

Ken H. Johnson, Ph.D.
Curriculum Vitae
Christie Kirkland Walker Chair of Real Estate
Professor of Finance
The University of Mississippi
School of Business Administration
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5-9-2025

Education:

The University of Alabama, Ph.D. (2001)

Auburn University Montgomery, M.B.A. (1993)

Auburn University, B.S. (1981)

Academic and Professional Experience Summary¹

The Beracha and Johnson Real Estate Initiative, Principal. May 2025 to present.

Christie Kirkland Walker Chair of Real Estate and Professor of Finance, School of Business Administration, The University of Mississippi, University of Mississippi, MS, 38677-1848, August 2024 to present.

Professor of Finance and Associate Dean of Graduate Programs, College of Business, Florida Atlantic University, Boca Raton, FL, August 2014 to July 2024.

Associate Professor and Faculty Director, Master of Science in International Real Estate (MSIRE), Florida International University, Tibor and Shelia Hollo School of Real Estate, Miami, FL, June 2005 to July 2014.

Assistant Professor of Finance, Auburn University Montgomery, Montgomery, Alabama, August 2002 to May 2005.

Assistant Professor of Finance, Florida Atlantic University, Boca Raton, Florida, August 2001 to July 2002.

Instructor, The University of Alabama, Tuscaloosa, Alabama, August 2000 to July 2001.

Graduate Assistant/Teaching Assistant/Lecturer, The University of Alabama, Tuscaloosa, Alabama, August 1995 to July 2000.

Adjunct Instructor, Faulkner University, Montgomery, Alabama, June 1993 to July 1995.

Associate Broker Eddins Properties, Montgomery, Alabama, 1993 to 2008 (Non-practicing since August 1995).²

Associate Broker Alfa Realty, Montgomery, Alabama, 1987 – 1993.

Salesman/Associate Broker, Lowder Realty, Montgomery, Alabama, 1983 – 1987.

Recent Highlights:

- Founded Ole Miss Real Estate Initiative (OMREI) in Fall 2025. OMREI is dedicated to: (a) recruiting, retaining, and placing high-quality real estate talent, and (b) providing the general public (buyers, sellers, landlords, and tenants), real estate professionals, and policy makers with information on a timely basis to enable more informed real estate decision making.
- [Richard Ratcliff Award](#). The award is present by the American Real Estate Society and recognizes a significant single innovative research contribution that extends the real estate discipline, introduces a new paradigm, and “pushes the envelope” of real estate knowledge and dissemination of that knowledge. Spring 2023.
- Significant media presence. Appearances include, but are not limited to: New York Times, New York Post, Washington Post, Wall Street Journal, Atlanta Constitution, Miami Herald, Bloomberg TV, CNBC, FOX, and CNN.
- Through the [Ole Miss Real Estate Initiative](#) and previously FAU Real Estate Initiative produce indices covering housing prices, rents, and buy versus rent decision making.
- For the period January 31, 2023 – January 31, 2024, individually produced over \$170 million in [Advertising Value Equivalency](#) for the college and university.

Impact, Innovation and Engagement Activities:

- [The Beracha and Johnson Real Estate Initiative](#). The initiative is co-produced with Dr. Eli Beracha, Ph.D. May 2025 to present.
- Beracha and Johnson Housing Market Rankings. The index was co-produced with Dr. Eli Beracha (FIU) and delivered monthly. The index replicated and extended the S&P CoreLogic Case-Shiller Index for the largest housing markets, in terms of population, and

provided additional information on the current pricing premium or discount within a given metro. July 2021 to August 2024. (***Impact and Innovation Activity***)

