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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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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 Milamonte and Yavas (2003) for a related discussion. The interested reader may also consult Yavas and Yavas (2003) and Yavas and Yavas (2003) for three alternative definitions of the agent contract choice problem.

⁶ See, for example, Yavas and Yavas (2002) for an alternative definition of the agent contract choice problem.



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