

Dr. Philip Anthony Seagraves

Middle Tennessee State University
Associate Professor
Economics and Finance
(615) 898-5750
Philip.Seagraves@mtsu.edu

Education

Doctor of Philosophy, Georgia State University, 2012.
Major: Real Estate

Master of Science, Georgia State University, 2009.
Major: Real Estate

Master of Business Admin., Emory University, 2005.
Major: Bus Admin/Management Gen

Bachelor of Business Admin., University of Georgia, 1990.
Major: Marketing/Marketing Mgmt Gen

Academic, Government, Military and Professional Positions

Associate Professor, Middle Tennessee State University. (July 2018 - Present).

Assistant Professor, Middle Tennessee State University. (June 2014 - July 2018).

Research Fellow / Partner, Mohr Partners. (January 2008 - December 2017).

Assistant Professor, University of Wisconsin - Whitewater. (August 2012 - July 2014).

Visiting Faculty, Burgundy School of Business. (April 2014).

Visiting Lecturer, Mississippi State University. (August 2011 - May 2012).

Instructor, Georgia State University. (August 2010 - May 2011).

Research Assistant, Georgia State University. (August 2008 - May 2010).

Director of Business Development, Lathem Corporation. (January 2003 - July 2008).

Director of Marketing, Intuit Corporation. (January 2000 - December 2002).

Director of Marketing, Automatic Data Processing Inc. (January 1992 - December 2000).

Licensures and Certifications

Realtor's Property Resource Certified Instructor, National Association of Realtors. (December 2022 - Present).

Certified Resort and Second Home Property Specialist, National Association of Realtors. (November 2022 - Present).

Real Estate Broker - State of Tennessee. (2017 - Present).

Certified Foreign Investor Specialist, American Real Estate University. (February 18, 2013 - Present).

Real Estate Broker - State of Georgia. (2014 - 2019).

Real Estate Broker - State of Wisconsin. (2014 - 2019).

Professional Memberships

American Real Estate Society.

Middle Tennessee Association of Realtors.

National Association of Realtors.

Society of Industrial and Office Realtors.

Tennessee Association of Realtors.

Development Activities Attended

Faculty Fellowship, "Faculty Fellows Program," LT&ITC. (September 2022 - July 2023).

Workshop, "It Might Get Better: Supporting LGBTQIA+ Students in the Classroom and Beyond," LT&ITC. (March 23, 2023).

Workshop, "How to Create Integrative Themed Courses for the True Blue Core," LT&ITC. (March 1, 2023).

Workshop, "MTSU Institute of Experiential Learning," LT&ITC. (February 22, 2023).

Workshop, "H5P Showcase Series," LT&ITC. (February 14, 2023).

Workshop, "D2L: Updates and Tips for Spring," LT&ITC. (January 20, 2023).

Workshop, "Using Faculty Success Technology to Build Your Tenure & Promotion Portfolio," LT&ITC. (July 28, 2022).

Conference Attendance, "Real Estate Program and Center Director's Conference," Burn's Center of Real Estate - University of Denver, Denver, CO. (June 16, 2022 - June 17, 2022).

Workshop, "New Faculty Orientation Series," LT&ITC. (April 28, 2022).

Workshop, "Teach, Don't Just Assess: Exploring the Possibilities of Customized Signature Assignment Rubrics," LT&ITC. (April 26, 2022).

Workshop, "Classical Stretch Workshop," LT&ITC. (March 19, 2021).

"Classical Stretch Workshop," LT&ITC. (February 12, 2021).

Workshop, "Mindfulness Meditation Practice," LT&ITC. (November 4, 2020).

Workshop, "Panopto Training," LT&ITC. (July 30, 2020).

Workshop, "Panopto Training." (January 9, 2020).

Workshop, "Digital Measures Training," LT&ITC. (October 1, 2019).

Workshop, "Principles of Learning for the Classroom," LT&ITC. (January 24, 2019).

Workshop, "Understanding by Design: Backward Course Design for the College Classroom," LT&ITC. (September 5, 2018).

Workshop, "Developing the Mindset and Practices for Research and Scholarship," LT&ITC. (April 4, 2018).

Awards and Honors

Presidential Award, American Real Estate Society. (2022).

