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AFFILIATIONS

July 2013- Assistant Professor of Finance, Ross School of Business, University of Michigan

2018- Center on Finance, Law, and Policy Faculty Affiliate

EDUCATION

Ph.D. Applied Economics, The Wharton School, University of Pennsylvania, May 2013
Dissertation: “*Essays in Household Finance and Housing Economics*”

M.S. Applied Economics, The Wharton School, University of Pennsylvania, 2011

B.A. Economics and Mathematics, Emory University, *summa cum laude*, 2005
Phi Beta Kappa (2004)

RESEARCH AND TEACHING FIELDS

Real Estate Finance, Behavioral Finance, Household Finance, Financial Media

TEACHING EXPERIENCE

2014-21 Real Estate Finance & Investments (MBA), Ross School of Business
Average Teaching Evals (2016): 4.5/5.0

2014-21 Real Estate Finance & Investments (BBA), Ross School of Business
Average Teaching Evals (2016): 4.7/5.0

2010-12 Managerial Economics (MBA), Teaching Assistant, Wharton

2010-12 Risk Management (MBA, BBA), Teaching Assistant, Wharton

GRANTS

2016 Principal Investigator, Russell Sage Foundation “The Effect of Better Neighborhoods on Household Financial Wellbeing and Access to Credit: Evidence from the Moving to Opportunity Experiment” with Sarah Miller \$150,000

HONORS AND AWARDS

- 2015 NTT Fellowship Award, University of Michigan (Finance)
- 2014 American Real Estate and Urban Economics Homer Hoyt Best Dissertation Award
- 2012 Connie K. Duckworth Doctoral Fellowship, Wharton
- 2011 American Finance Association Meeting Doctoral Student Grant
- 2011 NBER Household Finance Fall and Summer Doctoral Student Grant
- 2010 Russell Sage Foundation Summer Institute Fellow in Behavioral Economics
- 2009 Yale Summer Institute Fellow in Behavioral Finance
- 2010-13 Bradley Foundation Doctoral Fellowship, Wharton
- 2008-13 Dean's Fellowship for Distinguished Merit, University of Pennsylvania
- 2008-12 S.S. Huebner Foundation Doctoral Fellowship, Wharton
- 2005-06 Robert T. Jones, Jr. Scholarship, Emory University (*awarded to 4 graduating seniors for outstanding scholarship and citizenship for a year abroad at University of St. Andrews*)
- 2005 National Science Foundation Graduate Research Honorable Mention
- 2004 Marshall Scholarship Finalist
- 2004 Rhodes Scholarship Semi-Finalist
- 2001-05 Robert C. Byrd Scholarship, Emory University
- 2001-05 Dean's Achievement Scholarship, Emory University

Publications

"The Effect of Better Neighborhoods on Financial Borrowing: the Moving to Opportunity Experiment" (*w. Sarah Miller*), *The Review of Financial Studies*, <https://doi.org/10.1093/rfs/hhaa060> May 2020

"Quantifying Sentiment with News Media Across Local Housing Markets," *The Review of Financial Studies*, Volume 31, Issue 10, October 2018, Pages 3689–3719.

"How Financial Literacy Affects Household Wealth Accumulation", *American Economic Review P&P*, 2012, Volume 102, pages 300-304. (with Olivia S. Mitchell and Jere Behrman)

"Voluntary Contributions to a Dynamic Public Good: Experimental Evidence," *Economics Letters*, Volume 98, Issue 1, January 2008, pages 71-77 (with Charles Noussair)

Working Papers

"Does Increasing Formal Credit Reduce Payday Loan Borrowing?" (*w. Sarah Miller*) *submitted*

- 2020 NBER Corporate Finance Summer Institute paper,
- 2019 Colorado Finance Summit Best Paper Award

"What Drives Disparities in Neighborhood Credit Across the U.S.? Evidence from a New Subprime Credit Panel" (*w. Sarah Miller*)

“Contagious Sentiment Across Markets: Evidence from the U.S. Housing Crisis”

- UC-Davis Junior Behavioral Finance Workshop, December 2016 (invitation only)

“Timing the Housing Market” (*w. Todd Sinai*)

- 2014 ASSA Meetings Paper, Philadelphia, January 2014

“Financial Literacy, Schooling, and Wealth Accumulation” (*w. Olivia Mitchell, Jere Behrman*)

- NBER Working Paper, No. 16542 (AER Publication Longer Version)

Conferences and Seminar Presentations:

**scheduled*

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| 2021 | Western Finance Association Meetings (discussant)* |
| 2020 | NBER Summer Institute Corporate Finance Meetings, University of Toronto Finance Seminar, PUC Chile Finance Seminar, University of Chicago Behavioral Approaches to Financial Decision Making Conference (discussant), Finance in the Cloud (facilitator), American Economic Association Annual Meetings (discussant) |
| 2019 | New York University Stern Business School Real Estate Seminar Series, Federal Reserve Board Community Development Research Symposium, Western Finance Association Annual Meetings, Pre-WFA Real Estate Symposium (discussant), Federal Reserve Board – George Washington University Financial Literacy Seminar Series, European Finance Association Annual Meetings (discussant), University of Houston, University of California Berkeley Real Estate Seminar Series, University of Oregon |
| 2018 | NBER Household Finance Summer Institute, Colorado Finance Summit, University of Michigan Economics and Finance Day |
| 2017 | American Finance Association Annual Meetings (discussant) |
| 2016 | Caltech Behavioral Finance Conference, Washington University at St. Louis Olin Business School 14 th Annual Conference on Corporate Finance (discussant), NYU Stern Women Assistant Professors of Finance Conference, University of Rochester Simon School of Business (Finance), Western Finance Association Real Estate Symposium (discussant), European Finance Association Annual Meetings (discussant) |
| 2015 | American Finance Association Annual Meetings Boston, University of Michigan (Management & Operations) |
| 2014 | NBER Behavioral Finance Workshop Chicago, University of California-Davis Annual Symposium “Information and Asset Prices”, Duisenberg School of Finance Workshop in Behavioral Finance, American Economic Association Annual Meetings Philadelphia (paper presentation and discussant), American Finance Association Annual Meetings (discussant), Financial Intermediation Research Society Conference Quebec City (discussant), Financial Management Association Annual Meetings Nashville, Center for Law, Finance, and Policy University of Michigan, European Winter Finance Summit |

Zermatt, 3rd Annual University of Michigan Economics and Finance Day, University of Michigan Hosmer-Hall Lunch Seminar Series

- 2013 University of Michigan (Ross), Harvard Business School, University of California-Berkeley, New York University (Stern), Washington University in St. Louis (Olin), University of Illinois at Urbana-Champaign, HEC Paris, University of Miami, Michigan State University, George Mason University, Federal Reserve Bank of Boston, Federal Reserve Bank of Philadelphia, Queen's University (Belfast), NBER Economics of Real Estate & Local Public Finance
- 2012 Federal Reserve Bank of Chicago Summer Workshop in Money, Banking, and Finance, Wharton Finance Brown Bag Seminar, Wharton Applied Economics Seminar
- 2011 Wharton Applied Economics Summer Seminar, London Business School TransAtlantic Doctoral Conference
- 2010 Yale University Whitebox Graduate Student Conference, London Business School TransAtlantic Doctoral Conference, London Business School
- 2005 Economic Science Association Annual Meetings Montreal

Profess:

Journal of Finance, Review of Financial Studies, Journal of Public Economics, The Review of Economic Studies, Journal of Monetary Economics, Management Science, Journal of Banking and Finance, Journal of Housing Economics, Journal of Urban Economics, Real Estate Economics, Journal of Pension Economics, Journal of Ageing, Journal of Consumer Affairs, Economic Development and Cultural Change

SERVICE:

- 2019 CVC Committee, PhD Committee
- 2018 Mitsui Finance Seminar Series (co-organizer)
- 2016 Ross Finance Faculty Annual (FUN) Retreat Committee
- 2015 Homer-Hoyt Best Dissertation Award Selection Committee, Ross Finance Junior Faculty Committee, Mitsui Finance Seminar Series (Co-organizer), Center for Economic Studies (Census) Proposal Review, University of Cape Town Thesis Review
- 2014 Mitsui Finance Seminar Series (Co-organizer), 22nd Mitsui Finance Symposium on Non-standard Preference and Beliefs, Ross Finance Junior Faculty Committee

PROFESSIONAL EMPLOYMENT:

- 2004-05 Research Assistant, Macro Policy Team, Federal Reserve Bank of Atlanta

MEDIA COVERAGE:

Wall Street Journal "Want to Know Where Home Prices Are Headed? Read the Papers" (Sept 2013)

Chronicle of Higher Education “How Small Changes Are Improving Gender Balance at One Business School” (Dec 2014)

Dividend Magazine “What Are You Thinking About?” (Spring 2014)

ABSTRACTS:

“Do Neighborhoods Affect the Credit Market Decisions of Low-Income Borrowers? Evidence from the Moving to the Opportunity Experiment?” (w. Sarah Miller)

This paper isolates the causal impact of neighborhood environment on credit outcomes of low-income borrowers by analyzing the participants of the Moving to Opportunity (MTO) experiment. MTO was a unique, large-scale experiment that offered families vouchers to move to better neighborhoods via randomized lottery. We find higher credit scores and use for those who were required to move to the lowest poverty areas as young children. We find new evidence that better neighborhoods have direct positive impacts on the debts and delinquencies of those who moved as adults, but only among those who were allowed to choose their neighborhood.

