

Resume Preface

John S. Baen, Ph.D. / University of North Texas

John S. Baen is a Professor of Real Estate at the University of North Texas in Denton, Texas, as well as a practicing commercial real estate broker, certified real estate appraiser, author and expert witness / consultant. Dr. Baen has authored over seventy (70) articles, five books / texts and is currently serving as the American Real Estate Society (ARES) representative as Director of the International Real Estate Society (IRES). Professor Baen has held positions, lectures, and delivered academic and industry speeches in New Zealand, Australia, United Kingdom, Austria, Sweden, South Africa and throughout the United States of America. His research and lectures are anchored in both theory and practical aspects of a wide range of real estate topics which has earned three (3) national manuscript awards which were sponsored by ARES corporate sponsors such as John Hancock (1997); Prudential (1998); and the International Council of Shopping Centers (1999). For information or copies of selected papers, e-mail requests to baen@unt.edu.

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EDUCATION:

- 1982 Ph.D. (Real Estate Development and Planning), Texas A&M University, Additional graduate work in Finance at University of Texas at Dallas, Post Graduate Fellowship / Mortgage Banking Association courses at the Kellogg Center, University of Michigan
- 1972 Master of Urban Planning, Texas A&M University
1970 Bachelor of Science, Texas A&M University

PROFESSIONAL EXPERIENCE:

- 1998-2001 Professor of Real Estate, Department of Finance, Insurance, Real Estate and Law, College of Business Administration, University of North Texas
- 1992 - 2000 Faculty Member, Trammell Crow University USA, Dallas, Texas.
- 1976 - 2000 Certified Real Estate Appraiser and Texas Real Estate Broker.
- 1989-1997 Associate Professor of Real Estate, Department of Finance, Insurance, Real Estate and Law, College of Business Administration, University of North Texas.
- 1985-1989 Assistant Professor of Real Estate, Department of Finance, Insurance, Real Estate and Law, College of Business Administration, University of North Texas.
- 1989 - 1992 Professor of Real Estate, Valuation and Property Management, Lincoln University, Canterbury, New Zealand (Extended Leave from UNT)
- 1977 - 1985 Established and was head of the Real Estate Program, North Lake College, Irving, Texas. This program offered both traditional and "Fast Track" college credit courses for Associate Degrees in Real Estate.
- 1972 - 1975 Senior Vice President of Claude R. McClennahan Commercial Real Estate, Dallas, Texas - 26 Associates who brokered and/or purchased investment properties throughout Texas and Colorado.
- 1972 EPA Fellowship - Youth Advisory Board and Regional Administrators Office/Dallas, TX (9 months - fully funded research)
- 1971 HUD Urban Fellowship/Model Cities Program, Texarkana, TX (9 months - fully funded research)

MEMBERSHIP IN PROFESSIONAL ORGANIZATIONS:

Member, American Real Estate Society.
Member, Director, International Real Estate Society (ARES Rep.)
Member/Founder, African Real Estate Society
Member/Founder, Pacific Rim Real Estate Society (formerly Australasian Real Estate Society)
Honorary Institutional Member, International Real Estate Federation (National Association of Realtors, FIAPC).
Lifetime Member, Texas Real Estate Teachers Association.
Honorary Member, National Association of Black Accountants.
Honorary Member, Property Management Institute, New Zealand.
Member, Asia Pacific Real Estate Society. (Honorary / Lifetime)
Member, New Zealand Institute of Valuers. (Honorary / Lifetime)
Faculty Sponsor, University of North Texas Real Estate Club.
Faculty Sponsor, Delta Sigma Pi Business Fraternity.
Honorary Delta Sigma Pi Business Fraternity Member.

