34th Annual American Real Estate Society Meeting
April 10-14, 2018
Hyatt Regency Coconut Point in Bonita Springs, FL

For more information, visit http://ares18.be.uw.edu • Email: ares2018@uw.edu • Twitter: @ARESconference
The ARES annual meeting brings together academic and professional real estate thought leaders from around the world.

The meeting provides a supportive forum for presenting new research, discussing current issues, and learning about new trends over a broad spectrum of real estate related topics.

- Appraisal/Valuation
- Real Estate Investment/Portfolio Management
- Market Analysis
- Real Estate Education
- Urban Growth and Decline
- Globalization's Impact on Demand
- International Real Estate Investment
- Brokerage/Agency
- Hotel/Lodging Real Estate
- Government Policy/Regulation
- Environmental Contamination
- Eminent Domain
- Diversification Analysis
- Housing/Senior Housing
- REITs
- The Efficiency of Real Estate Markets
- Real Estate Finance
- Securitized Real Estate
- Real Estate Financial Engineering
- International Portfolio Strategy
- Geospatial Analysis, Data and Technology
- Brownfields Development
- Apartment Property Analysis
- Office Property Analysis
- Industrial Property Analysis
- Retail Property Analysis
- Mortgage Markets
- Real Estate Cycles
- Real Estate Capital Markets
- Risk Management
- Corporate Real Estate
- Mixed Use Property Analysis
- Green/Sustainable Development
- Investment Strategies
- Asset/Property Management
- Global Accounting Standards
- Market-to-Market Requirements
- Foreclosure/Short Sales
- Real Estate Curriculum/Courses
- Case Studies

ARES 10th ANNUAL EDUCATION AND RESEARCH “CRITICAL ISSUES” SEMINAR/WORKSHOP • WEDNESDAY, APRIL 11, 2018 • 1:00 - 5:30 PM

This highly successful industry/academic workshop involving over 120 leaders from industry and academic associations and institutions will continue with keynote speakers, 3 panels, and roundtables that bring together interests in real estate education and research and develop organized collaboration plans among those who provide education and research products (universities, trade associations, etc.) and those who are users of these products (students, practitioners, etc.). Co-Sponsored by: The Appraisal Institute, CCIM Institute, Royal Institution of Chartered Surveyors (RICS), REALTOR® University and the Richard J. Rosenthal Center for Real Estate Studies/NAR®, Counselors of Real Estate, Institute of Real Estate Management, CoStar, Real Capital Analytics, and others.

Celebrate 34 years of service to the real estate profession in Bonita Springs, Florida

For more information on ARES 2018, visit http://ares18.be.uw.edu.

Sofia Dermisi, ARES 2018 Program Chair
Runstad Endowed Professor in Real Estate
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Founded in 1985, the American Real Estate Society (ARES) is an association of real estate thought leaders, researchers, and educators. Members are drawn from the academy and real estate professionals from both the United States and internationally. ARES is dedicated to the production and dissemination of knowledge related to real estate decision making and the functioning of real estate markets. The Society seeks to be a recognized center of real estate expertise.

We welcome papers for presentation, proposed themes for panels, and special paper sessions.

**Doctoral Seminar Program**

Travel support from the James R. Webb ARES Foundation is available for those Ph.D. students participating in the ARES Doctoral Seminar Sessions. For further information, contact Professor Elaine Worzala, at: worzalaem@cofc.edu.

**Reasons to Attend the Conference**

The ARES annual meeting is an opportunity to receive feedback on your research, see colleagues from throughout the world, and network in a beautiful location at a hotel with amazing amenities. Explore research in multiple areas of real estate, refereed sessions with discussants (upon request), and an opportunity to win one of the multiple competitive manuscript awards which are decided through a peer review process.

**Locale and Facility**

Our meeting venue for the 34th Annual Meeting is at the Hyatt Regency Coconut Point Resort & Spa in Bonita Springs, Florida. Although Fort Myers is the closest airport (30 minutes), Miami as well as other FL airports are within a 2-3 hour drive radius. The hotel offers a plethora of amenities, which include 3-story waterslides, four pools, a cold plunge waterfall, rock climbing wall, multiple restaurants, boat tours, offshore fishing and parasailing, a private beach open to hotel guests located adjacent to the world-famous Lovers Key State Park. Additionally, it is adjacent to the Raptor Bay Golf world-class facilities with 18 holes and the first in the world to receive the Gold Signature Sanctuary Certification from Audubon International. The area between Fort Myers and Sanibel offers some of Florida’s best beaches. There are multiple lighthouses and the Everglades national park is only a drive away.

