

## Index

adverse selection, in male sex market, 73-74 aggression advertisements for sex work black masculinity and, 130, 182-184 casual sex market and, 208-212 in gay masculinity, 121-126 data analysis of, 161-163, 227-229 air traffic statistics, travel by male sex workers and, 90-91 dependent variables in, 162-163 erotic capital in, 154-155 anti-gay organizations, sexual orientation of face value analysis, 57-61 men in, 80-84 Goffman's presentation of self theory and, applied econometrics, hedonic regression and, 150-152 287n.67 Grindr profiles compared with, 211 arrest, male sex work and risk of, 171-176 hegemonic masculinity in, 286n.36 Asian sex workers history of male sex work and, 27-38 erotic capital of, 182-184 informal enforcement of escort market and, on Grindr, 210 49-52 pricing premiums and penalties and, 115, negotiation for safe sex practices and, 137-139 178-181 probability of safe sex advertising by, online market for male sex workers, 45-49, 191-195 231-232 safe sex practices and, 174-176 probability of safe sex offers in, 191-195 self-representation by, 157-161, 168-170 racialized self-representation in, 157-159 sexualized racism and, 131-132 safe sex practices in, 174-176, 189, 268-277 asymmetric information, face value of pictures self-presentation in, 142-148, 150-161, and, 57-61 168-170 authenticity, Goffman's presentation of self sexual scripting and, 152-154 theory and, 150-152 signaling in, 53-55 autonomy, for male sex workers, 148-150 traveling of escorts and, 76-80 value of evidence from, 200-201 Bajari, P., 53-55 Advocate Classifieds, 80-84 Baldwin, J., 128-129, 157-159 age of escorts Barboe, Samuel, 22-23 differences with client age, historical trends bardassa (Italian term for male sex work), 22 in, 24-38 barebacking, increase in practice of, 186-187 erotic capital and, 181-182 basic quality, face value of pictures and, 61 Bay Area Reporter, 28 Grindr app users, 210 pricing and, 133-136 BBC (big black cock) acronym probability of safe sex advertising and, non-commercial sex and, 207-208, 224-226 191-195 racialized self-representation and, 157-159



312 Index

BBC (big black cock) acronym (cont.) references in non-commercial market to, 219-221 white gay adoption of, 129-131 bear culture, gay masculinity and, 123-126 beauty standards absence on Grindr face pictures of, 214-215 data consistency for, 238 in face pictures, 64-68 gay masculinity and, 123-126 behavioral theory, socioeconomic forces in male sex work and, 9-15 Benkard, C. L., 53-55 Bernstein, E., 152 Bertozzi, S. M., 190-191, 268-277 hetweenness distance of travel and, 99-101 travel networks for sex workers and, 88-90, 92-93 binary perspective in advertisements for sex work, 162-163 hegemonic masculinity and, 118-121, 123 biological interpretations of male sex work, 258-263 blackmail risk, in male sex work, 48 black masculinity historical evolution of, 129-131, 223 non-commercial sex market and, 219-221 racialized self-presentation and, 157-159 black sex workers erotic capital of, 182-184 gay masculinity and, 129-131 on Grindr, 210, 219-221, 224 HIV/AIDs prevalence in, 185-186, 200-201 masculinity and, 128-129, 223 negotiation for safe sex practices by, 178 - 181non-commercial sex and, 207-208, 219-221 pricing premiums and penalties and, 115, 137 - 139probability of safe sex advertising by, 191-195 race-sexual position intersectionality in advertisements by, 166-168 safe sex practices pricing and, 200-201 self-presentation by, 146-148 body image/body build. See also physical traits black bodies and, 128-129, 219-221 body size, 217-219 as erotic capital, 154-155

fetishization of black body parts and, 129-131, 157-159 gay clone culture and, 123-126, 155-157 headless torsos on Grindr, 214 hegemonic masculinity and, 123 non-commercial market discipline of, 207-208, 217-221, 224-226 online sex workers presentations of, 148-150 photographic data analysis of advertisements, 163-166 in photography for advertisements, 162-163 pricing and, 133-136 probability of safe sex advertising and, 191-195 race and, 219-221 selection regressions by, 266 self-presentation of sex workers and, 142-148, 159-161, 168-170, 223 social construction of, 113-115, 139-141, 223 valuation of, 198-199, 224 bond-posting, face picture as, 7-9, 52-53, 152-154 207 "bottom" sex workers advertisements indicating, 162-166 Asian male stereotypes and, 131-132 body politics and, 155-157 branding of, on Grindr smart phone app, 217 client value of, 195-198 erotic capital of, 181-184 health risks for, 258-263 negotiation for safe sex practices by, 178-181 pricing penalties for, 114-115, 136-137, 139-141, 200-201 probability of safe sex advertising by, 191-195 race and pricing for, 115, 137-139 self-representation of body image and, 168-170 "bounded authenticity," Goffman's presentation of self and, 152 Bourdieu, Pierre, 179-181 Boy Culture (film), 27 The Boys in the Band, 26-27 Buoll, Peter, 22-23 "butch clone" gay masculinity, 123-126 Butler, Judith, 144, 146-147, 155-157 buyer-seller relationship, in male sex work, 39-45

