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Education

Ph.D. (Business Administration; specialization in Finance), University of South Carolina, Columbia, SC, August 1986.

M.B.A., University of Central Florida, Orlando, FL, August 1981.

B.S. (Finance), University of Florida, Gainesville, FL, 1980.

Work Experience

August 2017 – Current. Professor, University of North Carolina at Greensboro. Teaching courses in business finance and financial institutions.

August 2011 – July 2017. Interim Department Head, Department of Accounting and Finance, University of North Carolina at Greensboro. Taught a graduate course in financial management.

August 2007 – July 2011. Professor, University of North Carolina at Greensboro. Taught courses in graduate financial management, undergraduate financial derivatives and corporate finance, and online undergraduate corporate finance.

August 2006 – July 2007. Department Head, Department of Accounting and Finance, University of North Carolina at Greensboro. Facilitated the merger of the Finance area in Department of Business Administration with the Department of Accounting for a one-year transition period.

August 2001 – July 2006. Head, Department of Business Administration, University of North Carolina at Greensboro.

August 2000-July 2001 – Chair, Faculty Senate, University of North Carolina at Greensboro.

August 1998 – July 2001. Professor, University of North Carolina at Greensboro. Taught courses in undergraduate business finance and investments.

July 1992 – August 1997. Associate Professor, University of North Carolina at Greensboro.

August 1986 - June 1992. Assistant Professor, University of North Carolina at Greensboro.

August 1985 - July 1986. Visiting Assistant Professor, Winthrop College, Rock Hill, SC.

Publications

Gordon, B. L. and **Winkler, D. T.** (2018). "New House Premiums, Market Conditions, and the Decision to Purchase a New Versus Existing House," forthcoming in the *Journal of Real Estate Research*.

Gordon, B. L. and **Winkler, D.T.** (2017). "The Effect of Ownership and Purchaser-Financing Choices on the Selling Price of Foreclosed Homes," *Journal of Housing Research*, 26, no. 2, 179-194.

Gordon, B. L. and **Winkler, D. T.** (2017). "The Effect of Listing Price Changes on the Selling Price of Single-Family Residential Homes," *Journal of Real Estate Finance and Economics*, 55, no. 2, pp. 185-215.

Gordon, B. L. and **Winkler, D. T.** (2015). "Statutory Right of Redemption and the Selling Price of Foreclosed Houses," *Journal of Real Estate Finance and Economics*, 51, no. 3, pp. 365-397.

Winkler, D. T. and Gordon, B. L. (2015). "Seller-Paid Concessions from 2004-2012: Implications for House Selling Price and Days on the Market," *Journal of Real Estate Research*, 37, no. 4, pp. pp. 537-562.

Winkler, D. T. and Gordon, B. L. (2013). "The Effect of the BP Oil Spill on Volume and Selling Prices on Oceanfront Condominiums," *Land Economics*, 89, no. 4, pp. 614-631.

Gordon, B. L., **Winkler, D.**, Barrett, J. D., and Zumpano, L. (2013). "The Effect of Elevation and Corner Location on Oceanfront Condominium Value," *Journal of Real Estate Research*, 35, no. 3, pp. 345-363.

Winkler, D. T. & Gordon, B. L. (2013). "Commission Splits of Real Estate Agents and Affiliated Firms," *Journal of Housing Research*, 33, no. 2, 2013, pp. 109-122.

Chinloy, P. and **Winkler, D. T.** (2012). "Contracts, Individual Revenue and Performance," *Journal of Labor Research*, 33, pp. 545-562.

Winkler, D. T. & Hughen, W. K. (2012). "Fringe Benefits Compensation of Real Estate Agents and Brokers," *International Real Estate Review*, 15, no. 3, pp. 253-281.

Chinloy, P. and **D. T. Winkler**. "Contracts, Labor Supply and Income Targeting," *Journal of Labor Research*, 32, no. 2, 2011, pp. 113-135.

Chinloy, P. and **Daniel T. Winkler**. "Contract Incentives and Effort," *Journal of Real Estate Research* 32, no. 4, 2010, pp. 397-412.

Benjamin, J. D., Chinloy, P. and **Daniel T. Winkler**. "Labor Supply, Flexible Hours and Real Estate Agents," *Real Estate Economics* 37, no. 4, 2009, pp. 747-767.

Jud, G. D., and **Daniel T. Winkler**. "The Housing Futures Market," *Journal of Real Estate Literature* 17, no. 2, 2009, pp. 181-203.

Jud, G. D. and **D. T. Winkler**. "Housing Futures Markets: Early Evidence of Return and Risk.," *Journal of Housing Research*, 17 (1), 2008, pp. 1-12.

