It was so good to be back with a live conference this spring, why not do two conferences this year? The inaugural ARES Fall Program Leadership Conference and Research Symposium, hosted by the University of San Diego, is Thursday and Friday, November 10th and 11th. The USD team have brought their expertise in event planning to bear, and the respective planning committees deserve gratitude and praise for putting together captivating programs. The committees are:

**Program Leadership:**
- Jim DeLisle, University of Missouri-Kansas City
- Stath Karras, University of San Diego
- Mike Kercheval, Univ. of Colorado-Boulder
- Dustin Read, Clemson University
- Jessica Taylor, Villanova University

**Research Symposium:**
- Jeremy Gabe, University of San Diego
- Vivek Sah, University of Nevada-Las Vegas
- Alan Tidwell, University of Alabama
- Jim DeLisle, University of Missouri-Kansas City

**Strategic Planning Retreat November 12th**

The ARES Executive Committee is planning a Strategic Planning Retreat following the Fall Conference. This all-day event will assist newly elected and appointed leaders transition into their roles, explore

Continued on page 2

**.getMessageFromExecutiveDirector**

**By: David Funk, ARES Executive Director, Capstone Properties**

**MESSAGE FROM THE PRESIDENT**

**By: Kimberly Goodwin, ARES President (2022-2023) University of Southern Mississippi**

The American Real Estate Society was founded in 1985 by a group of real estate thought leaders whose efforts built the organization we know today and whose research inspired the work all of us do each day. Yet, as Sam Walton said, “You can’t just keep doing what works one time, everything around you is changing.” This is certainly true of ARES and the world in which our members live and work. Just a few years ago, we were still bringing stacks of paper copies to our annual meeting. In 2021, I organized the first virtual ARES annual meeting. During my year as President, I will seek to find the balance between the tradition and brand of ARES with new opportunities for growth and inclusivity within the real estate community.

Spenser Robinson led our first post-COVID annual meeting this spring, and we will continue that tradition in 2023 with our annual meeting in San Antonio. Last fall, Vivek Sah led the first fall research symposium that was hosted by UNLV. This fall, the University of San Diego will host the first combined ARES fall program leadership conference and research symposium. Our publications continue to improve and expand their global reach under the guidance of dedicated editorial teams and our publisher, Taylor and Francis. Great things are happening in the American Real Estate Society.

I’m thankful to be working with a group of leaders who share a passion for serving the membership of ARES and a willingness to have difficult conversations about the path forward in the midst of change. Although it is a busy year as President and Publications Director, I am thankful that I can give back to an organization that has given me so much over the years.

**IN THIS ISSUE**

- Leadership Reports: Messages from Executive Director, President and Past President, Past Program Chair 1-3
- ARES Awards: Manuscript Prizes, Doctoral Awards, Red Pen, Best Paper and Recognition Awards 4-8
- Get Ready: ARES 2023 Annual Conference Update 9-10
- ARES Member Profile: Simon Stevenson 11
- ARES Journals: Message from Director of Publications 12-13
- ARES Journal Reports 12-13
- Get Informed: ARES Committees and Other Reports 14-17
- Go International: International Real Estate Society and Conferences for PRRES, ERES, ARES 18-23
- Leadership Conference & Research Symposium: November 10-12, 2022 in San Diego, CA 26-39
- Inside ARES: Committees, Sponsors, Leadership 40-45

**ARES Past Presidents:**
- Steve Laposa (2009-2010); and
Message from Executive Director – Continued from page 1

big picture issues of mission and vision for the Society, and develop a strategic plan for Board consideration. All ARES members are invited to attend but must register by Friday, October 21st if attending the retreat.

ARES Approves Journal of Family Office Real Estate as 7th Journal

The ARES Board granted approval for the Journal of Family Office Real Estate (JFORE) to be added as a 7th journal. JFORE, led by inaugural editor Glenn Mueller, and ARES publishing partner Routledge: Taylor and Francis are currently undertaking due diligence for the proposed Journal with a debut targeted for late 2023.

ARES/Routledge Book Publishing Partnership Launches

The new ARES/Routledge Thought Leadership Collection has launched with the first official book published and titles in the pipeline. The Big Plan: Transforming the Irvine Ranch, co-authored by ARES member Pike Oliver, has the honor of the first publication in the Collection. The Collection aims to showcase the best in scholarly, practical real estate textbooks, case studies, references, books, and other resources. The ARES editorial team will curate titles to insure a library of titles distinguished by cutting-edge research applied to practice, while Routledge contributes a global publishing network synonymous with higher education publishing. This fall ARES will be forming the editorial team for the Collection, and so consider being a part of this ground-breaking venture.

ARES has always embraced inclusion and opportunity for involvement, and now more than ever is an opportune time to join an ARES interest group, serve on a committee, or pitch a new idea. ARES has always offered numerous options for leadership and service, and so please consider volunteering and getting involved by contacting me at director@aresnet.org or other ARES members.

THANKS TO OUR NEW AND RETIRING LEADERS

With deep appreciation we thank each of our new as well as retiring officers, directors and appointed position holders, all of whom have volunteered their time and energy, for their dedication and hard work that has made ARES what it is today.

A Special Thank You

TO ARES BOARD OF DIRECTORS MEMBERS WHO HAVE COMPLETED THEIR TERM ON THE BOARD

The entire ARES membership wishes to take this opportunity to thank

William G. Harding III, Florida International University
J. Reid Cummings, University of South Alabama
Kimberly Winson-Geideman, University of Melbourne
Terry R. Dunkin, Appraisal Institute and Dunkin Real Estate Advisors

For their devoted service as members of the ARES Board of Directors over their terms in office. They have been pro-active members and leaders of ARES for much of its 35-year history.

AND CONGRATULATIONS TO OUR NEWLY ELECTED OR APPOINTED BOARD OF DIRECTORS MEMBERS who will serve a five-year term on the Board effective 2022-2027:

Xun Bian, University of North Texas
Erin Liberatore-Timko, Trepp, Inc.
REFLECTIONS FROM THE IMMEDIATE PAST PRESIDENT
By Philip Seagraves, Middle Tennessee State University

The past year as President of ARES has been a whirlwind of activity, learning more about the organization, and building lifetime friendships. As a leader of this amazing volunteer organization, I have developed a greater appreciation for all of the hard work that goes in behind the scenes to keep things moving forward. This newsletter is but a sampling of the things happening around the world to make ARES great and keep it a vibrant and important place for our members to grow and develop their careers and networks. If we were to list and write the details all of the many roles and duties performed by our great volunteers in this newsletter, we would need a much longer newsletter! While keeping ARES running requires hard work and dedication, the time spent is extremely rewarding and pays returns for years to come. If it weren’t for the visionary leadership of ARES’ past, many of us would not be in our current positions, may not have earned tenure, and would lack the deep friendships we’ve developed through ARES.

As President, I often had the “pleasure” of taking calls and emails from people who were upset at how this or that was going, mad at someone for what they had said or done, or the frequent refrain: “Here’s what ARES needs to do!” Initially taken aback unsure how to respond, I soon began taking these calls with a growing appreciation for how much people care about ARES, their passion for making it better, and a desire for others to see things the same way. We’re lucky to have people in our organization who care to speak up and push for improvement. I would much rather have people arguing and debating about how we can get better than a membership of voiceless, apathetic drones. Let’s keep debating and pushing ARES forward (with respect and love).

As for what ARES should do next, each of us can play a role, whether large or small, in the mission of the organization. If you find yourself saying, “ARES should __________________” (fill in the blank with thousands of good ideas), try saying instead, “I should __________________” (centering on what you can do, with examples that are infinite). Rather than list of all the great accomplishments of ARES over the last few years, I encourage you to read the reports of our great staff and the countless leaders (too numerous to name) who led programs, new initiatives, or simply research sessions, were invaluable.

As President, I often had the “pleasure” of taking calls and emails from people who were upset at how this or that was going, mad at someone for what they had said or done, or the frequent refrain: “Here’s what ARES needs to do!” Initially taken aback unsure how to respond, I soon began taking these calls with a growing appreciation for how much people care about ARES, their passion for making it better, and a desire for others to see things the same way. We’re lucky to have people in our organization who care to speak up and push for improvement. I would much rather have people arguing and debating about how we can get better than a membership of voiceless, apathetic drones. Let’s keep debating and pushing ARES forward (with respect and love).

As for what ARES should do next, each of us can play a role, whether large or small, in the mission of the organization. If you find yourself saying, “ARES should __________________” (fill in the blank with thousands of good ideas), try saying instead, “I should __________________” (centering on what you can do, with examples that are infinite). Rather than list of all the great accomplishments of ARES over the last few years, I encourage you to read the reports of our great leaders where you can hear of our many advances directly from those who have put in the hard work to make these things happen. If something seems intriguing, give them a call and see how you can help! These individuals are the ones who deserve the credit for everything that has gone well in ARES this past year and continue this year to make your ARES organization the best it can possibly be. The people who deserve our thanks most include our Executive Committee, Executive Director and Team, Meeting Planners, Directors, Committee Chairs, Editors, Board of Directors, and the leaders of FLARES and our Sister Societies. I’ve just tried to stay out of their way, clear roadblocks, and see to it that they had the resources needed to do their best.

Thank you for honoring me with the privilege to serve as ARES President. I look forward to continued service in other roles as we guide ARES forward into the future.

REFLECTIONS OF ARES 2022 CONFERENCE IN BONITA SPRINGS, FL
By Spencer Robinson, Program Chair, Central Michigan University

Joyful. To describe our 2022 conference in one word, I choose joyful. After the long social winter imposed from the cloud of the pandemic, experiencing the sunlight of our friends and colleagues’ company was wonderful.

Paper sessions throughout the conference saw incredible audience engagement. Many presenters commented on the quality of the research and the insights the audience offered to further improve them. While the informal feedback we receive at ARES sessions remains a hallmark of our conference, hopefully the higher level of engagement we observed this year becomes our new norm.

Gratitude. To convey my personal feelings on the planning and execution of our 2022 conference in one word, I choose gratitude. The support of our meeting planner, Bennie Waller, our Executive Director David Funk, my vice-program chair, Vivek Sah, along with ARES staff and the countless leaders (too numerous to name) who led programs, new initiatives, or simply research sessions, were invaluable.

As program chair for the first conference in several years, there were a number of bumps in the road to smooth over at the actual conference. However, the general sentiment of the attendees was so full of graciousness and willingness to help that even the problem solving was an act of joy. Thank you to so many for the million little ways you helped make 2022 a fantastic conference.

Hope. Although this note is largely intended to be a reflection on this year’s conference, I tend to focus my gaze ever-forward. What I feel for ARES is hope. We have such tremendous scholars, educators, thought leaders and most importantly, people, as part of our organization. The future of ARES as a gathering of thought leaders, as a central place for academic and industry research, and as a professional home for the many fields that touch the built environment is bright.

I continue to be humbled by and grateful for the opportunity to serve our great organization. May our 2023 Annual Conference in San Antonio, Texas be filled with joy. May the many leaders who make our events happen be filled with gratitude from our members. May the hope of an ever stronger ARES become the realization of our shared initiatives.
**ARES 2022 ANNUAL MEETING MANUSCRIPT PRIZE WINNERS**

By: Phillip Seagraves, PhD, Associate Professor, Middle Tennessee State University  
Philip.Seagraves@mtsu.edu

---

**Apartments ($1,000) sponsored by National Multifamily Housing Council (NMHC);** Alexander Groh, Hunter Kuhlwein, and Sven Bienert; Does Retrofitting Pay Off? An Analysis of German Multifamily Building Data (University of Regensburg)

**Best Practitioner Research (Non-residential; $2,500) sponsored by BOMA International;** Jonathan A. Wiley and Hana Nguyen (Georgia State University); Cherry-Picking Industrial Properties in Opportunity Zones

**Corporate Real Estate ($1,000) sponsored by CoreNet Global;** A. M. Parhizgari (Florida International University); Real Estate Firm Governance and Litigation Risk

**CoStar Data ($2,500) sponsored by CoStar Group;** Katharina Minkow and Franz Fuerst (University of Cambridge); Linking Health and Well-being to Financial Performance in Commercial Real Estate

**Housing ($2,500) sponsored by the Lucas Institute for Real Estate Development and Finance at Florida Gulf Coast University;** Simon Buechler (MIT) and Elena Lutz (ETH Zürich); The Local Effects of Relaxing Land-Use Regulation on Housing Supply and Rents

**Innovative Thinking “Thinking Out of the Box” (any topic; $1,000) sponsored by Greenfield Advisors, Inc.;** Xun Bian (University of North Texas) and Feifei Zhu (Radford University); Does Owning a Home Make Us More Generous?