HONORS:

- 2001 University of North Texas President's Council Teaching Award – Outstanding professor for entire university for excellence in the classroom. One (1) award per year from a faculty of 800+ professors. \$3500 Prize
- 2001 Shelton Excellence in Teaching Award, University of North Texas – Three (3) awarded per year; university-wide competition. \$500 Prize
- 1999 American Real Estate Society Manuscript Prize Winner, Retail Real Estate Category ICSC (\$1,000 Sole Author)
- 1998 American Real Estate Society and Journal of Real Estate Portfolio Management Outstanding Published Paper of the Year Award (\$1,000 with Randy Guttery)
- 1998 International Real Estate Society BERT KRUIJT Award for outstanding service – Successfully initiating the African Real Estate Society (AFRES) and first conference.
- 1997 American Real Estate Society 1996 Manuscript Prize Winner (\$1,000 - Sole Author) / Hancock Prize
- 1994 American Real Estate Society 1994 Manuscript Prize Winner (\$1,000 with P. G. du Plessis)
- 1994 College of Business Administration/FIREL Dept. Top Teaching Award - Council of Business Students.
- 1993 Outstanding Service to International Education Award - University of North Texas (University-wide competition)
- 1990 Outstanding Teaching Award, Dept. of Finance, Insurance, Real Estate and Law, University of North Texas.
- 1988 Honor Professor - University of North Texas (University-wide competition).
- 1988 Regent's Faculty Lecturer Nominee.
Adjunct Professor, Texas A&M University.
Adjunct Professor, North Lake College.
- 1986 Professor Graham Award Nominee, University of North Texas.
- 1986 President's Award for Teaching Excellence Nominee, University of North Texas.

- 1985 Innovator of the Year Award. Dallas County Community College District (a seven campus competition).
- 1972 Appointed for one year term to Youth Advisory Board, US Environmental Protection Agency. Administrative Assistant to Regional Administrator, Dallas, Texas, (On Graduate Fellowships.)
- 1971 HUD Urban Fellowship Award and Internship for Masters Degree.

AREAS OF EXPERTISE:

- 2001-2003 Licensed Right-of-Way and Easement Agent, State of Texas.
- 1994-2001 Certified Real Estate Appraiser (General) State of Texas/Federal Registry. Expertise in the areas of Real Estate Investments, Brokerage, Valuation, Property Management, Finance, and Evaluation of Environmental Impacts on Values.
- 1976-2001 Licensed Real Estate Broker in Texas. Expertise in the areas of legal description, transactions, contracts, and agency issues.

SCHOOL/COLLEGE COMMITTEES and COUNCILS:

<u>Beginning Date- Ending Date:</u>	<u>Name of Committee</u>
1987 - 1989	COBA Centennial Committee
1985 - 2000	UNT Speakers Bureau
1993 - 1994	COBA Promotion, Tenure, Merit and Development Committee
1986-88, 1992-2000	Promotion and Tenure Committee (PAT)
1986-88, 1992-95, 1997-98	Personnel Affairs Committee (PAC)
1992 - 1998	Executive Affairs Committee
1992 - 1998	Academic Affairs Committee
1995 - 1999	University Planning Committee (\$400,000 Budget)
1993 - 1994	FIREL Chair Search Committee

GRANTS AND CONTRACTS:

<u>Beginning Date- Ending Date:</u>	<u>Title:</u>	<u>Agency</u>	<u>Amount:</u>
1996-1999	Ground Lease Developments	DFW Airport	\$39,000 (Summers)
1996	RE.Downsizing (with Guttery)	Texas Real Estate Research Center	\$5,000
1993	Property Mgmt. Money Mgmt.	Trammell Crow	\$30,000 (Summer)
1993	Financial Analysis	Trammell Crow	\$10,000 (Summer)
1992-93	Improving Customer Services	Trammell Crow	\$30,000 (Summer)
1989-91	Val. of Real Estate Securities	Susman/Godfrey	\$95,000
1989	Wetland Valuations	E.P.A.	\$27,000 (UNT Research)
1988	Post Doctoral Fellowship	American Mortgage Bankers Association	\$3,000
1987	Distressed Property Research	FSLIC	\$1,800 (Summer)
1978	Junior College Real Estate Program	Texas Association of Realtors	\$15,000
1978	Junior College Real Estate Program	Texas Real Estate Research Center	\$18,000

