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

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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

¹ For a discussion of human capital in labour markets, see, for example, Becker ([1985](#)).

² The reader should consult Munneke and Yavas ([2001](#)) for a detailed presentation of the agent contract choice problem.

³ Data on actual earnings of the agents are not available in the MLS dataset that we use later in the paper.

⁴ Through the 'interchangeable' nature of the agents, the 'professional' agents can transact with properties to prospective buyers.

⁵ See Milgrom and Roberts (1996) for a detailed reader may find it useful to consult the literature on the topic. (2003)

⁶ See, for example, Milgrom and Roberts (2002) for a detailed discussion of the literature on the topic.

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