**Marc Louargand Best Research Paper by a Practicing Professional (any category; $1,500) sponsored by the James R. Webb ARES Foundation;** Spenser Robinson (Central Michigan University) and Clifford A. Lipscomb (Inveniam Capital Partners; High Speed Alliance); Efficiency of 1031 Exchange for Personal Financial Portfolios

**Property/Asset Management ($1,500) sponsored by the Institute of Real Estate Management (IREM®);** Julia Freybote (Portland State University) and Riette Carstens (Stellenbosch University); Determinants of User Satisfaction with Facility & Property Management

**Real Estate Brokerage/Agency ($2,500) sponsored by Keller Williams;** Eren Cifci (Austin Peay State University) and Alan Tidwell (University of Alabama); “Connect” Me! Social Networking in Commercial Real Estate Brokerage

**Real Estate Cycles ($2,500) sponsored by Pyrrr/Born Trust for Real Estate Cycle Research;** Glenn Mueller and Andrew Mueller (University of Denver); Investable Real Estate Allocations in a Mixed Asset Portfolio during Different Cycles

**Real Estate Education ($1,000) sponsored by Dearborn Real Estate Education;** Karen McGrath (Bucknell University) and Elaine Worzala (Clemson University); TVM, NPV, and IRR, Oh My! Creating an Inclusive Environment for Teaching the Elusive Real Estate Investment Tricks of the Trade

**Real Estate Finance ($1,000) sponsored by Real Capital Analytics (RCA);** Moussa Diop (University of Southern California), Abdullah Yavas (University of Wisconsin Madison), and Shuang Zhu (Kansas State University); Appraisal Inflation and Private Mortgage Securitization

**Real Estate Investment ($1,500) sponsored by The CCIM Institute;** George Cashman (Marquette University), David Harrison (University of Central Florida), Hainan Shang (University of Missouri – St Louis), and Joseph Wall (Marquette University); To Change or Not to Change: The Informativeness of REIT Annual Reports

**Real Estate Investment Trusts ($1,000) sponsored by the National Association of Real Estate Investment Trusts (NAREIT);** Chongyu Wang (University of Hong Kong) and Tingyu Zhou (Florida State University); Face-to-face Interactions, Tenant Resilience, and Commercial Real Estate Performance

**Real Estate Market Analysis ($1,000) sponsored by the Texas Tech Rawls College of Business;** Nandu Nayar, S. McKay Price, and Ke Shen (Lehigh University); Macroeconomic Uncertainty and Predictability of Real Estate Returns: The Impact of Asset Liquidity

**Real Estate Valuation ($1,000) sponsored by the Appraisal Institute;** Bruce L. Gordon (University of North Alabama), Michael J. Seiler (College of Williams & Mary), Ralph Siebert (Purdue University), and Daniel T. Winkler (University of North Carolina at Greensboro); Do Real Estate Contingency Clauses Affect Selling Price and Time-on-the-Market?

**Seniors Housing ($1,000) sponsored by the National Investment Center for Seniors Housing and Care (NIC);** Dustin C. Read (Clemson University) and Donna Sedgwick (Virginia Tech); Do Affordable Housing Professionals Employed in the For-Profit and Non-Profit Sectors Conceptualize the Work of Their Companies Differently?

**Spatial Analytics/GIS Applications ($1,000) sponsored by the Gazarian Real Estate Center in the Craig School of Business at California State University, Fresno;** Juergen Deppner (University of Regensburg) and Marcelo Cajias (Patrizia AG); Accounting for Spatial Autocorrelation in Algorithm-Driven Hedonic Models: A Spatial Cross-Validation Approach

**Sustainable Real Estate ($1,000) sponsored by USAA Real Estate);** Ryan G. Chacon (University of Colorado, Colorado Spring), Zifeng Feng (University of Texas at El Paso), and Zhonghua Wu (Florida International University); Does Investing in ESG Pay Off? Evidence from REITs around the Covid-19 Pandemic

**Urban Design and Development ($2,000) sponsored by Go High Capital;** Jeffrey A. DiBartolomeo (University of Southern Maine) and Geoffrey K. Turnbull (University of Central Florida); Closed Cities, Open Cities and the Determinants of Urban Sprawl
In 2022, the James R. Webb ARES Foundation announced two new manuscript prizes of $1,500 each for students in the ARES Doctoral Program. The prizes are named in recognition of the doctoral program’s two pioneers, Steve Kapplin and Elaine Worzala.

All 15 students inspired seminar participants in Bonita Springs and their “friendly face” mentors, making it difficult to select just three for the prizes. With input from doctoral student mentors who discussed the papers in each session, please join me in congratulating the prize winners.

The 2022 Doctoral Program Manuscript Prize Winners

James R. Webb ARES Foundation

Jeremy Gabe, University of San Diego, jgabe@sandiego.edu

The Steve Kapplin Prize, honoring the first ARES Foundation doctoral program director, is awarded to the best doctoral work presented by a North American-based student. In 2022, the prize is awarded to:

Craig Anthony Henning, Auburn University
(co-authored with Stace Sirmans)

“Forecasting REIT Returns: Predictable but Efficient”

The Elaine Worzala Prize, honoring the ARES Foundation doctoral seminar director who grew the program to invite global students into ARES thought leadership, is awarded to the best doctoral work presented by an International-based student. In 2022, the prize is awarded to:

Jürgen Deppner (co-authored with Marcelo Cajias)
International Real Estate Business School, Regensburg, Germany

“Accounting for Spatial Autocorrelation in Algorithm-Driven Hedonic Models: A Spatial Cross-Validation Approach”

The James R. Webb ARES Foundation thanks ARES members who generously support the Foundation to help bring these emerging scholars to the annual meeting every year. In addition, I’d like to give further thanks to those ARES members who volunteered their time in Bonita Springs last year to be a “friendly face” to our student cohort. To apply for this opportunity, use the ARES 2022 Annual Meeting submission on the ARES website, http://aresnet.org. Select the “Doctoral Seminar” track and submit a detailed abstract of your PhD research & findings. You must indicate your planned dissertation completion target (month and year) in the “Remark/Message from the Authors to the Program Committee and Chairs” section of the application. Applications must be completed no later than December 1, 2022, so we can let students know of their acceptance to the program by December 15, 2022.

Decisions for acceptance of completed applications will be based on the relevance of the students’ research and where a student is in the dissertation process. Students are only eligible for the financial benefits associated with the Doctoral Seminar once in their career.

International students are individually responsible for securing permission to enter the United States of America for the purpose of attending the ARES Annual Meeting. Accepted international students are provided with an invitation letter from the ARES Program Chair stating the student has been accepted to present at the 2022 ARES Annual Meeting along with the dates of the meeting. You can request this letter by selecting “Yes” to the VISA letter option when submitting your application. With many restrictions on international travel due to a dynamic global pandemic, international students must also be aware of any conditions enforced by their home country regarding travel home from the United States at the time of the meeting.

If you have any further questions, please do not hesitate to contact me at jgabe@sandiego.edu. We hope you will encourage your doctoral students to take advantage of this fantastic opportunity and I look forward to meeting everyone in Texas!

Did you know that ARES membership includes FREE open access publishing in all ARES journals?

Journal of Sustainable Real Estate and Journal of Real Estate Practice and Education: These journals are fully open access publications, and ARES members pay no additional fee for open access articles. All other ARES journals: ARES members can publish an open access article at a reduced cost.

To apply this benefit, you will need to enter a discount code at the time of submission. Please contact the journal editor or the ARES main office (admin@aresnet.org) in order to receive your code.
ARES Red Pen Awards

Each year the American Real Estate Society recognizes the outstanding contributions to its scholarly journals by presenting best paper awards for published research and red pen awards for the excellent work of reviewers. The awards for the year 2021 were announced at the ARES annual conference in Florida. If you were not at the awards luncheon to hear the announcement, please join me now in congratulating the 2021 award winners.

Congratulations to the Award Recipients!

**Journal of Housing Research (JHR)**
Jaclene Begley, Fannie Mae

**Journal of Real Estate Literature (JREL)**
Julia Freybote, Portland State University

**Journal of Real Estate Practice and Education (JREPE)**
Elaine Worzala, George Washington University

**Journal of Real Estate Research (JRER)**
Justin Contat, Federal Housing Finance Agency

**Journal of Real Estate Portfolio Management (JREPM)**
Nafeesa Yunus, University of Baltimore

**Journal of Sustainable Real Estate (JOSRE)**
Eunkyu Lee, Baruch College

ARES Best Paper Awards for 2021 Journals

**Journal of Real Estate Research 2021 Best Paper**
Investor Sentiment and Prepayment Hazard: The Case of Multifamily MBS Loans
Prasant Das, Indian Institute of Management
Julia Freybote, Portland State University

**Journal of Real Estate Portfolio Management 2021 Best Paper**
Relative Performance of Real Estate Exchange Traded Funds
Kimberly R. Goodwin, University of Southern Mississippi
Srinidhi Kanuri, University of Southern Mississippi
Robert W. McLeod, University of Alabama
The American Real Estate Society is pleased to announce the winners of the ARES Recognition Awards.

2021-22 ARES Awards

The Graaskamp Award
Not awarded in 2021-22
The Graaskamp Award recognizes extraordinary iconoclastic thought and/or action throughout a person’s career in the development of a multi-disciplinary philosophy of real estate.

Practitioner-Scholar Award
Not awarded in 2021-22
This award represents the highest recognition by ARES of scholarly work in the real estate discipline for contributions to the body of real estate knowledge that are highly regarded by real estate academics, and that have been adopted and used by practitioners.

Education Award
Tom Guerts, Bucknell University (2022)
This award is granted to a scholar who has made a significant contribution to the advancement of real estate education through innovative teaching methodology, an influential textbook, and/or advancing real estate education around the world.

The Theron R. Nelson Presidential Award
Philip Seagraves, Middle Tennessee State University
Theron R. Nelson Presidential Award is given in recognition of the outstanding contribution to the betterment of the organization through the tireless and unselfish efforts during the term as President 2021-2022.

The Pioneer Award
Not awarded in 2021-22
The Pioneer Award recognizes and honors people who are (1) at the end of their career and retiring, and (2) have made a lasting contribution of some kind to real estate education and/or research during their career.

The David Ricardo Medal
David Harrison, University of Central Florida (2021)
Martin Hoesli, University of Geneva (2022)
The David Ricardo Medal recognizes a person who has created a significant body of published research in academic and refereed professional journals, spanning at least two decades, that includes multiple important, influential writings in journals and/or books. This award represents the highest recognition by ARES of scholarly work in the real estate discipline, for contributions to the body of real estate knowledge that are highly regarded by real estate academics, and that have been adopted and used by practitioners.

The Kinnard Young Scholar Award
Kim Goodwin, University of Southern Mississippi (2022)
Zifeng Feng, University of Texas at El Paso (2022)
The Kinnard Young Scholar Award originally recognized an outstanding young real estate scholar under the age of 40, but was amended to recognize an outstanding scholar in an earlier stage of the academic career. This award acknowledges outstanding research contributions in the early years of a researcher’s career.

