

## Lecture 7. Dealers and Their Inventories

### 1. Inventory Control Models

A dealer must accommodate randomly arriving traders and replenish his inventory by buying (at the bid price  $B$ ) from and selling (at the ask price  $A$ ) to these traders. In general, theoretical models predict that the dealer will have a “preferred” inventory level.

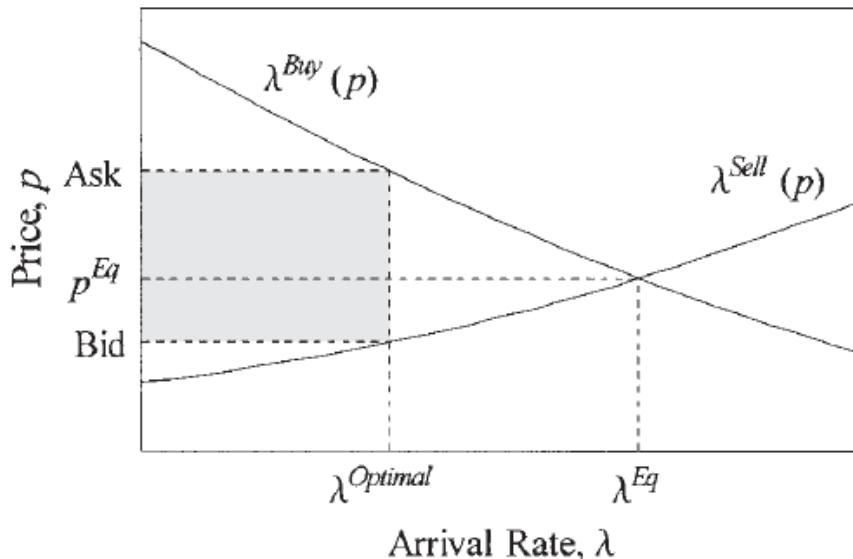
#### *1.1. Garman (1976)*

Buyers and sellers arrive randomly in continuous time, and transact a single quantity. The arrival intensities for buyers and sellers are  $\lambda^{Buy}(p)$ , a function of the price they pay, and  $\lambda^{Sell}(p)$ , a function of the price they receive, respectively. A dealer quotes an ask price,  $A$ , to the buyers and a bid price,  $B$ , to the sellers.

- The dealer is supposed to set quotes to balance supply and demand “on average,” i.e.,  $\lambda^{Buy}(A) = \lambda^{Sell}(B)$ . So, the dealer’s average profit on every unit turned over is

$$\begin{aligned}\pi &= A \cdot \lambda^{Buy}(A) - B \cdot \lambda^{Sell}(B) \\ &= (A - B)\lambda^{Buy}(A) \\ &= (A - B)\lambda^{Sell}(B).\end{aligned}$$

A wide bid-ask spread increases the profit but at the same time depresses the rate of arrivals (which in turn deceases the profit). Specifically, as  $A$  increases,  $\lambda^{Buy}(A)$  decreases; or as  $B$  decreases,  $\lambda^{Sell}(B)$  decreases. The dealer’s problem is to set the bid and ask to maximize the shaded rectangle.



To accommodate the asynchronous buying and selling, the dealer should maintain stock and cash inventories. The key constraint is that *the dealer's inventories should not drop below certain levels.*