Benjamin, J. D., P. Chinloy, Jud, G. D., and **D. T. Winkler**. "Profitability through Product Expansion: Does It Work in the Real Estate Brokerage Industry?," *Journal of Real Estate Practice and Education* 11, no. 1, 2008, pp. 1-14.

Seiler, V. L., Seiler, M. J. , **Winkler, D. T.** , Newell, G., & Webb, J. R. "Service Quality Dimensions in Residential Real Estate Brokerage," *Journal of Housing Research* 17, no. 2, 2008, pp. 73-86.

Benjamin, J. D., Chinloy, P., Jud, G.D, and **D. T. Winkler**. "Do Some People Work Harder Than Others?," *Journal of Real Estate Finance and Economics*, vol. 35, no. 1, 2007, pp. 95-110.

Winkler, D.T., Jud, G. D., and Wingler, T.R. "The Role of Commission Rates and Specialization in the Determination of Real Estate Agent Income," *Journal of Housing Research*, vol. 16, no. 1, 2007, pp. 19-33.

Benjamin, J. D., Chinloy, P., and **D. T. Winkler**. "Sorting, Franchising and Real Estate Brokerage Firms," *Journal of Real Estate Finance and Economics*, vol. 34, no. 2, 2007, pp. 189-206.

Jud, G. D., Wingler, T. R., and **D. T. Winkler**. "Single-Family Housing and Wealth Portfolios," *Journal of Real Estate Portfolio Management*, vol. 12, no. 1, 2006, pp. 13-22.

Benjamin, J. D., Chinloy, P., Jud, G. D., and **D. T. Winkler**. "Franchising in Residential Brokerage," *Journal of Real Estate Research*, vol. 28, no. 1, 2006, pp. 61-70.

Jud, G. D. and **D. T. Winkler**. "The Announcement Effect of an Airport Expansion on Housing Prices," *Journal of Real Estate Finance and Economics*, vol. 33, no. 2, 2006, pp. 91-103.

Benjamin, J. D., Chinloy, P., Jud, G. D., and **D. T. Winkler**. "Technology and Real Estate Brokerage Firm Financial Performance," *Journal of Real Estate Research*, 27, no. 4, 2006.

Jud, G. D., Roulac, S., and **D. T. Winkler**. "Evaluating the Risk of Housing Investment," *Appraisal Journal*, vol. 73, no. 4, 2005, pp. 370-383.

Jud, G. D. and **D. T. Winkler**. "Competition in Real Estate Brokerage from National Banks and Financial Holding Companies," *Journal of Real Estate Practice and Education*, vol. 8, no. 1, 2005, 83-98.

Jud, G. D. and **D. T. Winkler**. "Returns to Single-Family Owner-Occupied Housing," *Journal of Real Estate Practice and Education*, *Journal of Real Estate Practice and Education*, vol. 8, no. 1, 2005, pp. 25-44.

Jud, G. D. and **D. T. Winkler**. "The Q Theory of Housing Investment," *Journal of Real Estate Finance and Economics*, vol. 27, no. 3, 2003, pp. 379-92.

Jud, G. D. and **D. T. Winkler**. "The Dynamics of Metropolitan Housing Prices," *Journal of Real Estate Research*, vol. 23, no. 1-2, 2002, pp. 29-45.

Benjamin, J. D., G. D. Jud, K. A. Roth, and **D. T. Winkler**. "Technology and Realtor Income," *Journal of Real Estate Finance and Economics*, vol. 25, no. 1, 2002, pp. 51-65.

Jud, G. D., T. R. Wingler, and **D. T. Winkler**. "The Integration of Retail Space Markets," *Journal of Real Estate Portfolio Management*, vol. 8, no. 1, 2002, pp. 79-92.

Jud, G. D., **D. T. Winkler**, and G. S. Sirmans. "The Impact of Information Technology on Real Estate Licensee Income," *Journal of Real Estate Practice and Education*, vol. 5, no. 1, 2002, 1-16.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "The Value of Smoking Prohibitions in Vacation Rental Properties," *Journal of Real Estate Finance and Economics*, vol. 22, no. 1, 2001, 117-128.

Jud, G. D. and **D. T. Winkler**. "A Note on Licensing and the Market for Real Estate Agents," *Journal of Real Estate Finance and Economics*, vol. 21, no. 2, 2000, pp. 174-184.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "Retail Vacancy Rates: The Influence of National and Local Economic Conditions," *Journal of Real Estate Portfolio Management*, vol. 6, no. 3, 2000, pp. 249-258.

Jud, G. D. and **D. T. Winkler**. "A Model of Real Estate Sales as a Career Choice," *Journal of Real Estate Research*, Vol. 18, No. 3, 1999, pp. 481-490.

Jud, G. D. and **D. T. Winkler**. "Price Indexes for Commercial and Office Properties: An Application of the Assessed Value Method to the Charlotte, NC Market," *Journal of Real Estate Portfolio Management*, vol. 5, no. 1, 1999, pp: 71-81.