The Richard Ratcliff Award
Michael Seiler, College of William and Mary (2021)
Sven Bienert, Regensburg University (2022)
The Richard Ratcliff Award recognizes a scholar who has created a significant single innovative research contribution that extends the real estate discipline, introduces a new paradigm, and “pushes the envelope” of real estate knowledge. This award may recognize a scholar for innovation in a presented paper, article, book, research report, or other forms.

The ARES Distinguished Service Award
Not awarded in 2021-22
The ARES Distinguished Service Award honors academics, scholars, and/or practitioners who have diligently served the American Real Estate Society over a decade or more, but may never have been president.

ARES and the Awards Committee wish to thank our many distinguished nominees and the generous sponsors of the awards.
CALL FOR NOMINATIONS 2023 ARES RECOGNITION AWARDS

By: Phillip Seagraves, PhD, Associate Professor, Middle Tennessee State University, Philip.Seagraves@mtsu.edu

On an annual basis the American Real Estate Society recognizes and celebrates the research and service contributions of both academic and practitioner members. We are pleased to announce that we are currently accepting nominations for the 2023 ARES Recognition Awards. Please provide your award nominations no later than March 25, 2023.

Nominations should be made via the online nomination form on the ARES website (https://www.aresnet.org/page/AwardApp). Self-nominations and email nominations won’t be accepted.

Nominations must be accompanied by the following:

- Nomination Letter: A pdf letter of nomination in support of the nominee. The letter should describe the specific reasons the nominee is deserving of the award.
- Nominee’s Vita: The letter of nomination must be accompanied by a pdf of the nominee’s CV and/or a summary of the nominee’s accomplishments.

Please contact me with any questions at simon.stevenson@rocketmail.com.

- The Graaskamp Award recognizes extraordinary iconoclastic thought and/or action throughout a person’s career in the development of a multi-disciplinary philosophy of real estate. This award is granted to a scholar in recognition of a research perspective or service to the discipline that breaks significantly from what was widely accepted or done previously in the real estate discipline. The Graaskamp Award is decided by a vote of no less than two-thirds [66%] of the five voting members of ARES Executive Committee, plus the previous four recipients of the award who are current members of ARES. The Graaskamp Award is to be given annually.

- The David Ricardo Medal recognizes a scholar who has created a significant body of published research in academic and refereed professional journals, spanning at least two decades, that includes multiple important, influential writings in journals and/or books. This award represents the highest recognition by ARES of scholarly work in the real estate discipline. The honoree shall be a recognized thought leader, as evidenced by extensive citations of her/his scholarly research in recognized textbooks, treatises and articles. The recipient shall have profoundly influenced the research directions, teaching, public policy, and/or practice of the real estate discipline. The David Ricardo Medal is decided by a vote of no less than two-thirds [66%] of the five voting members of ARES Executive Committee, plus the previous four recipients of the award who are current members of ARES. The David Ricardo Medal is to be given annually or less frequently depending on receipt of qualified nominations.

- The Richard Ratcliff Award recognizes a scholar who has created a significant single innovative research contribution that extends the real estate discipline, introduces a new paradigm, and pushes the envelope of real estate knowledge. This award may recognize an individual scholar for a single innovative writing or paradigm or several innovative ideas presented in multiple publications or outstanding research contributions in the early years of a scholar’s career. This award is decided by a vote of no less than three-fifths [60%] of the five voting members of ARES Executive Committee, and is to be given annually or less frequently depending upon receipt of qualified nominations.

- The Practitioner-Scholar Award recognizes the contributions by a practitioner without a full time academic position, who has significantly contributed to the body of real estate knowledge and who is highly regarded by academic scholars, and whose work has been adopted and used by practitioners, and who has not otherwise received one of the aforementioned ARES Recognition Awards. Receipt of the Practitioner-Scholar Award does not preclude the honoree from receiving other ARES Recognition Awards after receipt of the Practitioner-Scholar Award. The Practitioner-Scholar Award is decided by a majority vote of the five voting members of ARES Executive Committee, plus the previous four recipients of the award who are current members of ARES. The Practitioner-Scholar Award is to be given annually or less frequently depending on receipt of qualified nominations; on rare occasion, with a unanimous vote, two nominees may receive the award in a single year.

- The Pioneer Award recognizes and honors academics, scholars and/or practitioners who are (1) at the end of their career and retiring, and (2) have made a lasting contribution some kind to real estate education and/or research during their career. A simple majority of the voting members of ARES Executive Committee decides the award. The award may be given to more than one person annually, or less frequently, depending upon receipt of qualified nominations.

- The ARES Distinguished Service Award honors academics, scholars and/or practitioners who have diligently served the American Real Estate Society over a decade or more, but may never have been president. A simple majority of the voting members of the ARES Executive Committee decides the award. This award is to be given annually or less frequently depending upon receipt of qualified nominations.

- The Education Award recognizes an educator who has made a significant contribution to the advancement of real estate education through innovative teaching methodology, an influential textbook, and/or advancing real estate education around the world. This award may recognize an individual educator for a single outstanding contribution or as recognition for his or her influence of real estate education.
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.

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

REGISTER TODAY!
https://www.aresnet.org/page/AnnConf
Dear ARES members:

Greetings from the University of Denver’s Burns School of Real Estate and Construction Management. As Program Chair for the ARES 2023 Spring Conference, I would like to extend a warm welcome to you all! Our destination this year in late March of Spring 2023, is the beautiful city of San Antonio, Texas. A little bit of history. San Antonio is a popular tourist destination, and often called “Alamo City.” The Alamo, located in Downtown, is Texas’s top tourist attraction and the site of the famous Battle of the Alamo, which was a pivotal event in the Texas Revolution. The conference will be held from March 28 - April 1, 2023 at the Hyatt Regency hotel, 4-star eco-friendly aparthotel near River Walk, and walking distance to the Alamo as well.

Recently, the World Health Organization announced that the end of the Covid-19 pandemic is in sight, and hopefully, by the time we host the conference in Spring 2023, I am confident that it will be hosted in a pandemic free environment, the first time in three years since we last met in 2019. With most universities across the globe now back to hosting in-person classes, and academics now looking to share their exciting research with fellow researchers, and meet with their friends and co-authors from across the globe, I look forward to seeing your papers submitted to our annual conference. Papers from aspects of real estate, housing, sustainability, proptech, urban economics, and the built environment are welcome.

Doctoral students are encouraged to attend and travel support by the James R. Webb ARES Foundation and additional room discounts are offered. To register for this wonderful opportunity to interact with both fellow doctoral candidates and future colleagues, please contact Jeremy Gabe (jgabe@sandiego.edu).

I invite you to our annual conference in 2023. Bring your research, case-studies, friends, and of course your enthusiasm to San Antonio!

If you have any questions on the conference, please do not hesitate to contact me at conference@aresnet.org.

We look forward to your participation….Go ARES!


Vivek Sah, PhD, Director of Burns School of Real Estate and Construction Management, Professor of Real Estate, Editor-Journal of Real Estate Portfolio Management, University of Denver

https://daniels.du.edu/burns-school/
In many ways Simon Stevenson’s childhood set him on the road towards real estate. A love of buildings was sparked by a childhood obsession with castles, and there are few better places than Britain to fuel that obsession. In addition, growing up in the North of England meant that he saw firsthand the economic upheavals of the 1970s and 1980s. Simon grew up on the outskirts of the West Yorkshire conurbation, in a group of small towns close to Leeds-Bradford Airport. During the industrial revolution, West Yorkshire had been dominated by wool and even in the 1970’s, the area had over a dozen mills and five other major factories. Today, only one mill and one factory remain. The area has been luckier than many former industrial areas; good transportation links allowed it to reinvent itself as a well-to-do commuter area for nearby cities. Seeing that changing industrial landscape and the impact it had on communities influenced Simon’s future career path, contributing to his favorite subjects at school being geography, history and economics.

Simon started university in 1989, studying real estate at Liverpool Polytechnic (now Liverpool John Moores University). It was an interesting time to study real estate. Simon’s undergraduate dissertation examined the recession and real estate crash of the early nineties. However, graduating with a degree in real estate in 1992 wasn’t exactly great timing. It led to Simon remaining in higher education and undertaking his Master’s degree in finance at the University of Stirling in Scotland. This experience made him consider whether a career in academia was worth pursuing. Academia would also ensure that he would enter the family business. His father, a first-generation student, had been a chemistry teacher and a disproportionate number of the family followed him into education. At last count, across Simon’s cousin’s and their spouses, there are six current or former teachers, including four Head Teachers (principals), plus a number of people who performed other roles in education.

In 1993 Simon started his PhD in Finance at University College Dublin. He was to stay at UCD as a member of faculty after the completion of his doctorate, spending a total of 12 years in Dublin, a city he still views, as much as anywhere, as home. One great advantage of his time at UCD was the breadth of his teaching load. With only one real estate elective, most of his teaching was in a variety of finance subjects, while the first graduate class he ever taught was Research Methods to the business school’s MSc students. He taught the class by default - no one else wanted to do it - and he had attended a research methods summer school at the Catholic University of Leuven in Belgium during his PhD. He taught the class for four years and will still wax lyrical about positivism and phenomenology if you ask nicely. UCD also had business programs in Hong Kong and Singapore, cultivating Simon’s long-standing affection for Asia and the development of many enduring friendships.

Staying at the institution you have done your doctorate at can however be a challenge. In 2005, Simon left Dublin and returned to the UK, spending the next 11 years at City University of London and then the University of Reading. Moving to City led to Simon serving as Chair of the ERES conference twice in three years. He developed a deep love of London, in particular Greenwich, and it is the place he intends to one day retire to. The greatest benefit of London was, however, meeting his wife, Alison. As is almost compulsory in the extended Stevenson family, Alison worked in education as the Admissions Manager for the MSc programs at City’s business school. They married in 2011 and, while starting a family late have made up for lost time, with Nathaniel, Thomas, Abigail, and Ruby arriving over the next six years. Some people may recall Nathaniel from the 2019 ARES meeting in Scottsdale where he acted as Simon’s right-hand man and IT support, making sure all the rooms were ready every morning.

In 2016 the family made the decision to move across the Atlantic Ocean, with Simon taking a position at the University of Washington. Simon and Alison felt it was good timing from a family perspective. However, Simon’s time at Washington was effectively over shortly after his arrival. In May 2017 Simon collapsed on campus and was diagnosed in ER with Meningoencephalitis, a combination of Encephalitis (inflammation of the brain) and Meningitis (inflammation of the membranes around the brain). The viral form Simon contracted, which has a mortality rate of 70%, also caused a muscle wasting condition, Rhabdomyolysis. In retrospect, Simon returned to work too quickly, and in addition to becoming Chair of the new real estate department at UW he was also Program Chair of the 2019 ARES meeting. Following a relapse in 2019, the Rehab and Neurology units at the University of Washington Medical Center played an important role not only in his short-term recovery but also in helping him adapt his working patterns so that he can continue his career. Active day-to-day management is particularly needed to mitigate the challenges encountered from fatigue, both neurological and physical. A new chapter for Simon and his family started in 2021 when he moved to Old Dominion University in Virginia to serve as the Robert M. Stanton Chair of Real Estate and Economic Development and Director of the E.V. Williams Center for Real Estate. ODU has revitalized his enthusiasm for academia, and Simon is pursuing other new challenges. The pandemic gave him time to start writing about his experience working in academia with a chronic illness, while plans are afoot for a fundraising expedition to raise awareness about Encephalitis.

Simon has published over 80 papers since 1997. As an empirical researcher, Simon has always operated across a range of topics and as a result people often view him differently depending on what context they first encountered him. For some people, Simon is primarily known for his work on international real estate and portfolio management; for others, his research on REITs; and for others still his papers on housing and auctions. Ironically, his ‘biggest’ paper, in terms of journal impact factors, isn’t a real estate paper; it looked at foreign exchange exposure and auctions. Ironically, his ‘biggest’ paper, in terms of journal impact factors, isn’t a real estate paper; it looked at foreign exchange exposure in multinationals. Simon loves the creativity involved in the research process. He feels that one of the most valuable things a young researcher can do is to determine what their strengths are in the research process, whether it is ideas, methodology, or writing. Finding their strengths cannot only help inform their own work but can also be valuable in developing effective working relationships with co-authors.