- Beracha, Hardin, and Johnson Price-to-Rent Ratios. The index replaced the Beracha, Hardin and Johnson Buy vs Rent Index. The index expanded buy versus rent decision making assistance to 100 U.S. housing markets. September 2022 to August 2024. (***Impact and Innovation Activity***)
- Waller, Weeks, and Johnson Rental Index. The index measures the degree of over- or under-pricing in rental markets around the country. Expected rents, year-over-year rent changes, and housing affordability are measured as well. April 2022 to present. (***Impact and Innovation Activity***)
- Real Estate Initiative at Florida Atlantic University. The initiative sought to capitalize and expand on current FAU real estate faculty's scholarly works, public scholarship, and outreach activities. August 2015 to August 2024. (***Impact activity***)
- Beracha, Hardin, and Johnson Buy vs Rent Index. The index was done in conjunction with Dr. Eli Beracha (FIU) and Dr. William G. Hardin (FIU). It was designed to signal whether current housing market conditions favor buying or renting a home in terms of wealth creation over a fixed holding period in a particular market relative to historical market conditions and alternative investment opportunities. Thus, the index provided a direct measure of upward or downward pressure on the demand for homeownership. Twenty-three major metropolitan housing markets and the U.S. real estate market as a whole were summarized on a quarterly basis. The member cities in the index overlapped to a large extent with those cities in the S&P CoreLogic Case-Shiller Index. In September of 2022, the index was hibernated. August 2012 to September 2022. (***Impact and Innovation Activity***)
- The Beracha, Hardin, and Johnson Affordability Index. The index was done in conjunction with Dr. Eli Beracha (FIU) and Dr. William G. Hardin (FIU). It was designed to measure housing affordability in the three Southeast Florida counties of Palm Beach, Broward, and Miami-Dade. In September 2019, the index was hibernated. June 2018 to September 2019. (***Impact and Innovation Activity***)
- Oversaw and managed auxiliary programs for FAU COB. See Administrative Duties below for further details. August 2014 to August 2024. (***Innovation activity***)
- Member FAU Expert Database for FAU. This was a university database of subject experts who worked regularly with media (local and national) and other outside information outlets to produce impact, engagement, and innovation on the part of the university. June 2019 to August 2024. (***Engagement activity***)
- Public Speaking. (***Engagement activity***)
 - Chamber of Commerce of the Palm Beaches - Economic Forecast 2024 – West Palm Beach, FL February 2024
 - Boca Raton Investment Club 30th Anniversary – Boca Raton, FL February 2024
 - Tampa Realtors Economic and Real Estate Update – Tampa, FL October 2023
 - St Lucie BDB Breakfast – Port St. Lucie, FL September 2023

- Breakfast with the Broker Podcast – Boca Raton, FL, July 2023
- Florida CCIM East Coast District -- Port St. Lucie, FL, July 2023
- Lake Worth Neighborhood Association – Lake Worth, FL, May 2023
- [RWorld Podcast](#) – West Palm Beach, March 2023
- SFGFOA Annual Investment Seminar – Fort Lauderdale, November 2022
- Construction Law Conference – Webinar, October 2022
- Boca Rotary Club – Boca Raton, September 2022
- Boca Raton Chamber of Commerce – May 2022
- National Association of Real Estate Editors (NAREE) Annual Conference – Miami, FL, December 2021
- National Association of Realtors (NAR) Forecast Summit – Virtual, Boca Raton, FL, December 2021
- Sun Sentinel Excalibur Awards – Virtual, Boca Raton, FL, October 2020
- Sun Sentinel Excalibur Awards – Fort Lauderdale, FL, May 2019
- Delray Rotary – Delray Beach, FL, April 2019
- FAU Real Estate Connect Conference – Boca Raton, FL, April 2019
- National Association of Realtors/Realtor U, BH&J Buy vs Rent Index – Washington, DC, January
- AREA (Atlanta Real Estate Alumni) GSU, View from the Top: BH&J Buy vs Rent Index – Atlanta, GA, January 2018
- ADISA, Topic: General session expert panel – Las Vegas, October 2015.
- ADISA, Topic: Buy vs Rent and wealth creation – Las Vegas, NV, October 2015
- ADISA, Topic: Buy vs Rent and wealth creation – Miami, FL, March 2015
- ADISA, Topic: Buy vs Rent and wealth creation – New Orleans, LA, October 2014
- Fort Meyers Association Realtors Leadership Forum, Topic: The future of the residential real estate industry, Fort Meyers, FL, October 2014.
- ADISA (Alternative and Direct Investment Securities Association), Topic: Buy vs Rent and wealth creation -- San Diego, April 2013

Refereed Publications:

Waller, B. D., Weeks, H. S., & Johnson, K. H. (2024). Monthly Estimations in U.S. Residential Rental Markets and Affordability. *Journal of Housing Research*, 1-6. (Forthcoming)

