

Dr. Michael J. Seiler

**Director of the Institute for Behavioral and Experimental Real Estate (IBERE)
& Professor of Finance and Robert M. Stanton Endowed Chair of Real Estate**

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RESEARCH AREAS OF INTEREST

Behavioral Real Estate, Experimental Real Estate, Portfolio Management, and Brokerage

TEACHING EXPERIENCE

Professor, Director, and Endowed Chair: Real Estate Finance, Principles of Real Estate, College of Business, Department of Finance, Old Dominion University, Norfolk, Virginia.

Professor & Endowed Chair. 2008-present.

Director of the Institute for Behavioral and Experimental Real Estate Research (IBERE)

Visiting Professor: Real Estate Capital Markets (Graduate), Johns Hopkins University, Baltimore, MD. Summer 2011.

Visiting Fellow: Derivatives (Graduate/Honors Undergraduate), Investments (Graduate Program), The Australian National University, Canberra, Australia, Summers, 2000-2007.

Professor: Real Estate Finance (MBA/Undergraduate), Investment Portfolio Analysis (MBA), Capstone Professional Paper Seminar (MBA Thesis course), Financial Management & Strategy (MBA), Financial Management (Undergraduate), College of Business, Department of Finance & Real Estate, Hawaii Pacific University, Honolulu, Hawaii.

Program Chair, Finance & Real Estate. 2006-2008.

Professor, 2006-2008. Associate Professor, 2001-2006. Assistant Professor, 1997-2001.

PUBLISHED STUDIES

[92] **Seiler, Michael J.**, Vicky L. Seiler, Mark A. Lane, and David M. Harrison, "Fear, Shame, and Guilt: Economic and Behavioral Motivations for Strategic Default," *Real Estate Economics*, forthcoming.

[91] **Seiler, Michael J.**, Mark A. Lane, and David M. Harrison, "Mimetic Herding Behavior and the Decision to Strategically Default," *Journal of Real Estate Finance and Economics*, forthcoming.

[90] Gangel, Marshall, **Michael J. Seiler**, and Andrew J. Collins, "Exploring the Foreclosure Contagion Effect Using Agent-Based Modeling," *Journal of Real Estate Finance and Economics*, forthcoming.

[89] Harrison, David M., Christine Panasian, **Michael J. Seiler**, 2011, "Further Evidence on the Capital Structure of REITs," *Real Estate Economics*, 39:1, 133-166.

www.bpa.odu.edu/bpa/faculty/seiler.shtml

[88] Voicu, Cristian, and **Michael J. Seiler**, “Deriving Optimal Portfolios for Hedging Housing Risk,” *Journal of Real Estate Finance and Economics*, forthcoming.

[87] Gangel, Marshall, **Michael J. Seiler**, and Andrew J. Collins, “Latin Hypercube Sampling and the Identification of the Foreclosure Contagion Threshold,” *Journal of Behavioral Finance*, forthcoming.

[86] Sun, Hua, and **Michael J. Seiler**, “Hyperbolic Discounting, Reference Dependence and its Implications for the Housing Market,” *Journal of Real Estate Research*, forthcoming.

[85] **Seiler, Michael J.**, Vicky L. Seiler, David M. Harrison, and Mark A. Lane, “Familiarity Bias and Perceived Future Home Price Movements,” *Journal of Behavioral Finance*, forthcoming.

[84] Dempsey, Stephen J., David M. Harrison, Kimberly F. Lichtenberg, and **Michael J. Seiler**, “Financial Opacity and Firm Performance: The Readability of REIT Annual Reports,” *Journal of Real Estate Finance and Economics*, forthcoming.

[83] **Seiler, Michael J.**, “Forward and Falsely Induced Reverse Information Cascades,” *Journal of Behavioral Finance*, forthcoming.

[82] **Seiler, Michael J.**, Poornima Madhavan, and Molly Liechty, “Toward an Understanding of Real Estate Homebuyer Internet Search Behavior: An Application of Ocular Tracking Technology,” *Journal of Real Estate Research*, forthcoming.

[81] **Seiler, Michael J.**, Vicky L. Seiler, and Mark A. Lane, 2012, “Mental Accounting and False Reference Points in Real Estate Investment Decision Making,” *Journal of Behavioral Finance*, 13:1, forthcoming.

[80] Pyhrr, Stephen A., **Michael J. Seiler**, and Larry E. Wofford, 2011, “Influencing Real Estate Thought and Decision-Making Through Research and Education: The Past, Present, and Future of ARES,” *Journal of Real Estate Research*, 33:2, 127-178.

[79] **Seiler, Michael J.**, and David M. Harrison, “Perceived Versus Actual Susceptibility to Normative Influence in the Presence of Defaulting Landlords,” *Review of Behavioral Finance*, forthcoming.

[78] Voicu, Cristian, and **Michael J. Seiler**, 2011, “Deriving the Rent versus Buy Decision in the Absence of Expected Home Price Appreciation or Risk Premia” *Journal of Housing Research*, forthcoming.

[77] Harrison, David M., Kimberly F. Lichtenberg, and **Michael J. Seiler**, 2011, “REIT Performance and Lines of Credit,” *Journal of Real Estate Portfolio Management*, 17:1, 1-14.

- [76] **Seiler, Michael J.**, Mark A. Lane, Vicky L. Seiler, 2011, "The Psychology Behind Why Underwater Investment Properties are Not Listed for Sale," *Advances in Behavioral Finance & Economics*, 1:2, 60-83.
- [75] Harrison, David M., and **Michael J. Seiler**, 2011, "The Political Economy of Green Industrial Warehouses," *Journal of Sustainable Real Estate*, forthcoming.
- [74] Mankert, Charlotta, and **Michael J. Seiler**, "Behavioral Finance and its Implication in the use of the Black-Litterman Model," *Journal of Real Estate Portfolio Management*, forthcoming.
- [73] Lane, Mark A., **Michael J. Seiler**, and Vicky L. Seiler, 2011, "Identifying Behavioral Explanations for a Subset of the Real Estate Shadow Market," *Journal of Housing Research*, 20:2, 191-210.
- [72] Mankert, Charlotta, and **Michael J. Seiler**, 2011, "Mathematical Derivations and Practical Implications for the use of the Black-Litterman Model," *Journal of Real Estate Portfolio Management*, 17:2, 139-159.
- [71] Harrison, David M., and **Michael J. Seiler**, 2011, "The Political Economy of Green Building," *Journal of Property Investment and Finance*, 29:4&5, 551-564.
- [70] **Seiler, Michael J.**, and Charles J. Miller, 2011, "Building a Green Home Fit for a President," *Journal of Real Estate Practice and Education*, 14:1, 89-109.
- [69] Pyhrr, Stephen A., **Michael J. Seiler**, and Larry E. Wofford, 2011, "A Supplemental Account of the History of the American Real Estate Society," *Journal of Real Estate Literature*, 19:2, 237-281.
- [68] Weinstein, Margot B., David M. Harrison, and **Michael J. Seiler**, "How to Resolve a Chapter 11 Bankruptcy Involving Distressed Real Estate Assets," *Journal of Real Estate Practice and Education*, forthcoming.
- [67] **Seiler, Michael J.** and Vicky L. Seiler, 2010, "Mitigating Investor Risk-Seeking Behavior in a Down Real Estate Market," *Journal of Behavioral Finance*, 11:3, 161-167.
- [66] Dempsey, Stephen J., David M. Harrison, Kimberly F. Luchtenberg, and **Michael J. Seiler**, 2010, "Contingent Choice Behavioral Models in the Presence of Information Uncertainty," *Journal of Real Estate Portfolio Management*, 16:3, 289-399.
- [65] Seiler, Vicky L., **Michael J. Seiler**, Aaron D. Arndt, Graeme Newell, and James R. Webb, 2010, "Measuring Service Quality with Instrument Variation in an SEM Framework," *Journal of Housing Research*, 19:1, 47-63.
- [64] **Seiler, Michael J.**, Vicky L. Seiler, David M. Harrison, and Kimberly F. Luchtenberg, 2009, "The Role of Profit, Law, and Ethics in Residential Real Estate Investments," *Journal of Real Estate Practice and Education*, 12:2, 157-171.

