



INTERNATIONAL REAL ESTATE CONFERENCE

NOVEMBER 26TH - 28TH, 2024
AT 151 RUE SAINT HONORÉ, 75001 PARIS

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Session: S10 - PROFESSIONAL PRACTICES OF REAL ESTATE AGENTS AND DISCRIMINATION IN HOUSING MARKETS

Title: What influences discriminatory attitudes on the housing market? Insights from a hypothetical survey experiment on future real estate professionals

Abstract:

A large number of testing experimental studies have highlighted the existence of discriminatory behavior in the housing market. However, these studies do little to document the factors that influence such behavior. The aim of this article is to propose an experimental protocol designed to identify some of these factors. To do this, we asked students at a graduate school specializing in real estate to rank 2,145 applications from potential tenants associated with 715 housing advertisements. These advertisements, submitted by both discriminating and non-discriminating landlords, also differed in terms of quality and price. The applications differed in terms of ethnic origin, age and income. Finally, the signal of ethnic origin can be conveyed by the name, a photograph or both. The results highlight the existence of discriminatory behaviors.

Keywords: housing market, discrimination, discriminatory behaviors, landlords