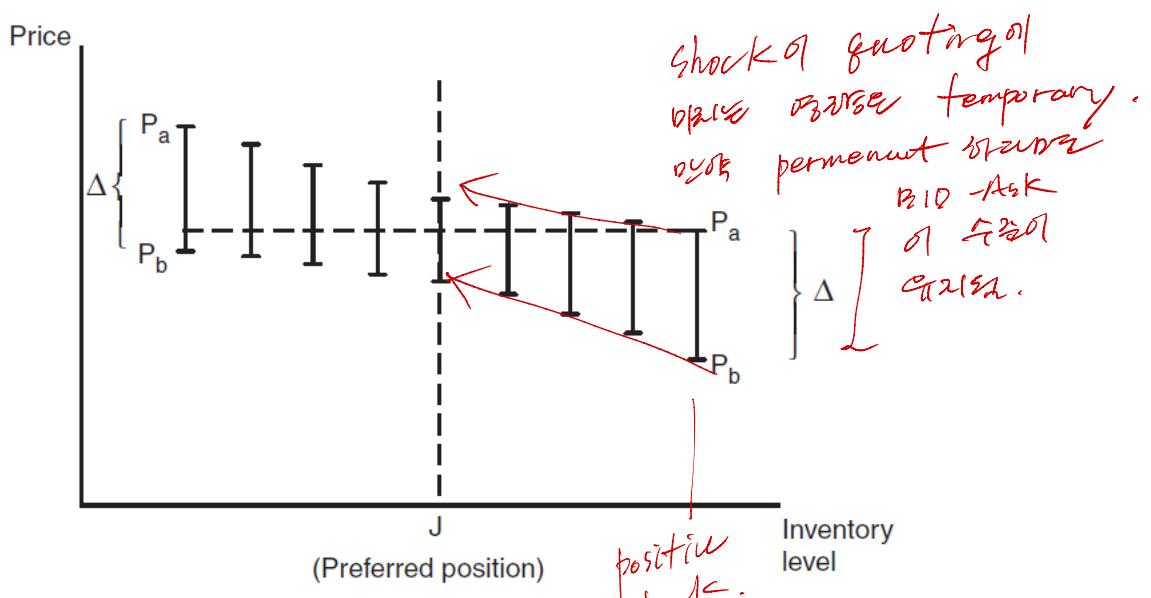
- If  $\lambda^{Buy}(A) = \lambda^{Sell}(B)$ , Garman (1976) shows that stock holdings follow a zero-drift random walk and, as a result, the dealer will be ruined with probability one, since the zero-drift random walk will eventually hit any “finite” barrier with probability one.

*Remark 1.1.* Regarding the expected ruin, Garman (1976) notes, “*The order of magnitude makes it clear that the specialists [dealer] must pursue a policy of relating their prices to their inventories in order to avoid failure.*” Put differently, dealers must “continuously” change their bid and ask quotes to elicit an expected imbalance of buy and sell orders to push their inventories in the direction of their preferred long-run position.

### 1.2. *Amihud and Mendelson (1980)*

Buyer and sellers arrive asynchronously, and their arrival intensities depend on the posted quotes. A dealer's inventory is constrained to lie between upper and lower bounds. The dealer maximizes the expected profit per unit time. In this model, an extreme inventory position depresses the expected profit of a risk-neutral dealer and, as a result, the dealer is subject to aversion to extreme positions.

- Amihud and Mendelson (1980) predict (a) that the dealer has a “preferred” inventory level; for instance, as the inventory nears the upper boundary, the dealer lowers the bid and ask, thereby encouraging a buy order and discouraging a sell order, (b) that bid and ask prices are monotone decreasing functions of inventory level, (c) that the bid-ask spread is positive, (d) that the spread is increasing in distance from preferred position, and (e) the quotes are not set symmetrically about the true value.



*milgrom*  
= uninformed trader  
more adverse  
BID-Ask spread  $\geq 0$  ( $\therefore$  Risk-aversion).

## 1.3. Stoll (1978)

A **risk-averse** dealer has an exponential utility function  $U(W) = -e^{-\alpha W}$  for  $\alpha > 0$ . Suppose that the dealer can buy or sell  $n$  shares of a security (with  $n < 0$  corresponding to a short position) at a price  $P$  prior to quoting. The security has random payoff  $X \sim N(\mu_X, \sigma_X^2)$ . With zero initial endowments of shares and cash, the dealer's wealth is  $W = n(X - P) \sim N(n(\mu_X - P), n^2 \sigma_X^2)$ .

