# The Dynamics of Deposit Flightiness and its Impact on Financial Stability*


**Kristian Blickle**† New York Fed

**Jian Li**‡ Columbia

**Xu Lu**§ U. of Washington

**Yiming Ma**¶ Columbia



August 21, 2024

First Draft: May 2024



*The views expressed here are those of the authors and do not necessarily represent those of the Federal Reserve Bank of New York or any other member of the Federal Reserve System. We thank Viral Acharya, Kent Daniel, Arvind Krishnamurthy, Dominik Supera, and Yao Zeng for helpful comments. We thank Junyi Hu and Evan Perry for excellent research assistance. All errors are our own.



†Federal Reserve Bank of New York, 33 Liberty Street, 10045, New York. Email: kristian.blickle@ny.frb.org.

‡Finance Division, Columbia Business School, 665 W 130th St, New York, NY 10027. Email: jl5964@columbia.edu.

§Department of Finance and Business Economics, University of Washington at Seattle, 4277 NE Stevens Way, Seattle, WA 98195. Email: xulu@uw.edu.

¶Finance Division, Columbia Business School, 665 W 130th St, New York, NY 10027. Email: ym2701@gsb.columbia.edu.

# The Dynamics of Deposit Flightiness and its Impact on Financial Stability


## Abstract

We find that the flightiness of depositors displays pronounced fluctuations over time, reaching unprecedentedly high levels after the Covid-19 crisis. Elevated deposit flightiness coincides with low interest rate environments, expansions in central bank reserves and a disproportionate increase in corporate deposits. Our dynamic model rationalizes these trends based on heterogeneity in investors' convenience value, where those in the banking system value convenience benefits of deposits more. Following deposit inflows from outside investors, e.g., due to QE's reserve expansions, the marginal depositor becomes more rate-sensitive and the risk of panic runs increases. Our findings imply that the risk of panic runs triggered by policy rate hikes is amplified when the Fed's balance sheet size is larger, which highlights a novel linkage between conventional and unconventional monetary policy.

# 1 Introduction

Deposits are a fundamental building block of the banking system. While rate-insensitive deposits allow banks to engage in liquidity transformation and invest in long-term assets, flighty deposits can be destabilizing. They can trigger panic runs through the liquidation of illiquid assets Diamond and Dybvig (1983) and through lowering the franchise value of banks (Drechsler, Savov, Schnabl and Wang, 2023, Granja, Jiang, Matvos, Piskorski and Seru, 2024, Haddad, Hartman-Glaser and Muir, 2023). Despite the importance of deposit flightiness for financial stability, there has been no systematic analysis of its variation over time. Existing work has mostly focused on cross-sectional differences in deposit flightiness, e.g., wholesale deposits are more flighty than retail deposits, uninsured deposits are more flighty than insured deposits, etc. Nevertheless, cross-sectional comparisons of deposit flightiness do not inform us about how flighty aggregate deposits in the banking system are at a given point in time, how aggregate deposit flightiness evolves over time, and what the drivers of the deposit flightiness dynamics are.

In this paper, we analyze the magnitude, determinants, and implications of variations in the aggregate deposit flightiness over time. Empirically, we document that deposit flightiness displays pronounced fluctuations from 2000 to 2023. We find that high levels of deposit flightiness coincide with low interest rate environments and expansions in the Federal Reserve's balance sheet size. In particular, the large injection of bank reserves in the aftermath of the Covid-19 crisis disproportionately drew in corporate deposits and elevated deposit flightiness to unprecedentedly high levels before the start of the rate hike cycle in early 2022.

We develop a model to rationalize the dynamics of deposit flightiness. Our model shows that heterogeneity in investors' convenience value for deposits coupled with a fixed cost of moving deposits cause the marginal depositor in the banking system to be time-varying and path-dependent. At any given point in time, those remaining in the banking system value the convenience of bank deposits by more than those that invest in non-banks like Money Market Funds (MMF). Thus, following large deposit inflows from outside investors, the marginal depositor in the banking system values convenience less, and the aggregate depositor base becomes flightier. This is why aggregate deposit flightiness increases following the influx of deposits induced by QE's reserve expansions and low interest rate environments.

Our findings have two important implications. First, for a given monetary policy rate hike, the expected deposit outflow and increase in run risk are larger when it has been proceeded by large scale of QE, as QE attracts inflows and introduces flightier deposits into the banking system. Reducing the size of the Fed's balance sheet before embarking on rate hikes may alleviate these risks. We thereby pinpoint a novel linkage between conventional and unconventional monetary policy through the depositor base.

Second, the speed of rate hikes matters. Compared to a drastic one-off rate hike, smaller steps of rate hikes allow depositors to gradually flow out of the banking system so that the remaining depositors are the ones that value banks' convenience service more. Hence, depositor run risk decreases with a slower speed of rate hikes. This result sheds light on how the path of monetary policy implementation affects the stability of the banking system.

We begin our analysis by examining fluctuations in aggregate deposit flightiness over time. One proxy for the flightiness of depositors is how responsive they are to higher deposit rates. To isolate the sensitivity of deposit flows with respect to deposit rates, we instrument for deposit rates using per unit asset fixed costs and salary expense, following the industrial organization literature. We then estimate the sensitivity of bank-level deposit flows to bank-level instrumented deposit rates using rolling window regressions and analyze how the regression coefficients evolve over time.

Our estimated deposit flow sensitivities display pronounced variation in the time series. As shown in Figure 1, they remain at low levels before 2008, rise after the 2008 financial crisis and then fall back again around 2015. In the more recent period, fluctuations in deposit flow sensitivities have become even more pronounced with a sharp rise in early 2020, reaching historical highs before the rate hike cycle started in early 2022.

We observe that deposit flow sensitivities are elevated not only following cuts in the monetary policy rate, but also following expansions in unconventional monetary policy that inject central bank reserves into the banking system. In particular, after extensive rounds of Fed stimulus in response to the Covid-19 crisis, deposits became more sensitive to rate changes than ever ahead of the 2022 rate hike cycle. We argue that these observed patterns in flow sensitivities arise because investors that switch to bank deposits from other kinds of investments value the convenience of bank deposits less than those investors that are already invested in bank deposits in the first place. As our model will show, when more rate-sensitive investors enter the banking system during periods of deposit inflows, such as those induced by QE's reserve expansions, the aggregate depositor base becomes more flighty.

Although our proposed channel applies generally to the aggregate deposit base, we further shed light on the characteristics of the deposits that make up the aggregate deposit inflows in our sample period. Using regulatory data from the Federal Reserve, we find that relative to retail deposits, deposits by non-financial corporates experienced both a disproportionate growth following the Covid-19 reserve expansions as well as a disproportionate decline in the 2022 rate hike cycle. We also find that these fluctuations are especially pronounced for corporate deposits in non-operational accounts compared to operational accounts. The rise and fall in the proportion of corporate deposits is consistent with the observed variation in aggregate deposit flightiness given that corporate depositors are more volatile than retail depositors.

To corroborate the economic channel at play, we show the existence of and variation in deposit flightiness using granular investor-level data. We use novel transaction-level data covering bank accounts at more than 1400 U.S. depository institutions. Among others, we observe, for each user, transactions between checking and savings accounts at different banks as well as transactions between bank accounts and investment accounts. In other words, this dataset allows us to uncover the movement of funds between banks and between banks and non-bank outside options at the depositor-level.

We uncover significant heterogeneity in flightiness across depositors and over time. While the $25^{th}$ percentile corporate depositor transfers funds between banks in 13.2% of months, the $75^{th}$ percentile corporate depositor transfers funds between banks in 48.1% of months.[1] Further, in the cross section of depositors, the frequency and standard deviation of a depositor's flows between banks is strongly positively correlated with those of her flows between banks and investment options. In other words, depositors that are more flighty in switching funds between banks are also more likely to withdraw their deposits from the banking system to outside investments. Finally, in the time series, we find that the dispersion of depositor flightiness increases following inflows to the banking system, where depositor flightiness is measured as the proportion of flows between banks and outside investments

[1]Our sample of corporate depositors in the accont-level data is tilted towards small and medium enterprises.

over total flows. This is consistent with the influx of more flighty investors driving up heterogeneity in the depositor base.

To rationalize the observed variation in deposit flightiness and to shed light on the implications for financial fragility, we develop a dynamic banking model in which banks fund illiquid long-term projects with one-period deposits. Importantly, investors are heterogeneous in how much they value the convenience feature of deposits and they bear a switching cost for moving money in and out of the bank. In each period, given the interest rate offered by the bank, investors choose whether to hold deposits or to invest in an outside option without convenience, such as MMFs or Treasuries. Hence, in any given period, investors who value deposit convenience more stay in the bank, while investors who value deposit convenience less invest in the outside option.

On the bank's asset side, in each period, the project matures with a certain probability and produces cash flows that are driven by the fundamentals of that period. If there are deposit outflows, the bank has to sell a fraction of its illiquid asset. The asset is illiquid in the sense that aggressive fire-sales are associated with heavy liquidity discounts. Specifically, the bank incurs a discount from selling the asset when the fraction of assets sold in a given period is above a threshold. Such liquidation schedule can be rationalized by a cash-in-the-market constraint or slow-moving capital. The costly liquidation region gives rise to strategic complementarity among investors and leads to the potential for bank runs.

The bank chooses its deposit rate to maximize equity value in each period, internalizing the effect of deposit rates on flows. In addition to interest rates, deposit flows also depend on the existing depositor base due to the switching cost. In equilibrium, conditional on the previous depositor base, the bank sets lower interest rates as fundamentals deteriorate, leading to deposit outflows and asset liquidation. Eventually, as fundamentals fall below an endogenous threshold, the bank can no longer retain any depositors. Run-driven outflows ensue and the bank fails.

One key prediction from our model is that the expected outflow and run probability in a given period are decreasing in how much the existing marginal depositor values the convenience service provided by the bank. When the marginal depositor in the bank does not value bank convenience as much, the bank faces larger risk of rollover failure in future periods. As a result, all the other depositors are more likely to take their money out and the probability of runs increases. Furthermore, because of the switching cost of moving funds, the depositor base exhibits stickiness and the marginal depositor type in a given period depends on the paths of past fundamentals.

We then use the model to investigate the financial stability impact of monetary policy, highlighting the differential effect depending on the existing depositor base. We interpret monetary policy rate hikes as the outside option to bank deposits becoming more attractive. With respect to a given policy rate hike, we find that the increase in bank-run probability is larger when the existing marginal depositor is flightier. This is the case following QE because the expansion of reserves induces a large amount of investors into the banking system. The influx of investors with a lower convenience need and the sluggish adjustment of the deposit base imply that a rate hike following QE poses higher financial stability risk than without prior QE implementation.

Finally, our results imply that a higher speed of rate hikes is more destabilizing for the banking system. For example, compare a rate hike from 0% to 2% with a more gradual rate hike from 0% to 1% and then from 1% to 2%. In the former case, the existing marginal depositor in the banking system at 0% does not value convenience as much and is relatively more flighty, which leads to large outflows and high run probability in response to the rate increase. In the latter case, the bank can adjust its depositor base in a contained way in the first period given the smaller rate cut. Then, at the end of the first period, the remaining marginal depositor in the bank is not as flighty when the rate is further increased from 1% to 2%. In other words, smaller steps of rate hikes allow the bank to adjust its depositor base in a more managed way without risking too much outflows in a single period. As depositors gradually flow out, the remaining depositors are the ones that value the convenience service more, which is why run risk decreases when rate cuts are more gradual.

Taken together, our model predictions can rationalize the variation in aggregate deposit flightiness that we uncovered from the data. They also highlight the importance of understanding how various monetary policy measures influence deposit flightiness. In particular, we pinpoint an important linkage between conventional and unconventional monetary policies through the depositor base. This linkage implies that rate hikes are more destabilizing when the central bank's balance sheet size is large and when rate hikes are drastic. Going forward, reducing the supply of reserves through QT ahead of rate hikes or implementing rate hikes more gradually may help to alleviate the financial fragility concerns induced by monetary policy.

### 1.1 Literature Review

Our model on dynamic depositor composition and run risk contributes to the literature on bank fragility. Deposit-funded banks transforming illiquid assets are subject to coordination failure, e.g., Diamond and Dybvig (1983) and Goldstein and Pauzner (2005). More recently, Drechsler, Savov, Schnabl and Wang (2023), Granja, Jiang, Matvos, Piskorski and Seru (2024) and Haddad, Hartman-Glaser and Muir (2023) show that panic runs may also be driven by the "illiquidity" of banks' deposit franchise value. Gertler and Kiyotaki (2015) focus on endogenous liquidation prices in a macro banking model with runs, while He and Xiong (2012) analyze the coordination failure of depositors making rollover decisions across periods. Our notion of runs is dynamic like He and Xiong (2012), but we further allow for depositors to differ in their demand for payment convenience. Few papers have considered the effect of investor heterogeneity on the risk of panic runs. Dávila and Goldstein (2023) and Mitkov (2020) allow differences in endowments and focus on the determination of optimal deposit insurance and governments' policy response in crisis times, respectively. Egan, Hortaçsu and Matvos (2017) and Jiang, Matvos, Piskorski and Seru (2023) shed light on the effect of uninsured versus insured depositors in driving run risk. We allow for a novel source of heterogeneity in terms of investors' value for convenience and show that run risk is driven by the marginal investor remaining in the banking system, which endogenously varies over time.

In analyzing the dynamics of depositor flows and bank liquidity management, our theory also relate to dynamic models of banking. Jermann and Xiang (2023) study endogenous deposit maturity as depositors trade off liquidity needs and default risks, highlighting the risk of dilution. Bolton, Li, Wang and Yang (2023) investigate both the liability and asset side management in which banks have imperfect control over their deposits. Hugonnier and Morellec (2017) study the effects of liquidity and leverage requirements on banks' financing decisions and insolvency risk.[2] In our dynamic model, banks set deposit rates optimally taking into account the switching cost that depositors face when moving money in and out of the bank.

[2]More generally, macro models with a banking sector focusing on quantifying the effects of banking regulations in a dynamic general equilibrium model (e.g., Van den Heuvel 2008, De Nicolò et al. 2014, Begenau 2020). Jermann and Quadrini (2012) documents the cyclicality of financial flows and develop a dynamic model to study the impacts of financial shocks. Finally, existing work highlight bank equity as an important state variable (e.g., Gertler and Kiyotaki 2010, He and Krishnamurthy 2013, Brunnermeier and Sannikov 2014, Rampini and Viswanathan 2018).

In addition, our results relate to the literature on depositors' sensitivity to interest rates and the passthrough of monetary policy. Drechsler, Savov and Schnabl (2017) show that the response of deposits flows to monetary policy shocks depends on bank market power, which varies across regions with different degrees of deposit concentration. More recently, d'Avernas, Eisfeldt, Huang, Stanton and Wallace (2023) show that depositors at large banks are less sensitive to interest rates and more attracted to the better liquidity services that large banks offer. Erel, Liebersohn, Yannelis and Earnest (2023) and Koont, Santos and Zingales (2023) show that depositors at digital banks are more sensitive to interest rates than depositors at traditional banks. Lu, Song and Zeng (2024) show that depositors are more alert when they have better payment technology and higher interest rate risk. Related, Zhang, Muir and Kundu (2024) analyze the emergence of high-rate banks and low-rate banks in the U.S. banking system over the past decade. Investors' sensitivity to deposit rates is also the key economic variable in our paper, but rather than focusing on its cross-sectional variation across banks, we shed light on how it varies for investors inside versus outside of the banking sector over time. More closely related to us is Xiao (2020) and Wang, Whited, Wu and Xiao (2022), who follow the industrial organization literature to allow for heterogeneous investor preferences to rationalize the transmission of monetary policy to shadow banks and banks, respectively. Our findings are consistent with these results. We contribute by estimating the aggregate variation in investors' rate sensitivity over time and analyzing its effect on banking sector fragility. Our results also have important implications for how the speed of rate hikes influences run risk.

Finally, our findings relate to the unintended consequences of QE. Diamond, Jiang and Ma (2023) show that reserve injections from QE may crowd out lending from bank balance sheets. Acharya and Rajan (2022) show that reserve injections expand bank deposits, but a subsequent shrinkage in reserves may not symmetrically reduce deposit claims and banks may also hoard excess reserves during liquidity stress. Acharya, Chauhan, Rajan and Steffen (2023) empirically show that banks that took up more reserves during QE expanded their credit lines and demandable uninsured deposits by more, but did not proportionally reduce these claims during QT, which renders them more vulnerable to liquidity shocks. We highlight that another side effect of the influx of depositors from QE is that they add to and amplify the flightiness of the existing depositor base, increasing run risk. Importantly, we show that this run risk is heightened with respect to subsequent rate hikes, which uncovers an important linkage between conventional and unconventional monetary policy.

# 2 Data

Our empirical findings are based on several sources of data.

**Call Report Data** We use Call Reports data to obtain quarterly bank-level characteristics including deposit volumes and deposit rates. We calculate deposit rates by dividing expenses on deposits by the volume of deposits.

**Deposit Data by Counterparty and Account Type** We are the first to use regulatory data from the Complex Institution Liquidity Monitoring Report (FR2052) to shed light on the amount of deposits held by different kinds of counterparties using different kinds of deposit accounts. Among others, this data allows us to break down bank-level deposits by retail versus corporate depositors. Monthly data is reported by banks with more than $100 in assets, while the daily data is reported by 11 systemically important institutions. Deposits by counterparty type are available from 2018 through 2023. Deposits by account type are available from 2018 through 2021 because of a change in variable definitions starting in 2022.

**Investor-level Data** We obtain transaction-level data of bank accounts for more than 1,400 U.S. depository institutions from a leading financial data processor from 2014 to 2022. Among others, this dataset provides, for each de-identified user, transactions between checking and savings accounts at different banks as well as transactions between bank accounts and investment accounts. In Appendix B, we provide further details on how we identify flows between banks and between banks and investment options from the data.

**Aggregate Data** We obtain aggregate data, including the Fed funds rate and the volume of outstanding reserves on bank balance sheets from FRED.

# 3 Stylized Facts

## 3.1 Deposit Flow Sensitivity over Time

One proxy for the flightiness of depositors is how responsive deposit flows between banks are to higher deposit rates. To isolate the response of deposit flows, we instrument deposit rates using supply-side instruments from the industrial organization literature. Specifically, we follow Xiao (2020) to use fixed costs over total assets and salary expenses over total assets as instruments. The assumption is that changes in a bank's per unit fixed costs and salary expenses affect its deposit rates through the cost of producing deposits rather than through depositors' demand for deposits. Indeed, the first stage regression shows that increases in fixed costs and salary expenses are associated with lower deposit rates (see Table 5).

We then use the instrumented deposit rates for bank $i$ in quarter $t$, $Dep\hat{R}ate_{it}$, to estimate the rolling window regression:

$$Flow_{it} = \beta_y \widehat{DepRate}_{it} + TimeFE_t + \epsilon_{it}, \tag{3.1}$$

where $Flow_{it}$ is the deposit flow of bank $i$ in quarter $t$. With the inclusion of time effects, we can interpret $\beta_y$ as the sensitivity of bank-level deposit flows to bank-level deposit rates in rolling window $y$. A positive flow sensitivity $\beta_y$ indicates a more rate-sensitive depositor base than before. For the ease of presentation, we estimate flow sensitivities using an 8-quarter rolling window.[3] Standard errors are clustered at the bank level.

The estimated flow sensitivities in Figure 1a display significant fluctuations over time. They remain close to zero before 2008, become increasingly positive after the 2008 financial crisis and then fall back again around 2015. In the more recent period, fluctuations in deposit flow sensitivities have become even more pronounced with a sharp rise in early 2020 to reach historical highs in 2022Q, when a 1% increase in deposit rates at a given bank induced a 10.1% larger deposit flow from other banks.