Caudill, S.B., K. Bogosavljevic, F.G. Mixon, and K.H. Johnson, Time on the Market and Probability of Sale using a Generalized Geometric Hazard Model, *Journal of Econometric Methods*, 2022, 11:1, 1 – 16. DOI: 10.1515/jem-2020-0017

Gravatt, D., E, Beracha, and K.H. Johnson, A Note on the Estimation of the Degree of Over- or Under-Pricing of Housing Markets Relative to their Long-Term Pricing Trend, 2021, *Journal of*

Housing Research, 2021, 31:1, 1-3. 10.1080/10527001.2021.2007584 -- This note serves as the underlying methodology for developing The Beracha and Johnson Top 100 U.S. Housing Markets Ranking, The Waller, Weeks, and Johnson Rental Index, and the Beracha, Hardin, and Johnson Price-to-Rent Ratios Report.

Faria, J.R., J. Ferreira, K.H. Johnson, F. Mixon, and P.F. Wanke, Agglomeration Economies and University Program Creation in the Knowledge Economy, *Socio-Economic Planning Sciences*, 2020, Vol 72, 1 – 10. DOI: 10.1016/j.seps.2020.100800

Beracha, E., W. Feng, and K.H. Johnson, Can the BH&J Buy vs. Rent Index Anticipate Housing Price Movements? *Journal of Housing Research*, 2020, 20:1, 1 – 14.

Goodwin, K.R. and K.H. Johnson. The Short Sale Stigma, *Journal of Real Estate Finance and Economics*, 2017, 55:4, 416 – 434.

Beracha, E., K.H. Johnson, A Revision of the American Dream of Homeownership, *Journal of Housing Research*, 2017, 26:1, 1 – 25.

Beracha, E., K.H. Johnson, and A. Skiba, Housing Ownership Decision in the Framework of Household Portfolio Choice, *Journal of Real Estate Research*, 2017, 39:2, 263 – 287.

Johnson, K.H., Z Lin, and J. Xie, Dual Agent Distortions in Real Estate Transactions, *Real Estate Economics*, 2015, 43:2, 507 – 536.

Benefield, J.D. C. Cain, and K.H. Johnson, A Review of Literature Utilizing Simultaneous Modeling Techniques for Property Price and Time on Market, *Journal of Real Estate Literature*, 2014, 22:2, 149 – 175.

Soyeh, K.W. J.A. Wiley, and K.H. Johnson, Do Buyer Incentives Work for Houses During a Real Estate Downturn, *Journal of Real Estate Finance and Economics*, 2014, 48:2, 380 – 396.

Beracha, E., M. J. Seiler, and K. H. Johnson, The Rent versus Buy Decision: Investigating the Needed Property Appreciation Rates to be Indifferent between Renting and Buying Property, *Journal of Real Estate Practice and Education*, 2012, 15:2, 71 – 87.

Goodwin, K. R., L. V. Zumpano, and K. H. Johnson, Minimum Service Requirements, Limited Service Brokers and Menuing of Services, *Journal of Real Estate Finance and Economics*, 2012, 45:2, 471 – 490.

Brastow, R., K.H. Johnson, and B.D. Waller, On the Likelihood of a Transaction and the Amount of Time Provided the Broker to Sell Property, *Journal of Housing Research*, 2012, 21:2, 215 – 225.

Beracha, E. and K. H. Johnson, Lessons from Over 30 Years of Buy versus Rent Decisions: Is the American Dream Always Wise?, *Real Estate Economics*, 2012, 40:2, 217 - 247. This manuscript serves as the underlying methodology for producing the [Beracha, Hardin, and Johnson Buy vs Rent Index](#).

J. D. Benefield, C. L. Cain, and K. H. Johnson, Pictorial Representation in a Multiple Listing Service and Its Impact on Property Price and Marketing Time. *Journal of Real Estate Finance and Economics*, 2011, 43:3, 401 – 422.

Wiley, J.A., J.D. Benefield, and K.H. Johnson, Green Design and the Market for Commercial Office Space, *Journal of Real Estate Finance and Economics*, 2010, 41:2, 228 – 243.

R. Brastow, Waller, B. D., and K. H. Johnson, Listing Contract Length and Listing Duration, *Journal of Real Estate Research*, 2010, 32:3, 271 -288.