- [63] **Seiler, Michael J.** and Vicky L. Seiler, 2009, "ETF Short Shares: The Next Stage in the Evolution of REIT Ownership," *Journal of Real Estate Portfolio Management*, 15:1, 21-31.
- [62] **Seiler, Michael J.**, Vicky L. Seiler, Stefan Traub, and David M. Harrison, 2008, "Regret Aversion and False Reference Points in Residential Real Estate," *Journal of Real Estate Research*, 30:4, 461-474.
- [61] **Seiler, Michael J.**, Vicky L. Seiler, Stefan Traub, and David M. Harrison, 2008, "Familiarity Bias and the Status Quo Alternative," *Journal of Housing Research*, 17:2, 139-154.
- [60] Seiler, Vicky L., **Michael J. Seiler**, Daniel T. Winkler, Graeme Newell, and James R. Webb, 2008, "Service Quality Dimensions in Residential Real Estate Brokerage," *Journal of Housing Research*, 17:2, 101-117.
- [59] **Seiler, Michael J.**, and Vicky L. Seiler, 2007, "An Investigation of Real Estate Investment Decision-Making Practices," *Journal of Real Estate Practice and Education*, 10:2, 209-222.
- [58] Seiler, Vicky L., **Michael J. Seiler**, and James R. Webb, 2006, "Impact of Homebuyer Characteristics on Service Quality in Real Estate Brokerage," *International Real Estate Review*, Winter, 9:1, 44-61.
- [57] **Seiler, Michael J.**, and Vicky L. Seiler, 2005, "Realistic Portfolio Allocation Decision-Making for the Small U.S. Retail Investor," *Journal of Real Estate Finance and Economics*, November, 31:3, 319-330.
- [56] Hwang, Eun Sun, Vicky L. Seiler and **Michael J. Seiler**, 2005, "Multinational Companies' Real Asset Ownership and Its Impact on Diversification," *Journal of Corporate Real Estate*, 7:4, 326-338.
- [55] **Seiler, Michael J.**, David M. Harrison, Pim Van Vliet, and Kit Ching Yeung, 2005, "Return Characteristics of SO and NSO Chinese A-Shares," *Financial Review*, 40:4, November, 533-548.
- [54] Webb, James R., and **Michael J. Seiler**, 2003, "Home Inspections and the Real Estate Licensee," *Journal of Real Estate Practice and Education*, 6:2, 217-224.
- [53] Bond, Michael T., Vicky L. Seiler, and **Michael J. Seiler**, 2003, "The Effects of Multicultural Diversity in Real Estate Brokerage," *Journal of Real Estate Research*, 25:4, 529-542.
- [52] **Seiler, Michael J.**, Soon Tat Lee, and Vicky L. Seiler, 2003, "International Unsecuritized Real Estate: A Comparison Between NCREIF (US) and MTB-IKOMA (Japan)," *Property Management*, 21:1, 63-81.
- [51] Bond, Michael T., Vicky L. Seiler, and **Michael J. Seiler**, 2002, "Residential Real Estate Prices: A Room with a View," *Journal of Real Estate Research*, 23:1/2, 129-137.

[50] Leong, Clint Tan Chee, **Michael J. Seiler**, and Mark Lane, 2002, "Explaining Apparent Stock Market Anomalies: Irrational Exuberance or Archetypal Human Psychology?," *Journal of Wealth Management*, Spring, 4:4, 8-23.

[49] **Seiler, Michael J.**, 2001, "Using Technical analysis to Manage a REIT Portfolio – Parabolic," *Traders' Advantage*, Spring.

[48] Webb, James R., and **Michael J. Seiler**, 2001, "Why Enter the Real Estate Sales Business," *Real Estate Issues*, 26:3, 76-83.

[47] **Seiler, Michael J.**, Arjun Chatrath, and James R. Webb, 2001, "Real Asset Ownership and the Risk and Return to Stockholders," *Journal of Real Estate Research*, 22:1/2, 199-212.

[46] **Seiler, Michael J.**, James R. Webb and F.C. Neil Myer, 2001, "Can Private Real Estate Portfolios Be Rebalanced/Diversified Using Equity REIT Shares?," *Journal of Real Estate Portfolio Management*, 7:1, 25-41.

[45] **Seiler, Michael J.**, 2001, "Using Technical analysis to Manage a REIT Portfolio – MACD," *Traders' Advantage*, Spring.

[44] **Seiler, Michael J.**, Vicky L. Seiler, and Michael T. Bond, 2001, "Uses of Information Technology in the Real Estate Brokerage Industry," *Real Estate Issues*, Spring, 26:1, 43-52.

[43] **Seiler, Michael J.**, 2001, "Using Technical analysis to Manage a REIT Portfolio – The RSI Oscillator," *Traders' Advantage*, Spring.

[42] **Seiler, Michael J.**, Michael T. Bond, and Vicky L. Seiler, 2001, "The Impact Of World Class Great Lakes Water Views On Residential Property Values," *Appraisal Journal*, July, 69:3, 287-295.

[41] **Seiler, Michael J.**, 2000, "The Efficacy of Event-Study Methodologies: Measuring EREIT Abnormal Performance Under Conditions of Induced Variance," *Journal of Financial and Strategic Decisions*, 13:1, 101-112.

[40] Bond, Michael T., **Michael J. Seiler**, Vicky L. Seiler, and Ben Blake, 2000, "Uses of Websites For Effective Real Estate Marketing," *Journal of Real Estate Portfolio Management*, 6:2, 203-210.