Winkler, D. T. and G. D. Jud. "The Graduated Payment Mortgage: Solving the Initial Payment Enigma," *Journal of Real Estate Practice and Education*, vol. 1, no. 1, 1998, pp. 67-79.

Jud, G. D. and **D. T. Winkler**. "The Earnings of Real Estate Salespersons and Others in the Financial Services Industry," *Journal of Real Estate Finance and Economics*, vol. 17, no. 3, 1998, pp. 279-291.

Dotzour, M. G., E. Moorhead, and **D. T. Winkler**. "The Impact of Auctions on Residential Sales Prices in New Zealand," *Journal of Real Estate Research*, vol. 16, no. 1, 1998, pp. 57-71.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "A Simultaneous Model and Empirical Test of the Demand and Supply of Retail Space," *Journal of Real Estate Research*, vol. 16, no. 1, 1998, pp. 1-13.

Jud, G. D., T. G. Seaks, and **D. T. Winkler**. "Time on the Market: The Impact of Residential Brokerage," *Journal of Real Estate Research*, vol. 12, no. 3, 1996, pp. 447-458

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "The Supply Adjustment Process in Retail Space Markets." *Journal of Real Estate Research*, vol. 15, no. 3, 1998, pp. 297-303.

Jud, G. D. and **D. T. Winkler**. "The Capitalization Rate of Commercial Properties and Market Returns," *Journal of Real Estate Research*, vol. 10, no. 2, 1995, pp. 509-518.

Winkler, D. T. "The Cost of Trade Credit: A Net Present Value Perspective." *Journal of Business and Economic Studies*, vol. 3, no. 1, 1996, pp. 53-63.

Jud, G. D., **D. T. Winkler** and G. E. Kissling. "Price Spreads and Residential Housing Market Liquidity." *Journal of Real Estate Finance and Economics*, vol. 11, no. 3, 1996, pp. 251-260.

Jud, G. D. and **D. T. Winkler**. "An Evaluation of the Asset Integrated Mortgage," *Real Estate Issues*, vol. 20, no. 1, April 1995, pp. 30-32.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "An Analysis of Shopping Center Investment," *Journal of Real Estate Finance and Economics*, vol. 10, no. 2, March 1995, pp. 261-268.

Jud, G. D. and **D. T. Winkler**. "What Do Real Estate Brokers Do: An Examination of Excess Returns in the Housing Market." *Journal of Housing Economics*, vol. 3, no. 2, 1994, pp. 283-295.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "An Analysis of State Guaranty Fund Assessments for Property/Casualty Insurers from 1979-90," *Journal of Insurance Regulation*, vol. 12, no. 3, Spring 1994, pp. 341-367.

Flanigan, G. B., **D. T. Winkler**, and J. E. Johnson. "Cost Differences of Distribution Systems by Line in the Property and Liability Insurance Industry," *Journal of Insurance Issues*, vol. 16, no. 2, October 1993, pp. 59-73.

Winkler, D. T. "Financing Costs of Additional Funds Needed: A Modified Equation Approach," *Financial Education and Practice*, Summer 1994, pp. 149-154.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "Financial Strength Characteristics of Firms: An Explanation of the P/E Anomaly?" *Southern Business Review*, vol. 19, no. 2, Fall 1993, pp. 39-47.

Flanigan, G. B., **Winkler, D. T.**, and J. E. Johnson. "No-Fault Cost Savings: Reality or Myth?" *CPCU Journal*, vol. 45, no. 4, December 1992, pp. 204-207.

Winkler, D. T. "An Analysis of Shortcut Rules for Determining the Length of Time Required to Multiply an Investment," *Financial Practice and Education*, Spring/Summer 1992, pp. 47-51.

Johnson, J. E., G. B. Flanigan, and **D. T. Winkler**. "Cost Implications of No-Fault Automobile Insurance," *The Journal of Risk and Insurance*, March 1992, pp. 116-123.

Winkler, D. T. and G. B. Flanigan. "Default Risk Premia in the Near Cash Investment Market: The Case of Auction Rate Preferred Stock and Commercial Paper," *The Journal of Financial Research*, Winter 1991, pp. 337-343.

Frew, J. R., G. D. Jud, and **D. T. Winkler**. "Atypicalities and Apartment Rent Concessions," *Journal of Property Management*, September/October 1991, pp. 42-45.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "Cost Effects of Comparative Negligence: Tort Reform in Reverse," *CPCU Journal*, vol. 44, no. 2, June 1991, pp. 114-123.

Jud, G. D. and **D. T. Winkler**. "The Value of Location and Amenities in the Determination of Apartment Rents: An Integer Programming Approach," *The Appraisal Journal*, April 1991, 266-275.