Simon’s first ever ARES meeting was in Monterey in 1998, and while he remains in denial about this, he increasingly realizes that he is now one of the longer standing ARES participants. Simon has long viewed ARES as his academic home, in part due to the strong sense of community across the society. He is incredibly proud to have served as Program Chair and President, and for serving seven years as a co-editor of JREPM.
**JOURNAL UPDATES**

By: Kimberly R. Goodwin, ARES Director of Publications, University of Southern Mississippi

---

**Journal of Real Estate Practice and Education**

- The Journal of Real Estate Practice and Education welcomes submissions related to real estate education and curriculum as well as practical tools and analyses that are relevant to industry decisions. Practitioner-relevant submissions are open to all forms of real estate investment.

- JREPE is an open access journal, and ARES members can publish open access in JREPE for no additional fee. Contact the editor for additional information.

---

**Journal of Real Estate Research**

- Bill Hardin and Michael Seiler continue to serve as editors of the Journal of Real Estate Research.

- JRER has a 3-year average CiteScore of 2.1 and Impact Factor of 1.25.

---

**Journal of Real Estate Portfolio Management**

- Many thanks to Simon Stevenson for his years of dedicated service to the Journal of Real Estate Portfolio Management. Dr. Stevenson stepped down from his role as co-editor of the journal in the spring.

- Welcome to the new editorial team: Ping Cheng, Vivek Sah, Masaki Mori, Zhi Dong, Zifeng Feng, and Alan Tidwell.

- JREPM’s CiteScore increased from 1.2 to 1.5 this year.

---

**Journal of Sustainable Real Estate**

- Roby Simons, Vivek Sah, and Pernille Christenson have completed their editorship appointments to the Journal of Sustainable Real Estate. Special thanks to Dr. Simons for his years of service as the senior editor of JOSRE and commitment to development of the latest addition to the ARES journal portfolio.

- Welcome to the new editorial team: Julia Freybote, Spenser Robinson, Prashant Das, and Hilde Remoy.

- JOSRE is an open access journal, and ARES members can publish open access in JOSRE for no additional fee. Contact the senior editor for additional information.

---

**Journal of Housing Research**

- At the end of 2021, the Journal of Housing Research published its 30th anniversary issue, which included editorial contributions on the history of the journal and its impact on housing research.

- While the readership of JHR continues to be predominately in North America, readership in both Europe and Asia increased by almost 10% in the last year. This reflects the editors’ commitment to publish high quality research related to global housing markets.

---
MESSAGE FROM THE DIRECTOR OF PUBLICATIONS

By: Kimberly R. Goodwin, University of Southern Mississippi

I’ve had a busy but exciting first year as the Director of Publications. Over the past year, we had RFPs out for two journals and brought in two fantastic new editorial teams for the Journal of Real Estate Portfolio Management and the Journal of Sustainable Real Estate. We’ve established a new book publishing partnership with Routledge, which provides another alternative for ARES members to share their scholarship outside of the traditional original research article format. There have also been discussions about introducing a brand new journal into the ARES portfolio, which would introduce additional publishing opportunities for our members.

Among the initiatives I hope to implement over the next year, I hope to work on better communication regarding the open access publishing opportunities in the ARES journals. The *Journal of Sustainable Real Estate* and *Journal of Real Estate Practice and Education* are both 100% open access journals. All ARES members can publish open access in these journals for free. This is a membership benefit worth over $1000. ARES members can request the open access code that they enter when submitting a paper to one of these journals. You can get this code by contacting the ARES office or the journal editor. In addition, ARES members can publish an open access article in any of the other ARES journals for a reduced price. Contact the ARES office for more information about pricing and utilizing this benefit.

I want to extend a special thanks to Dr. Ken Johnson, who graciously agreed to serve as my Associate Publications Director for one year after completing his term as ARES Publications Director. I am grateful for Dr. Johnson’s willingness to provide insight, experience, and mentorship as I stepped into this new role. I would also like to recognize Dr. Kimberly Winson-Geideman, who began her role as Associate Publications Director on July 1. Her experience and international

ARES/Routledge Book Series in Real Estate Seeks Editorial Team Members

Consider being a member or chair of the inaugural editorial team for the recently announced ARES/Routledge *Series in Real Estate* Book Publishing partnership, which will showcase the leading scholarly, practically-oriented textbooks, professional references, case studies, books and other applications of research to everyday professional practice. Aimed at real estate researchers, faculty, and industry practitioners, the goal is to curate a portfolio of real estate resources distinguished by their scholarship, quality, and impact.

ARES provides content expertise and knowledge of the real estate field to the partnership, and will collaborate in developing a joint sensibility for the series. Routledge, meanwhile, brings its own extensive peer review process that applies rigorous academic and professional standard as well as its economies of scale as a publisher of over 7,000 books annually. The intended result will be an The editorial team will lead the strategic development of the venture, establish the thematic sensibility and scope of the desired portfolio, and work with the ARES and Routledge staff to direct marketing and review practices. The editors would provide oversight and early stage vetting of submissions, visibility to academic and industry authors, and ultimately forward submissions to Routledge for a formal review process.

Authors often face a challenge in knowing where to bring a real estate textbook or manuscript, and now ARES/Routledge provides a publishing option where author-friendly structure and terms are in place and authors will benefit from combined ARES and Routledge marketing reach. A bookstore will debut on the ARES website in 2023 featuring resources in the series. Consider being a part of the team that conceptualizes, strategizes, and launches this ground-breaking initiative.

To express interest, or for more information, contact David Funk, ARES Executive Director via email at director@aresnet.org or telephone: 740-239-2737
The first in-person meeting of the Industry Advisory Council (IAC) took place in Florida at the ARES 2022 Annual Meeting. A small but vocal group of IAC members were able to attend. The consensus was that they really enjoyed learning more about ARES and its objectives and found the presentations very interesting and helpful. One member commented that since it was her first meeting, she was there more to learn and try to contribute. She went on to say that she wished she had more exposure to ARES during her career. She thought there was great dialogue and insights and was planning to have a discussion with the IREM Foundation Board to see how IREM and the Foundation could enhance the ARES/IREM relationship.

Another member, from one of the large institutional real estate investment management firms, indicated that there were a number of research topics in which he and his firm were interested in such as: 1) single-family investment funds, their performance, and risks; 2) choosing an exit property value in investment modeling; 3) analyzing the effectiveness of risk measures for commercial mortgage lending; 4) the impact of rising energy prices on commercial real estate; 5) the effectiveness of economic versus geographic diversification; 6) liquidity premiums for real estate; and 7) the risk profile from ground leases. These are examples of topics for which they would be willing to provide some sort of research support.

The idea of launching a discussion board where industry and academic members could discuss various issues and questions was introduced and deliberated. More to come on that topic. The IAC will be having a virtual meeting this Fall to update the membership on ARES, discuss industry issues, and plan for an in-person meeting during the 2023 ARES Annual Meeting in San Antonio.

CRITICAL ISSUES SEMINAR

At our April Annual Meeting this year we emphasized important issues that both industry members and academics could focus on together. We began at noon on April 5th with an Industry Advisory Council luncheon from noon to 1:30 p.m., followed by a one hour “town hall” discussion of issues of importance to industry decision makers versus the current academic research being pursued by university researchers. From 2:45 p.m. to 5:00 p.m., we had invited speakers address three critical issue topics: (1) the war and domestic inflation, (2) emerging growth in family office real estate, and (3) ESG – Environmental, Social, Governance issues. Because this afternoon format was very successful and received great reviews from the participants, we are planning to repeat it at the 2023 ARES Annual Meeting in San Antonio.

ANNUAL MEETING SPONSORSHIPS

On the Annual Meeting sponsorship front, we were able to obtain a couple of early sponsorship commitments from the University of Texas at San Antonio’s Founders Council and USAA Real Estate for the 2023 Annual Meeting. Texas A&M University’s Real Estate Center has also expressed interest in possibly providing sponsorship.

Traditionally Annual Meeting event sponsorships come from a variety of industry members and trade associations such as CoStar, Appraisal Institute, Building Owners and Managers Association (BOMA), CCIM Institute, Institute of Real Estate Management (IREM), Real Capital Analytics (RCA), and others. We are starting early this year to solicit event sponsorships for 2023, including all the above sponsors. If any of you have an interest in working with us on this important task, we welcome your participation. (Will’s email address is will.mcintosh@usrealco.com; and Steve is spyhrr@synermarkprop.com).
This year the James R. Webb American Real Estate Society Foundation is under new leadership. We would like to take this opportunity to thank the following individuals that have given of their time, talent and treasure:

- Mo Rodriguez, Executive Director
- David Harrison, Director of Development
- Joe Albert, Secretary
- Graeme Newell, International Liaison
- John Williams, International Liaison

They have all served ARES in many, many different capacities, and we are very grateful for their leadership and dedication to the Foundation over many years.

Our new cast of characters includes:

- Elaine Worzala, Executive Director
- Drew Sanderford, Director of Development
- Glenn Mueller, Secretary
- Karen Gibler, International Liaison
- Kola Akinsomi, International Liaison

Continuing on in leadership roles are: Mike Highfield, Treasurer and Jeremy Gabe, Director of the Doctoral Program.

The Board is comprised of these individuals as well as the current and last six ARES Presidents who can be found here. We also have a dedicated group of past Presidents that sit on our investment committee including our Emeritus Director Art Schwartz and Chris Manning.

We would like to take this opportunity to highlight a few major gifts that were given to us so far in 2022. Dan Kohlhepp gave a second contribution to complete his endowed doctoral scholarship while Dan Garner made a $5000 gift to the Foundation. We have also had five members donate at the Benefactor level: Glenn Mueller, David Funk, Steve Phyr, and Chris Manning. All in all we have raised $19,250 for 2022 and we would certainly love to increase this amount by the end of the year. To date, we have two international endowed scholarship awards and six endowed doctoral scholarships. You will find information about the foundation giving levels and a list of the current donors here.

For those new to ARES or those that may have forgotten what we are since you have not seen the blue Fellows ribbons for a while, we would like to remind you about the mission of the Foundation. Our aim is to raise awareness and support the efforts of ARES. In short, the ARES Foundation raises money and invests in people and programs that will enhance the future of ARES. Our biggest role in the last decade has been to provide financial support for doctoral students to attend the annual ARES conference and participate in the doctoral symposium.

We believe that young scholars are the future of ARES so we want to bring them to the meetings so they can experience firsthand what our programming is all about and all the various different things we do to elevate the quality of real estate education and research around the world. The ARES Foundation also supports efforts to increase international participation at both ARES and IRES conferences. Finally, we have recently started to support best paper awards for doctoral students and others. From time to time we have funded specific initiatives not directly accounted for in the annual ARES budget. This work does not happen in a vacuum, and would not be possible without your support. Today’s doctoral students represent tomorrow’s real estate thought leaders. Many of these students have limited resources, particularly during today’s economically challenging times for many universities, and by welcoming them into the ARES family we hope to establish ties and relationships that will be sustained and grow throughout their career. It wasn’t that long ago when someone invested in each of us, and now we challenge each of you to return the favor. Please consider making a contribution to help support our important activities by becoming a Foundation Fellow. It only costs $250 per year, and helps ensure we can support next year’s students. Already a Fellow? We challenge you to step up and increase your support. Why not step up your giving and become a Distinguished Fellow ($5000) or Benefactor ($1,000)? Willing to make a bigger commitment? Give our Director of Development, Drew Sanderford a call or shoot him an e-mail at ars4n@virginia.edu. Recently we launched a way for you to include us in your will!! It is easy to contribute. Just click here.

