Graduate Business Programs for Veterans (Excluding MBA)
#25 International Business
#31 Best Online Graduate Business Programs (Excluding MBA)
#95 Part-time MBA
#128 Best Undergraduate Business Programs

ARES American Real Estate Society

Knauss School of Business

Welcome to the New Home of the Knauss School of Business

The Knauss Center for Business Education is an unparalleled place for learning and innovation in the heart of the University of San Diego's beautiful campus. Informed by a vision of business stewardship and designed to foster collaboration, the 120,000-square-foot complex reflects the future of business education at the Knauss School of Business.

School of Business Vision Statement

Our vision is to be a model of outstanding global business education, a leader in high-quality business research and a magnet for the most dedicated and innovative faculty and staff.

Mission Statement

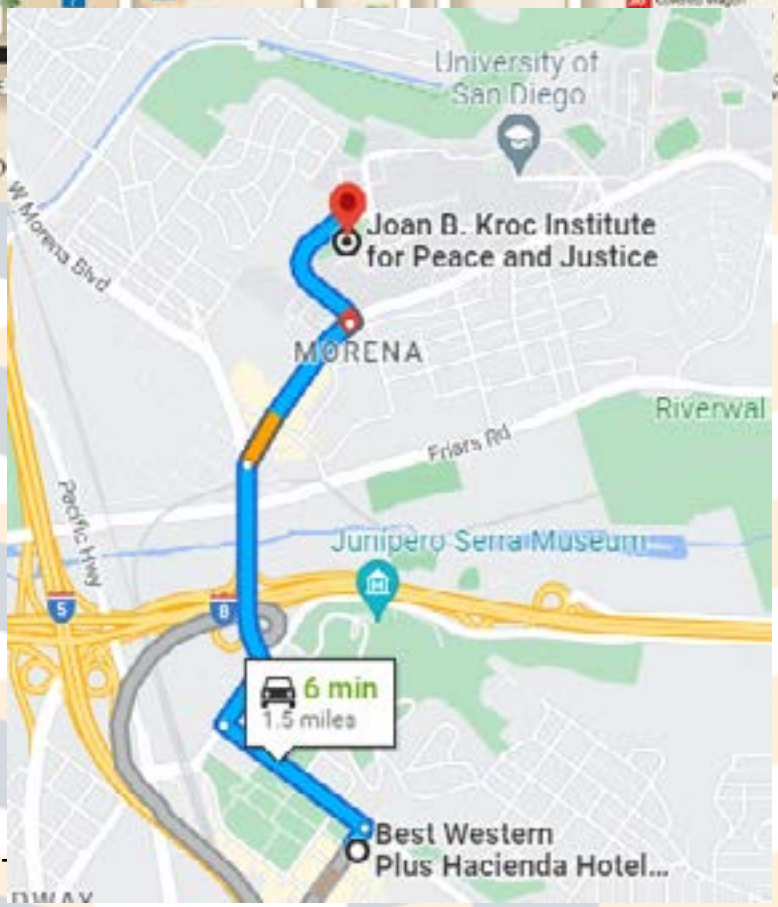
The Knauss School of Business is committed to developing socially responsible leaders with a global mindset through academically rigorous, relevant and values-based education and research.

USD MAP

Welcome to the
University of San Diego
BREATHE EASY.
USD IS A SMOKING- AND TOBACCO-FREE CAMPUS.
USD Shuttle Drop Off and Pick Up
N
TOREROS STORE
ADMISSIONS OFFICE
MAIN ENTRANCE
WEST ENTRANCE
Linda Vista Road

ARES
American Real Estate Society

Hotel + Conference Map



Shuttle services provided by Highline Charter:
(619) 795 - 1221
highlinecharter.com

Shuttle Schedule:

Runs every 15 minutes between 6:30-9:30am and 5:30-9:30pm.

Program Leadership Overview

Inaugural American Real Estate Society Fall Program Leadership Conference
November 11th, 2022 - Program Overview

Leadership sessions run concurrently with Research Symposium.
Attendees are welcome to attend both.

Thursday, November 10th

8.00am-8.45am	Breakfast
9.30am-10.30am	Tour of Knauss Business School
9.30am-10.30am	Boar Chairs and Directors Session I
10.45am-11.45am	Boar Chairs and Directors Session II
12.00pm-1.30pm	Lunch - Roundtable: Philanthropy and RE
3.00pm-4.00pm	Leadership Session I
4.15pm-5.15pm	Leadership Session II
5.30pm-6.30pm	Leadership Session III

Friday, November 11th

7.30am-8.15am	Breakfast
8.30am-9.30am	Leadership Session IV
9.45am-10.45am	Leadership Session V
11.00am-12.00pm	Leadership Session VI
12.15pm-1.30pm	Lunch: Data Providers
1.45pm-2.45pm	Leadership Session VII
3.00pm-4.00pm	Leadership Session VIII
4.15pm-5.15pm	Leadership Session IX
5.30pm-6.30pm	Reception - Light appetizers

ARES American Real Estate Society

Symposium Overview

Inaugural American Real Estate Society Fall Symposium November 11th, 2022 - Program Overview

Symposium sessions run concurrently with Leadership track. Attendees are welcome to attend both.

Friday, November 11th

7.30am-8.15am	Breakfast
8.30am-9.30am	Paper Session I
9.45am-11.00am	Paper Session II
11.00am-12.00pm	Paper Session III
12.15pm-1.30pm	Lunch: Data Providers
1.45pm-2.45pm	Paper Session IV
3.00pm-4.00pm	Paper Session V
4.15pm-5.15pm	Leadership Session IX: Careers
5.30pm-6.30pm	Reception - Light appetizers

Strategic Retreat Overview

American Real Estate Society Fall Strategic Retreat November 12th, 2022 - Retreat Overview

The Executive Committee welcomes all ARES members and attendees who want to attend. The focus of the Strategic Planning Retreat is to assist newly elected and appointed leaders transition into their roles, explore large scale issues of mission and vision for the Society, and begin to develop a strategic plan for the ARES Board of Directors consideration.

Saturday, November 12th

7.30am-8.00am	Breakfast
8.00am-8.30am	State of the Society
8.30am-9.45am	Leadership Transitions
10.00am-11.45pm	Mission & Vision
12.00pm-12.45pm	Working Lunch - Key Initiatives
1.00pm-2.45pm	Opportunities and Challenges
3.00pm-4.45pm	Strategic Planning
5.00pm	Adjourn

Arrival and Shuttle Services

Wednesday, November 9th

4:00 PM — Hotel check-in starts at Best Western Plus Hacienda Hotel: Old Town San Diego

Thursday, November 10th — Shuttle Services Begin

Highline Charter will shuttle attendees between the Best Western Plus Hacienda Hotel in Old Town and USD's campus for 3 hours in the morning and in the evening. The shuttle will pick up attendees in front of the hotel at the red curb and will drop off attendees on the west side of the USD campus. Please refer to the photo below and campus map (p. 5) for the shuttle stops.

