November 8, 2023

Real Estate Department

The Wharton School, University of Pennsylvania

3733 Spruce Street

Philadelphia, PA 19104-6301

To Whom it May Concern:

I am applying to the position of Assistant Professor in Real Estate at the Wharton School.

My research agenda, including my job market paper, published work, and work in progress, is comprised of work in applied microeconomics. My specific fields of interest are public economics, labor economics, applied econometrics, and urban economics. I am equipped to teach classes in these fields, real estate, or others to respond to the needs of the department.

My job market paper, *Beyond the Local Impacts of Place-Based Policies: Spillovers through Latent Housing Markets*, proposes an approach to study spillover effects of local policies that propagate non-spatially through latent markets. While the approach is particularly relevant for place-based economic development, it can be adapted to other contexts. I exemplify the approach with a place-based policy and estimate spillover effects within latent housing markets. The empirical findings inform conclusions on overall effectiveness and redistribution that differ from analysis using only direct treatment effects.

Thank you for your consideration.

Sincerely,

Anna Ziff