A Structural Model of Liquidity in Over-the-Counter Markets

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Views are solely those of the authors and so cannot be taken to represent those of the Bank of England or to state Bank of England policy.

Market Liquidity

Corporate bonds:

- Key **source of financing** for firms in the real economy.
- Key **investment** for financial institutions.
- Trade in **over-the-counter markets**.

Market liquidity: firms can trade quickly and at low cost.

Illiquidity in corporate bond markets:

1. Undermines firms' abilities to **issue debt**.
2. Threatens **financial stability**.

Market Liquidity

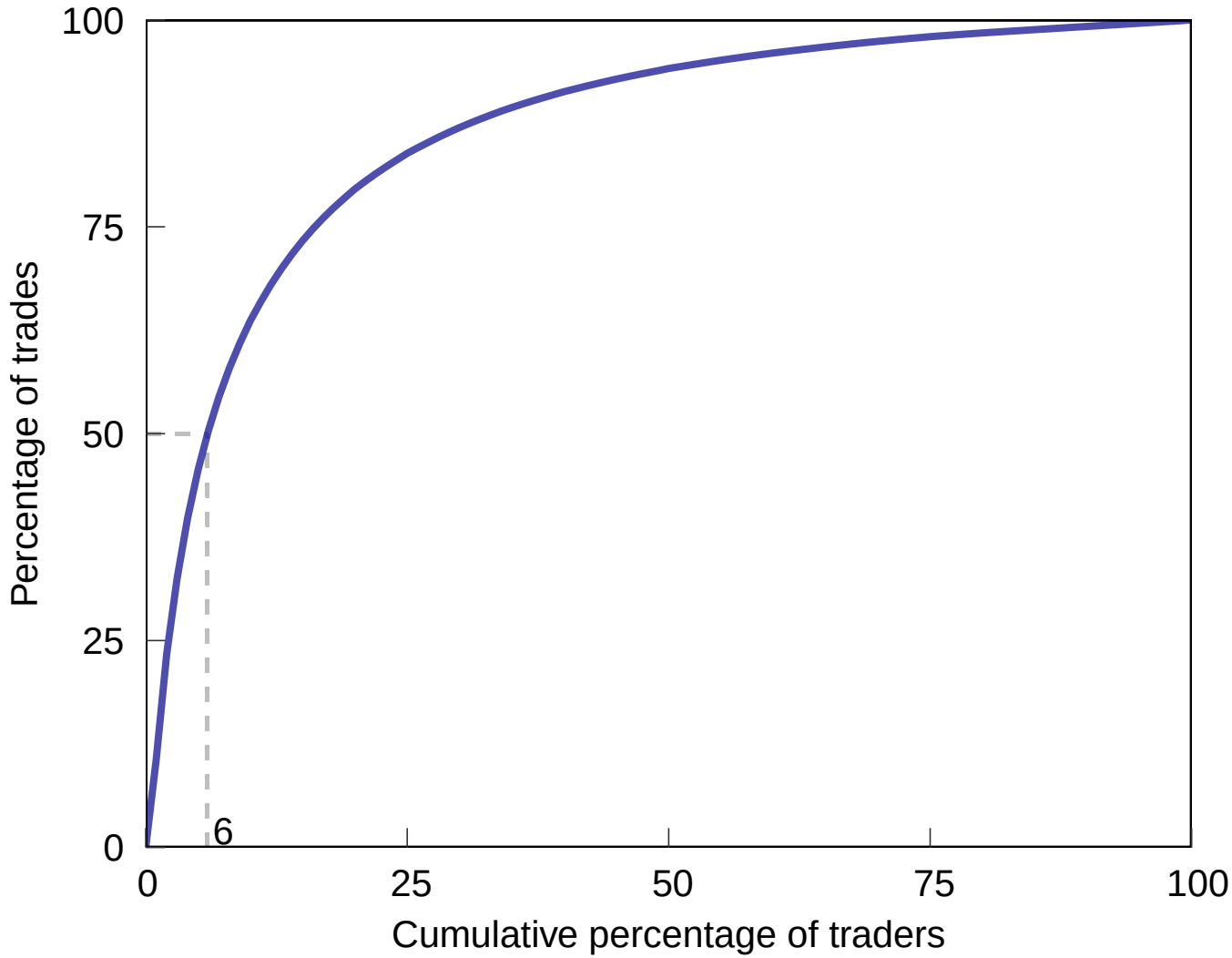
Liquidity is an equilibrium outcome which is shaped by:

1. Financial conditions.
2. Trading technologies.
3. Regulatory policy.

This Paper

Combine theory with unique dataset on **secondary market for sterling corporate bonds** to study liquidity and its determinants.

Firm Heterogeneity



Research Questions

Firm heterogeneity: a small subset of frequent traders do the bulk of trading.

Q1: To what extent is **liquidity** reliant on a small subset of frequent traders?

Q2: How does this heterogeneity interact with:

1. Financial shocks?
2. Trading platforms?
3. Banking regulation?

Approach

1. Data on **all firms' trading** in sterling corporate bonds.
2. Empirical facts on trader heterogeneity, intermediation, and trading activity.
3. Search & matching model of trading informed by the data.
   $\rightarrow$ **Heterogeneous search costs** across traders.
4. Structural estimation.
   $\rightarrow$ Pin down search cost distribution.
5. Counterfactual analyses.

Literature

Findings

Q1: Is liquidity reliant on a small subset of traders? 8% most frequent traders supply as much liquidity as the remaining 92%.

Q2: How does this heterogeneity interact with:

1. Financial shocks? Market highly vulnerable to shocks to frequent traders.
2. Trading platforms? Platforms efficiency-enhancing, but harm frequent traders $\rightarrow$ will resist their introduction.
3. Bank capital regulation? Reduces liquidity, but market responses reduce costs by 30%. Costs increase in a stress.

Literature & Contribution

OTC Market liquidity and its determinants.