Our estimated deposit flow sensitivities comove with the monetary policy cycle: they are higher following rate cuts and in low-interest-rate environments (see Figure 1b). This finding is consistent

[3] In theory, the specification can also be run quarter by quarter, but the rolling window helps to reduce the effect of seasonal fluctuations in deposits flows and improve statistical power.

with the transmission of monetary policy to banks (Drechsler et al., 2017) and shadow banks (Xiao, 2020). Low interest rates lower the opportunity cost of holding deposits relative to outside investment options like MMFs, which is why rate cuts and low interest rates draw deposits into the banking sector. We argue that the investors who switch from outside options to bank deposits have a lower convenience value for deposits than investors that always remain in the banking system. The convenience value, e.g., from the payment function of deposits, makes depositors less sensitive to the nominal deposit rate. As a result, the influx of deposits raises the average flightiness of depositors inside the banking system, rendering them more sensitive to deposit rates.

Importantly, note that fluctuations in deposit flow sensitivities also coincide with cycles of unconventional monetary policy that inject central bank reserves into the banking system. In particular, flow sensitivities increase when reserves held on bank balance sheets are increasing, following QE, and decrease when reserves held on bank balance sheets is shrinking, following QT (Figure 2a). As Acharya and Rajan (2022) and Acharya et al. (2023) point out, increases in reserves on the asset side of bank balance sheets are accompanied by increases in deposits on the liability side. We argue that the investors drawn into banks through QE's reserve expansions value convenience by less than the average depositor in the banking system. This is not only because sellers of QE-eligible securities to banks tend to be rate-sensitive institutional investors. It is also because, by revealed preferences, investors outside of the banking system should be less convenience-seeking than those that chose to be in the banking system in the first place.[4] As our model will show, the aggregate depositor base becomes more flighty when more rate-sensitive investors enter the banking system during periods of deposit inflows, such as those induced by QE's reserve expansions.

Indeed, Figure 2b shows that our estimated flow sensitivities are positively correlated with aggregate inflows to the banking system. To show this relationship more formally, we estimate

$$Flow_{it} = \beta_1 \widehat{DepRate}_{it} + \beta_2 \widehat{DepRate_{it} \cdot AggFlow_t} + TimeFE_t + BankFE + Controls + \epsilon_{it}, \quad (3.2)$$

[4]Note that sellers of QE-eligible securities may not be the ultimate holders of deposits. For example, if a hedge fund sells a Treasury to the Fed via banks and then buys another security from the proceeds, the seller of that security becomes the ultimate holder of the bank deposit. However, even if these utimate receivers of bank deposits are not all flighty institutional investors, our channel goes through by revealed preferences, as these new deposit-holders must have been more rate-sensitive than existing depositors in the banking system.

where $AggFlow_t$ is the one-year cumulative deposit flow in quarter $t$, and the independent variables, $\widehat{DepRate}_{it}$ and $\widehat{DepRate_{it} \cdot AggFlow_t}$ are instrumented with the same fixed cost and salary expense instruments as in Equation 3.1. We include time fixed effects and control for the ratio of insured deposits, bank equity, and non deposits. From the estimation results in Table 1, we see that deposit flows indeed become more sensitive to deposit rates when there have been large aggregate inflows to the banking system.

We verify that our results are not purely driven by changes in the ratio of demandable deposits. As pointed out by Supera (2021), there has been a decline in the ratio of time deposits over time. This trend may have contributed to the rise in overall deposit flightiness because there are more restrictions on withdrawing time deposits compared to demandable deposits. Nevertheless, when we estimate flow sensitivities within savings deposits, the same trends remain (Figure 3), which suggests that our findings are not mechanically driven by the shift from time to savings deposits over time.

Another possibility may be that the variation in flow sensitivities is driven by the ratio of uninsured deposits. Uninsured depositors are more flighty than insured depositors and banks with more uninsured deposits are more run-prone (Egan et al., 2017). The time-series variation of flow sensitivities for the aggregate banking sector, however, does not match the cyclical variation in aggregate uninsured deposits over time (Figure 4a). Controlling for the ratio of uninsured deposits at the bank-level also has limited impact on the overall trends in flow sensitivities over time (Figure 4b).[5]

We further check how the variations in deposit flow sensitivities relate to deposit spreads. From Figures 12a and 12b, we see that Fed funds-deposit spreads are negatively correlated with deposit flow sensitivities, which is consistent with our proposed interpretation. When the Fed funds-deposit spread increases, the opportunity cost of holding deposits increases. Only investors that highly value the convenience of bank deposits remain in banks and these investors have a lower sensitivity with respect to interest rates . Further, when only investors that highly value the convenience of bank deposits remain in banks, banks can afford to set a lower deposit rate relative to the Fed funds rate without losing too many deposits The observed evolution of deposit spreads is consistent with the deposits channel of monetary policy (Drechsler et al., 2017) and the transmission of monetary policy to shadow

[5]Unfortunately, we cannot estimate flow sensitivities within uninsured and insured deposits because deposit expenses are not separately available for each category.

banks (Xiao, 2020). It is also related to the notion of deposit betas formalized by Drechsler et al. (2021). Although our focus is not on the passthrough of monetary policy to deposit rates, we discuss time-varying deposit betas in Appendix A.

## 3.2 Deposit flows by Counterparty and Account Type

Our proposed mechanism is general and not limited to any particular type of deposits. That is, investors that remain in banks should always value bank convenience by more and be less rate-sensitive than investors outside of the banking system, both in aggregate and for any given deposit type. Nevertheless, it is valuable to understand how different types of deposits fluctuates over time and how they relate to the variation in aggregate deposit flow sensitivities.

We provide the first evidence on which types of depositors hold what kind of accounts for large U.S. banks. This information is required to be reported monthly for banks with assets above $100 billion and daily for 11 of the largest banks as part of the Federal Reserve's Complex Institution Liquidity Monitoring Report. These banks make up the bulk ot total bank assets in the U.S. at 74% and 55% in 2023Q4, respectively.

In Figure 5a, we first plot the total monthly deposits by counterparty type from 2018 through 2023. We observe that the three largest counterparty types are retail, non-financial corporate, and non-bank financial institutions, and that they all experienced a significant uptick in deposits in early 2020. For easier comparison, we normalize the level of deposits for each counterparty type by their values in January 2020 and plot the normalized graph in Figure 5b. Figure 5b shows that corporate deposits grew by more than 60% from the beginning of 2022 to the end of 2021 before contracting by 20% relative to the baseline in the 2022 rate hike cycle. The initial growth and subsequent decline in corporate deposits was much more pronounced than for retail and small business deposits, which provides the first evidence that corporate deposits have higher volatility.[6]

[6] We also observe that deposits at non-bank financial institutions experienced a sharp and short-lived rise in March 2020 before falling back to relatively stable values.This pattern may be explained by liquidity-providing non-banks, like MMFs and mutual funds, setting aside cash reserves in anticipation of redemption during the dash-for-cash episode in March 2020.

In Table 2, we examine the volatility of deposits held by different counterparties more closely. Panel A shows bank-level deposit volatility calculated as the standard deviation of each bank's monthly deposits by account type over the sample period, divided by their corresponding mean. We observe that at the $25^{th}$, $50^{th}$, and $75^{th}$ percentile, retail and small business deposits are less volatile than institutional deposits by non-financial corporates, non-bank financial institutions, and other banks. This pattern is mirrored in the aggregate volatility of Panel B, which are calculated as the rolling standard deviation of the aggregate monthly deposits by account type over 4-month windows, divided by the corresponding rolling mean. Similar trends are also evident from deposit volatility at a daily frequency (Panels C and D). This higher volatility of corporate deposits implies that the disproportionate growth of corporate deposits starting in March 2020 (Figure 5b ) increased the flightiness of the aggregate depositor base over the same period.

Similarly, we examine the volatility of deposits by account type in Table 3 and observe that deposits in non-operational accounts are more volatile than deposits in operational accounts. This pattern may arise because firms' operations involve more regular cash transfers, while investment decisions using excess cash in non-operational accounts fluctuates by more. Further, deposits in transactional accounts are more volatile than deposits in non-transactional accounts, which is consistent with retail depositors using transactional deposits to meet liquidity shocks and non-transactional deposits as a stable store of value.[7] At the same time, Figures 6a and 6b show that deposits in non-operational accounts grew by more than deposits in operational accounts from the start of 2020 to the end of 2021, while deposits in transactional accounts grew by more than deposits in non-transactional accounts in the same period.[8] This disproportionate growth in the more volatile non-operational deposits for firms and transactional deposits for retail depositors contribute further to the rise in deposit flightiness leading up to the 2022 rate hike cycle.

[7]The split between operational and non-operational accounts applies only to corporate deposits. The split between transactional and non-transactional accounts only apply to retail and small businesses accounts.

[8]Note that the sample of the account type data ends at the end of 2021 rather than 2023 because of a change in variable definition starting in 2022.

## 3.3 Deposit Flightiness in the Cross-section

We proceed to show the existence of and variation in deposit flightiness even within retail and corporate deposits using granular investor-level data. We provide further details about the data in Appendix B. Essentially, this transaction-level data allows us to uncover the movement of funds between banks and between banks and outside investment options at the depositor-level. The data primarily covers household accounts but also includes a small proportion of business accounts so we present results for household and corporate depositors separately. We note that these business accounts are tilted towards small and medium enterprises rather than large firms. Hence, they most likely represent a mixture between the non-financial corporate and small business depositors in Section 3.2.

Our granular data confirms that there exist significant heterogeneity across depositors. We unfortunately do not have account-level interest rates to estimate granular flow sensitivities. Instead, we jointly use several flow-based measures to proxy for depositors' flightiness. Based on corporate depositors' flows between banks, we find that the $25^{th}$ percentile depositor transfers funds between banks in 13.2% of months, while the $75^{th}$ percentile depositor transfers funds between banks in 48.1% of months (Table 4). The corresponding probabilities are lower for household depositors at 0.0% and 4.2%, respectively. Also in terms of the number of unique flows between banks, we find that the $25^{th}$ percentile corporate depositor moves funds at 0.5 times per month, while the $75^{th}$ percentile corporate depositor moves funds twice as frequently at 1.0 times per month. Finally, the last row of Table 4) shows that some depositors display much more variation in their deposit flows between banks as a proportion of total deposit flows.

We also observe significant heterogeneity in depositors' sensitivity to move funds between banks and outside investment options. Here, the $25^{th}$ percentile corporate depositor transfers funds in and out of the banking sector in 1.9% of months, while the $75^{th}$ percentile depositor does so in 32.4% of months. The corresponding probabilities are again lower for household depositors at 0.0% and 11.6%, respectively. Further, the $25^{th}$ percentile corporate depositor moves funds in and out of the banking sector 1.2 times per month, while the $75^{th}$ percentile depositor does so 2.8 times per month. Similarly, we observe that some depositors display much more variation in their deposit flows between banks as a proportion of total deposit flows.

Importantly, depositors who are more flighty in switching funds between banks are also more flighty in moving deposits between the banking system and outside investments. In Figure 7, we show binned scatter plots of depositor-level flightiness in flows between banks versus flows between banks and outside investments. We proxy for flightiness using three measures: (1) the proportion of months in which a depositor had flows between banks and between banks and outside investment options; (2) the average number of times per month in which a depositor had flows between banks and between banks and outside investment options; (3) the standard deviation in flows between banks and between banks and outside investment options scaled by total payment flows. Across all three measures, Figure 7 displays a clear positive relationship between the two dimensions of deposit flightiness for both household and corporate depositors.

These results imply that there is a heterogeneous degree of sensitivity among depositors, which is evident in terms of the tendency to move funds between banks as well as the tendency to move funds in and out of the banking sector.

### 3.4 Dispersion across Depositors over Time

As our model will show, the existence of heterogeneous investors is ultimately the reason why aggregate deposit flightiness varies over time and comoves with monetary policy and the supply of central bank reserves. In particular, because investors most attracted to the convenience of bank deposits always remain in banks, an influx of depositors from outside the banking sector should not only increase the average flightiness of the deposit base but also widen the dispersion in flightiness across depositors.

To measure dispersion in depositors' flightiness to move funds in and out of the banking system, we calculate, for each depositor, the proportion of flows between banks and and outside investments out of total deposit flows in each month and then calculate the standard deviation across depositors in each month. A larger dispersion suggests that there are more heterogeneous depositors in the bank that range from depositors with very high convenience value that never have investment flows to those with low convenience value that have a higher fraction of deposit flows going towards in investment options.

In Figures 8a and 8b, we plot the 12-month moving averages of our dispersion measures for household and corporate depositors, respectively. We observe that the level of dispersion for both household and corporate depositors falls from the end of 2014 until the end of 2019. This pattern is consistent with the reduced inflow of deposits due to reduced reserve supply and rising policy rates during this time period. It is also consistent with the variation in depositor flow sensitivity across banks that we estimated from bank-level data in Figure 1a.

Starting in 2020, however, there is a sharp uptick in dispersion, which is especially pronounced and persistent for corporate depositors. This switch is consistent with the large influx of deposits induced by reserve expansions and low policy rates following the Covid-19 crisis. Corporate depositors' dispersion rising by more corroborates the dash-for-cash by corporations (Chodorow-Reich et al., 2022, Greenwald et al., 2020, Haddad et al., 2021) and the fact that QE-induced deposit expansions likely affected institutional investors more, who were holders of the securities sold to the Fed during QE.

# 4 Model

To rationalize the time-varying depositor flightiness and investigate its financial stability implications, we consider a dynamic banking model with heterogeneous investors and run risks. The key novelty of our model is to endogenize the investor base in the banking system over time and show how it drives bank vulnerability. We start by presenting the model setup in Section 4.1 and value functions in Section 4.2. We then derive the equilibrium run conditions and agents' optimal strategies in Section 4.3.

## 4.1 Setup

**Investors** There is a continuum of investors who are infinitely lived with measure one. Each investor has one dollar available for investment, and can choose to either deposit the money with the bank or invest in an outside option, such as MMFs or Treasuries. The outside option has value $R$. Importantly, investors are heterogeneous in how much they value the convenience feature of deposits. Such convenience benefits can be motivated by the payment function that is unique to deposits and it varies across investors depending on their payment needs. For investor $i$, she derives value $\theta_i$ each period from holding deposits. This $\theta_i$ is known and fixed over time. We denote the cumulative density function (CDF) of $\theta_i$ as $H(\cdot)$, and $G(\theta) \equiv 1 - H(\theta)$.

Note that the convenience benefit $\theta_i$ is relative to one dollar of monetary compensation. In other words, for each unit of convenience benefit, the investor needs to be compensated $1/\theta_i$ units of nominal interest payment, i.e., investors with lower $\theta_i$ have higher interest rate sensitivity. Hence we refer to investors with low $\theta_i$ as flighty investors.

Since we are interested in the aggregate implications of the time-varying depositor base, we model the banking sector as a whole and focus on the heterogeneity in convenience benefit for investors moving between banks and the outside option. To connect this convenience benefit with our empirical estimates in Section 3, we can write it as $\theta_i = \tilde{\theta}_i(\mu_b + \mu_j)$, where $\tilde{\theta}_i$ is the weight that investor $i$ puts on the convenience benefit relative to the interest rate, $\mu_b$ is the average convenience benefit of bank deposits and $\mu_j$ is the bank-$j$ specific convenience benefit. In this case, depositors' rate sensitivity across banks is closely tied with depositors' rate sensitivity between banks and the outside option. This is consistent with our empirical evidence in Section 3.3, which shows that depositors who move money more among banks also move money more between banks and investment accounts, suggesting the two dimensions of rate-sensitivity are positively correlated.

Finally, investors face switching cost $f > 0$ whenever they move money in and out of the bank, similar to the marginal withdrawal cost in Jermann and Xiang (2023) and switching cost in Haddad et al. (2023). Such cost is homogeneous across investors and generates sluggishness in depositor base. All investors are risk neutral with discount rate $\beta$. We assume no shorting is allowed. As a result, each investor either invests everything in bank deposits or in the outside option.

**Remark 1.** *We will later use the model to analyze the financial stability implications of conventional and unconventional monetary policy. We interpret conventional monetary policy as changing the value of the outside option $R$, since the returns of short-term assets held by money market funds are mostly determined by the policy rate (Drechsler et al., 2017, Xiao, 2020).*

*We interpret unconventional monetary policy as an inflow of investors into the banking system. This mapping follows Acharya and Rajan (2022) and Acharya et al. (2023), who point out that reserve* *injections from QE expanded depositor base. As we will later show, these incoming investors have a smaller convenience benefit of holding deposits compared to existing depositors.*

**Bank** The bank in the economy issues one-period deposits to investors in order to fund long-term illiquid projects. The equity holder of the bank is long-lived with discount rate $\beta \in (0, 1)$. To study the liquidity problem faced by the bank, we assume she has no endowment and cannot issue equity at any point in time.

On the asset side, the bank invests in a project that matures with probability $\lambda$ each period. It generates no cash-flow before maturity. If the project matures in period $t$, it produces cash-flow $y_t \geq 0$ per unit of asset and the game ends. $y_t$ is i.i.d. across periods and is drawn from the CDF $F(\cdot)$. This could be interpreted as a long-term loan made by the bank, whose cash-flow is mostly generated upon maturity. $y_t$ can be interpreted as the fundamentals of the loan, which affects the repayment received by the bank.[9]

When there is deposit inflow, the bank uses the influx of money to scale up the project at per-unit cost 1. When there is deposit outflow, the bank sells a fraction of the project to meet outflows. The project is illiquid in the sense that aggressive fire sales in a given period are associated with heavy discounts. Specifically, in a given period, if the assets sold is more than $\phi$ fraction of total asset, then each unit is sold at $L(y) < 1$. Otherwise, each unit of asset can be sold at price 1. This liquidation schedule can be motivated by cash-in-the-market constraint or slow moving capital (Mitchell et al., 2007, Duffie, 2010). We assume the liquidation value is piece-wise linear in $y$,

$$L(y) = \min(\alpha_0 + \alpha_1 y, 1). \tag{4.1}$$

As we will show later, this liquidity discount will eventually give rise to strategic complementarity among investors.

For each dollar of deposit, the bank promises payment $1 + r$ if the asset side matures in this period; otherwise depositors get face value 1 at the end of the period. Since depositors are risk-neutral, this is

[9] We can relax the i.i.d. assumption of $y_t$ and also allow intermediate cash flows being generated before the project matures. Since they do not change the key mechanisms, we present the simplest case.

equivalent to an expected interest rate payment of $\lambda r$.[10] Because the project generates no intermediate cash flows before maturity, the bank can only pay interests when the project matures.[11] Because the banker has no endowment, the promised deposit rate to the depositors $r$ has to be weakly smaller than the cash flow generated from the project $y$, i.e., $r_t \leq y_t \ \forall t$. This resource constraint limits how much interest payment can be promised to depositors.

The bank profits from the spread between the asset side returns and the interest expenses paid to depositors. She is risk-neutral and chooses the promised payment $r$ each period to maximize the expected equity value, internalizing the effect of deposit rate $r$ on deposit flows.

**Timing** At the beginning of each period, all agents learn the value of $y_t$, which is the fundamental cash flow *if* the project matures this period. Then, the bank chooses deposit rate $r_t$, which investors take as given to decide whether to hold deposits or invest in the outside option. The bank scales up or sells the project depending on the flows. Finally, whether the project matures or not is realized. If the project matures, cash is paid out and the game ends; otherwise the game continues to the next period.