Chang, C.H., D. Dandapani, and K.H. Johnson, Flood Zone Uncertainty and the Likelihood of Marketing Success, *Journal of Housing Research*, 2010, 19:2, 171 – 184.

Salter, S.P., K.H. Johnson, and E.W. King, Listing Specialization and Pricing Precision, *Journal of Real Estate Finance and Economics*, 2010, 40:3, 245 – 259.

Hardin, W.G, K.H. Johnson, and Z. Wu, Brokerage Intermediation in the Commercial Property Market, *Journal of Real Estate Research*, 2009, 31:4, 397 – 420.

Johnson, K. H. and T. M. Springer, Editors' Summary of NAR Special Issue Manuscripts, *Journal of Housing Research*, 2009, 18:2, 95 – 98.

Zumpano, L.V., K.H. Johnson, and R.I. Anderson, Determinants of Real Estate Agent Compensation Choice. *Journal of Housing Research*, 2009, 18:2, 195 – 207.

Johnson, K.H., J.D. Benefield, and J.A. Wiley, Architectural Review Boards and Their Impact on Property Price and Time on Market. *Journal of Housing Research*, 2009, 18:1, 1 – 18.

Yu, H.C., K.H. Johnson, and Hsieh, D.T., Public Debt, Bank Debt, and Non-Bank Private Debt in Emerging and Developed Financial Markets, *Banks and Bank Systems*, 2008, 3:4, 4 -- 11.

Johnson, K.H., L.V. Zumpano, and R.I. Anderson, Intra-firm Real Estate Brokerage Compensation Choices and Agent Performance, *Journal of Real Estate Research*, 2008, 30:4, 423 - 440.

Johnson, K.H., and J.A. Wiley, 1031 Exchanges and the Sale of Commercial Office Properties, *Journal of Real Estate Portfolio Management*, 2007, 14:3, 379 – 388.

Johnson, K.H., J.A. Wiley, and Z. Wu, On the Relationship between Commercial Property Price and Its Selling Time, *Journal of Real Estate Portfolio Management*, 2007, 13:4, 379-388.

Johnson, K.H., J.D. Benefield, and J.A. Wiley, The Probability of Sale for Residential Real Estate, *Journal of Housing Research*, 2007, 16:2, 131-142.

Salter, S.P., K.H. Johnson, and J.R. Webb, Theory of the Real Estate Brokerage Firm: A Portfolio Approach, *Journal of Real Estate Portfolio Management*, 2007, 13:2, 129-137.

Salter, S.P., K.H. Johnson, and W.P. Spurlin, Off-Dollar Pricing, Residential Property Price and Marketing Time, *Journal of Housing Research*, 2007, 16:1, 33-46.

Johnson K.H., L.V. Zumpano and R.I. Anderson, Listing Specialization and Residential Real Estate Licensee Income, *Journal of Real Estate Research*, 2007, 29:1, 75-89.

Johnson, K.H., T.M. Springer and C.M. Brockman, Not for Sale Properties: Price Effects of Non-Traditionally Broker-Marketed Properties, *Journal of Real Estate Finance and Economics*, 2005, 31:3, 331-343.

S.P. Salter, K.H. Johnson and R.I. Anderson, What is A Warranty Worth? Homeowner Warranties' Impact on Property Salability, *Appraisal Journal*, 2004, 72:4, 355-362.

Johnson, K.H., R.I. Anderson, and J.D. Benefield, Salesperson Bonuses and Their Impact on Residential Property Price and Duration, *Journal of Real Estate Practice and Education*, 2004, 7:1, 1-14.

Zumpano, L.V., S. Hartley, and K.H. Johnson, The Problem of Indoor Mold for Portfolio and Property Managers, *Journal of Real Estate Portfolio Management*, 2003, 9:2, 187-191.

Zumpano, L.V., K.H. Johnson, and R.I. Anderson, Internet Use and Real Estate Brokerage Market Intermediation, *Journal of Housing Economics*, 2003, 12, 134-150.

Zumpano, L.V. and K.H. Johnson, Real Estate Broker Liability and Property Condition Disclosure, *Real Estate Law Journal*, 2003, 31:4, 285-302.

