

## **Curriculum Vitae**

### **G. Stacy Sirmans**

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#### **General Information**

University address: Department of Insurance, Real Estate, and Legal Studies  
College of Business  
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#### **Professional Preparation**

- 1980 Doctor of Philosophy, University Of Georgia. Major: Finance.
- 1975 MBA, Valdosta State College, Valdosta, Georgia. Major: Finance.
- 1974 BBA, Valdosta State College, Valdosta, Georgia. Major: Management.

#### **Professional Credential(s)**

- 2005–present Chartered Realty Investor.  
Awarded by the Chartered Realty Investor Society.

#### **Professional Experience**

- 2011–present Department Chair, Risk Management/Insurance, Real Estate, and Legal Studies, Florida State University.
- 2000–present FSU Real Estate Center Director of Research, Center for Real Estate Education and Research, Florida State University.
- 1998–present Kenneth G. Bacheller Professor of Real Estate, Department of Insurance, Real Estate, and Legal Studies, Florida State University.
- 1992–present Professor, Risk Management and Insurance, Florida State University.

- 1997–2009      Research Affiliate, Pepper Institute on Aging and Public Policy, Pepper Institute on Aging and Public Policy, Florida State University.
- 1988–1992      Associate Professor, Insurance, Real Estate, Legal Studies, Florida State University.
- 1985–1988      Associate Professor, Department of Finance, Clemson University.
- 1984–1985      Visiting Scholar, Office of Policy and Economic Research, Federal Home Loan Bank Board.
- 1982–1985      Assistant Professor, Department of Finance, Clemson University.
- 1979–1982      Assistant Professor, College of Business, Emory University.

### **Honors, Awards, and Prizes**

- Best Paper on REITs, American Real Estate Society (2004).
- Best Paper Published in the Journal of Real Estate Portfolio Management, American Real Estate Society (2002).
- Best Paper Published in the Journal of Real Estate Portfolio Management, American Real Estate Society (2000).
- Best Paper on Real Estate Brokerage, American Real Estate Society (1998).
- Best Paper on REITs, American Real Estate Society (1998).
- Best Paper Published in the Journal of Real Estate Research, American Real Estate Society (1998).
- Red Pen Award, American Real Estate Society (1998).
- Best Paper on Apartments, American Real Estate Society (1997).
- Best Paper Published in the Journal of Real Estate Portfolio Management, American Real Estate Society (1996).
- Institute of Real Estate Management Manuscript Prize, Institute of Real Estate Management (1991).
- Homer Hoyt Advanced Studies Institute Post Doctoral Award, Homer Hoyt Advanced Studies Institute (1987).
- First Place, AREUEA/Lincoln Land Institute Dissertation Competition, American Real Estate and Urban Economics Association and Lincoln Land Institute (1980).

### **Current Membership in Professional Organizations**

- American Real Estate and Urban Economics Association  
American Real Estate Society  
Financial Management Association  
Southern Finance Association

## Teaching

### Courses Taught

Real Estate Finance (REE 4204)  
Real Estate Finance (REE 5205)  
Real Estate Finance (REE 4204)  
Real Estate Finance (REE 5205)  
Real Estate Principles (REE 3043)  
Real Estate Finance (REE 4204)  
Real Estate Finance (REE 5205)  
Directed Individual Study (REE 4905)  
Real Estate Finance (REE4204)  
Real Estate Finance (REE 5205)  
Real Estate Principles (REE 3043)  
Special Topics in Real Estate (REE5935)  
Topics in Real Estate Finance and Appraisal (REE5205)  
Special Studies in Management (RMI5907)

### New Course Development

Real Estate Finance (2010)

### Doctoral Committee Member

Harris, L., graduate. (2011).  
Farrell, J., graduate. (2009).  
Boney, V., graduate. (2007).  
Sagers, G., graduate. (2007).  
MacDonald, L., graduate. (2006).  
Price, R. M., graduate. (2006).  
Royle, M. T., graduate. (2006).  
Boyle, R. J., graduate. (2003).  
Lawrence, K., graduate. (2001).  
Geiger, S., graduate. (1998).  
Smith, R., graduate. (1998).  
Swicegood, P., graduate. (1998).  
Brockman, E., graduate. (1997).  
Friday, H. S., graduate. (1996).  
Irwin, J., graduate. (1994).  
L'heureux, R. A., graduate. (1994).  
Marlin, D., graduate. (1994).

## Doctoral Committee University Representative

Harris, P. E., graduate. (2011).

## Research and Original Creative Work

### Publications

#### Refereed Journal Articles

Sirmans, G. S., & Jones, T. (submitted). Cause and Effect of Mortgage Default and Foreclosure. *Journal of Real Estate Literature*. Manuscript submitted for publication, 95 pages.

Sirmans, G. S., Dumm, R., & Smersh, G. (submitted). Price Variation in Waterfront Properties Over the Economic Cycle. *Journal of Real Estate Research*. Manuscript submitted for publication.

Dumm, R., Sirmans, G. S., Nyce, C., & Smersh, G. (in press). The Capitalization of Homeowners' Insurance Premiums in House Prices. *Journal of Risk and Insurance*, 25 pages.

This paper examines the impact of increases in property insurance rates on house prices.

Sirmans, G. S., & Gatzlaff, D. H. (in press). The Economics of Information in Real Estate Markets. *Journal of Real Estate Finance and Economics*, 6 pages.

Sirmans, G. S., Sirmans, C. S., & Smith, S. D. (in press). Determinants of Mortgage Interest Rates: Treasuries versus Swaps. *Journal of Real Estate Finance and Economics*, 25 pages.

Sirmans, G. S., & Macpherson, D. A. (2013). Forecasting the Demand for Housing in the United States. *Journal of the Center for Real Estate Studies*, 1(1), 28-48.

This paper examines demographic trends and forecasts demand for housing in the U.S. for the period 2008 through 2030.

Sirmans, G. S., Dumm, R., & Smersh, G. (2012). Building Codes, Wind Contours, and House Prices. *Journal of Real Estate Research*, 34(1), 73-98.

This study examines the effects of stricter building codes on house prices in Jacksonville, Florida and finds that consumers are willing to pay a premium for storm mitigation. Coauthors: Randy Dumm, Associate Professor, Florida State University and Greg Smersh, Assistant Professor, University of South Florida.

Sirmans, G. S., & Sirmans, C. S. (2012). Property Tax Initiatives in the United States. *Journal of Housing Research*, 21(1), 1-14.

This study examines the effects of state-initiated property tax limitations on public services. Coauthor: C. Stace Sirmans, Ph.D. student in finance, University of Florida.

Sirmans, G. S., Dumm, R., & Smersh, G. (2011). The Capitalization of Building Codes in House Prices. *Journal of Real Estate Finance and Economics*, 42(1), 30-50.

This study measures the impact of the stronger South Florida Building Code on house prices in Miami and finds that homeowners in the riskiest locations are willing to pay the highest premium for storm mitigation. Coauthors: Randy Dumm, Associate Professor, Florida State University and Greg Smersh, Assistant Professor, University of South Florida.