Winkler, D. T. and T. R. Wingler. "The Pricing of Dutch Auction Rate Preferred Stock," *Southern Business Review*, vol. 17, no. 1, Spring 1991, pp. 53-61.

Winkler, D. T. and F. H. Duncan. "The Effect of Contextual and Individual Attributes on the Compensation of Chief Executive Officers," *Journal of Business and Economic Studies*, vol. 1, no. 1, 1991, pp. 17-32.

Duncan, F. H., D. F. Parker, and **D. T. Winkler**. "Banking Market Concentration and the Yearly Impacts of Rural Market Entry," *Business and Economic Review*, Jackson State University, vol. 4, no. 2, Spring 1991, pp. 39-54.

Frew, J. R., G. D. Jud, and **D. T. Winkler**. "Atypicalities and Apartment Rent Concessions," *Journal of Real Estate Research*, vol. 5, no. 2, 1990, pp. 195-201.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "Solving for the Number of Cash Flows and Periods in Financial Problems," *Journal of Financial Education*, Fall 1990, pp. 62-65.

Winkler, D. T. and D. F. Parker. "Organizational Complexity, Residual Risk Sharing, and the Structure of Corporate Ownership," *Journal of the Midwest Finance Association*, vol. 18, 1989, pp. 69-79.

Flanigan, G. B., J. E. Johnson, **D. T. Winkler**, and W. Ferguson. "Experience from Early Tort Reforms: Comparative Negligence Since 1974," *Journal of Risk and Insurance*, vol. 56, September 1989, pp. 525-534.

Working Papers and Under Review:

Gordon, B. L. and Winkler, D. T. (2019). "The Effect of Relocation Companies on Residential Real Estate Prices and Time on the Market," to be submitted to the *Journal of Real Estate Finance and Economics*.

Gordon, B. L. and Winkler, D. T. (2019). "Differential Effects of Flood Zone Classification on the Selling Price of Single-Family Homes," under major revision to be submitted to *Land Economics*.

Gordon, B. L. and Winkler, D. T. (2018). "The Effect of Age Omission Bias on Selling Prices of Residential Properties submitted to the *Journal of Real Estate Finance and Economics*.

Books and Book Chapters:

D. T. Winkler. *Principles of Finance with Corporate Applications Study Guide*, St. Paul, Minnesota: West Publishing, 1991.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "Forecasting Shopping Center Supply," in *Megatrends in Retail Real Estate*, J. D. Benjamin, ed. (Boston: Kluwer Academic Publishers, 1996), pp. 27-42.

Book Reviews:

D. T. Winkler, review of *Real Estate Finance and Investments*, 10th ed., by William B. Brueggeman and Jeffrey D. Fisher, in the *Journal of Real Estate Literature*, vol. 7, no. 2, 1999.

Scholarly Papers Presented at Professional Meetings

"New House Premiums, Market Conditions, and the Decision to Purchase a New Versus Existing House," (co-authored with B. L. Gordon), *American Real Estate Society Meeting*, Bonita Springs, Florida, April 2018.

"The Idiosyncrasies of New House Price Premiums Paid by Buyers," (co-authored with B. L. Gordon), *American Real Estate Society Meeting*, San Diego, California, April 2017.

"The Effect of Flood Zone Classification on Value and Time on the Market for Single-Family Residential Homes," (co-authored with B. L. Gordon), *American Real Estate Society Meeting*, Denver, Colorado, April 2016.

"The Effect of Listing Price Changes on the Selling Price of Single-Family Residential Homes," (co-authored with B. L. Gordon), *American Real Estate Society Meeting*, Fort Myers, Florida, April 2015.

"Seller-Paid Concessions from 2004-2012: Implications for House Selling Price and Days on the Market," (co-authored with B. L. Gordon), *American Real Estate Association Meeting*, San Diego, California, April 2014.

"The Effect of Ownership and Financing on the Selling Price of Foreclosed Houses Before and After the Housing Bubble," (co-authored with B. L. Gordon), *American Real Estate Association Meeting*, Kohala Coast, Hawaii, April 2013.

"Rights of Redemption and Their Effect on Real Estate Market Prices," (co-authored with B. L. Gordon), *American Real Estate Association Meeting*, St. Petersburg, Florida, April 2012.

"Commission Splits of Real Estate Agents and Affiliated Firms," (co-authored with B. L. Gordon), *American Real Estate Association Meeting*, St. Petersburg, Florida, April 2012.

"Fringe Benefits Compensation of Real Estate Agents and Broker," (co-authored with W. K. Hughen), *American Real Estate Society Meeting*, Seattle, Washington, April 2011.

"Agency Costs, Incentives and Productivity of Broker-Owners," (co-authored with P. Chinloy), *American Real Estate Society Meeting*, Naples, FL, April 2010.

