

KATHERINE A. PANCAK

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Professional Summary

Experienced academic leader and legal scholar with over three decades of service at the University of Connecticut. Recognized for excellence in teaching, program administration, and real estate law research. Combines extensive industry and academic experience with a commitment to student engagement, curriculum innovation, and public service. Research interests focus on real estate law, public policy, and brokerage regulation.

Education

- JD, Boston College Law School
- AB, Mount Holyoke College (Economics)
- Study Abroad, London School of Economics

Academic and Professional Experience

2025–present – Academic Director, Regional Campus Undergraduate Finance Programs, School of Business, University of Connecticut

2021–2025 – Academic Director, Stamford Campus Business Programs, School of Business, University of Connecticut

1991–present – Professor In-Residence, Department of Finance, School of Business, University of Connecticut (promoted from Lecturer to Assistant, Associate, and Full Professor)

2001–2006 – Undergraduate Programs Liaison, Stamford Campus, University of Connecticut

1991–1998 – Associate Director, Center for Real Estate and Urban Economic Studies, University of Connecticut

1988–1991 – Vice-President and General Counsel, Mark Greenberg & Associates, Inc. (Real Estate Development Company)

1986–1988 – Associate Attorney, Robinson and Cole

1986 – Admitted to the Connecticut Bar

Research Interests

Real Estate Law; Regulation and Public Policy; Agency and Brokerage

Selected Publications

- Connecticut Real Estate: Practice and Law, 16th ed. (with Kristen Haseney), Dearborn Real Estate Education, 2025; and previous editions as sole author.
- “Using Price-to-Rent Ratios to Evaluate Housing Markets” book chapter in The Future of Real Estate Education: From Pedagogy to Technology, forthcoming 2025-2026.
- “Do Taxes Matter to Foreign Real Estate Investors? Evidence from FIRPTA Reform” (with M. Howard), The Journal of Portfolio Management, 2019.
- “Using Eminent Domain to Refinance Underwater Mortgages: A Welfare Analysis” (with T. Miceli & K. Segerson), International Review of Law and Economics, 2017.
- “Variation in Local House Price-Rent Ratios”, Journal of Housing Research, 26(1), 79-94, 2017.
- “Do Laws Influence the Cost of Real Estate Brokerage Services? A State Fixed Approach” (with A. Nanda & J. Clapp), Real Estate Economics, 2016.
- “Taxes, Investors, and Managers: Exploring the Taxation of Foreign Investors in U.S. REITs” (with M. Howard and D. Shackelford), The Journal of the American Taxation Association, 38(2), 1-19, 2016.
- “An Economic Analysis of Lead Paint Laws” (with T. Miceli & C.F. Sirmans), Journal of Real Estate Finance and Economics, 1996.

Teaching Portfolio

Courses taught include Financial Management, Real Estate Principles, Real Estate Law, Sustainable Real Estate, Personal Finance, Fixed Income Securities, and International Study Trips (Vietnam, Thailand, UAE). Advised numerous Honors Theses and supervised Finance and Real Estate internships.

Awards and Honors

- 2021 and 2009 Stamford Campus Faculty Recognition Award, University of Connecticut
- 2019 Journal of Housing Research 'Red Pen Award'
- 2018 Award for Excellence in Real Estate Research, University of Connecticut

- 2013 Top 100 Most Influential Real Estate Leaders, Inman News; the list "*recognizes those who embody leadership, ingenuity, strength, conviction, power, persistence, perseverance and progress—their voices and actions can move the industry toward change.*"
- 2008 Educator of the Year (National), Real Estate Educators Association
- 2008 Official Statement by Governor M. Jodi Rell recognizing contributions to University of Connecticut and service to State of Connecticut
- 2004 Outstanding Undergraduate Teaching Award, University of Connecticut School of Business

University Service and Leadership

Extensive university service including Senate membership, AAUP Union Executive Committee, curriculum committees, search committees, and leadership roles across the Stamford and School of Business campuses. Chaired the Dean's In-Residence Advisory Council and served on AACSB Review and Curriculum Committees.

Organized numerous conferences and outreach programs including the Connecticut Real Estate Instructors Seminar and Connecticut Commercial Real Estate Conference. Served as faculty advisor, scholarship administrator, and internship supervisor.

Professional Associations

- American Real Estate Society (ARES)
- American Real Estate and Urban Economics Association (AREUEA)
- Real Estate Educators Association (REEA), Connecticut Chapter President (1994)
- Association of Real Estate Licensing Law Officials (ARELLO), Affiliate Member (2005–2016)
- American Bar Association, Connecticut Bar Association