

Heejin Yoon

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Education

University of Wisconsin–Madison, Wisconsin School of Business

PhD in Business (Minor in Economics) Expected May 2026
Fields: Real Estate Finance, Household Finance, Financial Intermediation
Committee: Yongheng Deng (co-chair), Lu Han (co-chair), Anthony DeFusco, Erik Mayer

Korea Advanced Institute of Science and Technology (KAIST)

MS in Finance 2020

Yonsei University

BBA in Business Administration 2014

Job Market Paper

Barriers to Reentry: Initial Borrowing Frictions, Refinancing, and Wealth Redistribution

Abstract: This paper examines how frictions encountered during the *initial* home-purchase mortgage origination process shape borrowers' future refinancing behavior and long-term financial outcomes. Leveraging variation in loan officer *workload* as a quasi-random source of origination delays, I find that experiencing a 60+ day delay reduces quarterly refinancing rates by 16–24%. Exposure to these origination frictions is disproportionately concentrated among minority borrowers, low-income households, and those with lower credit scores, with evidence consistent with lender bias contributing to racial disparities. I quantify the cost of origination delays using both a back-of-the-envelope calculation and a model-based simulation, which imply present-value overpayments of approximately \$6,500 to \$8,500 per delayed borrower. I also evaluate policy alternatives including streamlined refinancing, automatic refinancing, and type-specific pricing, using the simulations to show how each option affects refinancing behavior and total mortgage payments.

Best Paper Award, USC Marshall PhD Conference in Finance 2025

Best Poster Award, ABFER Annual Conference 2025

Best Poster Award Honorable Mention, AREUEA-ASSA Conference 2026

Dr. Bong-Soo Lee Memorial Scholarship, Korea-America Finance Association 2025

Humane Studies Fellowship, Institute for Humane Studies 2025

Presentations: ABFER Annual Conference Poster Session 2025, AsianFA Annual Conference 2025, BFWG International Conference 2025, FIRS 2025, FMA Annual Meeting 2025, KAIST, Real Estate Finance and Investment Symposium 2025, UEA North American Meeting 2025, USC Marshall PhD Conference in Finance 2025, WSB Summer Research Conference 2025

Working Papers

Retail Apocalypse and the Incidence of Loss: Landlord Financial Distress and Tenant Closures (with Dayin Zhang). R&R at *Real Estate Economics*

Nonbank Growth and Local Housing Booms (with Hyun-Soo Choi and Yongheng Deng).

Publications

Peer-Reviewed Journals

Does Venture Capital Investment Enhance Corporate Innovation? Evidence from Korea (with Kyounghun Lee, Frederick Oh, and Donglim Shin), *Journal of Business Finance & Accounting*, 50(1-2), 236–266, 2022.

Book Chapter

The American Housing Finance System: Structure, Evolution, and Implications (with Yongheng Deng and Susan M. Wachter), *Oxford Research Encyclopedia of Economics and Finance*, 2024, August.

Scholarships and Awards

Research

Dr. Bong-Soo Lee Memorial Scholarship, Korea-America Finance Association	2025
Best Paper Award, USC Marshall PhD Conference in Finance	2025
Best Poster Award, ABFER Annual Conference	2025
Humane Studies Fellowship, Institute for Humane Studies	2025

Teaching

Henry C. Naiman Outstanding Teaching Award, Wisconsin School of Business	2025
Advanced Achievement in Teaching Award Nomination, UW-Madison	2024
Distinguished Teaching Award (2×), Wisconsin School of Business	2021–2022, 2023–2024

Other

Shinhan Bank & KAFA Scholarship for PhD Students, Korea-America Finance Association	2025
Student Research Grant, UW-Madison	2025
PhD Travel Grant, Behavioural Finance Working Group (ICAEW Charitable Trusts)	2025
ABFER Travel Grant	2025
FIRS PhD Travel Grant	2025
PhD Travel Award (3×), Wisconsin School of Business	2023–2025
Dean's Naming Gift Scholarship, Wisconsin School of Business	2020–2024

Invited Presentations

2025: ABFER, ABFER PhD Poster Session, AREUEA International Conference*, AsianFA, BFWG International Conference, FIRS, FMA Annual Meeting, KAIST, Real Estate Finance and Investment Symposium, UEA North American Meeting, USC Marshall PhD Conference in Finance, WSB Summer Conference

2024: Annual Conference on Asia-Pacific Financial Markets*, Asia-Pacific Association of Derivatives (APAD)*, AREUEA National Conference, FSU-UF Critical Issues in Real Estate Symposium, Konkuk University (South Korea), NTU* (Singapore), NUS* (Singapore), Seoul National University* (South Korea), SKKU* (South Korea), Sogang University (South Korea), TFA-KFA Joint Conference*

2022: AREUEA-ASSA Conference*

*: presentation by co-author, †: scheduled

Professional Service

Discussant

2025: AsianFA, BFWG International Conference, UEA North American Meeting, FMA Annual Meeting (Scheduled)

Referee

International Review of Finance and Economics, Real Estate Economics

Organizer

Organizer for Real Estate PhD Biweekly Seminar Series, Wisconsin School of Business 2024–2025

Teaching

Instructor, UW–Madison

Urban and Regional Economics (BBA)	Fall 2024
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Teaching Assistant, UW–Madison

Advanced Real Estate Finance (PhD)	Spring 2024
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Urban and Regional Economics (MBA/BBA)	Fall 2025, Fall 2023, Fall 2022
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Real Estate Finance (BBA)	Spring 2022, Fall 2021, Spring 2021
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Real Estate Process (BBA)	Fall 2020
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Teaching Assistant, KAIST

Corporate Valuation (MBA)	Fall 2019
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Employment

Economist, Bank of Korea (Central Bank of South Korea)	2014–2018
- Monetary Policy Board Division	2016–2018
- Macropredutive Analysis Department	2014–2016
Staff Sergeant, Republic of Korea Air Force (Mandatory Military Service)	2009–2011
- Command and Control Center, Air Force Operations Command (K-55 / Osan Air Base)	

Other Information

Language: English, Korean

Programming: Julia, Python, Stata

Citizenship: South Korea (U.S. F-1 visa)

References

Yongheng Deng (*Co-Chair*)

John P. Morgridge Distinguished Chair in Business
Wisconsin School of Business, UW–Madison
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Lu Han (*Co-Chair*)

Nathan F. Brand Chair in Real Estate and Urban
Land Economics
Wisconsin School of Business, UW–Madison
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Anthony A. DeFusco

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Erik J. Mayer

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