

Curriculum Vitae

Dr. Jonas Hahn

- **Member of the Management Board** of the IRE|BS Foundation for African Real Estate Research
- **Real Estate Professional and Commercial Department Head** at ESW in Bayern GmbH (Ecclesiastical Housing Firm)
- Born on February 29th, 1988 in Lauf a.d. Pegnitz, Germany

University Education

- **Studied Business Administration in Nuremberg and Real Estate in Regensburg**
- **Holds a B.A. in Business Administration and an M.Sc. in Real Estate**
- **Holds a Ph.D. in Economic Sciences with Real Estate Investment, Housing and Sustainability focus**

Professional Experience

10/2006 Siemens AG, Erlangen

- Integrated Degree Program (combined Professional Training and Bachelor studies)
- Training Positions in Global Procurement, International Export Sales, Accounting and Controlling

09/2008 Siemens Energy & Automation, Inc., Atlanta (USA)

- International Secondment (3 months)
- Assignment to the Strategic Procurement department of the Industrial Solutions and Services division

10/2009 Siemens AG, Corporate Finance, Munich

- Manager Finance Training

05/2015 IRE|BS Competence Center for Sustainable Real Estate, Regensburg

- Research Assistant and Project Staff in Several Third-Party Funding Projects

12/2016 Kuespert & Kuespert Immobilienberatung GmbH & Co. KG, Nuremberg

- Real Estate Consultant – Commercial Properties

10/2018 Evangelisches Siedlungswerk in Bayern Bau- und Siedlungsgesellschaft mbH, Nuremberg

- Head of Rent Accounting / Utility Management

Publications

Dr. Jonas Hahn

Refereed Research Papers and Book Chapters

1. Hahn, J./Hirsch, J./Bienert, S. (2018): "Does 'clean' pay off? Housing markets and their perception of heating technology" (accepted for publication in Property Management, Vol. 36, No. 5, pp. 575-596)
2. Hahn, J./Hirsch, J. (2018): "How flood risk impacts residential rents and property prices – empirical analysis of a German property market" (Journal of Property Investment & Finance, Vol. 36, No. 1, pp. 50-67)
3. Ott, C./Hahn, J. (2018): "Green Pay-Off in Commercial Real Estate in Germany: Assessing the role of super trophy status" (Journal of Property Investment & Finance, Vol. 36, No. 1, pp. 104-124)
4. Hahn, J. (2017): "Retrofits and green building refurbishment", in: Huston, S. (Ed.): "Smart Urban Regeneration. Visions, Institutions and Mechanisms for Real Estate" (Routledge: Abingdon/New York), pp. 247-269.
5. Hahn, J. et al. (2016): "Office Properties through the Interest Cycle – Performance Impact and Economic Sustainability in Germany" (Journal of Property Investment & Finance, Vol. 34, No. 5, pp. 432-456)
6. Hahn, J. (2015): "The Competitive Advantage in Real Estate – a Framework for Africa", African Real Estate Society Conference, Kumasi/Ghana, 31.8.-3.9.2015, Book of Proceedings, pp. 206-241.

Conference Contributions

1. Schulte, K.-W./Hahn, J. (2018): „Promoting Publications in African Real Estate – Status Quo and Outlook“, African Real Estate Society Conference, Abeokuta/Nigeria, 11.9.-14.9.2018 (published as a Research Notice, Journal of African Real Estate Research, Vol. 3, No. 2, pp. 1-8).
2. Hahn, J./Hirsch, J. (2018): "Flood Risk and Housing Prices – how Natural Hazard impacts Property Markets", African Real Estate Society Conference, Abeokuta/Nigeria, 11.9.-14.9.2018.
3. Ott, C./Hahn, J. (2018): "Green Pay-Off from Commercial Real Estate in Germany: Assessing the role of 'Super Trophy status'", American Real Estate Society Conference, Bonita Springs, FL/USA, 10.4.-14.4.2018.
4. Hahn, J./Ott, C. (2017): "Founding facts for the green agenda in commercial real estate portfolios - current pay-off evidence from Europe", European Real Estate Society Conference, Delft/Netherlands, 28.6.-1.7.2017.
5. Hahn, J. et al. (2017): "Does 'clean' pay off? Integrating heating technology in hedonic pricing models", European Real Estate Society Conference, Delft/Netherlands, 28.6.-1.7.2017.
6. Hahn, J. (2016): "Hotel Properties in Angola – Analysis of Market Characteristics and Sustainable Competitiveness", African Real Estate Society Conference, Addis Ababa/Ethiopia, 5.9.-9.9.2016.
7. Hahn, J./Bienert, S./Wiegmann, T. (2016): "Real Estate Management Strategies in the Low-Interest Environment – a Roadmap for Economic Sustainability through the Market Cycle", European Real Estate Society Conference, Regensburg/Germany, 8.-11.6.2016.
8. Hahn, J./Hirsch, J./Bienert, S. (2016): "A climate-adjusted analysis of value and rent premia through energy-efficiency in German residential properties", European Real Estate Society Conference, Regensburg/Germany, 8.-11.6.2016.
9. Hahn, J. (2015): "The Competitive Advantage in Real Estate – a Framework for Africa", African Real Estate Society Conference, Kumasi/Ghana, 31.8.-3.9.2015, Book of Proceedings, pp. 206-241.
10. Hahn, J. et al. (2015): "A Universal Web-Based Data Processing Model for Rental Housing Profitability Calculation of Energetic Retrofitting", European Real Estate Society Conference, Istanbul/Turkey, 24.6.-27.6.2015.

Selected Project Publications

1. Bienert, S. et al. (2017): „CO2-neutral in Stadt und Quartier – die europäische und internationale Perspektive“, Abschlussbericht des Projekts des Bundesinstituts für Bau-, Stadt- und Raumforschung, BBSR-Online-Publikation 03/2017, ISSN 1868-0097 (English version available).
2. Bienert, S./Hahn, J./Hirsch, J. (2016): „Der Preis der Schönheit: Der Immobilienmarkt in Regensburg – zwischen Altbau, Hochwasser und Weltkulturerbe“, Gastbeitrag im Immobilienreport 2016 der Sparkasse Regensburg.
3. Several Deliverables and Interim Reports within the EU project „RentalCa“ including Work Package lead – project budget €2m, total term 3 years (www.rentalcal.eu).
4. Consulting activity in studies for Union Investment and Heidrick & Struggles

(as of December 8, 2018)