

JON WILEY, PhD

Wiley Real Estate School
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EDUCATION

PhD, Finance, Univ. of Alabama, 2006

BBA, Finance, Univ. of Georgia, 2002

EXPERIENCE

Georgia State Univ. Atlanta, GA	2020–present 2014–2020 2011–2014	full professor, Real Estate associate professor, Real Estate assistant professor, Real Estate
Clemson Univ. Clemson, SC	2009–2011	assistant professor, Finance
College of Charleston Charleston, SC	2007–2009	assistant professor, Finance director, Carter Real Estate Center
RCLCO Atlanta, GA	2006	market analysis consultant, Real Estate
Univ. of Alabama Tuscaloosa, AL	2003–2006	research assistant, Real Estate Center instructor & teaching assistant, Finance
Univ. of Georgia Athens, GA	2002	graduate teaching assistant, Office of Disability Services

PUBLICATIONS: REFEREED SCHOLARLY JOURNALS

1. Kim, D, Lim, D, Wiley, JA, 2022, “Narrative Investment-Risk Disclosure & REIT Investment,” *Journal of Real Estate Finance & Economics*, forthcoming.
2. Riddiough, T, Wiley, JA, 2022, “Private Funds for Ordinary People: Fees, Flows & Performance,” *Journal of Financial & Quantitative Analysis*, Vol. 57, Issue 8, 3252–3280.
3. Nguyen, H, Wiley, JA, 2022, “Cherry-Picking Industrial Properties in Opportunity Zones,” *Real Estate Economics*, Vol. 50, Issue 5, 1201–1230.
[winner: Best Manuscript for Practitioners, 2022, American Real Estate Society]
4. Liu, Y, Wiley, JA, 2020, “Clientele Effects for Corporate Investors in the Industrial Market,” *Journal of Real Estate Research*, Vol. 42, Issue 1, 125–150.
5. Kim, D, Wiley, JA, 2019, “NAV Premiums & REIT Property Transactions,” *Real Estate Economics*, Vol. 47, Issue 1, 138–177.
6. Soyeh, KW, Wiley, JA, 2019, “Liquidity Management at REITs: Listed & Public Non-traded,” *Journal of Real Estate Research*, Vol. 41, Issue 1, 37–73.
7. Kurvinen, A, Wiley, JA, 2019, “Retail Development Externalities for Housing Values,” *Journal of Housing Research*, Vol. 28, Issue 1, 109–128.
8. Wiley, JA, Liu, Y, Guo, L, Gallimore, PG, 2019, “The Information and Bargaining Roles of Commercial Brokers When Investors Are Uninformed,” *Theoretical Economics Letters*, Vol. 9, Issue 5, 1651–1668.
9. Wiley, JA, 2018, “Dividend Manipulation at Unlisted REITs,” *Real Estate Economics*, Vol. 46, Issue 4, 887–935.
10. Wiley, JA, 2017, “Leverage, Liquidity & Information in Commercial Property Prices,” *Journal of Property Research*, Vol. 34, Issue 2, 77–107.
11. Seagraves, P, Wiley, JA, 2016, “The Cap Rate Spread: A New Metric for Commercial Underwriting,” *Real Estate Economics*, Vol. 44, Issue 2, 490–520.
12. Liu, Y, Gallimore, P, Wiley, JA, 2015, “Nonlocal Office Investors: Anchored by their Markets and Impaired by their Distance,” *Journal of Real Estate Finance & Economics*, Vol. 50, Issue 1, 129–149.
[winner: Best Manuscript on Retail, 2013, American Real Estate Society]
13. Wiley, JA, 2014, “Gross Lease Premiums,” *Real Estate Economics*, Vol. 42, Issue 3, 606–626.
14. Wiley, JA, 2014, “Illiquidity Risk in Non-Listed Funds: Evidence from REIT Fund Exits and Redemption Suspensions,” *Journal of Real Estate Finance & Economics*, Vol. 49, Issue 2, 205–236.
15. Soyeh, KW, Wiley, JA, Johnson, KH, 2014, “Do Buyer Incentives Work for Houses during a Real Estate Downturn?” *Journal of Real Estate Finance & Economics*, Vol. 48, Issue 2, 380–396.