“An Overview of the Housing Futures Market,” (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Monterey, California, April 2009.

“Return and Risk in Real Estate Futures Markets.,” (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Captiva Island, FL, April 2008.

“The Relationship of Transactions, Sales, Commissions and Listing Sources,” (co-authored with G. D. Jud). Presented at the *American Real Estate Society Meeting*, San Francisco, CA, April 2007.

“Profitability Through Product Expansion: Does It Work in the Real Estate Brokerage Industry?,” (co-authored with J.D. Benjamin, P. Chinloy, and G. D. Jud), *American Real Estate Society Meeting*, Key West, FL, April 2006.

“Sorting, Franchising, and Real Estate Brokerage Firms,” co-authored with J.D. Benjamin and P. Chinloy), *American Real Estate and Urban Economics Association Meeting*, Boston, MA, January 2006.

"Evaluating Housing Risk Investment," (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Santa Fe, NM, April 2005.

"The Announcement Effect of an Airport Expansion on Housing Prices," (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Santa Fe, NM, April 2005.

"Revealing Information Differentials: Franchising in Residential Brokerage," (co-authored with J. D. Benjamin, P. Chinloy, and G. D. Jud), *American Real Estate and Urban Economics Association Meeting*, Washington, DC, June 2004.

"Technology and Real Estate Brokerage Firm Financial Performance," (co-authored with J. D. Benjamin, J.D. and G. D. Jud), *American Real Estate Society Meeting*, Captiva Island, FL, April 2004.

“Owner-Occupied Housing and Household Wealth Portfolios,” (co-authored with G. D. Jud and T. R. Wingler), *Southern Finance Association Meeting*, Charleston, SC, December 2003.

“Rates of Return to Single-Family Owner-Occupied Housing,” (co-authored with G. D. Jud), the *American Real Estate Society Meeting*, Monterey, CA, April 2003.

“The Internet and the Financial Performance of Residential Brokerage Firms,” (co-authored with J. D. Benjamin, G. D. Jud, and P. Chinloy), *American Real Estate and Urban Economics Association Meeting*, Washington, DC, January 2003.

"The Q Theory of Housing Investment," (co-authored with G. D. Jud), *European Real Estate Society Meeting*, Glasgow, Ireland, June 2002.

"Sex, Race, and Political Affiliation: Another Look at Realtor Earnings," co-authored with J. D. Benjamin, G. D. Jud., and K. A. Roth), *American Real Estate Society Meeting*, Naples, FL, April 2002.

"The Integration of Retail Space Markets," (co-authored with G. D. Jud, and T. R. Wingler), *American Real Estate and Society Meeting*, Naples, FL, April 2002.

"The Dynamics of Metropolitan Housing Prices." (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Coeur d' Alene, ID, April 2001.

"The Impact of Information Technology on Real Estate Licensee Income." (co-authored with G. D. Jud and G. S. Sirmans), *American Real Estate Society Meeting*, Coeur d' Alene, ID, April 2001.

"The Impact of an Air Cargo Hub on Property Values," (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Tampa, FL, March-April 2000.

"The Value of Smoking Prohibitions in Vacation Rental Properties." (co-authored with J. D. Benjamin and G. D. Jud), *American Real Estate Society Meeting*, Tampa, FL, April 1999.

"A Note on the Licensing and Earnings of Real Estate Salespersons," (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Monterey, CA, April 1998.

"Retail Space, Natural Vacancy Rates, and Market Equilibrium," (co-authored with J. D. Benjamin and G. D. Jud), *American Real Estate and Urban Economics Association Meeting*, Chicago, IL, January 1998.

"The Earnings of Real Estate Salespersons and Others in the Financial Services Industry," (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Sarasota, FL, April 1997.

"Forecasting Shopping Center Supply for Metropolitan Areas," (co-authored with J. D. Benjamin and G.D. Jud), *Real Estate Research Institute*, DePaul University, Chicago, IL, April 1996.

"Time on the Market: The Impact of Residential Brokerage," (co-authored with G. D. Jud and T. G. Seaks), *American Real Estate Society Meeting*, Lake Tahoe, CA, April 1996.

"The Supply Adjustment Process in Retail Space Markets," (co-authored with J. D. Benjamin and G. D. Jud), *American Real Estate Society Meeting*, Lake Tahoe, CA, April 1996.

"The Capitalization Rate of Commercial Properties and Market Returns" (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Hilton Head SC, April 1995.

"What Do Real Estate Brokers Do: An Examination of Excess Returns in the Housing Market." (co-authored with G. D. Jud), *American Real Estate Society Meeting*, Santa Barbara, CA, April 1994.

"Price Spreads and Residential Housing Market Liquidity." (co-authored with G. D. Jud and G. E. Kissling), *Academy of Financial Services Meeting*, St. Louis, MO, October 1994.