Thursday, November 10
Morning Shuttle: 6:30 a.m. - 9:30 a.m.
Evening Shuttle: 5:30 p.m.- 8:30 p.m.

Friday, November 11
Morning Shuttle: 6:30 a.m. - 9:30 a.m.
Evening Shuttle: 5:30 p.m.- 8:30 p.m.

Saturday, November 12
Morning Shuttle: 6:30 a.m. - 9:30 a.m.
Evening Shuttle: 5:30 p.m.- 8:30 p.m.

ARES American Real Estate Society

Thursday, November 10th 8:00 AM

Breakfast

Keynote: Overview of US & International Real Estate Programs

Real estate education in universities had its start in land tenure and economics studies a century ago at the University of Wisconsin and elsewhere, but the growth of undergraduate and graduate real estate programs has been a relatively recent phenomenon with many recognizable programs launching as recently as the 1980s. Some argue that real estate and its affiliated fields, which constitute anywhere from 8-24% of the US economy, remains the most overlooked field in university education. Real estate programs globally, meanwhile, continue to evolve as well with innovative program structures and focus often different than found in the US.

Speaker: Jim DeLisle
University of Missouri Kansas City

This keynote presentation by Dr. James DeLisle, Professor of Real Estate at University of Missouri-Kansas City, draws on his original work supported by a seed grant from ICSC Foundation.

Postponed until next year

Map shows some of the over 80 specialized masters program in the US

ARES American Real Estate Society

Friday, November 11th 9:45A.M.

Leveraging Professional Associations

Program Leadership

Exemplar Session, 9:45-1045a.m.

Professional Associations have a long history of serving the real estate industry starting with the Royal Institute of Chartered Surveyors (RICS) in 1792. Real estate professional associations often pre-date the growth of US real estate academic programs and provide educational credentialing along with networking connections, research, conferences, research and more.

As real estate academic programs have emerged over the past decades, so too have real estate professional association resources and programs emerged to support students and academic programs, including everything from competitions to student memberships to niche supplemental educational programs and so on.

This LEVERAGING PROFESSIONAL ASSOCIATIONS Program Leadership session is designed to provide insight into the many opportunities that exist for real estate academic programs in partnering with professional associations and provide a roadmap to collaboration.

Shawn Moura

NAIOP

Gretchen Sweeney

Urban Land Institute

James Dulin

International Council of Shopping Centers

Collete-English-Dixson

Roosevelt University

Appraisal Institute

FIABCI-USA International Real Estate Federation

CoreNet Global

Mortgage Bankers Association

NAHB

naiop National Association of Industrial and Office Properties

ALFA Creating the Future of Senior Living

NREV

NREV

REIT.com NAREIT's HOME FOR ALL THINGS REIT

BOMA International

MHI Manufactured Housing Institute

CCIM Institute

SIOR

RICS

CAIA Association

CRE The Counselors of Real Estate

PEI Alternative Insight PERE

NMHC National Multifamily Housing Council

NCREIF

RICS

CRI

CREW Network

Urban Land Institute

NIC

American Seniors Housing Association

National Association of Realtors

NAA National Apartment Association

NAIOP

IREM

ALC Accredited Land Consultants

NARPM National Association of Residential Property Managers

IPMA

NAREIM National Association of Real Estate Investment Managers

ARES American Real Estate Society

DETAILED SCHEDULE

THURSDAY NOVEMBER 10, 2022

7:45A.M. - 5:00P.M.
ARES REGISTRATION — CONFERENCE FOYER

8:00A.M. - 8:45A.M.
BREAKFAST — KIPJ, ROOM BC

Building: KROC INSTITUTE FOR PEACE AND JUSTICE
Continental breakfast with breakfast sandwiches

9:30A.M. - 10:30P.M., KCBE KNAUSS CENTER FOR BUSINESS EDUCATION
TOUR — KNAUSS BUSINESS SCHOOL AND CENTER

Led by Joe Bertocchini

9:30A.M. - 10:30A.M.
BOARD CHAIR AND CENTER DIRECTORS SESSION I — KIPJ, ROOM EF

Coffee and water

10:45A.M. - 11:45A.M.
BOARD CHAIR AND CENTER DIRECTORS SESSION II — KIPJ, ROOM EF

Coffee and water

ARES American Real Estate Society

DETAILED SCHEDULE

THURSDAY NOVEMBER 10, 2022

12:00P.M. - 1:30P.M.
LUNCH, ROUNDTABLE: PHILANTHROPY AND REAL ESTATE EDUCATION — KIPJ

Alcala lunch sandwich buffet with salad

1:45P.M. - 2:45P.M.
LEADERSHIP SESSION I — KIPJ, ROOM BC

Topic: Defining and Executing the Mission of a Real Estate Center
Moderator(s): Stath Karras, University of San Diego (USD)
Panelists: Charles Tu, USD; Jessica Taylor, Villanova University (VU); Shawn Howton, VU; Mike Kercheval, University of Colorado Boulder

3:00P.M. - 4:00P.M.
LEADERSHIP SESSION II — KIPJ, ROOM BC

Topic: How to Engage the Industry to Develop Relevant Curriculum
Moderator(s): Jessica Bergen, University of Calgary
Panelists: Charles Tu, USD; Charlie Davidson, Villanova University, Collete English-Dixon, Roosevelt University

4:15P.M. - 5:15P.M.
LEADERSHIP SESSION III — KIPJ, ROOM BC

Topic: Benchmarking: Program Outcomes and Visibility
Moderator(s): Mike Kercheval, University of Colorado Boulder
Panelists: Tim Becker, University of Florida; Andy Hunt, Marquette University; Sam Chandan, New York University

DETAILED SCHEDULE

THURSDAY NOVEMBER 10, 2022

5:30P.M. - 7:00P.M.
RECEPTION AND DINNER — KIPJ, GARDEN OF THE SEA

Dinner buffet and partial bar

FRIDAY NOVEMBER 11, 2022

7:30A.M. - 8:15A.M.
BREAKFAST — KIPJ, ROOM BC

Continental breakfast with breakfast burritos

8:30A.M. - 9:30A.M.
LEADERSHIP SESSION IV — KIPJ, ROOM BC

Topic: Implementing creative, effective, and efficient fundraising/capital campaign strategies
Moderator: Jessica Taylor, Villanova University
Panelists: Mary Ann Stewart; Mike Kercheval, UC—Boulder

8:30A.M. - 9:30A.M.
RESEARCH SESSION I, TRACK 1 — KCBE, ROOM 104

Topic: Housing Supply
Papers: **Paper 1: Regulation as a Development Contribution: A Case Study of Sidewalks in Seattle** Contact Author: Dr. Nestor Garza, California State University Dominguez Hills, ngarza@csudh.edu

Paper 2: The Pandemic Housing Boom: (Why) Is Your Neighborhood Hot or Not Contact Author: Dr. Bennie Waller, University of Alabama, bdwaller@cba.ua.edu