Thank you in advance for your support and please watch your email for our Fall fundraising campaign. This year we are also planning on taking a more active role to try to increase our fund-raising efforts and in recognizing our fabulous donors. We also want to do a better job of highlighting the good work that your donations support. Watch for news about prize winners and/or grants given. There are also plans in process to have special recognition at our Spring meetings to honor our generous donors. Together, we will continue to build a future for our next generation of ARES thought leaders.
In 2022, Alpha Sigma Gamma (ASG) welcomed 122 new members from five institutions. They were EHL, University of Alabama, University of Denver, Villanova and Virginia Commonwealth University. In total we have 1,587 members representing 46 institutions.

In 2022 we did not make the student of the year awards as we are introducing ARES student chapters. This will make ARES accessible to more students while preserving ASG as an honor for the top real estate students. Thus, all of our ASG chapters will become ARES student chapters with ASG members. Our list of chapters remains the same.

If you have any questions, please contact Stephanie R. Yates at sryates@uab.edu or (205)934-8857.

For the 2022 calendar year, ARES is currently in a strong financial position. ARES is on-track to be in the black for the year and return a fiscal surplus to the endowment account.

ARES’ first, in-person annual meeting since 2019 was a success as the conference had 198 more participants. The meeting generated an income of $130,262 versus expenses of $139,686. Despite total expenses exceeding total meeting income, the gap between the two is encouraging given the first conference in two years.

As of July 2022, the ARES endowment portfolio was valued at $1,221,549 – a loss of approximately $64,000 (5%) relative to the portfolio’s valuation in August 2021. For references, the Dow Jones and S&P 500 are both down approximately 6% between July 2021 and July 2022. Sarasota Capital Strategies, Inc. continues their diligent work towards meeting ARES’ investment objective, which is a return 2 - 3 percentage points above the rate of inflation.

In 2022, Alpha Sigma Gamma (ASG) welcomed 122 new members from five institutions. They were EHL, University of Alabama, University of Denver, Villanova and Virginia Commonwealth University. In total we have 1,587 members representing 46 institutions.

In 2022 we did not make the student of the year awards as we are introducing ARES student chapters. This will make ARES accessible to more students while preserving ASG as an honor for the top real estate students. Thus, all of our ASG chapters will become ARES student chapters with ASG members. Our list of chapters remains the same.

If you have any questions, please contact Stephanie R. Yates at sryates@uab.edu or (205)934-8857.
ARES NEWSLETTER • OCTOBER 2022 • PAGE 17

ARES CAREER CENTER

POST AN OPEN POSITION
ARES is pleased to provide its members a source for information on academic and industry research-focused position openings.

This site is designed exclusively for Position Openings that require a terminal degree in the field and/or are research intensive requiring a Ph.D or similar experience.

RESOURCES FOR JOB SEEKERS
The ARES Career Center has recently added resources and tools to help candidates who are seeking employment in both academic and industry research positions.

FUNDING OPPORTUNITIES
Visit the ARES Career Center to access various links to research and academic funding opportunities.

POST A RESUME
Real estate academic and industry-research job seekers may post their resumes/vitaes on the Career Center site by contacting ARES Career Center Co-Chair Dr. Margot Weinstein. ARES members should send their resume or CV in MS word file and include in the subject heading in your e-mail.

The ARES Career Center encourages Ph.D.s, Ph.D. students, and other real estate research-oriented job seekers with at least a masters degree and ten years experience in real estate analysis and research to post their qualifications on this ARES jobs website.

The materials will be posted free of charge to ARES members and student members. The listings will remain on the site from the date received until June 1st of the following year.

Career Center Co-Chairs

Margot Weinstein
Co-Chair, Career Development Committee
CEO, MW Leadership Consultants LLC
DrMargot@DrMargotweinstein.com

Jessica Taylor
Co-Chair, Career Development Committee
Director, DiLella Center for Real Estate
Villanova University
Jessica.Taylor@Villanova.edu

aresnet.org/CareerCenter
2022 INTERNATIONAL REAL ESTATE SOCIETY (IRES) AWARDS

By: Karen Gibler, IRES Executive Director; Associate Professor Emerita, Georgia State University

The 2022 IRES awards were announced at the IRES Board meeting on April 6. The recipients are:

IRES Achievement Award: Sara Wilkinson
Dr. Wilkinson’s internationally recognized research focuses on resilience and sustainability in the property sector. She has co-authored and edited multiple books on the subject, and her refereed papers appear in Pacific Rim Property Research Journal, Journal of European Real Estate Research, Journal of Sustainable Real Estate, Journal of Property Investment & Finance, Journal of Corporate Real Estate, as well as several property management, city planning, and building construction journals. Sara serves as the Pacific Rim Real Estate Society secretary, is a regular participant at PRRES conferences and works closely with the Royal Institute of Chartered Surveyors. She supervises multiple doctoral students and teaches course on sustainable construction and urban development at University of Technology Sydney.

IRES Service Award: Steven C. Bourassa
Dr. Bourassa has served IRES in a number of capacities for more than a decade, first as a member of the Board of Directors representing the American Real Estate Society, then as Treasurer for 12 years and as President in 2019. He has served as Associate Executive Director of ARES and an editorial board member for Journal of Real Estate Literature, International Real Estate Review, Journal of Housing Research, Journal of European Real Estate Research, Journal of Real Estate Research, Journal of Sustainable Real Estate, and Journal of African Real Estate Research. Bourassa has been a strong supporter of the Asian Real Estate Society and its journal, International Real Estate Review (IRER). Borousa has served on the Board of Directors and is currently the President of IRER.

IRES Corporate Leadership Award: Global Social Science Institute (GSSI)
GSSI has been a strong supporter of the Asian Real Estate Society and its journal, International Real Estate Review (IRER). GSSI serves as the society’s treasurer, hosts the AsRES website and has helped with the organization of several annual conferences where it coordinates Fellowship Forums and grants best paper awards. The organization has financed the creation, development, and operation of IRER since 2010 as well as journal best paper awards. GSSI has also hosted several visiting scholars from Asia at its Washington, DC headquarters. The GSSI Director, Dr. Tyler T. Yang, is a former President and Executive Director of AsRES.

Nominations come from individual members of the regional societies and the recipients are decided by a vote of a committee comprised of one representative from each of the regional organizations and one industry representative. The deadline for nominations for the 2023 awards is October 31, 2022. The names of past award recipients can be found at the IRES website, www.iresnet.net.

2023 IRES AWARDS CALL FOR NOMINATIONS

The International Real Estate Society (IRES) is soliciting nominations for its 2023 awards from members of all sister societies. IRES gives three awards each year based on nominations from individuals. Voting is done by a committee made up of one representative of each regional society and one industry representative. The 2023 awards will be announced at the IRES Board of Directors meeting at the PRRES conference in Sydney, Australia on January 17-19. The recipients will also be recognized at their “home” society meetings in the ensuing year.

Please send your nominations in the form of a detailed letter that identifies the award for which you are submitting, the nominee’s achievements, and why the nominee should receive the award. Supporting documentation, such as a vita/resume may also be submitted for the committee’s consideration and is required for the Achievement Award. The three awards are:

IRES Achievement Award
For outstanding achievement in real estate research, education and practice at the international level. This is an award for an individual whose work has contributed to the field on a multinational level. Nominations should include a description of the nominee’s accomplishments. A vita/resume is required.

IRES Service Award
For outstanding service to the International Real Estate Society and/or regional real estate societies. This is an award for an individual whose has substantially contributed to the creation, development, and/or operation of a regional society and/or IRES. The person is not required to hold an elected or appointed office.

IRES Corporate Leadership Award
For outstanding corporate leadership at the international level. This is an award for a government agency, professional association, or private company that supports real estate research and education on a multinational level. Nominations should explain what the organization is and how it has supported real estate research and education among society members.

Nominations should be submitted no later than October 31, 2022 by e-mail to Joseph Ooi, IRES Awards Committee Chairperson, joseph.ooi@nus.edu.sg. Self-nominations are not accepted. Previous award recipients are listed on the IRES website at: http://www.iresnet.net/ires-awards/. Please take the time to recognize those supporting multinational real estate research and education by submitting a nomination.
International Real Estate Society (IRES) 2022 Updates
By: Tanja Tyvimaa, IRES Secretary, Queensland University of Technology, Australia

IRES Elected Officers 2022:
President 2022: François Viruly (AfRES)
President Elect 2022: Steve Williams
Secretary (2022-2024): Tanja Tyvimaa (PRRES)
Treasurer (2022-2024): Jeffrey Robert (ARES)
Executive Director (2022-2024): Karen Gibler (ARES)

IRES Executive Committee 2022:
President 2022: François Viruly (AfRES)
President Elect 2022: Steve Williams
Executive Director (2022-2024): Karen Gibler (ARES)
Past President 2022: Joseph Ooi (AsRES)
Secretary (2022-2024): Tanja Tyvimaa (PRRES)
Treasurer (2022-2024): Jeffrey Robert (ARES)

Webmaster: Paloma Taltavull (ERES)

IRES Board of Directors 2022

<table>
<thead>
<tr>
<th>Name</th>
<th>Society</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aly Karam</td>
<td>ARES</td>
</tr>
<tr>
<td>Kola Akinsomi</td>
<td>ARES</td>
</tr>
<tr>
<td>Kunle Awolaja</td>
<td>ARES</td>
</tr>
<tr>
<td>Kwan Ok Lee</td>
<td>AsRES</td>
</tr>
<tr>
<td>David Chan</td>
<td>AsRES</td>
</tr>
<tr>
<td>Kazuto Sumita</td>
<td>AsRES</td>
</tr>
<tr>
<td>James Young</td>
<td>ARES</td>
</tr>
<tr>
<td>Meagan McCollum</td>
<td>ARES</td>
</tr>
<tr>
<td>Dustin Read</td>
<td>ARES</td>
</tr>
<tr>
<td>Eamonn D’Arcy</td>
<td>ERES</td>
</tr>
<tr>
<td>Martin Hoesli</td>
<td>ERES</td>
</tr>
<tr>
<td>Ramón Sotelo</td>
<td>ERES</td>
</tr>
<tr>
<td>Chyi Lin Lee</td>
<td>PRRES</td>
</tr>
<tr>
<td>Graham Squires</td>
<td>PRRES</td>
</tr>
<tr>
<td>Neville Hurst</td>
<td>PRRES</td>
</tr>
<tr>
<td>Claudio Alencar</td>
<td>LARES</td>
</tr>
<tr>
<td>Eliane Monetti</td>
<td>LARES</td>
</tr>
<tr>
<td>Alessandro Vedrossi</td>
<td>LARES</td>
</tr>
<tr>
<td>Tanja Tyvimaa</td>
<td>Secretary</td>
</tr>
<tr>
<td>Steven Bourassa</td>
<td>Past President</td>
</tr>
<tr>
<td>Joseph Ooi</td>
<td>Past President</td>
</tr>
<tr>
<td>Jeffrey Robert</td>
<td>Treasurer</td>
</tr>
<tr>
<td>Francois Viruly</td>
<td>President</td>
</tr>
<tr>
<td>Karen Gibler</td>
<td>Executive Director</td>
</tr>
<tr>
<td>Kimberly Winson-Geideman</td>
<td>Associate Executive Director</td>
</tr>
<tr>
<td>Henry Chin</td>
<td>Industry</td>
</tr>
</tbody>
</table>

38th ARES Annual Conference • April 6-9, 2022 • Bonita Springs, FL
The recent Covid pandemic reiterated the global interconnectedness and uncertainties that affect real estate markets. It also illustrated new dynamics in the way which users interact with space and the changing role of the real estate sector in economies across the globe.

During the course of 2022, IRES saw a normalisation of its activities which had been affected by lockdowns and international travel restrictions. However, these restrictions have provided new avenues through which projects and events can be delivered across our sister societies.

The decision by many sister societies to introduce webinars and other online activities has made it possible for academics and practitioners to participate in global events at much lower costs and has provided new research collaboration opportunities across the IRES community.