## 4.2 Value Functions

**Investors** For investor $i$, her value from holding bank deposits in period $t$ is denoted as $D(r_t, \theta_i, \Theta_t)$, where $r_t$ is the promised interest rate on the deposit, $\theta_i$ is her own convenience value from holding deposits and $\Theta_t$ is the set of investors in the bank in period $t$. As we will see later, the bankruptcy probability depends on the set of depositors in the bank.[12]

$$D(r_t, \theta_i, \Theta_t) = \underbrace{\theta_i}_{\text{convenience benefit}} + \underbrace{\lambda r}_{\text{expected interest payment}} \tag{4.2}$$

$$+ (1-\lambda)\beta\mathbb{E}[\mathbf{1}_{rollover} \underbrace{\max\{D(r_{t+1}, \theta_i, \Theta_{t+1}), R - f\}}_{\text{Continuation value if no bank run}} + (1 - \mathbf{1}_{rollover})L(y_{t+1})] \tag{4.3}$$

[10] In subsequent analysis, we refer to $r$ as the deposit rate paid by the bank.

[11] We could alternatively assume there is a fixed stream of intermediate cash flow being generated, so that the bank can pay interests in all states of the world. This does not change the key economics of the model given that depositors are risk neutral.

[12] To simplify expositions, we only show the depositor value when the bank sells less than $\phi$ fraction of its assets. This is the relevant case on the equilibrium path. For the general expression of depositor value, see Appendix D.1.

The first term in Equation 4.2 is the convenience value that investor $i$ derives from holding deposits, and the second term is the interest payment that the investor expects to receive. Equation 4.3 is the continuation value if the project does not mature in this period. The indicator function $\mathbf{1}_{rollover}$ equals $1$ if and only if the bank does not experience a run and stays in business. In that case, the investor chooses between staying in the bank to obtain $D(r_{t+1}, \theta_i, \Theta_{t+1})$ snf moving the money out of the bank to earn $R - f$. If the bank fails in the next period, then the investor gets the liquidation value $L(y_{t+1})$. As we will see in Section 4.3, investor $i$'s deposit value depends on the whole depositor base $\Theta_t$ through the probability of bank runs in the next period.

If investor $i$ already holds deposits in period $t-1$, then she will continue to hold deposits if and only if the value of holding deposits exceeds the value of the outside option less the switching cost,

$$D(r_t, \theta_i, \Theta_t) \geq R - f. \tag{4.4}$$

If investor $i$ did not hold deposits in period $t-1$, then she will hold bank deposits in period $t$ if and only if the value of holding deposits minus the switching cost exceeds the outside option value,

$$D(r_t, \theta_i, \Theta_t) \geq R + f. \tag{4.5}$$

The switching cost $f$ creates a discontinuity in investor's value function, and an inaction region of $r_t$ in which the investor does not move her money. As a result, depositor base is sticky over time and the existing depositor base becomes an important state variable for deposit rates, flows and run risks. This also implies that fundamental shocks or policy rate changes can have a long-lasting impact.

Given the value function of depositors, we can characterize which investors endogenously sort into bank deposits.

**Lemma 1.** *For a given period $t$, there exists an endogenous cutoff $\theta_t$, such that investor with $\theta_i \geq \theta_t$ hold deposits, and investor with $\theta_i < \theta_t$ invest in the outside option. In other words,*

$$\Theta_t = \{\theta_i : \theta_i \geq \theta_t\}. \tag{4.6}$$

Lemma 1 highlights an important intuition: investors who value the convenience benefit of deposits more sort into the bank, while investors who value the convenience benefit less invest in the outside option. The marginal investor $\theta_t$ is indifferent between bank deposits and the outside option so the marginal depositor is a sufficient statistic for the depositor set. A smaller $\theta_t$ implies there are more deposits in the bank and the marginal depositor is flightier. From now on, we denote the deposit value of investor $i$ as $D(r_t, \theta_i, \theta_t)$.

Another implication of Lemma 1 is that whenever the bank experiences deposit inflows, the new incoming depositors must be flightier compared to the existing depositors. As the inflow becomes larger, the marginal depositor becomes flightier. Similarly, when there are outflows, the marginal depositor becomes less flighty. Our model thus suggest a tight link between deposit flows and changes in the depositor base.

**Bank** We denote the banker's value function as $V(y_t, r_t, \theta_t)$, where $y_t$ is the fundamental cash flow in period $t$, $r_t$ is the interest paid to depositors, and $\theta_t$ is the marginal depositor in the bank. Conditional on not experiencing a run, the banker's equity value is

$$V(y_t, r_t, \theta_t) = \lambda(y_t - r_t)G(\theta_t) + (1-\lambda)\beta\mathbb{E}[\mathbf{1}_{rollover}V^*(y_{t+1}, \theta_t)], \tag{4.7}$$

where $G(\theta_t)$ is the measure of depositors in the bank. If the project matures, the banker earns $y_t - r_t$ per unit of deposit. If the project does not mature and the bank does not experience a run, the banker gets the continuation value $V^*(y_{t+1}, \theta_t)$, which is a function of next period fundamentals $y_{t+1}$ and the current period marginal depositor $\theta_t$.

The banker's problem is to choose a deposit rate $r_t$ and marginal depositor type $\theta_t$ to maximize $V(y_t, r_t, \theta_t)$, subject to two constraints: (1) the resource constraint and (2) the marginal depositor type must be indifferent between holding deposits or investing in the outside option . That is,

$$V^*(y_t, \theta_{t-1}) = \max_{(r_t, \theta_t)} \quad V(y_t, r_t, \theta_t) \tag{4.8}$$

$$s.t. \quad r_t \leq y_t \tag{4.9}$$

$$
\begin{cases} D(r_t, \theta_t, \theta_t) = R - f & \text{if } \theta_t \geq \theta_{t-1} \\ D(r_t, \theta_t, \theta_t) = R + f & \text{if } \theta_t < \theta_{t-1}. \end{cases} \tag{4.10}
$$

If the bank does not attract any inflow, that means the marginal investor in period $t$ was already holding deposit in the previous period, i.e. $\theta_t \geq \theta_{t-1}$. In this case, the deposit rate $r_t$ has to be such that the marginal depositor $\theta_t$ is indifferent between holding deposits and paying the switching cost to invest in the outside option, which yields net value $R - f$. On the other hand, if the bank attracts inflow, then the marginal investor in period $t$ switched from the outside option to holding bank deposits. In this case, the deposit rate $r_t$ needs to be high enough to compensate the outside investor for her switching cost $f$. The state variables for the bank is the current period cash flow $y_t$ and the previous period marginal depositor $\theta_{t-1}$, due to the fixed switching cost. In the subsequent analysis, we denote the optimal marginal depositor type as $\theta^*(y_t, \theta_{t-1})$.

## 4.3 Equilibrium Analysis

In this section, we first characterize when the bank experiences a run and fails. We show that the bank experiences a run when outflows exceed $\phi$ fraction of total deposits. We then proceed to solve for the bank's optimal strategy and the deposit flows in equilibrium. We find that when the fundamental is high and when the previous period marginal investor is flighty, the current-period marginal depositor is flightier and the bank is more likely to experience net outflows.

### 4.3.1 Bank Runs

When the bank sells less than $\phi$ fraction of its asset, there is no liquidation discount. Hence the bank can always sell the necessary amount of assets to meet outflows. However, when outflows exceed $\phi$, the bank needs to sell more assets for each unit of deposit outflow due to fire-sale discounts. This incurred discount in turn makes remaining depositors more likely to leave as well. We define $\bar{\theta}_t$ as the "critical" depositor in period $t$, in the sense that if the depositor with convenience benefit $\bar{\theta}_t$ leaves the bank, then the bank needs to liquidate more than $\phi$ fraction of assets and incur liquidation costs, i.e.,

$$G(\bar{\theta}_t) = (1-\phi)G(\theta_{t-1}). \tag{4.11}$$

In our context, the bank can potentially reduce outflows by increasing the interest rate paid to investors. However, such interest rate is bounded above by the fundamental cash flow $y_t$. As we show in Lemma 2, when $y_t$ falls below an endogenous threshold, all depositors choose to leave the bank, i.e., the bank experiences a run.

**Lemma 2.** *When $\alpha_0$ and $\alpha_1$ are small, the bank experiences a run in period $t$ when $y_t < y^*(\theta_{t-1})$, where $\theta_{t-1}$ is the previous period marginal depositor in the bank. The run threshold $y^*(\theta_{t-1})$ is defined implicitly by,*

$$D(y^*, \bar{\theta}_t(\theta_{t-1}), \bar{\theta}_t(\theta_{t-1})) = R - f, \tag{4.12}$$

*where $\bar{\theta}_t$ is defined in Equation 4.11.*

Lemma 2 shows that when the liquidation discount is large, all depositors choose to leave the bank if the critical depositor $\bar{\theta}_t$ chooses to leave the bank. The problem of the bank then becomes whether it can convince the critical depositor to stay. When $y_t$ is smaller than the threshold $y^*(\theta_{t-1})$, the critical investor $\bar{\theta}_t$ leaves the bank even if the bank sets the highest deposit rate possible $r_t = y_t$. In this case, all depositors leave the bank and a bank run occurs. When $y_t$ is above this threshold, then the bank can set a high enough deposit rate to retain enough depositors.

Furthermore, the run threshold $y^*$ is endogenously pinned down by the inter-temporal strategic complementarity among investors making rollover decisions in different periods: if future investor are more likely to run, then current investors require a higher deposit rate, raising the run threshold and the run probability.[13]

[13]Because of strategic complementarity, a bad run equilibrium always exists in our model. However, a good equilibrium only exists when the fundamental cash flow is above the endogenous run threshold $y^*$. We assume that a good equilibrium is selected whenever it exists.

Although bank runs caused by liquidity discounts have been studied extensively in the literature, a novel feature of our model is that the run probability is closely tied to the types of existing depositors in the bank, which are endogenous and time-varying. Proposition 1 characterizes how the existing depositor base affects the equilibrium run probability.

**Proposition 1.** *The critical depositor $\bar{\theta}_t$ in period $t$ is increasing in the previous period marginal depositor's $\theta_{t-1}$. The run threshold $y^*(\theta_{t-1})$ and the bank's run probability are decreasing in $\theta_{t-1}$.*

Proposition 1 states that when the previous period marginal depositor is flightier (with lower $\theta_{t-1}$), then the critical depositor in the current period is also flightier. All else equal, the bank needs to pay higher interest rates in order to convince depositors to stay. This leads to higher run threshold and larger run probability in equilibrium.

Finally, Proposition 1 also uncovers a new channel through which investors' value of deposits depends on other types of investors in the banking system. If the marginal depositor is flightier, this increases future run probability and lowers the value of bank deposit for *all* depositors in the current period.

#### 4.3.2 Deposit Flows

To determine the endogenous investor base in the bank, we analyze the bank's optimal policy function and its implication for deposit flows. In general, the marginal depositor in period $t$, $\theta_t$, is determined by the previous period marginal depositor $\theta_{t-1}$ and current period $y_t$.

We can write the bank's problem as targeting a marginal depositor type $\theta_t$ to maximize equity value subject to the constraint that the deposit rate has to be consistent with the marginal depositor type it attracts.[14] To understand the trade-offs that the bank faces, let us consider the value function when $\theta_t \geq \theta_{t-1}$. The first order condition of $V$ with respect to $\theta_t$ is,

$$\frac{\partial V(y_t, \theta_t)}{\partial \theta_t} = (\lambda y_t - \Delta(\theta_t) + f)G'(\theta_t) - \Delta'(\theta_t)G(\theta) + (1-\lambda)\beta \frac{\partial \mathbb{E}[\mathbf{1}_{y_{t+1} \geq y^*(\theta_t)} V^*(y_{t+1}, \theta_t)]}{\partial \theta_t}. \tag{4.13}$$

[14] See Appendix D for the expression of deposit rates.

The first term of Equation 4.13 captures the effect of balance sheet size on the current period profit. The second term captures the change in deposit rate when the bank adjusts its depositor base. The last term in Equation 4.13 captures the effects of the marginal depositor type on future expected profits. The current period marginal depositor type affects bank's continuation value in two ways. First, if the marginal depositor is flightier, then the bank has higher run probability next period, as illustrated in Proposition 1. Second, the current period depositor base also affects the future depositor base through the switching cost.

The existence of switching cost further complicates the analysis because both the level and slope of the value function are different when $\theta_t < \theta_{t-1}$. As a result, we need to consider several different regions. We characterize the bank's optimal policy $\theta^*$ under different scenarios in Proposition 2.

**Proposition 2.** *For a given $\theta_{t-1}$, there exists an outflow threshold $y_{out}(\theta_{t-1})$, defined by Equation D.19, and an inflow threshold $y_{in}(\theta_{t-1})$, defined by Equation D.20, such that*

1. *For $y_t \in [y^*(\theta_{t-1}), y_{out}(\theta_{t-1}))$, $\theta^* = \min\{\theta_1(y), \bar{\theta}_t\}$, where $\theta_1(y)$ is defined by Equation D.17. In this case, $\theta^* > \theta_{t-1}$ and the bank has deposit outflows.*

2. *For $y_t \in [y_{in}(\theta_{t-1}), y_{out}(\theta_{t-1})]$, $\theta^* = \theta_{t-1}$. There is no deposit flow.*

3. *For $y_t > y_{out}(\theta_{t-1})$, $\theta^* = \theta_2(y)$, where $\theta_2(y)$ is defined in Equation D.17. In this case, $\theta^* < \theta_{t-1}$ and the bank has deposit inflows.*

Proposition 2 provides a complete characterization of the bank's marginal depositor types under different scenarios. In the first case when the fundamental is weak, the bank does not want to invest much. Hence the bank sets a low deposit rate and tolerates deposit outflows. However, the outflow cannot be too large or else the bank risks selling large amounts of assets that incur liquidation discounts. When $y_t$ is very low, the constraint $\theta_t \leq \bar{\theta}_t$ starts to bind, in which case the bank sets a higher deposit rate than the unconstrained level to reduce the outflows, keeping the critical investor $\bar{\theta}_t$ in the bank. When $y_t$ is below $y^*$, the bank cannot keep the critical depositor and experiences a run, as explained in Section 4.3.1.

In the second case, $y_t$ is in an intermediate region, in which there is no flow at all. This inaction region exists because of the switching cost. In this case, the deposit rate is set such that the previous marginal depositor is indifferent between keeping deposits or moving money out of the bank.

Finally, in the third case, $y_t$ is so high such that the bank wants to attract inflows and increase investments. To attract inflows, the bank needs to increase the deposit rate discontinuously in order to convince outside investors to pay the switching cost and move money into the bank. The bank will only do so when the fundamental is above the inflow threshold $y_{in}(\theta_{t-1})$. In addition, in contrast to the smooth flow adjustment around the outflow threshold $y_{out}(\theta_{t-1})$, the flow adjustment around the inflow threshold $y_{in}(\theta_{t-1})$ is discontinuous. As $y_t$ increases and crosses over $y_{in}(\theta_{t-1})$, the deposit flow jumps from zero to a positive number.

Therefore, our model endogenously links the marginal depositor type with the fundamentals on the asset side and the existing depositor base. Intuitively, the marginal benefit of deposits is larger when fundamentals are stronger. Hence, when $y_t$ is larger, the bank sets higher rates to attract flightier depositors. Furthermore, the depositor base is sticky due to the switching cost, which is why the marginal depositor's flightiness is positively correlated across periods. Figure 9a provides a numerical illustration of the equilibrium strategy for two different levels of $\theta_{t-1}$.

Having characterized the bank's optimal policy function, we next discuss how the magnitude of deposit flows depends on the fundamentals and the previous period marginal depositor type. The details are presented in Corollary 1.

**Corollary 1.** *For a given $\theta_{t-1}$, $\theta^*$ is decreasing in $y_t$. The net deposit flow in period t, $G(\theta^*(y_t, \theta_{t-1})) - G(\theta_{t-1})$, is weakly increasing in $y_t$ and $\theta_{t-1}$.*

Figure 9b provides a numerical illustration of the equilibrium deposit flows. The bank's net inflow increases with $y_t$ because the bank sets higher deposit rates when the fundamental stronger. Furthermore, the bank is more likely to attract inflows when the previous period depositor base is smaller and less flighty. As a result, the net inflow is increasing in $\theta_{t-1}$.

Our model highlights that the deposit flow is an important object to keep track of for banking sector fragility. Given Lemma 1, whenever we see deposit inflows from outside of the banking system, the marginal depositor in the bank becomes flightier, and whenever we see outflows, the marginal depositor becomes less flighty. Furthermore, the marginal deposit type affects the run probability directly, as shown in Proposition 1. Hence, the endogenous determination of flows characterized in Corollary 1 governs the evolution of financial fragility risks over time.

# 5 Implications for Monetary Policy and Financial Stability

Leveraging the model, we study the effect of conventional and unconventional monetary policy on financial stability taking into account that depositors are heterogeneous and the depositor base is path-dependent. First, we uncover a novel interaction effect between conventional and unconventional monetary policy. In Section 5.1, we find that the impact of increasing interest rates on financial fragility is larger after the implementation of QE. Second, we show that the speed of rate hikes matters for financial stability in Section 5.2.

## 5.1 Interaction Effect of QE and Rate Increase

As the Fed raises interest rates, the return that investerns can earn from outside options like MMFs increases leading to more outflows and raising the probability of bank runs. We highlight that the increase in run risk crucially depends on the existing marginal depositor type in the banking system.

In particular, unconventional monetary policy like QE leads to an influx of depositors in the banking system (Acharya et al., 2023, Lopez-Salido and Vissing-Jorgensen, 2023), the new depositors must value the convenience benefit of deposits less compared to existing depositors, by Lemma 1. Thus, the marginal depositor becomes flightier, i.e., $\theta_{t-1}$ is lower after the implementation of QE.

We find that run risk is more sensitive to rate changes when the existing depositors in the bank are flightier, i.e., when $\theta_{t-1}$ is lower. We demonstrate this effect using a numerical example in Figure 10 assuming a permanent rate hike. Figure 10 shows that the increase in bank run probability for a given change in $R$ is increasing in deposit flightiness. When the marginal depositor in the bank is flightier, depositors expect the bank to fail with higher probability in the future. Hence, they are more likely to take out their deposits in the current period when the outside option becomes more attractive, leading to a higher run risk.

Given the sluggish adjustment in depositor base, our results imply that unconventional monetary policy has long-lasting implications for the financial stability impact of conventional monetary policy. Hiking interest rates when central bank balance sheets are inflated by QE bears higher financial stability risk than otherwise. However, these risks may be alleviated from tapering QE or conducting QT before embarking on a rate hike cycle so that flightier investors can be drained from the depositor base ahead of time.

## 5.2 Speed of Rate Hikes

We further find that the speed of rate hikes is crucial for the risk to bank stability. To illustrate the mechanism, we compare run probability under a drastic rate hike cycle and a gradual rate hike cycle, fixing the total extent of rate increase. That is, in the drastic rate hike cycle, we consider the run probability when the value of outside option is raised from $R_0$ to $R_2$, where $R_2 > R_0$; in the gradual rate hike cycle, we consider the cumulative run probability when the outside option is first raised to $R_1$, where $R_1 < R_2$, and then raised to $R_2$ in the subsequent period. As before, we assume that investors interpret rate changes as permanent.

Figure 11 shows how run risk in the drastic and gradual cases varies with the initial marginal depositor type $\theta_0$ using a numerical example. The run probability in the drastic rate hike case is larger than the cumulative run probability in the gradual rate hike case over two periods. The effect is particularly pronounced when the initial depositor base is flightier, i.e., when $\theta_0$ is lower. The gradual rate hike path is more stable overall because the small rate increase in the first period gives the bank time to adjust its depositor base, allowing the flightiest depositors to leave. Since the rate increase is minor, the bank is able to manage this outflow by selling a small fraction of assets without incurring heavy liquidation discounts. As a result, the run risk is small. In the second period, when the rate is eventually increased to $R_2$, the depositors remaining in the bank are those who value convenience benefit by more than those in the first period, and are less likely to leave even at the high rate. Hence, the run probability in the second period is also relatively small.