ARES American Real Estate Society

DETAILED SCHEDULE

FRIDAY NOVEMBER 11, 2022

8:30A.M. - 9:30A.M.
RESEARCH SESSION I, TRACK 2 — KCBE, ROOM 106

Topic: Green Performance

Papers: **Paper 1: Heat Stress and Commercial Real Estate Returns**
Contact Athor: Dr. Zifeng Feng, The University of Texas at El Paso, zfeng@utep.edu; Dr.Chia Chun Chiang, The University of Texas at El Paso, cchiang@utep.edu

Paper 2: Road to Net Zero: Greenness of LEED, Energy Star and CAL-Green Properties
Contact Author: Dr. Dongshin Kim, Pepperdine University, dongshin.kim@pepperdine.edu; Dr. Jeonghyun Chung, University of Nebraska Omaha, jeonghyunchung@unomaha.edu; Michael Cusumano, Pepperdine University, michael.cusumano@pepperdine.edu; Dr. Abraham Park, Pepperdine University, abraham.park@pepperdine.edu

9:45A.M. - 10:45A.M.
LEADERSHIP SESSION V — KIPJ, ROOM BC

Topic: Leveraging Professional Associations
Moderator: Andy Hunt, Marquette University
Panelists: Shawn Moura, NAIOP; Gretchen Sweeney, Urban Land Institute; James Dulin, Innovating Commerce Serving Communities (ICSC)

9:45A.M. - 10:45A.M.
RESEARCH SESSION II, TRACK 1 — KCBE, ROOM 104

Topic: Housing Proptech

Papers: **Paper 1: Disrupting the Market for Home Listings**
Contact Author: Dr. Jon Wiley, Georgia State University, jwiley@gsu.edu

Paper 2: Housing Externalities Revisited
Contact Author: Dr. Anurag A. Mehrotra, San Diego State University, amehrotra@sdsu.edu; Dr. Adam D. Nowak, West Virginia University, adam.d.nowak@gmail.com; Dr. Patrick S. Smith, University of North Carolina Charlotte; psmit147@uncc.edu

DETAILED SCHEDULE

FRIDAY NOVEMBER 11, 2022

9:45A.M. - 10:45A.M.
RESEARCH SESSION II, TRACK 2 — KCBE, ROOM 106

Topic: Diversity, Equity, and Inclusion

Papers: **Paper 1: Higher risk driven by less overconfident behaviour: women on REIT boards**
Contact Author: Rohit Bajaj, University of Reading, r.l.bajaj@pgr.reading.ac.uk; Dr. Gianluca Marcato, University of Reading, g.marcato@henley.reading.ac.uk; Dr. Masaki Mori, University of Applied Sciences and Arts Western Switzerland, Masaki.MORI@ehl.ch

Paper 2: Civil Disturbances and Housing Prices: The Ferguson Effect
Contact Author: Noel Ritchey, University of Central Florida, noel.ritchey@ucf.edu

11:00A.M. - 12:00P.M.
LEADERSHIP SESSION VI — KIPJ, ROOM BC

Topic: Collaborating with alumni, industry advisory boards, and other corporate partners

Moderator: Carl Goertmoeller, University of Cincinnati

Panelists: Julie Gibson, Portland State University; Joe Bertocchini, USD; Pamela Weber, University of Cincinnati

11:00A.M. - 12:00P.M.
RESEARCH SESSION III, TRACK1 — KCBE, ROOM 104

Topic: Housing Market Dynamics

Papers: **Paper 1: More isn't Always Merrier: The Effect of Agent Connectedness in Real Estate**
Contact Author: Dr. Aaron Sun, University of Texas at El Paso, xsun3@utep.edu; Dr. Lily Shen, Clemson University, lilyshencal@gmail.com

Paper 2: Housing Market Dynamics Following a Major Hurricane
Contact Author: Hoanh Le, Univeristy of Houston, hle14@central.uh.edu

ARES American Real Estate Society

DETAILED SCHEDULE

FRIDAY NOVEMBER 11, 2022

11:00A.M. - 12:00P.M.
RESEARCH SESSION III, TRACK 2 — KCBE, ROOM 106

Topic: Education and Blockchain

Papers: **Paper 1: What Leads to Quality Online Education and Student Satisfaction in Real Estate Students' Perception from Underrepresented Minority Community?**
Contact Author: Dr. Yu Liu, California State University San Bernadino, yu.liu@csusb.edu

Paper 2: Blockchain, Crypto-Currency, Fungible-Non-Fungible Tokens (NFTs), and Smart Contracts: Real Estate Applications to Transactions, Portfolio Management and Capital Market Development Contact Author: Dr. Larry Souza, St. Mary's College, lsouza@johnson-souzagroup.com; Maislinn Helfer, Chapman University, maislinn.helfer@gmail.com; Samuel T. Simons, University of Maryland, ssimons@umd.edu; Leo Tulchin, New York University, leos-tulchin@gmail.com; China Martin, chinabmartin99@gmail.com; Alicia Bilbrey-Becker, aliciabil-breybecker@gmail.com; Samantha Clevenger, samiclev@gmail.com

12:15P.M. - 1:30P.M.
LUNCH — KIPJ, ROOM BC

Topic: Data Providers and Curriculum Development
Moderator: Andy Hunt, Marquette University
Panelists: Steve Hood, CoStar Group; Michael Mandel, CompStak;

1:45P.M. - 2:45P.M.
LEADERSHIP SESSION VII — KIPJ, ROOM BC

Topic: Positioning Real Estate Centers and Programs for Long-term Success
Moderator: Stath Karras, University of San Diego
Panelists: Collete English-Dixon, Roosevelt University; Charles Tu, Univerity of San Diego; Tim Becker, University of Florida

DETAILED SCHEDULE

FRIDAY NOVEMBER 11, 2022

1:45P.M. - 2:45P.M.
RESEARCH SESSION IV, TRACK 1 — KCBE, ROOM 104

Topic: Housing Amenities and Disamenities

Papers: **Paper 1:The impact of utilizing green attributes in marketing strategies on house prices and days on the market: The case of solar panels**
Contact Author: Dr. Andres Jauregui, California State University Fresno, andresjauregui@mail.fresnostate.edu; Dr. Jacquelin Curry, California State University Fresno, jacquelinc@csufresno.edu; Dr. Emil Milevoj, California State University Fresno, emilevoj@csufresno.edu; Shashank Chidige, shashankchidige@gmail.com

Paper 2: Devising compensation for airport externalities: the problem of social costs and effective legal interventions in the American, English and Polish models
Contact Author Dr. Magdalena Habdas, University of Silesia, magdalena.habdas@us.edu.pl; Dr. Jan Konowalczuk, Cracow University of Economics, jan.konowalczuk@uek.krakow.pl; Dr. Michał Głuszak, Cracow University of Economics, gluszakm@uek.krakow.pl; Dr. Iwona Forys, University of Szczecin, iwona.forys@usz.edu.pl

