

# Quote Driven Market: Static Models

Stefano Lovo

HEC, Paris

- **Traders**

- **Customers:** Agent that are willing to trade the security
  - Institutional investors: (pension funds, mutual funds, foundations) Hold and manage the majority of assets; account for the bulk of trading volume; trade large quantities.
  - Individual Investors: (retail traders, household, banks) Account for the bulk of trades; trade smaller quantities.
- **Dealers:** Large professional traders who do trade for their own account and provide liquidity to the market .

- **Intermediaries**

- **Brokers**
- **Specialist**
- **Market Makers**

- **Traders**

- **Customers**

- Institutional investors:
    - Individual Investors:

- **Dealers**

- **Intermediaries**

- **Brokers:** Match customer orders if possible and if not they transmit traders' orders to the market. Brokers do not trade for their own account.
  - **Specialist:** (NYSE) Agents that are responsible for providing liquidity and smoothing trade on given securities.
  - **Market Makers:** Agents that stand ready to buy and sell the security at their bid and ask prices respectively. Liquidity suppliers.

- **Order Driven Markets** (or Pure Auction Markets): Investors are represented by brokers and trade directly without the intermediation of market-makers. (Island, Paris Bourse)
  - Call Auction Markets: Occur at specific time (ex. at the opening and or at the fixing); investors place orders (prices and quantities) that are executed at a single clearing price that maximizes the volume of trade.
  - Continuous Auction Markets: Investors trade against resting orders placed earlier by other investors (and the "crowd" of floor brokers if available). (Euronext, Toronto Stock Exchange, ECNs)
- **Quote Driven Markets**
- **Hybrid Markets**

- **Order Driven Markets**
  - Call Auction Markets
  - Continuous Auction Markets
- **Quote Driven Markets:** Dealers post bid and ask quotes at which public investors can trade. (Bond Markets MTS, FX markets, London Stock Exchange) in this case dealers are also called market makers.
- **Hybrid Markets:** Call auction markets opened to dealers and specialists (NYSE). Dealer markets where traders' limit orders are posted (Nasdaq)

# Quote Driven Market



Name	Bid	Size	Name	Ask	Size
MLCO	18 1/4	10	LEHM	18 3/8	20
GSCO	18 1/4	20	MASH	18 1/2	10
PRUS	18 1/4	30	AGED	18 5/8	17
BEST	18 1/8	10	SHWD	18 5/8	10
ISCO	18 1/16	10	ISCO	18 3/4	50

- **Bid Price:** Price at which a market maker is willing to buy a given amount of the asset.
- **Ask Price:** Price at which a market maker is willing to sell a given amount of the asset.
- **Inside spread:** Difference between the smallest ask and the largest bid.
- **Market deepness:** Maximum volume of trade that can be traded at the same price.
- **Tick price:** Minimum difference between prices that can be quoted.
- **Round lot:** Normal unit of trading.

## *A few questions we'll try to answer in this course*

- What are the factors that affect the price level?
- When is the bid price different from the ask price?
- What affects the inside spread?
- What affects the market deepness?
- How informed speculators can best exploit their private information?
- What is the information content of trading prices?
- What is the information content of trading volume?

# Normal-CARA math preliminaries

Let  $\tilde{x} : N(m_x, \sigma_x^2)$

Let  $\tilde{y} : N(m_y, \sigma_y^2)$  and  $\text{Cov}(\tilde{x}, \tilde{y}) = \sigma_{xy}$

Then

$$E[\tilde{x} | \tilde{y} = y] = m_x + (y - m_y) \frac{\sigma_{xy}}{\sigma_y^2} \quad (1)$$

Let  $\tilde{z}$  such that  $f(\tilde{z}|x)$  is  $N(x, \sigma_z^2)$ . Then,

$$f(\tilde{x} | \tilde{z} = z) : N\left(\frac{\frac{m_x}{\sigma_x^2} + \frac{z}{\sigma_z^2}}{\frac{1}{\sigma_x^2} + \frac{1}{\sigma_z^2}}, \frac{1}{\frac{1}{\sigma_x^2} + \frac{1}{\sigma_z^2}}\right) \quad (2)$$