We note that it is the interaction between the liquidation schedule and the depositor heterogeneity that generates this result. In terms of the liquidation schedule, we assume that the bank can sell $\phi$ fraction of assets in each period without discount. Essentially, what we need is that the long-run elasticity in the asset market is larger than the short-run elasticity, which is supported by theories such as slow moving capital. Empirically, in many markets, the long-run demand is indeed more elastic than the short-run demand (Duffie, 2010). At the same time, the speed of rate hikes would not matter if depositors are homogeneous. This is because the critical depositor remains the same even regardless of how the bank adjusts its depositor base.

To summarize, our main effect comes from the fact that bank stability crucially depends on who is in the banking system. Raising policy rates is more destabilizing when the existing depositor base is flightier. Raising rates slowly allows the bank to gradually adjust its depositor base, such that when the rate is eventually raised to a high level, the remaining depositors are no longer as flighty.

# 6 Conclusion

In this paper, we analyzed the magnitude, determinants, and implications of variations in the aggregate deposit flightiness over time. We show that deposit flightiness displays pronounced fluctuations over time. High levels of deposit flightiness coincide with low interest rate environments and expansions in the Federal Reserve's balance sheet size. In particular, the large injection of bank reserves in the aftermath of the Covid-19 crisis elevated deposit flightiness to unprecedentedly high levels before the start of the rate hike cycle in early 2022.

We rationalize the variation in deposit flightiness based on heterogeneity in investors' convenience value for deposits. With a fixed cost of moving deposits, the marginal depositor in the banking system is time-varying and path-dependent. At any given point in time, those remaining in the banking system value the convenience of bank deposits by more than those that invest in outside options. Following large deposit inflows from outside investors, the marginal depositor in the banking system values convenience less, and the aggregate depositor base becomes flightier. This is why aggregate deposit flightiness increases following the influx of deposits induced by QE's reserve expansions and low interest rate environments.

Our findings have far-reaching policy implications. First, for a given monetary policy rate hike, the expected deposit outflow and increase in run risk are larger following large-scale QE programs, which introduced flightier deposits into the banking system. In contrast, reducing the size of the Fed's balance sheet before embarking on rate hikes may alleviate these risks. Going forward, this linkage between the financial fragility risk of monetary policy and the size of the central bank's balance sheet is especially relevant as central banks navigate monetary policy in ample reserve environments.

The second implications is that more drastic rate hikes amplify the increase in run risk. Relative to drastic one-off rate hikes, smaller steps of rate hikes allow depositors to gradually flow out the banking system so that the remaining depositors are the ones that value banks' convenience service more. Hence, depositor run risk is smaller with a slower speed of rate hikes. This result sheds light on how the path of monetary policy implementation affects the stability of the banking system.

# References


**Acharya, Viral V and Raghuram Rajan**, "Liquidity, liquidity everywhere, not a drop to use–Why flooding banks with central bank reserves may not expand liquidity," Technical Report, National Bureau of Economic Research 2022. 7, 10, 17

___ **, Rahul S Chauhan, Raghuram Rajan, and Sascha Steffen**, "Liquidity dependence and the waxing and waning of central bank balance sheets," Technical Report, National Bureau of Economic Research 2023. 7, 10, 17, 27

**Begenau, Juliane**, "Capital requirements, risk choice, and liquidity provision in a business-cycle model," *Journal of Financial Economics*, 2020, *136* (2), 355–378. 6

**Bolton, Patrick, Ye Li, Neng Wang, and Jinqiang Yang**, "Dynamic Banking and the Value of Deposits," *Working paper*, 2023. 6

**Brunnermeier, Markus K. and Yuliy Sannikov**, "A Macroeconomic Model with a Financial Sector," *American Economic Review*, February 2014, *104* (2), 379–421. 6

**Buda, Gergely, Stephen Hansen, Tomasa Rodrigo, Vasco M Carvalho, Álvaro Ortiz, and José V Rodríguez Mora**, "National accounts in a world of naturally occurring data: a proof of concept for consumption," 2023. 52

**Chodorow-Reich, Gabriel, Olivier Darmouni, Stephan Luck, and Matthew Plosser**, "Bank liquidity provision across the firm size distribution," *Journal of Financial Economics*, 2022, *144* (3), 908–932. 16

**d'Avernas, Adrien, Andrea L Eisfeldt, Can Huang, Richard Stanton, and Nancy Wallace**, "The Deposit Business at Large vs. Small Banks," Technical Report, National Bureau of Economic Research 2023. 7

**Dávila, Eduardo and Itay Goldstein**, "Optimal Deposit Insurance," *Journal of Political Economy*, 2023, *131* (7), 1676–1730. 6

**Diamond, Douglas W. and Philip H. Dybvig**, "Bank Runs, Deposit Insurance, and Liquidity," *Journal of Political Economy*, 1983, *91* (3), 401–419. 1, 6

**Diamond, William F, Zhengyang Jiang, and Yiming Ma**, "The reserve supply channel of unconventional monetary policy," Technical Report, National Bureau of Economic Research 2023. 7, 51

**Drechsler, Itamar, Alexi Savov, and Philipp Schnabl**, "The deposits channel of monetary policy," *The Quarterly Journal of Economics*, 2017, *132* (4), 1819–1876. 7, 10, 11, 17, 50

**___ , ___ , and ___** , "Banking on Deposits: Maturity Transformation without Interest Rate Risk," *The Journal of Finance*, 2021, *76* (3), 1091–1143. 12, 50, 51

**___ , ___ , ___ , and Olivier Wang**, "Banking on uninsured deposits," Technical Report, National Bureau of Economic Research 2023. 1, 6

**Duffie, Darrell**, "Presidential Address: Asset Price Dynamics with Slow-Moving Capital," *The Journal of Finance*, 2010, *65* (4), 1237–1267. 18, 29

**Egan, Mark, Ali Hortaçsu, and Gregor Matvos**, "Deposit Competition and Financial Fragility: Evidence from the US Banking Sector," *American Economic Review*, January 2017, *107* (1), 169–216. 6, 11

**Erel, Isil, Jack Liebersohn, Constantine Yannelis, and Samuel Earnest**, "Monetary policy transmission through online banks," Technical Report, National Bureau of Economic Research 2023. 7

**Gertler, Mark and Nobuhiro Kiyotaki**, "Chapter 11 - Financial Intermediation and Credit Policy in Business Cycle Analysis," in Benjamin M. Friedman and Michael Woodford, eds., *Benjamin M. Friedman and Michael Woodford, eds.*, Vol. 3 of *Handbook of Monetary Economics*, Elsevier, 2010, pp. 547–599. 6

**___ and ___** , "Banking, Liquidity, and Bank Runs in an Infinite Horizon Economy," *American Economic Review*, July 2015, *105* (7), 2011–43. 6

**Goldstein, Itay and Ady Pauzner**, "Demand–deposit contracts and the probability of bank runs," *the Journal of Finance*, 2005, *60* (3), 1293–1327. 6

**Granja, João, Erica Xuewei Jiang, Gregor Matvos, Tomasz Piskorski, and Amit Seru**, "Book Value Risk Management of Banks: Limited Hedging, HTM Accounting, and Rising Interest Rates," Technical Report, National Bureau of Economic Research 2024. 1, 6

**Greenwald, Daniel L, John Krainer, and Pascal Paul**, "The credit line channel," in "in" Federal Reserve Bank of San Francisco 2020. 16

**Haddad, Valentin, Alan Moreira, and Tyler Muir**, "When selling becomes viral: Disruptions in debt markets in the COVID-19 crisis and the Fed's response," *The Review of Financial Studies*, 2021, *34* (11), 5309–5351. 16

___ **, Barney Hartman-Glaser, and Tyler Muir**, "Bank fragility when depositors are the asset," *Available at SSRN 4412256*, 2023. 1, 6, 17

**He, Zhiguo and Arvind Krishnamurthy**, "Intermediary Asset Pricing," *American Economic Review*, April 2013, *103* (2), 732–70. 6

___ **and Wei Xiong**, "Dynamic Debt Runs," *The Review of Financial Studies*, 2012, *25* (6), 1799–1843. 6

**Hugonnier, Julien and Erwan Morellec**, "Bank capital, liquid reserves, and insolvency risk," *Journal of Financial Economics*, 2017, *125* (2), 266–285. 6

**Jermann, Urban and Haotian Xiang**, "Dynamic banking with non-maturing deposits," *Journal of Economic Theory*, 2023, *209*, 105644. 6, 17

___ **and Vincenzo Quadrini**, "Macroeconomic Effects of Financial Shocks," *American Economic Review*, February 2012, *102* (1), 238–71. 6

**Jiang, Erica Xuewei, Gregor Matvos, Tomasz Piskorski, and Amit Seru**, "Monetary Tightening and U.S. Bank Fragility in 2023: Mark-to-Market Losses and Uninsured Depositor Runs?," *SSRN Electronic Journal*, 3 2023. 6

**Kang-Landsberg, Alena, Stephan Luck Luck, and Matthew Plosser**, "Book Value Risk Management of Banks: Limited Hedging, HTM Accounting, and Rising Interest Rates," Technical Report, Liberty Street Economics 2024. 50, 55

**Koont, Naz, Tano Santos, and Luigi Zingales**, "Destabilizing Digital," *Available at SSRN*, 2023. 7

**Lopez-Salido, David and Annette Vissing-Jorgensen**, "Reserve demand, interest rate control, and quantitative tightening," *Federal Reserve Board, January*, 2023, *10.* 27

**Lu, Xu, Yang Song, and Yao Zeng**, "The Making of an Alert Depositor: How Payment and Interest Drive Deposit Dynamics," *Available at SSRN 4699426*, 2024. 7, 53

**Mitchell, Mark, Lasse Heje Pedersen, and Todd Pulvino**, "Slow Moving Capital," *American Economic Review*, May 2007, *97* (2), 215–220. 18

**Mitkov, Yuliyan**, "Inequality and financial fragility," *Journal of Monetary Economics*, 2020, *115*, 233–248. 6

**Nicolò, Gianni De, Andrea Gamba, and Marcella Lucchetta**, "Microprudential Regulation in a Dynamic Model of Banking," *The Review of Financial Studies*, 04 2014, *27* (7), 2097–2138. 6

**Rampini, Adriano A and S Viswanathan**, "Financial Intermediary Capital," *The Review of Economic Studies*, 04 2018, *86* (1), 413–455. 6

**Supera, Dominik**, "Running Out of Time (Deposits): Falling Interest Rates and the Decline of Business Lending," *Investment and Firm Creation*, 2021. 11

**Van den Heuvel, Skander J.**, "The welfare cost of bank capital requirements," *Journal of Monetary Economics*, 2008, *55* (2), 298–320. 6

**Wang, Yifei, Toni M Whited, Yufeng Wu, and Kairong Xiao**, "Bank market power and monetary policy transmission: Evidence from a structural estimation," *The Journal of Finance*, 2022, *77* (4), 2093–2141. 7

**Xiao, Kairong**, "Monetary transmission through shadow banks," *The Review of Financial Studies*, 2020, *33* (6), 2379–2420. 7, 9, 10, 12, 17

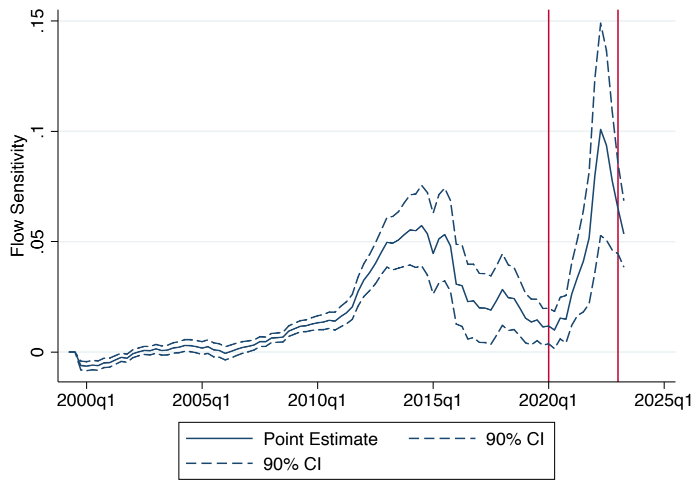
**Zhang, Jinyuan, Tyler Muir, and Shohini Kundu**, "Diverging Banking Sector: New Facts and Macro Implications," *Available at SSRN 4798818*, 2024. 7

# 7 Figures and Tables

**Figure 1:** Deposit Flow Sensitivity and Monetary Policy

Panel (a) shows deposit flow sensitivities over time. Deposit flow sensitivities are obtained from regressing bank-level deposit flows on instrumented bank-level interest rates (%) as described in Equation 3.1. The vertical red line corresponds to 2020Q1. Panel (b) shows deposit flow sensitivities and the Fed funds rate over time. Standard errors are clustered at the bank level.

**(a)** Deposit Flow Sensitivity




**(b)** Deposit Flow Sensitivity and Monetary Policy

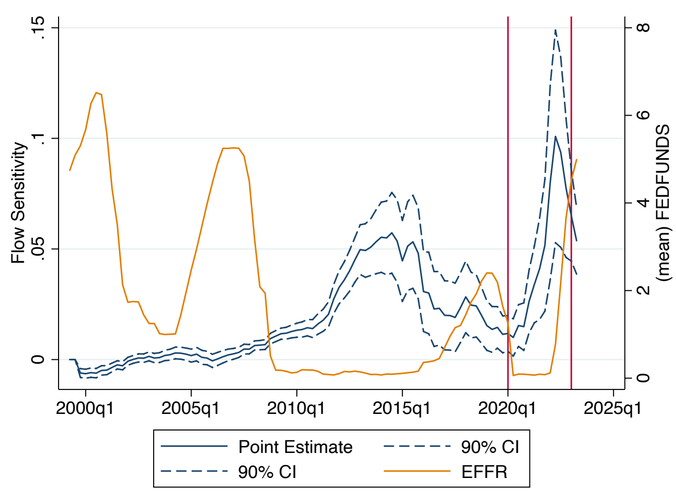
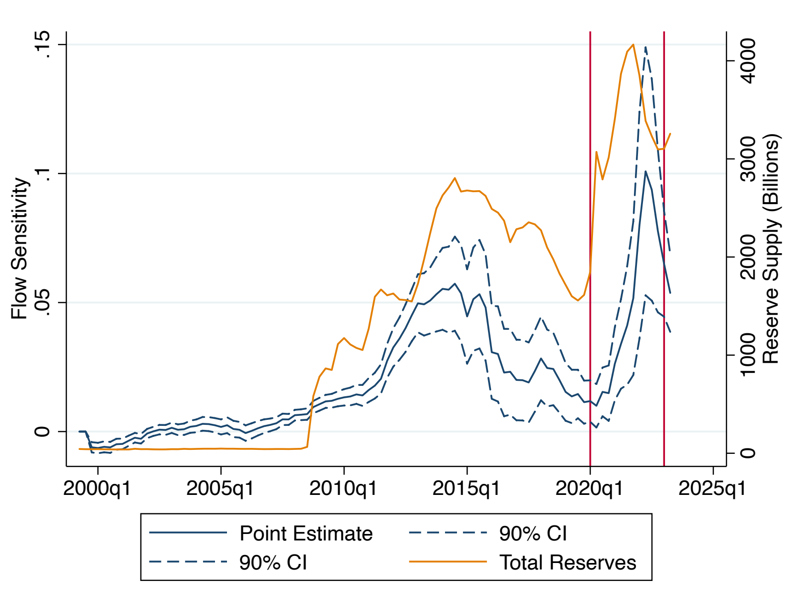


**Figure 2:** Deposit Flow Sensitivity, Deposit Flow, and Reserve Supply

Panel (a) shows deposit flow sensitivities and the supply of reserves over time. Deposit flow sensitivities are obtained from regressing bank-level deposit flows on instrumented bank-level interest rates (%) as described in Equation 3.1. Reserve supply is the total volume of outstanding reserves on bank balance sheets. The vertical red line corresponds to 2020Q1. Panel (b) shows deposit flow sensitivities and agregate deposit flows over time. Aggregate deposit flows are calculated as 8-quarter cumulative flows. Standard errors are clustered at the bank level.

**(a)** Deposit Flow Sensitivity and Reserve Supply




**(b)** Deposit Flow Sensitivity and Aggregate Deposit Flow

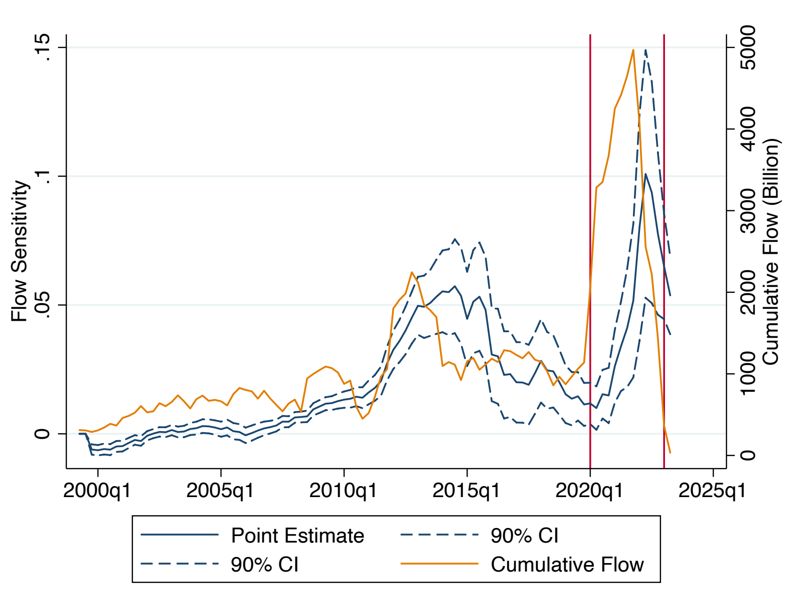


**Figure 3:** Savings Deposit Flow Sensitivity

This figure shows savings deposit flow sensitivities and the ratio of time deposits over time. Savings deposit flow sensitivities are obtained from regressing bank-level savings deposit flows on instrumented bank-level interest rates (%) as described in Equation 3.1. The vertical red line corresponds to 2020Q1. Standard errors are clustered at the bank level.