Gordon, B.L., S. P. Salter, and Johnson, K. H., Difficult to Show Properties and Utility Maximizing Brokers, *Journal of Real Estate Research*, 2002, 23:1/2, 111-127.

Johnson, K. H., S. P. Salter, L. V. Zumpano, and R. I. Anderson, Exterior Insulation and Finish Systems: The Effect on Residential Housing Prices and Marketing Time, *Journal of Real Estate Research*, 2001, 22:3, 289-311.

Johnson, K. H., R. I. Anderson, and J. R. Webb, The Capitalization of Seller Paid Concessions, *Journal of Real Estate Research*, 2000, 19:3, 287-300.

Selected Working Papers and Refereed Publications Under Review:³

What Buyers and Sellers are Really Negotiating Over with C. Hilterbrand (2024)

Other Published Works:

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2007, 15:2, 309-314.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2007, 15:1, 139-143.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2006, 14:3, 423-426.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2006, 14:2, 231-235.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2006, 14:1, 87-91.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2005, 13:3, 357-361.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2005, 13:2, 203-207.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2005, 13:1, 83-87.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2004, 12:3, 395-399.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2004, 12:2, 223-227.

Johnson, K.H., Doctoral Dissertation Reviews, *Journal of Real Estate Literature*, 2004, 12:1, 67-71.

Zumpano, L. V. and K. H. Johnson, Real Estate Broker Liability: An Interstate Comparison, The Alabama Real Estate Research and Education Center, Summer 1999.

Zumpano, L. V. and K. H. Johnson, Legal Liability in Alabama and the Real Estate Salesperson: A Research Report, The Alabama Real Estate Research and Education Center, Summer 1998.

Editorships:

Director of Publications for the American Real Estate Society (ARES). The Director of Publications is responsible for the oversight and management of the ARES family of peer reviewed academic journals (*Journal of Real Estate Research*, *Journal of Housing Research*, *Journal of Real Estate Portfolio Management*, *Journal of Real Estate Practice and Education*,

Journal of Real Estate Literature, and *Journal of Sustainable Real Estate*). January 2016 to June 2021.

Editor, *Journal of Housing Research*: *JHR* publishes scholarly works in the discipline of real estate. April 2011 to March 2023.

Editor, *Journal of Real Estate Practice and Education*: *JREPE* publishes scholarly works in the discipline of real estate. April 2009 to June 2011.

Co-Editor, *Journal of Housing Research Special Issue*: This issue was sponsored by the National Association of Realtors (NAR) and sought to investigate determinants of transaction outcomes (price, duration, and probability of a transaction) for residential property markets. April 2008 to December 2009.

Co-Editor, *Journal of Real Estate Literature*: This Co-editor position evaluated and abstracted most worthy real estate dissertations for *JREL*. See Other Published Works above for specifics. August 2003 – June 2007.

Editorial Boards:

Associate Editor of Journal of Financial Research

Editorial Review Board of the REALTOR® University Research Center 2011 – 2012.

Editorial Review Board of the *Journal of Housing Research* from 2010 – 2011.

Professional Service, Named Positions and Other Activities:

Past-President, American Real Estate Society (ARES). This professional service position serves as the fifth step in a five-position leadership group for ARES. The ARES Past-President provides guidance to the ARES Executive Committee and oversees ARES Annual Awards Committee. Past-Presidents serve a ten-year term on the organization's Foundation Board. June 2019 - 2020.

President, American Real Estate Society (ARES). This professional service position serves as the fourth step in a five-position leadership group for ARES. The ARES President oversees the academic and professional operations of the organization. The position is one of five members of the organization's Executive Committee. June 2018 - 2019.

President Elect, American Real Estate Society (ARES). This professional service position serves as the third step in a five-position leadership group for ARES, and it is one of five members of the organization's Executive Committee. June 2017 – June 2018.

Program Chair, American Real Estate Society (ARES). This professional service position serves as the second step in a five-position leadership group for ARES, and it is one of five members of the organization's Executive Committee. June 2016 – June 2017.

Vice-Program Chair, American Real Estate Society (ARES). This professional service position serves as the first step in a five-position leadership group for ARES, and it is one of five members of the organization's Executive Committee. June 2015 – June 2016.