"An Analysis of Shopping Center Investment," (co-authored by J. D. Benjamin and G.D. Jud), *Real Estate Research Institute*, DePaul University, Chicago IL, April 1994.

"An Analysis of State Guaranty Fund Assessments for Property/Casualty Insurers from 1979-90." (co-authored with George B. Flanigan and Joseph E. Johnson), *Southern Risk and Insurance Association Meeting*, New Orleans, LA, November 23, 1993.

"Market Returns, Investor Holding Periods and the value of Portfolio Insurance," (co-authored with S. D. Balbirer and G. B. Flanigan), *Eastern Finance Association Meeting*, Richmond, VA, April 1993.

"Marginal Firm Structural Characteristics: An Explanation for the P/E Anomaly?" (co-authored with G. B. Flanigan and J. E. Johnson), *Midwest Finance Association Meeting*, Indianapolis, IN, April 1993.

"Dynamic Growth in the Insurance Business: Strategic Implementation of Channel Selection," 1991, (co-authored with G. B. Flanigan and J.E. Johnson), *Decision Sciences Institute Meeting*, Miami Beach, FL, November 1991.

"Default Risk Premia in the Near Cash Investment Market: The Case of Auction Rate Preferred Stock and Commercial Paper," (co-authored with G. B. Flanigan.) Presented at the *Financial Management Association Meeting*, Chicago, IL, October 1991.

"Marketing Systems in Property and Liability Insurance: Changes in Market Share," (co-authored with G. B. Flanigan and J. E. Johnson), *Western Risk and Insurance Association Meeting*, Las Vegas, NV, January 1991.

"No-Fault Insurance: A Re-examination of Cost Savings for Consumers of Auto Insurance," (co-authored with J. E. Johnson and G. B. Flanigan), *Decision Sciences Institute Meeting*, San Diego, CA, November 19-21, 1990.

"The Value of Location and Amenities in the Determination of Apartment Rents: An Integer Programming Approach," (co-authored with G. D. Jud), *Decision Sciences Institute Meeting*, San Diego, CA, November 19-21, 1990.

"Atypicalities and Apartment Rent Concessions," (co-authored with J. Frew and D. Jud), *American Real Estate Society Meeting*, Lake Tahoe, NV, March 28-31, 1990.

"The Value of Location and Amenities in the Determination of Apartment Rents: An Integer Programming Approach," (co-authored with G. D. Jud), *Homer Hoyt Institute Meeting*, Palm Beach, FL, March 24, 1990.

"Solving for the Term in Time Value of Money Problems," (co-authored with G. B. Flanigan and J. E. Johnson), *Financial Management Association Meeting*, Orlando, FL, October 24-27, 1990.

"Financial Panic in the DARPS Market: Credit Risk and Flight to Quality," (co-authored with G. B. Flanigan.) Proceedings of the 1989 *Decision Sciences Institute Meeting*, New Orleans, LA, November 20-22, 1989.

"Cost Implications of No-Fault Automobile Insurance: A Multivariate Analysis," (co-authored with J. E. Johnson and G. B. Flanigan.) Presented at the *Southern Risk and Insurance Association Meeting*, Nashville, TN, November 20-22, 1989.

"No-Fault Insurance: A Re-examination of Cost Savings for Consumers of Auto Insurance," (co-authored with J. E. Johnson and G. B. Flanigan.) Presented at the *Decision Sciences Institute Meeting*, San Diego, CA, November 1990.

"Organizational Complexity, Residual Risk Sharing and the Structure of Corporate Ownership: Empirical Evidence," (co-authored with D. F. Parker.) Presented at the *Eastern Finance Association Meeting*, April 1988.

"The Pricing of Dutch Auction Rate Preferred Stock," (co-authored with T. R. Wingler.) Presented at the *Financial Management Association Meeting*, New Orleans, LA, October 1988.

"Experience from Early Tort Reforms: Comparative Negligence Since 1971," (co-authored with G. B. Flanigan, J. E. Johnson.), *Southern Risk and Insurance Association Meeting*, November 1987.

"The Values of Corporate Leadership: The Case of CEO Successions," (co-authored with J. W. Trifts.) Presented at the *Southern Finance Association Meeting*, November 1987.

Grants and Awards

Red Pen Award (exemplary manuscript referee work for the *Journal of Real Estate Research*),” *American Real Estate Society Meeting, American Real Estate Society*, 2014.

Best Paper Award (category of Real Estate Brokerage/Agency). Chinloy, P. and **D. T. Winkler**, “Agency Costs, Incentives and Productivity of Broker-Owners,” *American Real Estate Society Meeting, American Real Estate Society*, 2010. (Paper Award Amount: \$2,500).