1:45P.M. - 2:45P.M.
RESEARCH SESSION IV, TRACK 2 — KCBE, ROOM 106

Topic: Post COVID Real Estate

Papers: **Paper 1: Government Risk and Real Estate Investor Risk Perception**
Contact Author: Carina Kaiser, University of Regensburg, carina.kaiser@wiwi.uni-regensburg.de; Dr. Julia Freybote, Portland State University, jfreybote@pdx.edu; Dr. Wolfgang Schaefers, University of Regensburg, wolfgang.schaefers@irebs.de

Paper 2 Valuation of Co-tenancy Provision in Shopping Center Leases Contact Author: Soon Hyeok Choi, Cornell University, sc983@cornell.edu

ARES American Real Estate Society

DETAILED SCHEDULE

FRIDAY NOVEMBER 11, 2022

3:00P.M. - 4:00P.M.
LEADERSHIP SESSION VIII — KIPJ, ROOM BC

Topic: Recruiting, retaining, and supporting undergraduate and graduate students
Moderator: Mike Kercheval, University of Colorado—Boulder
Panelists: Jennifer Smoot, University of Colorado—Boulder, Catherine Northcutt, USD; Collete English-Dixon, Roosevelt University; Kevin Boyle, Virginia Tech

3:00P.M. - 4:00P.M.
RESEARCH SESSION V, TRACK 1 — KCBE, ROOM 104

Topic: Underwriting Risk
Papers:

Paper 1: Adverse Selection and Climate Risk
Contact Author: Dr. Michael LaCour-Little, Fannie Mae, mlacour-little@fullerton.edu; Dr. Andrey Pavlov, Simon Fraser University, pavlov@sfu.ca; Dr. Susan Wachter University of Pennsylvania, wachter@wharton.upenn.edu

Paper 2: Hidden Financial Costs of the Opioid Crisis: Evidence from Mortgage Originations
Contact Author: Dr. Shikong (Scott) Luo, The University of Oklahoma, sluo@ou.edu; Dr. Alan Tidwell, The University of Alabama, oatidwell@cba.ua.edu

3:00P.M. - 4:00P.M.
RESEARCH SESSION V, TRACK 2 — KCBE, ROOM 106

Topic: REITs
Papers:

Paper 1: Common Risk Factors and Risk-Return Trade-off for REITs and Treasuries
Contact Author: Dr. Faten Ben Bouheni, Menlo College, faten.benbouheni@menlo.edu; Dr. Manish Tewari, Menlo College, manish.tewari@menlo.edu

ARES American Real Estate Society

DETAILED SCHEDULE

FRIDAY NOVEMBER 11, 2022

4:15P.M. - 5:15P.M.
LEADERSHIP SESSION IX — KIPJ, ROOM BC

Topic:	Today's Career Services, Resources, and Advising
Moderator:	Tim Becker, University of Florida
Panelists:	Jennifer Smoot, University of Colorado—Boulder; Carly Escue, University of Florida; Julie Gibson, Portland State University; Jackie Greulich, University of San Diego

5:30P.M. - 6:30P.M.
RECEPTION — KCBE, Executive Board Room & Terrace

Light Appetizers

ARES American Real Estate Society

STRATEGIC RETREAT SCHEDULE

SATURDAY NOVEMBER 12, 2022

STRATEGIC PLANNING RETREAT — ALL ATTENDEES INVITED

7:30A.M. - 8:00A.M.
BREAKFAST — KCBE, ROOM 310 (ALL DAY)

8:00A.M. - 8:30A.M.
STATE OF THE SOCIETY

8:30A.M. - 9:45A.M.
LEADERSHIP TRANSITIONS

10:00A.M. - 11:45A.M.
MISSION AND VISION

12:00P.M. - 12:45P.M.
WORKING LUNCH

1:00P.M. - 2:45P.M.
OPPORTUNITIES AND CHALLENGES

3:00P.M. - 4:45P.M.
STRATEGIC PLANNING

5:00P.M.
ADJOURN

Alpha Sigma Gamma

Thank you for your continued support of Alpha Sigma Gamma (ASG). As we strive for higher levels of student engagement, we have exciting news to share! The American Real Estate Society (ARES) is designating all current Alpha Sigma Gamma chapters as student chapters of the American Real Estate Society. To expand ARES' reach, any student with an interest in real estate may join their local ARES student chapter. Annual student chapter dues beginning January 1, 2023, will be $25/student or $400 for an entire program or college. This change enables students interested in real estate to participate in a structured student organization focused on the discipline. In addition to networking opportunities, and student-only events, student chapter members will receive an American Real Estate Society sash at graduation and will be eligible for induction into Alpha Sigma Gamma.

In addition, your local Alpha Sigma Gamma chapter will continue to serve as an opportunity for you to recognize high performing real estate students for their academic accomplishments. *ARES student chapter members will apply online (www.aresnet.org) for ASG membership and pay a lifetime membership fee of $40.* The Alpha Sigma Gamma President will confirm each applicant's satisfaction of the membership requirements listed below with the local chapter President. ASG initiates will receive a certificate and a lapel pin to be presented at the ARES student chapter initiation ceremony as well as honor cords at graduation. For your reference, I am including the ASG Chapter President's Resource Package which contains key information about the Initiation Ceremony and other details.

We have also expanded our scholarship pool from $1,000 per year to $5,000 per year. This will enable us to award multiple scholarships at higher values than we have in the past. Any ASG member may apply for a scholarship. A committee will select the winning applicants based on academic accomplishment, service to the profession, and letters of recommendation.

We are very excited about these changes and look forward to growing our student membership and creating opportunities for these young professionals to learn more about the profession. To facilitate this change, please confirm your institution's interest in being recognized as an ARES student chapter. In doing so, please let me know the names of the faculty advisor for the student chapter as well as the local ASG chapter President. These roles can be held by the same faculty member. Please also encourage your eligible students to apply for ASG membership by April 30th (or sooner) in order to process their application by graduation. *Lastly, you may direct your students to submit their scholarship application letters directly to me at* **sryates@uab.edu.** You may send your recommendation letters directly to me as well.

If you have any questions about any of these items, please do not hesitate to contact me. Again, thank you for your continued support!