GUEST LECTURES AND INVITED PAPERS:

Have been delivered on various Real Estate subjects in:

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| - London, England | - South Africa | - Sweden |
| - New Zealand | - Australia | - Quebec Canada |
| - Netherlands | - Germany | - Alberta Canada |
| - Switzerland | - Austria | |

BOOKS AND TEXTS

- Baen, J.S., Vliet, Willem van, et al, Encyclopedia of Housing, contributing author on the subjects of “Property Tax Delinquency” and “Shared Ownership.” One of 200 selected contributors in the U.S. Garland Publishing Inc., forthcoming 1998.
- Baen, J.S. and Alvaay, J.R., Analyzing Real Estate Investment Opportunities, published by the Mortgage Bankers Association of America, 1125 Fifteenth St. NW, Washington, DC 20005, 1990.
- Baen, J.S. et.al., Texas Real Estate Principles, published by John Wiley and Associates, 1986.
- Baen, J.S. et al., Texas Real Estate Principles Workbook, published by John Wiley and Associates, 1988.
- Baen, J.S. and Friedman, J., Texas Real Estate License Examination Guide, published by Prentice Hall, New York, NY, 1985.
- Baen, J.S., Guide to Property Managers Customer Service, Money Management, published by Trammell Crow University (copyrighted and jointly owned by J.S. Baen and Trammell Crow Property Management Services), 1992. (Rewritten, republished Summer 1997.)

PUBLICATIONS and CREATIVE ACTIVITIES:

Journal Articles

- Baen, J.S., “*The Effects of Technology on Retail Sales, Commercial Property Values, and Percentage Rents*” Presented at the American Real Estate Society national Meeting, April 8, 1999, Tampa, Florida. Journal of Real Estate Portfolio Management, Volume 6, Number 2, 2000, pp 185-201. Won \$1,000 manuscript prize for best paper in the “Retail Real Estate” category. (See letter and \$1,000 prize and final acceptance letter - Acceptance Date December 28, 1999).
- Baen, J.S., Guttery, R.S., and Benjamin, J., “Alamo Realty: The Effects of Technology Changes on Real Estate Brokerage - A Case Study”. Reviewed, revised, resubmitted to the Journal of Real Estate Practice and Education. (Galley proofs completed 11-2000 and attached for 2001 publication.)
- Baen, J.S., “*Effects of Technology on Retail Sales, Commercial Property Values, and Percentage Rents*” Journal of Shopping Center Research, Volume 7, Number 1, Spring / Summer 2000, pp 85-102. International Council of Shopping Center (ICSC) 1999 Research Best Paper Award. (Rewrite of ARES Journal of Real Estate Portfolio Management article.)
- Baen, J.S., “*The Growing Importance and Value Implications of Recreational Hunting Leases to Agricultural Land Investors*” Journal of Real Estate Research, Volume 14, Number 3, 1997, pp. 3499-414. Also Wall Street Journal article 5-21-1997. ARES 1997 Manuscript Prize 1997 3499-415. Sponsored by Hancock Agricultural Investments.
- Baen, J.S. and Guttery, R., “*The Coming Downsizing of Real Estate: Implications of Technology*” Journal of Real Estate Portfolio Management, Volume 3 Number 1, 1997, pp 1-18.
- Baen, J.S. and Guttery, R., “*The Present and Potential Effects of Technology on the Property Profession In America*” The Valuer and Land Economist Journal, Volume 34 Number 6, 1997, pp. 526-537.
- Baen, J.S. and Teoh, Wei Kium, “*Toward a Better Understanding of the Needs of Asian Investors: Feng-shui in World Property Markets*” Readings in Property Economics / M. Squirrell Monograph by Australian Institute of Valuers and Land Economists, 1997, pp. 328-332.
- Baen, J.S. and Guttery, R., Downsizing America’s Real Estate Industry, Tierra-Grande-Journal or the Real Estate Center @ Texas A&M University Fall 1996, pp 4-15.