TEACHING

Teaching Experience

DATA 1500, section D01, Introduction to Data Science. 3 credit hours. 10 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 35 enrolled.

FIN 4510, section B01, Real Estate Brokerage Mgmt. 3 credit hours. 4 enrolled.

FIN 4550, section B01, Real Estate Investment Anlys. 3 credit hours. 19 enrolled.

FIN 3030, section B03, Principles of Real Estate. 3 credit hours. 11 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 23 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 10 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 6 enrolled.

FIN 3030, section 001, Principles of Real Estate. 3 credit hours. 9 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 24 enrolled.

FIN 3030, section DW1, Principles of Real Estate. 3 credit hours. 10 enrolled.

FIN 6550, section 001, RE Finance and Investment. 3 credit hours. 6 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 27 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 10 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 18 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 13 enrolled.

FIN 6550, section 001, RE Finance and Investment. 3 credit hours. 7 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 10 enrolled.

FIN 3030, section DW1, Principles of Real Estate. 3 credit hours. 14 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 28 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 18 enrolled.

ECON 4890, section 001, Internship in Economics. 3 credit hours. 0 enrolled.

FIN 4890, section 001, Internship in Finance. 3 credit hours. 3 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 13 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 7 enrolled.

ECON 4890, section 001, Internship in Economics. 3 credit hours. 0 enrolled.

FIN 4890, section 001, Internship in Finance. 3 credit hours. 1 enrolled.

FIN 4880, section 001, Internship in Risk Mgt or Ins. 3 credit hours. 3 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 31 enrolled.

FIN 6550, section 001, RE Finance and Investment. 3 credit hours. 11 enrolled.

ECON 4890, section 001, Internship in Economics. 3 credit hours. 0 enrolled.

ECON 4890, section 003, Internship in Economics. 1 credit hours. 1 enrolled.

FIN 4890, section 001, Internship in Finance. 3 credit hours. 7 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 30 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 15 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 16 enrolled.

FIN 4510, section D01, Real Estate Brokerage Mgmt. 3 credit hours. 7 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 27 enrolled.

FIN 6550, section 001, RE Finance and Investment. 3 credit hours. 6 enrolled.

FIN 4440, section 001, Real Estate Finance. 3 credit hours. 12 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 32 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 36 enrolled.

FIN 4510, section 002, Real Estate Brokerage Mgmt. 3 credit hours. 5 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 19 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 12 enrolled.

BUS 3000, section 002, The Dale Carnegie Course. 3 credit hours. 17 enrolled.

FIN 4990, section 002, Independent Study in Finance. 3 credit hours. 1 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 32 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 40 enrolled.

FIN 4510, section 001, Real Estate Brokerage Mgmt. 3 credit hours. 5 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 33 enrolled.

FIN 3030, section D02, Principles of Real Estate. 3 credit hours. 34 enrolled.

FIN 4510, section 001, Real Estate Brokerage Mgmt. 3 credit hours. 18 enrolled.

BUS 3000, section 002, DC Communication & Hum Rel Sem. 3 credit hours. 16 enrolled.

FIN 4590, section 001, Independent Study-Real Estate. 3 credit hours. 1 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 18 enrolled.

FIN 4590, section 001, Independent Study-Real Estate. 3 credit hours. 5 enrolled.

FIN 3030, section 001, Principles of Real Estate. 3 credit hours. 26 enrolled.

FIN 3030, section D01, Principles of Real Estate. 3 credit hours. 34 enrolled.

FIN 3030, section 001, Principles of Real Estate. 3 credit hours. 33 enrolled.

FIN 4440, section 001, Real Estate Finance. 3 credit hours. 23 enrolled.

BUS 3000, section 001, DC Communication & Hum Rel Sem. 3 credit hours. 19 enrolled.

FIN 3810, section 001, Investments. 3 credit hours. 22 enrolled.

FIN 4590, section 001, Independent Study-Real Estate. 3 credit hours. 4 enrolled.

FIN 3030, section 001, Principles of Real Estate. 3 credit hours. 20 enrolled.

FIN 4550, section 001, Real Estate Investment Anlys. 3 credit hours. 13 enrolled.

FIN 2450, section 002, Principles of Real Estate. 3 credit hours. 33 enrolled.

FIN 4440, section 001, Real Estate Finance. 3 credit hours. 20 enrolled.