Market features. Di Maggio, Kermani & Song (2017), Li & Schürhoff (2019), Fontaine & Walton (2020).

Post-crisis regulation. Adrian, Fleming, Shachar & Vogt (2017), Bao, O'Hara & Zhou (2018), Bessembinder, Jacobsen, Maxwell & Venkataraman (2018), Choi & Huh (2021), Schultz (2017).

Financial shocks. Eisfeldt, Herskovic, Rajan & Siriwardane (2021).

Trading mechanisms. Allen & Wittwer (2021), Barclay, Hendershott & Madhavan (2015), Plante (2018).

Innovation:

1. Structurally estimate model of liquidity.

Contribution:

1. Explain mechanisms.
2. Counterfactual scenarios.

Literature & Contribution

Search models of financial markets.

Duffie, Gârleanu & Pedersen (2005, 2007), Afonso & Lagos (2015); Lagos & Rochetau (2009), Vayanos & Weill (2008), Uslu (2019). Neklyudov (2019), Farboodi, Jarosch & Shimer (2021), Liu (2020). Brancaccio, Li & Schürhoff (2020), Allen, Clark & Houde (2019), Gavazza (2016).

Innovation:

1. Structural estimation.
2. Endogenous search & unconstrained holdings.

Contribution:

1. Quantitative importance.
2. Traders vary search intensity to manage balance sheets and respond to shocks. Approach Findings

Data & Facts

The Secondary Market for Sterling Corporate Bonds

Issuers: British Petroleum, Manchester United.

Traders: Banks, asset managers, hedge funds & insurers.

Trading is **bilateral** and typically **phone-based**.

Rough distinction between **dealers**—who intermediate/supply liquidity—and **customers**—who demand it.

Bond market **dealers tend to be banks**.

Data

Trade data

Bank of England transaction-level data on secondary market for **sterling corporate bonds**.

- Any transaction by UK-regulated firm or EU subsidiary of UK-regulated firm.
- 2012-2017.
- **Fields:** price, quantity, time of trade, trader identities.

Bond characteristics data

Refinitiv Eikon data on primary issuance and bond characteristics.

Comparative advantage: Identity of all traders.

Empirical Facts

1. Trading is concentrated in a small subset of frequent traders.
2. Frequent traders intermediate.
3. Both dealers & customers demand and supply liquidity.
4. Traders vary trading frequency to manage balance sheets.
5. Dealer trading behaviour varies with capital regulation.

Fact 1 Fact 2 Fact 3 Fact 4 Fact 5

Endogenous Trading Frequency

	Probability (%)	
	Theory	Data
Paired trades	6.9	44
Offsetting trades	3.5	31

Paired: firm trades same bond more than once on same day.

Offsetting: firm buys and sells same bond on same day. Back

Empirical Facts

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Fact 1 Fact 2 Fact 3 Fact 4 Fact 5

Model

Overview

Search and matching framework in the spirit of Duffie, Gârleanu & Pedersen (2005) and Uslu (2019).

- Dynamic model.
- Single tradable asset.
- Continuum of risk-averse traders.
- Shocks to traders' valuations $\rightarrow$ gains to trade.
- Search frictions $\rightarrow$ illiquidity.
- Random search $\rightarrow$ meetings $\rightarrow$ bilateral bargaining.

The Model and the Data

Trading is concentrated in small set of firms.
$\rightarrow$ **heterogeneous costs** of searching.

Firms adjust trading frequency to manage balance sheets.
$\rightarrow$ **endogenous search** intensity.

Dealers & customers demand and supply liquidity.
$\rightarrow$ **endogenous intermediation**.

Components of Equilibrium

Trader type (search cost z, valuation β, holdings h) $\equiv \Delta$.

Inputs

- Utility parameters.
- Shock frequency.
- Search cost distribution.
- Matching function.

Equilibrium outcomes

- Quantity $q(\Delta, \Delta')$ & price $p(\Delta, \Delta')$.
- Search intensity $\gamma(\Delta)$.
- Value function: $V(\Delta)$.
- Distributions: $\Phi(\Delta)$.

Value Function

Equation governing traders' optimal behaviour:

$$r \underbrace{V(z,\beta,h)}_{\text{Value}} = \underbrace{u(\beta,h) - s(z,\gamma(z,\beta,h))}_{\substack{\text{Flow value \&} \\ \text{search costs}}} + \underbrace{\eta \int (V(z,\beta',h) - V(z,\beta,h)) G(d\beta')}_{\text{Switch type}} +$$

$$\frac{1}{2} \iiint \underbrace{m(\gamma(z,\beta,h),\gamma(z',\beta',h'))}_{\substack{\text{Meeting} \\ \text{probability}}} \underbrace{S((z,\beta,h),(z',\beta',h'))}_{\text{Surplus}} \Phi(dz',d\beta',dh')$$

Equilibrium Decisions

Trading Decision Details

- **Nash bargaining** over price $p(\Delta, \Delta')$ & quantity $q(\Delta, \Delta')$.
  - Quantity maximises the surplus. Quantity
  - Price splits the surplus equally. Price

Search Decision Search

- Search intensity $\gamma(\Delta) \rightarrow$ MC=MB.
- Traders search harder:
  - if they have **low search cost**.
  - when **gains to trade are higher.**

Asset Distributions

- Steady state $\rightarrow$ **trading flows** perfectly balance **shock flows**.
- Market clears. Details Equilibrium

Equilibrium Trading & Liquidity

Values $V(z, \beta, h)$ are concave in holdings.

- Traders have a **target holding** that depends on their search cost and valuation.
- Traders with **low valuations and high holdings sell** the asset.
- Traders with **high valuations hold more** of the asset.

Market Depth: maximum amount that could be sold per unit time without depressing price by more than a given amount.

- **Extensive margin**: how frequently can I trade?
- **Intensive margin**: how costly is it for me to trade?

Definition

Estimation & Results

Estimation

Parametric assumptions: Utility, search cost & shock process parameters.