Sirmans, G. S., & Zietz, E. N. (2011). Real Estate Brokerage Research in the New Millennium. *Journal of Real Estate Literature*, 19(1), 5-40.

This study reviews the research that has examined the current issues facing real estate brokers. Coauthor: Emily N. Zietz, Professor, Middle Tennessee State University.

Sirmans, G. S., MacDonald, L., & Macpherson, D. (2010). A Meta Analysis of Selling Price and Time on the Market. *Journal of Housing Research*, 19(2), 140-152.

This study uses meta analysis to examine the relationship between selling price and time on the market across geographic regions of the U.S. Coauthor: David Macpherson, E.M. Stevens Professor of Economics, Trinity University and Lynn McDonald, Assistant Professor, St. Cloud University.

Sirmans, G. S., & Benefield, J. (2009). The Influence of Contingent Closing Costs on Sales Price. *Journal of Housing Research*, 18(2), 121-142.

This paper finds that contingencies in real estate sales contracts has a negative effect on selling price and time on the market for single-family homes. Coauthor: Justin Benefield, Assistant Professor, College of Charleston.

Sirmans, G. S., Gatzlaff, D., & Macpherson, D. (2008). Horizontal and Vertical Inequity in Real Property Taxation. *Journal of Real Estate Literature*, 16(2), 167-180.

This study examines the issues concerning horizontal and vertical inequity in property taxes. Coauthors: Dean Gatzlaff, Mark Bane Professor of Business Administration, Florida State University and David Macpherson, E.M. Stevens Professor, Trinity University.

Sirmans, G. S., Gatzlaff, D., & Macpherson, D. (2008). The History of Property Tax Capitalization in Real Estate. *Journal of Real Estate Literature*, 16(3), 327-343.

This study examines the extent to which property taxes are capitalized into house prices. Coauthors: Dean Gatzlaff, Mark Bane Professor of Business Administration, Florida State University and David Macpherson, E.M. Stevens Professor of Economics, Trinity University.

Sirmans, G. S., Zietz, J., & Smersh, G. (2008). The Impact of Inflation on Home Prices and the Valuation of Housing Characteristics Across the Price Distribution. *Journal of Housing Research*, 17(2), 119-137.

This study measures the impact of inflation across different ranges of house prices. Coauthors: Joachim Zietz, Professor, Middle Tennessee State University and Greg Smersh, Assistant Professor, University of

South Florida.

Sirmans, G. S., Zietz, J., & Zietz, E. (2008). Determinants of House Prices: A Quantile Regression Approach. *Journal of Real Estate Finance and Economics*, 37(4), 317-333.

This study uses quantile regression to measure the effect of housing characteristics on house prices across different price ranges. Coauthors: Joachim Zietz, Professor, Middle Tennessee State University and Emily Zietz, Professor, Middle Tennessee State University.

Sirmans, G. S., Dumm, R., & Macpherson, D. (2007). The Title Insurance Industry: Examining a Decade of Growth. *Journal of Insurance Regulation*, 25(4), 23-51.

This study examines the evolution of title insurance. Coauthors: Randy Dumm, Associate Professor, Florida State University and David Macpherson, E.M. Stevens Professor of Economics, Trinity University.

Sirmans, G. S., & Dumm, R. (2006). Title Insurance: An Historical Perspective. *Journal of Real Estate Literature*, 14(3), 291-320.

This study provides a review and analysis of the issues in title insurance. Coauthor: Randy Dumm, Associate Professor, Florida State University.

Sirmans, G. S., Friday, S., & Price, R. (2006). Do Management Changes Matter? An Empirical Investigation of REIT Performance. *Journal of Real Estate Research*, 28(2), 131-148.

This study examines the effect of changes in management structure on REIT returns. Coauthors: Swint Friday, Professor, Texas A&M Corpus Christi and Russell Price, Assistant Professor, Howard University.

Sirmans, G. S., MacDonald, L., Macpherson, D., & Zietz, E. (2006). The Value of Housing Characteristics: A Meta Analysis. *Journal of Real Estate Finance and Economics*, 33, 215-240.

This study examines the effect of various housing characteristics on selling price of single-family homes. Coauthors: Lynn MacDonald, Assistant Professor, St. Cloud University and David Macpherson, E.M. Stevens Professor of Economics, Trinity University.

Sirmans, G. S., Macpherson, D., & Zietz, E. (2005). The Composition of Hedonic Pricing Models. *Journal of Real Estate Literature*, 13(1), 1-44.

This study examines the issues and published literature on hedonic pricing models in housing. Coauthors: David Macpherson, E.M. Stevens Professor of Accounting and Emily Zietz, Professor, Middle Tennessee State University.

Sirmans, G. S., & Zietz, E. (2004). An Exploration of Inner-City Property Markets. *Journal of Real Estate Literature*, 12(3), 323-360.

This study examines and reviews the issues and published literature on inner-city real estate markets. Coauthor: Emily Zietz, Professor, Middle Tennessee State University.

Sirmans, G. S., Benjamin, J., & Zietz, E. (2003). The Environment and Performance Industrial Real Estate. *Journal of Real Estate Literature*, 11(3), 279-324.

This study examines the historical performance of industrial real estate in the U.S. Coauthors: John

Benjamin, Professor, American University (Retired) and Emily Zietz, Professor, Middle Tennessee State University.

Sirmans, G. S., & Macpherson, D. (2003). The State of Affordable Housing. *Journal of Real Estate Literature*, 11(2), 131-156.

This study examines the evolution of affordable housing programs and the effect on real estate markets. Coauthor: David Macpherson, E.M. Stevens Professor of Economics, Trinity University.

Sirmans, G. S., Zietz, E., & Friday, S. (2003). The Environment and Performance of Real Estate Investment Trusts. *Journal of Real Estate Portfolio Management*, 9(2), 127-165.

This study examines the historical performance of REITs and trends in REIT returns. Coauthors: Emily Zietz, Professor, Middle Tennessee State University and Swint Friday, Professor, Texas A&M Corpus Christi.

Sirmans, G. S., Conover, C., & Friday, S. (2002). Diversification Benefits from Foreign Real Estate Investments. *Journal of Real Estate Portfolio Management*, 8(1), 17-25.

Sirmans, G. S., Jud, D., & Winkler, D. (2002). The Impact of Information Technology on Real Estate Licensee Income. *Journal of Real Estate Practice and Education*, 5(1), 1-16.

Sirmans, G. S., Benjamin, J., & Zietz, E. (2001). Returns and Risk on Real Estate and Other Investments: More Evidence. *Journal of Real Estate Portfolio Management*, 7(3), 183-214.

Sirmans, G. S., & Macpherson, D. (2001). Affinity Programs and Real Estate Brokerage Industry. *Journal of Real Estate Research*, 22(3), 337-352.

Sirmans, G. S., & Macpherson, D. (2001). Neighborhood Diversity and House Price Appreciation. *Journal of Real Estate Finance and Economics*, 22(1), 81-97.

Sirmans, G. S., Benjamin, J., & Chinloy, P. (2000). Housing Vouchers, Tenant Quality, and Apartment Values. *Journal of Real Estate Finance and Economics*, 20(1), 37-48.