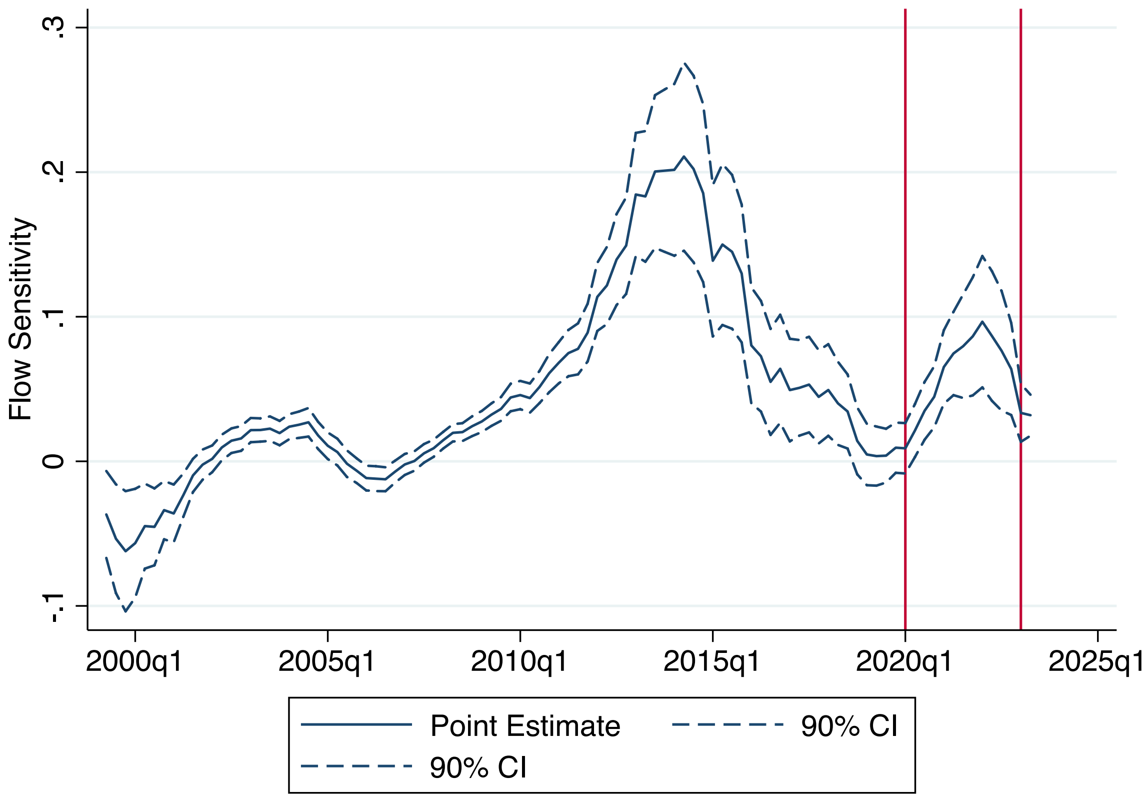
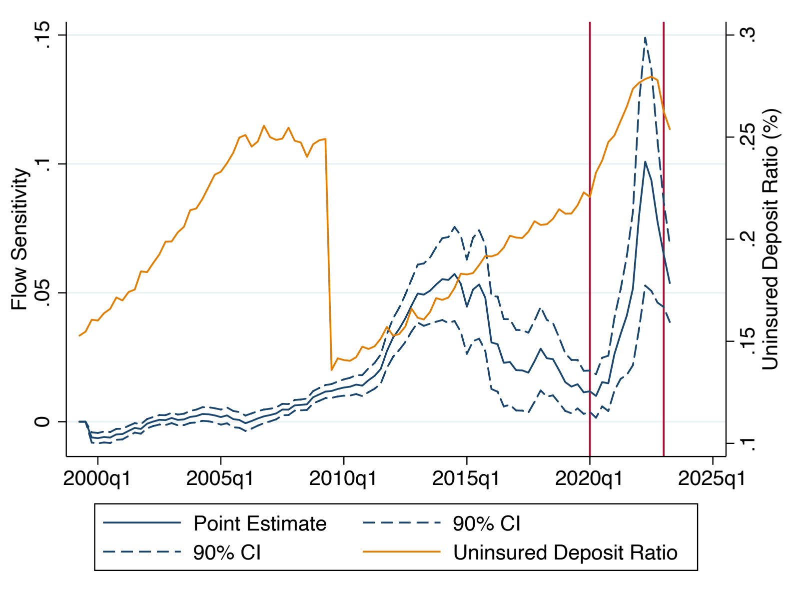


**Figure 4:** Deposit Flow Sensitivity and the Ratio of Uninsured Deposits

Panel (a) shows deposit flow sensitivities and the aggregate ratio of uninsured deposits over time. Deposit flow sensitivities are obtained from regressing bank-level deposit flows on instrumented bank-level interest rates (%) as described in Equation 3.1. Panel (b) shows deposit flow sensitivities controlling for the ratio of uninsured deposits at the bank level. eposit flow sensitivities are obtained from regressing bank-level deposit flows on instrumented bank-level interest rates (%) as described in Equation 3.1 and controlling for the level of uninsured deposits. The vertical red line corresponds to 2020Q1. Standard errors are clustered at the bank level.

**(a)** Deposit Flow Sensitivity and the Aggregate Ratio of Uninsured Deposits




**(b)** Deposit Flow Sensitivity controlling for Uninsured Deposits

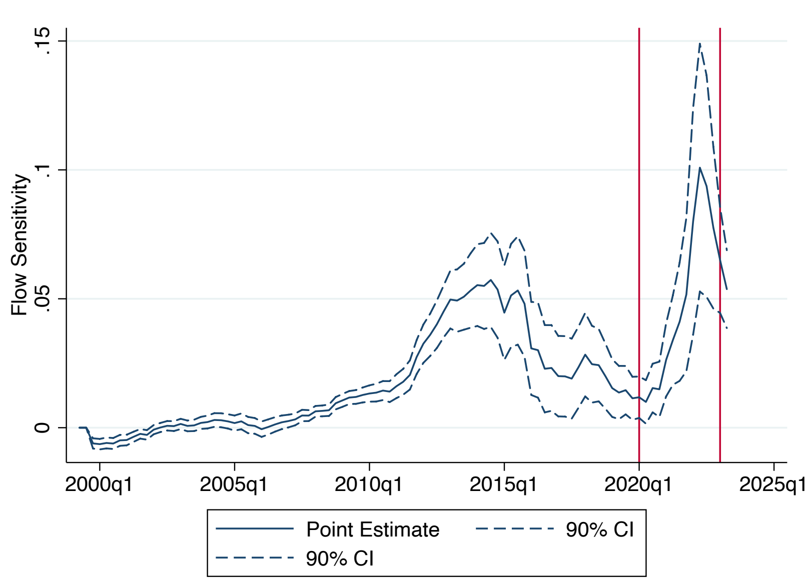
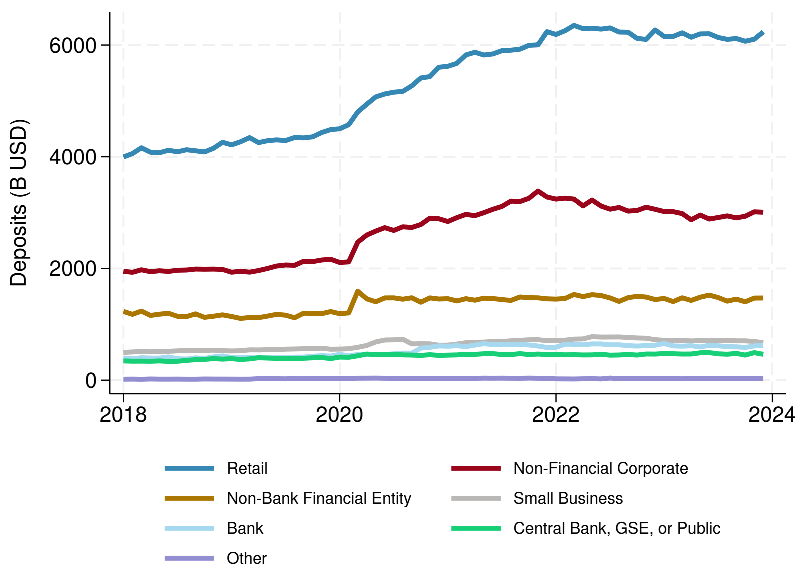


**Figure 5:** Deposits by Counterparty Type

Panel (a) shows the total volume of deposits by counterparty type in $ billions. Panel (b) shows the volume of deposits by counterparty type as an index relative to their January 2020 levels. The sample includes banks with assets above $100 billion that filed the corresponding variables in the FR2052 form from 2018 through 2023.

**(a)** Volume of Deposits ($1 Billions)




**(b)** Volume of Deposits (Indexed to January 2020)

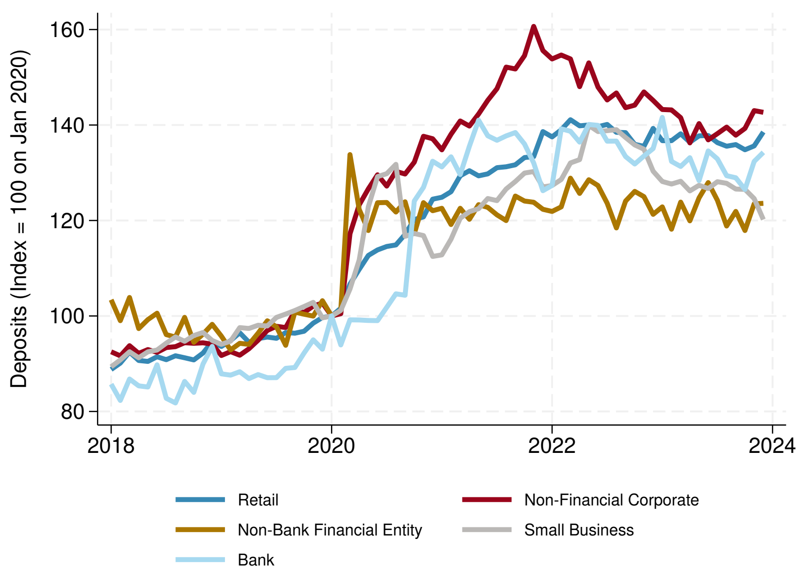
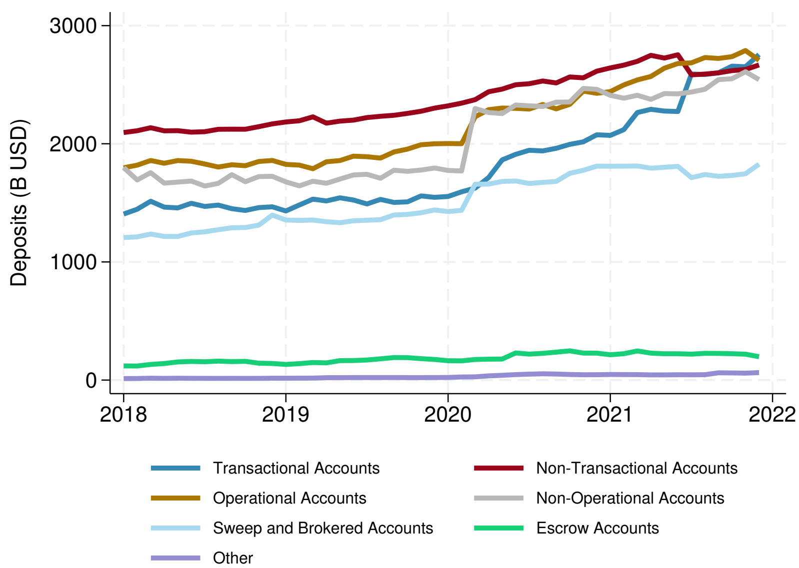


**Figure 6:** Deposits by Account Type

Panel (a) shows the total volume of deposits by account type in $ billions. Panel (b) shows the volume of deposits by account type as an index relative to their January 2020 levels. The sample includes banks with assets above $100 billion that filed the corresponding variables in the FR2052 form from 2018 through 2021.

**(a)** Volume of Deposits ($1 Billions)




**(b)** Volume of Deposits (Indexed to January 2020)

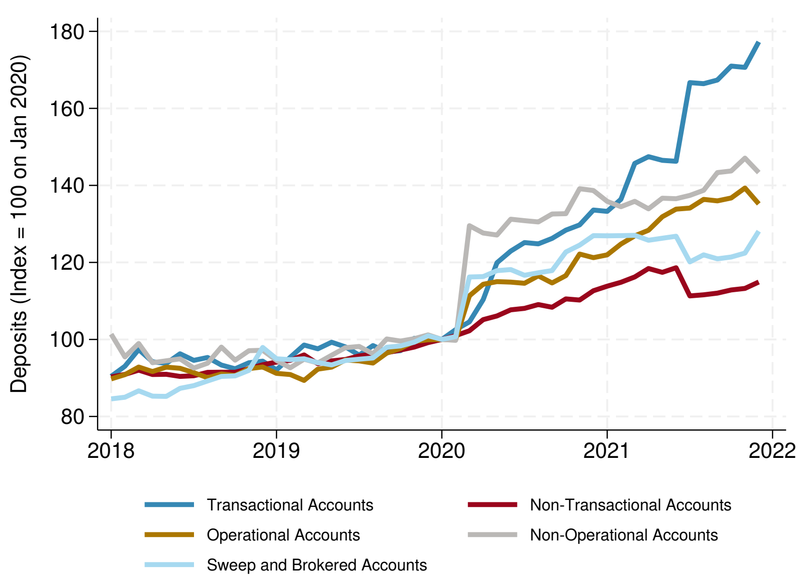
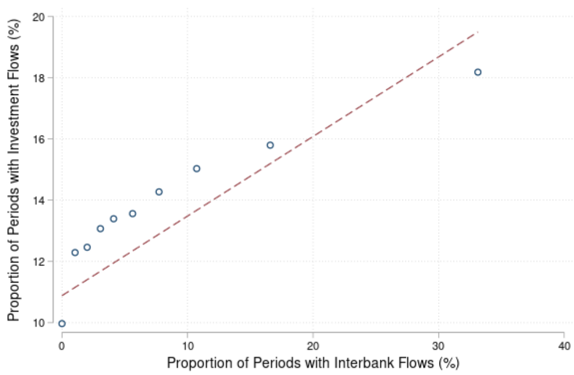


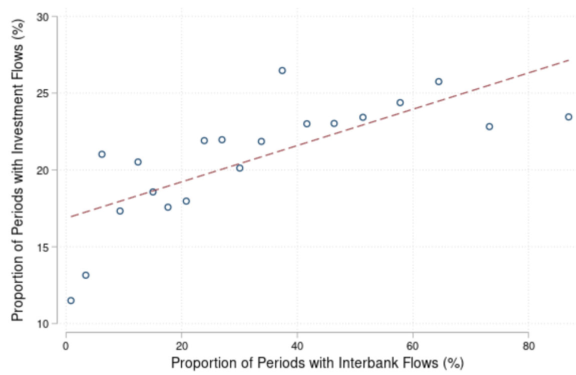
**Figure 7:** Depositor Flightiness in the Cross-Section

This figure shows binned scatter plots of depositor-level flightiness in moving funds between banks versus in moving funds between banks and outside investments during our sample period from Jan 2014 to Sep 2022. Panels (a) and (b) measure flightiness in terms of the proportion of months in which a depositor had flows between banks and between banks and outside investment options. Panels (c) and (d) measure flightiness in terms of the average number of times per month in which a depositor had flows between banks and between banks and outside investment options. Panels (e) and (f) measure flightiness as the standard deviation in flows between banks and between banks and outside investment options scaled by total payment flows. Panels (a), (c), and (e) are based on household depositors; panels (b), (d), and (f) are based on corporate depositors.

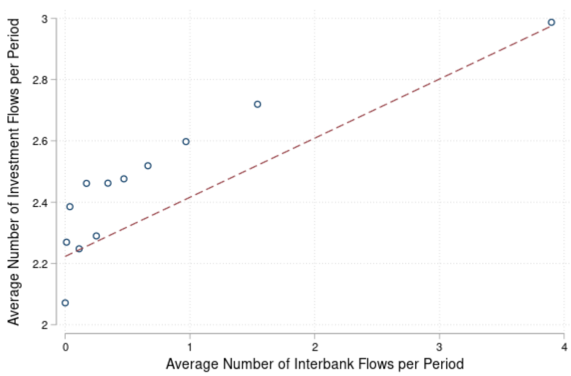
**(a)** Prop of Months with Flows (Household)



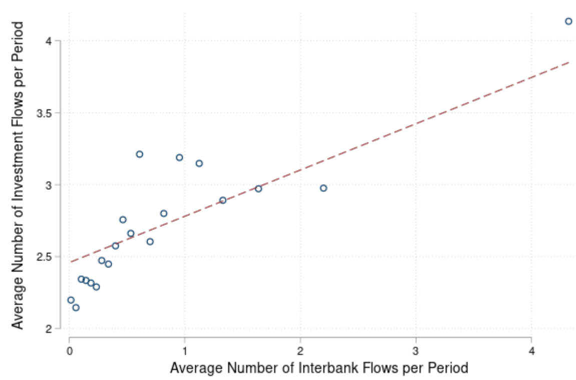

**(b)** Prop of Months with Flows (Corp)



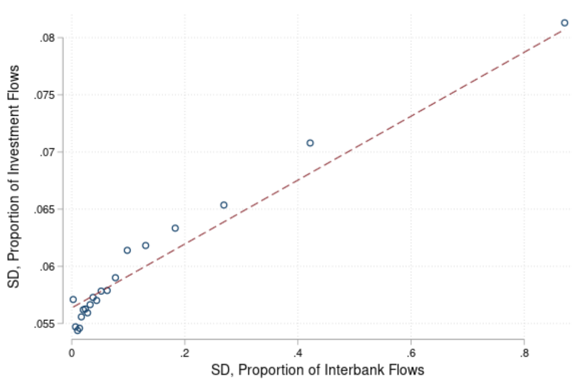

**(c)** Number of Flows per Month (Household)




**(d)** Number of Flows per Month (Corp)




**(e)** Scaled SD of Flows (Household)




**(f)** Scaled SD of Flows (Corp)

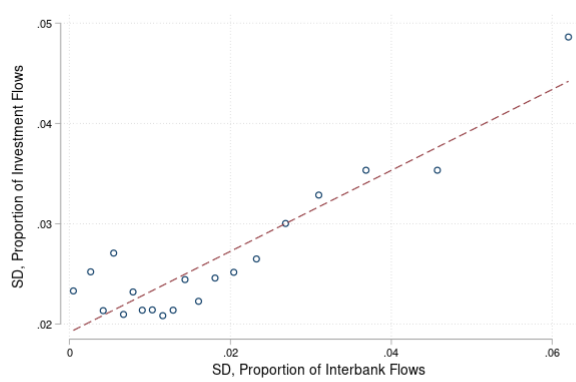
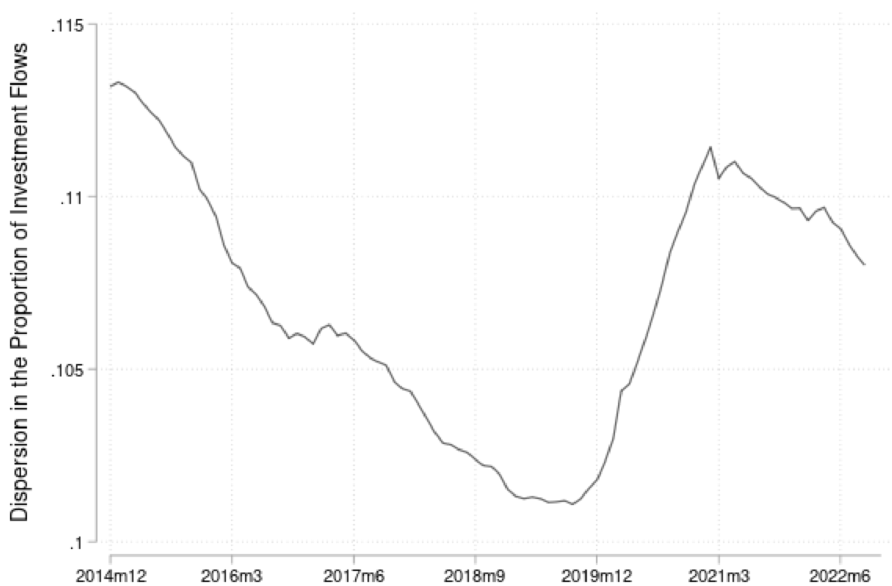


**Figure 8:** Dispersion in Depositors' Flows between Banks and Outside Investments

This figure shows how the dispersion in depositors' flows between banks and outside options varies over time. In each month, we calculate the proportion of flows between banks and and outside investments out of total deposit flows for each depositor and then calculate the standard deviation across depositors. We plot the 12-month moving average of the monthly standard deviations. Panel (a) shows the results for household depositors; panel (b) shows the result for corporate depositors.

