Lei Ma

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EDUCATION

Ph.D., Economics, Boston University, Boston, MA, May 2025 (expected)
Dissertation Title: *Essays on Housing Markets and Urban Economics*Dissertation Committee: Adam Guren, Marc Rysman, Kevin Lang and Jihye Jeon

M.A., Social Sciences (Economics), University of Chicago, Chicago, IL, 2017

B.S., Economics (Highest Distinction), University of Minnesota, Minneapolis, MN, 2015

FIELDS OF INTEREST

Real Estate/Urban Economics, Industrial Organization, Household Finance

WORKING PAPERS

- "Build What and for Whom? The Distributional Effects of Housing Supply," November 2024. **Job Market paper**.
- "Racial Disparities in Home Selling," (with Leonel Drukker), September 2024, ready to submit.
- "When Institutional Investors Come to Town: The Local Effects of Buy-to-Rent Properties" January 2024.
- "Happy at Home or Stuck in Place? The Determinants of Declining Local Residential Mobility," October 2021.

WORK IN PROGRESS

- "The Impact of Parenthood on the Financial Well-Being of Families," with Victoria Wang and Letian Yin
- "Housing Inequality in the United States," with Gerard Domènech Arumí and Giovanni Paolo Mariani

Presentations

FDIC Consumer Research Symposium (Poster), Washington, D.C., 2024

IHS Workshop on NIMBYism and the Future of Housing, Online, 2024

Urban Economics Association Europe Meeting, Copenhagen, Denmark, 2024

University of Chicago Stone Center Summer School on Socioeconomic Opportunity and Inequality (Poster), Chicago, IL, 2024

Urban Economics Association North America Meeting, Washington, D.C., 2024

Dallas Fed and Norges Bank Second Women in Central Banking Workshop, Dallas, TX, 2024 GNlab Alumni Conference, Chicago, IL, 2024

FELLOWSHIPS AND AWARDS

Graduate Fellowship, Boston University, 2019-2024 Institute for Economics Development travel grant, Boston University, 2024 Institute for Economics Development research grant, Boston University, 2023 California Policy Lab Seed grant (co-authored project), UCLA, 2020 UCLA Ziman Center for Real Estate research grant (co-authored project), UCLA, 2020 Graduate Fellowship, University of Chicago, 2016-2017 Dean's List, University of Minnesota, 2013-2015

WORK EXPERIENCE

Research Assistant, Marc Rysman, Boston University, 2024 Research Assistant, Adam Guren, Boston University, 2020-2024 Research Assistant, Peter Ganong and Pascal Noel, University of Chicago, 2018-2019 Research Assistant, Christopher Palmer, Massachusetts Institute of Technology, 2017-2018 Research Assistant, Federal Reserve Bank of Minneapolis, 2015-2016

TEACHING EXPERIENCE

Average course rating: 4.75/5

Teaching Assistant, Introduction to Mathematical and Computational Economics (PhD), Department of Economics, Boston University, Fall 2023

Teaching Assistant, Elementary Mathematical Economics (Master's), Department of Economics, Boston University, Fall 2023

Teaching Fellow, Intermediate Macroeconomics (Undergrad), Department of Economics, Boston University, Fall 2021 and Spring 2021

Teaching Fellow, Money and Banking (Undergrad), Department of Economics, Boston University, Spring 2021

LANGUAGES

English (fluent), Chinese (native), Spanish (beginner)

COMPUTER SKILLS

R, Julia, Python, Stata, Matlab, Git, LaTeX, cluster computing

CITIZENSHIP/VISA STATUS: China. U.S. permanent resident (green card holder)

REFERENCES

Professor Adam Guren (co-advisor)

Department of Economics Boston University Phone: (617) 353-4534

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Professor Kevin Lang

Department of Economics Boston University

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Professor Marc Rysman (co-advisor)

Department of Economics Boston University

Phone: (617)-353-3086 Email: mrysman@bu.edu

Professor Jihye Jeon

Department of Economics Boston University

Phone: (617) 353-3184 Email: jjeon@bu.edu

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Build What and for Whom? The Distributional Effects of Housing Supply (Job Market Paper)

New construction has favored bigger, more expensive houses. This paper studies the causes of this pattern and evaluates the equilibrium impacts of proposed housing policies aimed at improving affordability at the lower end of the market. I develop an equilibrium model of segmented housing markets with two key features: (1) heterogeneous household preferences for housing quality by demographics, and (2) endogenous housing supply with heterogeneous development costs by housing quality. Using microdata on household housing choices and parcel-specific development costs for single-family homes in the Atlanta MSA, I find that the shift toward large home construction is partly driven by demand from high-income households. who are less price-sensitive and prefer larger homes, but zoning density restrictions play a more significant role in limiting the construction of smaller homes. Relaxing these restrictions could expand the supply of small homes and benefit low-income households, but such zoning reforms are often politically challenging. As an alternative, I evaluate the impact of recently proposed housing subsidies targeting first-time homebuyers and starter homes. The model predicts that subsidizing young, low-income households provides substantial targeted welfare gains to recipients but hurts others due to rising prices. By contrast, subsidies to small home construction increase the supply of small homes but crowd out the construction of larger homes, resulting in modest welfare gains without effectively targeting those most in need.

Racial Disparities in Home Selling

(with Leonel Drukker)

This study investigates the financial disparities Black sellers face in the US housing market. Using repeat-sale transactions from 2003 to 2020, we document that Black sellers earn, on average, 0.36% lower annualized unlevered returns on their property sales compared to non-Black sellers. These racial disparities in housing returns cannot be explained by seller characteristics, property renovations, the buyer's race, seller agent fixed effects, and appraisal measures. However, we find significant racial gaps in listing prices and time on market, which we attribute to intermediaries involved in housing transactions. Controlling for these factors reduces the racial gap in returns to effectively zero. Additionally, we find that when homes are sold to iBuyers, where human intermediary bias is removed, the racial gap in housing returns disappears. Our findings suggest that Black sellers experience higher search frictions, leading to worse selling outcomes.

When Institutional Investors Come to Town: The Local Effects of Buy-to-Rent Properties

Since 2012, institutional buy-to-rent (B2R) investors have entered the single-family rental market, converting a substantial number of owner-occupied homes into rental properties. This study examines the impact of B2R investors on local housing markets, providing reduced-form evidence on the size and origin of spillover effects resulting from their presence. An additional property by B2R investors within 150 meters increases housing price growth by 2-3%. The impact is more pronounced in neighborhoods with a higher share of Black residents and lower property values. The reduced supply of owner-occupied housing and improvements in local amenities are key factors driving the positive spillover effects on housing prices.