Let  $U(w) = -e^{-\gamma w}$  (CARA utility function with risk aversion coefficient  $\gamma$ ). Then,

$$E[U(x)] = E[-e^{-\gamma \tilde{x}}] = -e^{-\gamma\left(m_x - \gamma \frac{\sigma_x^2}{2}\right)} \quad (3)$$



- Inventory model
- Informed traders
  - Non-strategic informed traders (Gloseten and Milgrom (1985))
  - Strategic informed trader (Kyle (1985))
- Informed market makers

# A simple way to model Quote Driven Markets

- We consider a market where a **risky asset (security)** is exchanged for a **risk-less asset (money)**. The fundamental value of the risky asset is represented by the random variable  $\tilde{v}$ .
- **Trading rules:**
  - ① Market makers simultaneously post bid and ask prices at which they are willing to buy or sell, respectively, an institutionally given amount  $q$  of the security.
  - ② Traders decide either to buy or to sell the risky asset (submit market orders):
    - if they want to sell, they will sell  $q$  shares of the risky asset to the MM who posts the highest bid;
    - if they want to buy, they will buy  $q$  shares of the risky asset from the MM who posts the lowest ask;

The price competition among MMs can be seen as two **first-price-sealed-bid auctions** within a **common value framework**:

- The bid prices are the outcome of bidding strategy in a first price auction to buy the risky asset.
- The ask prices are the outcome of bidding strategies in an first price procurement auction to sell the risky asset.

# Benchmark: Risk Neutral MM, No asymmetries of information

## Lemma

*If market makers are risk neutral then*

$$\text{Ask price} = \text{Bid price} = E[\tilde{v}]$$

**Proof:** Bertrand competition.

**Implications:** When market makers are risk neutral and there is agreement on the distribution of  $\tilde{v}$ , the inside spread is nil and transaction cost is minimized.

- Inventory model
- Informed traders
  - Non-strategic informed traders (Gloseten and Milgrom (1985))
  - Strategic informed trader (Kyle (1985))
- Informed market makers

## The economy

- **Asset fundamental value:**  $\tilde{v} : N(V, \sigma^2)$
- **Liquidity traders:** are hit by liquidity shocks that consist in an urgent need to sell  $q$  units of the risky asset or buy  $q$  units of the risky asset.
- **Market-Makers:** Agents clearing traders' market orders. MM i's post trade utility is:

$$u(C_i + I_i \tilde{v} - q(P - \tilde{v}))$$

- CARA utility  $u(w) = -e^{-\gamma w}$
- MM i's cash endowment:  $C_i$
- MM i's initial asset inventory:  $I_i$
- Trading price:  $P$
- Traded quantity  $q$

## Definition

- The **bid reservation quote**  $rb_i$  for MM  $i$  is the maximum price that he is willing to pay for  $q$  additional units of the risky asset:

$$E[u(C_i + I_i \tilde{v})] = E[u(C_i + I_i \tilde{v} - q(rb_i - \tilde{v}))]$$

- The **ask reservation quote**  $ra_i$  for MM  $i$  is the minimum price at which he is willing to sell  $q$  units of the risky asset:

$$E[u(C_i + I_i \tilde{v})] = E[u(C_i + I_i \tilde{v} + q(ra_i - \tilde{v}))]$$





# Reservation quotes

## Lemma

Given the CARA Normal set up:

$$rb_i = V - \frac{\gamma\sigma^2}{2}(q + 2l_i)$$

$$ra_i = V + \frac{\gamma\sigma^2}{2}(q - 2l_i)$$

- Reservation quotes are increasing in  $V$ .
- Reservation quotes are decreasing in  $l_i$ .
- $rb_i < ra_i$ .
- $ra_i - rb_i = \gamma\sigma^2 q$  increases with  $\gamma$  and  $\sigma$ .