BUS 3000, section 001, DC Communication & Hum Rel Sem. 3 credit hours. 11 enrolled.

FIN 4590, section 001, Independent Study-Real Estate. 3 credit hours. 1 enrolled.

FIN 2450, section 001, Principles of Real Estate. 3 credit hours. 33 enrolled.

FIN 4550, section 001, Real Estate Investment Anlys. 3 credit hours. 6 enrolled.

FIN 2450, section 002, Principles of Real Estate. 3 credit hours. 34 enrolled.

FIN 4440, section 001, Real Estate Finance. 3 credit hours. 15 enrolled.

Awards and Honors

State Farm Outstanding Professor, MTSU. (2017).

Managerial Science Department Teaching Award, Georgia State University. (2010).

RESEARCH

Published Intellectual Contributions

Seagraves, P.A. The Clash of Politics & Economics in the UK Property Market - The Case of Leaseholds. *Journal of Property Investment & Finance*. 41, 6. DOI:<https://doi.org/DOI: 10.1108/JPIF-07-2023-0072>.

Seagraves, P.A. Using Screen-Casting to Teach the “Rent Vs. Own” Case Study. *Journal of Real Estate Practice and Education*.

Seagraves, P.A. 2023. Is the AI revolution a real estate boon or bane?. *Journal of Property Investment & Finance*. (Jul. 2023). DOI:<https://doi.org/DOI: 10.1108/JPIF-05-2023-0045>.

Gyamfi-Yeboah, F. et al. 2022. Institutional Segmentation and Dynamic REIT Demand. *The Journal of Real Estate Portfolio Management*. 28, 1 (Jul. 2022), 13-32.
DOI:<https://doi.org/https://dx.doi.org/10.2139/ssrn.3984358>.

Seagraves, C. et al. 2021. Academic Tenure, Income Uncertainty, and Real Estate Risk-Taking. *The Journal of Housing Research*. 31, 2 (Dec. 2021), 113-134.
DOI:<https://doi.org/doi.org/10.1080/10527001.2021.2008092>.

Jin, C. et al. 2018. Structural Breaks: A Shift of Roles in the Relationship between Real Estate and Regional Industry. *Journal of Housing Research*. (2018).

Freybote, J. and Seagraves, P.A. 2018. The Impact of Investor Sentiment on Commercial Real Estate Market Liquidity. *Journal of Real Estate Research*. (Oct. 2018).

Fowler, S. et al. 2018. A Fundamental Theory of Real Estate Market Outcomes. *Economic Modelling*. 70, (Jun. 2018), 295-305. DOI:<https://doi.org/https://doi.org/10.1016/j.econmod.2018.04.005>.

Hardin, W. et al. 2017. Institutional Monitoring, Motivated Investors and Firm Performance. *Journal of Real Estate Research*. 39, 3 (Aug. 2017), 401-440.

Freybote, J. and Seagraves, P.A. 2016. Heterogeneous Investor Sentiment in Commercial Real Estate Markets. *Real Estate Economics*. (2016). DOI:<https://doi.org/10.1111/1540-6229.12132>.

Seagraves, P.A. and Wiley, J. 2016. The Cap Rate Spread: A New Metric for Commercial Underwriting. *Real Estate Economics*. (2016). DOI:<https://doi.org/10.1111/1540-6229.12100>.

Tidwell, A. et al. 2016. The U.S. Housing Market and the Pricing of Housing Duration. *Journal of Housing Research*. (2016).

Gyamfi-Yeboah, F. et al. 2014. Institutional Ownership and the Dynamics of Trading Volume Around FFO. *Journal Of Real Estate Finance And Economics*. 49, 1 (2014).

Seagraves, P.A. and Gallimore, P. 2013. The Gender Gap in Real Estate Sales: Negotiation Skill or Agent Selection?. *Real Estate Economics*. 41, 3 (2013). DOI:<https://doi.org/DOI: 10.1111/reec.12006>.

Sah, V. and Seagraves, P.A. 2012. IPO Market Timing: Evidence from the Operating Performance of REITs. *Journal of Property Investment and Finance*. 30, 1 (2012), 58:68.
DOI:<https://doi.org/10.1108/14635781211194809>.