16. Wiley, JA, Benefield, JD, Allen, MT, 2014, "Cyclical Determinants of Brokerage Commission Rates," *Journal of Real Estate Finance & Economics*, Vol. 48, Issue 1, 196–219.
17. Chinloy, P, Das, P, Wiley, JA, 2014, "Houses and Apartments: Similar Assets, Different Financials," *Journal of Real Estate Research*, Vol. 36, Issue 4, 409–433.
[winner: Best Paper Award, 2014, *Journal of Real Estate Research*]
18. Wiley, JA, Liu, Y, Kim, D, Springer, T, 2014, "The Commercial Office Market and the Markup for Full Service Leases," *Journal of Real Estate Research*, Vol. 36, Issue 3, 319–340.
[winner: Best Manuscript on Office, 2011, American Real Estate Society]
19. Das, P, Wiley, JA, 2014, "Determinants of Premia for Energy-Efficient Design in the Office Market," *Journal of Property Research*, Vol. 31, Issue 1, 64–86.
[winner: Best Manuscript on Office, 2012, American Real Estate Society]
20. Wiley, JA, 2013, "REIT Asset Sales: Opportunistic vs. Liquidation," *Real Estate Economics*, Vol. 41, Issue 3, 632–662.
21. Chinloy, P, Wiley, JA, 2013, "Renegade Asset Markets," *Journal of Real Estate Finance & Economics*, Vol. 47, Issue 2, 197–226.
22. Wiley, JA, Waller, B, Brastow, R, 2013, "Two Sides of Dual Agency: Evidence from Homebuyers and Transactions," *Journal of Property Research*, Vol. 30, Issue 1, 47–66.
23. Wiley, JA, 2012, "Buy High, Sell Low: Corporate Investors in the Office Market," *Real Estate Economics*, Vol. 40, Issue 4, 838–855.
24. Cline, BN, Fu, X, Tang, T, Wiley, JA, 2012, "What Determines SEO Offer Day Returns?" *Journal of Financial Research*, Vol. 35, Issue 4, 497–519.
25. Wiley, JA, Cline, BN, Fu, X, Tang, T, 2012, "Valuation Effects for Asset Sales," *Journal of Financial Services Research*, Vol. 41, Issue 3, 103–120.
26. Wiley, JA, Wyman, D, 2012, "Key Factors Affecting Valuation for Senior Apartments," *Journal of Real Estate Research*, Vol. 34, Issue 2, 183–209.
27. Wiley, JA, Zumpano, LV, Benefield, JD, 2011, "The Limited-Service Brokerage Decision: Theory and Evidence," *Journal of Real Estate Finance & Economics*, Vol. 43, Issue 1, 336–358.
28. Wiley, JA, Walker, DM, 2011, "Casino Revenues and Retail Property Values: The Detroit Case," *Journal of Real Estate Finance & Economics*, Vol. 42, Issue 1, 99–114.
29. Wiley, JA, Benefield, JD, Johnson, KH, 2010, "Green Design and the Market for Commercial Office Space," *Journal of Real Estate Finance & Economics*, Vol. 41, Issue 2, 228–243.
30. Wiley, JA, Zumpano, LV, 2009, "Institutional Investment and the Turn-of-the-Month Effect: Evidence from REITs," *Journal of Real Estate Finance & Economics*, Vol. 39, Issue 2, 180–201.

31. Wiley, J.A., Zumpano, L.V., 2009, “Agency Disclosure in the Real Estate Transaction and the Impact of Related State Policies,” *Journal of Real Estate Research*, Vol. 31, Issue 3, 265–283.
32. Johnson, KH, Benefield, JD, Wiley, JA, 2009, “Architectural Review Boards and Their Impact on Property Price and Time-on-Market,” *Journal of Housing Research*, Vol. 18, Issue 1, 1–18.
33. Wiley, JA, 2009, “Physical Attributes and Transaction Premiums in Properties Earmarked for Conversion,” *Journal of Real Estate Practice & Education*, Vol. 12, Issue 2, 137–155.
34. Wiley, JA, Zumpano, LV, 2008, “The Real Estate Brokerage Market and the Decision to Disclose Property Condition Defects,” *Real Estate Economics*, Vol. 36, Issue 4, 693–716.
35. Johnson, KH, Wiley, JA, 2008, “1031 Exchange and the Sale of Commercial Office Properties,” *Journal of Real Estate Portfolio Management*, Vol. 14, Issue 3, 203–210.
36. Johnson, KH, Benefield, JD, Wiley, JA, 2007, “The Probability of Sale for Residential Real Estate,” *Journal of Housing Research*, Vol. 16, Issue 2, 131–142.
37. Johnson, KH, Wiley, JA, Wu, Z, 2007, “On the Relationship between Commercial Property Price and Its Selling Time,” *Journal of Real Estate Portfolio Management*, Vol. 13, Issue 4, 379–388.
38. Wiley, JA, Zumpano, LV, 2006, “Questioning the Effectiveness of Mandatory Agency Disclosure Statutes,” *Journal of Housing Research*, Vol. 15, Issue 2, 161–174.

