

# Wenlan Qian

1070 Jackson St, Apt 718

Albany, CA 94706

Tel: (510)599-6893(C), (510)527-9497(H)

Email: [qian@haas.berkeley.edu](mailto:qian@haas.berkeley.edu)

Website: <http://faculty.haas.berkeley.edu/qian>

## EDUCATION

Ph.D., Business Administration in Finance and Real Estate (Candidate), University of California at Berkeley, 2008 (GPA: 3.93)

MA, Demography, University of California Berkeley, 2001

BA, Economics, summa cum laude, Shanghai International Studies University, 1998

## RESEARCH INTEREST

Asset pricing, liquidity, dynamic games and asset pricing implications, real estate economics and finance

## RESEARCH PAPERS

"Heterogeneous Consumers, Time-Varying Macro Fundamentals and Asset Market Dynamics," 2007 (job market paper)

"An Option-based Explanation of Transaction Dynamics in the Post-boom Housing Market: Theory and Evidence", working paper, 2007

"The Reverse Mortgage Participation Puzzle and Medicaid Estate Recovery Program," (Joint with Thomas Davidoff, Work in Progress)

"An OLG consumption asset pricing model with housing," (Work in progress)

## RESEARCH EXPERIENCE

Research Assistant, Prof. Thomas Davidoff, Haas School of Business, 2007, 2006, 2005, 2003

- Empirical modeling of household finance using micro data from the census, the American Housing Survey and Household Retirement Survey

Research Assistant, Prof. Nancy Wallace, Haas School of Business, 2004

- Empirical investigation of Brady Bonds/emerging market's sovereign bonds from the yieldbook and its credit risk

## TEACHING EXPERIENCE

TA, MFE230D, Derivatives: Quantitative Methods, MFE course, Summer 2006

- Numerical pricing of options and derivatives using Monte-Carlo approach

TA, EW280 and BA 280, Real Estate Investment Analysis, MBA courses, Spring 2006

- Fundamentals of Real Estate markets; real estate cycles; real estate economics

TA, BA284, Seminar in Real Estate Investment Analysis, MBA course, Spring 2005

- Case study on real estate investments

TA, BA183, BA283 and EW283, Real Estate Finance and Securitization, MBA courses, Fall 2004, 2006, 2007

- Real Estate Finance; Securitization; MBS/CMBS pricing

## **FELLOWSHIPS & AWARDS**

Fisher Center Fellowship, 2003-present

Crawford Doctoral Research Fellowship, 2004-2006

Hewlett Foundation Fellowship, 2002-2003

Society of Women Geographers National Fellowship, 2001

Chousha Fellowship for Academic Excellence, Shanghai International Studies University

Educational Reward Fund, 1997

## **OTHER INFORMATION**

Computing Skills: Splus, Stata, Matlab, SAS, LaTeX, C, and Java.

Affiliation: American Finance Association

Languages: Chinese (native), English (fluent)

## **PAPER ABSTRACT**

"Heterogeneous Consumers, Time-Varying Macro Fundamentals and Asset Market Dynamics," 2007 (job market paper)

This paper proposes a new channel to explain the positive price-volume correlation in the housing market. I study a simple overlapping generations model in the presence of heterogeneous agents. In the model, (i) consumer investors are forward looking and heterogeneous both in their holding periods and in their ownership preference, (ii) the underlying time varying macro fundamental is persistent, (iii) there are no transaction costs/frictions, and (iv) an auction is the micro-mechanism for price formation. In equilibrium, short horizon buyers are more likely to win the asset when prices are high whereas long horizon buyers on average win more when prices are low. This state-dependent ownership structure then naturally leads to a higher expected turnover rate in good times given a (positively) persistent macro dynamics. Empirically I document novel findings that are consistent with my model's asset pricing implications. Owners' *ex ante* holding horizons co-vary negatively with asset prices. Owners' expected durations also have predictive power on future returns, particularly the return component that is forecastable by macro conditions.

"An Option-based Explanation of Transaction Dynamics in the Post-boom Housing Market: Theory and Evidence", working paper, 2007

In illiquid markets such as the residential housing market, when prices fall, liquidity dries up as well. Motivated by the concept of (real) options, I model the owner's selling decision as an endogenous optimal stopping time. Given flexibility in timing of sale, owners decide to exercise the resale option only when the value of waiting is offset by the expected trade gain. In down markets, the (imputed) rent, and thus the expected gain from trade, is too low so the owners are better off waiting for market conditions to turn more favorable. The model also predicts that the option effect on transaction dynamics is stronger if there are constraints that prevent competitive entry of new supply. In the aggregate residential housing data, I find asset growth rate and volatility play an important role in explaining the aggregate sales volume and their effects are amplified in areas with low supply elasticities.

## **REFERENCES**

Prof. Nancy Wallace, Professor in Real Estate, Haas School of Business  
Prof. Jonathan Berk, Sylvan Coleman Professor in Finance, Haas School of Business  
Prof. Bob Edelstein, Professor in Real Estate, Haas School of Business  
Prof. Tom Davidoff, Assistant Professor in Real Estate, Haas School of Business

## **SELECTED GRADUATE COURSEWORK**

### Finance and Real Estate

Theoretical Asset Pricing	Professor Jacob Sagi
Continuous Asset Pricing	Professor Pierre Collin-Dufresne
Empirical Finance	Professor Gregory Duffee
Corporate Finance and Microstructure	Professor Christopher Hennessey and Richard Lyons
Doctoral Real Estate Seminar	Professor Thomas Davidoff, Dwight Jaffee, John Quigley and Nancy Wallace

### Econometrics and Statistics

Econometrics Theory I	Professor Michael Jansson and Paul Ruud
Econometrics Theory II	Professor James Powell and Daniel McFadden
Advanced Econometrics I	Professor Guido Imbens and James Powell
Advanced Econometrics II	Professor Thomas Rothenberg and Michael Jansson
Theoretical Statistics	Professor Deborah Nolan

### Economics

Microeconomics I	Professor Steve Goldman and Matthew Rabin
Microeconomics II	Professor Benjamin Hermalin and Chris Shannon
Macroeconomics I	Professor George Akerlof
Labor Economics I	Professor David Lee