

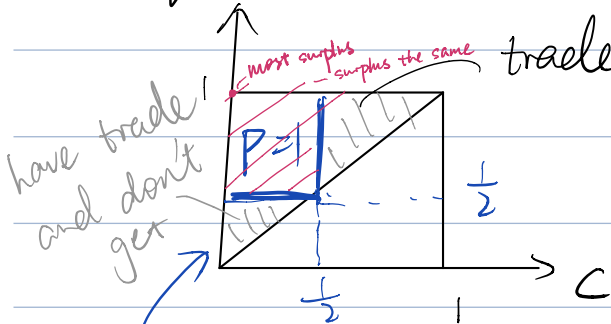
Bilateral trade under asymmetric info

valuation are private info

- indirect mechanism
- direct mechanism (special type of)
- truth telling is a dominant strategy.
- revelation principle
- incentive and IR cts \Rightarrow region in (c, v) space where

price not depend on (c, v)
 \checkmark 3 Lemma \Rightarrow single price

trade occurs with prob 1, all traders must trade at same price



trade \Rightarrow whether can get there?

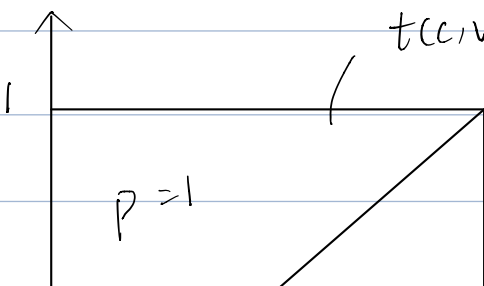
\uparrow
No.

$$F(v) = v$$

$$G(c) = c$$

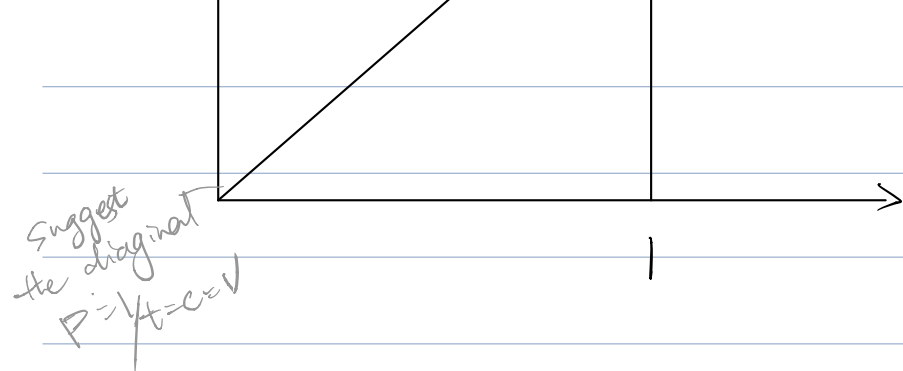
Second best \Rightarrow max expect gains from trade
 (surplus)
 lose half of all off trades.

why can't get the first best?



$t(c, v)$ has to depend on reports.

traders have power on price
 \Rightarrow want to lie. ($v \downarrow, c \uparrow$)
 \Rightarrow lose trades



traders have information of market power.

- Seller: $M=1$ — seller's cost is known $= c$
- buyers: $N > 1$ $[\underline{v}, \bar{v}]$ $\bar{v} > \underline{v}$
 buyers' valuation are independently distributed.
 identically.
- $F(v)$ = common distribution function for over valuation.
- $F'(v) = f(v)$ $f(v) > 0$ anywhere on $[\underline{v}, \bar{v}]$
- $\underline{v} > c$ common knowledge that gains from trade
 for n trades are > 0

[efficiency - good should go the highest valuation buyer.
 [expected revenue

Auction

strategy space for buyers is to be submit a bid (real number) \mathbb{R}_+
 as a function of the vector of submitted bid.
 the rule of auction determine who gets the good.
 and what everybody pays.

↳ static auctions

sealed bid.

equilibrium

dynamic auction

- ascending bid auction (English)

- ↳ (know opponents' evaluation as processing)

- strategy: which time to up

- bid: not go up out --- (money) and drop off.

- descending bid auction (Dutch)