**Proof:** Recall that for  $\tilde{x} : N(m_x; \sigma_x^2)$  we have,

$$E[U(x)] = E[-e^{-\gamma\tilde{x}}] = -e^{-\gamma\left(m_x - \gamma\frac{\sigma_x^2}{2}\right)}$$

# Fragmented / anonymous markets

- Each MM knows his initial portfolio  $(C_i, I_i)$  but not the other's.
- MM's inventories are i.i.d.

# Computing the optimal quoting strategy

$$W_i(0) := C_i + I_i \tilde{v}$$

$$W_i(b) := W(0) + q(\tilde{v} - b).$$

Note that

$$\begin{aligned} E[u(W_i(b))] &= E[u(W_i(0))e^{-\gamma(rb_i - b)q}] \\ &\simeq E[u(W_i(0))] + E[u(W_i(0))]\gamma q(b - rb_i) \end{aligned}$$

In the bid auction MM i sets  $b_i^*$  so that :

$$b_i^* \in \arg \max_b (E[u(W_i(b))] - E[u(W_i(0))]) \Pr(b_{-i} < b_i)$$

$$\simeq \arg \max_b (rb_i - b) \Pr(b_{-i} < b_i)$$

$$b_i^* \simeq E[\tilde{r}b_{-i}^{(1)} | \tilde{r}b_{-i}^{(1)} \leq rb_i]$$

Note that  $rb_i$  is decreasing in  $I_i$ .



## Lemma

*In a symmetric equilibrium MM  $i$  sets its bid and ask quotes at:*

$$b(l_i) \simeq E[rb_i(\tilde{l}_{-i}^{(l)}) | \tilde{l}_{-i}^{(l)} > l_i]$$

$$a(l_i) \simeq E[ra_i(\tilde{l}_{-i}^{(h)}) | \tilde{l}_{-i}^{(h)} < l_i]$$

*respectively. Where  $\tilde{l}_{-i}^{(l)}$  and  $\tilde{l}_{-i}^{(h)}$  are the lowest and highest among MM  $i$ 's competitor's inventory, respectively.*

# Some empirical implications

- The MM who wins the bid auction is the one with the smallest inventory.
- The MM who wins the ask auction is the one with the largest inventory.
- The largest MM's inventories, the smaller will be the bid and ask quotes.
- Transaction cost measured as the inside spread:
  - Decreases with the number of MM.
  - Increases with MM's risk aversion  $\gamma$
  - Increase with the intrinsic asset risk  $\sigma^2$



Name	Bid	Size	Name	Ask	Size
MLCO	18 1/4	10	LEHM	18 3/8	20
GSCO	18 1/4	20	MASH	18 1/2	10
PRUS	18 1/4	30	AGED	18 5/8	17
BEST	18 1/8	10	SHWD	18 5/8	10
TSCO	18 1/16	10	TSCO	18 3/4	50

- Inventory model
- Informed traders
  - Non-strategic informed traders (Gloseten and Milgrom (1985))
  - Strategic informed trader (Kyle (1985))
- Informed Intermediaries
  - Informed brokers
  - Informed market makers

# *Informed non-strategic traders (Glosten and Milgrom JFE 1985)*

**The economy:** Agents from three groups trade the security for money:

- **Risk neutral market makers:** provide liquidity to the market: they trade the risky asset with the other agents at their bid and ask prices.
- **Risk neutral informed speculators (informed traders):** risk neutral speculators with some private information about the liquidation value of the risky asset.
- **Liquidity (or noise) traders:** come to the market for reason other than speculation (liquidity, portfolio hedging, etc.); their excess demand is exogenous and random.

The population of traders is composed of a proportion  $\mu$  of informed traders and  $(1 - \mu)/2$  buyer liquidity traders and  $(1 - \mu)/2$  seller liquidity traders .