- Baen, J.S., "The Impact and Implications of Mineral Rights, Oil and Gas Activities on Agricultural Land Values - A Reduction in the Property's Ultimate Highest and Best Use and Possible Environmental Exposure" The Appraisal Journal, Volume LXIV Number 1, January 1996, pp. 67-75.
- Baen, J.S., "Synchronicity and Indexing Theory of International Real Estate Cycles - A Proposal for a World Property Index and Standard Data Collection Methodology and Reporting" Real Estate Finance Journal, Spring 1996, pp.69-79.
- Baen, J.S., "Synchronicity and Indexing Theory of International Real Estate Cycles - A Proposal for a World Property Index and Standard Data Collection Methodology and Reporting" Property Journal, 67th Edition, 1996, pp. 8-14(formal reprint/republished version of Real Estate Finance Article).
- Baen, J.S. and du Plessis, P.G., "Policy Issues and Economic Implications of Various Housing and Nontraditional Health Care Facility Options for Persons with AIDS/HIV in America and South Africa" Acta Academica, Winter 1996.
- Baen, J.S., "Tax Rate Risks and Changes Over Time - The Joke of Long Term Tax Planning" Real Estate Forum, Volume 50 No. 12, December 1995, p. 28.
- Baen, J.S., "Oklahoma Bombing Threatens Tax Base of All Urban Centers" Real Estate Forum, Volume 50 No. 8, May 1995, p. 29.
- Baen, J.S., "Tax Advisory: As Municipal Bonds Get Riskier, Look for Ad Valorem Increases" Real Estate Forum, Volume 50 No. 7, March 1995, p. 50.
- Baen, J.S., "Real Estate Tax Issues: Crystal Balling 1995" Real Estate Forum, January 1995, invited article, Vol. 51 No. 1.
- Baen, J.S. and du Plessis, P.G., "The State of University Real Estate Asset Management (UREAM) in South Africa and in the U.S.A. A Comparative Study - 1992" Journal of the Southern Africa Institute for Management Scientists, Autumn 1994, Vol. 3, No.2, pp. 1-16.
- Baen, J.S. and du Plessis, P.G., "Entrepreneur University Real Estate Management (EUREAM) Getting Started" American Real Estate Society Annual Meeting Manuscript Prize 1994 - Asset/Property Management Category \$1,000. Management Dynamics, Spring 1994, Vol. 3 No. 4, p. 79-96.
- Baen, J.S., "Parasitic Tax Assessments will Slowly Kill the Host." Real Estate Forum Vol. 50, No. 4, published 2nd Q, April 1994, Sole Authorship, invited 1200 word paper that is reviewed by editorial staff.
- Baen, J.S., "Ad Valorem Tax Ad Nauseam: Staying on top of the Game." Real Estate Forum, Vol. 49, No. 7, published 3rd Q, July 1994, invited 1200 word paper that is reviewed by editorial staff. (Please note published letter to the editor on page 8 referring to previous article and request for "reprint production" for national distribution.)
- Baen, J.S., "How can Downtown Dallas be Saved?" The Wall Street Journal, 11-3-93, Quoted in an interview which was published.
- Baen, J.S., "Rent Review Procedures - Contrasts Between New Zealand and the USA." Valuers' Journal, December 1992, pp. 25-28.
- Baen, J.S. and Alvaay, J.R., "Participation Mortgages: A Model to Estimate Required Contingent Interest." Land Economics Review Journal, University of Technology, Sydney, Winter 1991, Vol. 2, No. 2, p. 16.
- Hoyt, R.W., and Baen, J.S., "The Analysis of Atypical Vendor Financing in Comparable Sales." Land Economics Review Journal, Vol. 3 No. 5, Winter 1992, pp. 21-28.
- Baen, J.S., "Marketing Assessment Research of Residential Sales Persons - A Model for International Comparison of Quality of Service in New Zealand." Australasian Real Estate Educators' Conference, Adelaide, Australia, January 1992. Published in the Proceedings.
- Baen, J.S., "The Overseas Investor: Savior or Bogeyman?" The Property Quarterly Estate, 1992, Vol. 3, No. 4.
- Baen, J.S., "Survey of Real Estate Purchasers and Vendors." - The NZ Real Estate Journal, March 1992, Vol. 43, pp. 3-5. April 1992, Vol. 44, pp. 24-26.
- Baen, J.S., and Teoh, Kium, "Investment and Design Implications of Feng-shui." Real Estate Review Journal, New York, August 1992.
- Baen, J.S., and Hoyt, R.W., "New Zealand Housing as an Investment in 1992." NZ Real Estate Journal, March 1992, Vol. 43, p. 24.
- Baen, J.S., "Editor." The Australasian Journal of Property Research. December 1991, Vol. 1, p. 5.
- Baen, J.S., and Alvaay, J.R., "Stratified Fee Estate Valuation and Development of Underground Public Projects." Australasian Journal of Property Research, 1991, Vol. II, pp. 134-138.
- Baen, J.S. with Croft, Cedric, "Marketing Your Firm's Valuation Expertise." Valuers' Journal, March 1991, pp. 8-11.