GMM: match theoretical to empirical moments.

Moments summarising the joint distribution of holdings, trading frequency, price and quantity. Search costs Matching Moments

Interpreting Parameter Values

Estimated model fits data well. Moment Fit Estimates

Highly **skewed distribution of search costs** $\rightarrow$ large technological advantage for frequent traders.

Trading more frequent than shocks.

- Quantity rationing.
- Liquidity supply.

Research Questions

Q1: To what extent is liquidity reliant on a small subset of traders?

Q2: How does firm heterogeneity interact with:

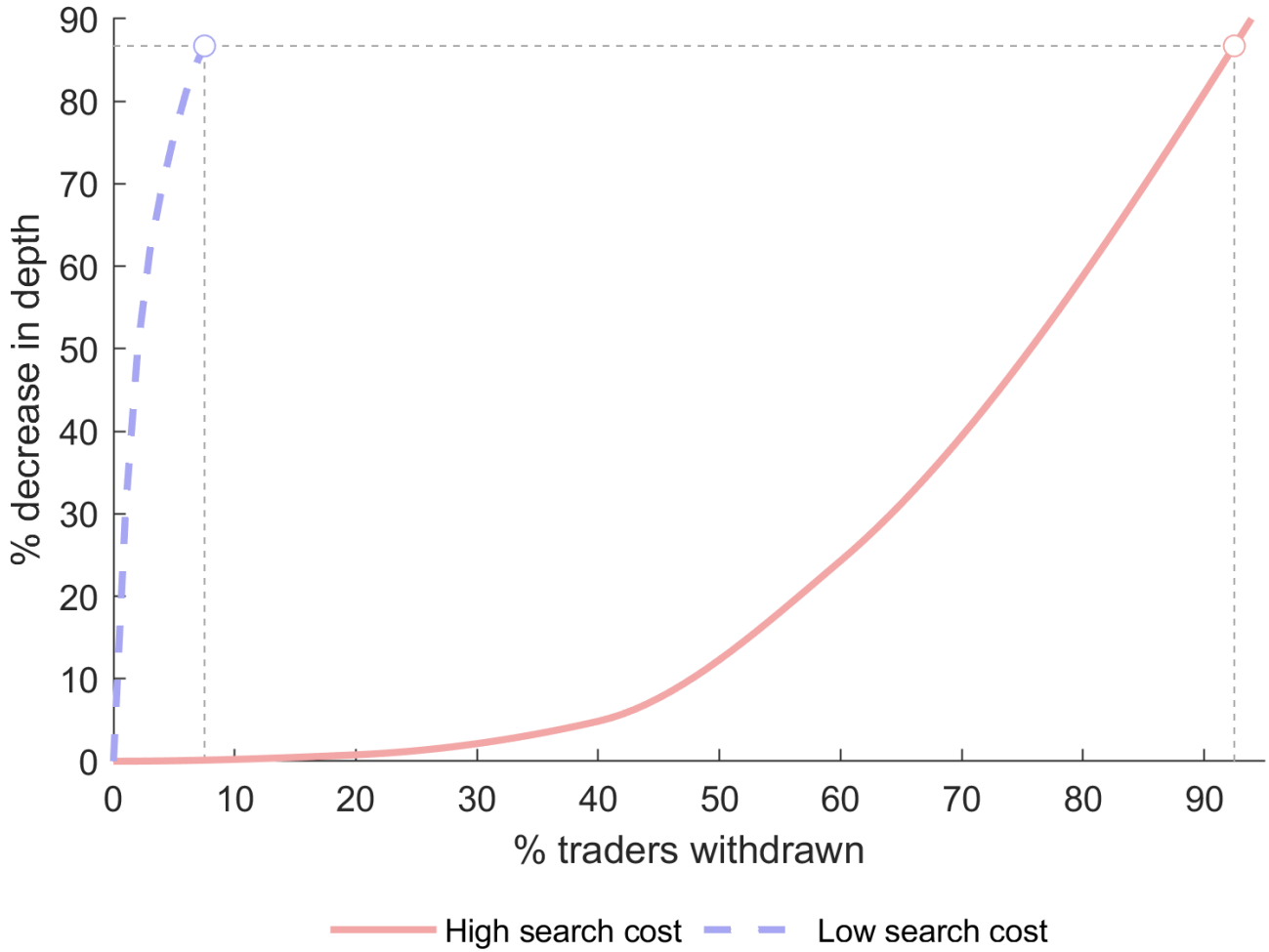
1. Financial shocks?
2. Trading platforms?
3. Banking regulation?

Research Questions: Heterogeneity

Question: To what extent is liquidity reliant on a small subset of traders?

Exercise: Withdraw sets of traders and compute impact on liquidity.

Contributions to Liquidity



8% of traders supply as much liquidity as the remaining 92%.

Research Questions: Platforms

Question: How does firm heterogeneity interact with **trading platforms**?

Exercise: Simulate impact of trading platforms on liquidity & welfare.

Trading Platforms

Market historically **over-the-counter**: bilateral and phone-based.

Slow increase in **platform-based trading**:

- Multilateral electronic trading platforms.
- Bids posted to all platform members.

Success requires sufficient uptake.

Two types of counterfactual.

1. Platforms as **reduction & homogenisation of search costs**:
   $\rightarrow$ set all search costs to those of the lowest-cost trader.
2. Platforms as **more efficient trading mechanisms**:
   $\rightarrow$ Walrasian equilibrium.

Trading Platforms: Results

	Baseline		Homog.	Walras.
	Low cost	High cost	Agg.	Agg
Spreads, bps	223	-223	0	0
Utility	16.3	13.3	14.5	14.5
Aggregate				
Price variance, bps	378		90	0
Utility	13.8		14.5	14.5

Platforms improve liquidity and welfare, but **frequent traders worse off**.

Trading Platforms: Drivers

Trading platforms a trade-off for most efficient traders:

- Pro: improved search technology.
- Con: loss of competitive advantage.