- **Security fundamental value:**

$$\tilde{v} = \tilde{V} + \tilde{\varepsilon}$$

with  $\tilde{V} \in \{V_1, V_2\}$ ,  $\Pr(\tilde{V} = V_2) = \pi$ ,  $V_1 < V_2$ ,  $E[\tilde{\varepsilon} | \tilde{V}] = 0$ ,  
 $\text{Var}(\tilde{\varepsilon} | \tilde{V}) \geq 0$ .

- **Informed traders' information**

Each informed trader receives private signal  $\tilde{s} \in \{l, h\}$  with

$$\Pr(\tilde{s} = l | V_1) = \Pr(\tilde{s} = h | V_2) = r \in \left(\frac{1}{2}, 1\right)$$

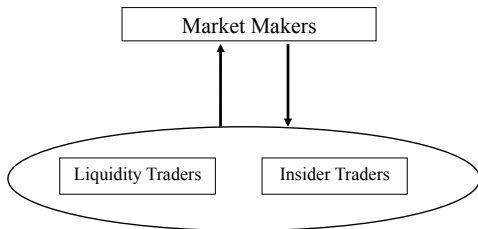
The signals are not correlated with  $\tilde{\varepsilon}$  and conditionally i.i.d. across informed traders.

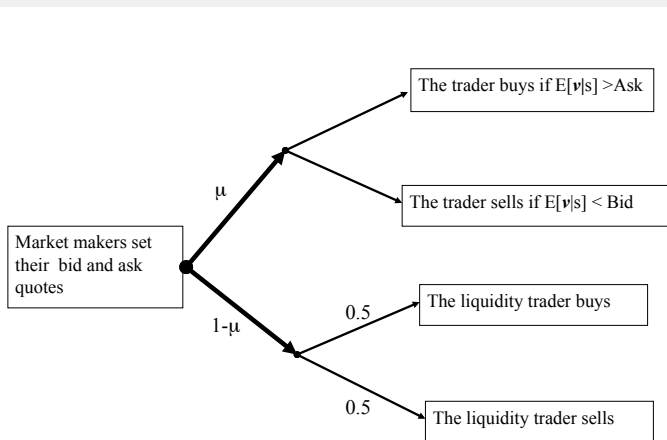
$$V_1 \leq E[\tilde{v} | l] < E[\tilde{v}] < E[\tilde{v} | h] \leq V_2$$

- **Market makers have no private information regarding  $\tilde{v}$ .**

# Trading Mechanism

- 1 Market makers submit bid and ask prices
- 2 Insider traders and liquidity traders submit anonymous order.





## Theorem

*In equilibrium all market makers bid and ask prices satisfy:*

$$b^* = E[\tilde{v} | \text{trader sells at } b^*] = V_1 + \pi^S(\pi, \mu, r)(V_2 - V_1) \quad (4)$$

$$a^* = E[\tilde{v} | \text{trader buys at } a^*] = V_1 + \pi^B(\pi, \mu, r)(V_2 - V_1) \quad (5)$$

where

$$\pi^S(\pi, \mu, r) = \frac{(\mu(1-r) + (1-\mu)/2)\pi}{(1-\mu)/2 + \mu((1-r)\pi + r(1-\pi))}$$

$$\pi^B(\pi, \mu, r) = \frac{(\mu r + (1-\mu)/2)\pi}{(1-\mu)/2 + \mu(r\pi + (1-r)(1-\pi))}$$



- If  $\mu > 0$  and  $r > 1/2$ , then bid-Ask spread is positive despite market makers are risk neutral.
- Bid-Ask spread increases with  $\mu$  that is the proportion of informed traders in the economy.
- Bid-Ask spread increases with  $r$  that is the quality of informed traders's signal.
- information Bid-Ask spread increases with the relevance of traders information:

$$\text{Var}[\tilde{V}] = \pi(1 - \pi)(V_2 - V_1)^2$$

# A Generalization of Glosten and Milgrom

Asset fundamental value:  $\tilde{v} = \tilde{V} + \tilde{\varepsilon}$ ,

$\tilde{V} \in [V_1, V_2]$  with density  $f(\cdot)$  and  $E[\tilde{\varepsilon} | \tilde{V}] = 0$ , with  $\text{Var}(\tilde{\varepsilon}) \geq 0$

- Risk neutral market makers.
- Informed risk averse investors who buy with probability  $D(a, V)$  and sell with probability  $S(b, V)$ .
  - $D(\cdot)$  continuous and increasing in  $V$ .
  - $S(\cdot)$  continuous and decreasing in  $V$ .