Caligula, 20–21 Carpenter, C., 64–68 Cash4Class Scholarship, 3



Index

313

casual sex. See also non-commercial sex	client reviews
absence of personalizing features in, 125	data for, 229-231
commercial vs. non-commercial sex and, 204–208	informal enforcement of escort market through, 49–52, 68–70, 73–74
gay masculinity and, 224-226	male sex work and, 7, 31-35
non-commercial market for, 208–212 online male sex work and, 176–178	payoff functions in safe sex negotiations, 190–191, 273
catamati, Greek male sex workers as, 20-21	probability of safe sex advertising and,
Cato, 20	191–195
Christianity, history of make sex work and,	safe sex negotiations data in, 188-189
20-21	sexual behavior preferences in, 136-137
city characteristics	signaling models and, 53-55
air traffic statistics, 90-91	client risks
gay population concentration and, 80-84	health risks of male sex work and, 171-176,
geographic distribution of escorts and,	187
84-86	informal enforcement in male escort market,
independent variables in, 90-91	49-52, 222
measures of centrality and, 88-90, 93-94,	online market male sex market, 45-49
244-246	Collins, P. H., 81-82, 287n.56
premiums for face pictures and, 68-70	commercial sex work
price effects of multiple markets and,	economics of, 204-208
222–223	quantitative research on, 115-118
top U.S. cities for male sex workers, 93-94	safe sex practices in, 186–187
travel networks for sex workers and, 87-89	commodification of gay desire, 115-118
wage differences for male sex workers	in online male sex market, 148-150
and, 87	self-presentation of sex workers and,
class	142–148
in history of male sex work, 19-38	compensating differentials theory
masculinity and, 24-26, 141	risks of male sex work and, 173-174
socioeconomic forces in male sex work and,	safe sex practices pricing and, 200-201,
9–15	224–226
client characteristics	competitive market assumptions
heterosexual identification and, 80-84	hedonic regression and, 287n.67
racial preferences in non-commercial sex	for male sex market, 75-80
market and, 219–221	online market for male sex workers, 45-49
safe sex practices in advertisements and,	traveling of escorts and, 76-80
174–176	condomless sex
self-presentation of sex workers and,	casual sex market and, 210
142–148, 150–152	client willingness to pay for risky sex and,
client/escort negotiations	185–186
client willingness to pay for risky sex,	constrained estimates of safe sex
185–186	negotiations and, 195-198
client willingness to pay for safer sex,	increase in, 176-178, 186-187
186–187	premium on, 171-176, 201-203, 224-226
constrained estimates of, 195-198	condom use
model for, 268-277	payoff functions in safe sex negotiations,
payoff functions in safe sex negotiations,	274–275
190–191, 273	premium on, 176, 224-226
safe sex negotiations and, 184-185,	Connell, R. W., 118–119, 121, 144, 146–147
195–201, 223	constrained estimates, safe sex negotiations,
sexual scripting and, 152-154	195–198



314 Index

consumer welfare, competition in male sex market and, 75-80 contract, male sex work as, 39-45 cost increases, illegal market of male sex work and, 39-45 counter-hegemony gay masculinity and, 121, 123-126 masculinity as attraction and, 121-126 sexualized racism and, 130-131 Court, A. T., 132-133 craigslist.org casual sex market on, 208-212 data collection methods for, 294n.16 racial-sexual stereotypes on, 219-221 sexualized racism on, 207-208 cross-dressing, history of male sex work and, 24 - 38cross-sectional analysis, safe sex negotiations and limits of, 187-189 cultural values commercial vs. non-commercial sex and, 205-206 hegemonic masculinity and, 119 self-presentation of male sex worker and, 144, 168-170 sex market and, 111-115 sexual scripting and, 152-154 Daddy's Reviews website, 31-35, 188-189, 258-263 data sources for male sex work. 7 advertisement data, 227-229 client review data, 229-231 online escort market data, 231-232 safe sex negotiations and, 187-189 dating websites, casual sex market and, 211 degree centrality, travel by sex workers and, 88-90, 92-93, 244-246 demand side of male escort market, 49-53 client willingness to pay for risky sex, 185-186 client willingness to pay for safer sex, 186-187 Grindr smartphone app and, 207 location factors in, 83-84 masculinity demand on Grindr smartphone app and, 215-217 safe sex practices in advertisements and,

Demetriou, D. Z., 119-120, 121-126 Department of Homeland Security, 41 desirability, negotiation for safe sex practices and, 178-181 deviance, male sex work characterized as, 26 - 31digital media, self-presentation by sex workers on, 142-148 disallowance of reviews, informal enforcement through, 53-55, 68-70 disease transmission, travel of sex workers linked to, 77-78, 90-91 distance measurements, travel by sex workers and, 90, 99-101 dominance in advertisements for sex work, 162-163 black masculinity and trope of, 129-131, 182 - 184pricing linked to, 136-137 racialized self-representation and narrative of, 157-159 safe sex practices in advertisements for, 174-176 self-presentation of sex workers and images of. 146-148 as sexualized act, 121-126 Donaldson, M., 121 dramaturgical theory, self-presentation in male sex work and, 150-152 Dver, R., 128-129 Eaton, L. A., 186-187 economics commercial vs. non-commercial sex. 204-208 health risks of commercial sex work and, 171 - 176history of male sex work and, 24-38 location of male sex workers and, 81-82 of male sex work, 1-15, 39-45, 111-115, 221-226 microeconomics of safe sex negotiations, 184 - 201norms of sexuality and, 9 self-presentation of sex workers and, 146 - 148sexual behavior/sexual position and role of, 176 - 178sexualized racism and, 131-132 signaling models, 49-52 of travel by male escorts, 86-87