Executive Committee, American Real Estate Society. The Executive Committee provides overarching leadership for the professional society. June 2015 to 2020.

American Real Estate Society (ARES) Board of Directors member: June 2013 to June 2015 and June 2020 to June 2024. The board is responsible for the oversight and management of ARES and its family of peer reviewed academic journals (*Journal of Real Estate Research*, *Journal of Housing Research*, *Journal of Real Estate Portfolio Management*, *Journal of Real Estate Practice and Education*, *Journal of Real Estate Literature*, and *Journal of Sustainable Real Estate*).

Investments Limited Professor. FAU COB Professorships are recognized researchers within their field and represent FAU COB in both scholarly and outreach activities. August 2016 to May 2021.

SBA Communications Professor. FAU COB Professorships are recognized researchers within their field and represent FAU COB in both scholarly and outreach activities. August 2014 to 2016.

Hollo Fellow. Hollo Fellows are recognized researchers within their field and represent FIU COB in both scholarly and outreach activities. August 2011 – July 2014.

Knight Rider Fellow. Knight Ridder Fellows are recognized researchers within their field and represent FIU COB in both scholarly and outreach activities. August 2009 – July 2011.

Faculty Director Master of Science in International Real Estate (MSIRE) at Florida International University's Hollo School of Real Estate: August 2012 to July 2014. Responsible for academic oversight, marketing, and educational product development and delivery.

Faculty Director Master of Science in International Real Estate (MSIRE) at Florida International University: August 2005 – July 2006. Responsible for the launch of the original MSIRE cohort (academic oversight, marketing, and educational product development and delivery).

Florida Association of Realtors Research Committee: 2007 – 2009. This committee was charged with overseeing the research needs for the Florida Association of Realtors.

National Association of Realtors Research Committee: January 2004 – 2008. This committee consisted of roughly 30 members from around the country and was charged with overseeing the research needs for the approximate 1,000,000 members of the National Association of Realtors.

Southern Finance Association Track Chair for Valuation and Real Estate. Responsible for the recruitment and coordination of real estate and valuation manuscripts for the 2005 annual meeting of SFA.

Montgomery Area Associations Realtors Technology Committee: May 2002 – 2004. This committee held oversight for the technological needs and data collection for the Montgomery Area Association of Realtors in Montgomery, Alabama.

Montgomery Area Association of Realtors Risk Reduction Committee: January 2003 – 2004. This committee held oversight for risk reduction policies and strategies for the Montgomery Area Association of Realtors in Montgomery, Alabama.

National Association of Realtors: May 1982 – 2008: Member.

Alabama Real Estate Research and Education Center, The University of Alabama, Summer 1996 – 2001. Staff/Researcher/Affiliate.

Research, Teaching and Service Awards:

Richard Ratcliff Award. The award is presented by the American Real Estate Society and recognizes a significant single innovative research contribution that extends the real estate discipline, introduces a new paradigm, and “pushes the envelope” of real estate knowledge. Spring 2023.

Outstanding Public Communicator Award. Presented by Florida Atlantic University’s College of Business. Spring 2016.

Master of Science in International Real Estate – Best Course. 2013 Master of Science in International Real Estate (MSIRE) Cohort. Presented for development and presentation of the best course within the 2013 MSIRE cohort.

Master of Science in International Real Estate – Best Course. 2012 Master of Science in International Real Estate (MSIRE) Cohort. Presented for development and presentation of the best course within the 2012 MSIRE cohort.

Master of Science in International Real Estate – Best Professor. 2008 Master of Science in International Real Estate (MSIRE) Cohort. Presented for being recognized as the best professor within the 2008 MSIRE cohort.

Master of Science in International Real Estate – Best Course. 2006 Master of Science in International Real Estate (MSIRE) Cohort. Presented for development and presentation of best course within original MSIRE cohort.

Best Paper Journal of Real Estate Research for 2010. Presented at the 2011 American Real Estate Society Annual Meeting.

Red Pen Award. 2011 American Real Estate Society Annual Meeting. Presented for outstanding service and contribution to the *Journal of Housing Research*.

Red Pen Award. 2008 American Real Estate Society Annual Meeting. Presented for outstanding service and contribution to the *Journal of Housing Research*.