The Covid pandemic has also offered us a hint of the real estate trends that are expected to affect commercial and residential property markets globally in the years to come. There is growing evidence that many of these trends affect real estate markets no matter their level of complexity, maturity, and local context. These trends include changing work practices, the affordability of housing, e-commerce, and the long-term environmental, social and economic sustainability of real estate markets. Research by academics and professionals in our sister societies offers unique perspectives on these issues, reflecting the diversity of market structures and institutional arrangements.

In 2021 IRES took the view to focus on panel discussions that would consider the implications of climate change and sustainability on the global real estate sector. IRES facilitated a number of panel discussions at sister society annual conferences under the heading “Emerging Trends in Sustainable Real Estate Research.” These panel discussions often complemented the increasing weighting that conferences are giving to sustainability and real estate markets.

The five panel discussions held at the PRRES, ARES, ERES, AsRES and AfRES conferences illustrated that the real estate sustainability body of knowledge and research agenda are rapidly evolving and are encapsulating a diversity of topics in the real estate sector. Over the years the sustainability research agenda progressed from a focus on the direct impact of the buildings on the environment through Co2 emissions to issues dealing with sustainable property management, green finance, real estate asset decision-making and urban land policies. The panel discussions also highlighted the growth of specific research topics such as the sustainability-driven pricing decisions, real estate valuations and the ability of cities and property markets to effectively respond to climatic shock events. An interesting research agenda is developing around climatic related risk, the determination of risk premiums, and where environmental fiduciary responsibilities might lie. Invariably these risks influence pricing and asset management related decision-making. In developing countries specific attention is given to the social implications of the green transition and the delivery of the UNHABITAT Sustainability Development Goals (SDGs).

In IRES sister societies research also focussed on the development of sustainability tool kits such as the Australian Sustainability Temporary Adaptive Reuse (STAR) tool kit and the CRREM Framework and Tool kit, focussed on reducing the climatic impact of the built environment.

The panel discussions confirmed that the real estate sustainability body of knowledge is rapidly being incorporated in real estate educational programmes. While few courses are entirely dedicated to sustainability, the topic is altering the emphasis of traditional real estate courses.

The panel discussions initiated the review of the sustainability related research publications in recent years. It once again illustrated the diversity of sustainability related publications with the research published JOSRE, JRER, PRRER and JARER. While much of the focus has been in green buildings and certification, there is a growing interest in the impact of climate change on investment returns and decision making.

In 2021/22 IRES continued to deliver on its longer-term strategy through new initiatives such as the Global Women in Real Estate (GWIRE) events, the support of doctoral student seminars, and supporting global activities across our sister societies. The sustainability in real estate panel discussions delivered at our sister societies illustrated the role that IRES plays in coordinating research topics of global significance.
Conference Themes:
Research papers will be presented and discussed within the following themes:

- Corporate Real Estate Management
- Real Estate and Economics
- Housing
- Urban and Regional Analysis
- Valuation and Appraisal
- Real Estate Finance and Investments
- Sustainable Real Estate
- New Technology and Data in Real Estate
- Real Estate Education
- PhD Workshop

Key Information:
Abstract Submission (refereed papers) – before 31st January 2023
Abstract Submission (non-refereed papers) – before 28th February 2023
More information on the platform will be reeled out soon

Local Organizing Committee:
Dr. Qiulin Ke (UCL)
Claudio De Magalhaes (UCL)
Eamonn D’Arcy (Reading University)
Sotiris Tsolacos (City University London)
Stephen Lee (City University London)
Back to business: Connecting property research & industry

CALL FOR ABSTRACTS

The Pacific Rim Real Estate Society announce a call for abstracts for the 29th Pacific Rim Real Estate Society Conference

Potential topics include: Housing Economics and Policy; Green Buildings & Environmental Policies; Impact of pandemics upon the built environment; Corporate Real Estate; Asset, Property & Facility Management; IT and Real Estate; International Real Estate; Marketing & Communication in Property; Market Research, Analysis & Forecasting; PPF, PPP & Infrastructures; Performance and Risk Management; Property Development; Property & Urban Economics; Real Estate Finance & Investment; Property Education; Property Valuation; Real Estate Portfolio Management; Tax and Legal Issues in Property; Special Interest Topics - Big Data, PropTech, the Ageing Population; Other topics broadly synergising with the property discipline will be considered.

Peer Review: PRRES 2023 is offering double blind review of full papers. These papers will be published on the PRRES Inc. website.

Abstract Submission: The PRRES 2023 paper submission is managed by Easy Chair

To submit your abstract please go to: https://easychair.org/conferences/?conf=prres2023

Pacific Rim Real Estate Society: http://www.prres.net/

KEY DATES

<table>
<thead>
<tr>
<th>SUBMISSION DEADLINES</th>
<th>ITEM</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st August 2022</td>
<td>Abstract submission</td>
</tr>
<tr>
<td>10th August 2022</td>
<td>Notification of abstract acceptance</td>
</tr>
<tr>
<td>1st September 2022</td>
<td>Early Bird Registration Opens</td>
</tr>
<tr>
<td>10th September 2022</td>
<td>Full paper submission for refereed papers</td>
</tr>
<tr>
<td>15th October 2022</td>
<td>Notification of acceptance of refereed papers</td>
</tr>
<tr>
<td>1st November 2022</td>
<td>Early-bird registration closes</td>
</tr>
<tr>
<td>30th November 2022</td>
<td>Last day for registration to include paper in the conference program</td>
</tr>
<tr>
<td>5th January 2023</td>
<td>Last day for registration to attend the conference</td>
</tr>
</tbody>
</table>

Conference Chair: Hera Antoniades
hera.antoniades@uts.edu.au

Conference Proceedings Editor
Dulani Halvitigala
dulani.halvitigala@rmit.edu.au

PRRES 2023 conference is managed by Conference Solutions
The African Real Estate Society (AfRES), founded in 1997, is a continent-wide organization that seeks to promote networking, research and education among academics and professionals across Africa. It is affiliated to the International Real Estate Society (IRES), along with sister societies in North America (ARES), Asia (AsRES), Europe (ERES), Pacific Rim (PRRES) and Latin America (LaRES).

The 22nd African Real Estate Society Conference (AfRES) will be held on the 13th-15th of September 2023 in Nairobi, Kenya. Since 2010 when the 10th AFRES Conference was held in Naivasha, Kenya, there has been a strong momentum to hold the AFRES Annual Conferences of the African Real Estate Society Conferences across the continent. Some twenty universities are currently affiliated to AfRES and include members from 15 African Countries from the three chapters that form the AfRES:

1. The Southern Africa Chapter (Republic of South Africa, Botswana, Swaziland, Lesotho, Mozambique, Mauritius, Madagascar, Zambia, Angola and Namibia);
2. The Eastern Africa Chapter (Tanzania, Kenya, Uganda, Rwanda, Burundi, Republic of Congo, Seychelles, Eritrea, Djibouti, Comoros, Ethiopia, Sudan and Somalia);
3. The Western Africa (Nigeria, Ghana, Mauritania, Senegal, Mali, Guinea, Burkina Faso, Ivory Coast, Liberia, Sierra Leone, Togo, Benin, Cameroon, Chad, Central Africa Republic, Congo Brazzaville and Gabon)

The AFRES Annual Conference provides an open forum for the exchange of ideas and the dissemination of research in areas such as real estate finance, economics, appraisal, investment and asset management. Nairobi is poised to be yet another historic launching pad of the much-awaited Annual Conference of AFRES in 2022.

The theme for the 22nd Conference is ‘Pathways to sustainable real estate investment in the Sub Saharan African (SSA) countries’. The theme takes cognizance of the evolving dialogues from the past 21 annual conferences. This dialogue has shifted from a focus on natural resources management (land, sustainability and environment) in the early years (2001-2007) to real estate markets in the latter years (2009-2021). The 2022 theme pays attention to emerging issues in the 21st Century to sustainable real estate investment in the Sub Saharan African (SSA) countries. The conference organisers have made it a priority that all the discussions and presentations will be guided and aligned to the Africa’s Goals & Priority Areas of Agenda 2063 relevant to sustainable real estate investment and the goal to stimulate debate on the future of real estate research and education in the region including a PhD Colloquia for African PhD Students around the Continent.

The 22nd Conference will be organised and hosted by a conference organising committee with representatives drawn from the Eastern African Chapter of AFRES, the AFRES (www.afres.org) and the Institution of Surveyors of Kenya (ISK) (www.isk.or.ke). Nicky Nzioki, Chairman, Eastern African Chapter, African Real Estate Society (AFRES) mail: nnzoi@uonbi.ac.ke, Senior Lecturer, Department of Real Estate, Construction Management and Quantity Surveying, University of Nairobi. www.uonbi.ac.ke
Inaugural

Fall 2022
Program Leadership Conference
And Research Symposium

Nov 10-12, 2022
Hosted by the University of San Diego
Knauss School of Business
Save the Date

Inaugural

Real Estate Program Leadership Conference
And Fall Research Symposium

November 10-11, 2022

Mark your calendar to attend the inaugural Fall American Real Estate Society conference focused on everything you ever wanted to know about leading and managing a real estate program or research center… and a research symposium focused on affiliated themes as a bonus.

WHO SHOULD ATTEND: Center Directors, Program Directors, Faculty, Program Leaders, Industry Researchers, Allied Fields

Hosted by the Knauss School of Business at the University of San Diego
The American Real Estate Society (ARES) invites you to attend the inaugural 2022 Program Leadership Conference and Research Symposium, designed for faculty, staff, advisory boards, center directors and others to learn about and discuss best practices in the leadership of programs and centers. ARES also invites submissions of high-quality papers for the concurrent Research Symposium. The event will be hosted by the Burnham-Moores Center for Real Estate at USD’s Knauss School of Business.

PROGRAM LEADERSHIP

Learn best practices for leading and managing a real estate program or center. Attend a series of interactive round table conversations, panel discussions and guest speaker presentations. Topics to include:

- Leading and staffing real estate centers and programs
- Developing research agendas, industry-relevant degrees and executive education
- Leveraging advisory boards, alumni and local real estate companies
- Today’s career services, the student experience and benchmarking
- Admissions: recruiting, retaining and supporting students
- Engaging professional real estate associations
- Fundraising and marketing best practices
- And much more...

RESEARCH SYMPOSIUM

Researchers are invited to submit papers associated with the following "Emerging Issues in Real Estate":

- Technology & Analytics
  - Big data, Artificial Intelligence (AI), Machine Learning (ML), metaverse and blockchain applications.
- Real Estate Market Disruption
  - Pandemics, inflation, interest rates, liquidity, technology and supply chain.
- Environmental Social Governance (ESG) Issues
  - Housing affordability, ESG and Diversity, Equity & Inclusion (DEI).

ARES MEMBERS $150  NON-MEMBERS $250
ACCOMMODATION: BEST WESTERN PLUS HCIENDA HOTEL OLD TOWN
University of San Diego®

Knauss School of Business

As a “Center of Excellence” at USD’s Knauss School of Business, the mission of the Burnham-Moores Center for Real Estate (BMC) is to help recruit, educate and mentor real estate students with the goal of facilitating their career pursuits in a socially responsible manner, with a global perspective and in collaboration with the real estate industry. We accomplish this mission through the support of outstanding faculty and professional staff, dedicated career services, active industry involvement and outreach and cutting-edge research.

USD has a top-ranked undergraduate real estate program:
College Factual - #1 Best Real Estate College in the U.S. in 2018, 2019 and 2020.