**(a)** Household Depositors

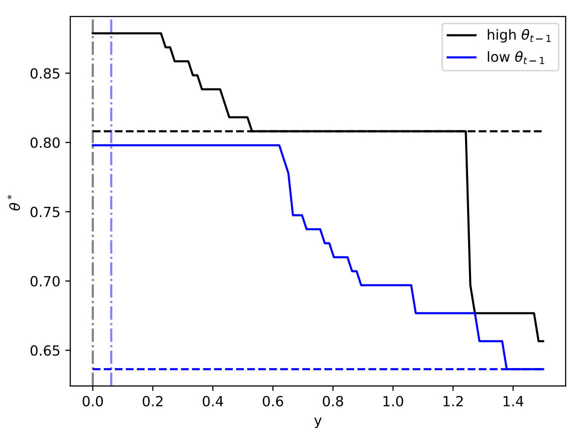



**(b)** Corporate Depositors

**Figure 9:** Numerical Illustration of the Equilibrium

Subfigure (a) plots the bank's solution in terms of the marginal depositor type it attracts $\theta^*(y_t, \theta_{t-1})$ against for the realized fundamental cash flow $y_t$. Subfigure (b) shows the net deposit flow under the bank's optimal rate setting policy against realizations of $y_t$. The black line shows the equilibrium solution for a high $\theta_{t-1} = 0.8$ and the blue line shows the solution for a low $\theta_{t-1} = 0.64$. The vertical line shows the run threshold in the two cases. We assume $y$ is uniformly distributed in $[0, 1.5]$ and $\theta_i$ is uniformly distributed in $[0, 1]$. For the other parameters, we set $R = 1.2$, $\lambda = 0.5$, $f = 0.05$, $\phi = 0.5$, $\beta = 0.5$, $\alpha_0 = 0$ and $\alpha_1 = 0.2$.

**(a)** Optimal Policy $\theta^*$




**(b)** Net Deposit Flows

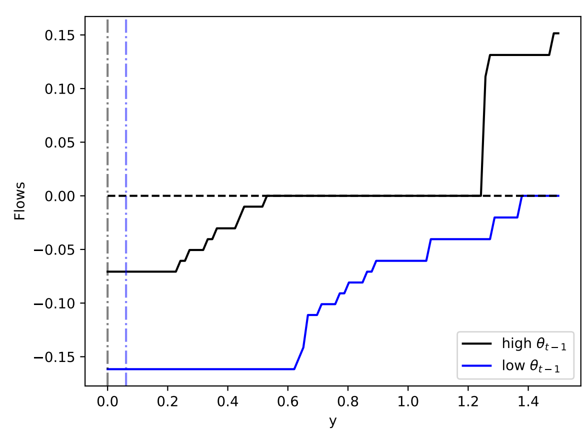


**Figure 10:** Effect of Rate Increase on Bank Failure Probability

This figure plots the change in bank failure probability $F(y^*)$ when $R$ increases from 1.1 to 1.2, against the marginal depositor type $\theta_{t-1}$ at the beginning of the period. We assume $y$ is uniformly distributed in $[0, 1.5]$ and $\theta_i$ is uniformly distributed in $[0, 1]$. For the other parameters, we set $\lambda = 0.5$, $f = 0.05$, $\phi = 0.5$, $\beta = 0.5$, $\alpha_0 = 0$ and $\alpha_1 = 0.3$.

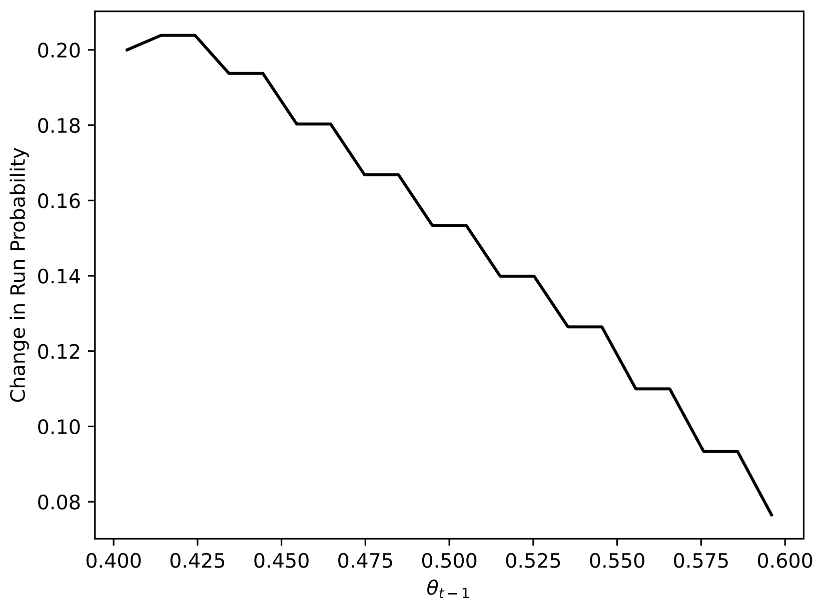


**Figure 11:** Speed of Interest Rate Hike and Bank Failure Probability

This figure plots bank failure probability $F(y^*)$ when $R$ is increased from 1 to 1.2, starting with different initial depositor base. The black line shows the bank failure probability when $R$ jumps to $1.2$ in one period; the blue line shows the cumulative bank failure probability when $R$ is first raised to $1.1$ and then raised to $1.2$ in the subsequent period. We assume $y$ is uniformly distributed in $[0, 1.5]$ and $\theta_i$ is uniformly distributed in $[0, 1]$. For the other parameters, we set $\lambda = 0.5$, $f = 0.05$, $\phi = 0.5$, $\beta = 0.5$, $\alpha_0 = 0$ and $\alpha_1 = 0.3$.

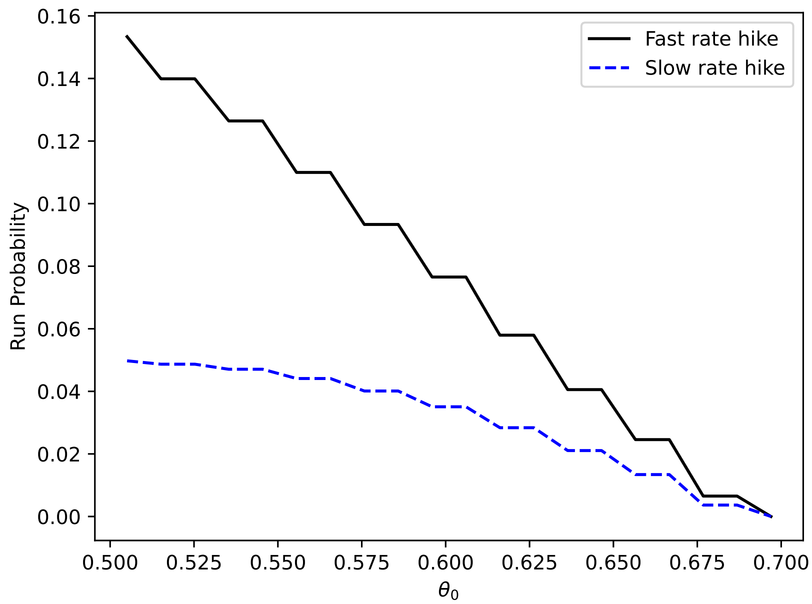


**Table 1:** Total Deposit Flow Sensitivity

This table the shows how the sensitivity of deposit flows vary with aggregate flows to the banking system. The dependent variable, deposit flows, is the bank-level growth in deposits. The key dependent variables are the bank-level deposit rates and the interaction between bank-level deposit rates and the aggregate deposit flows to the banking sector. These variables are instrumented using supply shocks and the results correspond to the IV estimates. Other control variables include the ratio of insured deposits, equity ratio, and the non-deposit ratio. Standard errors are clustered at the bank level.

| | Total Deposit Flow | | | |
|---|---|---|---|---|
| | (1) | (2) | (3) | (4) |
| Deposit Rate | -0.006*** | 0.012*** | 0.003 | 0.008** |
| | (0.002) | (0.003) | (0.003) | (0.003) |
| Deposit Rate $\times$ Cum Flow | 0.190*** | 0.249*** | 0.103*** | 0.127*** |
| | (0.030) | (0.032) | (0.030) | (0.032) |
| Insured Ratio | | | 0.061*** | 0.117*** |
| | | | (0.001) | (0.003) |
| Equity Ratio | | | -0.089*** | -0.167*** |
| | | | (0.004) | (0.009) |
| Non-Deposit Ratio | | | -0.038*** | -0.076*** |
| | | | (0.002) | (0.003) |
| Time FE | Yes | Yes | Yes | Yes |
| Bank FE | No | Yes | No | Yes |
| Observations | 482334 | 482334 | 444246 | 444246 |
| Adjusted R2 | -0.02 | -0.10 | 0.01 | 0.01 |

**Table 2:** Deposit Volatility by Depositor Type

This table shows the volatility of deposits by counterparty type. In Panel A (C), deposit volatility is calculated as the standard deviation of each bank's monthly (daily) deposits by counterparty type over the entire sample period, divided by the mean of the bank's monthly (daily) deposits by that counterparty type over the same period. In Panel B (D), deposit volatility is calculated as the rolling standard deviation of monthly (daily) aggregate deposits by counterparty type over windows of 4 months (60 days), divided by the rolling mean of aggregate monthly (daily) deposits by that counterparty type over the same window. All deposit volatilities are scaled by 100. The sample for Panels A and B includes banks with assets above $100 billion that filed the corresponding monthly variables in the FR2052 form from 2018 through 2023. The sample for Panels C and D includes banks with assets above $100 billion that filed the corresponding daily variables in the FR2052 form from 2018 through 2023.

| Counterparty | 25 Pctl | Median | 75 Pctl |
|---|---|---|---|
| Panel A: Monthly Bank-Level SD | | | |
| Retail | 14.10 | 20.07 | 29.21 |
| Non-Financial Corporate | 22.18 | 27.57 | 41.17 |
| Non-Bank Financial Entity | 18.79 | 38.00 | 56.06 |
| Small Business | 14.81 | 19.87 | 46.84 |
| Bank | 25.33 | 69.82 | 121.34 |
| Panel B: Monthly Rolling Aggregate SD | | | |
| Retail | 0.62 | 1.08 | 1.72 |
| Non-Financial Corporate | 1.04 | 1.41 | 2.08 |
| Non-Bank Financial Entity | 1.64 | 2.33 | 2.65 |
| Small Business | 1.03 | 1.40 | 2.37 |
| Bank | 1.55 | 2.49 | 3.44 |
| Panel C: Daily Bank-Level SD | | | |
| Retail | 17.92 | 25.44 | 29.66 |
| Non-Financial Corporate | 18.72 | 31.06 | 50.46 |
| Non-Bank Financial Entity | 17.08 | 21.79 | 66.82 |
| Small Business | 18.00 | 23.56 | 40.26 |
| Bank | 19.56 | 26.63 | 123.67 |
| Panel D: Daily Rolling Aggregate SD | | | |
| Retail | 0.50 | 0.63 | 0.97 |
| Non-Financial Corporate | 0.95 | 1.20 | 1.58 |
| Non-Bank Financial Entity | 1.77 | 2.00 | 2.32 |
| Small Business | 0.56 | 0.78 | 1.25 |
| Bank | 2.27 | 2.68 | 3.09 |

**Table 3:** Deposit Volatility by Account Type

This table shows the volatility of deposits by account type. In Panel A (C), deposit volatility is calculated as the standard deviation of each bank's monthly (daily) deposits by account type over the entire sample period, divided by the mean of the bank's monthly (daily) deposits in that account type over the same period. In Panel B (D), deposit volatility is calculated as the rolling standard deviation of aggregate monthly (daily) deposits by account type over windows of 4 months (60 days), divided by the rolling mean of aggregate monthly (daily) deposits in that account type over the same window. All deposit volatilities are scaled by 100. The sample for Panels A and B includes banks with assets above $100 billion that filed the corresponding monthly variables in the FR2052 form from 2018 through 2021. The sample for Panels C and D includes banks with assets above $100 billion that filed the corresponding daily variables in the FR2052 form from 2018 through 2021.

| Account Type | 25 Pctl | Median | 75 Pctl |
|---|---|---|---|
| Panel A: Monthly Bank-Level SD | | | |
| Transactional Accounts | 14.78 | 19.76 | 51.00 |
| Non-Transactional Accounts | 9.81 | 12.66 | 23.98 |
| Operational Accounts | 18.27 | 24.43 | 38.60 |
| Non-Operational Accounts | 19.40 | 25.07 | 41.69 |
| Sweep and Brokered Accounts | 19.75 | 28.79 | 55.44 |
| Panel B: Monthly Rolling Aggregate SD | | | |
| Transactional Accounts | 1.27 | 1.57 | 2.40 |
| Non-Transactional Accounts | 0.59 | 1.00 | 1.27 |
| Operational Accounts | 1.09 | 1.35 | 2.20 |
| Non-Operational Accounts | 1.17 | 1.76 | 2.43 |
| Sweep and Brokered Accounts | 0.85 | 1.61 | 2.46 |
| Panel C: Daily Bank-Level SD | | | |
| Transactional Accounts | 22.05 | 46.59 | 91.56 |
| Non-Transactional Accounts | 14.30 | 21.28 | 77.41 |
| Operational Accounts | 14.32 | 21.32 | 35.51 |
| Non-Operational Accounts | 15.16 | 31.60 | 69.91 |
| Sweep and Brokered Accounts | 14.58 | 29.48 | 48.68 |
| Panel D: Daily Rolling Aggregate SD | | | |
| Transactional Accounts | 0.92 | 1.13 | 1.64 |
| Non-Transactional Accounts | 0.32 | 0.58 | 0.84 |
| Operational Accounts | 0.94 | 1.16 | 1.52 |
| Non-Operational Accounts | 1.35 | 1.79 | 2.38 |
| Sweep and Brokered Accounts | 0.54 | 0.78 | 1.25 |

**Table 4:** Statistics on Depositor Flightiness

This table reports summary statistics of different measures of depositor flightiness in moving funds between banks versus in moving funds between banks and outside investments during our sample period from Jan 2014 to Sep 2022. The upper and lower panel show statistics for household and corporate depositors, respectively. In each panel, we capture flightiness in terms of the proportion of months in which a depositor had flows between banks and between banks and outside investment options, the average number of times per month in which a depositor had flows between banks and between banks and outside investment options, and the standard deviation in flows between banks and between banks and outside investment options scaled by total payment flows.

| | Mean | SD | Median | $25^{th}$ Pct | $75^{th}$ Pct |
|---|---|---|---|---|---|
| *Household Depositors* | | | | | |
| Proportion of Months with Investment Flows (%) | 11.92 | 21.95 | 1.09 | 0.00 | 11.58 |
| Proportion of Months with Interbank Flows (%) | 4.00 | 8.07 | 0.00 | 0.00 | 4.17 |
| Number of Investment Flows per Month | 2.31 | 2.61 | 1.40 | 1.00 | 2.30 |
| Number of Interbank Flows per Month | 0.33 | 0.91 | 0.00 | 0.00 | 0.25 |
| SD (Proportion of Investment Flows) | 0.07 | 0.07 | 0.04 | 0.01 | 0.1 |
| SD (Proportion of Interbank Flows) | 0.12 | 0.23 | 0.04 | 0.02 | 0.11 |
| *Corporate Depositors* | | | | | |
| Proportion of Months with Investment Flows (%) | 21.10 | 25.90 | 9.43 | 1.89 | 32.38 |
| Proportion of Months with Interbank Flows (%) | 32.47 | 23.43 | 28.30 | 13.21 | 48.11 |
| Number of Investment Flows per Month | 2.79 | 4.00 | 1.74 | 1.15 | 2.80 |
| Number of Interbank Flows per Month | 0.81 | 1.44 | 0.46 | 0.19 | 0.99 |
| SD (Proportion of Investment Flows) | 0.03 | 0.03 | 0.02 | 0.01 | 0.05 |
| SD (Proportion of Interbank Flows ) | 0.02 | 0.02 | 0.01 | 0.01 | 0.03 |

# A Deposit Rates and Betas

Figure 12 shows how the Fed-funds-deposit spreads relates to deposit flow sensitivities over time. Another seminal concept that is often linked to depositors' rate sensitivity is the deposit beta. Introduced by Drechsler et al. (2017) and Drechsler et al. (2021), deposit betas measures the passthrough of monetary policy rates to deposit rates. The original deposit beta in Drechsler et al. (2017) and Drechsler et al. (2021) is calculated at the bank-level and associated with deposit market power in the cross-section of banks. To shed light on the variation of deposit betas over time, we follow Kang-Landsberg et al. (2024) to calculate cumulative deposit betas $q$ quarters into each rate hike cycle as

$$\beta_q = \frac{DepositRate_q - DepositRate_0}{FFR_q - FFR_0}, \tag{A.1}$$

where $DepositRate_q$ is the average deposit rate $q$ quarters into the rate hike, $DepositRate_0$ is the average deposit rate in the quarter before the rate hike, $FFR_q$ is the Fed Funds rate $q$ quarters into the rate hike, and $FFR_0$ is the Fed Funds rate in the quarter before the rate hike.

In Figures 13a and 13b, we plot the cumulative deposit betas for total deposits and savings deposits, respectively. For a given number of quarter since the rate hike, we find that the deposit betas for the current rate hike cycle that started in 2022 are higher than those in the previous rate hike cycle that started in 2015. This observation is consistent with the large influx of depositors from additional rounds of QE following the Covid-19 crisis that started in March 2020. As our paper shows, this influx of investors increased the flightiness of the depositor base in the banking system and raised deposit flow sensitivities to historical highs before the start of the 2022 rate hike cycle. Thus, the presence of highly rate-sensitive investors may have contributed to banks passing through rate hikes by more than before.

Figures 13a and 13b also show that deposit betas were higher in the rate hike cycles before the 2008 financial crisis even though deposit flow sensitivities were lower during those rate hikes. One likely explanation comes through the asset side of bank balance sheets. Figures 14a and 14b show the cumulative betas for banks' asset returns. The pattern of asset betas across rate hike cycles resembles the pattern of deposit betas, which reflects that banks asset and liability side exposure to interest rates are well aligned (Drechsler et al., 2021). In other words, the relative deposit betas are also influenced by changes in the asset side of banks and the passthrough of policy rates to asset returns.

Although our model does not focus on the passthrough of monetary policy to deposit rates and asset returns, it does predicts that the interest rate set by banks is affected by their asset-side returns in addition to depositors' rate sensitivity. In particular, banks set lower deposit rates when their return on assets declines, all else equal (we discuss the model's prediction on deposit rates in Appendix D.5). Empirically, the gross return on banks' assets has indeed been structurally declining both in absolute terms and relative to the Fed Funds rate (Figure 15).[15] For the same depositor base, these lower asset returns reduce the deposit rates that banks are willing to pay.

Taken together, deposit rates and betas are closely related to the rate-sensitivity of deposit flows. However, deposit rates and betas are also influenced by banks' asset returns so that deposit rates and deposit betas may not fully predict deposit flightiness. Rather, the sensitivity of deposit flows to deposit rates is a direct measure of how flighty the depositor base is at any given point in time and provides complementary information to the deposit beta.

# B Data Appendix

We use de-identified transaction-level bank account data provided by a prominent financial data processor. This data encompasses records from over 1,400 U.S. banks and credit unions. We observe an identifier for each depositor which is linked across accounts belonging to the same depositor. Accounts include checking and savings accounts but exclude brokerage and nvestment accounts. For each withdrawal and deposit transaction, the date, amount, and category of transactions are given. The merchant name and descriptions are also provided with redactions of bank names.

[15] The increase in reserves from QE Diamond et al. (2023) and the increased holding of liquid assets on bank balance sheets may have contributed to the decline in banks' gross asset returns.

## B.1 Sample Selection

Our sample is from January 2014 to September 2022. We start our sample in 2014, when data quality becomes sufficiently reliable. Following Buda et al. (2023), our analysis concentrates on a panel of active users, which have at least ten transactions related to spending, income, or transfers in 32 of the 36 quarters in our sample. This selection criterion helps to ensure that account closures, which go unrecorded, do not skew the data.