Red Pen Award. 2007 American Real Estate Society Annual Meeting. Presented for outstanding service and contribution to the *Journal of Real Estate Portfolio Management*.

Sponsored Research:

Johnson, K.H., Differences in Licensing Requirements Across States: An Executive Report, Florida Association of Realtors Research Division Commissioned Study, 2006.

Conference Presentations:

Academy of Economics and Finance

Gordon, B.L. and K.H. Johnson, Buyer Representation in the Residential Real Estate Industry: An Analysis of Relevant Court Decisions, Extant Literature Review and Survey of Broker Knowledge and Implementation (2003).

Johnson, K.H., T.M. Springer C.M. Brockman, Not for Sale Properties: The Pricing of Nontraditionally Marketed Properties (2003).

Johnson, K.H., R.I. Anderson, and J.E. Webb, The Capitalization of Seller Paid Concessions (1999).

Academy of Financial Services

Salter, S.P., R.I. Anderson, and K.H. Johnson, The Real Estate Firm: A Portfolio of Agents (2002).

American Real Estate Society

J.K. Francis and K.H. Johnson, A Theoretical Examination of the Relationship between Property Price and Property Marketing Time (2014).

Goodwin, K. R. and K. H. Johnson, The Short Sale stigma (2013).

Johnson, K. H., Z. Lin and J. Xie, Dual Agent Distortions in Real Estate Transactions (2013).

Soyeh, K.W. J.A. Wiley, and K.H. Johnson, Do Buyer Incentives Work for Houses (2012).

Goodwin, K.R. and K.H. Johnson, Bargaining Power and the Choice of Brokerage Contract (2012).

Goodwin, K. R., L. V. Zumpano, K. H. Johnson, The Efficacy of Discount Brokerage (2009).

Zumpano, L.V., K.H. Johnson, and R.I. Anderson, The Determinants of Real Estate Brokerage Compensation Choice (2008).

Johnson, K.H., Z. Wu and W.G. Hardin, The Impact of Commercial Brokerage Arrangements on Apartment Unit Value (2007).

J.K. Francis K.H. Johnson and J.R. Webb, A Theoretical Examination of Residential Property Duration (2006).

Johnson K.H., L.V. Zumpano and R.I. Anderson, The Role of Listing Specialization in Residential Real Estate Licensee Income (2005).

Salter, S.P., K.H. Johnson and W.P. Spurlin, Off-Dollar Pricing Residential Property Prices and Marketing Time (2005).

Johnson, K.H. and E.C. Moore, The Probabilistic Impact of an Additional Bedroom on Property Sales (2004).

Johnson, K.H., R.I. Anderson, and J. Benefield, Pricing and Duration Effects of Salesperson Bonuses (2003).

Zumpano, L.V., R.I. Anderson, K.H. Johnson and F.H. Page, The Determinants of Real Estate Brokerage Compensation Choice (2003).

Johnson, K.H., L.V. Zumpano, and R.I. Anderson, The Effect of Intrafirm Broker Compensation Plans on Property Price and Marketing Time (2002).

B. Gordon, S.P. Salter, and K.H. Johnson, Difficult to Show Properties and Utility Maximizing Brokers (2001).

Zumpano, L.V., K.H. Johnson, and R.I. Anderson, Internet Use and Real Estate Brokerage Market Intermediation (2001).

Johnson, K.H., S.P. Salter, L.V. Zumpano, and R.I. Anderson, Exterior Insulation and Finish Systems: The Effect on Residential Housing Prices and Marketing Time (2000).

American Urban Economics and Real Estate Association

J.K. Francis and K.H. Johnson, A Theoretical Examination of Residential Property Duration (2005).

Zumpano, L.V., K.H. Johnson, and R.I. Anderson, Internet Use and Real Estate Brokerage Market Intermediation (2002).

International Financial Management Association

Salter, S.P., R.I. Anderson, and K.H. Johnson, The Real Estate Firm: A Portfolio of Agents (2002).

Southern Finance Association

Wiley, J.A., J.D. Benefield, and K.H. Johnson, Green Design and the Market for Commercial Office Space (2008).

Goodwin, K. R., L. V. Zumpano, K. H. Johnson, The Efficacy of Discount Brokerage (2008).