Sirmans, G. S., Benjamin, J., & Jud, D. (2000). Real Estate Brokerage and the Housing Market: An Annotated Bibliography. *Journal of Real Estate Research*, 20(1/2), 217-278.

Sirmans, G. S., Benjamin, J., & Jud, D. (2000). What Do We Know About Real Estate Brokerage? *Journal of Real Estate Research*, 20(1/2), 5-30.

Sirmans, G. S., & Swicegood, P. (2000). Determining Real Estate Licensee Income. *Journal of Real Estate Research*, 20(1/2), 189-204.

Sirmans, G. S., Worzala, E., & Zietz, E. (2000). Risk and Return Perceptions of Institutional Investors. *Journal of Real Estate Portfolio Management*, 6(2), 153-166.

- Sirmans, G. S., Friday, H., & Conover, C. (1999). Ownership Structure and the Value of the Firm: The Case of REITs. *Journal of Real Estate Research*, 17(1/2), 71-90.
- Sirmans, G. S., & Macpherson, D. (1999). Forecasting Seniors Housing Demand in Florida. *Journal of Real Estate Portfolio Management*, 5(3), 259-274.
- Sirmans, G. S., Sirmans, C. F., & Turnbull, G. (1999). Prices, Incentives, and Choice of Management Form. *Regional Science and Urban Economics*, 29, 173-195.
- Sirmans, G. S., & Friday, S. (1998). Board of Director Monitoring and Firm Value in Real Estate Investment Trusts. *Journal of Real Estate Research*, 16(3), 411-428.
- Sirmans, G. S., Friday, S., Kreimer, C., & Beaupre, J. (1998). A Case Study in the Correction of Vertical Inequity in Real Property Taxation. *Assessment Journal*, 5(6), 44-51.
- Sirmans, G. S., & Swicegood, P. (1998). Texas Licensee Income: Who Earns How Much and Why. *Tierra Grande*, 5(1), 8-10.
- Sirmans, G. S., Worzala, E., & Zietz, E. (1998). What's Wrong with Real Estate? *The Real Estate Finance Journal*, 14(3), 14-16.
- Sirmans, G. S., Benjamin, J., & Zietz, E. (1997). Security Measures and the Apartment Market. *Journal of Real Estate Research*, 14(3), 347-358.
- Sirmans, G. S., & Swicegood, P. (1997). Determinants of Real Estate Licensee Income. *Journal of Real Estate Research*, 14(2), 137-153.
- Sirmans, G. S., & Benjamin, J. (1996). Mass Transportation, Apartment Rent, and Property Values. *Journal of Real Estate Research*, 12(1), 1-8.
- Sirmans, G. S., Jud, D., & Benjamin, J. (1996). What Do We Know About Apartments and Their Market? *Journal of Real Estate Research*, 11(3), 243-258.
- Sirmans, G. S., Benjamin, J., & Chmielewski, P. (1995). The Legal Liability of Real Estate Appraisers. *The Appraisal Journal*, 58(2), 147-154.
- Sirmans, G. S., Diskin, B., & Friday, S. (1995). Vertical Inequity in the Taxation of Real Property. *National Tax Journal*, 58(1), 71-84.
- Sirmans, G. S., & Ferreira, E. (1995). The Pricing of Housing and Mortgage Services for First-Time Versus Repeat Homebuyers. *Journal of Real Estate Research*, 10(1), 115-127.
- Sirmans, G. S., Norman, E., & Benjamin, J. (1995). The Historical Environment of Real Estate Returns. *Journal of Real Estate Portfolio Management*, 1(1), 1-24.



- Sirmans, G. S., Schniederjans, M., & Hoffman, J. (1995). Using Goal Programming and the Analytic Hierarchy Process in House Selection. *Journal of Real Estate Finance and Economics*, 11(2), 167-176.
- Sirmans, G. S., & Benjamin, J. D. (1994). Apartment Rent: Rent Control and Other Determinants. *Journal of Property Research*, 11(3), 36-44.
- Sirmans, G. S., Gatzlaff, D., & Diskin, B. (1994). The Effect of Anchor Tenant Loss on Shopping Center Rents. *Journal of Real Estate Research*, 9(1), 99-110.
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (1994). Apartment Rent, Concessions, and Occupancy Rates. *Journal of Real Estate Research*, 9(3), 299-312.
- Sirmans, G. S., Hoffman, J., & Schniederjans, M. (1992). A Strategic Investment Model for Commercial Property Evaluation. *Real Estate Finance*, 9(1), 70-74.
- Sirmans, G. S., & Sirmans, C. F. (1992). The Effect of Property Manager Designations on Apartment Rent. *Journal of Property Management*, 57(1), 52-53.
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (1992). Rental Concessions, Effective Rent, and Property Value. *Property Tax Journal*, 11(3), 247-256.
- Sirmans, G. S., & Benjamin, J. D. (1991). Determinants of Market Rent. *Journal of Real Estate Research*, 6(3), 357-379.
- Sirmans, G. S., & Ferreira, E. (1991). Examining the Selection of Convertible Adjustable-Rate Mortgages. *Journal of Real Estate Appraisal and Economics*, 5(3), 21-28.
- Sirmans, G. S., Hoffman, J., & Schniederjans, M. (1991). A Strategic Value Model for International Property Appraisal. *Journal of Real Estate Appraisal and Economics*, 5(1), 41-50.
- Sirmans, G. S., & Sirmans, C. F. (1991). Property Manager Designations and Apartment Rent. *Journal of Real Estate Research*, 7(1), 91-98.
- Sirmans, G. S., & Sirmans, C. F. (1991). Rents, Selling Prices, and Financing Premiums. *Urban Studies*, 28(2), 267-276.
- Sirmans, G. S., & Ferreira, E. (1990). Borrowing and Lending in the Mortgage Markets: The Costs of FRMs, ARMs, and CARMs. *Journal of Real Estate Appraisal and Economics*, 4(4), 8-14.
- Sirmans, G. S., Hoffman, J., & Schniederjans, M. (1990). A Multi-Criteria Model for Corporate Property Evaluation. *Journal of Real Estate Research*, 5(3), 285-300.

- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (1990). Examining the Variability of Apartment Rent. *The Real Estate Appraiser and Analyst*, 56(2), 43-48.
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (1990). Rental Concessions and Property Values. *Journal of Real Estate Research*, 5(1), 141-151.
- Sirmans, G. S., & Ferreira, E. (1989). Selling Price, Financing Premiums, and Days on the Market. *Journal of Real Estate Finance and Economics*, 2(3), 209-222.
- Sirmans, G. S., & Ferreira, E. (1989). Time on the Market and Financing Premiums. *Journal of Real Estate Appraisal and Economics*, 3(4), 35-44.
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (1989). Determining Apartment Rent: The Value of Amenities, Services, and External Factors. *Journal of Real Estate Research*, 4(2), 33-43.
- Sirmans, G. S., & Ferreira, E. (1988). Using Ridge Regression in Real Estate Analysis. *The Appraisal Journal*, 56(3), 311-318.
- Sirmans, G. S., & Sirmans, C. F. (1988). Rents, Financing Premiums and Market Extracted Capitalization Rates. *The Real Estate Appraiser and Analyst*, 54(1), 56-60.
- # Sirmans, G. S., & Ferreira, E. (1987). Interest Rate Changes, Transactions Costs and Assumable Loan Value. *Journal of Real Estate Research*, 2(2), 29-41.
- # Sirmans, G. S., & Harris, J. (1987). Discount Points, Effective Yields, and Mortgage Prepayment. *Journal of Real Estate Research*, 2(2), 97-105.
- # Sirmans, G. S., & Sirmans, C. F. (1987). The Historical Perspective of Real Estate Returns. *Journal of Portfolio Management*, 13(3), 22-31.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1987). Creative Financing, House Prices, and Property Tax Inequities. *Urban Studies*, 24, 156-165.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1987). The Valuation of VA Assumable Loans. *The Appraisal Journal*, 55(1), 138-142.
- # Sirmans, G. S. (1986). Financing Mix and Real Estate Investment Analysis. *Appraisal Review Journal*, 4(2), 34-40.
- # Sirmans, G. S., & Ferreira, E. (1986). Interest Rate Volatility and Assumable Loan Value in Creative Financing. *The Real Estate Appraiser and Analyst*, 52(1), 41-47.
- # Sirmans, G. S., & Sirmans, C. F. (1986). Financing Premiums and Selling Price of Residential Income Properties. *Property Tax Journal*, 5(4), 175-190.

- # Sirmans, G. S., Sirmans, C. F., & Beasley, B. T. (1986). Income Property Valuation and the Use of Market Extracted Overall Capitalization Rates. *The Real Estate Appraiser and Analyst*, 52(2), 39-45.
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (1986). Valuation of Creative Financing: An Empirical Test of FFVA vs. Cash Equivalence. *Housing Finance Review*, 5(3), 235-246.
- # Sirmans, G. S. (1985). Seller Financing and Selling Price of Single-Family Homes. *Appraisal Review Journal*, 3(1), 26-31.
- # Sirmans, G. S., & Ferreira, E. (1985). The Capitalization of Creative Financing in House Prices in Perfect Capital Markets. *The Appraisal Journal*, 53(3), 371-378.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1985). Measuring Inequities in Property Tax Assessments in the Presence of Creative Financing. *Assessment Digest*, 6(2), 33-38.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1985). The Issues and Implications of Creative Financing and Real Estate Prices: A Survey. *Property Tax Journal*, 4(4), 383-415.
- # Sirmans, G. S., & Ferreira, E. (1984). Assumable Loan Value in Creative Financing. *Housing Finance Review*, 3(2), 139-148.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1984). Adjusting Comparable Sales for Assumption Financing. *The Appraisal Journal*, 52(1), 84-93.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1984). Assumption Financing, Cash Equivalency and Comparable Sales Analysis. *The Real Estate Appraiser and Analyst*, 50(3), 55-60.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1984). Cash Equivalency Valuation for Creative Financing Methods. *The Appraisal Journal*, 52(3), 420-435.
- # Sirmans, G. S., & Smith, S. D. (1984). The Shifting of FHA Discount Points: Actual vs. Expectations. *AREUEA Journal*, 12(2), 153-161.
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (1984). Consideration of Creative Financing Risks in Mortgage Lending. *Journal of Retail Banking*, 6(3), 37-43.
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (1984). The Valuation of Creative Financing in Housing. *Housing Finance Review*, 3(2), 129-138.
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (1983). Assumption Financing and Selling Price of Single-Family Homes. *Journal of Financial and Quantitative Analysis*, 18(3), 307-318.

### **Edited Books**

Sirmans, G. S., & Claurette, T. M. (Eds.). (2014). *Real Estate Finance Theory and Practice, 7th Edition* [Textbook]. OnCourse Learning.

Sirmans, G. S., & Claurette, T. M. (Eds.). (2010). *Real Estate Finance Theory and Practice, 6th Edition*. Mason, OH: Cengage Learning.

Sirmans, G. S., & Claurette, T. M. (Eds.). (2002). *Learning Real Estate Finance*. Mason, OH: Cengage Learning.

### **Refereed Monographs**

- # Sirmans, G. S., & White, L. R. (1979). *Financing the Small Business*. University of Georgia Small Business Development Center.

### **Invited Monograph Chapters**

Sirmans, G. S., & Zietz, E. (in press). A Peripheral Analysis of James R. Webb's Real Estate Brokerage Research. In Seiler, M. (Ed.), *ARES Monograph in Memory of James R. Webb* (18 pages). Boston: Kluwer Academic Publishers.

### **Refereed Monograph Chapters**

- Sirmans, G. S., Gatzlaff, D., & Diskin, B. (1996). Suffering the Loss of an Anchor Tenant. In Benjamin, J. D. (Ed.), *Megatrends in Retail Property* (pp. 261-276). Kluwer Academic Publishers.
- # Sirmans, G. S., Barth, J., McKenzie, J., & Bradley, M. (1987). Stylized Facts About Housing and Construction Activity in the Post-World II Period. In Clapp, J., & Messner, S. (Eds.), *Real Estate Market Analysis: Methods and Applications* (pp. 133-149). New York: Praeger Publisher.
  - # Sirmans, G. S., & Kau, J. (1987). The Impact of Inflation on Housing Prices and Housing Starts. In Clapp, J., & Messner, S. (Eds.), *Real Estate Market Analysis: Methods and Applications* (pp. 187-198). New York: Praeger Publisher.
  - # Sirmans, G. S. (1982). An Interregional Model of Housing and Mortgage Markets. In Sirmans, C. F. (Ed.), *Research in Real Estate* (pp. 197-234). Greenwich, CT: JAI Press.

### **Nonrefereed Journal Articles**

- Sirmans, G. S. (1993). The Value of Professional Management Designations. *The Property Line*, 12(3), 9-14.
- Sirmans, G. S. (1990). The Borrower's Dilemma. *Mortgage Banking*, 50(7), 77.
- Sirmans, G. S., & Harris, J. (1988). An Economic Rationale for the Use of Discount Points. *Mortgage Banking*, 49(1), 133-135.
- Sirmans, G. S., McElreath, R., & Cash, S. (1988). How to Analyze Effects of Paying Points in Home Refinancing. *Journal of Financial Planning*, 1(1), 49-52.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1986). The Capitalization of Creative Financing in House Prices. *Mortgage Banking*, 46(5), 61-68.
- # Sirmans, G. S. (1985). Negotiating the Rapids of Real Estate Investment. *Outlook*, 1(3), 25-27.
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (1985). Lending Risks and Alternative Loan Types. *Magazine of Bank Administration*, 61(9), 46-53.
- # Sirmans, G. S., Sirmans, C. F., & Beasley, B. T. (1984). An Analysis of Market Extracted Overall Capitalization Rates. *Commercial Investment Journal*, 3(1), 20-23.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1984). The Value? A Good Question Regarding Creative Financing. *American Banker*, 14.
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (1983). The Effect of Assumption Financing on Residential Property Values. *Federal Home Loan Bank Board Journal*, 16(7), 22-25.
- # Sirmans, G. S., & Sirmans, C. F. (1982). Financial Statement Analysis for Real Estate Brokerage Management. *Real Estate Perspectives*, 17-21.