Estimation:

- Frequent traders can trade more frequently than shocked.
  $\rightarrow$ **Benefits are small**.
- Skewed search cost distribution $\rightarrow$ large competitive advantage.
  $\rightarrow$ **Costs are large**.

Frequent traders will resist introduction of platforms.

Trading Platforms: Implications

How do frequent traders block platforms?

- Intermediaries' balance sheet capacity required on platform.
- Intermediaries hold more of bond at issuance.
- Intermediaries generate as well as satisfy trading volume.

Can traders find a way around this?

- Recent collaborations between platform companies and investment banks.

Research Questions: Banking Regulation

Question: How does firm heterogeneity interact with **bank capital regulation**?

Exercise: Simulate impact of capital regulation on liquidity & welfare. Details

Capital Regulation and Bond markets

Rationalises recent trends in markets:

- Capital **regulation reduces liquidity**, but **markets adjust** to reduce the costs.
  - Adjust search to better control balance sheet.
  - Bonds pass to non-dealers.
  - Non-dealers supply liquidity.
- **In sell-offs**, dealers are called upon to buy assets, and are less willing to do so $\rightarrow$ **costs go up**.

Findings

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Literature

Conclusion

Combine theory and data to quantitatively study **liquidity in OTC markets**.

$$\text{Data} \xrightarrow[\text{Identification}]{\text{Features}} \text{Model} \longrightarrow \text{Results}$$

Study implications for:

1. Resilience of liquidity.
2. Trading technologies.
3. Regulatory policy.

Thanks!

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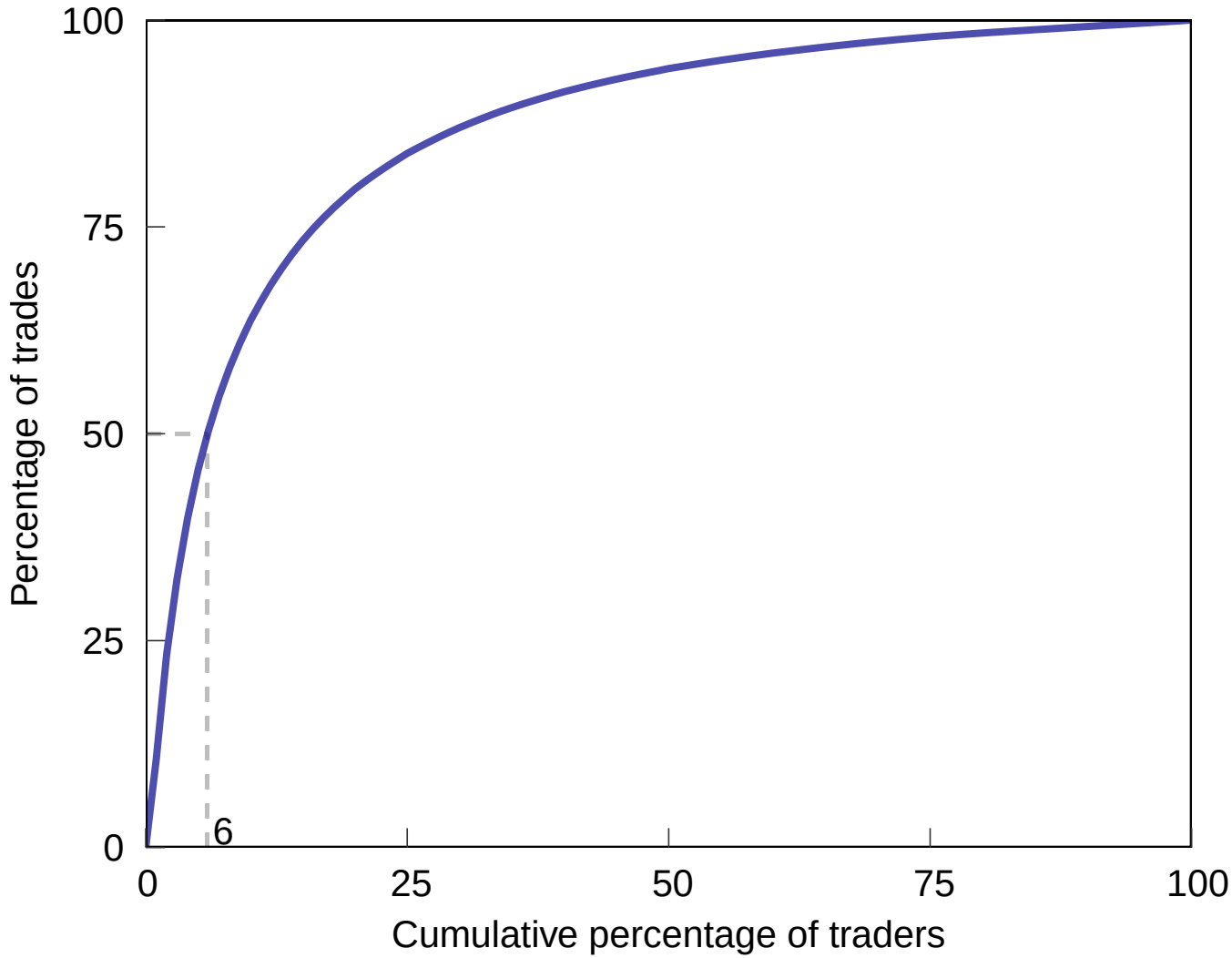
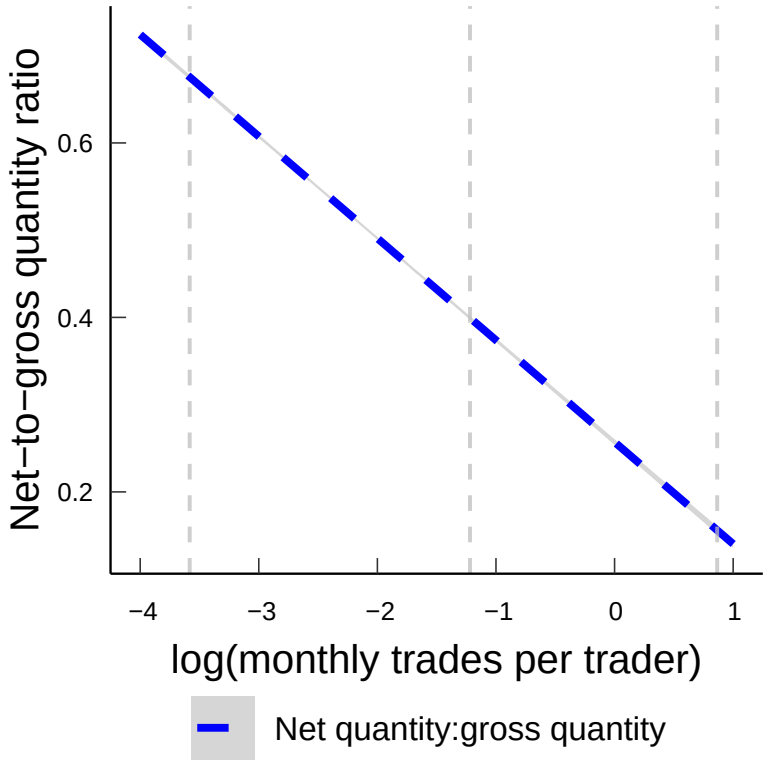
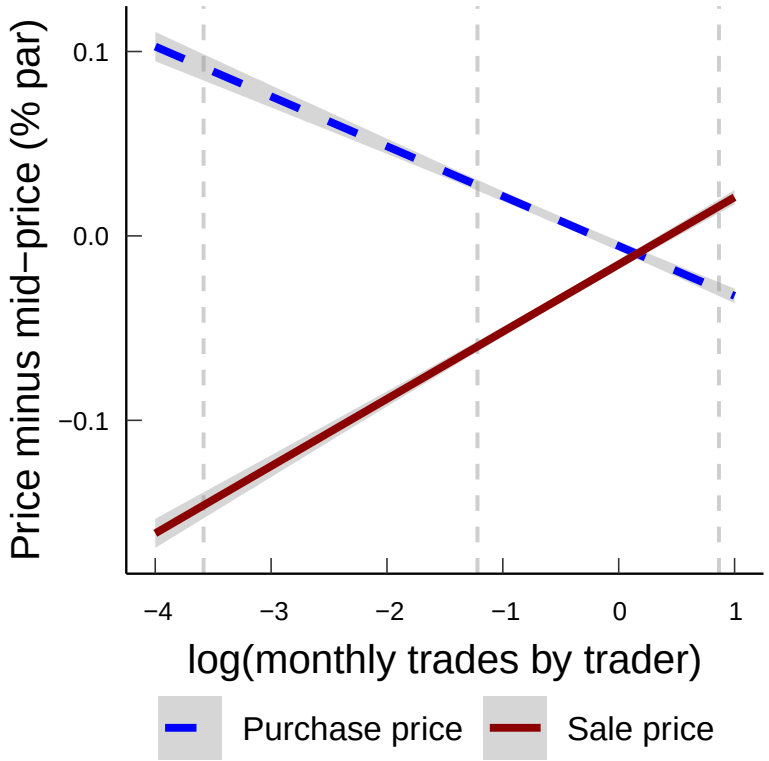
Firm Heterogeneity