Gladys Strawn Bullard. A reward for service by a faculty member to the university, 2009. (Monetary Award: \$500).

Best Paper Award (Housing). Jud, G. D. and **D. T. Winkler**, D. T. “Housing Futures Markets: Early Evidence of Return and Risk,” *American Real Estate Society*, 2008. (Paper Award Amount: \$1,000).

National Association of Realtors. Benjamin, J. D., Chinloy, P., Jud, G. D., and **Winkler, D.T.**, "Non-Traditional Services and Residential Real Estate Brokerage Firm Financial Performance," 2005. (Grant Amount: \$15,000).

Best Paper Award (Real Estate Brokerage and Agency). Benjamin, J. D., Chinloy, P., Jud, G. D., and **D. T. Winkler**, “Technology and Real Estate Brokerage Firm Financial Performance,” *American Real Estate Society*, 2004. (Paper Award Amount: \$1,000).

Red Pen Award (Exemplary reviewing for the *Journal of Real Estate Practice and Education*), *American Real Estate Society Meeting*, 2003:

Best Paper Award (Innovation). Jud, G. D. and **D. T. Winkler**, "The Dynamics of Metropolitan Housing Prices, *American Real Estate Society*, 2001. (Paper Award Amount: \$1,000).

Best Paper Award (Real Estate Brokerage Agency). Jud, G. D., T. G. Seaks, and **D. T. Winkler**. "Time on the Market: The Impact of Residential Brokerage," *American Real Estate Society Meeting*, 1996. (Paper Award Amount: \$1,000).

Best Paper Award (Real Estate Investment and Portfolio Management). Jud, G. D. and **D. T. Winkler**. "The Capitalization Rate of Commercial Properties and Market Returns," *American Real Estate Society Meeting*, 1995. (Paper Award Amount: \$1,000).

Real Estate Research Institute, Indiana University School of Business. Benjamin, J. D., Jud, G. D. and **D. T. Winkler**, "Forecasting Shopping Center Supply for Metropolitan Areas," with J. Benjamin and G.D. Jud, April 1995. (Grant Amount: \$7,500).

Real Estate Research Institute, Indiana University School of Business, " Benjamin, J. D., Jud, G. D. and **D. T. Winkler**, An Analysis of Shopping Center Investment," April 1993. (Grant amount: \$7,000).

Advancement of Curriculum and Teaching Program, "Acquisition and Implementation of PC-Plus Compustat," UNC at Greensboro, January 1991.

Advancement of Curriculum and Teaching Program, "Classroom Instructional Program Grant in Computerized Business Database Access." UNC at Greensboro, May 1988.

Center for Applied Research, Bryan School of Business and Economics, UNC at Greensboro, Summer Research Grants, 1987-89, 1995-2000.

Recent University, School, and Department Service

Recent University Service:

Chair, Faculty Handbook Committee, 2014-2015.

Member, New Department Head/Chair Handbook and Workshop Ad Hoc Committee, 2014-2015.

Faculty Marshal and Mace Bearer, 2009-2014.

Commencement Committee, Member, 2010-2014.

Strategic Enrollment Management Committee, Member, 2012-2013.

Faculty Senate Ad Hoc Committee on Academic Program Review, Member, 2011-2012.

Faculty Senate, Parliamentarian, 1992-1994; 2001-2003, 2005-2007, 2009-2013.

Transition Committee for Consolidation of Music, Theatre and Dance, Member, 2008-09.

Tuition Study Task Force, Member, 2001-2006.

Philosophy Department Search Committee, Member, 2003-2005.

Chair, Faculty Senate, 2000-01.

Chair-Elect, Faculty Senate, 1999-2000.

Purpose Committee (SACS), 1999-2000 Member.

SACS Self Study Committee, Member, 1999-2000.

University Planning Council, Member, 1999-2003.

University Promotions and Tenure Committee, Member, 1998-2000.

Recent School Service:

MBA Program Committee, Chair, 2016-2019.

MBA Program Assembly, Chair, 2017-2019.

MBA Program Curriculum Subcommittee, Member, 2016-2019.

Parliamentarian, Bryan School Faculty Assembly, 2016-2019.

Graduate Programs Committee, Member, 2015-2019.

Finance Search Committee, Member, 2017-2018.
MBA Committee, Co-Chair, 2015-2016.
Bryan Leadership Committee, Member, 2011-2017.
Bryan School Academic Program Review Committee, Chair, 2010-2012.
Dean Search Committee, Chair, 2010-2011.
Bryan School Promotions and Tenure Committee, Member, 2007-2011.
MBA Program Committee, Member, 2007-2011.
Bryan School Committee on Research, Member, 2008-2011.
MBA Student and External Affairs Subcommittee, Chair, 2008-2009.
MBA Program Evaluation Task Force, Chair, 2007-2008.
Bryan School Assessment of Learning Committee, Member, 2007.
Bryan School Governance Task Force, Member, 2008-2009.
Bryan School Dean's Committee, Member, 2001-2007.
Bryan School Promotions and Tenure Committee, Member, 2001-2004.
Bryan School Diversity Commission, Member, 2001-2004.
Bryan School Strategic Planning Committee, Member, 2002-2003.

