

## ECONOMICS, SEXUALITY, AND MALE SEX WORK

Male sex work generates sales in excess of one billion dollars annually in the United States. Recent sex scandals involving prominent leaders and government shutdowns of escort websites have focused attention on this business, but despite the attention that comes when these scandals break, we know very little about how the market works. *Economics, Sexuality, and Male Sex Work* is the first economic analysis of male sex work. Competition, the role of information, pricing strategies, and other economic features of male sex work are analyzed using the most comprehensive data available. Sex work is also social behavior, however, and this book shows how the social aspects of gay sexuality influence the economic properties of the market. Concepts like desire, masculinity, and sexual stereotypes affect how sex workers compete for clients, who practices safer sex, and how sex workers present themselves to clients to differentiate themselves from the competition.

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# Economics, Sexuality, and Male Sex Work

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*For Chuck, Aaron, and The6*

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## Note to Readers

Throughout this book, the terms “sex work,” “prostitution,” and “escorting” are used largely interchangeably. In general, “sex work” is used most often, as it references an occupation that involves being hired to provide sexual services. Since this book deals with men who explicitly advertise as being paid for their time, escorting is also used because the sex may or may not be included in the transaction. Prostitution is usually reserved for references to the larger market, which includes those coerced or forced into sex work, and where “worker” would be inappropriate to describe all participants.

Some chapters in this book are revised versions of coauthored work. For editorial consistency, these chapters have been revised to read in the first person and to integrate with the single-authored chapters of the book. These chapters are identified as such in their first endnote, and when cited should include the reference to the coauthored work.

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