Alpha Sigma Gamma Membership Criteria:

Undergraduate Students:
1) Completion of 75% of the credit hours required for a bachelor's degree
2) Completion of at least 6 credit hours of real estate related courses
3) 3.50 or better GPA on a 4-point scale for all real estate related courses
4) 3.25 or better GPA on a 4-point scale for all college level courses
5) Good academic standing at the institution where enrolled

Doctoral Students:
1) Substantial progress towards the completion of a doctoral degree
2) Completion of at least 9 credit hours of real estate related courses
3) 3.75 or better GPA on a 4-point scale for all real estate related courses
4) Demonstrated ability to complete a doctoral degree program successfully
5) Good academic standing at the institution where enrolled

Master's Level Students:
1) Completion of 50% of the credit hours required for a master's degree
2) Completion of at least 6 credit hours of real estate related courses
3) 3.75 or better GPA on a 4-point scale for all RE related courses
4) 3.50 or better GPA on a 4-point scale for all college level courses
5) Good academic standing at the institution where enrolled

Become an ARES Sponsor

Premium Benefits of Sponsorship

SPONSOR — $1,500

- **Four (4) ARES memberships** including subscriptions to the six ARES academic journals and newsletter
- Name of company printed in front pages of ARES publications
- Annual Meeting Program
- Link to company from the ARES website
- Receive ARES calls for papers
- Discount on display table at the Annual Meeting ($250 savings)

REGENT — $3,000

- **Six (6) ARES memberships** including subscriptions to the six ARES academic journals and newsletter
- Name of company printed in front pages of ARES publications
- Annual Meeting Program
- Link to company from the ARES website
- Receive ARES calls for papers
- Complimentary display table at the Annual Meeting ($500 value - Discount on additional tables)
- **Two (2) registration packages** for the ARES Annual Meeting ($1500 value)
- Special breakfast with ARES officers, directors, and ARES Foundation Fellows at the Annual Meeting
- **One half-page advertisement** in the Journal of Real Estate Portfolio Management each year for all issues ($600 value)

PRESIDENT'S CIRCLE — $6,000

- **Eight (8) ARES memberships** including subscriptions to the six ARES academic journals & newsletter
- Name of company printed in front pages of ARES publications
- Annual Meeting Program
- Link to company from the ARES website
- Receive ARES calls for papers
- Complimentary display table at the Annual Meeting ($500 value - Discount on additional tables)
- **Four (4) registration packages** for the ARES Annual Meeting ($3000 value)
- Special breakfast with ARES officers, directors, and ARES Foundation Fellows at the Annual Meeting
- **One full-page advertisement** in the Journal of Real Estate Portfolio Management each year for all issues ($1000 value)
- Opportunity to co-sponsor a special session at the ARES Annual Meeting
- Complimentary research consultation with ARES experts on topic of choice
- May be appointed to ARES Board of Directors for five-year term as Industry Representative

ARES 2022-2023 COMMITTEES

All ARES members are encouraged to contact a Committee Chair to discuss their possible participation. This is a great way to contribute to the organization, become more familiar with our members and leadership, and/or move up the leadership ladder of the Society. We welcome your active participation in any capacity.

ACADEMIC MEMBERSHIP COMMITTEE
Patrice Derrington, Co-Chair
Email: pad2160@columbia.edu
Phone: 212-851-5873

Jesse Saginor, Co-Chair
Email: jsaginor@fau.edu
Phone: 216-702-4074

CAREER DEVELOPMENT AND PLACEMENT COMMITTEE
Margot Weinstein, Co-Chair
drmargot@drmargotweinstein.com
Phone: 312-664-4849

Jessica Taylor, Vice-Chair
Email: Jessica.taylor@villanova.edu
Phone: 484-343-1175

EDUCATION COMMITTEE
Tom Geurts, Chair
Email: tgg@gwu.edu
Phone: 202-994-7542

Karen McGrath, Vice Chair
Email: kmcgrath1345@gmail.com
Phone: 979-220-1247

FINANCE COMMITTEE
Mauricio Rodriguez*, Chair
Email: m.rodriguez@tcu.edu
Phone: 817-257-7514

Chris Mothorpe, Vice Chair
Email: mothorpeca@cofc.edu
Phone: 770-843-9548

FUTURE LEADERS COMMITTEE
Kola Akinsomi, Chair
Email: kola.akinsomi@wits.ac.za

Andrew Mueller, Vice-Chair
Email: Andrew.mueller@du.edu

Phillippe Belanger, Program Chair
Email: fil_belanger@hotmail.com

GOVERNANCE COMMITTEE
Margaret McFarland, Chair
Email: mmcf@umd.edu
Phone: 301-405-6790

Sean Salter, Vice-Chair
Email: sean.salter@mtsu.edu
Phone: 615-898-5117

JOURNAL RANKINGS COMMITTEE
Spenser Robinson, Co-Chair
Email: robin6s@cmich.edu
Phone: 989-774-1243

Stephen Roulac*, Co-Chair
Email: sroulac@roulacglobal.com
Phone: 415-306-4127

INDUSTRY MEMBERSHIP COMMITTEE
Stephen A. Pyhrr*, Co-Chair
Email: spyhrr@synermarkprop.com
Phone: 512-483-3804

Will McIntosh*, Co-Chair
Email: will.mcintosh@usrealco.com
Phone: 312-329-8542

MANUSCRIPT PRIZE COMMITTEE
Simon Stevenson*, Chair
Email: ss243@uw.edu
Phone: 206-714-9053

MEETING COMMITTEE
Bennie Waller, Chair
Email: wallerbd@longwood.edu
Phone: 434-395-2046

Erin Timko, Vice-Chair
Email: erin.timko@trepp.com
Phone: 212-329-6298

PRACTITIONER RESEARCH AWARDS SUB-COMMITTEE TO THE RESEARCH COMMITTEE
Clifford Lipscomb, Chair
Email: cliff@bartowstreetcapital.com
Phone: 770-334-3952

PROGRAM COMMITTEE (ANNUAL MEETING)
Vivek Shah, Chair
Email: vivek.sah@unlv.edu
Phone: 702-895-1660

Alan Tidwell, Vice-Chair
Email: oatidwell@cba.ua.edu
Phone: 205-937-2565

PUBLICATION COMMITTEE
Kim Goodwin, Chair
Email: kimberly.goodwin@usm.edu
Phone: 601-266-5929

Andrew J. Frisbie, Ex Officio
Email: publications@aresnet.org
Phone: 740-239-2737

RECOGNITION AWARDS COMMITTEE
Philip Seagraves, Chair
Email: philip.seagraves@mtsu.edu
Phone: 404-808-0376

RESEARCH COMMITTEE
Spenser Robinson, Co-Chair
Email: robin6s@cmich.edu
Phone: 989-774-1243

Drew Sanderford, Co-Chair
Email: sanderford@email.arizona.edu
Phone: 520-626-9412

STRATEGY COMMITTEE
Stephen Roulac*, Chair
Email: sroulac@roulacglobal.com
Phone: 415-451-4300

John Williams*, Vice Chair
Email: jwilliam@morehouse.edu
Phone: 404-215-2694

John Kilpatrick, Vice Chair
Email: john@greenfieldadvisors.com
Phone: 206-623-2935

Margaret McFarland, Vice Chair
Email: mmcf@umd.edu
Phone: 301-405-6790

SUCCESSION PLANNING
Roby Simons, Chair
Email: r.simons@csuohio.edu
Phone: 216-687-5258

