

Volume 27, 2010 - Issue 3: Behavioural Real Estate Research

Views CrossRef citations to date Altmetric

# Experience and real estate investment decision-making: a process-tracing investigation

Pages 207-219 | Received 20 Feb 2010, Accepted 21 Jul 2010, Published online: 10 Nov 2010

“Cite this article”  <https://doi.org/10.1080/09599916.2010.518402>

Sample our  
Geography  
Journals

>> **Sign in here** to start your access  
to the latest two volumes for 14 days

Read this article

# Abstract

We Care About Your Privacy

We and our 842 partners store and/or access information on a device, such as unique IDs in cookies to process personal data. You may accept or manage your choices by clicking below, including your right to object where legitimate interest is used, or at any time in the privacy policy page. These choices will be signaled to our partners and will not affect browsing data. [Privacy Policy](#).

We and our partners process data to provide:

Use precise geolocation data. Actively scan device characteristics for identification. Store and/or access information on a device. Personalised advertising and content advertising and content measurement, audience

I Accept

Essential Only

Show Purpose

## We Care About Your Privacy

We and our 842 partners store and/or access information on a device, such as unique IDs in cookies to process personal data. You may accept or manage your choices by clicking below, including your right to object where legitimate interest is used, or at any time in the [privacy policy page](#). These choices will be signaled to our partners and will not affect browsing data. [Privacy Policy](#)

We and our partners process data to provide:

Use precise geolocation data. Actively scan device characteristics for identification. Store and/or access information on a device. Personalised advertising and content, advertising and content measurement, audience research and services development.

### List of Partners (vendors)

I Accept 

## Essential Only

Show Purpose findings are of real ly, the belief studies



# Notes

- 1. The compensation was not insubstantial, being \$100 for approximately 30–45 minutes applied to the task.
- 2. The three experts positioned below vice-president level had 4, 7 and 9 years of experience.
- 3. While the order of presentation was the same for all subjects, this order was not conceived to reflect any assumed sequence of importance, but was randomised by design. To explore the impact of order of cue presentation on order of cue utilisation a regression was run with the average order number of cues being the dependent variable, and the explanatory variables being the sequence of presentation of the cues and dummy variables for novice or expert groups. This revealed that for both groups the order of cue is significant in explaining the order in which cues are accessed. This complication to interpretation, obviously not confined to real estate behaviours, could be avoided in future research design by randomising cue presentation across subjects.

## Related Research Data

Asymmetric framing effects and market familiarity: experimental evidence from the real estate market

Source

Evidence

Source

Linkin



## Related

## Information for

- Authors
- R&D professionals
- Editors
- Librarians
- Societies

## Opportunities

- Reprints and e-prints
- Advertising solutions
- Accelerated publication
- Corporate access solutions

## Open access

- Overview
- Open journals
- Open Select
- Dove Medical Press
- F1000Research
- Help and information
- Help and contact
- Newsroom
- All journals
- Books

## Keep up to date

Register to receive personalised research and resources by email

 Sign me up