Back

Intermediation & Trading Frequency





Frequent traders earn money by transferring bonds from sellers to buyers. Back

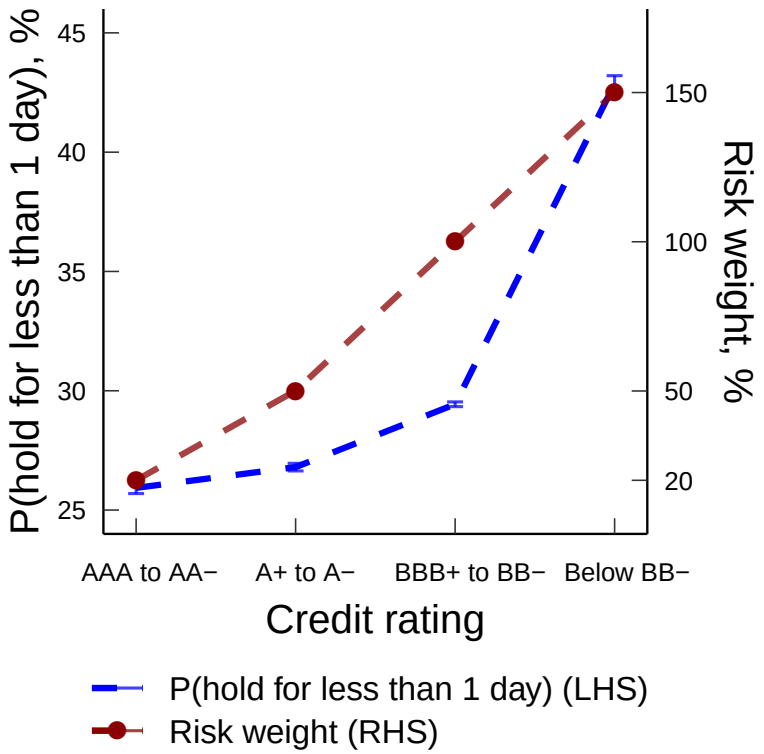
Trading by Firm Type

Buyer\ Seller	Customer	Dealer
Customer	23	30
Dealer	33	14

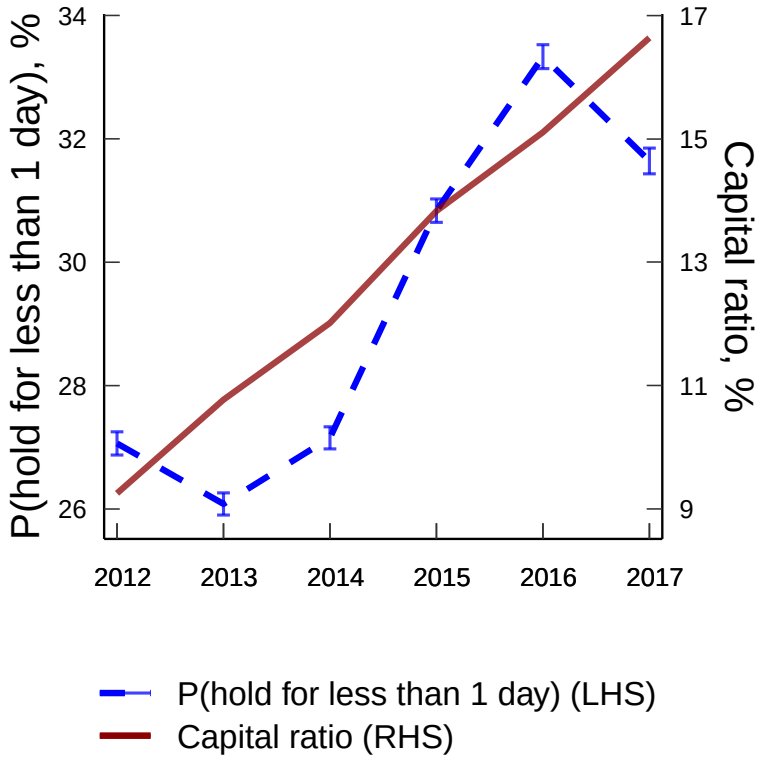
All traders face incentives to demand and supply liquidity.

Firms that are not traditional 'dealers' seek to make money by supplying liquidity (BlackRock, 2015). Back

Dealer Trading and Capital Regulation



By risk weight



Through time

Traders condition their trading behaviour on regulation. Back

Trading Quantity

Nash bargaining: price $p(\Delta, \Delta')$ & quantity $q(\Delta, \Delta')$ maximise product of traders' surpluses.

Quantity maximises the trading surplus. Further Details

$$\underbrace{V_3(z, \beta, h - q(\Delta, \Delta'))}_{\Delta \text{ marginal valuation}} = \underbrace{V_3(z', \beta', h' + q(\Delta, \Delta'))}_{\Delta' \text{ marginal valuation}}$$

Δ sells more to Δ' when

1. $\beta < \beta'$.
2. $h > h'$.

Back

Trading Price

Price determined by traders' changes in values.

$$p(\Delta, \Delta') = \frac{1}{2}\left(\overbrace{\frac{V(z', \beta', h' + q(\Delta, \Delta')) - V(\Delta')}{q(\Delta, \Delta')}}^{\approx \text{ slope of } \Delta' \text{ value in } h'} + \underbrace{\frac{V(\Delta) - V(z, \beta, h - q(\Delta, \Delta'))}{q(\Delta, \Delta')}}_{\approx \text{ slope of } \Delta \text{ value in } h} \right)$$

Price is:

- Higher when β & β' are higher.
- More variable when the slope of $V(z, \beta, h)$ is more variable.

Identification Back

Trading Decisions

Nash bargaining: price $p(\Delta, \Delta')$ & quantity $q(\Delta, \Delta')$ maximise product of traders' surpluses.

Quantity maximises the surplus. Details
$\rightarrow \Delta$ sells more to Δ' when $\beta < \beta'$ and/or $h > h'$.

Price splits the surplus. Details
$\rightarrow$ Price is higher when β & β' are higher and/or h & h' are lower.

Let $S(\Delta, \Delta')$ denote surplus at the optimal quantity. Back

Endogenous Search

FOC of value function:

$$\underbrace{s_2(z, \gamma(\Delta))}_{\text{Marginal cost of search}} = \frac{1}{2} \int \underbrace{\frac{\partial m(\gamma(\Delta), \gamma(\Delta'))}{\partial \gamma(\Delta)}}_{\text{Increase in meetings}} \underbrace{S(\Delta, \Delta')}_{\text{Surplus from meeting}} \Phi(d\Delta')$$

Traders search harder:

1. if they have **low search cost**.
2. when **gains to trade are higher.**

Back

Asset Distributions

Steady state: zero net inflows into all types.
$\rightarrow$ **Trading flows** perfectly balance **shock flows**. Equation

Market clearing:

$$\iiint h\Phi(dz, d\beta, dh) = a$$

Back

Equilibrium

Steady state such that:

- Value functions solve the trader problem.
- Prices and quantities are determined by Nash bargaining.
- Search is chosen optimally.
- The market clears.

Formal Definition Back

Terms of trade

Nash bargaining:

$$\max_{p,q} \overbrace{(V(z,\beta,h-q)-V(\Delta)+pq)}^{\text{type } \Delta \text{ surplus}}\overbrace{(V(z',\beta',h'+q)-V(\Delta')-pq)}^{\text{type } \Delta' \text{ surplus}}$$

$$\text{s.t.} \quad V(z,\beta,h-q)-V(\Delta)+pq \geq 0,$$
$$V(z',\beta',h'+q)-V(\Delta')-pq \geq 0.$$

$p(\Delta,\Delta')$ is per-unit price.

$q(\Delta,\Delta')$ is quantity sold from Δ to Δ'.