TECHNOLOGY COMMITTEE
Mark Sunderman, Chair
Email: msndrman@memphis.edu
Phone: 901-545-9747

Luke Strevig, Ex Officio
Email: it@aresnet.org
Phone: 740-239-2737

ARES 2022-2023 APPOINTED POSITIONS

Associate Executive Director, Research and Manuscript Prizes
Christopher Manning*, *Loyola Marymount University*

Director of Development	**Stephen A. Pyhrr***, *SynerMark Properties, Inc.*
Director of International Liaison	**Eamonn D'Arcy**, *University of Reading*
Director of Placement	**David Funk**, *Capstone Properties Ltd.*
Director(s), Critical Issues Seminar	**Stephen A. Pyhrr***, *SynerMark Properties, Inc.*
	Will McIntosh, *USAA Real Estate*
Doctoral Seminar Director	**Jeremy Gabe**, *University of San Diego*
Elections Officer	**Sean Salter**, *Middle Tennessee State University*
Newsletter Editor	**Julia Freybote**, *Portland State University*
President, Alpha Sigma Gamma	**Stephanie Yates**, *University of Alabama-Birmingham*

EDITORS

Co-Editors, JRER	**Michael J. Seiler***, *Co-Editor, College of William and Mary*
	William G. Hardin, III*, *Co-Editor, Florida International University*
Co-Editors, JREPM	**Peng Liu,** *Co-Editor, Cornell University*
	Vivek Sah, *Co-Editor, University of Denver*
	Alan Tidwell, *Managing Editor, University of Alabama*
	Zifeng Feng, *Managing Editor, University of Texas at El Paso*
Co-Editors, JREL	**David M. Harrison***, *Co-Editor, University of Central Florida*
	Mauricio Rodriguez*, *Co-Editor, Texas Christian University*
	Eli Beracha, *Co-Editor, Florida International University*
Co-Editors, JREPE	**Reid Cummings,** Co-Editor, *University of South Alabama*
	Phillip Seagraves, Co-Editor, *Middle Tennessee State University*
	Cliff Lipscomb, Managing Editor, *Bartow Street Capital LLC*
	Chris Cain, Associate Editor, *College of Charleston*
Co-Editors, JHR	**Michael LaCour-Little**, Editor, *Cal-State Fullerton*
	Ken H. Johnson*, Executive Editor, *Florida Atlantic University*
	Geoff Turnbull, Executive Editor, *University of Central Florida*
	Justin D. Benefield, Editor, *Auburn University*
	Velma Zahirovic-Herbert, Managing Editor, *University of Memphis*
	Kimberly Goodwin, Managing Editor, *University of Southern Mississippi*
Co-Editors, JOSRE	**Julia Freybote,** *Editor, Portland State University*
	Spenser Robinson, *Associate Editor, Central Michigan University*
	Prashant Das, *Associate Editor, Indian Institute of Management, Ahmedebad, India*
	Hilde Remoy, *Associate Editor, Delft University of Technology, Netherlands*

PROFESSIONAL POSITIONS

Publications Coordinator and Associate Director
Andrew J. Frisbie, PhD

Assistant Director - IT & Member Services Support
Lucas Strevig

Executive Assistant
Adele Mancuso, Florida Atlantic University

Marketing & Design Associate
Brooke Garrett

ARES 2022-2023 Leadership Positions

ELECTED OFFICERS

President+.....**Kimberly Goodwin**, University of Southern Mississippi
President Elect+.....**Spenser Robinson**, Central Michigan University
VP & Program Chair+.....**Vivek Shah**, University of Denver
Vice Program Chair++.....**Alan Tidwell**, University of Alabama
Immediate Past President+.....**Philip Seagraves**, Middle Tennessee State University

APPOINTED OFFICERS

Director of Development++.....**Stephen A. Pyhrr,*** SynerMark Properties, Inc.
Director of Finance++.....**Mauricio Rodriguez,*** Texas Christian University
Director of Industry Liaison.....**Will McIntosh,*** USAA Real Estate
Director of Publications++.....**Kimberly Goodwin**, Univ. of Southern Mississippi
Associate Director of Publications++.....**Kimberly Winson-Geideman,** University of Melbourne
Director of Strategy++.....**Stephen E. Roulac*** Roulac Global and University of Ulster
Executive Director+.....**David Funk**, Capstone Properties Ltd.
Meeting Planner++.....**Bennie Waller**, Florida Gulf Coast University
Ombudsman.....**Open**
Parliamentarian.....**Sean Salter**, Middle Tennessee State University
Secretary++.....**Reid Cummings**, University of South Alabama
Treasurer++.....**Chris Mothorpe**, College of Charleston

ARES BOARD OF DIRECTORS

Michael J. Highfield (2018-2023)
Mississippi State University

Pernille Christensen (2018-2023)
University of South Alabama

Anthony Pennington-Cross (2018-23)
Marquette University

Ken Johnson (2019-2024)
Florida International University

Bing Wang (2019-2024)
Harvard University

Jessica Taylor (2019-2024)
Villanova University

Justin Challain, rep (2019-2024)
Zillow Group

Sofia Dermisi (2020-2025)
University of Washington

Mariya Letdin (2020-2025)
Florida State University

Stace Sirmans (2022-2025)
Auburn University

Andrew C. Florance (2020-2025)
CoStar Group

Simon Stevenson (2021-2026)
Old Dominion University

Julia Freybote (2021-2026)
Portland State University

Chris Cain (2021-2026)
University of Oklahoma

Christian Beaudoin, rep (2021-2026)
Jones Laing LaSalle

Xun Bian (2022-2027)
Jones Laing LaSalle

Erin Liberatore-Timko (2022-2027)
Trepp. Inc.

Philip Seagraves (2022-2027)
Middle Tennessee State University

IRES BOARD REPRESENTATIVES

EXECUTIVE DIRECTOR: Karen Gibler, Georgia State University
Jeremy Gabe, University of Auckland (2018-2021)
Velma Zahirovic-Herbert, University of Georgia (2019-2022)
Dustin Read, Virginia Tech (2020-2023)
James Young, University of Washington (2021-2024)

2022-2023 JAMES R. WEBB ARES FOUNDATION

Executive Director..... **Elaine Worzala***, Texas Christian University
Treasurer..... **Michael J. Highfield***, Mississippi State University
Director of Development..... **Drew Sanderford***, University of Central Florida
Secretary..... **Glenn Mueller***, University of Denver
Doctoral Seminar Director..... **Jeremy Gabe**, University of San Diego
Co-International Liaison..... **Graeme Newell**, University of Western Sydney
Co-International Liaison..... **John Williams***, Morehouse College
Investment Committee..... **Glenn Mueller*, Mike Highfield*, Chris Manning,*Arthur Schwartz, Jr.***

American Real Estate Society
2023 PREMIUM SPONSOR MEMBERS

PRESIDENT'S COUNCIL

Appraisal Institute (AI)
CoStar Group Inc.
Florida Atlantic University
Jones Laing LaSalle
Longwood University
Trepp, LLC