“Does Increasing Formal Credit Access Reduce Payday Borrowing?” (w. Sarah Miller)

The use of high cost “payday loans” among subprime borrowers has generated substantial concern among policymakers. Existing research is not clear as to whether this type of high cost borrowing behavior is driven by credit constraints, or if it instead reflects poor information. This paper provides the first evidence of substitution between “alternative” and “traditional” credit by exploiting an unexpected positive shock to credit access: the removal of a Chapter 7 bankruptcy flag. We find that use of traditional credit increases, and payday loan usage decreases, when a bankruptcy flag is removed. However, we also document increases in subprime installment borrowing at the time of a flag removal, indicating that providing access to formal credit induces a shift in the type of alternative credit products used, rather than eliminating the use of alternative credit products altogether.

“What Drives Disparities in Neighborhood Credit? Evidence from a New Subprime Credit Panel” (w. Sarah Miller)

We examine the geographic variation in subprime borrowing with a new administrative panel that tracks the payday loan usage and subprime credit activity of 1 million borrowers across the United States. We exploit the variation in migration across borrowers to decompose differences in subprime credit activity across areas into location-specific factors and individual borrower-specific characteristics. We find that neighborhood factors are responsible for over 80 percent of the differences in subprime borrowing across areas, and borrower specific factors are more important for differences in mainstream credit usage.

“Quantifying Sentiment Across Local Housing Markets”

This paper develops first measures of housing sentiment for 34 cities across the U.S. by quantifying the qualitative tone of local housing news. I find that housing media sentiment has significant predictive power for future house prices, above and beyond historically predictive factors and past returns. Sentiment leads price movements by more than two years, and is highly correlated with available survey expectations measures. The structure of the media sentiment index itself reflects a backward-looking nature consistent with extrapolative expectations. Consistent with theories of sentiment, the media sentiment index has a greater effect in markets with more minority homebuyers, more speculative investors, and across lower-priced homes. Including additional controls for subprime lending and easy credit has no impact on the magnitude of the results, but the predictive effect of sentiment is amplified in markets where more subprime loans were issued. Directly investigating the content across news articles finds that results are not driven by news stories of unobserved

fundamentals.

“Start Spreading the News: Contagious Sentiment Across Local Housing Markets”

This paper explores the potential cross-market contagion across local housing markets in the most recent U.S. housing cycle. While some markets seem to share a significant common component, this coordination appears uncorrelated with standard explanations of aggregate macroeconomic factors or geographic spillovers. I test whether the cross-market correlation can instead be explained by information channels and speculative investors. I propose news mentions as a new measure of spatial distance between housing markets, and examine whether news mentions of a local city can predict incoming flows of speculative investors and subsequent price increases. Using developed sentiment measures from Soo (2014), I explore whether these patterns look consistent with an interdependence of fundamental factors or other behavioral factors

“Timing the Housing Market” *(with Todd M. Sinai)*

We develop rigorous measures of the cost of owning and the cost of renting that enable us to compare the level of rents and ownership costs across MSAs. We show that households can predict whether renting or owning will end up being less expensive ex post. This exercise is more robust than trying to predict house price changes or housing returns because much of that uncertainty is inframarginal in the optimal own/rent decision, which depends only on the which tenure mode is cheaper. We show that households can profitably time the home ownership decision. Using several simple trading rules, we estimate that households can save as much as 50 percent of annual rental costs over a five-year period by timing the decision of when to buy a home. The potential savings varies across cities.

“Financial Literacy, Schooling, and Wealth Accumulation” *(with Olivia S. Mitchell, Jere Behrman)*

Financial literacy and schooling attainment have been linked to household wealth accumulation. Yet prior findings may be biased due to noisy measures of financial literacy and schooling, as well as unobserved factors such as ability, intelligence, and motivation that could enhance financial literacy and schooling but also directly affect wealth accumulation. We use a new household dataset and an instrumental variables approach to isolate the causal effects of financial literacy and schooling on wealth accumulation. While financial literacy and schooling attainment are both strongly positively associated with wealth outcomes in linear regression models, our approach reveals even stronger and larger effects of financial literacy on wealth. Estimated impacts are substantial enough to suggest that investments in financial literacy could have large positive effects on household wealth accumulation.