**Theorem 1.2.** For  $Z \sim N(\mu, \sigma^2)$ , it shows

$$E[e^Z] = \exp\left(\mu + \frac{\sigma^2}{2}\right).$$

moment generating ft. ↗  $n > 0$  (buy)  
 $X > P \rightarrow W > 0$ .  
 ↗  $n < 0$  (sell)  
 $X < P \rightarrow W > 0$ .

- Since  $-\alpha W \sim N(-\alpha n(\mu_X - P), \alpha^2 n^2 \sigma_X^2)$ , the dealer's expected utility  $E[U(W)]$  is given by

$$\begin{aligned} E[U(W)] &= E[-e^{-\alpha W}] \\ &= -E[e^{-\alpha W}] \\ &= -\exp\left(-\alpha n(\mu_X - P) + \frac{\alpha^2 n^2 \sigma_X^2}{2}\right). \end{aligned}$$

**Definition 1.3.** The **certainty equivalent** (CE) of a random payoff  $x$  is defined by a certain amount that has a utility level equal to the expected utility of  $x$ . In other words, the CE of  $x$  is the value  $c$  satisfying

- $U(c) = E[U(x)].$
- For  $W \sim N(\mu_W, \sigma_W^2)$ , the CE of  $W$  is the value  $c$  satisfying  

$$-\exp(-\alpha c) = -\exp\left(-\alpha \mu_W + \frac{\alpha^2 \sigma_W^2}{2}\right).$$

That is, one obtains

$$c = \mu_W - \frac{\alpha \sigma_W^2}{2}.$$

$\max E[U(W)]$ )

$\Downarrow$   
 $\min \exp(-\alpha c)$ )

From  $E[U(W)] = -\exp(-\alpha c)$ , one sees that maximizing  $E[U(W)]$  is equivalent to minimizing  $e^{-\alpha c}$  or equally maximizing  $c$  (since  $\alpha > 0$ ).

$\Downarrow$   
 $\max C$   
 $(CE)$

The **optimal holding of shares**, denoted by  $n^*$ , is obtained by maximizing  $E[U(W)]$  or maximizing the CE of  $W$  over  $n$ :

$$\max_n n(\mu_X - P) - \frac{\alpha n^2 \sigma_X^2}{2}.$$

- One computes  $n^*$  by solving the FOC:

$$\mu_X - P - \alpha n^* \sigma_X^2 = 0,$$

which leads to

$$n^* = \frac{\mu_X - P}{\alpha \sigma_X^2}.$$

dealer at quoting ren  
 for utility  $\approx$  maximize the  
 $(1.1)$   
 optimalize inventory  $\Delta z$ .  
 quoting the size of  $\Delta z$   
 known  $\Delta z$ .

Now, suppose that the dealer holds  $n^*$  shares, which means that his expected utility is optimal prior to bidding. The dealer posts a bid  $B$  for one share. After bidding, the dealer's terminal wealth will be

$$W = \begin{cases} n^*X & \text{if the bid is not hit} \\ (n^* + 1)X - B & \text{if the bid is hit.} \end{cases}$$

*Bidder is risk-averse.  $\leftarrow$  expected return maximize.*

- The dealer is indifferent to execution if the CE is the same whether or not the bid is hit: i.e., 우리가 원함.

$$n^*\mu_X - \frac{\alpha n^{*2}\sigma_X^2}{2} = (n^* + 1)\mu_X - B - \frac{\alpha(n^* + 1)^2\sigma_X^2}{2},$$

which implies

$$\boxed{B = \mu_X - \frac{\alpha(2n^* + 1)\sigma_X^2}{2}} \quad (1.2)$$

The bid  $B$  leaving the dealer indifferent between execution and remaining at his optimum is obtained by substituting (1.1) for  $n^*$  in (1.2) as

$$\begin{aligned} B &= \mu_X - \alpha n^* \sigma_X^2 - \frac{\alpha \sigma_X^2}{2} \\ &= \mu_X - \alpha \left( \frac{\mu_X - P}{\alpha \sigma_X^2} \right) \sigma_X^2 - \frac{\alpha \sigma_X^2}{2} \\ &= \boxed{P - \frac{\alpha \sigma_X^2}{2}} \rightarrow n^* : \text{optimal strategy } n^* + 1 \in \text{dealer's inventory} \\ &\quad (\because \text{risk-averse dealer's optimal strategy}) \end{aligned}$$