- Baen, J.S., and Alwayay, J.R., "*The Implications of Federal Wetland Protection Programs for the Real Estate Appraisal Industry; Alternative Site Analysis of Appraisal.*" Journal of Real Estate Research, Spring Issue 1990, Vol. 3 No. 1, pp. 153-165.
- Baen, J.S., Newell, G., and Bilson, B., "Dirty Deeds - and Your Duty." Real Estate Journal, December 1991, Vol. 41, No. 6, pp. 21-22.
- Baen, J.S., "*Commercial Property Research Update.*"- Property Management Journal, December 1991. 50th edition, p. 8-14.
- Baen, J.S., "*International Ownership Options and Trends.*" Journal of International Real Estate, June 1991, pp. 115.
- Baen, J.S., "*A Foreigner's Ordeal in Buying NZ Property: The Blind Rat Maze.*" New Zealand Property Journal, Vol. 19, No. 2, No. 340, February 1991, pp. 13-15.
- Baen, J.S., "*Corporate Shifts Made Easy by Relocation of Firms.*" National Business Review, 18 April 1991.
- Baen, J.S., "*New Opportunities and Perspectives for Property Managers in New Zealand.*" New Zealand Property Management Journal, July 1991, pp. 2-5.
- Baen, J.S., with Morrissey, Peter, "*Property Management Institute Professional Survey.*" New Zealand Property Management Journal, July 1991, pp. 2-5.
- Baen, J.S., "*Become More Aggressive.*" New Zealand Real Estate Journal, November 1991, pp. 10-11.
- Baen, J.S., "*Quantity Surveyor - New Opportunities for Professional Practice.*" Quantity Surveyors' Journal, Winter 1991, Volume 26:3, pp. 52-58.
- Baen, J.S., and Bryant, Mark, "*An Evaluation of FIRREA Disposition Policy.*" The Real Estate Finance Journal, Spring 1991, Vol. 6 No. 4, pp. 574.
- Baen, J.S., "*Staying Interested in Your Profession - New and Exciting Valuation Opportunities the Public/Industry will Demand and Pay For in the Future.*" The Valuer's Journal, June 1991, pp. 33-35.
- Baen, J.S., "*Is Corporate Real in New Zealand Dead?*" The New Zealand Real Estate Journal, Vol. 42, No. 4, June 1990, p. 57.
- Baen, J.S., "Book Review of Fundamentals of Property Management by WKS Christiansen with David Hay, Accountants' Journal, Vol. 69, no. 3, April 1990.
- Baen, J.S., "*Home Improvement Perspectives - Renovate or Evacuate?*" New Zealand Real Estate Journal, Vol. 41, No. 3, April 1990, pp. 22-25.
- Baen, J.S., "*Professional Adjunct Faculty and Real Estate Internships - The Bridge Between the University and Industry.*" The Property Management Journal, 43rd Edition, April 1990, pp. 27-29.
- Baen, J.S., and Nourse, H.O., "*AIDS and the Broker's Quandary.*" Real Estate Review, Winter 1990, Vol. 19, No. 4, pp. 80-84.
- Baen, J.S., "*Advanced Marketing Seminar For Property Professionals - MREINZ.*" Published by the Lincoln University Press, April 26, 1990, p. 1-88.
- Baen, J.S., and Henington, M., "*Lessons from the Southwest - How Lenders Evaluate Real Estate Loans and Guide to Loan Classification.*" The Real Estate Finance Journal, Spring 1990, Vol. 5 No. 4, pp. 3445.
- Baen, J.S., "*Property Professional Survey - Mirror Images.*" New Zealand Property Journal, October, 1990, Vol. 18 No. 10 #336, pp. 9-12.
- Baen, J.S., "*1990 International Tax Summaries - Book Review and Commentary.*" Accountants' Journal of the NZ Society of Accountants, August 1990, pp. 427.
- Baen, J.S., "*Rates of Return - Various Ways of Measuring Return Property.*" ESTATE - The Property Quarterly of NZ, Winter 1990.
- Baen, J.S., "*The View from Texas - New Zealand Property Review 1990.*" The New Zealand Property Journal, Vol. 18 No. 7, July 1990, #333, pp. 24-26.
- Baen, J.S., "*Home Building Prospects in New Zealand.*" Published in The Master Builders' Association of NZ Magazines, June 1990.
- Baen, J.S. and Sicking, H.M., "*The Advantages of Corporate Relocation Companies.*" Real Estate Review, Vol. 19, No. 1, Spring 1989, pp. 91-96.
- Baen, J.S., "*Potential Effects and Policy Implication of AIDS on the US Real Estate Industry.*" American Geographic Society's Focus Journal, Winter 1989, Vol. 39, No. 4: 17-21.
- Baen, J.S., and Bruce, R., "*Accountant's Consideration of Syndications Under the Tax Reform Act of 1986.*" Real Estate Syndicator, Price Waterhouse Editors, Winter 1989.
- Baen, J.S., "*Innovative Syndication Structure for 1989.*" Real Estate Syndicator, November 1989 Price Waterhouse Editors.