[39] Johansson, Fredrik, **Michael J. Seiler**, and Mikael Tjarnberg, "Measuring Downside Portfolio Risk: All VaRs For Equities Are NOT Equal," *Journal of Portfolio Management*, Fall 1999, 26:1, 96-107.

[38] **Seiler, Michael J.**, James R. Webb, and F.C. Neil Myer, 1999, "Diversification Issues In Real Estate Investment," *Journal of Real Estate Literature*, 7:2, 15-31.

[37] Harrison, David M., and **Michael J. Seiler**, 1999, "Is Community Reinvestment Act (CRA) Lending Profitable?: Evidence From Rating Changes," *Managerial Finance*, 25:7, 3-18.

[36] **Seiler, Michael J.**, James R. Webb and F.C. Neil Myer, 1999, "Are EREITs Real Estate?," *Journal of Real Estate Portfolio Management*, 5:2, 171-181.

[35] Liang, Youguo, **Michael J. Seiler**, and Arjun Chatrath, 1998, "Are REIT Returns Hedgeable?," *Journal of Real Estate Research*, 16:1, 87-97.

[34] Bond, Michael T., and **Michael J. Seiler**, 1998, "Real Estate Returns and Inflation: An Added Variable Approach," *Journal of Real Estate Research*, 15:3, 327-338.

[33] Sockel, Hy, **Michael J. Seiler**, and Howard Pu, 1996, "Neural Networks: New Computer Models Standardize Residential Real Estate Pricing," *Appraisal Review*, Spring, 17-19.

WORKING PAPERS

Harrison, David M., Will D. Burge, and Michael J. Seiler, "The Paradox of Judicial Foreclosure: Collateral Value Uncertainty and Mortgage Rates." (Accepted for presentation at the FSU 2011 Research Symposium, *Government Intervention and Its Effect on Real Estate Markets*, and therefore submitted at *Journal of Real Estate Finance and Economics*).

Seiler, Michael J., Andrew J. Collins, and Nina H. Fefferman, "Strategic Mortgage Default in the Context of a Social Network," (under review at *Real Estate Economics*).

Cashman, George D., David M. Harrison, and Michael J. Seiler, "Advisor Choice in Asia-Pacific Property Markets." (revise and resubmit at *Journal of Real Estate Finance and Economics*).

Seiler, Michael J., Mark A. Lane, Vicky L. Seiler, and David M. Harrison, "Can Real Estate Agents Influence Homebuyer Property Perceptions Through Their Appearance and Hyperbolic Rhetoric?" (under review at *Journal of Behavioral Finance*).

Luchtenberg, Kimberly F. "The Effect of Exogenous Information Signal Strength on Herding," (under review at *Journal of Financial Research*).

Harrison, David M., Andrea A. Heuson, and Michael J. Seiler, "Decomposing Underwriting Spreads for GSEs and Frequent Issuer Financial Firms," (under review at *Journal of Real Estate Research*).

Luchtenberg, Kimberly F. "Do Institutional and Individual Investors Differ in Their Preference for Financial Skewness?," (under review at *Financial Review*).

Voicu, Cristian, and Michael J. Seiler, "Calibrating the Inputs of Optimal Portfolios using CME Housing Futures," (under review at *Journal of Real Estate Portfolio Management*).

Seiler, Michael J., Poornima Madhavan, and Molly Liechty, "Ocular Tracking and the Behavioral Effects of Negative Externalities on Market Prices and Opinion," (revise and

resubmit at *Journal of Housing Research*).

OTHER PUBLISHED STUDIES

[32] **Seiler, Michael J.**, and Vicky L. Seiler, 2004, "Insiders' Look Into The Publication Process For Finance Journals," *Journal of Financial Education*, 30, Spring, 1-17.

[31] Tuluca, Sorin A., Burton Zwick, and **Michael J. Seiler**, 2003, "International Versus U.S. Sector Diversification Strategies in the Wake of the Asian Crisis," *American Business Review*, Spring, 21:1, 67-74.

[30] Cook, Tharan L., **Michael J. Seiler**, and Sorin A. Tuluca, 2003, "Murphy's Law? An Examination of the Growth Flow Valuation Method for Technology Stocks," *Journal of Wealth Management*, 5:4, Spring, 50-56.

[29] Seiler, Vicky L., Sheauhsing Hsieh, **Michael J. Seiler**, and Chiali Amber Hsieh, 2002, "Modeling Travel Expenditures for Taiwanese Tourism," *Journal of Travel and Tourism Marketing*, 13:4, 47-60.

[28] Seiler, Vicky L., and **Michael J. Seiler**, 2002, "Professors Who Make the Grade," *Review of Business*, Spring, 23:2, 39-44.

[27] Shi, Stella Wei Wei, and **Michael J. Seiler**, 2002, "Growth and Value Style Comparisons of U.S. Stock Mutual Funds," *American Business Review*, January, 20:1, 25-32.

[26] **Seiler, Michael J.**, 2001, "The Psychological Motivation Behind Anomalous Holiday and Special Closing Return Patterns: An Investigation through Trading Volume," *Southern Business and Economic Journal*, 24:3, Summer, 155-174.

[25] **Seiler, Michael J.**, 2001, "Optimizing Technical Trading Strategies: Making the Ludicrous Lucrative," *American Business Review*, June, 19:2, 20-25.

[24] Bengtsson, Thomas, and **Michael J. Seiler**, 2001, "Stock Market Bubbles: Do Some Industries Gain at the Expense of Others?," *Journal of Wealth Management*, Winter, 4:3, 50-57.

[23] Yiu, Chloe, and **Michael J. Seiler**, 2001, "Does Consumer Spending Relate To World Stock Market Performance?," *China & World Economy*, 9:5, 47-52.

[22] Lai, Mun Sim, and **Michael J. Seiler**, 2001, "Is Your Portfolio Over-Weighted? Know When To Say When," Spring, *Journal of Wealth Management*, Spring, 3:4, 19-28.

[21] Solodar, Oleg, and **Michael J. Seiler**, 2001, "Are HOLDRs A Piece of the Closed-End Fund Puzzle?," *Journal of Investing*, Summer, 10:2, 65-71.

[20] Tejapaibul, Rarin, and **Michael J. Seiler**, 2001, "After Hours Trading And The Individual Investor," Spring, *Journal of Wealth Management*, Spring, 3:4, 69-78.