- A dealer has aversion to extreme positions (because he is risk averse) and thus considers the possibility of a shock (i.e.,  $\sigma_X^2$ ) to his portfolio when setting a bid quote. If the dealer is initially at his portfolio optimum, he will set the bid price to impound compensation for being pulled off his optimum, if the bid is hit.

*Remark 1.4.* When the dealer posts an ask  $A$ , then the dealer's terminal wealth is

$$W = \begin{cases} n^*X & \text{if the ask is not hit} \\ (n^* - 1)X + A & \text{if the ask is hit.} \end{cases}$$

*Ask  $\neq$  0 is total inventory  $\neq 0$*

So, the dealer is indifferent if

$$n^*\mu_X - \frac{\alpha n^{*2}\sigma_X^2}{2} = (n^* - 1)\mu_X + A - \frac{\alpha(n^* - 1)^2\sigma_X^2}{2},$$

which implies

$$A = \mu_X - \frac{\alpha(2n^* - 1)\sigma_X^2}{2} \quad (1.3)$$

(1.2) and (1.3) imply that the bid-ask spread is

dealer's  $\neq$  0 inventory  $\neq$  0.  $n^*$   $\leftarrow$   
risk-averse  $\neq$  0  $\neq$  0.  $A - B = \alpha \sigma_X^2$ ,  
 $\therefore$  inventory  $\neq$  0 is  $\neq$  0.  $\neq$  0  
Ask  $\neq$  0  $\neq$  0.  $BID \neq$  0  $\neq$  0.  $\neq$  0  
BID-ASK spread  $\uparrow$

check!  
 $n^*$   $\neq$  0  
Ask  $\neq$  0  
 $\neq$  0  $\uparrow$

$$A = P + \frac{\alpha \sigma_X^2}{2}$$

$\therefore$  expected return  $\neq$  0  $\neq$  0.  $\neq$  0

dealer's BID, Ask  $\neq$  0  $\neq$  0  
 $\neq$  0 preferred position  $\neq$  0  
 $\neq$  0  $\neq$  0  
 $n^* \rightarrow n^* + 1$ . ( $B \downarrow$ )  
 $n^* \leftarrow n^* - 1$ . ( $A \uparrow$ )  
 $\neq$  0  $\neq$  0  
buyer  $\uparrow$  buyer expected



It gives adverse-selection risk on cost

BID - Ask spread  $\neq$  Risk.

From Ask Price  $\Rightarrow$  "Ask information asymmetrical  
BID - Ask  $\neq$  Risk  $\Rightarrow$  "Risk" is  $\neq$  BID - Ask.

ANSWER

BID - Ask spread  $\neq$  adverse selection risk  $\neq$  Risk.

Hasbrouck

1 ~ 3 93/94 hypothesis. No.

- dealers
- ① non-public.
  - ② inter-dealer market.
  - ③ market-specific rule.

Inventory rule of 81/94 exactly fair.

$\hookrightarrow$  inventory control of market. Dealer  $\neq$  informed trader  
Hedge strategy not fair.

- ① Adverse selection risk. (1987)  
Milgrom  
Kyle

(good dealers good  
 $\hookrightarrow$  profit of  $\text{informed}$  dealer (wealth transfer).  
 $\hookrightarrow$  permanent).

(1987).  
 $\hookrightarrow$  firm essence option.  
 $\hookrightarrow$  windfall gains.  
 $\hookrightarrow$  temporary).

- ② Inventory control motivation  
Garman  
Mandelson  
Stul

① 1987 2029 ② Stul

1987 inventory reward from

(non-public financing, ...  $\rightarrow$  profit.)