

**Ken H. Johnson, Ph.D.**  
**Curriculum Vitae**  
**Associate Dean of Graduate Programs**  
**Investments Limited Professor**  
**President – American Real Estate Society**  
**Director of Publications – American Real Estate Society**  
**Editor – *Journal of Housing Research***  
**Florida Atlantic University**  
**College of Business**  
**777 Glades Road**  
**Building 93, Suite 201**  
**Boca Raton, FL 33431**  
**Phone: (561) 297-2709**  
**E-mail: [kjohns91@fau.edu](mailto:kjohns91@fau.edu)**  
**Cell: 561-409-6164**  
**7/16/2018**

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***Education:***

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

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

Auburn University, B.S. (1981)

***Academic and Professional Experience:***<sup>1</sup>

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

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).<sup>2</sup>

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

Salesman/Associate Broker, Lowder Realty, Montgomery, Alabama, 1983 – 1987.<sup>3</sup>

### ***Administrative Duties:***

- Associate Dean of Graduate Programs. Oversee and manage auxiliary programs -- development and operations. Programs range from degree and non-degree executive education to undergraduate Lecture Capture Video Streaming (LCVS) and Online BBA. These programs do not receive state support and are legislatively designed to address issues between state supported education, state funded education, and subsidizing essential degrees as designated by the State of Florida. As of 2018, these programs funded approximately 46% of the operating cost of FAU COB. The goal of these programs is to achieve financial sustainability for FAU COB, while providing content, rigor and high-quality educational products. August 2014 to present. Other duties as Associate Dean include, but are not limited to:
  - Oversee Navitas Program (international student recruitment) for FAU COB
  - Evaluate faculty portfolios for Fellows and Professorships
  - Faculty recruitment
  - Research Awards Committee
  - Beta course development for working professional graduates
  - Impact, Engagement, and Innovation Committee for AACSB
  - Market development<sup>4</sup>
  - Foundation support and development
- Communication Director for Florida Atlantic University's College of Business. FAU's COB Communications group seeks to operate and manage the communications needs (internal and external) for the college. Additionally, the group simultaneously works with external media to promote FAU COB research findings in an effort to boost the impact of faculty's research efforts. August 2014 to June 2019. Other duties as Communications Director included, but are not limited to:
  - Management and oversight of FAU COB website transition
  - Management and oversight of FAU COB Business Reporter
  - Development of Impact, Engagement and Innovation strategy for faculty

### ***Impact, Innovation and Engagement Activities:***

- Beracha, Hardin and Johnson Buy versus Rent Index. The index is done in conjunction with Dr. Eli Beracha (FIU) and Dr. William G. Hardin (FIU). It is 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 provides a direct measure of the 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 are summarized on a quarterly basis. The member cities of the index overlap to a large degree with those cities in the S&P CoreLogic Case-Shiller Index. The index is privately held by Drs. Beracha, Hardin and Johnson and currently sponsored by FAU COB. See: <https://business.fau.edu/departments/finance/real-estate-initiative/bhj-buy-vs-rent-index/> August 2012 to present. (*Impact activity*)

- Florida Atlantic University Real Estate Initiative. This initiative is a collaboration with FAU's School of Urban and Regional Planning, which is housed in FAU's College of Design and Social Inquiry. The initiative seeks to capitalize and expand on current FAU real estate faculty's scholarly works. August 2015 to present. (*Impact activity*)
- Beracha, Hardin and Johnson Housing Affordability Index. The index is done in conjunction with Dr. Eli Beracha (FIU) and Dr. William G. Hardin (FIU). It is designed to measure housing affordability in the three Southeast Florida counties of Palm Beach, Broward, and Miami-Dade. The index is privately held by Drs. Beracha, Hardin and Johnson and currently sponsored by FIU COB. See: <https://business.fiu.edu/academic-departments/real-estate/housing-affordability-index.cfm> June 2018 to present. (*Impact activity*)
- Oversee and manage auxiliary programs. See Administrative Duties above for details. August 2014 to present. (*Innovation activity*)
- FAU Expert Database. This is a database of subject experts who work 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 present. (*Engagement activity*)
- Public Voice Activities. (*Engagement activity*)
  - Regularly appear in media (print, broadcast, radio and internet). A Google search will provide the latest evidence of engagement in this type of outreach activity.
  - Public Speaking:
    - ADISA (Alternative and Direct Investment Securities Association), Topic: Buy vs Rent and wealth creation -- San Diego, April 2013
    - Fort Meyers Association Realtors Leadership Forum, Topic: The future of the residential real estate industry, Fort Meyers, FL, October 2014.
    - ADISA, Topic: Buy vs Rent and wealth creation – New Orleans, LA, October 2014
    - ADISA, Topic: Buy vs Rent and wealth creation – Miami, FL, March 2015
    - ADISA, Topic: Buy vs Rent and wealth creation – Las Vegas, NV, October 2015
    - ADISA, Topic: General session expert panel – Las Vegas, October 2015.
    - AREA (Atlanta Real Estate Alumni) GSU, View from the Top: BH&J Buy vs Rent Index – Atlanta, GA, January 2018

- National Association of Realtors/Realtor U, BH&J Buy vs Rent Index – Washington, DC, January 2018 --  
<https://www.youtube.com/watch?v=ci1KLZzRkoY>
- Delray Rotary – Delray Beach, FL, April 2019
- FAU Real Estate Connect Conference – Boca Raton, FL, April 2019
- Sun Sentinel Excalibur Awards – Fort Lauderdale, FL, May 2019

### ***Refereed Publications:***

Fong, W., E. Beracha and K.H. Johnson, Can the BH&J Buy vs. Rent Index Anticipate Housing Price Movements? *Journal of Housing Research*, 2019, Forthcoming.

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.

Benfield, 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.

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:<sup>5</sup>***

Bogosavljevic, K., D.H. Gravatt and K.H. Johnson, Golf Course influence on Price, Marketing Duration and Transaction Likelihood.

Bogosavljevic, K., D.H. Gravatt and K.H. Johnson, The Impact of Blogging on the Key Metrics of Price, Marketing Time, and Likelihood of a Transaction for Residential Properties. *Working paper – working title*.

Bogosavljevic, K, E. Beracha and K.H. Johnson, The Impact of Tenant Occupancy. *Working paper – working title.*

### ***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 present.

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

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

Co-Editor, *Journal of Housing Research Special Issue*: April 2008 to December 2009. 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.

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

### ***Editorial Boards:***

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:***

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 - present.

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 present.

American Real Estate Society (ARES) Board of Directors member: June 2013 to June 2016. 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 present.



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.

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

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.

### ***Teaching and Service Awards:***

*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:***

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

### ***Outside Academic Experience:***

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

### ***References:***

See reference attachment.

### ***Endnotes***

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<sup>1</sup> The highest rank and titled are represented for each academic and professional listing.

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

<sup>3</sup> The State of Alabama had two levels of real estate licensees: (a) Salesman and (b) Broker. Holders of the Broker designation served as either Broker Associates or Designated Broker for a real estate firm.

<sup>4</sup> In the early development (circa 2014 – 2018) of market rate programs at FAU COB, growth was accomplished by filling unmet educational needs of working professionals in the Southeast Florida market. From 2019 onwards, growth in these programs is being achieved by obtaining market share from local competitors.

<sup>5</sup> These are working titles and are subject to change.