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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 this study.

⁴ Throughout this work, we use the terms ‘agent’, ‘broker’ and ‘real estate professional’ interchangeably to describe individuals who facilitate residential real estate transactions by listing properties for sale in an MLS and/or by marketing such properties to prospective buyers.

⁵ See Miller ([1978](#)) and Haurin ([1988](#)) present seminal studies. The interested reader may also consult Yavas and Yang ([1995](#)), Glower et al. ([1998](#)) and Anglin et al. ([2003](#)) for three

⁶ See, for example, Haurin et al. ([2002](#)) for estate



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