**Getting To and Staying There**

The Hyatt Regency Coconut Point Resort & Spa's closest airport is Fort Myers (RSW) (14m/22Km), which has direct flights to multiple US destinations and Germany. Other major airports in the area are: Fort Lauderdale (121m/195Km), Miami and Palm Beach (142m/ 229Km), Tampa (152m/245Km) and Orlando (177m/285Km). Alternative transportation to and from the airport is available via Naples Transportation & Tours, LP Transportation, Taxi, Enterprise rent a car (hotel guests receive 10% off).

Room rates start at $259/night (plus 11% tax for a standard, resort room. Upgraded rooms with views are offered at $289/night plus tax. The resort fee is included in the room rate for attendees staying at the hotel and includes: internet, golf bag storage, bicycle rental, beach chairs/umbrellas, local calls, self-parking, resort trolley, beach ferry, exercise facilities and two bottles of water/daily.

Given the location of the event and the amenities offered and the possibility of room shortages, please book your room quickly through the conference site: [http://ares18.be.uw.edu](http://ares18.be.uw.edu).

A special low rate is available for PhD students. Please contact Prof. Elaine Worzala for inclusion in the doctoral sessions. Access codes will be provided upon the selection of the PhD students presenting their work.

**What To Do There**

Bonita Springs is between Fort Myers and Naples, FL offering a significant range of attractions for different tastes. From historic homes, museums, art galleries, to lighthouses, beaches, islands and stunning wildlife. The hotel is across the Lover’s Key State Park 1,616-acre (6.54 square-kilometers) which is made from four barrier islands and allows visitors to hike, bike, canoe and kayak while enjoying the wildlife which includes the west Indian manatees, bottlenose dolphins, roseate spoonbills, marsh rabbits, sea turtles and bald eagles. The Everglades National Park is an hour away with visitors having the opportunity to either drive in part of the park or benefit from the famous airboat tours.

For those interested in boating and fishing there are plenty of opportunities to indulge with parasailing, backwater and offshore fishing, airboat rides and even sunset cruises.

The Raptor Bay Golf Club with 18-holes is the first course in the world to receive Audubon International’s Gold Signature Sanctuary Certification. The ecological design preserved the most valuable habitats on-site and restored nearly 25 acres of wetlands.

For those interested in some serious designer brand shopping, the Miromar Outlet Mall is a must; but if you prefer the local flavor markets, make sure you visit the Flamingo Island Flea Market.

More details on things to do and locations can be found on the conference site.

**Help Spread the Word for a Great Meeting**

Forward this information, participation, and registration forms to all your colleagues who have related real estate interests.
How You Can Help

The 2017 meeting in Coronado (San Diego), California, was a great success. We plan to expand on the great momentum established there with a very stimulating program in Bonita Springs, Florida. How can you help? Submit your paper, abstract, or panel topic ideas. If submitting more than one paper, please indicate your priority.

Another way to help is to serve on a panel as a Discussant or as a Session Chair. Please commit some of your time in Bonita Springs to one or both of these valuable roles.

Please also make a special effort to bring new members and attendees to ARES. Send this notice to one or more colleagues in related fields whom you would like to see in Bonita Springs for an exchange of ideas to widen your intellectual horizons. If you are a practitioner, please bring a “first-timer” with you. If you are a corporate or premium member, please make plans to bring as many people as your membership allows (or more).

For more information contact:
Sofia Dermisi, ARES 2018 Program Chair
ARES2018@uw.edu

Sponsors/Manuscript Prize Awards

Appraisal Institute (AI) – Real Estate Valuation
CBRE Econometric Advisors – Real Estate Market Analysis
CCIM Institute – Real Estate Investment
CoreNet Global – Corporate Real Estate
CoStar Group – CoStar Data
Dearborn Real Estate Education – Real Estate Education
James R. Webb ARES Foundation – Marc A. Louargand Best Research Paper by a Practicing Professional
Lucas Institute for Real Estate Development and Finance at Florida Gulf Coast University – Housing
Homer Hoyt Institute – Innovative Thinking “Thinking Out of the Box”
Institute of Real Estate Management (IREM) – Property/Asset Management
NAIOP Research Foundation – Industrial Real Estate; Office Buildings and Office Parks; Mixed Use Properties; and Sustainable Real Estate
National Association of Real Estate Investment Trusts (NAREIT) – Real Estate Investment Trusts
National Association of Realtors (NAR®) – Real Estate Brokerage /Agency
National Investment Center for Seniors Housing and Care (NIC) – Seniors Housing
National Multi-Housing Council (NMHC) - Apartments
Pyhrr/Born Trust for Real Estate Cycle Research – Real Estate Cycles
Real Capital Analytics (RCA) – Real Estate Finance
Royal Institution of Chartered Surveyors (RICS) – Real Estate Portfolio Management
Urban Economics, Inc. – Spacial Analytics/GIS Applications
The success of the ARES annual meeting is dependent on the involvement of thought leaders from a diverse group of academic disciplines, global points of view and professional practices. We solicit and need your participation to ensure the 2018 meeting in Bonita Springs, FL generates a demonstration of robust scholarly activity, discussions and panels culminating in an excellent program. To augment what promises to be a memorable program: Submit complete paper, proposal or abstract via the online conference website by November 15th, 2017; serve as a discussant, panelist, or chair a session. Attached is a Registration/Membership Dues Form which should be filled out and returned to our Clemson Member Services Office by January 15, 2018.