174-176, 187-189

wage differences linked to, 87

76-80, 86-87

travel by sex workers and variation in,



Index 315

effeminate men	safe sex negotiations in, 187-189
gay masculinity and attitudes toward, 123-126	social science theories of, 115–118
history of male sex work and, 24-38	socioeconomic aspects of, 111-115
eigen centrality, travel by sex workers and,	working conditions in, 148–150
92-93, 244-246	femininity
ejaculation by sex workers, premium pricing and, 258–263	disdain of, on Grindr smart phone app, 216–217, 224
emasculated black gay man, black masculinity	early gay culture's embrace of, 123
and, 287n.56	gay clone culture and, 155–157, 159–161
emotional detachment, gay masculinity linked	gay masculinity and rejection of, 123–126
to, 123–126	fetishization, of black masculinity, 129–131,
equilibrium pricing, payoff functions in safe	157–159
sex negotiations, 190–191	field theory. See sexual field theory
erotic capital theory	film images of male sex work, 26–31
intersectionality theory and, 182–184	fixed-effects analysis
negotiation for safe sex practices and,	constrained estimates of safe sex
178–181	negotiations, 195–198
probability of safe sex advertising and,	payoff functions in safe sex negotiations,
191–195	190–191
self-presentation by sex workers and,	safe sex negotiations and, 187–189, 201–203
154–155	formal enforcement, market effects of, 73–74
structural aspects of, 181-182	Frank, Barney, 1–2, 48–49
Europe, history of male sex work in, 22 <i>exoleti</i> , male sex work history in Greece and,	fraud, online market for male sex workers, 45–49
20–21	Friedman, M., 24
extensive travel measures, travel by sex workers	frontal nudity
linked to, 90	in advertisement photos, 168–170
illiked to, 90	in dominance advertisements, 159–161
face pictures. See also photography in sex	Goffman's presentation of self theory and,
worker advertisements	150–152
alternative factors in value of, 61–70	race-sexual position intersectionality and,
asymmetric information in, 57–61	166–168
beauty premium and, 64–68	self-presentation by male sex workers and,
body image/body build vs., 148–150	146-148, 163-166
categories of, 55–56	
on Grindr smartphone app, 206–207	Gagnon, John H., 152-154
marginal face value, 62-63	gay Clone/Muscle culture
in non-commercial advertisements,	historical emergence of, 123–126
212–215, 222	race and, 128–129
premiums by city for, 69-70	self-presentation in male sex work and,
premiums by types of escorts, 70-74	155–157
signaling and, 52-53, 222	Gay Concentration Index (GCI)
true quality in, 63-64	city level statistics, 93-94
value of, 57-70	geographic distribution of male sex workers
FBI crime statistics, trends in sex work based	and, 84–86
on, 76	independent variables in travel by sex
female sex work	workers and, 90–91

online market for, 45, 76

performance persona in, 143

power and gender theories and, 115-118

premium for condomless sex in, 171-176

likelihood estimates of travel and, 94-99

commercial vs. non-commercial sex and,

gay liberation

205-206



316 Index

gay liberation (cont.) sociocultural aspects of male sex work and, hegemonic masculinity and, 119 115-118 history of male sex work and, 24-26 Gertler, P., 190-191, 268-277 gigolos, male sexworker as, 26-31 hypermasculinity and, 123 gay masculinity Goffman, Erving, 144, 146-147, 150-161, Asian men and, 131-132 168-170, 179-181 black hypermasculinity and, 128-129, Greece, history of male sex work in, 157-159, 224-226 19-38 commercial vs. non-commercial gay Green, Adam Isaiah, 146-147, 154-159, 179-181. 182-184, 201-203 sexuality and, 204-208, 224 erotic capital and, 181-182 Griliches, Z., 132-133 genuine vs. posturing behavior and, 123-126 Grindr smartphone app, 205-206 hegemonic masculinity and, 118-121 application profile example for, 210 historical evolution of, 123-126, 129-131 body size revealed on, 217-219 male sex work and, 121-126, 223 casual sex market on, 208-212 non-commercial sex and, 207-208, 215-217 face pictures on, 206-207, 212-215 in online male sex market, 148-150 masculinity demand on, 215-217 pricing and, 135-136 racial-sexual stereotypes on, 294n.20 racial and ethnic critiques of, 127 sexualized racism on, 219, 207-208 social constructions of, 113-115, 139-141, Guckert, James Dale, 1-2 224-226 gym going behavior, Grindr smartphone app gay population demographics and desirability of, 217-219 HIV/AIDS prevalence and, 171-176 home location of escorts based on, Haggard, Ted, 48 84\_86 Hakim, Catherine, 154-155 online male sex work and, 176-178 Han, C., 131-132, 182-184 self-identification in, 81-82 hedonic regression travel by male sex workers and location of, pricing of male sex work and, 132-133 safe sex practices pricing and, 200-201 unprotected sex increase in, 186-187 hegemonic masculinity gay social organization defined, 118-121 contemporary trends in, 224-226 erotic capital and, 155-157 exclusion of black men from, 287n.60 gay clone culture and, 123-126 heterosexual identification and, 113-115 gender theory embodiment in, 155-157 intersectionality in male sex work and, erotic capital and, 181-182 126-132, 139-141 gay masculinity and, 224-226 male sex work and, 121-126 hegemonic masculinity in, 118-121 pricing and, 133-136 male sex work and limits of, 111-115, racial and ethnic critiques of, 127 139-141 sexual behavior and, 11-12, 114-115, self-presentation of male sex workers and, 136-137 144, 146-148 sexualized racism and, 131-132, 182-184 height-weight proportionate trait, Grindr sexualized racism and, 130-131 social constructions of sex work and, 9-11 smartphone app and desirability of, social science theories of sex work and, 217-219 heterosexual identification socioeconomic aspects of female sex work by clientele of male escorts, 80-84 and, 111-115 gay masculinity and, 224-226 geographic factors hegemonic masculinity and, 113-115, distribution of male sex workers and gay 118 - 121male sex work and, 121-126 population location, 80-84