Market maker payoff:

$$W_{MM}^b(b) := E \left[ (\tilde{V} - b) S(b, \tilde{V}) \right]$$

Note that if for some  $\delta > 0$ ,  $S(V - \delta, V) > 0$ , then

$$W_{MM}^b(V_1 - \delta) > 0$$

$$W_{MM}^b(E[\tilde{v}]) = E \left[ (\tilde{V} - E[\tilde{v}]) S(E[\tilde{V}], \tilde{V}) \right]$$

$$= \left( \int_{V_1}^{V_2} v f(v) S(E[\tilde{V}], v) dv - E[\tilde{V}] \int_{V_1}^{V_2} f(v) S(E[\tilde{V}], v) dv \right) < 0$$

iff

$$E[\tilde{V}] = \int_{V_1}^{V_2} v f(v) dv > \int_{V_1}^{V_2} v f(v) \left( \frac{S(E[\tilde{V}], v)}{\int_{V_1}^{V_2} f(z) S(E[\tilde{V}], z) dz} \right) dv$$





## Theorem

*An equilibrium always exists. Market makers' expected profit is nil and bid and ask prices satisfy*

$$b < E[\tilde{V}] < a$$

*The spread  $a - b$  is increasing in  $\frac{\partial(D(a,V) - S(b,V))}{\partial V}$*

# Generalized GM: Example

- Investors have CARA utility function with risk aversion  $\gamma$ .
- Investors have an initial inventory  $I$  of the risky asset.
- $G(I) = \Pr(\text{Investor } i \text{ inventory is less than } I)$
- Fundamental value of the asset is  $\tilde{v} = \tilde{V} + \tilde{\varepsilon}$  with

$$\tilde{V} : N(V, \sigma_V^2)$$

$$\tilde{\varepsilon} : N(0, \sigma_\varepsilon^2)$$

- Investors know the realization of  $\tilde{V}$  but not the realization of  $\tilde{\varepsilon}$ .



**Exercise:** Show that:

$$D(a, \tilde{V}) = G\left(\frac{\tilde{V} - a}{\gamma\sigma_\varepsilon^2} - \frac{1}{2}\right)$$

$$S(b, \tilde{V}) = 1 - G\left(\frac{\tilde{V} - b}{\gamma\sigma_\varepsilon^2} + \frac{1}{2}\right)$$

- Inventory model
- Informed traders
  - Non-strategic informed traders (Gloseten and Milgrom (1985))
  - Strategic informed trader (Kyle (1985))
- Informed market makers

## The economy:

Security liquidation value

$$\tilde{v} : N(w, \sigma^2)$$

Agents from three groups trade the security for money:

- **Noise traders**: Trade for liquidity reasons. Their aggregate market order is a random variable  $\tilde{m}$  orthogonal to  $\tilde{v}$ , with

$$\tilde{m} : N(0, \sigma_m^2)$$

- **One informed speculators** : risk neutral speculator who privately knows  $\tilde{v}$  but not  $\tilde{m}$ .
- **Risk neutral dealers**: provide liquidity to the market. They do not know neither  $\tilde{v}$  nor  $\tilde{m}$ .

# Trading protocol

- ① Liquidity traders and the informed trader simultaneously choose the quantity they want to trade.  
No restriction on volume of trade
  - $m$ : quantity traded by the liquidity traders.
  - $x$ : quantity traded by the informed trader.
- ② Dealers observe the aggregate order  $q = x + m$  and set a price  $p$  at which they clear the market.