Salter, S.P., K. H. Johnson, and E. W. King, Listing Specialization and Pricing Precision (2007)

J. D. Benefield, K. H. Johnson, and C. L. Cain, Pictorial Representation in a Multiple Listing Service and Its Impact on Property Price and Marketing Time (2007)

Francis J.K., K.H. Johnson and J.R. Webb, A Theoretical Examination of Residential Property Duration (2006).

Salter, S.P., K.H. Johnson and W.P. Spurlin, Off-Dollar Pricing Residential Property Prices and Marketing Time (2004).

Johnson, K.H., R.I. Anderson, and J.D. Benefield, Salesperson Bonuses and Their Impact on Residential Property Price and Duration (2003).

Courses Taught:

Valuation and Appraisal -- undergraduate

Real Estate Finance and Investment -- undergraduate

Real Estate Finance Seminar -- graduate

Financial Management – graduate and undergraduate
International Real Estate – graduate and undergraduate
International Finance – undergraduate
Fixed Income Securities – graduate
Personal Finance – undergraduate
Principles of Real Estate -- undergraduate
Real Estate Markets and Practices – graduate
Real Estate Finance – graduate and undergraduate
Real Estate Appraisal -- undergraduate
Property Management -- undergraduate
Survey of Accounting -- undergraduate
Survey of Economics -- undergraduate
Quantitative Business Analysis – undergraduate

Administrative Academic Career Activities (2014 to 2024)

- Associate Dean of Graduate Programs, Florida Atlantic University, College of Business. Oversaw and managed the college's traditional and [Executive Education](#), graduate education programs as well as other revenue generating programs and auxiliary entities. Programs ranged from degree and non-degree executive education to undergraduate Lecture Capture Video Streaming (LCVS) and Online BBA. Oversaw approximately 60 staff and administrators with two direct reports. Traditional graduate programs were funded via state lines. Executive Education (aka: working professional masters, market rate programs, and self-supporting programs) and other auxiliary programs did not receive state support and were legislatively designed to address issues revolving around state supported education, state funded education, and subsidizing essential degrees as designated by the State of Florida. During this 10-year period, these auxiliary programs produced, after operating cost, over \$97,000,000 in additional funding for the college and university. The goal of these programs was to achieve financial sustainability for FAU COB, while providing rigorous, high-quality educational products to students. August 2014 to 2024.⁴
- Other duties as Associate Dean included, but were not limited to:
 - Evaluated faculty portfolios for Fellows and Professorships
 - Faculty recruitment
 - Evaluated faculty portfolios for research awards
 - Beta course development for working professional graduate students
 - Impact, Engagement, and Innovation activities
 - Support of Foundation and development activities
 - Development of Market rate and self-supporting programs⁵
 - Development of alternative funding models
- Communication Director for Florida Atlantic University's College of Business. FAU's COB Communications group sought to operate and manage the communications and

marketing needs (internal and external) of the college. Additionally, the group simultaneously worked with external media to promote FAU COB research findings and outreach efforts. August 2014 to June 2019. Other duties as Communications Director included, but were not limited to:

- Management and oversight of FAU COB website
 - Management and oversight of FAU COB marketing campaigns
 - Development of Impact, Engagement, and Innovation strategies for faculty
- Management of [FAU Faculty in the Media](#). June 2019 to August 2024.
 - Coordinated with the college's Communications Director and University Communications to promote FAU business faculty in the media.
 - Coordinated with FAU COB Communications staff to develop real estate indices and other faculty outreach projects.

Career Prior to Academic Experiences:

Licensed real estate broker, 1983 to 2008 (practiced 1983 to 1995). Specialized in the management and marketing of lender and corporate owned properties.

Endnotes

¹ The highest rank and titled are represented for each academic and professional listing.

² For twelve years, I was a self-employed real estate broker specializing in the management and marketing of REO (bank owned) and corporate relocation properties.

³ These are working titles and are subject to change.

⁴ Managerial oversight was inclusive of traditional and Executive Ph.D. programs as well.

⁵ In the early development of working professional programs at FAU COB (circa 2014 – 2018), growth was primarily accomplished by filling unmet educational needs of working professionals in the Southeast Florida market. From 2019 onwards, growth in these programs was achieved by obtaining market share from local competitors and expanding into other programs such as Corporate Programing with NextEra.