Recent Department Service:

Accounting and Finance Department Promotion and Tenure Committee, Member, 2018-2019.
Accounting and Finance Department Promotion and Tenure Committee, Chair, 2017-2018.
Finance Curriculum Committee, Chair, 2017-2019.
Finance Faculty Search Committee, Member, 2017-2018.
Annual Review Committee (Accounting and Finance), Member, 2007-2018.
Accounting and Finance Advisory Board Committee, Member, 2007-2019.
Finance Curriculum Committee, Member, 2007-2016.
Finance Search Committee, Member 2012-2013.
Finance Search Committee, Chair, 2008-2009.
Accounting and Finance Promotion and Tenure Committee, Member, 2007-2011.
Finance Faculty Search Committee, Member, 2007-2008.
Accounting Search Committee, Member, 2005.
Business Administration Advisory Board Committee, Member, 2001-2006.
Reappointment Committee, Member, 2001-2006.
Differentiated Roles Task Force, Member, 2006.
Alpha Sigma Gamma International Honorary Real Estate Society: President, UNCG Chapter, 1994-2004.

Recent Professional Service

Editor and Editorial Boards:

Editorial Board, *Journal of Real Estate Research*, 2008-2023.
Editorial Board, *Journal of Housing Research*, 2010-2017.
Editorial Board, *Journal of Sustainable Real Estate*, 2016-2017.

Editorial Board, Journal of the Center for Real Estate Studies, 2011-2019.
Editorial Board, *Journal of Real Estate Practice and Education*, 2008-2017.
Editorial Board, *Journal of Real Estate Practice and Education*, 2000-2004.
Editorial Board, *Journal of Real Estate Literature* (Book Review Section), 1998-2000.
Co-Editor, *Journal of Sustainable Real Estate* (Special Issue), 2015.
Co-Editor, *Journal of Real Estate Practice and Education*, 2004-08.

Refereeing for Professional Journals and Foundations:

American Real Estate Society: Manuscript reviewer for various journals including *JRER*, *JREPE*, *JHR*, and *JREPM*, 1993-2018.
Journal of Housing Economics: Ad hoc manuscript reviewer, 2017-2018.
Real Estate Economics, Ad hoc manuscript reviewer, 2008-2010, 2013-2014.
Journal of Real Estate, Finance, and Economics: Ad hoc manuscript reviewer, 2000-2001, 2005-2007, 2016-2017.
National Science Foundation, Grant proposal reviewer, 2004.

Public Service

27th Annual Accounting Symposium, Presented "Developing the CPA Pipeline" to CPA attendees on Friday, December 4, 2015 in 416 Bryan.

Media Interview: Interview and quote for "UNC Schools Face Extreme Budget Cuts," *Greensboro News and Record*, February 11, 2011.

Media Interview: Interview and quote for "Bryan School Dean Search Down to 4 Candidates," *Greensboro News and Record*, January 21, 2011.

20th Annual Accounting Symposium, Presented "Real Estate Developments" to North Carolina CPAs, December 2008.

19th Annual Accounting Symposium, Presented "Futures Markets: Risk Makers and Breakers" to North Carolina CPAs, November 2007.

Media Interview: Interview and quote for "Local Analysts Assess Dow's Drop", *High Point Enterprise*, August 10, 2007.

Media Interview: Interview and quote "Uncertainty Rules," *High Point Enterprise*, November 11, 2007.

17th Annual Accounting Symposium, Presented "Fly-Overs and Real Estate: The Impact of Airport Expansion on Valuation," December 2005.

Media Interview: Interview and quote for “Study ties drop in home prices to FedEx plans,” *News & Record*, May 21, 2005. Article is based upon a published research article. Also picked up by the Associated Press and published in other area newspapers including the Sanford Herald, Gaston Gazette, Burlington Times-News, Wilmington Star-News, Concord Independent Tribune, Goldsboro News-Argus, the Rocky Mount Telegram, the Myrtle Beach Sun News, and the Greenville Daily Reflector.

Media Interview: Interview and quote for “5 Questions for Daniel Winkler,” *The Charlotte Observer*, April 2, 2005. Based on a published research article.

Media Interview: Interview and quote for “Smart Growth Policies Come with High Costs,” *News and Record*, September 9, 2001.

Media Interview: Interview and quote for “Smart Growth Cuts Back Affordable Housing,” *The Business Journal*, August 10, 2001.