Among depositors, we manually identify corporate depositors. First, we include accounts that have outgoing payments labeled as payroll or salary every quarter. Additionally, we include entities that have more than 50 bank accounts and those that include corporate-specific transactions every quarter. We obtain a panel of 5,294 unique corporate depositors and 1.26 million unique household depositors. The larger number of household depositors over corporate depositors is consistent with our conversations with the data provider.

Although our data does not cover the universe of household and corporate depositors, we find that the trend in deposit flows from our data are highly representative of the trends in aggregate deposit flows from public data sources. Figure 17a plots the 12-month moving average of monthly deposit flows for household depositors in our data and the household and non-profit sector from FRED. Figure 17b plots the 12-month moving average of monthly deposit flows for corporate depositors in our data and the non-financial corporate sector from FRED. While the aggregate volumes from our data are smaller than those from FRED, the variations in deposit flows closely track each other for both household and corporate depositors. These results provide suggestive evidence that the depositors in our sample are representative of the population of depositors.

## B.2 Classification of Flows between Banks and Investments

We use a multi-step process to identify deposit flows to and from investment options. First, we examine all transactions from bank accounts to brokerages that are classified as securities trading, investments, or retirement related transactions. We then review thousands of merchant names that represent more than 95% of these transaction volumes to confirm that they are investment-related. This step helps to filter out misclassified investment transactions. Once we have a verified list of brokerages, we manually check the corresponding transaction descriptions to extract relevant keywords. These keywords are un turn used to search through other transaction categories, including bank transfers, check payments, and direct deposits. This method ensures that we capture a comprehensive and accurate list of investment flows across all depositors.

## B.3 Classification of Flows between Banks

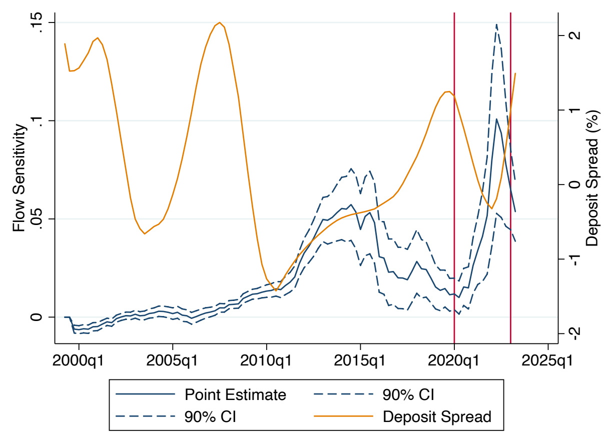
While we can link accounts belonging to the same depositor, the specific banks where these accounts are held remain unknown because bank identifiers for each account and bank names in transfer descriptions are redacted. To identify deposit flows between accounts of the same depositor at different banks, we adopt the methodology in Lu et al. (2024). We track the dollar value of each credit transaction $C$ and each debit transaction $D$, and designate a transaction as an interbank deposit transfer if it meets the following criteria: first, $C$ and $D$ must originate from different accounts of the same depositor. Second, both $C$ and $D$ must exceed \$50, ensuring we do not capture minor fees or refunds. Third, the absolute difference between $D$ and $C$, $|D - C|$, must be less than \$50 if $D$ occurs on the next business day after $C$, and less than \$10 if the time between $D$ and $C$ exceeds one business day. Fourth, the temporal difference between the transactions must not exceed five business days. Additionally, transactions that are initiated and received on the same business day are excluded unless they include a fast payment technology marker including Venmo, PayPal, Cash App, or Zelle. This is because same-day transactions without a fee that are not through fast payment services are mostly across accounts at the same bank.

# C Additional Figures and Tables

**Figure 12:** Flow Sensitivity and Deposit Spreads

Panel (a) shows deposit flow sensitivities and the average deposit spreads over time. Deposit flow sensitivities are obtained from regressing bank-level deposit flows on instrumented bank-level interest rates (%) as described in Equation 3.1. To obtain average deposit spreads, we first take the difference between the Fed Funds rate and the bank-level deposit rates, average across banks, and then calculate the 8-quarter cumulative average. Panel (a) shows deposit flow sensitivities and the average deposit spreads over time for savings deposits. The vertical red line corresponds to 2020Q1. Standard errors are clustered at the bank level.

**(a)** All Deposits




**(b)** Savings Deposits

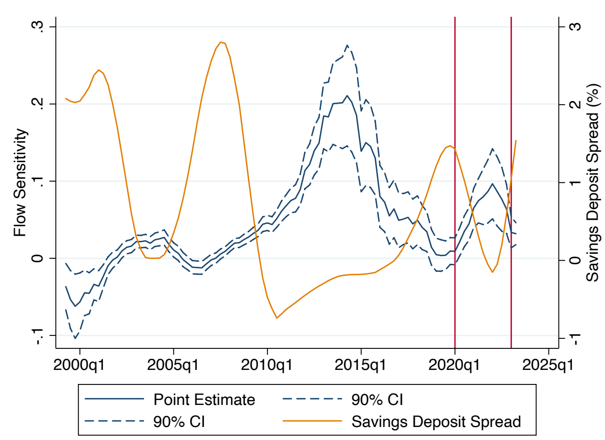
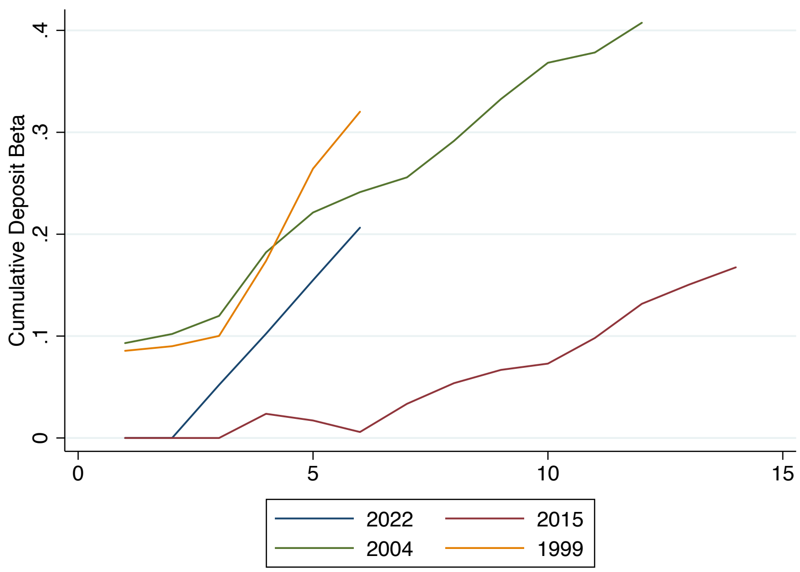


**Figure 13:** Cumulative Deposit Betas

Panel (a) shows the cumulative deposit beta over different rate hike cycles. Following Kang-Landsberg et al. (2024), we calculate cumulative deposit betas as the change in the average deposit rate from before the start of the rate hike divided by the change in the Fed funds rate from before the start of the rate hike. Panel (b) shows the cumulative deposit beta over different rate hike cycles for savings deposits.

**(a)** All Deposits




**(b)** Savings Deposits

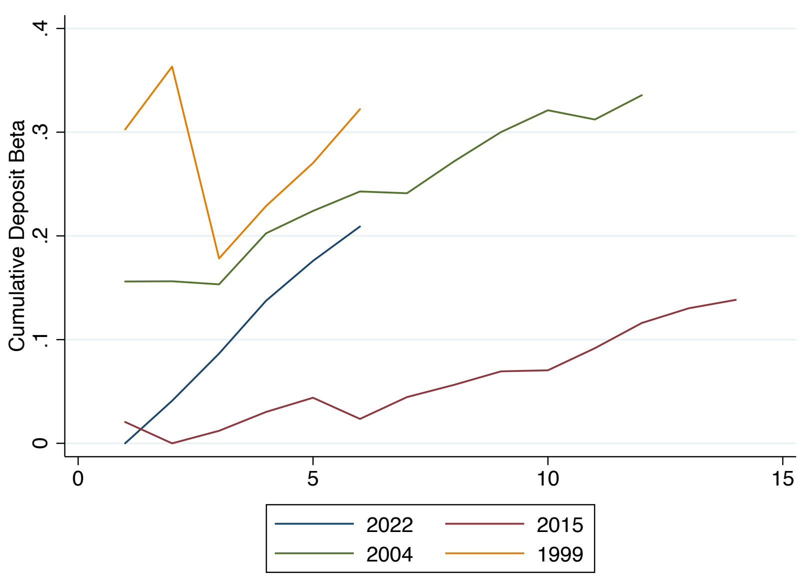
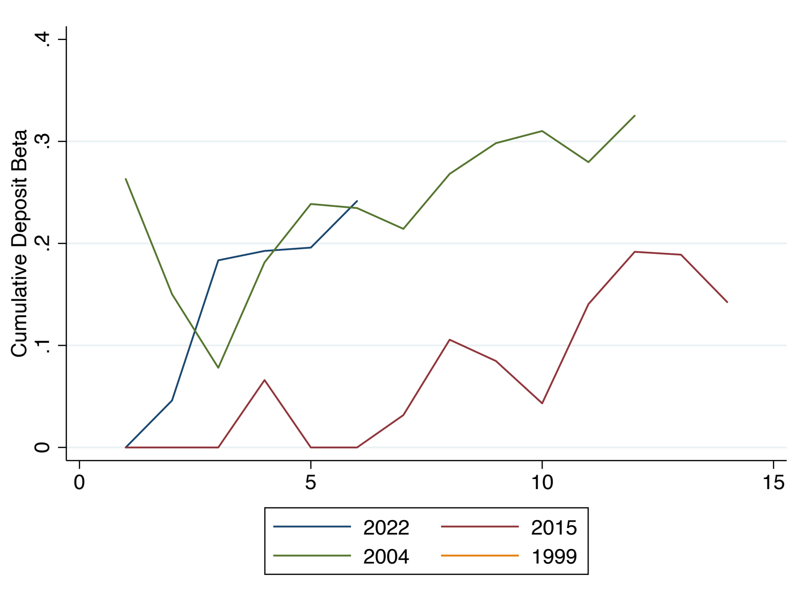


**Figure 14:** Cumulative Income Betas

Panel (a) shows the cumulative income beta over different rate hike cycles. We calculate cumulative income betas as the change in the average gross return on assets from before the start of the rate hike divided by the change in the Fed funds rate from before the start of the rate hike. The gross return on assets includes all income. Panel (b) shows the cumulative income beta over different rate hike cycles for interest income.

**(a)** All Income




**(b)** Interest Income

**Figure 15:** Gross Income on Assets

This figure shows the gross return on assets and the spread between the gross return on assets and the Fed Funds rate over time. The gross return on assets is calculated as the interest income on assets divided by total assets and then averaged across banks. The vertical red line corresponds to 2020Q1.

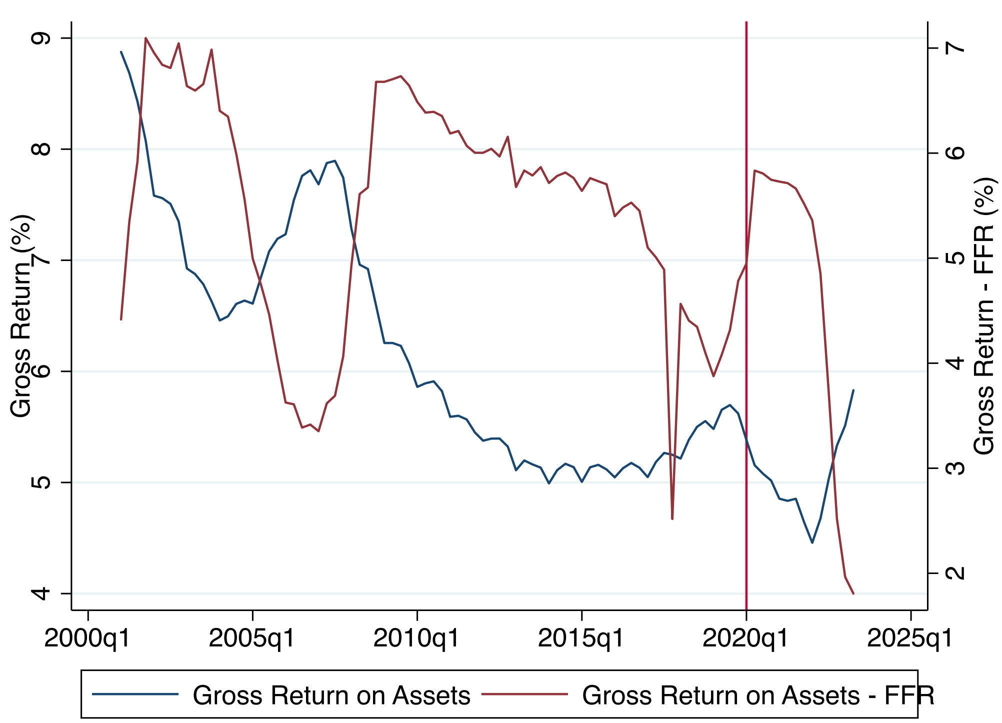
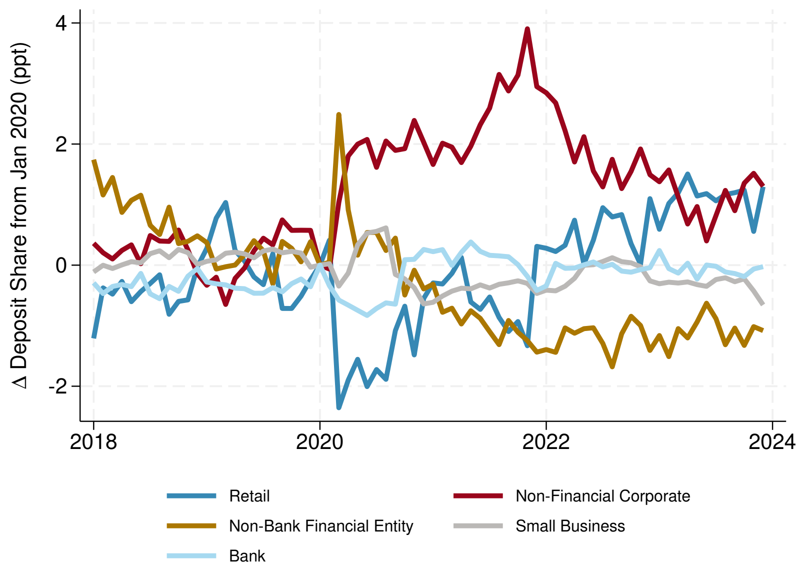


**Figure 16:** Deposit Composition by Counterparty and Account Type

Panel (a) shows changes in the proportion of deposits by counterparty type relative to January 2020. The sample includes banks with assets above $100 billion that filed the corresponding variables in the FR2052 form from 2018 through 2023. Panel (b) shows changes in the proportion of deposits by account type relative to January 2020. The sample includes banks with assets above $100 billion that filed the corresponding variables in the FR2052 form from 2018 through 2021.

**(a)** Deposit Composition by Counterparty Type




**(b)** Deposit Composition by Account Type

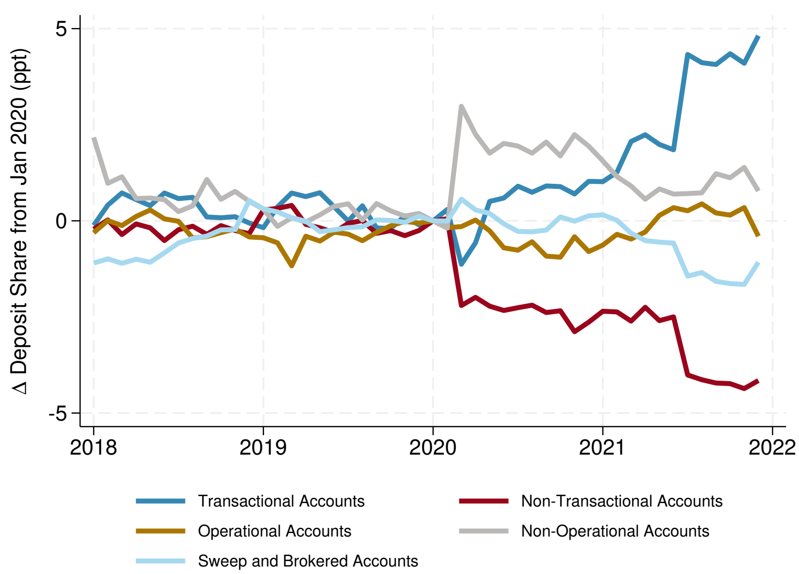
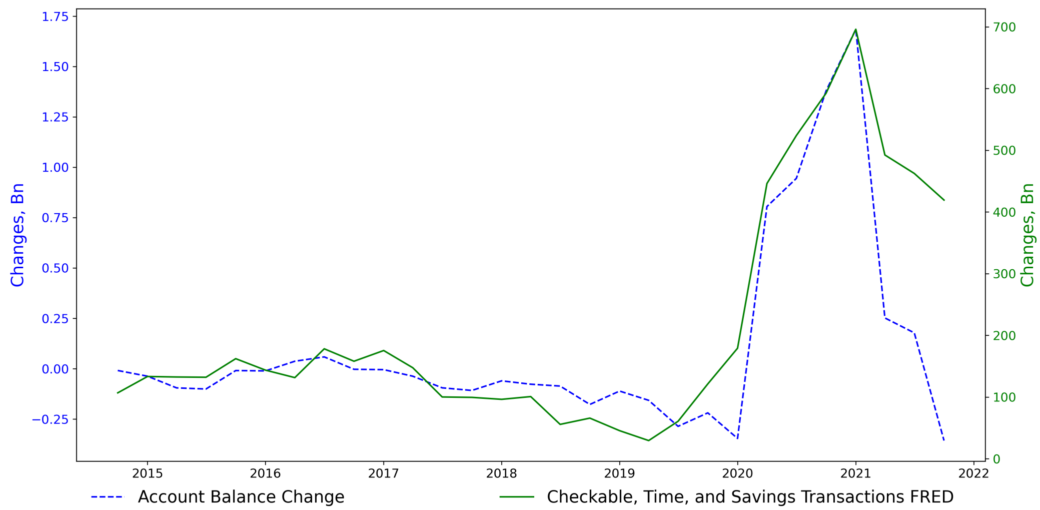


**Figure 17:** Account-level Data versus Aggregate Data

This figure compares total depost flows from our account-level data with aggregate data on deposit flows from FRED. The left-hand axis plots deposit flows from our data, which considers the sum of all incoming and outgoing deposit flows for our sample of account holders. The right-hand axis plots aggregate deposit flows from FRED. Both series are diplayed as a 12-month moving average. Panel (a) shows the results for household depositors; panel (b) shows the result for corporate depositors.