Seagraves, P.A. and Rabianski, J. 2011. Demand for Warehouse and Distribution Center Space. *Real Estate Issues*. 36, 1 (2011).

Presentations Given

Seagraves, P. A. (Panelist), American Real Estate Fall Symposium, "Generative AI and Real Estate," American Real Estate Society and The WP Carey School of Business, Arizona State University, Tempe, AZ, United States of America. (November 2023).

Seagraves, P. A. (Panelist), Georgia Environmental Conference, "Scientific Integrity and Data Quality," Georgia Environmental Conference, Jekyll Island Conference Center, Jekyll Island, GA, United States of America. (August 2023).

Seagraves, P. A., East TN Fair Housing Summit, "Understanding the Impact of AI in Fair Housing," Tennessee Human Rights Commission, Knoxville, TN, United States of America. (June 21, 2023).

Seagraves, P. A., American Real Estate Society Annual Meeting, "ChatGPT and Real Estate Panel Presentation," American Real Estate Society, Hyatt Regency Conference Center, San Antonio, TX, United States of America. (March 2023).

Seagraves, P. A., American Real Estate Society Annual Meeting, "REITs and Development Activity, A Closer Look," American Real Estate Society, Hyatt Regency Conference Center, San Antonio, TX, United States of America. (March 2023).

Seagraves, P. A. (Author and Presenter), Gyamfi-Yeboah, F. (Author), Seagraves, C. (Author), American Real Estate Society Annual Meeting, "REITs and Development Activity," American Real Estate Society, Hyatt Conference Center, Bonita Springs, FL, United States of America. (April 7, 2022).

Seagraves, P. A. (Presenter), American Real Estate Society Annual Meeting, "Institutional Segmentation and Dynamic REIT Demand," Virtual. (March 19, 2021).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Entrepreneurship and The Academy : Experience Before Graduation," American Real Estate Society, Phoenix, AZ, United States of America. (April 13, 2019).

Seagraves, P. A., American Real Estate Society Annual Meeting, "The Impact of Mass Shootings on Residential Real Estate Prices," April 2017 San Diego, CA. (April 2017).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Unmanned Aircraft and Real Estate; A brief history and a look forward," April 2016 Denver, CO. (April 2016).

Seagraves, P. A., American Real Estate Society Annual Meeting, "A New Pedagogical Approach to Teaching the Classic Rent Versus Own Case," April 2015 Naples, FL. (April 2015).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Heterogeneous Investor Sentiment in Commercial Real Estate Markets," April 2014 San Diego, CA. (April 2014).

Seagraves, P. A., American Real Estate and Urban Economics Association Mid-year Meeting, "Are REITs Real Estate or is Pure Property Property?," June 2013 Washington. (June 2013).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Structural Breaks: A Reversal of Roles in the Relationship between Real Estate and Local Industry," April 2013 Kona, HI. (April 2013).

Seagraves, P. A., American Real Estate Society Annual Meeting, "The Cap Rate Spread : A New Metric for Commercial Underwriting," April 2013 Kona, HI. (April 2013).

Seagraves, P. A., American Real Estate and Urban Economics Association Mid-year Meeting, "A Multi-Factor Analysis of Non-Performing CMBS Loans," June 2012 Washington, D.C. (June 2012).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Institutional Investment in REITs: Does Property Sector Matter?," April 2011 Seattle, Washington. (April 2011).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Negotiating the Gender Gap: Real Estate Agent Performance at the Bargaining Table," April 2011 Seattle, Washington. (April 2011).

Seagraves, P. A., American Real Estate and Urban Economics Association Mid-year Meeting, "Institutional Investment in REITs : Is There Sector Bias?," June 2010 Washington, D.C. (June 2010).

Seagraves, P. A., American Real Estate and Urban Economics Association International Conference, "Negotiating the Gender Gap: Real Estate Agent Performance at the Bargaining Table," June 2010 Rotterdam, Netherlands. (June 2010).

Seagraves, P. A., American Real Estate Society Annual Meeting, "Clustering and REIT IPO Operating Performance," April 2010 Naples, Florida. (April 2010).

Contracts, Grants and Sponsored Research

Seagraves, P. A., "Curriculum Integration Grant," Sponsored by President's Commission on the Status of Women, Middle Tennessee State University, \$2,700.00.