- [19] **Seiler, Michael J.**, and Vicky L. Seiler, 2000, "The Ultimate In Student Investment Clubs: Putting Your Money Where Your Mouth Is," *Review of Business*, Winter, 21:4, 53-57.
- [18] Chen, Ai-Lin, and **Michael J. Seiler**, 2000, "Do Taxes Affect the Performance Rankings of Mutual Funds?," *Journal of Wealth Management*, Winter, 3:3, 53-60.
- [17] **Seiler, Michael J.**, and Vicky L. Seiler, 2000, "Foreign Direct Investment: Beyond the Year 2000," *Business Journal*, Fall-Spring, 15:2, 9-14.
- [16] Hentze, Staffan, and **Michael J. Seiler**, 2000, "An Examination of the Lead/Lag Relationship Between the Option Market and the Stock Market: Where Do We Stand?," *Quarterly Journal of Business and Economics*, Winter, 39:1, 35-48.
- [15] **Seiler, Michael J.**, Vicky L. Seiler, and Dalen Chiang, 1999, "Professor, Student, and Course Attributes That Contribute to Successful Teaching Evaluations," *Financial Practice and Education*, Fall/Winter, 9:2, 91-99.
- [14] Izzo, George, and **Michael J. Seiler**, 1999, "An Investigation of the Incidence of Insider Criminal Activity in RTC Resolved S&L's," *Managerial Finance*, 25:7, 31-37.
- [13] Tuluca, Sorin A., **Michael J. Seiler**, James R. Webb, and F.C. Neil Myer, 1998, "Cointegration in Return Series and Its Effect on Short-Term Prediction," *Managerial Finance*, 24:8, 48-63.
- [12] **Seiler, Michael J.**, 1998, "The Holiday Anomaly - An Implicit Test of Market Efficiency," *Southern Business and Economic Journal*, 22:1, 45-58.
- [11] **Seiler, Michael J.**, Peter Shyu, and J.L. Sharma, 1998, "Do Changes in the Discount Rate and FED Funds Rate Affect Financial Market Returns," *Managerial Finance*, 24:8, 16-25.
- [10] Chatrath, Arjun, and **Michael J. Seiler**, 1997, "Capital Budgeting and the Stochastic Cost of Capital," *Managerial Finance*, 23:9, Fall, 16-23.
- [9] **Seiler, Michael J.**, and Rinjai Chakornpipat, 1997, "Biases in Computing Long Term Returns in Event Studies," *American Business Review*, January, 106-112.
- [8] **Seiler, Michael J.**, 1997, "The Special Closing Effect: Abnormal Returns Following Special Closings of the NYSE," *Southwest Oklahoma Economic Review*, 16, 18-25.
- [7] Seiler, Vicky L., **Michael J. Seiler**, and Dalen Chiang, 1997, "How Do Professor and Course Characteristics Affect Teaching Evaluations and Perceived Student Learning?," *Journal of Financial Education*, 23, Spring, 47-54.
- [6] **Seiler, Michael J.**, 1997, "Historical Pre and Post Special Closing Effects," *Studies in Economics and Finance*, Fall, 18:1, 59-73.

[5] **Seiler, Michael J.**, 1997, "Stock Market Inefficiency: Fortune or Fortuity?," *Review of Business*, 18:4, Summer, 16-18.

[4] **Seiler, Michael J.**, and Walter Rom, 1997, "A Historical Analysis of Market Efficiency: Do Historical Returns Follow a Random Walk?," *Journal of Financial and Strategic Decisions*, Summer, 10:2, 49-57.

[3] **Seiler, Michael J.**, 1996, "Abnormal Return Behavior Surrounding Special Closings of the NYSE," *American Business Review*, January, 11-17.

[2] **Seiler, Michael J.**, 1996, "Adverse Selection in Capital Budgeting Decision Making," *Management Research News*, 19:8, 61-67.

[1] **Seiler, Michael J.**, 1995, "Cost-of-Capital Computation Key to Profitable Decisions," *Corporate Cashflow*, November, 68-70.

PUBLISHED BOOKS

Seiler, Michael J., "Performing Financial Studies: A Methodological Cookbook," 2004. Prentice Hall. Upper Saddle River, NJ. First Edition. ISBN 0-13-047981-0. This book has been translated into Chinese and is currently being sold throughout China.

Seiler, Michael J., "Case Studies in Finance," 2007, 2005, 2002, 1999. Addison Wesley Longman. Reading, MA. Fourth Edition. Sold with Lawrence Gitman's Principles of Managerial Finance 12e and Principles of Managerial Finance: Brief 5e. First edition sold as a stand alone book.

Seiler, Michael J., "Becoming Fiscally Fit: How To Control Your Financial Future," 2002. Publish America. Baltimore, MD. First Edition. ISBN 1-59129-599-8.

Levy, Haim, and G. Thierry Post, "Investment Analysis," 2005, Prentice Hall. Upper Saddle River, NJ. First Edition. I wrote the appendix to this book illustrating Excel's ability to program such financial methodologies as mean-variance analysis (efficient frontiers), option pricing, event studies, duration, convexity, YTM, and stock and bond valuation.

EDITOR EXPERIENCE

Co-Editor, *Journal of Real Estate Literature*, 2010-present.

Co-Editor, ARES Monograph titled, "Essays in Honor of James R. Webb," with Graeme Newell and Stephen E. Roulac, 2011.

Special Edition Editor of *Review of Business* devoted to "Preparing Today's Students for Tomorrow's Business Environment," Winter 2000.

Special Edition Editor of *Managerial Finance* devoted to "Banking," 25:7, 1999.

Special Edition Editor of *Managerial Finance* devoted to "Interest Rates and Market Returns," 24:8, 1998.

Special Edition Editor of *Review of Business* devoted to "Investing in Today's Market," Summer 1997, 18:4.

Special Edition Editor of *Managerial Finance* devoted to "Capital Budgeting," 23:9, 1997.

REVIEWER EXPERIENCE

Editorial Board, *Journal of Real Estate Research*, 2010-present.

Editorial Board, *Journal of Housing Research*, 2010-present.

Ad Hoc Reviewer for *Real Estate Economics*, *Journal of Real Estate Finance and Economics*, *Journal of Real Estate Portfolio Management*, *Financial Review*, *Journal of Property Investment & Finance*, *Journal of Financial Practice & Education*, *Journal of Financial Education*, *Journal of Applied Economics*, *Review of Financial Economics*, *Southern Business and Economic Journal*, *Journal of Contemporary Business Issues*, and *Journal of Finance Case Research*.

Served as an external reviewer for a Professor candidate at University of Vermont. Fall, 2011.

Served as an external reviewer for an Associate Professor/tenure candidate at College of Charleston. Fall, 2011.

Served as an external reviewer for a Professor candidate at Colorado State University. Fall, 2010.

Served as a Dissertation Examiner (similar to a Dissertation Committee member in the U.S.) for a Doctoral candidate at The Australian National University. 2000-2001.

Reviewer for the book "Credit Derivatives – Application, Pricing, and Risk Management" by Gunter Meissner, Blackwell Publishing. Malden, MA. 2003.

GRANTS/CONSULTING

\$64,063. Recipient of the Multidisciplinary Seed Funding Program. "Simulation and Education in Evergreen-Agriculture Decision-making (SEED) for Subsistence Farmers," with Rick McKinzie, Andrew J. Collins, and Yuzhong Shen. 2012. Old Dominion University.

