

Zipei Zhu

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Dear Prof. Nicholas Barberis,

My name is Zipei Zhu, a fourth-year finance PhD candidate at UNC Kenan-Flagler Business School advised by Prof. Camelia Kuhnen, Jacob Sagi, and Franklin Qian. I am writing to express my keen interest in the Yale Summer School in Behavior Finance.

My research spans housing, household finance, and financial intermediation with an overarching focus on real estate. Inspired by Prof. Kuhnen's PhD course on household finance, I am eager to delve deeper into the behavioral aspects influencing households' financial, labor, and housing market decisions. I believe the summer school will expose me to more cutting-edge behavioral finance research and scholars and guide me towards a compelling research question for my job market paper.

I have engaged in several relevant research projects, notably a collaborative study with Prof. Kuhnen on the impact of housing wealth on education and career choices, using micro-level data to examine the interplay between housing market activities and labor market decisions. With Prof. Qian, we have been exploring institutional investors' effects on housing markets, aiming to understand their influence on prices, rents, and migration patterns. Additionally, I have led a project investigating the impact of all-cash home buyers on local mortgage markets, recently presented in the PhD poster session at the ASSA 2024 conference, where I received constructive feedback.

At Yale, I am particularly excited about the prospect of interacting with other students and faculty from diverse backgrounds, which I believe will tremendously broaden my understanding of behavior finance and offer new perspectives on my research. Furthermore, I am also eager to contribute to the program by sharing insights from my own research and academic experiences.

Thank you for considering my application.

Sincerely,

Zipei Zhu