Awards and Honors

Manuscript Prize Award, American Real Estate Society. (2013).

Chandler Memorial Scholarship, Georgia State University. (2011).

Student Travel Award, Real Estate Research Institute. (2011).

Student Travel Bursary Award, Royal Institution of Chartered Surveyors. (2010).

John H. Cowart Scholarship Recipient, Georgia State University. (2008).

Intellectual Contributions in Submission

Seagraves, P. A. The Clash of Politics & Economics in the UK Property Market - the Case of Leaseholds. *Journal of Property Investment & Finance* 41 (6). <https://doi.org/DOI: 10.1108/JPIF-07-2023-0072>.

Seagraves, P. A. Using Screen-Casting to Teach the "Rent Vs. Own" Case Study. *Journal of Real Estate Practice and Education*.

Research Currently in Progress

"The Impact of COVID19 on Green Hotel Occupancy Rates" (Working Paper). (2022 - Present).

"REITs and Development Activity" (Working Paper). (2021 - Present).

"Property Value and Proximity to Job Centers - a Geospatial Approach" (On-Going). (2018 - Present).

"Modeling Real Estate Firm Value – a Pedagogical Roadmap" (On-Going). (2017 - Present).

"Unmanned Aircraft Systems in Real Estate" (Working Paper). (2017 - Present).

"Equity Versus Debt: Institutional Capital Switching Dynamics" (On-Going). (2015 - Present).

SERVICE

University Service

Faculty Advisor, Real Estate Club. (2023 - Present).

Representative, Faculty Senate. (2022 - Present).

Steering Committee, Faculty Senate. (2022 - Present).

Committee Member, Assurance of Learning. (2021 - Present).

Committee Member, Career Development Committee. (2020 - Present).

Committee Member, Scholarship and Awards. (2014 - Present).

Finance Department Charitable Giving Committee. (2014 - Present).

Co Faculty Advisor, Real Estate Club. (2022 - 2023).

Faculty Advisor, Real Estate Club Advisor. (2014 - 2021).

Committee Member, Enrollment / Student Success Committee. (2018 - 2020).

University Curriculum Committee. (2018 - 2019).

Advisor, Alpha Kappa Psi Business Fraternity Sponsor. (2017 - 2019).

Committee Member, Faculty Development. (September 1, 2015 - August 31, 2019).

Finance Faculty Search and Selection Committee. (2017).

International Education and Exchange University Standing Committee. (2015 - 2017).

Committee Member, Finance Undergraduate Curriculum Committee. (2016).

Finance Curriculum Review Committee. (2015 - 2016).

Committee Member, Giving Campaign Committee. (2014 - 2016).

Finance Faculty Selection and Search Committee. (2015).

Finance Faculty Selection and Search Committee. (2015).

Committee Member, Economics and Finance Career Fair. (2014).

Committee Member, Finance Undergraduate Curriculum Committee. (2014).

Finance Department Charitable Giving Campaign Chair. (2014).

Real Estate Industry Focus Group. (2014).

Committee Member, Finance Faculty Selection and Search Committee. (2013).

Committee Member, Finance Faculty Selection and Search Committee. (2012).

Finance Faculty Selection and Search Committee. (2012).

Finance Faculty Selection and Search Committee. (2012).

Finance Faculty Selection and Search Committee. (2012).

Professional Service

Committee Member, Middle Tennessee Association of Realtors Education Committee, Murfreesboro, TN. (2021 - Present).

Editor, Journal of Real Estate Practice and Education, Athens, OH. (2019 - Present).

Editorial Review Board Member, Journal of Property Investment and Finance. (2019 - Present).

Board of Directors, American Real Estate Society. (2018 - Present).

President, American Real Estate Society. (June 2021 - May 2022).

Vice President, American Real Estate Society. (2020 - 2021).

Program Organizer, American Real Estate Society. (2019 - 2020).

Officer, Society of Industrial and Office Realtors. (2017 - 2020).

Board of Directors, Institute of Real Estate Management. (2016 - 2020).

Board of Directors, Kentucky Institute for International Studies. (2017 - 2019).

Public Service

Other Community Service Activities, Carpe Artista. (2016 - 2019).

Awards and Honors

Distinguished Service Award, MTSU. (2018).