hierarchies	hygiene concerns in male sex work, 258-263
erotic capital and, 182-184	hypermasculinity
sexualized racism and, 130-131	black masculinity as, 129-131, 137-139,
hirsuteness	182–184, 223
gay masculinity and, 123-126	gay clone subculture and, 155-157
pricing and, 133-136	gay liberation movement and, 123
Hispanic sex workers	racialized self-presentation and, 157-159
on Grindr, 210	
pricing premiums and penalties and, 115,	identity
137–139	hegemonic masculinity and, 127
probability of safe sex advertising by,	self-presentation by sex workers and,
191–195	142–148
self-presentation by, 166–168	sexual and racial stereotypes and
stereotypes about, 131–132	intersection of, 113–115
STI risk in, 185–186	illegal market structure
history of male sex work, 19-38	asymmetric information in, 39-45
HIV/AIDS	face value analysis, 57-61
advances in management of, 173	online market for male sex workers, 45-49
among Grindr app users, 210	incalls, online market for male sex workers, 45,
city level statistical comparisons, 93-94	282n.28
condomless sex and evolution of, 176-178	informal enforcement
decline in testing for, 186–187	client reviews as, 188–189
in gay male population, 171–176	in male escort market, 49–52
gay networking during epidemic of, 205–206	signaling mechanisms and, 53–55, 68–70,
prevalence in male sex workers of, 27, 90–91	73–74, 239
safe sex practices pricing and, 200–201	information
travel of sex workers linked to transmission	face value of pictures and, 57–61
of, 77–78	pricing and quality of, 70–74, 242
home location of escorts	qualitative research on, 237
gay population concentration and, 84–86	reputation and price of male escort services,
likelihood estimates of travel and, 94–99	236
travel by sex workers and, 76–80	robustness of, 240–241
wage potential and, 87	role in illegal market structure, 39–45, 73–74
homosexuality	self-presentation of sex workers and,
commercial sex work and, 171–176	145–146
cultural differences in, 115–118	true quality components and, 63–64
history of male sex work and, 21–38	institutionalization of male sex work, history of, 23–24
masculinity as attraction in, 121–126	intensive travel measures
public affirmation of, 81–82	distance of sex worker travel, 99–101
social constructions of, 113–115	· · · · · · · · · · · · · · · · · · ·
Hooker, E., 80–84, 123 Hookies awards, 2	travel by sex workers linked to, 90 inter-city links, travel networks for sex workers
	·
hook-ups. See casual sex; non-commercial sex	and, 88–90, 105–107 intermediaries, absence in male sex work of,
"hot clone" gay masculinity, 123–126 Hotelling location model, geographic	5–6, 76–80, 148–150
distribution of male sex workers and,	internet. See online male sex market
83–84	
"hotness," erotic capital as, 154–155	casual sexual encounters and, 205–206 racial-sexual stereotypes in sex market on,
Humpheys, L., 80–84, 117–118	294n.20
hybridity, in hegemonic masculinity,	intersectionality theory
118–121, 123	erotic capital and, 182–184
,	21011 cupitui uiiu, 102 101



318 Index

intersectionality theory (cont.) history of, 27-38 hegemonic masculinity and, 127-128 informal enforcement in, 49-52, 239 in male sex work, 126-132 likelihood estimates of travel for, 94-99 probability of safe sex advertising and, online market for, 45-49 191\_195 roles and behaviors adopted in, 117-118 race and sexual behavior, 115, 132, 137-141 self-presentation by workers in, 142-148 self-presentation of sex workers and, traveling distance measurements, 99-101 traveling within, 76-80 travel networks for, 88-90, 91-92 Japan, history of make sex work in, 21 male hustler image, history of male sex work Jin, Ginger Z., 63-64 and, 24-26 maleness, gay masculinity and, 121 kabuki commercial sex (Japan), 21 male sex work Kane, Graeme, 155-157 economics of, 1-15, 39-45, 111-115, Kato, Andrew, 63-64 221 - 226Kaufman, G., 131-132, 182-184 gay male society and, 221-226 kinship, sexualized racism and hierarchy of, history of, 6-7, 19-38 130 - 131homosexuality and history of, 21-38 intersectionality in, 126-132 largeness, gay masculinity and rejection of, market approaches to, 5-6 123 - 126masculinity in research on, 121-126 obscurity of, 1-15 Las Vegas escort business, partial disallowance of reviews in, 68-70 risks of, 171-176 law enforcement, male sex work and, 1-2 social science theories of, 115-118 legalization of male sex work, market effects of, socioeconomic forces in, 9-15 Malin, Tom, 48-49 Levine, M. P., 135, 154, 155, 119, 121, 123-126, Manhattan Digest, 2 "manhood acts," hegemonic masculinity 128-129, 287n.60 Lewis, Gregory, 63-64 and, 123 The Living End (film), 27 marginal face value, 62-63 location factors in male sex work market structure for male sex work, 1-15, gay population locations and travel by escorts, 80-84 asymmetric information and, 39-45 independent variables in, 90-91 commercial vs. non-commercial sex and, price effects of multiple markets and, 204-208 competition in, 75-80 222 - 223Logan, T. D., 35, 38, 176, 182-184 conceptual and empirical framework, 53-55 lust, hegemonic masculinity and, 123 demand side of, 49-53 face value analysis in, 57-61 male beauty products, hegemonic masculinity gay population size as factor in, 80-84 and, 119-120 health risks and, 171-176 male escort services hedonic regression and, 287-288n.67 characteristics in selected cities, 68-70 information environment and, 73-74 client reviews of, 188-189 online market, 45-49 safe sex practices and, 200-201 client willingness to pay for risky sex, self-presentation by sex workers and, 142-148 demand side of, 49-53 social acceptability of gay culture and, disallowance of reviews as enforcement in, 115-118 social norms and, 9