REGENTS

Altus Group/ARGUS Software
Building Owners & Managers Association (BOMA) International
Capstone Properties Ltd.
Carter Real Estate Center - College of Charleston
Counselors of Real Estate (CRE)
Daniel M. DiLella Center for Real Estate - Villanova Unviersity
Department of Real Estate & Runstad Center - University of Washington
Denver University Van Keuren Family Office Real Estate Institute (FOREI)
Dr. P. Phillip School of Real Estate - University of Central Florida
Institute of Real Estate Management (IREM)
International Council of Shopping Centers (ICSC)
Jerome Bain Real Estate Institute - Florida International University
LaSalle Investment Management
Mbition
Middle Tennessee State University
NAREIT
National Investment Center
Real Capital Analytics, Inc
Corky McMillan Center for Real Estate - San Diego State University
Sarasota Capital Strategies (SCS)
University of Central Florida
The Hollo School of Real Estate - Florida International University
University of Maryland - Colvin Institute of Real Estate Development
USAA Real Estate Company

SPONSORS

California Association of REALTORS
CCIM Institute
Clemson University
CoreNet Global
Dearborn Real Estate Education
Federal Housing Finance Agency, Division of Research and Statistics
Greenfield Advisors, Inc.
Johns Hopkins Carey Business School
Lehigh University
Marquette University - Center for Real Estate
National Apartment Association Education Institute
National Association of Realtors
National Multifamily Housing Council
Sage Computing
SynerMark Properties, Inc.
University of Arizona
University of Florida Bergstrom Center for Real Estate Studies
Virginia Commonwealth University

James R. Webb ARES Foundation

ENDOWED INTERNATIONAL SCHOLAR SPONSORSHIP

Arthur L. Helen Beckett, Arthur L. Schwartz, Jr., and Susan Schwartz Twiggs
Michael, Ryan, & Evan Seiler

ENDOWED DOCTORAL SPONSORSHIPS

Glenn R. & Jan H. Mueller • Theron R. & Susan L. Nelson
Lucy, Youguo, Michelle, & Mia Liang • Michael J. & Vicky L. Seiler
Department of Finance, Texas Christian University
Daniel B. Kohlhepp

2021-2022 BENEFACTORS

David Funk
Capstone Properties Ltd.

Mark L. Levine
University of Denver

Stephen A. Pyhrr
SynerMark Properties, Inc.

Alan Tidwell
University of Alabama

John Kilpatrick
Greenfield Advisors, LLC

Christopher A. Manning
Loyola Marymount University

Philip A. Seagraves
Middle Tennessee State University

2021-2022 DISTINGUISHED FELLOWS

Justin D. Benefield
Auburn University

Michael LaCour-Little
California State University-Fullerton

Michael C. Truebestein
University of Lucerne

Prashant Kumar Das
Ecole Hôtelière de Lausanne

Willard McIntosh
USAA Real Estate Company

Bing Wang
Harvard University

Karl L. Guntermann
Arizona State University/Retired

Robert A. Simons
Cleveland State University

John E. Williams
Morehouse College/Retired

Michael J. Highfield
Mississippi State University

James Young
University of Washington

2021-2022 FELLOWS

John S. Baen
University of North Texas
Edward A. Baryla
East Tennessee State University
Eli Beracha
Florida International University
Marvin F. Christensen
Deutsche Asset Management
Pernille Christensen
University of Technology Sydney
J. Reid Cummings
University of South Alabama
Charles Delaney
Baylor University
James R. DeLisle
University of Missouri
Sofia Dermisi
University of Washington
Jan deRoos
Cornell University
Geoffrey Dohrmann
Institutional Real Estate Inc.
Jeremy Gabe
University of San Diego
Karen Gibler
Georgia State University/Retired
Bruce Gordon
University of North Alabama
Thomas W. Hamilton
Roosevelt University
William G. Hardin, III
Florida International University
Jack Harris
Texas A&M University/Retired
Forrest E. Huffman
Temple University/Retired
L. Jide Iwarere
Howard University
Ken H. Johnson
Florida Atlantic University
Daniel Kohlhepp
Johns Hopkins University
Steven P. Laposa
Laposa Realty Advisors, LLC
Joseph B. Lipscomb
Texas Christian University
Emil E. Malizia
University of North Carolina at Chapel Hill
Graeme Newell
University of Western Sydney-Hawkesbury
Peter Oppenheimer
University of North Carolina
Rudy R. Robinson, III
Austin Valuation Consultants, Ltd.
Spenser J. Robinson
Central Michigan University
Mauricio Rodriguez
Texas Christian University
Ronald C. Rutherford
University of South Florida
Andrew R. Sanderford
University of Arizona
G. Stacy Sirmans
Florida State University
Stace Sirmans
Auburn University
Mark A. Sunderman
University of Memphis
Grant Ian Thrall
Business Geography Advisors
Ko Wang
The Johns Hopkins Carey Business School
H. Shelton Weeks
Florida Gulf Coast University
Margot B. Weinstein
MW Leadership Consultants, LLC
Daniel T. Winkler
University of North Carolina-Greensboro
Kimberly Winson-Geideman
University of Melbourne
Elaine M. Worzala
College of Charleston

AMERICAN REAL ESTATE SOCIETY

MEMBERSHIP DUES AND MEETING REGISTRATION FORMS

2023 MEMBERSHIP DUES

Members enjoy access to the complete suite of member benefits as well as a complimentary print and/or electronic subscription to ARES' academic journals: *The Journal of Real Estate Research, The Journal of Housing Research, The Journal of Real Estate Literature, The Journal of Real Estate Portfolio Management, The Journal of Real Estate Practice and Education,* and *The Journal of Sustainable Real Estate.*

MEMBERSHIP	*PRINT MEDIA*	*ELECTRONIC*	*BOTH*
CORPORATE	☐ $675	☐ $600	☐ $700
PROFESSIONAL	☐ $375	☐ $300	☐ $400
ACADEMIC	☐ $175	☐ $135	☐ $200
ADJUNCT OR RETIRED	☐ $105	☐ $85	☐ $145
STUDENT		☐ $25	
PREMIUM MEMBERSHIP			
SPONSOR (4 memberships included)		☐ $1,500	
REGENT (6 memberships included)		☐ $3,000	
PRESIDENT'S COUNCIL (8 memberships included)		☐ $6,000	
LIFETIME MEMBERSHIP		☐ Current Membership Dues x 20	

Premium Members receive both print and electronic media and additional benefits

2023 ANNUAL MEETING REGISTRATION

*IF YOU WOULD LIKE TO REGISTER AS A NON-MEMBER PLEASE ADD $100

REGISTRATION	*BEFORE FEBRUARY 1, 2023*	*AFTER FEBRUARY 1, 2023*	*ON SITE REGISTRATION*
PROFESSIONAL	☐ $700	☐ $750	☐ $800
ACADEMIC	☐ $485	☐ $525	☐ $565
STUDENT, ADJUNCT, RETIRED, OR VIRTUAL ATTENDEE	☐ $215	☐ $250	☐ $250
COMPANION/SPOUSE	☐ $140	☐ $160	☐ $160

Any family member or friend who wishes to attend the meeting with a registered participant and does not fall within the real estate academic/professional categories may register for the companion rate of $140. Companions will receive a guest badge and may attend all conference sessions, meals, and social functions.