\$39,000. Consultant for the Research Institute for Housing America (RIHA) of the Mortgage Bankers Association. "Strategic Default in the Context of a Social Network: An Epidemiological Approach," with Andrew J. Collins and Nina Fefferman. 2011.

\$15,000. Consultant for REALTOR® University Research Center "The Rent versus Buy Decision: Investigating the Necessary Appreciation Rates and Lengths of Ownership to be Indifferent between Renting and Owning in Property Major Metropolitan Areas," with Eli Beracha and Ken H. Johnson.

\$17,000. Recipient of the Summer Experience Enhancing Collaborative Research Program (SEECR). "Using Ocular Tracking Technology to Examine the Cognitive Dimensions of Residential Real Estate Sales," with Poornima Madhavan. 2010. Old Dominion University.

\$5,000. Recipient of Faculty Development Funds. "Enhancing Student Learning Through the Programming of Mortgage Instruments in Excel and Through the Original Production of Video Solutions." 2010. Old Dominion University.

\$7,000. Recipient of the Summer Research Fellowship Program (SRFP). "Familiarity Bias in Residential Real Estate." 2009. Old Dominion University.

\$2,700. Recipient of the Trustees' Scholarly Endeavors Program Research Award. "Familiarity Bias in Residential Real Estate Decision-Making." 2007.

\$1,450. Recipient of a Teaching Enhancement Grant. "Wealth Wi\$e: An Interactive Web-based Game for HPU Finance Students." 2006.

- \$2,700. Recipient of the Trustees' Scholarly Endeavors Program Research Award. "Performing Financial Studies: A Methodological Cookbook." 2001.
- \$2,700. Recipient of the Trustees' Scholarly Endeavors Program Research Award. "The Psychological Motivation Behind Anomalous Holiday and Special Closing Return Patterns: An Investigation through Trading Volume." 2000.
- \$9,984. "Uses of Websites For Effective Real Estate Marketing". Worked under Michael T. Bond. 1999.
- \$8,600. "Can Private Real Estate Portfolios Be Rebalanced/ Diversified Using Public Real Estate (EREITs)?" 1998.
- \$2,700. Recipient of the Trustees' Scholarly Endeavors Program Research Award. "Is Real Estate Investment Trust (REIT) Day Trading Profitable?" 1998.
- \$10,043. "Uses of Information Technology in the Real Estate Brokerage Industry". Worked under Michael T. Bond. 1997.
- \$3,000. Appraisal Institute Education Trust Scholarship. 1996-1997.
- \$9,999. "The Changing Structure of the Ohio Real Estate Brokerage Industry". Worked under Michael T. Bond. 1996.
- \$400. "Management Fees and Real Estate Managers". Collaborated with James R. Webb and F.C. Neil Myer. 1996.
- \$10,279. "School Quality and Housing Values". Worked under Michael T. Bond. 1996.
- \$1,600. Regular recipient of HPU Faculty Development Grants. 1997-2008.

MEDIA COVERAGE

- Quoted in a story about strategic mortgage default, "Are YOU a Default Risk?" Wall Street Journal, February 25, 2012, by Karen Blumenthal.
http://online.wsj.com/article/getting_going.html
- Quoted in a story about strategic mortgage default, "The Overblown Threat of Strategic Defaults," L.A. Times, February 24, 2012, by Michael Hiltzik.
<http://articles.latimes.com/2012/feb/24/business/la-fi-hiltzik-20120224>
- Quoted in a story about strategic mortgage default, "Strategic foreclosure: Why people are ditching their mortgages," January 17, 2012. <http://www.csmonitor.com/Business/Mises-Economics/2012/0117/Strategic-foreclosure-Why-people-are-ditching-their-mortgages>
- Quoted in a story about strategic mortgage default, "As home prices fall, more borrowers walk away," January 8, 2012. http://bottomline.msnbc.msn.com/_news/2011/12/21/9614305-as-home-prices-fall-more-borrowers-walk-away
- Quoted in an article discussing mortgage foreclosures and modeling solutions to the crisis, "VMASC Earns Tech Award," Suffolk News-Herald, September 29, 2011.
<http://www.suffolknewsherald.com/2011/09/28/vmasc-earns-tech-award/>
- Quoted in an article discussing underwater mortgages and resulting foreclosures, "1 in 4 Home Mortgages 'Upside Down' in Hampton Roads" <http://www.dailypress.com/business/real-estate/dp-nws-real-estate-negative-equity-20110913,0,5308399.story>
- Personal Q&A interview "Uncovering the Human Element in Real Estate," to discuss how human behavior affects real estate transactions. The Virginian-Pilot, July 31, 2011.
<http://epilot.hamptonroads.com/Olive/ODE/VirginianPilot/LandingPage/LandingPage.aspx?>

[href=VmlyZ2luaWFuUGlsb3QvMjAxMS8wNy8zMQ..&pageno=MzU.&entity=QXIwMzUwMg..&view=ZW50aXR5](http://www.credit.com/blog/2011/03/4-mind-tricks-home-buying-and-the-brain/)

Quoted in article discussing homebuyer psychology, “4 Mind Tricks: Home Buying and the Brain,” <http://www.credit.com/blog/2011/03/4-mind-tricks-home-buying-and-the-brain/>

Quoted in article discussing builder sales strategies titled, “Norfolk Condo Developer's Woes Leave Many Feeling Burned” *The Virginian-Pilot*, May 22, 2011.

<http://hamptonroads.com/2011/05/norfolk-condo-developers-woes-leave-many-feeling-burned>

Guest panelist on “With Good Reason,” a radio program hosted by Sarah McConnell, to discuss the foreclosure and mortgage crisis and viewing the problem through the lens of a social network, March 5, 2011. <http://withgoodreasonradio.org/2011/03/the-foreclosure-contagion/>

Cited my research on homebuyer psychology on CBS Money Watch, “5 Smart Ways to Spend your Tax Refund,” <http://moneywatch.bnet.com/saving-money/blog/so-money/5-smart-ways-to-spend-your-tax-refund/1484/>

Quoted in article discussing the best ways to stage a home for sale, “Trying to sell your home? Take a theatrical approach,” *The Washington Post*, February 5, 2011, page E3.

<http://www.washingtonpost.com/wp-dyn/content/article/2011/02/04/AR2011020402727.html?sid=ST2011020403310>

Cited in an article discussing “The Psychology of Real Estate,” February 2, 2011.