### **Nonrefereed Reports**

- # Sirmans, G. S. (1985). *A Reestimation of a Thrift Institution's Efficient Frontiers* (Research Working Paper No. 120). Federal Home Loan Bank Board Office of Policy and Economic Research.
- # Sirmans, G. S. (1985). *Deriving a Thrift Institution's Efficient Frontiers in Constrained and Unconstrained Environments* (Research Working Paper No. 119). Federal Home Loan Bank Board Office of Policy and Economic Research.

- # Sirmans, G. S. (1985). *Examining Historical Returns and Risk for Debt and Equity Assets* (Research Working Paper No. 118). Federal Home Loan Bank Board Office of Policy and Economic Research.

## Presentations

### Invited Papers at Conferences

For invited papers at conferences, 46.3% were international, 25.3% were national, 28.4% were regional in scope.

- Sirmans, G. S., & Jones, T. (accepted). *Mortgage Default and Foreclosure: An Analysis of the Underlying Determinants, Associated Losses, and Valuation*. Paper to be presented at American Real Estate Society Annual Conference, American Real Estate Society, San Diego, CA. (International)
- Sirmans, G. S., Sirmans, C. S., & Smith, S. D. (accepted). *Determinants of ARM Rates: Swaps Beat Treasuries*. Paper to be presented at American Real Estate Society Annual Meeting, American Real Estate Society, San Diego, CA. (International)
- Sirmans, G. S., Benefield, J., & Sirmans, S. (presented 2013, April). *Negotiated Residential Real Estate Commission Rates and Observable Agent Effort*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Hawaii. (International)
- Sirmans, G. S., Dumm, R., Nyce, C., & Smersh, G. (presented 2012, August). *The Capitalization of Homeowners Insurance Premiums in House Prices*. Paper presented at American Risk and Insurance Association Meeting, American Risk and Insurance Association, Minneapolis, MN. (National)
- Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2012). *Price Variation in Waterfront Housing: Water Classification and Externality Effects*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, St. Petersburg, Florida. (International)
- Sirmans, G. S., Sirmans, C. S., & Smith, S. D. (presented 2012). *Determinants of Mortgage Interest Rates: Treasuries versus Swaps*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, St. Petersburg, Florida. (International)
- Sirmans, G. S., Dumm, R., Nyce, C., & Smersh, G. (presented 2011, July). *An Investigation of the Impact of Insurance Premium Levels on House Prices*. Paper presented at Asian Pacific Risk and Insurance Association Meeting, Asian Pacific Risk and Insurance Association, Tokyo, Japan. (National)
- Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2011). *An Investigation of the Impact of Insurance Premium Levels on House Prices*. Paper presented at American Real Estate

Society 2011 Annual Meeting, American Real Estate Society, Seattle, WA.  
(International)

Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2010). *Building Codes, Wind Contours and House Prices*. Paper presented at American Real Estate Society 2010 Annual Meeting, American Real Estate Society, Naples, Florida. (International)

Sirmans, G. S., Dumm, R., Smersh, G., & Nyce, C. (presented 2010). *Insurance Premiums and House Prices*. Paper presented at American Real Estate Society 2011 Annual Meeting, American Real Estate Society. (International)

Sirmans, G. S., & Sirmans, C. S. (presented 2010). *Property Tax Initiatives in the United States*. Paper presented at Southern Finance Association 2010 Annual Meeting, Southern Finance Association, Ashville, NC. (Regional)

Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2009, November). *Building Codes, Wind Contours, and House Prices*. Paper presented at Southern Risk and Insurance Association Meeting, Southern Risk and Insurance Association, Orlando, FL. (Regional)

Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2009, January). *The Capitalization of Building Codes in House Prices*. Paper presented at Western Risk and Insurance Association Meeting, Western Risk and Insurance Association, Las Vegas, NV. (Regional)

Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2009). *Building Codes, Wind Contours, and House Prices*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Captiva Island, FL. (Regional)

Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2009). *The Capitalization of Building Codes in House Prices*. Paper presented at Western Risk and Insurance Association Annual Meeting, Western Risk and Insurance Association, San Francisco, CA. (Regional)

Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2009). *The Capitalization of Building Codes in House Prices*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Monterey, CA. (National)

Sirmans, G. S., & Boney, V. (presented 2008). *REIT ETFs and the Volatility of REIT Returns*. Paper presented at RERI Conference, RERI, Boston, MA. (National)

Sirmans, G. S., & Boney, V. (presented 2008). *The Introduction of REIT ETFs and Subsequent Changes in Underlying REIT Volatility*. Paper presented at American Real Estate Society Annual Conference, American Real Estate Society, Captiva Island, FL. (International)

- Sirmans, G. S., Dumm, R., & Smersh, G. (presented 2008). *The Capitalization of Stricter Building Codes in Miami, Florida House Prices*. Paper presented at Federal Reserve Bank First Annual LEARN Conference, Federal Reserve Bank, New Orleans, LA. (Regional)
- Sirmans, G. S., MacDonald, L., & Macpherson, D. (presented 2008). *A Meta Analysis of Selling Price and Time on the Market*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Key West, FL. (Regional)
- Sirmans, G. S., Zeitz, J., & Smersh, G. (presented 2008). *Calendar Effects in the Pricing of Residential Real Estate*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Captiva Island, FL. (International)
- Sirmans, G. S., Zeitz, J., Zietz, E., & Smersh, G. (presented 2007). *Using Quantile Regression to Identify the Impact of Inflation and Housing Characteristics on Sale Price*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Charleston, SC. (Regional)
- Sirmans, G. S., Zietz, E., & Zietz, J. (presented 2007). *The Implicit Pricing of Housing Characteristics*. Paper presented at Mid-Year AREUEA Meeting, AREUEA, Washington D.C. (National)
- Sirmans, G. S., Zietz, E., & Zietz, J. (presented 2007). *The Implicit Pricing of Housing Characteristics Using a Quantile Regression Approach*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, San Francisco, CA. (National)
- Sirmans, G. S., & Boney, V. (presented 2006). *Funds Flows In REITs and REIT ETFs*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Key West, FL. (International)
- Sirmans, G. S., Macpherson, D., & MacDonald, L. (presented 2006). *Selling Price and Time on the Market: A Meta Analysis*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Key West, FL. (International)
- Sirmans, G. S., & Zietz, E. (presented 2006). *The Effect of Housing Choices on Individual Affluence and the Community*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Key West, FL. (International)
- Sirmans, G. S., Zietz, E., & Zietz, J. (presented 2006). *Determinants of Housing Prices: Evidence from a Quantile Regression Approach*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Key West, FL. (Regional)
- Sirmans, G. S., Macpherson, D., MacDonald, L., & Zietz, E. (presented 2005). *The Value of Housing Characteristics Using Meta Regression Analysis*. Paper presented at American



Real Estate and Urban Economics Association Mid-Year Meeting, American Real Estate and Urban Economics Association, Washington D.C. (National)

Sirmans, G. S., Macpherson, D., MacDonald, L., & Zietz, E. (presented 2005). *The Value of Housing Characteristics: A Meta Analysis*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Santa Fe, NM. (International)