- Baen, J.S., and Bruce, R., "Investing in Real Estate to Help Cash Flow." Real Estate Syndicator, November 1989, Price Waterhouse Editors.
- Baen, J.S., Waller, N., and Waller, T., "Real Estate Professionals as Expert Witnesses." The Appraisal Journal, January 1988, 56(1), pp. 80-88.
- Baen, J.S., "Oil and Gas Mineral Rights in Land Appraisal." The Appraisal Journal, April 1988, 56(2), pp. 205-216.
- Baen, J.S., "Everyman's Dream: Buying a Weekend Farm." Real Estate Review, Spring 1988, Vol. 18(1), pp. 91-95.
- Baen, J.S., and Allen, R.G., "Investor's Guide to Real Estate Rates of Return." Appraisal Review Journal, Fall 1988, Vol. 18, pp. 21-28.
- Baen, J.S., and Iwuchukwu, P., "Lease-Purchasing as a Public Financing Technique." Real Estate Review, Fall 1988, Vol. 18(3), pp. 54-58.
- Baen, J.S., "How's Your Attitude?" Real Estate Today, Fall 1988, pp. 30.
- Baen, J.S., "Add a Rural Dimension to Your Urban Sales Business." Real Estate Today, November / December 1988, 21(9) pp. 20-25.
- Baen, J.S., "How to Market Distressed Properties." Texas Realtor, October 1987, 40(9), 22-24.
- Baen, J.S., "Marketing Your Appraisal Expertise: A Diagnosis and Prescription for More Business." Appraisal Review Journal, Special Edition 1987, 34, pp. 41-49.
- Baen, J.S., "Putting Together an International RE Tour and Seminar." Journal of Real Estate Education, May 1986.
- Baen, J.S., "Commercial Investment: Putting a Deal Together." Texas Realtor, September 1984.
- Baen, J.S., "Syndications: Real Deals of Success on a Shtick?" Luxury Homes, Autumn 1984.
- Baen, J.S., "Lease Objectives." Journal of the American Trophy Hunter, Spring 1984.

