

Graton Gathright

gathright.ucsd.edu
gathright@ucsd.edu
(801) 808-0569

University of California, San Diego

Placement Officer	James Andreoni	andreoni@ucsd.edu	(858) 534-3832
Placement Assistant	Rebecca Franco	refranco@ucsd.edu	(858) 534-1867

EDUCATION

Brigham Young University

B.A. in Economics April 2001

University of California, San Diego

M.A. in Economics June 2005

Ph.D. in Economics June 2009

Thesis title: *Social networks in real estate markets*

Thesis Committee and References:

Professor Joel Watson (chair)	jwatson@ucsd.edu	(858) 534-4481
Professor Silke Forbes	sjanusze@ucsd.edu	(858) 534-0630
Professor Gordon Dahl	gdahl@ucsd.edu	(858) 822-0644

TEACHING AND RESEARCH

Primary: Industrial Organization, Applied Microeconomics

Secondary: Labor economics, Real Estate, Social Networks

RESEARCH PAPER

“Word-of-mouth learning in social networks” (with Christopher Wignall)

We analyze social learning by members of the Church of Jesus Christ of Latter-day Saints (Mormons) as they select real estate agents to list their homes. Mormon congregations are particularly useful for social analysis because they are important social networks to their respective members and are defined geographically. We argue that, conditional on observables, the assignment of church members to congregations does not suffer from an unobserved selection process. Using real estate transaction data from the largest multiple listings service in Utah, we find that the average home seller is almost twice as likely to choose the same real estate agent as his neighbor if they are assigned to the same congregation. We also present evidence that home sellers respond more to the private information of neighbors who reside in the same congregation, suggesting that some of the social learning in this setting is due to word-of-mouth communication.

RESEARCH IN PROGRESS

“Reputation transmission in real estate brokerage networks”

“Estimation of dynamic models of social network formation”

“Contracting on private actions with externalities” (with Kristy Buzzard and Joel Watson)

“Asymmetric experience and housing prices” (with Samuel Dastrup and Christopher Wignall)

TEACHING EXPERIENCE

Primary Instructor Brigham Young University, Principles of Economics, 2004
University of California, San Diego, Introductory Microeconomics, 2006

Teaching Assistant Brigham Young University, 1999-2001
Econometrics
Principles of economics

University of California, San Diego, 2002 – Present
Microeconomics (Introductory and Intermediate)
Network economics

OTHER POSITIONS

Research Associate Marriott School of Management, Brigham Young University, 2001-2002

Research Assistant Professor Silke Forbes, University of California, San Diego, 2006
Professor Joel Watson, University of California, San Diego, 2007- 2008

HONORS, SCHOLARSHIPS, AND FELLOWSHIPS

Earhart Fellowship, 2002-2003

Summer Graduate Teaching Fellow, UCSD 2006

CONFERENCE PRESENTATIONS

“Reputation transmission in real estate brokerage networks,” North American Summer Meetings of the Econometric Society, Tepper School of Business, Carnegie Mellon University, June 2008

“Reputation transmission in real estate brokerage networks,” All-UC Labor Workshop (poster presentation), University of California, Los Angeles, September 2008

PROFESSIONAL ACTIVITIES

Journal Referee *American Economic Review*

Professional Membership American Economic Association, Econometric Society