RESEARCH IN PROGRESS

H, Nguyen, Wiley, JA, 2023, “The Great Schools Rating Change,” working paper.

L Yang, Wiley, JA, 2023, “Are Dispensary Openings Good for Retail Neighbors?,” working paper.

S Cai, Wiley, JA, 2023, “ESG Proliferation and Green Office Premiums,” working paper.

Wiley, JA, 2023, “Wall Street v. Main Street: Private Equity Real Estate Investment Performance,” working paper.

Wiley, JA, 2023, “Lease or Lose? The Performance of Corporate Real Estate Holdings,” working paper.

Wiley, JA, 2023, “The Impact of Commercial Development on Surrounding Residential Property Values,” working paper.

INTELLECTUAL PROPERTY

Wiley, JA, 2022, “Systems and Methods for Implementing Predictions for Real Estate Listing Decisions,” ID#: 17836978, submitted to U.S. Patent Office, patent pending.

GRANTS

- “Value Determinants for e-Commerce Fulfillment Centers,”
2014–2015, NAIOP Foundation. [PI & sole-investigator]
- “The Impact of Commercial Development on Surrounding Residential Property Values,”
2014–2015, Realtor University. [PI & sole-investigator]
- “The Credit Availability Component of Commercial Real Estate Prices,”
2014–2015, Real Estate Research Institute. [PI & sole-investigator]
- “Corporate Investment in Commercial Real Estate with Costly Reversibility,”
2011–2012, Real Estate Research Institute. [PI & sole-investigator]

SUPERVISION OF DOCTORAL DISSERTATIONS

- Hana Nguyen, 2023 (in progress), chair, Georgia State Univ.
- Jamie Chung, 2022, chair, Georgia State Univ.
- Liuming Yang, 2022, member, Georgia State Univ.
- Dongshin Kim, 2016, chair, Georgia State Univ.
- Patrick Smith, 2016, chair, Georgia State Univ.
- Yu Liu, 2016, chair, Georgia State Univ.
- Kenneth Soyeh, 2015, chair, Georgia State Univ.
- Prashant Das, 2013, member, Georgia State Univ.
- Philip Seagraves, 2012, chair, Georgia State Univ.
- Heather Richardson, 2012, member, Univ. of Alabama.

AWARDS

- Faculty Recognition Award for Research, 2022, Robinson College of Business.
- Best Manuscript for Practitioners, 2022, American Real Estate Society.
- Faculty Recognition Award for Service, 2021, Robinson College of Business.
- Red Pen Award, 2016, *Journal of Real Estate Research*.
- Faculty Recognition Award for Research, 2015, Robinson College of Business.
- Best Paper Award, 2014, *Journal of Real Estate Research*.
- William N. Kinnard Young Scholar Award, 2013, American Real Estate Society.
- Best Manuscript on Retail, 2013, American Real Estate Society.
- Best Manuscript on Office, 2012, American Real Estate Society.
- Best Manuscript on Office, 2011, American Real Estate Society.

SERVICE

Real Estate Economics

member	Editorial Board	2019–present
guest editor	Special Issue on REITs	2017–2018

Georgia State Univ.

Department:

chair	Assessment	2017–present
chair	Scholarships	2017–present
chair	Faculty & PTI Search	2012–present
chair	Curriculum	2012–present
board member	AREA GSU (alumni assoc.)	2012–present
faculty liaison	Honorary Board	2012–present
faculty advisor	Real Estate Society (student club)	2017–present
director	MS in Commercial Real Estate	2017–2021
director	PhD in Real Estate	2015–2017

College committees:

co-chair	Strategic Planning	2020–present
member	Tenure & Promotion	2021–present
member	Faculty Affairs	2018–present
chair	Hearings	2015–2021

Univ. committees:

member	Executive Committee [elected position]	2019–2021
member	Administrative Council	2019–2021
member	Commencement	2017–2021
member	Faculty Development	2017–2019
member	Sustainability	2015–2021
member	Faculty Senate	2015–2021
member	Planning & Development	2015–2017
member	Council for the Progress of Cities	2014–2016

Clemson Univ.

member	MBA Council	2009–2011
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College of Charleston

director	Carter Real Estate Center	2007–2008
chair	Curriculum	2007–2008
chair	Staff Search	2007–2008
member	Faculty Development	2008–2009
member	Faculty Search	2007–2008
member	Summer Research Awards	2007–2008
faculty advisor	Student Real Estate Club	2007–2008