social value and, 111-115

travel by sex workers and, 76-80

economics of travel for, 86-87

erotic capital in, 181-182



Index

319

Marks, G., 186-187 muscularity marriage market, economic analysis of, black masculinity and, 128-129 204-208 in gay clone culture, 155-157 Martin, J. I., 179-181 gay masculinity and, 123-126 "masc4masc" expression, masculinity demand Grindr smartphone app and importance of, on Grindr smartphone app and, 215-217 207, 217-219 masculinity. See also hegemonic masculinity pricing and, 133-136 economic forces in male sex work and, 9-15, My Hustler (film), 26-27 My Own Private Idaho (film), 27 gay clone culture and, 155-157 Grindr smartphone app and importance of, Napoleonic code, history of male sex work and, 207 23 - 24national scope of male sex market, geographic history of male sex work and, 24-38 male sex work and, 121-126 distribution of workers in, 84-86 in non-commercial sex, 207-208, 215-217 Nero, C. I., 129, 287n.56 in online male sex market, 148-150 networking racial and ethnic differences concerning, casual sex market and, 208-212 127, 128-129, 139-141 city-level measures of, 93-94 self-presentation of male sex worker and commercial vs. non-commercial sex and, images of, 142-148 social constructions of, 9-11, 113-115 measures of centrality in, 88-90, 92-93 mass media, history of male sex work imagery sexualized racism and, 182-184 in. 26-31 travel by sex workers and, 77-78, 87-89 McBride, D., 130 niche markets in sex work, 289n.18 measures of centrality "no attitude" designation, probability of safe distance of travel and, 99-101 sex advertising and, 191-195 escort wages and, 101-105 non-commercial sex market. See also casual sex body size and, 217-219 likelihood estimates of travel and, 94-99 travel networks for sex workers and, 88-90, casual sex market and, 208-212 discipline of body in, 207-208, 217-221, 92-94, 244-246 media coverage, of male sex work, 1-15 224-226 medieval Europe, homosexuality and male sex economics of, 204-208 work in, 22 face pictures in advertisements for, 212-215, mentoring relationships, professionalization of 222 sex work and, 20-21 masculinity in, 207-208, 215-217, 224 Metropolitan Statistical Area (MSA) online male sex market as extension of, Gay Concentration Index correlation with, 148-150 quantitative research on, 115-118 84-86 HIV/AIDS prevalence and, 90-91 race in, 207-208, 219-221, 224 metrosexuality, 119-120 socioeconomic forces in male sex work and, microeconomics, of safe sex negotiations, 9-15 non-market sexual behavior, 145 184 - 201norms of sexuality migration, value of, for male sex workers, 284n.24 desirability of body parts and, 123-126 Mimiaga, Matthew J., 148-150 erotic capital and, 181-182 mobility of male sex workers, in online market, gay masculinity and, 121, 123-126 76-80 hegemonic masculinity and, 119 multiple markets heterosexual identification and, price effects on sex work and, 222-223 113-115 travel by male sex workers for, 76-80 homosexual complicity in, 121-126 multiple masculinities, construction of, 126 market forces and, 9



320 Index

norms of sexuality (cont.) negotiation for safe sex practices and, 179-181 self-presentation of male sex worker and, 142-148, 150-159 null hypothesis, travel measures of sex workers and, 285n.38 objectification of black masculinity, 129-131 intersectionality theory and, 182-184 online male sex market adverse selection in, 73-74 advertisement data for, 7, 161-163 asymmetric information in, 39-45 casual sexual encounters and, 205-206 competition in, 75-80 data collected from, 55-56, 231-232 fetishization of black masculinity in, 129-131, 157-159 financial incentives for, 148-150 location and travel as factors in, 80-84 for male escort services, 45-49 market forces in, 139-141 nexus of masculinity, gay sexuality and commodification in, 148-150 probability of safe sex advertising and, 191-195 qualitative research on information in, 237 reputation and price information on, 236 risks of sex work and, 173-174 scheduling preferences in, 76 self-presentation in, 142-148, 159-161 socioeconomic perspectives on, 113, 176-178 traveling of escorts in, 76-80 ordinary least squares (OLS) regression advertisement data analysis and, 163 face value analysis, 57-61 outcalls, online market for male sex workers, 45-49, 282n.28 outing threats, in male sex work, 48 paederastia relationships, history of male sex work and, 19-38 Parker, Brent, 48-49 patriarchy, hegemonic masculinity and, 118-121