**Informed trader's payoff:**

$$\Pi_I = x(\tilde{v} - p)$$

**Dealer's payoff:**

$$\Pi_D = (x + m)(p - \tilde{v})$$



# Equilibrium requirements

- 1 Competition among dealers lead to set  $p$  so that they make nil expected profits:

$$E[\Pi_D] = E[(x + m)(p - \tilde{v}) | x + m] = 0 \Rightarrow$$

$$p^*(x + m) = E[\tilde{v} | x + m]$$

Remark: Conditional expectation depends on the informed trader's strategy  $x^*(\cdot)$ .

- 2 The informed trader chooses the quantity  $x^*$  maximizing his expected pay-off:

$$x^*(v) \in \arg \max_x E[x(v - p^*(x + \tilde{m}))]$$

Remark: The optimal  $x^*$  depends on the dealers' strategy  $p^*(\cdot)$ .

# Linear Equilibrium

## Theorem

*There is a linear equilibrium where*

$$x^*(v) = (v - w)\beta \quad (6)$$

$$p^*(x + m) = w + (x + m)\lambda \quad (7)$$

with  $\beta := \sqrt{\frac{\sigma_m^2}{\sigma^2}}$  and  $\lambda := \frac{1}{2} \sqrt{\frac{\sigma^2}{\sigma_m^2}}$ .

*The informed trader ex-ante expected payoff is*

$$E[\Pi_I] = \sigma_m \sigma / 2$$

*Ex-ante transaction cost for trading  $z$ :*

$$z(\tilde{v} - E[\tilde{p}|z]) = \lambda z^2$$

- The informed trader strategy is more (less) aggressive as  $\sigma_m^2$  (resp.  $\sigma^2$ ) increases.
- Price sensitiveness to trading volume decreases (increases) with  $\sigma_m^2$  (resp.  $\sigma^2$ ) increases.
- Informed trader's profit increases with the amount of noisy trading  $\sigma_m^2$  and the precision of his signal  $\sigma^2$ .
- Transaction cost decreases with the amount of noisy trading  $\sigma_m^2$  and increases with the precision of the informed trader's signal  $\sigma^2$ .

# Proof 1/2

- $\tilde{x} + \tilde{m} = x^*(\tilde{v}) + \tilde{m} = \beta(\tilde{v} - w) + \tilde{m} : N(0, \beta^2\sigma^2 + \sigma_m^2)$
- $Cov(\tilde{v}, \tilde{x} + \tilde{m}) = \beta\sigma^2$ .
- Recall that: if  $\tilde{y} : N(m_y, \sigma_y^2)$ ,  $\tilde{z} : N(m_z, \sigma_z^2)$  and  $Cov(\tilde{y}, \tilde{z}) = \sigma_{yz}$ , then

$$E[\tilde{y}|\tilde{z} = z] = m_y + (z - m_z)\frac{\sigma_{yz}}{\sigma_z^2}$$

1 Given the informed trader strategy  $x^*(\tilde{v}) = \beta(\tilde{v} - w)$ , dealer's price is

$$\begin{aligned} p^*(x + m) &= E[\tilde{v}|\tilde{x} + \tilde{m} = x + m] \\ &= w + (x + m) \underbrace{\left( \frac{\beta\sigma^2}{\beta^2\sigma^2 + \sigma_m^2} \right)}_{\lambda} \end{aligned}$$

① Informed trader maximization problem given  $p^*(x + m) = w + \lambda(x + m)$ :

$$\max_x E[x(v - (w + \lambda(x + \tilde{m})))] = \max_x x(v - w) - \lambda x^2$$

$$\Rightarrow x^*(v) = \underbrace{\left(\frac{1}{2\lambda}\right)}_{\beta} (v - w) = \beta(v - w)$$