Sirmans, G. S., Friday, H. S., & Price, R. M. (presented 2004). *Do Management Changes Matter? An Empirical Investigation of REIT Performance*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Captiva Island, FL. (International)

Sirmans, G. S., Macpherson, D., MacDonald, L., & Zietz, E. (presented 2004). *A Meta Analysis of Housing Characteristics*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Naples, FL. (Regional)

Sirmans, G. S., & Zietz, E. (presented 2004). *An Exploration of Inner-City Property Markets*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Captiva Island, FL. (International)

Sirmans, G. S., Benjamin, J., & Zietz, E. (presented 2003). *Industrial Real Estate*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Charleston, SC. (Regional)

Sirmans, G. S., Benjamin, J., & Zietz, E. (presented 2003). *The Environment and Performance of Industrial Real Estate*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Monterey, CA. (International)

Sirmans, G. S., & Friday, S. (presented 2002). *The Market Pricing of Agency Costs in REITs*. Paper presented at Eastern Finance Association Annual Meeting, Eastern Finance Association, Savannah, GA. (Regional)

Sirmans, G. S., Zietz, E., & Friday, S. (presented 2002). *The Historical Perspective of REITs*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Naples, FL. (International)

Sirmans, G. S., & Friday, S. (presented 2001). *Agency Costs in REITs*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, New Orleans, LA. (National)

Sirmans, G. S., Jud, D., & Winkler, D. (presented 2001). *The Impact of Information Technology on Real Estate Licensee Income*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Coeur d'Alene, ID. (International)

- Sirmans, G. S., Zietz, E., & Benjamin, J. (presented 2001). *Returns and Risk on Real Estate and Other Investments*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Coeur d'Alene, ID. (International)
- Sirmans, G. S., & Benjamin, J. (presented 2000). *Housing Vouchers, Tenant Quality, and Apartment Values*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, Boston, MA. (National)
- Sirmans, G. S., & Friday, S. (presented 2000). *Market Pricing of Agency Costs in REITs*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Key West, FL. (Regional)
- Sirmans, G. S., & Friday, S. (presented 2000). *The Market Pricing of Agency Costs in REITs*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Santa Barbara, CA. (International)
- Sirmans, G. S., & Friday, S. (presented 1999). *Determining Top Management Compensation in REITs*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, New York City, NY. (National)
- Sirmans, G. S., Worzala, E., & Zietz, E. (presented 1999). *Risk and Return Perceptions of Institutional Investors*. Paper presented at Midwest Finance Association Annual Meeting, Midwest Finance Association, Chicago, IL. (Regional)
- Sirmans, G. S., Benjamin, J. D., & Jud, G. D. (presented 1998). *What Do We Know About Real Estate Brokers and Brokerage?* Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Monterey, CA. (International)
- Sirmans, G. S., Friday, H. S., & Conover, C. M. (presented 1998). *Ownership Structure and the Value of the Firm*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Monterey, CA. (International)
- Sirmans, G. S., & Friday, S. (presented 1998). *The Determinants of Top Management Compensation in REITs*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Charleston, SC. (Regional)
- Sirmans, G. S., Worzala, E., & Zietz, E. (presented 1998). *Risk and Return Perceptions of Institutional Investors*. Paper presented at American Risk and Insurance Association Annual Meeting, American Risk and Insurance Association, Chicago, IL. (National)
- Sirmans, G. S., Worzala, E., & Zietz, E. (presented 1998). *Risk and Return Perceptions of Institutional Investors*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Monterey, CA. (International)

- Sirmans, G. S., & Benjamin, J. D. (presented 1997). *Section 8 Housing and the Apartment Market*. Paper presented at AREUEA Mid-Year Meeting, AREUEA, Washington D.C. (National)
- Sirmans, G. S., Benjamin, J. D., & Zietz, E. (presented 1997). *Security, the Apartment Market, and Housing Efficiency*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, Chicago, IL. (National)
- Sirmans, G. S., & Friday, H. S. (presented 1997). *Board of Director Monitoring and Firm Value in Real Estate Investment Trusts*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, New Orleans, LA. (Regional)
- Sirmans, G. S., & Friday, H. S. (presented 1997). *Ownership Structure and the Value of the Firm: The Case of REITs*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Baltimore, MD. (Regional)
- Sirmans, G. S., & Swicegood, P. (presented 1997). *Determinants of Income for Real Estate Licensees*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Lake Tahoe, CA. (International)
- Sirmans, G. S., Zietz, E., & Benjamin, J. (presented 1997). *Security and the Apartment Market*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Sarasota, FL. (International)
- Sirmans, G. S., Norman, E., & Worzala, E. (presented 1996). *Asset Allocation Decisions of Large Insurance Companies for Mixed-Asset and Real Estate-Only Portfolios*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Lake Tahoe, CA. (International)
- Sirmans, G. S., Benjamin, J. D., & Norman, E. J. (presented 1995). *The Historical Environment of Real Estate Returns*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Hilton Head, SC. (International)
- Sirmans, G. S., Friday, S., & Kreimer, C. (presented 1995). *Vertical Inequity in the Taxation of Real Property*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Key West, FL. (Regional)
- Sirmans, G. S., & Benjamin, J. D. (presented 1994). *The Effect of Anchor Tenant Loss on Shopping Center Rents*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Santa Barbara, CA. (International)

- Sirmans, G. S., & Benjamin, J. D. (presented 1994). *Urban Mobility, Apartment Rents, and Property Values*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Santa Barbara, CA. (International)
- Sirmans, G. S., Norman, E., & Friday, S. (presented 1994). *A Look at Gains to Acquiring Firm Shareholders in Mergers Between Two REITs*. Paper presented at Mid-South Academy of Economics and Finance Annual Meeting, Mid-South Academy of Economics and Finance, Nashville, TN. (Regional)
- Sirmans, G. S., & Ferreira, E. J. (presented 1993). *Examining the Cost of Housing and Mortgage Transaction for First-Time versus Repeat Homebuyers*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Key West, FL. (International)
- Sirmans, G. S., & Ferreira, E. J. (presented 1993). *The Prices of Housing and Mortgage Service for First-Time Repeat Homebuyers*. Paper presented at Academy of Financial Services Annual Meeting, Academy of Financial Services, Denver, CO. (National)
- Sirmans, G. S., & Ferreira, E. J. (presented 1992). *An Examination of Housing Market Transaction for First-Time Homebuyers*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, San Diego, CA. (International)
- Sirmans, G. S., & Sirmans, C. F. (presented 1992). *Property Management and Apartment Rent*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, New Orleans, LA. (National)
- Sirmans, G. S., & Benjamin, J. D. (presented 1991). *Determinants of Market Rent*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Sarasota, FL. (International)
- Sirmans, G. S., & Sirmans, C. F. (presented 1991). *Property Manager Designations and Apartment Rent*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Sarasota, FL. (International)
- Sirmans, G. S., & Ferreira, E. J. (presented 1990). *Borrowing and Lending in the Mortgage Market: The Costs of FRMs, ARMs, and CARMs*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Lake Tahoe, NV. (International)
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (presented 1990). *The Effect of Concessions on Apartment Rent*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Lake Tahoe, NV. (International)