<http://www.smartmoney.com/personal-finance/real-estate/the-psychology-of-real-estate-1296582086833/>

Quoted in an article discussing Wall Street bonuses and psychological real estate pricing in NYC titled, “Brokers Prepare for Wall Street’s Bonus Season,” *New York Times*, December 9, 2010. <http://www.nytimes.com/2010/12/12/realestate/12deal1.html>

Guest panelist on a local TV show, “What Matters,” to discuss our mortgage foreclosure contagion model, WHRO TV, December 17, 2010. <http://whatmatters.tv/post/Forecasting-Foreclosures-In-Hampton-Roads-Friday-December-17-2010.aspx>

Guest panelist on a local talk show, “HearSay with Cathy Lewis,” to discuss the foreclosure and mortgage crisis, WHRO, October 21, 2010. <http://www.hearsay.org/search.aspx?q=10-21-10>

Quoted in an article tying together several of our studies relating to ocular tracking, hyperbolic rhetoric, and familiarity bias titled, “The Psychology of Real Estate,” *Smart Money Magazine*, August 2010, 62-63.

Quoted in an article relating to a study we are conducting using ocular tracking technology titled, “ODU studies how people view real estate ads,” *The Daily Press*, August 5, 2010.

<http://www.dailypress.com/business/real-estate/dp-nws-real-estate-study-20100804,0,5967358.story>. Picked up by Financial Tech Spotlight

<http://financial.tmcnet.com/mergers-acquisitions/news/2010/08/04/4939862.htm> and WTKR TV <http://www.wtkr.com/news/dp-nws-real-estate-study-20100804,0,2197133.story>

Quoted in an article relating to a study we are conducting using ocular tracking technology titled, “A Study in Home Buying: What do People Like in Online Realty Sites?,” *The Virginian-Pilot*, Home section, page 16. Saturday, May 29, 2010.

Quoted in an article discussing the impact of the Tiger Wood scandal titled, “Tiger Woods and Market-Moving Events,” *Wall Street Journal*, wsj.com, Wednesday, January 6, 2010.

Appeared on local Norfolk, VA, ABC news affiliate to discuss “The state of the economy and the resilience of Hampton Roads shopping malls.” April 15, 2009.

Quoted in an article relating to the construction of ODU President's new green home titled, "Prof to Class: Green or Brown for ODU Home?," *The Virginian-Pilot*, At Home section, page R14. Saturday, March 28, 2009.

Quoted in an article discussing the profitability of various home improvement choices titled, "The Home Remodeling Quiz," *The Virginian-Pilot*, At Home section, page R10. Saturday, November 1, 2008.

Interviewee. Shared advice and anecdotes for the topic "Characteristics of Winners and Pathways to Success" for Hue Magazine – which is geared toward the inspiration and improvement of Pacific Islanders ages 15 to 35. Marc Tolentino, October 13, 2005.

Interviewee. Offered information relating to the current state of the financial markets, real estate, and the overall economy for a writer in Paris, France: Larry Proulx. May 16, 2005.

Appeared on the "Free Money Show," where I discussed my book titled, "Becoming Fiscally Fit: How To Control Your Financial Future," and various concepts in the area of investing, including day trading. 2000.

Appeared on, "Financing Your Future: Finding Your Way in the Market," where I discussed the history of the New York Stock Exchange. PBS. 2000.

Wrote an article titled, "Until the Country Recovers, Try Conservative Investments," *Honolulu Star Bulletin*, E2. Sunday, November 25, 2001.

Appeared on local Honolulu, HI, NBC news affiliate as an expert in finance to discuss "On-line day trading and its effect on individuals, the stock market, and the overall economy." July 30, 1999.

AWARDS

Recipient of the Governor's Technology Award for 2011 in the category of "Cross-Boundary Collaboration in Modeling & Simulation" for the study "Strategic Default in the Context of a Social Network: An Epidemiological Approach." Michael J. Seiler, Andrew J. Collins, and Nina H. Fefferman. Award presented at the *2011 Commonwealth of Virginia's Innovative Technology Symposium (COVITS)*. September 26, 2011.

Red Pen Award winner. For service above and beyond the call of duty in the review of articles submitted for publication in *Journal of Real Estate Portfolio Management*. 2011.

Won the Best Paper in Industrial Real Estate award. "The Political Economy of Green Industrial Warehouses." Co-authored with David M. Harrison. April 2011. American Real Estate Society. Seattle, WA. \$1,000.

William N. Kinnard Young Scholar Award winner. Awarded in recognition of high quality research contributions and to those who have made a significant impact in developing new knowledge in the field of real estate under the age of 40. Voted on by the American Real Estate Society's Executive Committee. 2009.

Recognized as one of the "2000 Outstanding Intellectuals of the 21st Century". International Biographical Centre. Cambridge, England. 2004.

Recognized in Who's Who Among America's Teachers. 2000, 2002, 2004, 2006, 2007.

Won the Best Paper Award. "Is There a Linkage Between Buyer Characteristics and Providing Higher Levels of Service Quality?," Co-authored with Vicky L. Seiler and James R. Webb. November 2005. Association for Global Business. Miami Beach, FL.

Won the Best Paper Award. "Modeling Travel Expenditures for Taiwanese Tourism." Co-authored with Vicky L. Seiler, Sheauhsing Hsieh, and Chiali Amber Hsieh. May 2002.

Fifth Biennial Conference for Tourism in Asia: Development, Marketing & Sustainability. Hong Kong, SAR.

Recognized in Who's Who in Finance and Industry. 2002.

Won the Best Paper in Real Estate Brokerage award. "Residential Real Estate Prices: A Room with a View." Co-authored with Michael T. Bond and Vicky L. Seiler. April 2001. American Real Estate Society. Coeur d'Alene, ID. \$1,000.

Won the Best Paper in Real Estate Brokerage award. "Uses of Websites For Effective Real Estate Marketing". Co-authored with Michael T. Bond, Vicky L. Seiler, and Ben Blake. April 1999. American Real Estate Society. Tampa, FL. \$1,000.

PAPERS PRESENTED AT CONFERENCES/SYMPOSIUMS/COLLOQUIUMS/SEMINARS

"Using Behavioral Science to Quantify Just Compensation Issues for the Courtroom," January 2012. American Law Institute-American Bar Association (ALI-ABA), San Diego, CA.

"Mimetic Herding Behavior and the Decision to Strategically Default," co-authored with Mark A. Lane and David M. Harrison, January 2012, American Real Estate and Urban Economics Association, Chicago, IL.

"Fear, Shame, and Guilt: Economic and Behavioral Motivations for Strategic Default," co-authored with Vicky L. Seiler, Mark A. Lane, and David M. Harrison, October 2011. Financial Management Association. Denver, CO.

"Mimetic Herding Behavior and the Decision to Strategically Default," co-authored with Mark A. Lane and David M. Harrison, August 2011, MNM 2011 Real Estate Finance and Investment Symposium, Maastricht, Netherlands.

"The Paradox of Judicial Foreclosure: Collateral Value Uncertainty and Mortgage Rates," Co-authored with David M. Harrison and Will D. Burge, April 2011. FSU 2011 Research Symposium on *Government Intervention and Its Effect on Real Estate Markets*, Tallahassee, FL.