condom use and, 274-275 constrained estimates of, 195-198 escort characteristics and, 276-277 penalty pricing for "bottom" sex workers, 114-115, 136-137, 139-141 for condomless sex, 195-198 sexualized racism and, 115, 137-139 penetrative sex advertisements offering, 164 client value of, 195-198 client willingness to pay for risky sex and, 185-186 erotic capital and advertisement of, 181-182 health risks of, 258-263 in male sex transactions, 36-38 masculinity associated with, 181 negotiation for safe sex practices in advertisements of, 178-181 probability of safe sex advertising and, 191-195 performance persona erotic capital and, 154-155 Goffman's presentation of self theory and, 150 - 152sexual scripting and, 152-154 sex workers' development of, 142-148 personality traits client valuation of sexual behavior and, 198-199 as erotic capital, 154-155 on Grindr profiles, 211 hegemonic masculinity and, 118 photography in sex worker advertisements. See also face pictures body type and sexual position in, 163-166 client reviews of, 50 data analysis of, 161-163, 243 dependent variables in, 162-163 in Grindr profiles, 211 physical traits displayed in, 146-148 premium of face pictures and, 57-61 self-presentation in, 12-13, 148-150, 152, 163-166, 264 sexual scripts and, 152-154 Phua, V. C., 131-132, 182-184 physical traits. See also thinness; specific traits, e.g., muscular physique Asian male stereotypes of, 131-132 beauty premium and, 64-68

body size, 217-219

payment terms, for male sex work, 39-45

payoff functions in safe sex negotiations

analysis of, 190-191, 273



client valuation of sexual behavior and,	for condomless sex, 171-176
198–199	face value of pictures and, 57-61, 243
as erotic capital, 154–155	race and, 115
erotic capital and, 181–182	sexual behavior and, 114–115, 136–137
in escort advertisements, 31–35	for "top" workers, 114–115, 136–137,
fetishization of black masculinity and,	139–141, 258–263
129–131, 157–159	presentation of self theory, 150–159
gay clone culture and, 123–126	pricing
on Grindr profiles, 207, 211	alternative factors in face value and, 61–70
hegemonic masculinity and, 119–120, 121–126	asymmetric information and, 39–45, 222, 242
photographic data analysis of	beauty premium in face pictures, 64-68, 238
advertisements, 162–166	competition in male sex market and, 75-80
pricing and, 133–136, 261	constrained estimates of safe sex practices
probability of safe sex advertising and,	and, 195–198
191–195, 270	data limitations concerning, 139–141
selection regressions by, 266	face value of pictures in, 57–61
self-presentation of sex workers and role of,	intersectionality of race and sexual behavior
142–148, 168–170, 264	in, 137–139 location of male sex workers linked to, 83–84
socioeconomics of, 113–115, 139–141	for male sex workers linked to, 83–84
travel by male sex workers and role of, 90–91, 105–107	
wages and distance in escort travel and,	marginal face value, 62–63 online market for male sex workers, 45–49,
101–105	236
pictures of male escorts	payoff functions in safe sex negotiations,
Goffman's presentation of self theory and,	190–191
150–152	physical traits and, 133–136, 261
self-presentation in, 146-148	qualitative research on, 237, 242
political economy theories, commodification	quality components and, 61
of gay desire and, 115–118	quantitative research on, 132–133
Polybius, 20, 28	race and, 115, 263
pooled equilibrium, market structure for male	robustness of, 70-74, 240-241
sex work, 53-55	safe sex practices and, 200-201, 277
population demographics	selection effects in, 72
geographic distribution of male sex workers	sexual behavior and, 262, 136-137
and, 80–84	socioeconomics of, 113-115, 223
socioeconomic forces in male sex work and,	of "top" and "bottom" sex work, 114–115
9–15	travel by sex workers linked to, 76-80,
porneia, history of male sex work and, 19–38	86–87, 90, 101–105
pornography, sexualized racism in, 130	"prison gym build," black body image and,
power	128–129
erotic capital and, 181–182	probit model of safe sex advertisements, 189
hegemonic masculinity and, 118–121, 123	product differentiation, self-presentation of sex
social science theories of sex work and, 115–118	workers and, 144–145
	promiscuity, erotic capital and norms of, 181–182
preexposure prophylaxis health risks of male sex work and, 176–178	prostitution
HIV/AIDS transmission and use of, 173	differences in male vs. female work in,
premium pricing	148–150
beauty premiums, 64–68	as exchange, 111–115
city characteristics, 69–70	risks of, 171–176



322 Index

Pruitt, M., 176 public health research on casual sex market, 208-212 health risks of male sex work and, 176-178 history of male sex work in, 20-21 pueri delicate, Greek male sex workers as, purchasing on faith, in online sex market, 73 - 74101 - 105qualitative research 162-170 information and pricing of male escort Reeser, T. W., 119 services, 237 regression analysis male sex work and limits of, 111-115 negotiation for safe sex practices and, 178 - 181quality components 176-178 beauty as complement to, 64-68 face value of pictures and, 61 204-208 true quality components, 63-64 quantitative research hegemonic masculinity and, 121-126 on male sex work, 115-118, 139-141 pricing of male sex work and, 132-133 queer theory, self-presentation of male sex worker and, 144, 168-170 race. See also sexualized racism in advertisements for sex work, 162-166 185 - 186Asian male stereotypes and, 131-132 client willingness to pay for risky sex and, diversity in male sex work and, 31-35 escort characteristics and travel distance and, 99-101 gay masculinity and, 129-131 hegemonic masculinity and, 128-129 hierarchy of, in male sex work, 130-131 negotiation for safe sex practices based on, 178 - 181in non-commercial sex market, 207-208, 219-221 safe sex practices pricing premiums and penalties and, 115, 189, 268-277 133-136, 263 probability of safe sex advertising and, 191-195 safe sex practices pricing and, 200-201, 271 selection regressions by, 267