Back

Steady state

$$\iint_{\underline{\beta}}^{\beta^*}\int_{h^*}^{\infty} m(\gamma(\Delta),\gamma(\Delta'))\phi(\Delta)\phi(\Delta')\mathbb{1}(q(\Delta,\Delta') \geq h - h^*)dhd\beta d\Delta' -$$

$$\iint_{\underline{\beta}}^{\beta^*}\int_{-\infty}^{h^*} m(\gamma(\Delta),\gamma(\Delta'))\phi(\Delta)\phi(\Delta')\mathbb{1}(q(\Delta,\Delta') < h - h^*)dhd\beta d\Delta'$$

$$= \eta(1-G(\beta^*))\int_{\underline{\beta}}^{\beta^*}\int_{-\infty}^{h^*}\phi(\Delta)dhd\beta - \eta G(\beta^*)\int_{\beta^*}^{\bar{\beta}}\int_{-\infty}^{h^*}\phi(\Delta)dhd\beta$$

Back

Equilibrium

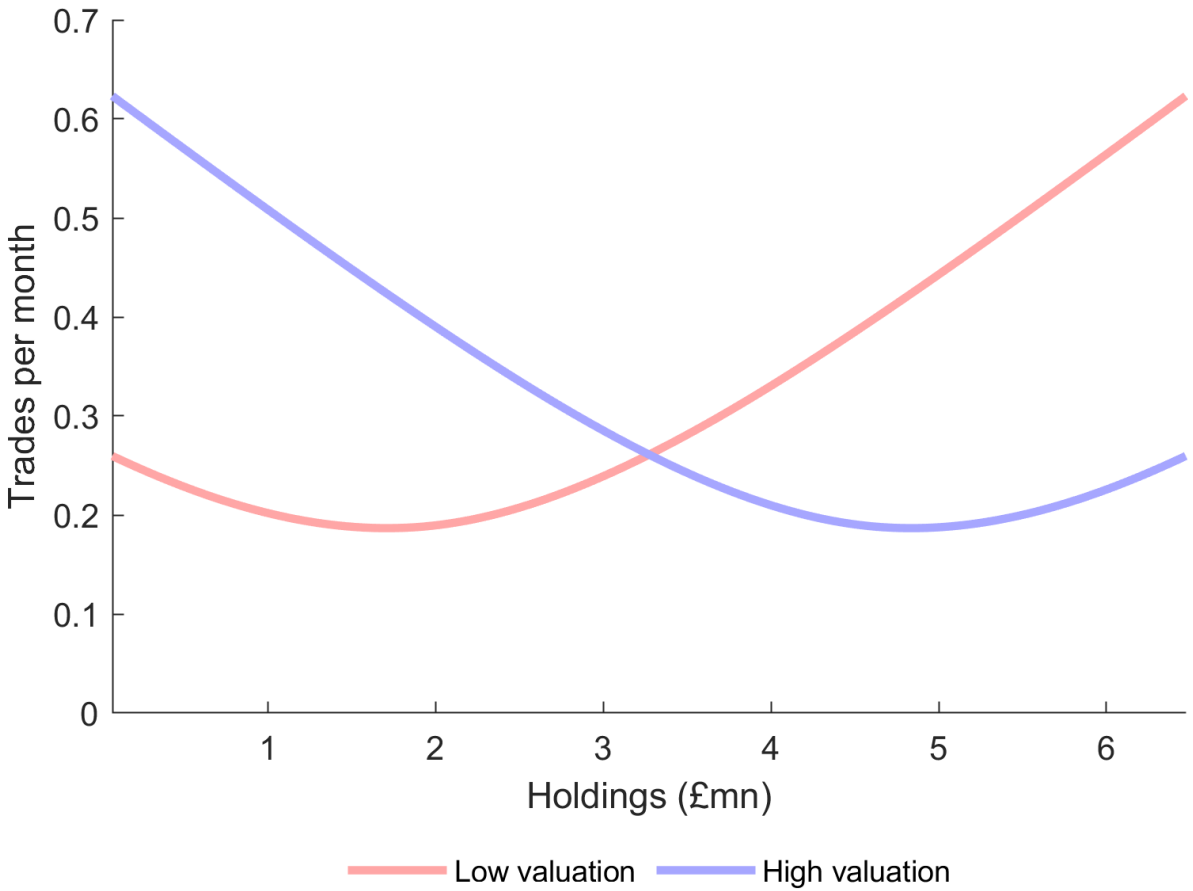
Let $\mathcal{T} \equiv \mathbb{R}^+ \times [\beta_L, \beta_H] \times \mathbb{R}$ be the type space.
An equilibrium is

1. distribution function $\Phi : \mathcal{T} \to [0, 1]$;
2. value function $V : \mathcal{T} \to \mathbb{R}$;
3. search intensity function $\gamma : \mathcal{T} \to \mathbb{R}^+$;
4. pricing $p : \mathcal{T}^2 \to \mathbb{R}^+$ and trade quantity $q : \mathcal{T}^2 \to \mathbb{R}$;

such that

- Value functions solve the trader problem.
- Price and quantities are determined by Nash bargaining.
- Search is chosen optimally.
- The system is in steady state.
- The market clears. Back

Search in Equilibrium



Traders vary search to manage holdings around a target:

1. Respond to shocks.
2. Offset trades. Back

Market Depth

Maximum willingness to pay:

$$\frac{V(z,\beta,h+q)-V(z,\beta,h)}{q} \xrightarrow[q\to 0]{} V_3(z,\beta,h)$$

Maximum $q^\pi(\Delta,D)$ that can be sold to this trader at price discount no greater than D:

$$\underbrace{\frac{V(z,\beta,h+q^\pi(\Delta,D))-V(z,\beta,h)}{q^\pi(\Delta,D)}}_{\text{price for } q^\pi(\Delta,D)} = \underbrace{V_3(z,\beta,h)}_{\text{current price}} - D,$$

Market depth is the trade-weighted average of $q^\pi(\Delta,D)$ times the average frequency of trading 2Γ:

$$\Pi(D) = 2\Gamma \int \frac{\gamma(\Delta)\phi(\Delta)}{\Gamma} q^\pi(\Delta,D)\,d\Delta.$$

Back

Matching function

Linear matching function:

$$m(\gamma, \gamma') = 2\gamma \frac{\gamma'}{\Gamma}$$

where

$$\Gamma = \int \gamma(\Delta)\Phi(d\Delta)$$

$\rightarrow$ Conditional on contact, counterparty chosen randomly with likelihood proportional to γ'. Back