**(a)** Household Depositors




**(b)** Corporate Depositors

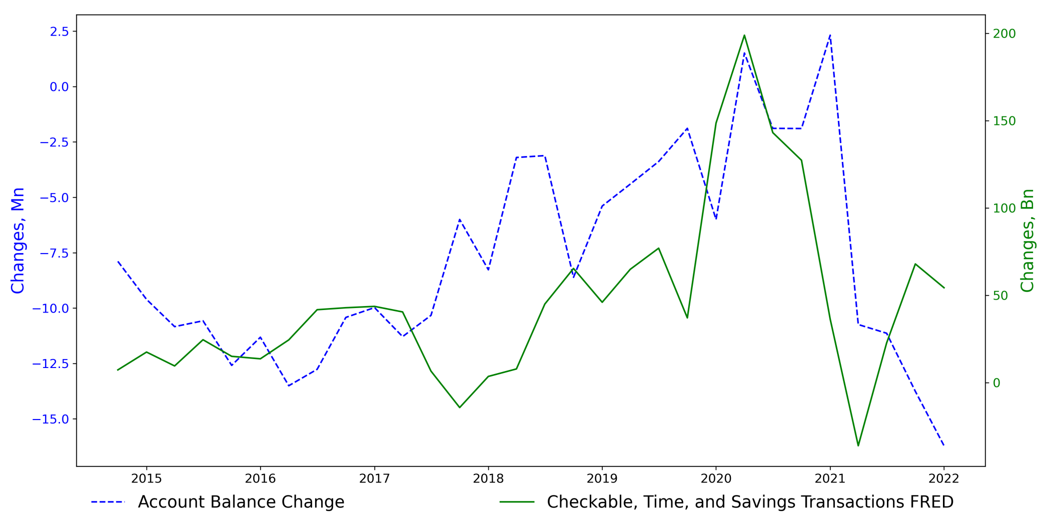


**Table 5:** First Stage: Effect of Fixed Cost and Salary Expense on Deposit Rates

This table the shows how deposit rates are affected fixed costs and salary expenses. Deposit rates are expressed in %. Fixed costs and salary expenses are measured per unit bank asset. Columns (1) and (2) show the results for all deposits; columns (3) and (4) show the results for savings deposits. Standard errors are clustered at the bank level.

| | Deposit Rate | | Savings Dep Rate | |
|---|---|---|---|---|
| | (1) | (2) | (3) | (4) |
| Fixed Cost | -0.292*** | -0.161*** | -0.130*** | -0.041** |
| | (0.027) | (0.020) | (0.022) | (0.018) |
| Salary Expense | -0.133*** | -0.144*** | -0.052*** | -0.054*** |
| | (0.012) | (0.008) | (0.008) | (0.006) |
| Time FE | Yes | Yes | Yes | Yes |
| Bank FE | No | Yes | No | Yes |
| Observations | 482335 | 482335 | 480047 | 480046 |
| Adjusted R2 | 0.85 | 0.93 | 0.60 | 0.75 |

# D Derivation and Proofs

## D.1 Proof of Lemma 2

To investigate the run condition, we look at the deposit value when the bank promises the highest interest rate possible to its depositors. We denote this value by $\tilde{D}(y_t, \theta_i, \theta_t)$, where

$$\tilde{D}(y_t, \theta_i, \theta_t) = \lambda y_t a_t + \theta_i + (1-\lambda)\mathbb{E}[\mathbf{1}_{y_{t+1} \geq y^*(\theta_t, a_t)} \max\{\tilde{D}_{in}(F_{y,t+1}, \theta_i, \theta_{t+1}), R - f\} + \mathbf{1}_{y_{t+1} < y^*(\theta_t, a_t)} L(y_{t+1})] \tag{D.1}$$

$$a_t = \frac{G(\theta_{t-1})(1-\phi) - \frac{G(\theta_{t-1}) - G(\theta_t) - \phi G(\theta_{t-1})}{L(y_t)}}{G(\theta_t)} = \frac{1}{L(y_t)} + \frac{(1-\phi)G(\theta_{t-1})}{G(\theta_t)} \left(1 - \frac{1}{L(y_t)}\right) \tag{D.2}$$

$a_t$ is the number of assets that is backing per unit of debt claim.

Notice that when $L(y_t) = 1$, i.e., no liquidity discount, $a_t = 1$, and we do not need to track the number of assets backing each unit of debt claim. The expression of $\tilde{D}(y_t, \theta_i, \theta_t)$ simplifies to $D(y_t, \theta_i, \theta_t)$.

Given the marginal depositor is $\theta_t$, the investor with the smallest $\theta_i$ who is willing to stay in the bank is given by

$$\tilde{D}(y_t, \theta_i, \theta_t) = R - f \tag{D.3}$$

To find an equilibrium, we need to solve a fixed point problem where $\theta_i(\theta_t; y_t) = \theta_t$. Furthermore, for the equilibrium to be stable, the function $\theta_i(\theta_t)$ defined by Equation D.3 implicitly crosses the 45 degree line from above.

When $\theta_t \leq \bar{\theta}_t$, $a_t = 1$. As we will see later, in this case, $y^*$ is decreasing in $\theta_t$. Hence in this region, $\theta_i'(\theta_t) \leq 0$. This implies that as long as $\theta_i(\bar{\theta}_t) \leq \bar{\theta}_t$, there exists $\theta < \bar{\theta}_t$, such that $D(y_t, \theta, \theta) = R - f$. In other words, under the maximum interest rate, the bank retains enough depositors such that it sells less than $\phi$ fraction of its assets. Furthermore, $\theta_i(\bar{\theta}_t) \leq \bar{\theta}_t$ is equivalent to $D(y_t, \bar{\theta}_t, \bar{\theta}_t) \geq R - f$.

When $\theta_t > \bar{\theta}_t$, $a_t < 1$. In this case,

$$\begin{aligned}
\theta_i'(\theta_t) =& -\frac{\partial \tilde{D}/\partial \theta_t}{\partial \tilde{D}/\partial \theta_i} && \text{(D.4)}\\
=& -\lambda y_t \frac{(1-\phi)G(\theta_{t-1})G'(\theta_t)}{G(\theta_t)^2}\left(\frac{1}{L(y_t)} - 1\right) && \text{(D.5)}\\
&+ (1-\lambda)\frac{\partial \mathbb{E}[\mathbf{1}_{y_{t+1} \geq y^*(\theta_t, a_t)} \max\{\tilde{D}_{in}(F_{y,t+1}, \theta_i, \theta_{t+1}), R - f\} + \mathbf{1}_{y_{t+1} < y^*(\theta_t, a_t)} L(y_{t+1})]}{\partial \theta_t} && \text{(D.6)}
\end{aligned}$$

If $\theta_i'(\theta_t) > 1$ for all $\theta_t > \bar{\theta}_t$, then the only stable equilibrium that exists in this region is all depositors leaving the bank. Notice that when $\alpha_0 \to 0$ and $\alpha_1 \to 0$, we have $\frac{1}{L(y_t)} \to \infty$. This means that when $\alpha_0$ and $\alpha_1$ are small, $\theta_i'(\theta_t)$ is dominated by the term in Equation D.5, which is positive and decreasing in $L(y_t)$. When $L(y_t)$ is small enough, we have $\theta_i'(\theta_t) > 1$, implying that a stable equilibrium with a positive amount of deposits does not exist when $\theta_t > \bar{\theta}_t$.

As a result, a stable equilibrium with a positive amount of deposits only exists in the region below $\bar{\theta}_t$. For an equilibrium to exist in this region, we need $D(y_t, \bar{\theta}_t, \bar{\theta}_t) \geq R - f$. Hence the run threshold is determined by Equation 4.12.

## D.2 Proof of Proposition 1

Given that the definition of critical investor in Equation 4.11,

$$G'(\bar{\theta}_t)d\bar{\theta}_t = (1-\phi)G'(\theta_{t-1})d\theta_{t-1} \tag{D.7}$$

$$\frac{d\bar{\theta}_t}{d\theta_{t-1}} > 0 \tag{D.8}$$

Hence the critical investor's convenience benefit $\bar{\theta}_t$ is increasing in the previous period marginal depositor's $\theta_{t-1}$.

Furthermore, $D(y, \bar{\theta}_t(\theta_{t-1}), \bar{\theta}_t(\theta_{t-1}))$ is increasing in $y^*$ and $\bar{\theta}_t(\theta_{t-1})$. By the implicit function theorem,

$$\frac{\partial y^*}{\partial\bar{\theta}_t(\theta_{t-1})} = -\frac{\partial D}{\partial\bar{\theta}_t(\theta_{t-1})} \Big/ \frac{\partial D}{\partial y} < 0. \tag{D.9}$$

## D.3 Proof of Proposition 2

From Equation 4.10, we derive a relationship between deposit rate $r_t$ and marginal depositor type $\theta_t$, given the previous period depositor base $\theta_{t-1}$. First, define

$$\begin{aligned}\Delta(\theta_t) = R - \theta_t - (1-\lambda)\mathbb{E}[\mathbf{1}_{y_{t+1}\geq y^*(\theta_t)} \max\{D(r^*(y_{t+1}, \theta_t), \theta_t, \bar{\theta}_{t+1}(y_{t+1}, \theta_t)), R-f\} \\ + (1-\mathbf{1}_{y_{t+1}<y^*(\theta_t)})L(y_{t+1})]\end{aligned} \tag{D.10}$$

The deposit rate that is consistent with the marginal depositor type $\theta_t$ can be expressed as

$$r(\theta_t, \theta_{t-1}) = \begin{cases} \frac{\Delta(\theta_t)-f}{\lambda} & \text{if} \quad \theta_t \geq \theta_{t-1} \\ \frac{\Delta(\theta_t)+f}{\lambda} & \text{if} \quad \theta_t < \theta_{t-1} \end{cases} \tag{D.11}$$

We can rewrite the bank's problem as choosing the depositor base $\theta_t$ to maximize equity value subject to the constraint that the deposit rate has to be consistent with the marginal depositor type it attracts.

$$V^*(y_t, \theta_{t-1}) = \max_{\theta_t} \quad V(y_t, r(\theta_t, \theta_{t-1}), \theta_t) \tag{D.12}$$

$$s.t. \quad \theta_t \le \bar{\theta}_t. \tag{D.13}$$

$$V(y_t, r(\theta_t, \theta_{t-1}), \theta_t) = \begin{cases} \tilde{V}(y_t, \theta_t) - fG(\theta_t) & \text{if} \quad \theta_t < \theta_{t-1} \\ \tilde{V}(y_t, \theta_t) + fG(\theta_t) & \text{if} \quad \theta_t \ge \theta_{t-1} \end{cases} \tag{D.14}$$

$$\tilde{V}(y_t, \theta_t) \equiv \lambda y_t G(\theta_t) - \Delta(\theta_t) G(\theta_t) + (1-\lambda)\beta \mathbb{E}[\mathbf{1}_{y_{t+1} \ge y^*(\theta_t)} V^*(y_{t+1}, \theta_t)] \tag{D.15}$$

where $\tilde{V}$ is the value function ignoring the current period switching cost.

Because of the switching cost $f$, the bank's value function is discontinuous in $\theta_t$. If the bank wants to attract inflows relative to the previous period, then the bank needs to pay higher deposit rate to compensate outsiders for their switching cost. Hence, compared to the no-switching cost value function $\tilde{V}$, the actual value function is shifted downward by $fG(\theta_t)$ if $\theta_t < \theta_{t-1}$. If the bank does not want to attract inflows, then the deposit rate just needs to convince existing depositors to stay. This rate is lower than otherwise due to the switching cost. As a result, the bank's value function is shifted upward by $fG(\theta_t)$ if $\theta_t \ge \theta_{t-1}$.

The switching cost affects the first order condition in different directions depending on whether there is inflow or outflow

$$\frac{\partial V(y_t, \theta_t; \theta_{t-1})}{\partial \theta_t} = \begin{cases} \frac{\partial \tilde{V}}{\partial \theta_t} + fG'(\theta_t) & \text{if} \quad \theta_t \ge \theta_{t-1} \\ \frac{\partial \tilde{V}}{\partial \theta_t} - fG'(\theta_t) & \text{if} \quad \theta_t < \theta_{t-1} \end{cases} \tag{D.16}$$

Hence, the condition pinning down the optimal policy $\theta_t^*$ depends on which side of $\theta_{t-1}$ it falls on. To help characterize the optimal solution, we first define $\theta_1(y)$ and $\theta_2(y)$ as the implicit solution to the following conditions,

$$\left( \frac{\partial \tilde{V}(y, \theta)}{\partial \theta} + fG'(\theta) \right) \Big|_{\theta = \theta_1} = 0 \tag{D.17}$$

$$\left(\frac{\partial\tilde{V}(y,\theta)}{\partial\theta} - fG'(\theta)\right)\Big|_{\theta=\theta_2} = 0 \tag{D.18}$$

where $\theta_1(y)$ is the bank's best response function if depositor's outside option is $R-f$, and $\theta_2(y)$ is the bank's best response function if depositor's outside option is $R+f$.

Because of the second order conditions, Equation D.17 and Equation D.18 are decreasing in $\theta$ around the optimal points. Furthermore, $\frac{\partial\tilde{V}}{\partial\theta}$ is decreasing in $y$. Hence by implicit function theorem, $\theta_1$ and $\theta_2$ are both decreasing in $y$. Finally, because $G'(\theta) < 0$,

$$\begin{aligned}
&\frac{\partial\tilde{V}(y,\theta)}{\partial\theta} - fG'(\theta) > \frac{\partial\tilde{V}(y,\theta)}{\partial\theta} + fG'(\theta) \\
&\Rightarrow \theta_2(y) > \theta_1(y)
\end{aligned}$$

We definite the $y_{out}(\theta)$ as the inverse of $\theta_1(y)$ in Equation D.17,

$$y_{out}(\theta) = \theta_1^{-1}(\theta). \tag{D.19}$$

when $y < y_{out}(\theta)$, we have $\theta_1(y) > \theta$.

Given $\theta_2$, we can define $y_{in}$ in the following equation,

$$\tilde{V}(y_{in},\theta_2(y_{in})) - fG(\theta_2(y_{in})) = \tilde{V}(y_{in},\theta_{t-1}) + fG(\theta_{t-1}). \tag{D.20}$$

Furthemore,

$$\frac{\partial(\tilde{V}(y,\theta_2(y)) - \tilde{V}(y,\theta_{t-1}))}{\partial y} = \lambda(G(\theta_2) - G(\theta_{t-1})) \tag{D.21}$$

When $\theta_2 < \theta_{t-1}$, $\frac{\partial(\tilde{V}(y,\theta_2(y)) - \tilde{V}(y,\theta_{t-1}))}{\partial y} > 0$. Hence when $y > y_{in}$,

$$\tilde{V}(y,\theta_2(y)) - fG(\theta_2(y)) > \tilde{V}(y,\theta_{t-1}) + fG(\theta_{t-1}) \tag{D.22}$$

We are now ready to prove the main proposition. The first order conditions in Equation D.17 and Equation D.18 do not fully determine the solution because the switching cost causes differential level shifts on the two sides of $\theta_{t-1}$.

Case 1: When $y \in [y^*, y_{out})$, because $\theta_1$ is decreasing in $y$, we have $\theta_1(y) > \theta_{t-1}$. For any $\theta < \theta_{t-1}$

$$V(y,\theta) = \tilde{V}(y,\theta) - fG(\theta) < \tilde{V}(y,\theta) + fG(\theta) \leq \tilde{V}(y,\theta_1) + fG(\theta_1) \tag{D.23}$$

For any $\theta \geq \theta_{t-1}$, $V(y,\theta) < V(y,\theta_1)$ given the definition of $\theta_1$. So the optimal $\theta^* = \theta_1(y)$ as long as $\theta_1(y) \leq \bar{\theta}_t$. When $\theta_1(y) > \bar{\theta}_t$, the constraint D.13 starts to bind. Hence $\theta^* = \min(\theta_1(y), \bar{\theta}_t)$. Because $\theta^* > \theta_{t-1}$, there is positive deposit outflow in this case.

Case 2: When $y \in [y_{in}, y_{out}]$, for any $\theta > \theta_{t-1}$,

$$V(y,\theta_{t-1}) = \tilde{V}(y,\theta_{t-1}) + fG(\theta_{t-1}) > \tilde{V}(y,\theta) + fG(\theta) = V(y,\theta) \tag{D.24}$$

For any $\theta < \theta_{t-1}$,

$$V(y,\theta_{t-1}) = \tilde{V}(y,\theta_{t-1}) + fG(\theta_{t-1}) > \tilde{V}(y,\theta) - fG(\theta) = V(y,\theta) \tag{D.25}$$

Hence the optimal solution is $\theta^* = \theta_{t-1}$, i.e., there is no deposit flow.

Case 3: When $y > y_{out}$, for any $\theta > \theta_{t-1}$,

$$V(y,\theta_{t-1}) = \tilde{V}(y,\theta_{t-1}) + fG(\theta_{t-1}) > \tilde{V}(y,\theta) + fG(\theta) = V(y,\theta) \tag{D.26}$$

For any $\theta < \theta_{t-1}$,

$$V(y,\theta_{t-1}) = \tilde{V}(y,\theta_{t-1}) + fG(\theta_{t-1}) < \tilde{V}(y,\theta_2) - fG(\theta_2) = V(y,\theta_2) \tag{D.27}$$

Hence the optimal solution is $\theta^* = \theta_2(y)$. Given that $\theta_2 < \theta_{t-1}$, there is deposit inflow in this case.

## D.4 Proof of Corollary 1

The optimal $\theta^*$ is decreasing in $y$ follows from the partition across cases and the fact that $\theta_1(y)$ and $\theta_2(y)$ are decreasing in $y$. Fixing $\theta_{t-1}$, the net deposit flow is decreasing in $\theta^*$, hence it is incresing in $y$.

To investigate the relationship between net flow and the previous period marginal depositor type, consider $\theta_{t-1,1} < \theta_{t-1,2}$. We have

$$y^*(\theta_{t-1,1}) > y^*(\theta_{t-1,2}) \tag{D.28}$$

$$y_{out}(\theta_{t-1,1}) > y_{out}(\theta_{t-1,2}) \tag{D.29}$$

$$y_{in}(\theta_{t-1,1}) > y_{in}(\theta_{t-1,2}) \tag{D.30}$$

We next show that for any $y$, we have $G(\theta^*(y, \theta_{t-1,1})) - G(\theta_{t-1,1}) \leq G(\theta^*(y, \theta_{t-1,2})) - G(\theta_{t-1,2})$.

When $y \leq y_{out}(\theta_{t-1,2})$, $\theta^*(y, \theta_{t-1,1}) = \theta^*(y, \theta_{t-1,2})$ hence

$$G(\theta^*(y, \theta_{t-1,1})) - G(\theta_{t-1,1}) < G(\theta^*(y, \theta_{t-1,2})) - G(\theta_{t-1,2}) \tag{D.31}$$

When $y \in (y_{out}(\theta_{t-1,2}), y_{out}(\theta_{t-1,1})]$,

$$G(\theta^*(y, \theta_{t-1,1})) - G(\theta_{t-1,1}) = 0 \tag{D.32}$$

$$G(\theta^*(y, \theta_{t-1,2})) - G(\theta_{t-1,2}) < 0 \tag{D.33}$$

When $y \in (y_{out}(\theta_{t-1,1}), y_{in}(\theta_{t-1,2})]$, there is no flow in either case, i.e., $G(\theta^*(y, \theta_{t-1,1})) - G(\theta_{t-1,1}) = G(\theta^*(y, \theta_{t-1,2})) - G(\theta_{t-1,2}) = 0$.

When $y \in (y_{in}(\theta_{t-1,2}), y_{in}(\theta_{t-1,1}]$,

$$G(\theta^*(y, \theta_{t-1,1})) - G(\theta_{t-1,1}) > 0 \tag{D.34}$$

$$G(\theta^*(y, \theta_{t-1,2})) - G(\theta_{t-1,2}) = 0 \tag{D.35}$$

Finally, when $y > y_{in}(\theta_{t-1,1}, \theta^*(y, \theta_{t-1,1}) = \theta^*(y, \theta_{t-1,2})$ and the condition D.31 holds.

### D.5 Deposit Rates and $y_t$

Given the marginal depositor type $\theta_t$, the equilibrium deposit rate is given by Equation D.11. Moreover, $\Delta(\theta_t)$ is decreasing in $\theta_t$, which implies the deposit rate is also decreasing in $\theta_t$. Intuitively, if the bank is attracting flightier investors, i.e. smaller $\theta_t$, it must be paying higher deposit rate.

Corollary 1 shows that $\theta_t$ is decreasing in $y_t$. This implies that the deposit rate is increasing in $y_t$, everything else equal. If the bank has stronger fundamentals, the marginal value of deposits is higher. As a result, the bank pays higher deposit rate in equilibrium in order to attract more investors.