sexual behavior/sexual position and, 115, 132, 137-139, 166-168, 263, 266, 271 sexualized racism and, 129-131 socioeconomic forces in male sex work and, stereotypes in sex work of, 113-115 "top" sex workers and, 127-128 unprotected sex increase and, 186-187 wages and distance in escort travel and, rear nudity, in advertisement photos, 155-157, likelihood of sex travel and, 94-99, 247-257 self-presentation in male sex work, 265-266 relational aspects of sex work, 145-148, commercial vs. non-commercial sex and, Rentboy.com, 1-15, 141 Department of Homeland Security, 41 reputation, measures of online male sex market, 236 pricing and, 70-74 safe sex advertisements and, 272 risks in male sex work blackmail risk, 48 client willingness to pay for risky sex, health risks, 171-176 negotiation for safe sex practices in advertisements and, 178-181 socioeconomic perspectives on, 176-178 violence risks, 171-176 Robinson, B. A., 131-132, 182-184, 217-219 role-playing, Goffman's presentation of self theory and, 150-152 Rome Empire, male sex work in, 19-38 Rosen, S., 132-133 Sadownick, D., 123 advertisements for sex work and, 174-176, client-escort gamesmanship concerning, 184-185, 223, 224-226, 268-277 client willingness to pay for safer sex, 186-187 erotic capital and negotiation for, 178-181,

182-184

self-presentation of sex workers and,

146-148, 157-161, 166-170, 265



intersectionality theory and, 182-184	Sension, Nicholas, 22-23
microeconomics of negotiations for,	sensitizing concepts, Goffman's presentation of
184–201	self theory and, 150-152
payoff functions in transactions involving,	serosorting, increase in practice of, 186–187
190–191, 273	service quality, pricing and, 61
pricing and, 200–201, 277	sexual adventurousness, probability of safe sex
probability of advertising for, 191–195	advertising and, 191–195
reputation-based predictors, 272	sexual behavior/sexual position. See also
researchers, 201–203	"bottom" sex workers; "top" sex workers
sexual behavior predictors, 191–195, 270–271	advertising data analysis including, 162–166 body politics and, 155–157
sexual field theory and, 184	branding of, on Grindr smart phone app,
sex worker traits and valuation of, 198-199,	217
270	casual sexual encounters and, 205-206
socioeconomic forces in male sex work and,	client reviews of, 188–189
9–15	constrained estimates of safe sex
same sex couples, identification in population	negotiations, 195–198
studies of, 81–82	health risks linked to, 171–176
sampling techniques, Grindr profile data,	hegemonic masculinity and, 11–12, 127–128
293n.11	of heterosexually identified clientele, 80–84
scams by male sex workers, 48	in male sex work, 36–38
scheduling of sex work	negotiation for safe sex practices and,
cell phone use for, 283n.2	178–181
online vs. street-based comparisons of, 76	non-market behaviors, 145
screening on smartphone apps, face pictures as tool for, 212–215	payoff functions in safe sex negotiations, 273
self-identification of homosexuality	pricing and, 262, 136–137 race intersectionality with, 115, 132,
gay masculinity and, 123–126	137–139, 166–168, 219–221, 263, 266, 271
gay population demographics and, 81–82	safe sex advertising predictors and, 191–195,
negotiation for safe sex practices and,	270–271
178–181	selection regressions by, 267
social science research and, 117–118	self-presentations including, 265
self-presentation in male sex work	social constructions of, 113–115, 176–178,
body type and, 265	224–226
descriptive statistics, 264	travel by male sex workers and, 77-78, 90-91
erotic capital in, 154–155	sexual field theory
"gay clone" subculture and, 155–157	commercial vs. non-commercial sex and,
Goffman's presentation of self theory and,	204-205
150–152	intersectionality in, 182-184
in Grindr profiles, 211	negotiation for safe sex practices and,
nexus of masculinity, gay sexuality and	178–181
commodification in, 148-150	racialized self-presentation and, 157-159
online sex workers presentations, 148-150	research on male sex work using, 11,
overview of, 142-148, 223	115–118
predictions concerning, 159-161	safe sex advertisements and, 184
racialized presentations, 157-159, 265	self-presentation of sex workers and,
sexual positioning and, 265	144–145, 159–161, 168–170
sexual scripting theory and, 152-154	socioeconomic forces in male sex work and,
stigmatization in non-commercial and,	9–15
207–208	sexual gratification, male sex workers' experi-
theoretical framework for, 150-159, 168-170	ence with, 148–150