"Can Real Estate Agents Influence Homebuyer Property Perceptions Through Their Appearance and Hyperbolic Rhetoric?" Co-authored with Mark A. Lane, Vicky L. Seiler, and David M. Harrison, April 2011. American Real Estate Society. Seattle, WA.

"The Political Economy of Green Building," Co-authored with David M. Harrison, April 2011. American Real Estate Society. Seattle, WA.

"Influencing Real Estate Thought and Decision-Making Through Research and Education: The Past, Present, and Future of ARES," Co-authored with Stephen A. Pyhrr and Larry E. Wofford, April 2011. American Real Estate Society. Seattle, WA.

"Exploring the Foreclosure Contagion Effect Using Agent-Based Modeling," Co-authored with Marshall Gangel and Andrew J. Collins, November 2010. 2010 Maastricht-NUS-MIT (MNM) Symposium, Boston, Massachusetts.

"The Political Economy of Green Building," Co-authored with David M. Harrison, November 2010. Clemson University Valuation Colloquium, Greenville, SC.

"Can Real Estate Agents Impact Perceived Property Values?," Co-authored with Mark Lane, Vicky L. Seiler, and David M. Harrison. September, 2010. Academy of Behavioral Finance & Economics. Chicago, IL.

"The Creation of an Agent-Based Mortgage Contagion Simulation Model," Co-authored with Marshall Gangel and Andrew J. Collins. April 2010. American Real Estate Society. Naples, FL.

- “Familiarity Bias and Perceived Future Home Price Movements,” Co-authored with Vicky L. Seiler, David M. Harrison, and Mark Lane. April 2010. American Real Estate Society. Naples, FL.
- “Lines of Credit (LOC) and the Capital Structure of REITs,” Co-authored with David M. Harrison and Kimberly F. Luchtenberg. April 2010. American Real Estate Society. Naples, FL.
- “Decomposing Underwriting Spreads for GSEs and Frequent Issuer Financial Firms,” Co-authored with David M. Harrison and Andrea Heuson. June 2009. American Real Estate and Urban Economics Association mid-year meeting. Washington, DC.
- “Financial Opacity and Firm Performance: The Readability of REIT Annual Reports,” Co-authored with David M. Harrison, Kimberly F. Luchtenberg, and Stephen Dempsey. April 2009. American Real Estate Society. Monterrey, CA.
- “The Paradox of Judicial Foreclosures,” Co-authored with David M. Harrison and William Burge. April 2009. American Real Estate Society. Monterrey, CA.
- “Familiarity Bias and the Status Quo Alternative,” Co-authored with Vicky L. Seiler, Stefan Traub, and David M. Harrison. October 2008. Financial Management Association. Dallas, TX.
- “Behavioral Finance in Residential Real Estate,” Co-authored with Vicky L. Seiler. April 2006. American Real Estate Society. Key West, FL.
- “Is There a Linkage Between Buyer Characteristics and Providing Higher Levels of Service Quality?,” Co-authored with Vicky L. Seiler and James R. Webb. November 2005. Association for Global Business. Miami Beach, FL.
- “Multinational Companies’ Real Asset Ownership and Its Impact on Diversification.” Co-authored with Eun Sun Hwang and Vicky L. Seiler. June 2005. European Real Estate Society. Dublin, Ireland.
- “Realistic Portfolio Allocation Decision-Making for the Small U.S. Retail Investor.” Co-authored with Vicky L. Seiler. October 2004. Financial Management Association. New Orleans, LA.
- “Linking Homebuyer Characteristics with Buying Behavior,” Co-authored with Vicky L. Seiler and James R. Webb. April 2004. American Real Estate Society. Captiva Island, FL.
- “Understanding the Publication Process,” Co-authored with Vicky L. Seiler. November 2003. Decision Sciences Institute. Washington, D.C.
- “The Insiders’ Look into the Publication Process for Finance Journals.” Co-authored with Vicky L. Seiler. October 2002. Financial Management Association. San Antonio, TX. Also, August 8, 2002. Presented at the University of Western Sydney. Sydney, Australia.
- “Modeling Travel Expenditures for Taiwanese Tourism”. Co-authored with Vicky L. Seiler, Sheauhsing Hsieh, and Chiali Amber Hsieh. May 2002. Fifth Biennial Conference. Tourism in Asia: Development, Marketing & Sustainability. Hong Kong, SAR.
- “Is Investing In State-Owned Firms More Profitable Than Investing In Non-State-Owned Firms in China’s Security Markets?: Evidence From The Shanghai and Shenzhen Stock Exchanges”. Co-authored with Kit Ching Yeung, David M. Harrison, and Vicky L. Seiler. May 2002. Global Finance Biennial Conference. Beijing, China.
- “The Effects of Multicultural Diversity in Real Estate Brokerage”. Co-authored with Michael T. Bond and Vicky L. Seiler. April 2002. American Real Estate Society. Naples, FL.

- “International Unsecuritized Real Estate: A Comparison Between NCREIF (US) and MTB-IKOMA (Japan)” Co-authored with Soon Tat Lee and Vicky L. Seiler. July 2001. International Real Estate Society. Girdwood, AK.
- “Can Private Real Estate Portfolios Be Rebalanced/Diversified Using Equity REIT Shares?” Co-authored with James R. Webb and F.C. Neil Myer. June 2001. National Association of Real Estate Investment Trusts (NAREIT). San Francisco, CA.
- “Residential Real Estate Prices: A Room with a View”. Co-authored with Michael T. Bond and Vicky L. Seiler. April 2001. American Real Estate Society. Coeur d’Alene, ID.
- “Can Private Real Estate Portfolios Be Rebalanced/Diversified Using Equity REIT Shares?” May 25, 2000. Presented at the University of Western Sydney. Sydney, Australia.
- "The Impact of World Class Great Lakes Water on Residential Property Values". Co-authored with Michael T. Bond and Vicky L. Seiler. April 2000. American Real Estate Society. Santa Barbara, CA.
- "Uses of Websites For Effective Real Estate Marketing". Co-authored with Michael T. Bond, Vicky L. Seiler, and Ben Blake. April 1999. American Real Estate Society. Tampa, FL.
- "A Travel Expenditure Model of the Taiwan Pleasure Travel Market." Co-authored with Vicky L. Seiler and Sheauhsing Hsieh. October 1998. International Society of Travel and Tourism Educators. Cleveland, OH.
- "Uses of Information Technology in the Real Estate Brokerage Industry". Co-authored with Michael T. Bond and Vicky L. Seiler. April 1998. American Real Estate Society. Monterey, CA.
- "Linear Structural Relations (LISREL) Modeling in International Travel Services: How does Travel Attribute Quality Affect Satisfaction in Japan?" Co-authored with Vicky L. Seiler and Sheauhsing Hsieh. October 1997. International Society of Travel and Tourism Educators. San Diego, CA.
- "The Changing Structure of the Ohio Real Estate Brokerage Industry". Co-authored with Michael T. Bond and Vicky L. Seiler. April 1997. American Real Estate Society. Sarasota, FL.
- "Linear Structural Relations (LISREL) Modeling in Real Estate: School Quality and Housing Values". January 1997. American Real Estate and Urban Economics Association. New Orleans, LA.
- "School Quality and Housing Values". Co-authored with Michael T. Bond. March 1996. American Real Estate Society. Lake Tahoe, CA.
- "Are REIT Returns Hedgeable?" Co-authored with Yougou Liang. January 1996. American Real Estate and Urban Economics Association. San Francisco, CA.
- "Real Estate Returns and Inflation: An Added Variable Approach". Co-authored with Michael T. Bond. March 1995. American Real Estate Society. Hilton Head, SC.

