

# VINICIOS P. SANT'ANNA

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ACADEMIC APPOINTMENTS	<b>California Polytechnic State University (Cal Poly)</b> <i>Assistant Professor of Real Estate Finance, Orfalea College of Business</i>	2025 – Present
	<b>Massachusetts Institute of Technology (MIT)</b> <i>Research Affiliate, MIT Urban Economics Lab</i>	2025 – Present
	<i>Postdoctoral Associate, MIT Center for Real Estate &amp; Urban Economics Lab</i>	2022 – 2025
EDUCATION	<b>University of Illinois at Urbana-Champaign (UIUC)</b> <i>Ph.D. in Economics</i>	2022
	<b>University of Sao Paulo (USP)</b> <i>M.Sc. Applied Economics</i>	2015
	<i>B.Sc. Economics</i>	2012
RESEARCH FIELDS	Housing and Real Estate Finance, Urban-Spatial Economics, International Economics, Empirical Corporate Finance, Applied Microeconomics.	
WORKING PAPERS	<b>Foreign Aid Shapes Local Urban Development</b> (with Cihang Wang)	
	<b>Finding Home When Disaster Strikes: Dust Bowl Migration and Housing in Los Angeles</b> (with Diogo Baerlocher & Gustavo Cortes)	
	<b>Immigrants and Native Flight: Geographic Extent and Heterogeneous Preferences</b> (with Bence Bője-Kovács, Ismir Mulalic, Albert Saiz, & Marie Schultz-Nielsen)	
	<b>Unleashing International Trade through Financial Integration: Evidence from a Cross-Border Payment System</b> (with Gustavo Cortes & Lucas Mariani)	
	<b>Send Them Back? The Real Estate Consequences of Repatriations</b> (with Gustavo Cortes)	
PEER-REVIEWED PUBLICATIONS	<b>International Trade and Wage Inequality: Evidence from Brazil</b> <i>International Economics</i> , 2024, v. 180, 100536. (with Lucas Chagas)	
	<b>Determinants of Bilateral Trade in Manufacturing and Services: A Unified Approach</b> <i>Economic Modelling</i> , 2023, v. 123, 106246. (with Satya Das)	
	<b>Port Efficiency and Brazilian Exports: A Quantitative Assessment Of Turnaround Time</b> <i>The World Economy</i> , 2018, v. 41, p. 2528-2551. (with Sergio Kannebley Junior).	
	<b>Trade Facilitation Indexes: The case of Brazil and its Trade Partners</b> <i>Revista de Economia &amp; Relações Internacionais</i> , 2012. (with Maurício Souza & Rosane Faria).	
SELECTED WORK IN PROGRESS	The Geography of Prosperity (with Albert Saiz)	

Immigration and High-Frequency Neighborhood Dynamics  
(with Ismir Mulalic, Albert Saiz, & Marie Schultz-Nielsen)

The Seeds of Instability: Credit Market Responses to Commodity Price Shocks  
(with Flavio Rodrigues, Bernardus Van Doornik, & Cihang Wang)

OTHER RESEARCH EXPERIENCE	<b>Central Bank of Brazil</b>	
	Visiting Scholar	July - August 2019
	<b>University of Illinois at Urbana-Champaign (UIUC)</b>	
	Research Assistant to Greg Howard	AY 2017–2018
	<b>University of Sao Paulo (USP)</b>	
	Research Assistant to Sérgio Kannebley Júnior	Fall 2014
	Research Assistant to Maurício Jorge Pinto de Souza	Fall 2012
RESEARCH AWARDS AND GRANTS	Best Paper Award in Housing, American Real Estate Society	2024
	Junior Scholars Program, American Real Estate and Urban Economics Association	2024
	Lemann Scholars Fellowship, University of Illinois	2021–2022
	Werner Baer Dissertation Fellowship, Lemann Center for Brazilian Studies	2020–2021
	Paul W. Boltz Fellowship, University of Illinois	2019
	Tinker Foundation Summer Research Fellowship	2019
	Department Travel Grant, University of Illinois	2019–2020
	Economics Department Graduate Fellowship, University of Illinois	2015–2016
	Best Paper in International Economics at the 43 <sup>th</sup> ANPEC meeting,	2015
	Graduate Research Scholarship, Sao Paulo Research Foundation (FAPESP)	2014–2015
	Undergraduate Academic Award (Highest GPA of the cohort), University of Sao Paulo	2013
	Fundace Award (best undergraduate thesis in Economics), University of Sao Paulo	2013
	Research Scholarship, Sao Paulo Research Foundation (FAPESP)	2011–2012
	Research Scholarship, Brazilian Federal Government (CNPq)	2010–2011
TEACHING EXPERIENCE	<b>California Polytechnic State University (Cal Poly)</b>	
	Real Estate Finance	Fall 2025, Winter 2026
	Applied Senior Project Seminar	Winter 2026
	<b>Massachusetts Institute of Technology (MIT)</b>	
	Real Estate Economics, Assistant Instructor	Fall 2023, Fall 2024
	International Housing Economics and Finance, Assistant Instructor	Spring 2024
	International Housing Economics and Finance, Guest Lecturer	Spring 2025
	<b>University of Illinois at Urbana-Champaign (UIUC)</b>	
	International Trade, Instructor (Sole course responsibility)	Fall 2018, Spring 2019, Fall 2019, Spring 2020
	Economic Statistics II, Teaching Assistant	Spring 2017, Fall 2017, Spring 2018
	Intermediate Microeconomics, Teaching Assistant	Fall 2016
	<b>University of Sao Paulo (USP)</b>	
	Econometrics III - Time Series, Teaching Assistant	Spring 2014
	International Economics, Teaching Assistant	Fall 2013
	Differential and Integral Calculus I & II, Voluntary TA	Spring 2009, Fall 2009, Spring 2010