sexuality	Simon, William, 152–154
commercial vs. non-commercial gay	smartphone technology
sexuality and, 204-208	casual sexual encounters and, 205-206,
cultural differences in, 115-118	208-212
history of male sex work and, 24-38	online sex market and use of, 283n.1
self-presentation of sex workers and,	racial-sexual stereotypes in sex market
146–148	using, 294n.20
socioeconomic forces in male sex work and,	social acceptability of gay culture
9–15	hegemonic masculinity and, 119–120
sexualized racism	market responses to, 115–118
Asian masculinity and, 131-132	social context of sex work, 9–11
black masculinity and, 129-131	economic gains of sex workers, 111-115
gay masculinity and, 224–226	Gay Rights movement and, 24–26
Hispanic sex workers and, 131–132	hegemonic masculinity and, 118–121
intersectionality theory and, 182–184	market forces and, 221–226
in non-commercial sex market, 207–208,	risks of sex work and, 173–174
219–221	self-presentation of sex workers and, 142–148
pricing and, 115, 137–141	sexual behavior and, 176–178
safe sex practices pricing and, 200–201	sexualized racism and, 131–132
self-presentation in male sex work and,	social groups, clients of male sex workers from
157–159	113
sexually transmitted infections (STIs)	
among Grindr app users, 210	social learning theory, self-presentation in male sex work and, 152–154
client willingness to pay for risky sex and,	social science theories
185–186	of male sex work, 115–118, 139–141
likelihood estimates of travel and, 94–99	
male sex work and risk of, 171–176	safe sex negotiations between client and
travel by sex workers and prevalence of,	escort and, 184–185, 201–203
	Spence, Craig, 48–49
77–78, 90–91, 105–107	Spence, Michael, 53–55 spillover effects in pricing, travel by sex work-
sexual networks, travel by sex workers and, 77–78	
	ers and, 77–78
sexual orientation, biological markers for,	spot price
80-84	for male sex work, 31
sexual scripting theory	robustness of, 70–74
health risks of sex work and, 176–178	stereotypes
self-presentation in male sex work, 152–154,	of Asian males, 131–132
159–161, 168–170	of black masculinity, 129–131
sex worker labor force, male sex workers por-	erotic capital and, 182–184
tion of, 5–6	ethnic-sexual stereotypes, 127–128
Shah, M., 31–35, 188–189, 190–191, 268–277	fetishization of black masculinity and,
signaling models	129–131, 157–159
alternative factors in face value and, 61–70	hegemonic masculinity and, 127
conceptual and empirical framework for,	non-commercial sex and use of, 219–221
53–55	self-presentation of sex workers and,
identification of, 52–53	146–148, 149–150, 159–161
informal enforcement in male escort market,	sexual and racial intersectionality of,
49–52, 239	113–115
lack of informal enforcement and, 68–70	stigma, self-presentation of male sex worker
price robustness and, 70–74, 240–241	and concepts of, 144
simple example of, 233–236	street-based sex work
travel by sex workers linked to, 86-87	market structure for, 76



Index

325

online sex work compared with, 148-150 qualitative research on, 112 scheduling of, 76 traveling for, 76-80 submissiveness in advertisements for sex work, 162-163 Asian sexualized racism and trope of, branding of, on Grindr smart phone app, 2.17 erotic capital of, 182-184 pricing linked to, 136-137 racialized self-representation and, 157-159 self-presentation of sex workers and images of, 146-148, 159-161 sexualized racism and, 130 supply of male sex workers Grindr smartphone app and, 207 location factors in, 83-84 masculinity demand on Grindr smartphone app and, 215-217 wage differences linked to, 87 syphilis, male sex workers and prevalence of, 90 - 91taxation on sex work earnings, history of, television images of male sex work, 26-31 temporary migration, value of, 284n.25 theft by sex workers, 48 thinness feminized persona and, 159-161 in gay clone culture, 155-157

gay masculinity and rejection of, 123-126 pricing and, 133-136 "top" sex workers advertisements indicating, 162-166 biological interpretation of, 258-263 branding of, on Grindr smart phone

app, 217 erotic capital of, 181-182 hegemonic masculinity and, 127-128 negotiation for safe sex practices by, 178-181

premiums in pricing of, 114-115, 136-137, 139-141 probability of safe sex advertising by, 191-195

race and pricing for, 115, 137-139 racialized self-representation and, 157-159 safe sex practices in advertisements for, 174-176

self-representation of body image and, 155-157, 159-161, 168-170 transaction data on male sex work, 27-38 asymmetric information and, 39-45 payoff functions in safe sex negotiations, 190-191 safe sex negotiations and, 184-185, 187-189

transgender sex workers, history of male sex work and, 24-38

travel by male sex workers city-level networking measures, 93-94 distance measurements, 90, 99-101 economics of, 86-87, 105-107 independent variables in, 90-91 likelihood estimates of 94-99 location factors in, 80-84 market forces and, 75-80, 105-107 measures of network centrality and, 88-90, 92-93, 244-246 measuring effects of, 90 networks for, 87-89 pricing and, 76-80, 86-87, 90, 101-105 regression analysis of, 247-257 value of temporary migration and, 284n.25 "twink" bodies, 155-157, 159-161, 163-166 two-mode travel network, travel by sex work-

United States, history of male sex work in, 22 - 23unprotected sex increase in, 176-178, 186-187 premium on, 171-176 unprotected sex work, client willingness to pay for risky sex and, 185-186 urbanization, history of male sex work and, 24 - 38

ers and, 87-89

value, theory of economic gains of sex workers, 111-115 face value analysis, 57-61 hegemonic masculinity and, 121-126 illegal market and asymmetric information and, 39-45 male sex market and, 223 safe sex practices pricing and, 200-201 sexual and racial stereotypes and, 113-115 signaling mechanisms and, 53-55 socioeconomic forces in male sex work and, 9 - 15



326 Index

versatile coding advertisements indicating, 162-163 client value of, 195-198 probability of safe sex advertising and, 191-195 self-presentation of sex workers and, 168-170 Victorian era, history of male sex work in, 22 Village Voice, 2 violence, male sex work and risk of, 171-176 wage factors, travel by male sex workers and, 86-87, 101-105, 247-257 weight of escorts Grindr smartphone app and importance of, 217-219 pricing and, 133-136 white sex workers gay Clone/Muscle culture and, 128-129 negotiation for safe sex practices by, 178-181

non-commercial sex market and preference for, 208-212, 219-221 prevalence in casual sex market of, 208-212 pricing premiums and penalties and, 137-139 probability of safe sex advertising by, 191-195 safe sex practices pricing and, 200-201 sexualized racism and dominance of, 131-132 STI risk in, 185-186 "top" sex workers and, 127-128 unprotected sex increase among, 186-187 within-gender relations, socioeconomic forces in male sex work and, 9-15 Wolitski, R. J., 186-187 women black sexuality and, 128-129 hegemonic masculinity and power over, 119-120