The real estate program at the Knauss School of Business was originally founded in 1993. Then in 2004, a $5 million gift named and endowed the Burnham-Moores Center for Real Estate. The University of San Diego’s real estate faculty, the Burnham-Moores Center team and members of the real estate community provide curriculum at the undergraduate and graduate levels, while simultaneously creating a wide range of career-oriented opportunities for students outside of the classroom.
## Overview

### 2022 ARES FALL CONFERENCE – PROGRAM LEADERSHIP

*By: Stath Karras, Executive Director of the Burnham-Moores Center for Real Estate, Knauss School of Business, University of San Diego*

On November 10th and 11th, the ARES Fall Conference will be held in San Diego on the campus of the University of San Diego. The conference will include a track on Program Leadership to be co-chaired by Mike Kercheval, Executive Director of the Leeds School of Business at the University of Colorado Executive Director of the Burnham Moores Center for Real Estate at the University of San Diego. The two-day program will bring real estate center directors, administrators, and faculty together to discuss the many elements of structuring, running and growing a successful real estate program. An overview of the program and objectives follows:

### THURSDAY - NOVEMBER 10TH

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM</td>
<td>Breakfast Keynote: Overview of US &amp; International Real Estate Programs</td>
</tr>
<tr>
<td>9:00 AM</td>
<td>Tour of the New Knauss School of Business at the University of San Diego</td>
</tr>
<tr>
<td>Noon</td>
<td>Roundtable: Philanthropy and Real Estate Education</td>
</tr>
<tr>
<td>1:45 PM</td>
<td>Session I: Defining and Executing the Mission of a Real Estate Center</td>
</tr>
<tr>
<td>3:00 PM</td>
<td>Session II: How to Engage the Industry to Develop Relevant Curriculum</td>
</tr>
<tr>
<td>4:15 PM</td>
<td>Session III: Benchmarking: Program Outcomes &amp; Visibility</td>
</tr>
<tr>
<td>5:30 PM</td>
<td>Reception &amp; Dinner</td>
</tr>
</tbody>
</table>

### FRIDAY - NOVEMBER 11TH

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 AM</td>
<td>Breakfast</td>
</tr>
<tr>
<td>8:30 AM</td>
<td>Session IV: Implementing Creative, Effective, and Efficient Fundraising/Capital Campaign Strategies</td>
</tr>
<tr>
<td>9:45 AM</td>
<td>Session V: Leveraging Professional Associations</td>
</tr>
<tr>
<td>11:00 AM</td>
<td>Session VI: Collaborating with Alumni, Industry Advisory Boards, and Other Corporate Partners</td>
</tr>
<tr>
<td>Noon</td>
<td>Roundtable: Data Providers and Curriculum Support</td>
</tr>
<tr>
<td>1:45 PM</td>
<td>Session VII: Positioning Real Estate Centers and Programs for Long-Term Success</td>
</tr>
<tr>
<td>3:00 PM</td>
<td>Session VIII: Recruiting, Retaining, and Supporting Undergraduate and Graduate Students</td>
</tr>
<tr>
<td>4:15 PM</td>
<td>Session IX: Today’s Career Services, Resources, and Advising</td>
</tr>
</tbody>
</table>

---

**ARES NEWSLETTER • OCTOBER 2022 • PAGE 30**
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 the ICSC Foundation.
Leveraging Professional Associations

Program Leadership

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.
Thursday, Nov 10

8 AM - Breakfast
Keynote: US & International RE Programs

9 AM - Tour
New Knauss School of Business

12 PM - (Lunch) Roundtable
Philanthropy and RE Education

1:45 PM - Session I
Defining and Executing the Mission of a Real Estate Center

3 PM - Session II
How to Engage the Industry to Develop Relevant Curriculum

4:15 PM Session III
Benchmarking: Program Outcome and Visibility

5:30 PM - Reception & Dinner
Friday, Nov 11

7:30 AM - Breakfast

8:30 AM - Session IV
Implementing Creative, Effective, and Efficient Fundraising/Capital Campaign Strategies

9:45 AM - Session V
Leveraging Professional Associations

11 AM - Session VI
Collaborating with Alumni, Industry Advisory Boards & Other Corporate Partners

12 PM - (Lunch) Roundtable
Data Providers and Curriculum Support

1:45 PM - Session VII
Positioning Real Estate Centers and Programs for Long-term Success

3 PM - Session VIII
Recruiting, Retaining, and Supporting Undergraduate and Graduate Students

4:15 PM - Session IX
Today’s Career Services, Resources, and Advising

5:30 PM - Reception
Light Appetizers
2022 ARES FALL CONFERENCE – RESEARCH SYMPOSIUM

By: Alan Tidwell, Ph.D., Culverhouse College of Business, University of Alabama.

The ARES Fall Conference will be held on the campus of the University of San Diego in San Diego on November 10th and 11th. The University of San Diego Burnham-Moores Center for Real Estate will host a research symposium co-chaired by Jim DeLisle, Ph.D., Jeremy Gabe, Ph.D., Vivek Sah, Ph.D., and Alan Tidwell, Ph.D.

The research symposium focusing on “Emerging Issues in Real Estate,” which will run concurrently with the Program Leadership Track, will feature high-quality scholarship, longer paper presentations, designated discussants, and ample opportunity for interaction between presenters and other attendees. Authors of accepted papers will be able to submit their papers for publication in appropriate ARES journals. The ARES Foundation is also sponsoring a $1,000 best paper award. Researchers are invited to submit papers associated with these or other emerging real estate topics:

- **Analytics:** Big data, Artificial intelligence (AI), machine learning (ML), metaverse, and blockchain applications
- **Disruptions in Real Estate Markets:** Pandemics, inflation, interest rates, liquidity, technology, and supply chain
- **Equity and Social Justice:** Housing Affordability; Environmental, Social, and Governance (ESG); and Diversity, Equity, and Inclusion (DEI)
Researchers are invited to submit papers addressing the conference theme and the broader field of real estate. Due to demand, the deadline for paper submissions has been extended to accommodate interest. Papers should be submitted via the conference website. Notification of acceptance will be given by October 7th or later. Authors of accepted papers are eligible to submit their papers for consideration in appropriate ARES Journals, and the ARES Foundation is sponsoring a $1,000 best paper award.
Research Schedule

Friday, Nov 11

Research sessions run concurrently with leadership track. Attendees may attend both.

7:30 AM - Breakfast
8:30 AM - Paper Session I
9:45 AM - Paper Session II
11 AM - Paper Session III
12:15 PM - Lunch: Data Providers
1:45 PM - Paper Session IV
3 PM - Paper Session V
4:15 PM - Leadership IX: Careers
5:30 PM - Reception
   Light Appetizers
Strategic Planning Retreat

AMERICAN REAL ESTATE SOCIETY
Program Leadership Conference and Research Symposium
Hosted by the University of San Diego’s Knauss School of Business

NOVEMBER 12, 2022

STRATEGIC PLANNING RETREAT

The ARES Executive Committee is planning an all-day Strategic Planning Retreat to assist newly elected and appointed leaders transition into their roles, explore big picture issues of mission and vision for the Society, and begin to develop a strategic plan for ARES Board of Directors consideration. The Retreat is on the concluding Saturday of the 2022 Fall Program Leadership and Research Symposium. Attendees to the Strategic Retreat are encouraged to attend the full Fall conference proceedings.

SATURDAY, NOVEMBER 12, 2022

STRATEGIC PLANNING RETREAT (OPEN TO ALL ARES MEMBERS)

7:30  Breakfast
8:00  State of the Society
8:30  Leadership Transitions
10:00 Mission & Vision
Noon  Working Lunch – Key Initiatives
1 pm  Opportunities and Challenges
3 pm  Strategic Planning
5 pm  Adjourn
Reception (light appetizers)

ARES MEMBERS $150  NON-MEMBERS $250
ACCOMMODATION: BEST WESTERN PLUS HACIENDA HOTEL OLD TOWN

Saturday, Nov 12

7:30 AM - Breakfast
8 AM - State of the Society
8:30 AM - Leadership Transitions
10 AM - Mission & Vision
12 PM - Working Lunch - Key Initiatives
1 PM - Opportunities and Challenges
3:00 PM - Strategic Planning
5 PM - Adjourn/Reception

Light Appetizers
ARIES NEWSLETTER • OCTOBER 2022 • PAGE 40

ARIES 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

Patrice Derrington, Co-Chair
Email: pad216@columbia.edu
Phone: 212-851-5873

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

Academic Membership Committee

Patrice Derrington, Co-chair
Email: pad216@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
Email: drmargot@drmargotweinstein.com
Phone: 312-664-4849

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

Education Committee

Karen McGrath, Vice-Chair
Email: km McGrath1345@gmail.com
Phone: 979-220-1247

Michael Daams, Vice-Chair
Email: m.n.daams@rug.nl

Finance Committee

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

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

Future Leaders Committee

Philippe Belanger, Chair
Email: fil.belanger@hotmail.com

Jeffrey DiBartolomeo, Vice-Chair
Email: jeffrey.dibartolomeo@maine.edu

Governance Committee

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

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

Journal Rankings

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 Sponsor Committee

James Young, Chair
Email: jyoung4@uw.edu
Phone: 206-685-7088

Erik Devos, Chair
Email: hdeivos@utep.edu
Phone: 915-747-7770

Manuscript Prize Judging Committee

Philip Seagreaves, Chair
Email: philip.seagreaves@mtsu.edu
Phone: 615-898-5750

Meeting Committee

Bennie Waller, Chair
Email: bdwalleron@uw.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 Sah, Vice-Chair
Email: vivek.sah@du.edu
Phone: 702-895-1660

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

Alan Tidwell, Vice-Chair
Email: oatidwell@cba.ua.edu
Phone: 702-895-1660

Publication Committee

Kim Goodwin, Chair
Email: kimberly.goodwin@usm.edu
Phone: 601-898-5750

Recognition Awards Committee

Philip Seagreaves, Chair
Email: philip.seagreaves@mtsu.edu
Phone: 615-808-0376

Research Committee

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

Andrew Sanderford, Co-Chair
Email: ars4@virginia.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: mmcfc@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: msmdrman@memphis.edu
Phone: 901-545-9747
American Real Estate Society
2022 PREMIUM SPONSOR MEMBERS

PRESIDENT’S COUNCIL
- Appraisal Institute (AI)
- Barings Real Estate Advisers, LLC
- CoStar Group
- Florida Atlantic University
- Institutional Real Estate, Inc.
- Longwood University
- Royal Institution of Chartered Surveyors (RICS)
- The Center for Financial Responsibility at Longwood University
- Zillow Group
- Jones Laing LaSalle

REGENTS
- Altus Group/ARGUS Software
- Building Owners & Managers Association (BOMA) International
- Carter Real Estate Center, College of Charleston
- Counselors of Real Estate (CRE)
- Daniel M. DiLella Center for Real Estate - Villanova University
- Department of Real Estate & Runstad Center, University of Washington
- Dr. P. Phillips School of Real Estate - University of Central Florida
- Hollo School of Real Estate – Florida International University
- Institute of Real Estate Management (IREM)
- International Council of Shopping Centers (ICSC)
- Jerome Bain Real Estate Institute - Florida International University
- LaSalle Investment Management
- National Association of Real Estate Investment Trusts (NAREIT)
- National Investment Center for the Seniors Housing & Care, Inc. (NIC)
- OnCourse Learning
- Real Capital Analytics (RCA)
- Real Estate Financial Modeling, LLC
- Sarasota Capital Strategies (SCS)
- The Mueller Cycle & Sustainability Fund
- Trepp, LLC
- UBS
- University of Maryland - Colvin Institute of Real Estate Development
- USAA Real Estate Company
- Yardi Systems, Inc.