Working Papers

- Baen, J.S., Alvayay, J.R., and du Plessis, P.G., "Quality of Service Assessment Research of Residential Sales Persons: A Model for International Comparison." American Real Estate Society, California, April 1992.
- Baen, J.S., "How to be a successful Public Sector Property Manager/Tenant: Winning in the Private/Commercial Market and Increasing Efficiency." Written for Public Sector Property Conference, Wellington, New Zealand, September, 1992.
- Baen, J.S., du Plessis, P.G. and Alvayay, J., "Quality of Service Assessment Research of Residential Sales Persons - A Model for International Comparison." April, 1992.
- Baen, J.S., "Marketing Assessment Research of Residential Sales Persons - A Model for International Comparison of Quality of Service in New Zealand: A Nationwide Survey of all Purchaser and Vendors." January, 1993.
- Baen, J.S., "Special Opportunities and Challenges for Effective Management and Marketing of Building Services in the 1990's." October, 1992.
- Baen, J.S., and Teoh, W.K., "The State of the Art Corporate Real Estate Management: A Case Study of Telecom South Ltd.." March, 1992.
- Baen, J.S., "Comments and Contrasts of New Zealand and United States Professional Rent Review/Consultancy Engagements." A Rent Review and Arbitration Seminar, Canterbury, New Zealand. July, 1992.
- Baen, J.S., "Correlation of Land Values and Retail Rental Rates with Changing Pedestrian Counts in Christchurch, New Zealand - A Valuation Tool of the Future?" February, 1991.
- Baen, J.S., "Cracking Urban Decay in Dallas, Texas: Hope for the Future Without More Federal Monies." Spring, 1989.
- Baen, J.S., Blacker, M.T. and Raniga, S., "Tax Credits and Low Income Housing Investments." Spring, 1988.
- Baen, J.S. and Hsueh, L.P., "Pricing Mortgage Pools: Looking Beyond the Financial Factors." Spring, 1988.

COURSES TAUGHT AND EDUCATION EXPERIENCE:

Dr. Baen was head of the Real Estate Department at North Lake College for seven years. Courses taught at North Lake College included:

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| RE 130 Principles of Real Estate | RE 133 Real Estate Marketing |
| RE 131 Real Estate Finance | RE 233 Commercial and Investment Real Estate |
| RE 135 Real Estate Appraisal | RE 250 Real Estate Seminar I |
| RE 136 Real Estate Law | RE 251 Advanced Real Estate Seminar |

Since September 1985 he has been an Assistant or Associate Professor of Real Estate in the College of Business at The University of North Texas and has taught the following courses:

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| FINA 2770 Personal Finance | | |
| REAL 2100 Principles of Real Estate | | REAL 4400 Real Estate Appraisal |
| REAL 3100 Real Estate Agency and Brokerage | | REAL 4800 Real Estate Internship |
| REAL 4000 Real Estate Finance | | REAL 4900 Special Problems |
| REAL 4300 Real Estate Investments | | |
| REAL 5350 Real Estate Analysis/Introduction | | REAL 5750 Advanced Market Analysis |
| REAL 5760 Graduate Real Estate Investments | | |

