

Q

Home ► All Journals ► Economics, Finance & Business ► Applied Financial Economics ► List of Issues ► Volume 22, Issue 10 ► Broker beauty and boon: a study of physi ....

Applied Financial Economics > Volume 22, 2012 - Issue 10

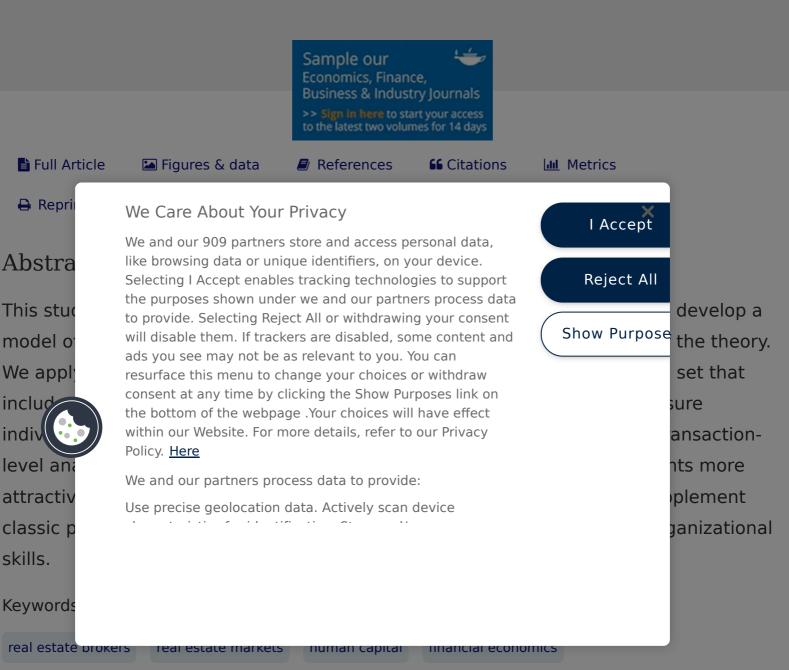
6681629ViewsCrossRef citations to dateAltmetric

**Original Articles** 

# Broker beauty and boon: a study of physical attractiveness and its effect on real estate brokers' income and productivity

Sean P. Salter , Franklin G. Mixon Jr & Ernest W. King Pages 811-825 | Published online: 01 Mar 2012

#### **L** Cite this article Attps://doi.org/10.1080/09603107.2011.627211



### JEL Classification::

G00 L85

### Acknowledgements

The authors thank an anonymous referee of this journal and various participants at the 26th Annual American Real Estate Society Meetings (Naples, 2010) for helpful comments. The usual caveat applies.

## Notes

<sup>1</sup> For a discussion of human capital in labour markets, see, for example, Becker (<u>1985</u>).

<sup>2</sup> The reader should consult Munneke and Yavas (2001) for a detailed presentation of the agent contract choice problem.

<sup>3</sup> Data on actual earnings of the agents are not available in the MLS datase	t that we use
later in t	
<sup>4</sup> Throug	orofessional'
intercha	
transact	ch properties
to prosp	
<sup>5</sup> See Mil	ed reader
may	al. ( <u>2003</u> )
for thick	
<sup>6</sup> See, fo	al. ( <u>2002</u> )
for estat	
Relate	

Recommended articles

Cited by 16

### Information for

### Open access

Authors	Overview
R&D professionals	Open journals
Editors	Open Select
Librarians	Dove Medical Press
Societies	F1000Research
Opportunities	Help and information
Reprints and e-prints	Help and contact
Advertising solutions	Newsroom
Accelerated publication	All journals
Corporate access solutions	Books

### Keep up to date

Register to receive personalised research and resources by email Sign Copyright Accessib Regist S How Copyright Co