Members of IRES Organizations may register without being an ARES Member. Please indicate:
☐ ERES ☐ PRRES ☐ AsRES ☐ AfRES ☐ LARES ☐ MENARES

2023 ARES FOUNDATION

Your contribution as a Fellow, Benefactor, or Lifetime Fellow of the ARES Foundation is greatly appreciated.

FELLOWS CONTRIBUTION
REGULAR ☐ $250
DISTINGUISHED ☐ $500

JAMES R. WEBB FOUNDATION
BENEFACTOR ☐ $1,000

ENDOWED DOCTORAL SPONSOR
LIFETIME FELLOW ☐ $10,000

ENDOWED INTERNATIONAL SCHOLAR SPONSOR
LIFETIME FELLOW ☐ $25,000

Three easy ways to join, renew, and register

To register online visit:

www.aresnet.org

To register by mail, please indicate registration and membership categories and return this form with payment to:

American Real Estate Society
PO Box 500
Athens, OH 45701

(740) 239-2737

To register by email please send completed form to:

membership@aresnet.org

NAME: _____
TITLE/DEPT: _____
AFFILIATION: _____
ADDRESS 1: _____
ADDRESS 2: _____
CITY: _____ STATE: _____ ZIP: _____
COUNTRY: _____
PHONE: _____ E-MAIL: _____

NAME TAG INFORMATION:

NAME: _____
AFFILIATION: _____
COMPANION/SPOUSE NAME: _____

METHOD OF PAYMENT

☐ Check (payable to ARES)
☐ Visa ☐ MasterCard ☐ Am Express
CARD NAME (PRINT)
_____
AUTH. SIGNATURE:
_____
TOTAL AMOUNT: $_____
CARD #:_____
EXP. DATE: _____CVV/CVS#_____

CANCELLATION POLICY: December 29 - February 28: $75 cancellation fee. No refunds after February 28, 2023.

Win a $1,000 - $2,500 Manuscript Prize

at the AMERICAN REAL ESTATE SOCIETY MEETING

San Antonio, Texas • March 28 - April 1, 2023

Each of the following manuscript prizes will be awarded for the best paper presented on the topic noted below at the American Real Estate Society 39th Annual Meeting, March 28- April 1, 2023. All prizes are$1,000 prizes except where specifically indicated below as now 10 of the following 24 manuscript prizes are for $1,500 (3 prizes), $2,000 (1 prize) and $2,500 (5 prizes).

- **Apartments**, sponsored by National Multifamily Housing Council (NMHC)
- **Best Practitioner Research (Non-residential), $2,500** sponsored by BOMA International **(New category in 2021)**
- **Corporate Real Estate,** sponsored by CoreNet Global
- **CoStar Data, $2,500** sponsored by the CoStar Group for a paper on any topic using CoStar data
- **Housing**, **$2,500** sponsored by the Lucas Institute for Real Estate Development and Finance at Florida Gulf Coast University
- **Industrial Real Estate**, ARES is now seeking a new sponsor to award this manuscript prize category in 2022
- **Innovative Thinking "Thinking Out of the Box" (any topic),** sponsored by Greenfield Advisors, Inc.
- **Marc Louargand Best Research Paper by a Practicing Professional** (any category), **$1,500** sponsored by the James R. Webb ARES Foundation. Qualification for this award requires that 50% or more of the authors be industry professionals and **not** hold full time academic appointments.
- **Mixed Use Properties** ARES is now seeking a new sponsor to award this manuscript prize category in 2022
- **Office Buildings/Office Parks**, ARES is now seeking a new sponsor to award this manuscript prize category in 2022
- **Property/Asset Management, $1,500** sponsored by the Institute of Real Estate Management (IREM®)
- **Real Estate Brokerage/Agency**, **$2,500** sponsored by Keller Williams (**a new ARES prize sponsor in 2021**)
- **Real Estate Cycles, $2,500** sponsored by Pyhrr/Born Trust for Real Estate Cycle Research
- **Real Estate Education**, sponsored by Dearborn Real Estate Education
- **Real Estate Finance**, sponsored by Real Capital Analytics (RCA)
- **Real Estate Investment**, **$1,500** sponsored by The CCIM Institute
- **Real Estate Investment Trusts**, sponsored by the National Association of Real Estate Investment Trusts (NAREIT)
- **Real Estate Market Analysis**, sponsored by the Texas Tech Rawls College of Business
- **Real Estate Portfolio Management** ARES is seeking a new sponsor to award this manuscript prize category in 2022
- **Real Estate Valuation**, sponsored by the Appraisal Institute (AI)
- **Seniors Housing**, sponsored by the National Investment Center for Seniors Housing and Care (NIC)
- **Spatial Analytics/GIS Applications,** sponsored by the Gazarian Real Estate Center in the Craig School of Business at California State University, Fresno
- **Sustainable Real Estate,** sponsored by USAA Real Estate
- **Urban Design and Development, $2,000** sponsored by Go High Capital **(New category in 2021)**

After the ARES annual meeting, but **no later than June 1, 2022, authors interested in having their paper considered for any of these manuscript prizes should submit an electronic copy of their paper to the portal on aresnet.org. The portal will close on the June 1st deadline. Papers may be considered for up to two prizes, but may win only one prize.**

Award winners are asked to send a brief 150-500 word summary of their winning manuscript to marketing@aresnet.org for ARES to promote them and their research to their universities, industry practitioners and select media outlets.

Winners are strongly encouraged to submit their papers to an ARES journal, as prize sponsors are ARES members and significant financial supporters of our journals. However, if a paper's authorship chooses to submit to a non-ARES journal, winners must acknowledge receipt of the prize and the sponsor of the prize in a cover page footnote or acknowledgement section of the paper and notify the ARES Director of Publications as to its election.

NOTES

NOTES

ARES

American Real Estate Society

39th Annual Meeting & Conference

2023

March 28 - April 1, 2023
San Antonio, TX

The American Real Estate Society is pleased to announce our 39th Annual Spring Meeting and Conference, to be held March 28 - April 1, 2023 at the Hyatt Regency San Antonio Riverwalk. Join us for this gathering of global thought leaders in real estate.

Academic and industry professionals, researchers, policymakers, practitioners, and educators will convene to discuss cutting-edge research, evolving best practices, and connect with colleagues.

REGISTER TODAY!

https://www.aresnet.org/page/AnnConf

For questions contact:
Vivek Sah, PhD
Program Chair
conference@aresnet.org