②

$$\lambda = \frac{\beta\sigma^2}{\beta^2\sigma^2 + \sigma_m^2}$$

$$\beta = \frac{1}{2\lambda}$$

That is satisfied for

$$\beta = \sqrt{\frac{\sigma_m^2}{\sigma^2}}$$

and

$$\lambda = \frac{1}{2} \sqrt{\frac{\sigma^2}{\sigma_m^2}}$$

# Main implications from Glosten and Milgrom, and Kyle

- 1 Uninformed dealers compete in quotes to attract traders' market orders.
- 2 Traders can be either informed or uninformed about  $\tilde{V}$
- 3 Semi-strong form informational efficiency: Transaction price at which an order  $x$  is executed is

$$p(x) = E[\tilde{V}|x]$$

$$E[p(\tilde{x})] = E[\tilde{V}]$$

- 4 Price sensitivity to volume increases with
  - o Adverse selection: Probability of facing an informed trader.
  - o  $Var(\tilde{V})$ : relevance of informed trader's information
- 5 Market-Makers/ dealers expected profit is nil.

- Inventory model
- Informed traders
  - Non-strategic informed traders
  - Strategic informed trader
- **Informed market makers**

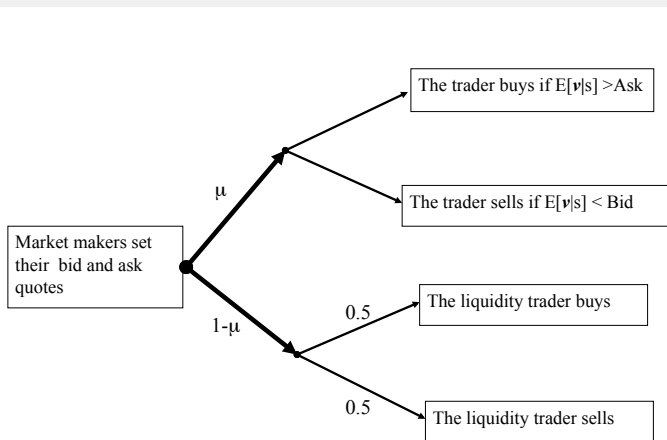
## Economy:

- Asset fundamental value:  $\tilde{v} = \tilde{V} + \tilde{\varepsilon}$ , with  $\tilde{V} \in \{V_1, V_2\}$ ,  $\Pr(\tilde{V} = V_2) = \pi$  and  $E[\tilde{\varepsilon} | \tilde{V}] = 0$ .
- Market Participants:
  - Risk neutral market makers.
    - MM1: one MM who knows  $\tilde{V}$ .
    - MM2: one or many uninformed MM.
  - $\mu$  informed speculators who know  $\tilde{V}$ .
  - $1 - \mu$  liquidity (or noise) traders who buy and sell with probability  $1/2$ .



# Trading rules: Quote Driven Markets

- ① Market makers simultaneously post bid and ask prices at which they are willing to buy or sell, respectively, an institutionally given amount  $q = 1$  of the security.
- ② Traders decide either to buy or to sell the risky asset (submit market orders):
  - if they want to sell, they will sell  $q = 1$  shares of the risky asset to the MM who posts the highest bid;
  - if they want to buy, they will buy  $q = 1$  shares of the risky asset from the MM who posts the lowest ask;



# Market Makers' payoff functions

First price sealed-bid and ask auctions in a common value framework with one informed bidder and adverse selection from traders.

- MM1' expected payoff for a given  $\tilde{V} \in \{V_1, V_2\}$

$$(a_1 - V_1) \Pr(a_2 > a_1) \frac{1-\mu}{2} + (V_1 - b_1) \Pr(b_2 < b_1) \frac{1+\mu}{2} \quad , \quad \tilde{V} = V_1$$

$$(a_1 - V_2) \Pr(a_2 > a_1) \frac{1+\mu}{2} + (V_2 - b_2) \Pr(b_2 < b_1) \frac{1-\mu}{2} \quad , \quad \tilde{V} = V_2$$

- MM2's expected payoff

$$(1 - \pi)(a_2 - V_1) \Pr(a_1 > a_2 | V_1) \frac{1-\mu}{2} + \pi(a_2 - V_2) \Pr(a_1 > a_2 | V_2) \frac{1+\mu}{2} \\ + (1 - \pi)(V_1 - b_2) \Pr(b_1 < b_2 | V_1) \frac{1+\mu}{2} + \pi(V_2 - b_2) \Pr(b_1 < b_2 | V_2) \frac{1-\mu}{2}$$