- Sirmans, G. S., & Harris, J. M. (presented 1989). *Residential Mortgage Qualifying Rules: An Empirical Test of Effectiveness*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Arlington, VA. (International)
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (presented 1989). *Apartment Rent, Concessions, and Occupancy Rates*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, Arlington, VA. (International)
- Sirmans, G. S., & Ferreira, E. J. (presented 1988). *Financing premiums and Days on the Market: An Analysis of Liquidity Tradeoffs*. Paper presented at Eastern Finance Association Annual Meeting, Eastern Finance Association, Jacksonville, FL. (Regional)
- Sirmans, G. S., & Ferreira, E. J. (presented 1988). *Interest Rate Changes, Transaction Costs, and Assumable Loan Value*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, San Francisco, CA. (International)
- Sirmans, G. S., & Ferreira, E. J. (presented 1988). *Selling Price, Financing Premiums, and Days on the Market*. Paper presented at AREUEA Annual Meeting, AREUEA, New York City, NY. (National)
- Sirmans, G. S., & Ferreira, E. J. (presented 1988). *Using Ridge Regression in Real Estate Analysis*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, San Francisco, CA. (International)
- Sirmans, G. S., & Harris, J. M. (presented 1988). *Discount Points, Effective Yields, and Mortgage Prepayment*. Paper presented at Eastern Finance Association Annual Meeting, Eastern Finance Association, Jacksonville, FL. (Regional)
- Sirmans, G. S., Sirmans, C. F., & Benjamin, J. D. (presented 1988). *Examining the Variability of Apartment Rent: An Empirical Analysis of the Value of Services and Amenities*. Paper presented at Financial Management Association Annual Meeting, Financial Management Association, New Orleans, LA. (International)
- # Sirmans, G. S., McElreath, R. B., & Cash, C. S. (presented 1987). *An Analysis of Paying Points When Refinancing a Home Under a Recent IRS Ruling*. Paper presented at Academy of Financial Services Annual Meeting, Academy of Financial Services, Chicago, IL. (National)
- # Sirmans, G. S., & Sirmans, C. F. (presented 1987). *Rents, Selling Prices, and Financing Premiums: An Analysis of Income-Producing Properties*. Paper presented at Financial Management Association Annual Meeting, Financial Management Association, Las Vegas, NV. (International)

- # Sirmans, G. S., & Ferreira, E. J. (presented 1986). *Interest Rate Changes, Transaction Costs, and Assumable Loan Value*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, Miami, FL. (Regional)
- # Sirmans, G. S., & Sirmans, C. F. (presented 1986). *Financing Premiums and Selling Price of Residential Income Property*. Paper presented at American Real Estate Society Annual Meeting, American Real Estate Society, La Jolla, CA. (International)
- # Sirmans, G. S., & Sirmans, C. F. (presented 1986). *The Issues and Implications of Creative Financing and House Prices*. Paper presented at International Association of Assessing Officers' Sixth Annual Legal Seminar, International Association of Assessing Officers, Chicago, IL. (National)
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (presented 1986). *The Capitalization of Creative Financing in House Prices*. Paper presented at Second Financial Congress Annual Meeting, Second Financial Congress, Chicago, IL. (Regional)
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (presented 1986). *The Capitalization of Creative Financing in House Prices*. Paper presented at Southwest Finance Association Annual Meeting, Southwest Finance Association, Dallas, TX. (Regional)
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (presented 1985). *Cash Value vs. Financed Value- A Current Look at Residential Appraisal Issues*. Paper presented at American Institute of Real Estate Appraisers' Central Atlantic Regional Appraisal Conference, American Institute of Real Estate Appraisers, Baltimore, MD. (Regional)
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (presented 1985). *The Issues and Implications of Creative Financing and House Prices: A Survey*. Paper presented at International Association of Assessing Officers' Spring Technical Seminar, International Association of Assessing Officers, Chicago, IL. (National)
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (presented 1985). *Valuation of Creative Financing: An Empirical Test of FFVA vs. Cash Equivalence*. Paper presented at Financial Management Association Annual Meeting, Financial Management Association, Denver, CO. (National)
- # Sirmans, G. S., & Ferreira, E. J. (presented 1984). *Interest Rate Volatility and Assumable Loan Value in Creative Financing*. Paper presented at Southern Finance Association Annual Meeting, Southern Finance Association, New Orleans, LA. (Regional)
- # Sirmans, G. S., Sirmans, C. F., & Smith, S. D. (presented 1984). *Property Tax Inequities, Creative Financing, and House Prices*. Paper presented at Financial Management Association Annual Meeting, Financial Management Association, New York City, NY. (International)

- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (presented 1983). *The Valuation of Creative Financing in Housing*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, Washington D.C. (National)
- # Sirmans, G. S., & Smith, S. D. (presented 1982). *The Shifting of FHA Discount Points: Actual vs. Expectations*. Paper presented at American Real Estate and Urban Economics Association Mid-Year Meeting, American Real Estate and Urban Economics Association, Washington D.C. (National)
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (presented 1982). *Assumption Financing and Selling Prices of Single-Family Homes*. Paper presented at Eastern Finance Association Annual Meeting, Eastern Finance Association, Williamsburg, VA. (Regional)
- # Sirmans, G. S., Smith, S. D., & Sirmans, C. F. (presented 1982). *Determining the Market Value of Assumable Home Loans*. Paper presented at American Real Estate and Urban Economics Association Mid-Year Meeting, American Real Estate and Urban Economics Association, Washington D.C. (National)
- # Sirmans, G. S., & Kau, J. B. (presented 1981). *Interest Rates, Inflation, and Specification Bias*. Paper presented at Financial Management Association Annual Meeting, Financial Management Association, Boston, MA. (International)
- # Sirmans, G. S., Kau, J. B., & Keenan, D. (presented 1980). *Interest Rates and Housing*. Paper presented at American Real Estate and Urban Economics Association Annual Meeting, American Real Estate and Urban Economics Association, Washington D.C. (National)
- # Sirmans, G. S., Kau, J. B., & Keenan, D. (presented 1980). *The Relationship Between Real Interest Rates and Housing*. Paper presented at Financial Management Association Annual Meeting, Financial Management Association, New Orleans, LA. (International)

## **Contracts and Grants**

### **Contracts and Grants Funded**

Sirmans, George S (PI). (May 2008–Jun 2015). *Harold and Barbara Chastain Eminent Scholar*. Funded by FSU Foundation. (F01039). Total award \$169,825.

Sirmans, George S (PI). (May 2008–Jun 2013). *Payne H. and Charlotte Hodges Midyette*. Funded by FSU Foundation. (F00973). Total award \$222,760.

## **Reviews of My Research and Original Creative Work by Other Authors**

### **Reviews Appearing in Journals**

Jin, J., & Yu, E. (2011). World Ranking of Real Estate Research: Recent Changes in School Competitiveness and Research Institutions. *Journal of Real Estate Finance and Economics*, 42:2, 229-246.