Name: ______________________________  Title/Dept: ______________________________________________

Affiliation: __________________________________________________________________________________

Street Address: __________________________________________ P.O. Box Address: ____________________

City: __________________________  State: __________ Zip: __________  Country: _______________________

Phone: ___________________________    Fax: __________________________

Cell phone: ___________________________      E-mail: ____________________________________

I would like to:

- [ ] Present a Paper: ___ Yes    ___ No
  Please submit Abstract or paper via the online conference website at aresnet.org.

- [ ] Serve as a Discussant: ___ Yes    ___ No
  Discussant. Topic(s): __________________________

- [ ] Chair a Panel: ___ Yes    ___ No
  If yes, please submit the panel via the online conference website. Panel chairs are responsible for assembling the panel and ensuring that all panelists are registered for the meeting.

- [ ] Serve as a Panelist. Topic(s): __________________________

- [ ] Chair a Session. Topic(s): __________________________

You can apply and submit papers/abstracts online at:

www.aresnet.org

No later than November 15, 2017

PROCEDURE

Please register at www.aresnet.org and obtain your ARES-ID# (preferred method) or fax this completed PDF to 864-666-4892, attention Diane Quarles, or scan/email to:

Sofia Dermisi at ARES2018@uw.edu

or

Address your questions to ARES2018@uw.edu
2018 Membership Dues

- Professional Membership (circle one)
  - Printed Media ...................................................... $ 350
  - Electronic Media .................................................. $ 300
  - Both (printed and electronic) ................................... $ 400
- Academic Membership (circle one)
  - Printed Media ...................................................... $ 175
  - Electronic Media .................................................. $ 135
  - Both (printed and electronic) ................................... $ 200
- Student, Adjunct or Retired Membership (circle one)
  - Printed Media ...................................................... $ 105
  - Electronic Media .................................................. $ 85
  - Both (printed and electronic) ................................... $ 145
- Life Member

2018 Meeting Registration

- Professional Participant
  - On or before March 1 ............................................... $ 700
  - After March 1 .......................................................... $ 750
- Academic Participant
  - On or before March 1 ............................................... $ 485
  - After March 1 .......................................................... $ 525
- Student, Adjunct or Retired Participant
  - On or before March 1 ............................................... $ 215
  - After March 1 .......................................................... $ 250
- Companion/Spouse
  - On or before March 1 ............................................... $ 140
  - After March 1 .......................................................... $ 160

CANCELATION POLICY: After February 28, 2018, no refund.
December 29 - February 28: $75 cancellation fee
[ARES BOD policy approved 11/19/2008]

2018 ARES Foundation Contributions

- Fellows Contribution – Regular .................................... $ 250
- Fellows Contribution – Distinguished .......................... $ 500
- James R. Webb ARES Foundation Benefactor ................. $ 1,000
- Endowed Doctoral Sponsorship, Lifetime Fellow ............ $10,000
- Endowed Int’l. Scholar Sponsor, Lifetime Fellow ............. $25,000

TOTAL AMOUNT DUE ................................................... $_____

Method of Payment

- Check (payable to ARES) ☑ Visa ☑ MasterCard

Card Name (print) ___________________________
Auth. Signature: ____________________________
Exp. Date: ____________

Card No: ____________________________

Return the form with payment to:
Diane Quarles, Manager, ARES Member Services
Clemson University, 318 Sirrine Hall, Clemson, SC 29634-1303
Tel: 864-656-1373 • Fax: 864-656-4892 • equarles@clemson.edu

Name: ____________________________ Title/Dept: ____________________________
Affiliation: ____________________________
Address: ____________________________
City: ____________________________ State: _______ Zip: _______ Country: _______
Phone: ____________________________ Fax: ____________________________
Cell phone: ____________________________ E-mail: ____________________________
Name tag information: Your Name: ____________________________
  Affiliation: ____________________________
  Companion/Spouse Name: ____________________________

REV AUGUST 2017