TEACHING CERTIFICATES AND EVALUATIONS	Kaufman Teaching Certificate Program, MIT	2023
	Graduate Teacher Certificate, UIUC	2017
	Rated as <i>Outstanding</i> by students, UIUC	Spring 2018, Spring 2019, Spring 2020
	Ranked as <i>Excellent</i> by students, UIUC	Spring 2017, Fall 2017, Fall 2018, Fall 2019
INVITED TALKS AND CONFERENCES <i>Scheduled</i>	2025: AREUEA-ASSA Annual Conference, University of Pittsburgh (Katz), Cal Poly (Orfalea), Wesleyan University, Insper, 2025 FSU-UF Critical Issues in Real Estate Symposium at Florida State University, ARES Annual Conference, Mariana Talks at Universidade Federal de Ouro Preto, AREUEA National Meeting, Urban and Spatial Workshop for Junior Researchers, Universidade Federal da Paraíba.	
	2024: AREUEA-ASSA Annual Conference, ARES Annual Conference, Boise State University, AREUEA National Meeting, UEA European Meeting, CRED-MIT Workshop on Real Estate Economics at University of Bern, IPA-GPRL Annual Research Gathering at Northwestern University, UEA North American Meeting, MIT Sustainable Urbanization Research Seminar, NEUDC at Northeastern University.	
	2023: AREUEA National Meeting, Second Annual Workshop on Macroeconomic Implications of Migration at the San Francisco FED, MIT Sustainable Urbanization Research Seminar, University of South Florida.	
	2022: MIT CRE Research Seminar, Kenyon College, University of Illinois at Urbana-Champaign.	
	2021: UEA European Meeting, AREUEA National Meeting, AREUEA-ASSA Annual Conference, Canadian Economics Association Annual Meeting, European Trade Study Group Conference, Midwest Economics Association Annual Meeting, Economic History Society Ph.D. Thesis Workshop.	
	2020: AEA-ASSA Annual Meeting, Urban Economics Association Virtual Meeting, Young Economist Symposium, The Economics of Migration Junior Seminar, PhD Economics Virtual Seminar, Econometric Society's Winter School 2020 at Delhi School of Economics, Center for Latin American & Caribbean Studies Graduate Research Workshop, Lemann Graduate Forum at University of Illinois at Urbana-Champaign.	
PROFESSIONAL ACTIVITIES & SERVICE	2019 and earlier: Midwest Economics Association Annual Meeting, H2D2 Research Day at the University of Michigan, Midwest Graduate Student Summit (AERUS), Banco Central do Brasil, 41st Meeting of the Brazilian Association of Graduate Programs in Economics (ANPEC), 49th and 50th meetings of the Conference of the Brazilian Society of Economics, Business Administration and Rural Sociology - SOBER (2011 and 2012).	
	<i>Referee:</i> Journal of Regional Science (×9), World Development (×2), The Quarterly Review of Economics and Finance (×3), The Journal of Economic Inequality, Papers in Regional Science, Canadian Journal of Economics (×2), Journal of Real Estate Practice and Education, Journal of Housing and the Built Environment (×2), Journal of Applied Economics, Applied Economics Letters, Journal of Infrastructure Policy and Development.	
	<i>Conference Program Committee:</i> 2025 AREUEA-ASSA Annual Conference.	
	<i>Session Chair:</i> 2025 AREUEA-ASSA Annual Conference, 2024 MIT Climate Change and Real Estate Symposium, 2024 UEA North American Meeting, 2024 AREUEA-ASSA Annual Conference, 2023 MIT Asia Real Estate Symposium, 2021 Midwest Economics Association Annual Meeting, 2020 Econometric Society's Winter School at Delhi School of Economics.	
	<i>External Reviewer:</i> Evaluation committee of Ph.D. students, Universitat Autònoma de Barcelona.	
	<i>Seminar Organizer:</i> MIT Center for Real Estate Research Seminar UIUC Macroeconomic Student Seminar	
		2024
		2023 – 2025 2018 – 2019

*Discussant:*

2025 AREUEA National Meeting, 2024 NEUDC at Northeastern University, 2024 MIT Climate Change and Real Estate Symposium, 2024 UEA North American Meeting, 2024 AREUEA-ASSA Annual Conference, 2024 AREUEA National Conference, 2024 UEA European Meeting, 2021 UEA European Meeting, 2021 Economic History Society PhD Thesis Workshop, 2020 Young Economist Symposium, 2019 Midwest Economics Association Annual Meeting.

STUDENT  
ADVISING

*Primary Master Thesis Advisor:*

**Massachusetts Institute of Technology (MIT):** Master of Science in Real Estate Development, MSRED:  
Bangjie Xu, Moohyun Cho, Kibong Cho, Jason Ng.

*Mentorship:*

Mentor at the ECONecta mentoring program for young women economists from Brazil (2022 & 2023).

SKILLS

R, STATA, Python, ArcGIS, Git, HTML, L<sup>A</sup>T<sub>E</sub>X, High Performance Computing workflows.

LANGUAGES

English (Fluent), Portuguese (Native).

REFERENCES

**ALBERT SAIZ**

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Massachusetts Institute of Technology  
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