# Equilibrium quoting strategy

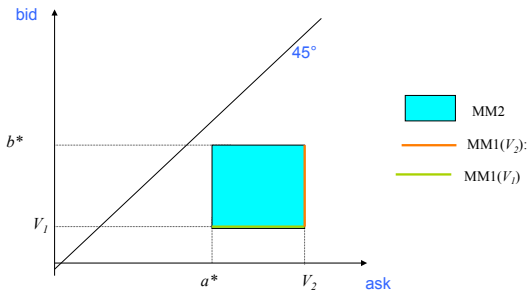
## Lemma

*The equilibrium quoting strategy is in mixed strategies, Fully revealing (MM1's quotes reveal  $\tilde{V}$ ) and unique.*

- If  $\tilde{V} = V_2$  it is profitable to **buy**:
  - ① MM1 randomizes its bid in  $]V_1, b^*]$
  - ② MM1 sets  $a_1 = V_2$ .
- If  $\tilde{V} = V_1$  it is profitable to **sell**:
  - ① MM1 sets  $b_2 = V_1$ .
  - ② MM1 randomizes its ask in  $]a^*, V_2]$
- MM2 does not know whether it is profitable to buy or to sell:
  - ① MM2 randomizes its bid in  $[V_1, b^*]$
  - ② MM2 randomizes its ask in  $[a^*, V_2]$

$a^*$  and  $b^*$  are the ask and bid in Glosten and Milgrom

# Equilibrium Supports



# Some equilibrium properties and implications

- MM2's equilibrium payoff is nil.
- MM1's equilibrium payoff is
  - $(a^* - V_1) \frac{1-\mu}{2}$  of  $\tilde{V} = V_1$
  - $(V_2 - b^*) \frac{1-\mu}{2}$  of  $\tilde{V} = V_2$
- Bid-ask spread is strictly larger than  $a^* - b^*$ .
- Bid and ask prices do not reflect the expected value of the asset conditional on trade.
- Equilibrium distribution of quotes:

$$\Pr(a_2 > x) = \frac{a^* - V_1}{x - V_1} \quad , \quad \Pr(b_2 < x) = \frac{V_2 - b^*}{V_2 - x}$$

$$\Pr(a_1 = V_2 | V_2) = 1 \quad , \quad \Pr(b_1 < x | V_2) = \frac{(1-\pi)(1+\mu)(x-V_1)}{\pi(1-\mu)(V_2-x)}$$

$$\Pr(a_1 > x | V_1) = \frac{(1-\pi)(1+\mu)(x-V_1)}{\pi(1-\mu)(V_2-x)} \quad , \quad \Pr(b_1 = v_1 | V_1) = 1$$

# Sketch of the proof

- 1 Observe that MM2 equilibrium must be nil.
- 2 Observe that MM1 will stay away from the non profitable side (bid or ask).
- 3 Use MM2 (1) and (2) expected payoff expression to derive MM1 mixed strategies.
- 4 Use (3) to determine the maximum bid and ask.
- 5 Use MM1 ( $V_1$ ) payoff expression and (4) to determine MM2's mixed strategy for the ask.
- 6 Use MM1 ( $V_2$ ) payoff expression and (4) to determine MM2's mixed strategy for the bid.









# References

- Biais (1993): Price Formation and Equilibrium Liquidity in Fragmented and Centralized Markets, *Journal of Finance*
- Calcagno and Lovo (2006): Bid-ask Price Competition with Asymmetric Information between Market Makers, *Review of Economic Studies*.
- Glosten and Milgrom (1985): Bid, Ask Transaction Prices win a Specialist market with heterogeneous Informed Traders, *Journal of Financial Economics*.
- Kyle (1985): Continuous Auction and Insider Trading, *Econometrica*.