

Gender in Banking and Mortgage Behavior

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CERGE-EI

May 2016

Abstract

Compared to men, women, even financial professionals, exhibit higher risk aversion. We exploit random assignment of clients to banking advisors ('private bankers') in a large Czech bank to study the effects of advisor gender on the probability of mortgage issuance and on the probability that a newly issued mortgage is insured, which we interpret as corresponding to risk averse mortgage behavior. Male advisors do not substantially affect the chances that their clients will take a new mortgage, but the mortgages that they issue are dramatically less likely to be insured, particularly so for female clients who never had an insured loan with the bank.

JEL Codes: G21, G32, J16.

Keywords: Banking Advisors, Mortgage Insurance

Acknowledgements CERGE-EI is a joint workplace of the Center for Economic Research and Graduate Education, Charles University, and the Economics Institute of the Czech Academy of Sciences. Jurajda is Research Affiliate at CEPR, London and Research Fellow at IZA, Bonn. This research has been supported by the Czech Science Foundation (grant P402/12/G130).

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