

Heejin Yoon

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Education

University of Wisconsin–Madison

PhD in Business (Real Estate)

Expected May 2026

Minor in Economics

Korea Advanced Institute of Science and Technology (KAIST)

MS in Finance

2020

Yonsei University

BBA in Business Administration

2014

Research Interests

Financial Intermediation, Household Finance, Real Estate Finance

References

Lu Han (Co-Chair)

Nathan F. Brand Chair in Real Estate and Urban
Land Economics
Wisconsin School of Business, UW–Madison
lu.han@wisc.edu

Yongheng Deng (Co-Chair)

John P. Morgridge Distinguished Chair in Business
Wisconsin School of Business, UW–Madison
yongheng.deng@wisc.edu

Anthony A. DeFusco

Jeffrey J. Diermeier Distinguished Chair in Finance
Wisconsin School of Business, UW–Madison
anthony.defusco@wisc.edu

Erik J. Mayer

Assistant Professor in Finance
Wisconsin School of Business, UW–Madison
erik.mayer@wisc.edu

Research Papers

Job Market Paper

Barriers to Reentry: Initial Borrowing Frictions, Refinancing, and Wealth Redistribution

Abstract: This paper examines how frictions encountered during the *initial* purchase mortgage origination process shape borrowers' future refinancing behavior and contribute to wealth disparities. Leveraging variation in loan officer *workload* as a quasi-random source of lender-induced origination delays, I find that experiencing a 60+ day delay lowers quarterly refinancing rates by 16–24%. Minority borrowers, low-income households, and those with lower credit scores are more likely to encounter such frictions, with evidence pointing to lender bias as a potential driver of racial disparities. A simulation from a quantitative model of refinancing behavior implies a present value loss of \$3,090 per delayed borrower, which amounts to roughly \$1.3 billion in overpayments each year when scaled to the U.S. market. The structural framework further provides insights into distributional heterogeneity in delay-induced losses, a general equilibrium effect on mortgage pricing, and policy counterfactuals—such as a rate concession on the initial mortgage and a separating-equilibrium pricing that offers lower rates on future refinancing opportunities—that could substantially mitigate these costs.

Best Paper Award, USC Marshall PhD Conference in Finance 2025

Best Poster Award, ABFER Annual Conference 2025

Presentations: ABFER Annual Conference Poster Session 2025, AsianFA Annual Conference 2025, BFWG International Conference 2025, FIRS 2025, USC Marshall PhD Conference in Finance 2025, WSB Summer Research Conference 2025, FMA Annual Meeting 2025 (Scheduled), Real Estate Finance and Investment Symposium 2025 (Scheduled), UEA North American Meeting 2025 (Scheduled)

Working Papers

1. **Nonbank Growth and Local Housing Booms** (with Hyun-Soo Choi and Yongheng Deng), 2024.
2. **How Detrimental Was the Pandemic on Commercial Mortgages? Unveiling Long-Term Consequences for Retail Sector** (with Dayin Zhang), 2024.

Publications

Peer-Reviewed Journals

1. **Innovation Spillovers Within Business Groups: Evidence from Korean Chaebols** (with Kyoungun Lee, Frederick Oh, and Donglim Shin), *Emerging Markets Review*, 60, 10115, 2024.
2. **Internal Labor Markets and Corporate Innovation: Evidence from Korean Chaebols** (with Kyoungun Lee, Frederick Oh, and Donglim Shin), *International Review of Economics & Finance*, 85(C), 146–162, 2023.
3. **Does Venture Capital Investment Enhance Corporate Innovation? Evidence from Korea** (with Kyoungun Lee, Frederick Oh, and Donglim Shin), *Journal of Business Finance & Accounting*, 50(1-2), 236–266, 2022.
4. **Social Capital and Firm Innovation: Evidence from Cooperative Banking in Korea** (with Frederick Oh), *Asia-Pacific Journal of Financial Studies*, 50(2), 147–175, 2021.
5. **The Role of Chonsej as a Price Protector in the Korean Housing Market** (with Frederick Oh) *International Economic Journal*, 33(1), 27–41, 2019.

Book Chapters

1. **The American Housing Finance System: Structure, Evolution, and Implications** (with Yongheng Deng and Susan M. Wachter), *Oxford Research Encyclopedia of Economics and Finance*, 2024, August.

Teaching*Instructor, UW–Madison*

Urban and Regional Economics (BBA) Fall 2024

Teaching Assistant, UW–Madison

Advanced Real Estate Finance (PhD) Spring 2024

Urban and Regional Economics (MBA/BBA) Fall 2023, Fall 2022

Real Estate Finance (BBA) Spring 2022, Fall 2021, Spring 2021

Real Estate Process (BBA) Fall 2020

Teaching Assistant, KAIST

Corporate Valuation (MBA) Fall 2019

Invited Presentations

2025: ABFER, ABFER PhD Poster Session, AREUEA International Conference*, AsianFA, FIRS, FMA Annual Meeting[†], BFWG International Conference, Real Estate Finance and Investment Symposium[†], UEA North American Meeting[†], USC Marshall PhD Conference in Finance, WSB Summer Conference

2024: Annual Conference on Asia-Pacific Financial Markets*, Asia-Pacific Association of Derivatives (APAD)*, AREUEA National Conference, FSU-UF Critical Issues in Real Estate Symposium, Konkuk University (South Korea), NTU* (Singapore), NUS* (Singapore), Seoul National University* (South Korea), SKKU* (South Korea), Sogang University (South Korea), TFA-KFA Joint Conference*

2022: AREUEA-ASSA Conference*

*: presentation by co-author, †: scheduled

Scholarships and Awards*Research*

Best Paper Award, USC Marshall PhD Conference in Finance 2025

Best Poster Award, ABFER Annual Conference 2025

Teaching

Henry C. Naiman Outstanding Graduate Teaching Award, Wisconsin School of Business 2025

Advanced Achievement in Teaching Award Nomination, UW–Madison	2024
Distinguished Teaching Award (2×), Wisconsin School of Business	2021–2022, 2023–2024

Other

Humane Studies Fellowship, Institute for Humane Studies	2025
Student Research Grant, UW–Madison	2025
PhD Travel Grant, Behavioural Finance Working Group (ICAEW Charitable Trusts)	2025
ABFER Travel Grant	2025
FIRS PhD Travel Grant	2025
PhD Travel Award (2×), Wisconsin School of Business	2023–2025
Dean’s Naming Gift Scholarship, Wisconsin School of Business	2020–2024

Employment

Economist, Bank of Korea (Central Bank of South Korea)	2014–2018
- Monetary Policy Board Division	2016–2018
- Macprudential Analysis Department	2014–2016
Staff Sergeant, Republic of Korea Air Force (Mandatory Military Service)	2009–2011
- Command and Control Center, Air Force Operations Command.	

Other Information

Language: English, Korean

Programming: Julia, Python, Stata

Citizenship: South Korea