SPONSORS
- Bergstrom Center for Real Estate Studies – University of Florida
- California Association of REALTORS®
- CCIM Institute
- CoreNet Global
- Dearborn Real Estate Education
- Goodman Center for Real Estate – Lehigh University
- Greenfield Advisors, LLC
- Johns Hopkins - Carey Business School - Edward St. John Real Estate Program
- Kornblau Real Estate Program - Virginia Commonwealth University
- Marquette University - Center for Real Estate
- Master of Real Estate Development Program - Clemson University
- NAIOP The Commercial Real Estate Development Association
- National Apartment Association Education Institute
- National Association of Realtors
- National Multifamily Housing Council (NMHC)
- NYU Schack Institute of Real Estate
- Real Estate Career Academy
- Real Estate Center at DePaul University
- Sage Computing
- SynerMark Properties, Inc.
- The Corky McMillin Center for Real Estate – San Diego State University
- The Murray H. Goodman Center for Real Estate Studies - Lehigh University
- The University of Arizona - School of Landscape Architecture and Planning – CAPLA
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

2022 BENEFACORS

<table>
<thead>
<tr>
<th>Name</th>
<th>University/Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>David Funk</td>
<td>Capstone Properties Ltd.</td>
</tr>
<tr>
<td>John Kilpatrick</td>
<td>Greenfield Advisors, LLC</td>
</tr>
<tr>
<td>Mark L. Levine</td>
<td>University of Denver</td>
</tr>
<tr>
<td>Christopher A. Manning</td>
<td>Loyola Marymount University</td>
</tr>
<tr>
<td>Stephen A. Pyhrr</td>
<td>SynerMark Properties, Inc.</td>
</tr>
<tr>
<td>Philip A. Seagraves</td>
<td>Middle Tennessee State University</td>
</tr>
<tr>
<td>Alan Tidwell</td>
<td>University of Alabama</td>
</tr>
</tbody>
</table>

2022 DISTINGUISHED FELLOWS

<table>
<thead>
<tr>
<th>Name</th>
<th>Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Justin D. Benefield</td>
<td>Auburn University</td>
</tr>
<tr>
<td>Prashant Kumar Das</td>
<td>Ecole Hôtelière de Lausanne</td>
</tr>
<tr>
<td>Karl L. Guntermann</td>
<td>Arizona State University/Retired</td>
</tr>
<tr>
<td>Michael J. Highfield</td>
<td>Mississippi State University</td>
</tr>
<tr>
<td>Michael LaCour-Little</td>
<td>Fannie Mae</td>
</tr>
<tr>
<td>Willard McIntosh</td>
<td>USAA Real Estate Company</td>
</tr>
<tr>
<td>Robert A. Simons</td>
<td>Cleveland State University</td>
</tr>
<tr>
<td>Michael C. Truebestein</td>
<td>University of Lucerne</td>
</tr>
<tr>
<td>Bing Wang</td>
<td>Harvard University</td>
</tr>
<tr>
<td>John E. Williams</td>
<td>Morehouse College/Retired</td>
</tr>
<tr>
<td>James Young</td>
<td>University of Washington</td>
</tr>
</tbody>
</table>

2022 FELLOWS

<table>
<thead>
<tr>
<th>Name</th>
<th>Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>John S. Baen</td>
<td>University of North Texas</td>
</tr>
<tr>
<td>Edward A. Baryl</td>
<td>East Tennessee State University</td>
</tr>
<tr>
<td>Eli Beracha</td>
<td>Florida International University</td>
</tr>
<tr>
<td>Marvin F. Christensen</td>
<td>Deutsche Asset Management</td>
</tr>
<tr>
<td>Pernille Christensen</td>
<td>University of Technology Sydney</td>
</tr>
<tr>
<td>J. Reid Cummings</td>
<td>University of South Alabama</td>
</tr>
<tr>
<td>Charles Delaney</td>
<td>Baylor University</td>
</tr>
<tr>
<td>James R. DeLisle</td>
<td>University of Missouri</td>
</tr>
<tr>
<td>Sofia Dermisi</td>
<td>University of Washington</td>
</tr>
<tr>
<td>Jan deRoos</td>
<td>Cornell University</td>
</tr>
<tr>
<td>Geoffrey Dohrmann</td>
<td>Institutional Real Estate Inc.</td>
</tr>
<tr>
<td>Jeremy Gabe</td>
<td>University of San Diego</td>
</tr>
<tr>
<td>Karen Gibler</td>
<td>Georgia State University/Retired</td>
</tr>
<tr>
<td>Bruce Gordon</td>
<td>University of North Alabama</td>
</tr>
<tr>
<td>Thomas W. Hamilton</td>
<td>Roosevelt University</td>
</tr>
<tr>
<td>William G. Hardin, III</td>
<td>Florida International University</td>
</tr>
<tr>
<td>Jack Harris</td>
<td>Texas A&amp;M University/Retired</td>
</tr>
<tr>
<td>Forrest E. Huffman</td>
<td>Temple University/Retired</td>
</tr>
<tr>
<td>L. Jide Iwarere</td>
<td>Howard University</td>
</tr>
<tr>
<td>Ken H. Johnson</td>
<td>Florida Atlantic University</td>
</tr>
<tr>
<td>Daniel Kohlhepp</td>
<td>Johns Hopkins University</td>
</tr>
<tr>
<td>Steven P. Laposa</td>
<td>Laposa Realty Advisors, LLC</td>
</tr>
<tr>
<td>Joseph B. Lipscomb</td>
<td>Texas Christian University</td>
</tr>
<tr>
<td>Emil E. Malizia</td>
<td>University of North Carolina at Chapel Hill</td>
</tr>
<tr>
<td>Graeme Newell</td>
<td>University of Western Sydney-Hawkesbury</td>
</tr>
<tr>
<td>Peter Oppenheimer</td>
<td>University of North Carolina</td>
</tr>
<tr>
<td>Rudy R. Robinson, III</td>
<td>Austin Valuation Consultants, Ltd.</td>
</tr>
<tr>
<td>Spenser J. Robinson</td>
<td>Central Michigan University</td>
</tr>
<tr>
<td>Mauricio Rodriguez</td>
<td>Texas Christian University</td>
</tr>
<tr>
<td>Ronald C. Rutherford</td>
<td>University of South Florida</td>
</tr>
<tr>
<td>Andrew R. Sanderford</td>
<td>University of Virginia</td>
</tr>
<tr>
<td>G. Stacy Sirmans</td>
<td>Florida State University</td>
</tr>
<tr>
<td>Stace Sirmans</td>
<td>Auburn University</td>
</tr>
<tr>
<td>Mark A. Sunderman</td>
<td>University of Memphis</td>
</tr>
<tr>
<td>Grant Ian Thrall</td>
<td>Business Geography Advisors</td>
</tr>
<tr>
<td>Ko Wang</td>
<td>The Johns Hopkins Carey Business School</td>
</tr>
<tr>
<td>H. Shelton Weeks</td>
<td>Florida Gulf Coast University</td>
</tr>
<tr>
<td>Margot B. Weinstein</td>
<td>MW Leadership Consultants, LLC</td>
</tr>
<tr>
<td>Daniel T. Winkler</td>
<td>University of North Carolina-Greensboro</td>
</tr>
<tr>
<td>Kimberly Winson-Geldeman</td>
<td>University of Melbourne</td>
</tr>
<tr>
<td>Elaine M. Worzala</td>
<td>Clemson University</td>
</tr>
</tbody>
</table>
**ARES 2022-2023 APPOINTED POSITIONS**

**Associate Executive Director, Research and Manuscript Prizes**

Christopher Manning*, Loyola Marymount University

Director of Development  
Director of International Liaison  
Director of Placement  
Director, Critical Issues Seminar  
Doctoral Seminar Director  
Elections Officer  
Newsletter Editor  
President, Alpha Sigma Gamma  
Webmaster

Stephen A. Pyhrr*, SynerMark Properties, Inc.  
Eamonn D’Arcy, University of Reading  
Jessica Taylor, Villanova University  
Stephen A. Pyhrr*, SynerMark Properties, Inc.  
Will McIntosh, USAA Real Estate  
Jeremy Gabe, University of San Diego  
Sean Salter, Middle Tennessee State University  
Julia Freybote, Portland State University  
Stephanie Yates, University of Alabama-Birmingham  
Mark Sunderman, University of Memphis

**EDITORS**

Co-Editors, *JRE*  
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  
Philip Seagraves, Co-Editor, Middle Tennessee State University  
Cliff Lipscomb, Managing Editor, Bartow Street Capital LLC  
Chris Cain, Associate Editor, University of Oklahoma

Co-Editors, *JHR*  
Michael LaCouv-Little, Editor, Fannie Mae  
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, Ahmedabad (IIMA), India  
Hilde Remoy, Associate Editor, Delft University of Technology, Netherlands

**PROFESSIONAL POSITIONS**

Publications Coordinator and Associate Director  
Andrew Frisbie, Ph.D

Assistant Director - IT & Member Services Support  
Lucas Strevig

Marketing & Design Associate  
Brooke Garrett

*Past President
ARES 2022-2023 Leadership Positions

ELECTED OFFICERS

President+ ................................................................. Kimberly Goodwin, University of Southern Mississippi
President Elect+ ............................................................... Spencer Robinson, Central Michigan University
VP & Program Chair+ ...................................................... Vivek Sah, 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 Company
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, University of Alabama
Ombudsman ........................................................................ Open
Parliamentarian .................................................................... Sean Salter, Middle Tennessee State University
Secretary++ ............................................................... Reid Cummings, University of South Alabama
Treasurer++ ............................................................... Chris Mothorpe, College of Charleston

+ Voting member of the Executive Committee. ++Non-voting member of the Executive Committee. *Past President

ARES BOARD OF DIRECTORS

Michael J. Highfield (2018-2023) Mississippi State University
Pernille Christensen (2018-2023) University of Technology – Sydney
Anthony Pennington-Cross (2018-23) Marquette University
Ken Johnson (2019-2024) Florida Atlantic 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 Ledtin (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

IRES BOARD REPRESENTATIVES

EXECUTIVE DIRECTOR: Karen Gibler, Georgia State University
Jeremy Gabe, University of San Diego (2018-2021)
Velma Zahirowic-Herbert, University of Memphis (2019-2022)
Dustin Read, Clemson University (2020-2023)
James Young, University of Washington (2021-2024)

2021-2022 JAMES R. WEBB ARES FOUNDATION

Executive Director ............................................................ Elaine Worzala*, Clemson University
Treasurer ................................................................. Michael J. Highfield*, Mississippi State University
Director of Development ........................................... Drew Sanderford, University of Virginia
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*

*Past President
2023 MEMBERSHIP DUES


<table>
<thead>
<tr>
<th>MEMBERSHIP</th>
<th>PRINT MEDIA</th>
<th>ELECTRONIC</th>
<th>BOTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>CORPORATE</td>
<td>☐ $675</td>
<td>☐ $600</td>
<td>☐ $700</td>
</tr>
<tr>
<td>PROFESSIONAL</td>
<td>☐ $375</td>
<td>☐ $300</td>
<td>☐ $400</td>
</tr>
<tr>
<td>ACADEMIC</td>
<td>☐ $175</td>
<td>☐ $135</td>
<td>☐ $200</td>
</tr>
<tr>
<td>ADJUNCT OR RETIRED</td>
<td>☐ $105</td>
<td>☐ $85</td>
<td>☐ $145</td>
</tr>
<tr>
<td>STUDENT</td>
<td>☐ $25</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>REGISTRATION</th>
<th>BEFORE FEBRUARY 1, 2023</th>
<th>AFTER FEBRUARY 1, 2023</th>
<th>ON SITE REGISTRATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROFESSIONAL</td>
<td>☐ $700</td>
<td>☐ $750</td>
<td>☐ $800</td>
</tr>
<tr>
<td>ACADEMIC</td>
<td>☐ $485</td>
<td>☐ $525</td>
<td>☐ $565</td>
</tr>
<tr>
<td>STUDENT, ADJUNCT, RETIRED, OR VIRTUAL ATTENDEE</td>
<td>☐ $215</td>
<td>☐ $250</td>
<td>☐ $250</td>
</tr>
<tr>
<td>COMpanion/Spouse</td>
<td>☐ $140</td>
<td>☐ $160</td>
<td>☐ $160</td>
</tr>
</tbody>
</table>

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 | ☐ $250  | ☐ $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

METHOD OF PAYMENT

☐ Check (payable to ARES)
☐ Visa  ☐ MasterCard  ☐ Am Express
CARD NAME (PRINT)

AUTH. SIGNATURE:

TOTAL AMOUNT: $

CARD #: 

EXP. DATE: CVV/CVS#