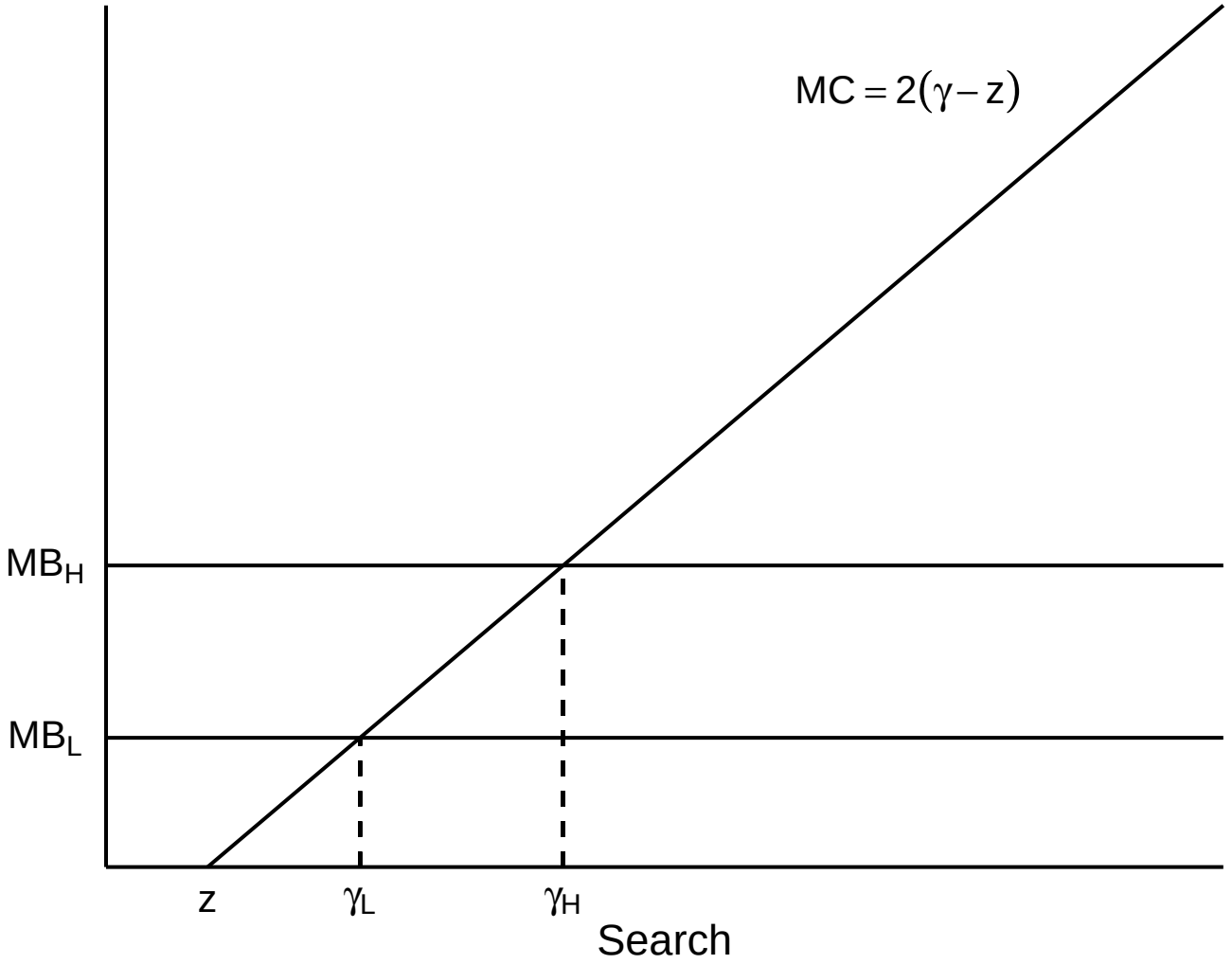
Search costs

Search cost function given by:

$$s(z, \gamma) = (\gamma - z)^2$$

$\rightarrow$ base level of contacts, with constant marginal cost above this base. Back

Search technology



Back

Moments

Expectations

1. Average trading frequency n.
2. Average trade size $|q|$.
3. Average price p.

Across traders

4. Standard deviation of trading frequency n.

Within traders

5. Standard deviation of holdings h.
6. Standard deviation of prices p.
7. Correlation between quantity sold q and holdings h.
8. Correlation between absolute inventory $inv \equiv |h - s|$ and trading frequency n. Back

Model Fit

Moment	Data	Model
Expectations		
Price, %	1.09	1.09
Trade size, £mn	0.67	0.55
Trading frequency, per month	0.44	0.43
Holdings, £mn	3.27	3.27
Across traders		
Std. dev. trading frequency, per month	0.55	0.55
Within traders		
Std. dev. price, %	0.04	0.04
Std. dev. holdings, £mn	1.23	1.31
Correlation inventory & trading frequency	0.08	0.09
Correlation holdings & quantity sold	0.33	0.30

Back

Parameter Estimates

Parameter	Estimate
Search efficiency $z \sim \Gamma(k_z, \theta_z)$	
k_z	0.545
θ_z	0.374
Shock frequency η	
η	0.040
Utility $u(h) = \beta h - 0.5\kappa h^2$; $\beta \sim U(\mu_\beta, \sigma_\beta)$	
μ_β	0.031
σ_β	0.015
κ	0.008

Inference Back

Capital Regulation

Concerns tighter capital regulation for dealer-banks has harmed liquidity (Duffie, 2018).

Capital counterfactual:

$$u(h) = \beta h - \tau|h| - \frac{1}{2}\kappa h^2$$

for $\tau = 0.01$ for 15% of traders with lowest search costs.

Exercise: suppose capital regulation raises cost of inventory by τ – what is the impact on markets?

Assessing **cost of capital regulation**—impact on markets—but not the benefits—bank resilience. Summary