LIST OF NEWSPAPER AND MAGAZINE ARTICLES

Baen Interviews - Quoted or Referenced

<u>Date</u>	<u>Title of Article</u>	<u>Newspaper</u>
9-3-97	Why Real Estate Industry Should Fear the Future	Wall Street Journal
5 -21-97	Hunting Is Big Business - But a Shot in the Dark	Wall Street Journal
11-3-93	How can downtown Dallas be saved?	Wall Street Journal
11-14-2000	Real Estate Top Seller to Give Tips on Buying First Home	North Texas Daily
10-20-2000	Flower Mound 10 th on Fastest Growth List (US)	Fort Worth Star- Telegram
10-12-2000	Retirement Communities in Denton County	Channel 5-News
10-1-2000	Talk About Growth – Professor Predicts Population Explosion	Wise County Messenger
9-22-2000	John Baen: Working for Students	Inhouse@UNT
8-5-2000	Reata Suite Now Seeks Tower Title	Fort Worth Star-Telegram
3-26-2000	Prof to Wise County: Embrace Growth	Wise County Messenger
2-6-2000	A Competitor Becomes A Tool	Corpus Christi Caller-Times
11-22-99	Expert Says Growth Is Coming	Wise County Messenger
10-4-99	Speaker on E-Commerce Strikes Nerve	Minnesota Real Estate Journal
5-9-99	Appraisal Institute Donates UNT Scholarship	Dallas Morning News
12-29-99	Power of Net Threatens Real Estate Profession	Denver Post (Nationwide)
4-25-99	Professor Predicts Mall Fall	Denton Record Chronicle
4-28-99	KWAB Radio “Interview on Real Estate - E”	World Wide Web “E” Radio
11-8/9/11-99	E-Commerce TV Interview	Channel 2, 13 and Nationwide Public Television
9-1-98	Dow Dives	Denton Record Chronicle
8-28-98	New Neighbors - Internet Sites / Realtors	Dallas Morning News
8-25-98	Are Lenders A Vanishing Species	Real Times
8-12-98	Title Policies Fact or Farce?	Boston Globe
7-28-98	Denton Co. Values Increase By 12%	Forth Worth Star Telegram
6-7-98	Destination USA / Denton and Wise Co.	Denton Record Chronicle
5-29-98	Denton Real Estate Outlook in Bright	Fort Worth Star Telegram
5-13-98	Glass Invests In Stock Market	Denton Record Chronicle
4-10-98	Teacher Hands Out Cash in Finance Class	Denton Record Chronicle
1-7-93	Where does your money go?	Fort Worth Star Telegram
9-11-93	Asian investors to see for themselves	National Business Review (Australia)
9-1-93	UNT study offers emergency solutions	Fort Worth Star Telegram

9-3-93	Industry congress/property	National Business Review
4-3-93	UNT cites faculty member	Denton Record Chronicle
3-11-93	Speaker to prepare NT about calculator future	North Texas Daily
Spring 93	Teaching Development	Urban Land Institute
11-3-92	Lack of information criticized	Evening Post (N.Z)
8-12-92	Students market new subdivision	The Press (N.Z)
8-2-92	Spotlight on land agents	Auckland Star
8-2-92	Here's what the country thinks of real estate agents	N.Z Herald
7-29-92	Commercial property boom predicted	The Press
6-13-92	Interview at Radio New Zealand	
6-3-92	Home ownership benefits	N.Z Herald
6-1-92	Professor predicts boom for nineties	The Press
5-30-92	Agents defended	The Press
5-29-92	Property deals "dubious"	The Press
5-29-92	Lincoln professor sees some happy writing on the walls	National Business Review
5-2-92	Real estate scholarship at Lincoln	The Press
5-19-92	Jones predicts property boom	The Press
5-6-92	Property investment seminars	The Press
5-6-92	Agents honoring suggestions listed	The Press
4-8-92	Single property tax called for	The Press
3-18-92	Home still best investment	The Press
3-6-92	Don't dilly-dally on the way, Lincoln's Baen advises sellers	National Business Review
2-19-92	Talks on impact of Resource Management Act	The Press
1-1-92	Cheaper housing may cost more	The Press
11-24-91	Glimmer of hope seen in housing	Sunday News
10-23-91	Small business entrepreneurs and Asian investors provide stimulus to South Island property market	The Press
10-16-91	Agents take risks out of selling	The Press
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