

VINICIOS P. SANT'ANNA

Orfalea College of Business
California Polytechnic State University
1 Grand Ave, San Luis Obispo, CA 93407. USA

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E-mail: santanna@calpoly.edu
Website: www.vpsantanna.com

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

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**

Central Bank of Brazil

Visiting Scholar

July - August 2019

University of Illinois at Urbana-Champaign (UIUC)

Research Assistant to Greg Howard

AY 2017–2018

University of Sao Paulo (USP)

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 43th 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**

California Polytechnic State University (Cal Poly)

Real Estate Finance

Fall 2025, Winter 2026

Applied Senior Project Seminar

Winter 2026

Massachusetts Institute of Technology (MIT)

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

University of Illinois at Urbana-Champaign (UIUC)

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

University of Sao Paulo (USP)

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 Graduate Teacher Certificate, UIUC Rated as <i>Outstanding</i> by students, UIUC Ranked as <i>Excellent</i> by students, UIUC	2023 2017 Spring 2018, Spring 2019, Spring 2020 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. 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).	
PROFESSIONAL ACTIVITIES & SERVICE	<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.	2024
	<i>Seminar Organizer:</i> MIT Center for Real Estate Research Seminar UIUC Macroeconomic Student Seminar	2023 – 2025 2018 – 2019

	<i>Discussant:</i> 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	<i>Primary Master Thesis Advisor:</i> Massachusetts Institute of Technology (MIT): Master of Science in Real Estate Development, MSRED: Bangjie Xu, Moohyun Cho, Kibong Cho, Jason Ng.
	<i>Mentorship:</i> Mentor at the ECOnecta mentoring program for young women economists from Brazil (2022 & 2023).
SKILLS	R, STATA, Python, ArcGIS, Git, HTML, L ^A T _E X, High Performance Computing workflows.
LANGUAGES	English (Fluent), Portuguese (Native).
REFERENCES	<p>ALBERT SAIZ MIT Center for Real Estate & Urban Economics Lab Massachusetts Institute of Technology 77 Massachusetts Avenue, 9-343 Cambridge, MA 02139 (617) 252-1687 saiz@mit.edu</p> <p>GREG HOWARD UIUC Department of Economics University of Illinois at Urbana-Champaign 214 David Kinley Hall, 1407 W Gregory Dr Urbana, IL 61801 (561) 247-3454 gjhoward@illinois.edu</p> <p>DAN BERNHARDT UIUC Departments of Economics and Finance University of Illinois at Urbana-Champaign 214 David Kinley Hall, 1407 W Gregory Dr Urbana, IL 61801 (217) 244-5708 danber@illinois.edu</p>