CONFERENCE DISCUSSANT

- Discussant for “What You Say Matters: The Impact of Broker Venacular on Property Market Outcomes,” April 2011. American Real Estate Society. Seattle, WA.
- Discussant for “Speculative Behaviors and Mortgage Bubbles in the Real Estate Markets in China,” September, 2010. Academy of Behavioral Finance & Economics. Chicago, IL.
- Discussant for “Monetary Policy Surprises and Mortgage Rates,” April 2010. American Real Estate Society. Naples, FL.

Discussant for "Tracking Residential Market Movements," January 2009. American Real Estate and Urban Economics Association. San Francisco, CA.

Discussant for "Why Do Borrowers Choose ARMS over FRMS?: A Behavioral Investigation," April 2006. American Real Estate Society. Key West, FL.

Discussant for, "The Impact of School Quality on House Prices: Chicago 1987-1991," January 1997. American Real Estate and Urban Economics Association. New Orleans, LA.

CONFERENCE REVIEWER

Reviewed, "Financial Portfolio Theory And Efficient Travel Segment Mixes." October 2002. International Society of Travel and Tourism Educators. Salt Lake City, UT.

Reviewed, "Predicting Residents' Support For Tourism Growth In A Developed Tourism Destination: The Example Of Central Florida." October 2002. International Society of Travel and Tourism Educators. Salt Lake City, UT.

CONFERENCE SESSION CHAIR/MODERATOR

Chaired session, "Mortgage 3: Revisiting Theory," April 2010. American Real Estate Society. Naples, FL.

Moderator, "Real Estate Trends & Investment Criteria: Forecast 2008 – CMBS Meltdown," January 2008. Integra Realty Resources. Kansas City, MO.

Chaired session, "Real Estate's Role in Portfolios," October 2007. Financial Management Association. Orlando, FL.

Chaired session, "Portfolio Risk Management," April 2006. American Real Estate Society. Key West, FL.

Chaired session, "Perspectives in Economics II," March 2002. National Business and Economic Society. Maui, HI.

EDUCATION

Cleveland State University, August 1997, G.P.A. = 3.64/4.00. Doctorate of Business Administration in Finance/Real Estate, minor Statistics. Studied under James R. Webb.

University of North Florida, December 1992, G.P.A. = 3.92/4.00. Master's of Business Administration, Finance.

University of South Florida, December 1991, G.P.A. = 3.40/4.00. Bachelor of Science in Finance, minor Economics.

OLD DOMINION UNIVERSITY SERVICE

Co-Chair. Dissertation Committee. Kimberly F. Luchtenberg. 2011-present.

Chair. Dissertation Committee. Charles Duval. 2011-present.

Member. Dissertation Committee. Moustafa Abu El Fadl. 2011.

Member. CBPA Executive Advisory Committee. 2008-present.

Member. CBPA Undergraduate Curriculum Committee. 2008-2011.

Member, Search Committee for a Program Manager of the Center for Real Estate and Economic Development (CREED) at ODU. 2009.

Formed IPAC (Industry Professional Advisors to the Center). Created a group of 33 local real estate industry professionals to fund our real estate center (CREED) for amounts ranging between \$1,000 - \$3,000 per year per person. 2008-2009.

OLD DOMINION COMMUNITY SERVICE

Director of Development for the American Real Estate Society. 2009-present.

Vice Program Chair for the American Real Estate Society. 2011-2012.

Co-Chair, Industry Membership Committee for the American Real Estate Society. 2009-present.

Associate Executive Director for the American Real Estate Society. 2008-2009.

Member, Academic Membership Committee for the American Real Estate Society. 2008-present.

Volunteer, Habitat for Humanity, November, 2009.

TEACHING EVALUATIONS

The table below presents summarized results from courses taught at ODU.

Question and Description	Strongly Disagree to Disagree	Neutral	Agree to Strongly Agree
Q1. Course content explained on week 1	5.9%	0.0%	94.1%
Q2. Required critical thinking	5.9%	0.0%	94.1%
Q3. Welcomed questions and participation	3.0%	0.0%	97.0%
Q4. Enthusiastic about subject matter	3.0%	0.0%	97.0%
Q5. Available during office hours	3.4%	10.3%	86.2%
Q6. Arrived on time and used all class time	3.0%	0.0%	97.0%
Q7. To do well had to know course material	6.1%	0.0%	93.9%
Q8. Instructor presentation were informative	2.9%	2.9%	94.1%
Q9. Overall, learned and benefited from class	3.0%	6.1%	90.9%
Q10. Overall, instructor is an effective teacher	3.0%	3.0%	93.9%
Q11. Rate instructor preparation for class	2.9%	2.9%	94.1%

The table below presents summarized results from courses taught at HPU.

Question and Description	Strongly Disagree to Disagree	Neutral	Agree to Strongly Agree
Q1. Clear course goals	2.4%	3.4%	94.1%
Q2. Identified course requirements	2.8%	2.8%	94.5%
Q3. Showed interest and enthusiasm	1.6%	2.3%	96.1%
Q4. Provided help when needed	3.4%	10.6%	85.9%
Q5. Prompt in returning assignments/exams	0.3%	2.3%	97.4%
Q6. Grading methods fair and impartial	4.2%	7.7%	88.1%
Q7. Effectively communicated with students	5.0%	7.8%	87.2%
Q8. Effective presentation of subject matter	5.9%	8.2%	85.9%
Q9. Encouraged student viewpoints	2.0%	5.0%	93.0%
Q10. Related subject in meaningful way	3.3%	6.7%	90.0%
Q11. Maintained high academic standards	0.6%	2.8%	96.6%
Q12. Demands for course were reasonable	7.0%	9.6%	83.4%
Q13. Course should prove useful in future	3.4%	8.0%	88.6%
Q14. Recommend instructor to friends	5.9%	11.9%	82.2%
Q15. Students exhibited academic honesty	2.1%	10.6%	87.3%