In a world-wide ranking of real estate research productivity, G.S. Sirmans ranked #20.

Dombrow, J., & Turnbull, G. (2002). Individual and Institutions Publishing Research in Real Estate: 1989-1998. *Journal of Real Estate Literature*, 10:1, 45-92.

In a study of eight top real estate journals, G. S. Sirmans ranked #8 in unweighted appearances for research productivity over the period 1989-1998.

Clauretje, T., & Daneshuary, N. (1993). A Note on the Ranking of Real Estate Authors: Where Else Do They Publish and Who Cares? *Journal of Real Estate Research*, 8:3, 445-453.

In a study of the top three real estate academic journals, G. S. Sirmans ranked #7 in research productivity.

### **Additional Research or Original Creative Work Not Reported Elsewhere**

Sirmans, G. S., Benefield, J., & Sirmans, S. (2013). *Negotiated Commission Rates, Virtual Tours, and Observable Real Estate Agent Effort*.

Working Paper.

Sirmans, G. S., & Jones, T. (2013). *Cause and Effect of Mortgage Default and Foreclosure*.

Working Paper.

## **Service**

### **Florida State University**

#### **FSU University Service**

Member, Academic Engagement and Innovation Grant Committee (2014–2015).

Chair, FSU Distance Learning Committee (2013–2014).

Member, FSU Distance Learning Committee (2011–2014).

Co-Chairperson, FSU Distance Learning Committee (2012–2013).



Member, FSU Council on Research and Creativity (2003–2013).

Member, FSU Property Survey Committee (2000–2012).

Member, FSU Undergraduate Policy Committee (2000–2006).

Member, FSU Faculty Senate (1999–2005).

Member, FSU Undergraduate Professional Relations and Welfare Committee (2000–2003).

Member, FSU University Libraries Committee (1999–2001).

### **FSU College Service**

Member, FSU College of Business Executive Committee (2011–present).

Member, FSU College of Business MBA Committee (2012–2013).

Member, FSU College of Business Masters Policy Committee (2001–2011).

Member, FSU College of Business Research Grant Committee (1998).

Member, FSU College of Business Promotion and Tenure Committee (1997–1998).

Member, FSU College of Business Scholarship Committee (1997–1998).

Member, FSU College of Business Committee to Review Compression/Inversion Model (1995).

### **FSU Department Service**

Member, FSU Real Estate Networking Conference Steering Committee (1998–present).

Member, Departmental REE Curriculum Committee (1988–present).

Member, FSU Departmental Promotion and Tenure Committee (2001–2008).

Faculty Advisor, FSU Real Estate Society (1989–2000).

Chairperson, FSU Departmental Promotion and Tenure Committee (1997–1998).

Member, FSU Departmental Committee to Review Teaching Incentive Award Folders (1994).

## **The Profession**

### **Editor for Refereed Journals**

*Journal of Real Estate Literature* (1991–2001).

Editor for Book Reviews.

### **Guest Editing for Refereed Journals**

Sirmans, G. S., & Gatzlaff, D. (Eds.). (2014). Housing Market Issues: Initiatives, Policies and the Economy [Special Issue]. *Journal of Real Estate Finance and Economics*.

Sirmans, G. S., & Gatzlaff, D. (Eds.). (2011). Government Intervention and Its Effect on Real Estate Markets [Special Issue]. *Journal of Real Estate Finance and Economics*.

### **Editorial Board Membership(s)**

*Journal of Housing Research* (2010–2015).

Reviewed one paper for JHR in 2011.

*Journal of Real Estate Literature* (2010–2015).

*Seniors Housing and Care Journal* (2000–2014).

*Journal of Real Estate Research* (1988–2013).

*Journal of Real Estate Finance and Economics* (2005–2011).

# *American Real Estate and Urban Economics Association Journal* (1987–1992).

### **Guest Reviewer for Refereed Journals**

*Journal of Business Valuation and Economic Loss Analysis* (2013).

*Journal of Housing Research* (2013).

*Journal of Real Estate Research* (2013).

*Journal of Real Estate Research* (2013).

*Seniors Housing and Care Journal* (2013).

*The Social Science Journal* (2013).

*Housing Studies* (2012).

*Journal of Business Valuation and Economic Loss Analysis* (2012).

*Journal of Housing Research* (2012).

*Journal of Real Estate Finance and Economics* (2012).

*Journal of Real Estate Literature* (2012).

*Journal of Real Estate Research* (2012).

*Journal of Real Estate Research* (2012).

*Journal of Real Estate Research* (2012).

*Journal of Real Estate Research* (2012).

*Seniors Housing and Care Journal* (2012).

*Journal of Housing Research* (2011).

*Journal of Real Estate Finance and Economics* (2011).

*Journal of Real Estate Research* (2011).

*Journal of Real Estate Research* (2011).

*Journal of Real Estate Research* (2011).

*Land Economics* (2011).

*Cityscape* (2010).

*Land Economics* (2000–2010).

*Contemporary Economic Policy* (2009).

*International Journal of Hospitality Management* (2009).

*Journal of Housing Economics* (2009).

*Urban Studies* (2005–2009).

*Housing Studies* (2008).

*Real Estate Economics* (2008).

### **Service to Professional Associations**

Member, Executive Committee, American Real Estate Society (2011–2015).

President, American Real Estate Society (2013–2014).

President Elect, American Real Estate Society (2012–2013).

Member, ARES Recognition Awards Committee, American Real Estate Society (2013).

Chairman, ARES Recognition Awards Nominating Committee, American Real Estate Society (2012–2013).

Program Chair, Leads to President of the organization in 2014, American Real Estate Society (2011–2012).

Member, 2012 Program Committee, Financial Management Association (2011–2012).

Member, Board of Directors, American Real Estate Society (2009–2010).

Member, Board of Directors, Southern Finance Association (2007–2009).

Member, Program Committee, Southern Finance Association (2004).

Member, Board of Directors, Academy of Financial Services (1998–2000).

Member, Program Committee, Financial Management Association (1992–1993).

# Member, Academic Liaison Subcommittee of the SRA/SRRA Admissions Committee, Society of Real Estate Appraisers (1985–1990).

### **Interviews**

WFSU TV. (2012, November). National Rankings of Risk Management and Real Estate Programs. *WFSU TV Headlines* [Television].

### **Service to Other Universities**

- # Chairperson, Departmental Promotion and Tenure Committee, *Clemson University* (1986–1988).
- # Member, Department Advisory Committee, *Clemson University* (1983–1988).
- # Chairperson, Departmental Faculty Recruiting Committee, *Clemson University* (1986–1987).
- # Member, Departmental Curriculum Committee, *Clemson University* (1983–1987).
- # Member, Library Advisory Committee, *Clemson University* (1982–1986).
- # Member, Search Committee for Position of Department Head, *Clemson University* (1983).

### **The Community**

Chairperson, Board of Directors, FSU Credit Union (2010–present).

Member, Scout Troop Committee, Boy Scouts of America (2006–2013).

Member, Supervisory Committee, FSU Credit Union (2009–2010).

Member, Board of Directors, FSU Credit Union (1999–2008).

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# Professional activities that occurred prior to my employment at FSU.