

Table 1. Do-Not-Call Registrations

State	No. of Registrations ^a (June 2004)	Registration Rate ^b (June 2004)
Alabama	741,312	0.43
Alaska	64,926	0.29
Arizona	1,078,462	0.57
Arkansas	392,146	0.38
California	6,032,921	0.52
Colorado	1,287,683	0.78
Connecticut	826,893	0.64
Delaware	153,773	0.51
District of Columbia	119,019	0.48
Florida	3,138,787	0.50
Georgia	1,478,502	0.50
Hawaii	129,858	0.32
Idaho	182,409	0.39
Illinois	2,210,025	0.48
Indiana	386,138	0.17
Iowa	572,272	0.50
Kansas	654,318	0.63
Kentucky	956,197	0.60
Louisiana	452,505	0.27
Maine	260,922	0.50
Maryland	1,154,993	0.58
Massachusetts	1,647,787	0.67
Michigan	1,950,122	0.52
Minnesota	1,278,752	0.71
Mississippi	336,428	0.32
Missouri	649,098	0.30
Montana	161,141	0.45
Nebraska	324,376	0.49
Nevada	376,270	0.50
New Hampshire	289,151	0.61
New Jersey	1,681,471	0.55
New Mexico	274,319	0.40
New York	3,900,438	0.55
North Carolina	1,633,059	0.52
North Dakota	123,467	0.48
Ohio	2,175,368	0.49
Oklahoma	679,046	0.51
Oregon	531,943	0.40
Pennsylvania	3,121,477	0.65
Rhode Island	188,727	0.46
South Carolina	676,825	0.44
South Dakota	136,106	0.47
Tennessee	683,624	0.31
Texas	2,420,673	0.33
Utah	357,643	0.51
Vermont	103,633	0.43

Virginia	1,450,622	0.54
Washington	1,120,226	0.49
West Virginia	274,722	0.37
Wisconsin	575,212	0.28
Wyoming	77,924	0.40
Mean	1,009,288	0.47
Standard Deviation	1,139,339	0.12
Maximum	6,032,921	0.78
Minimum	64,926	0.17

^a Excluding registrations from mobile phone numbers.

^b Calculated by dividing the number of registrations by total number of households.

Table 2. Descriptive Statistics

Variable	N	Mean	Std. Dev.	Min	Max
Registration rate	3,125	0.39	0.19	0.00	1.62
Retail density (no. of stores per sq. mile)	3,078	0.40	1.61	0	61.44
Median household income (\$000)	3,125	35.35	8.87	12.69	82.93
Average household size	3,125	2.63	0.24	2.07	5.13
Commuting time (mins)	3,125	23.43	5.65	6.28	48.67
Unemployment rate (%)	3,125	3.44	1.52	0	32.86
Hetero (income)	3,125	0.43	0.04	0.33	0.60
Hetero (White)	3,125	0.86	0.08	0.15	1
Hetero (Hispanic)	3,125	0.48	0.13	0	1
Hetero (age)	3,125	0.35	0.02	0.26	0.43
Hetero (gender)	3,125	0.55	0.13	0.44	1
Hetero (education)	3,125	0.82	0.03	0.69	0.91
Hetero (religion)	3,125	0.59	0.10	0.03	1
Social Interaction (SCHMOOZ)	1,317	0.01	0.53	-0.90	2.16

Table 3. Correlations

Variable	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
(1) Registration rate	1.00													
(2) Retail density	0.06	1.00												
(3) Median household income	0.29	0.11	1.00											
(4) Average household size	-0.14	-0.08	0.21	1.00										
(5) Commuting time	0.00	-0.03	0.28	0.20	1.00									
(6) Unemployment rate	-0.15	-0.04	-0.40	0.23	-0.03	1.00								
(7) Hetero (income)	-0.04	0.01	-0.50	-0.15	-0.06	0.44	1.00							
(8) Hetero (White)	-0.18	0.02	-0.18	0.17	0.26	0.31	0.30	1.00						
(9) Hetero (Hispanic)	0.14	0.07	0.04	-0.21	0.16	-0.10	0.03	-0.05	1.00					
(10) Hetero (age)	-0.24	-0.09	-0.05	0.63	-0.11	0.33	-0.05	0.08	-0.29	1.00				
(11) Hetero (gender)	0.02	-0.03	0.01	-0.01	0.04	0.02	-0.01	-0.09	0.02	0.08	1.00			
(12) Hetero (education)	0.12	0.09	0.08	0.24	0.02	0.31	0.46	0.29	-0.13	0.19	0.01	1.00		
(13) Hetero (religion)	0.12	0.02	0.16	-0.15	-0.26	-0.15	-0.10	-0.30	-0.03	0.14	0.05	-0.05	1.00	
(14) Social Interaction (SCHMOOZ)	0.02	-0.05	-0.02	0.03	-0.06	0.00	-0.04	-0.03	-0.03	0.01	0.00	-0.03	0.02	1.00

Table 4. Estimation Results⁺

	(1) Base	(2) H: income	(3) H: White	(4) H: Hispanic	(5) H: age	(6) H: gender	(7) H: edu	(8) H: religion	(9) H: all
Retail density	-6.231*** (1.610)	-6.288*** (1.598)	-6.235*** (1.615)	-6.102*** (1.559)	-6.096*** (1.616)	-6.244*** (1.596)	-6.276*** (1.545)	-6.272*** (1.609)	-6.053*** (1.474)
Household income	0.007*** (0.000)	0.007*** (0.000)	0.007*** (0.000)	0.007*** (0.000)	0.007*** (0.000)	0.007*** (0.000)	0.007*** (0.001)	0.007*** (0.001)	0.006*** (0.001)
Household size	-0.128*** (0.017)	-0.126*** (0.017)	-0.128*** (0.017)	-0.125*** (0.017)	-0.094*** (0.018)	-0.128*** (0.017)	-0.130*** (0.018)	-0.124*** (0.017)	-0.084*** (0.017)
Commuting time	-2.968*** (0.996)	-2.929*** (0.996)	-2.974*** (1.008)	-3.009*** (1.004)	-3.359*** (1.014)	-2.958*** (0.994)	-2.750** (1.064)	-2.545** (0.966)	-2.558** (1.042)
Unemployment rate	-0.093 (0.229)	-0.132 (0.236)	-0.097 (0.240)	-0.133 (0.238)	0.230 (0.279)	-0.083 (0.229)	-0.192 (0.233)	-0.108 (0.231)	0.114 (0.302)
Hetero (income)		0.083 (0.106)							-0.044 (0.122)
Hetero (White)			0.010 (0.070)						-0.007 (0.068)
Hetero (Hispanic)				0.053** (0.020)					0.042* (0.021)
Hetero (age)					-0.959*** (0.241)				-1.137*** (0.279)
Hetero (gender)						-0.100 (0.264)			0.045 (0.132)
Hetero (edu)							0.188 (0.136)		0.270* (0.157)
Hetero (religion)								0.083* (0.042)	0.121** (0.047)
Constant	0.543*** (0.059)	0.496*** (0.077)	0.534*** (0.075)	0.513*** (0.061)	0.791*** (0.101)	0.595*** (0.148)	0.393*** (0.114)	0.482*** (0.061)	0.518*** (0.140)
N	3078	3078	3078	3078	3078	3078	3078	3078	3078
R-squared	0.501	0.501	0.501	0.502	0.505	0.501	0.502	0.502	0.508

⁺ Robust (clustered) standard errors in parentheses. All fixed state effects are not reported for brevity.

*** p<0.01, ** p<0.05, * p<0.1

Table 5. Robustness Tests and Other Results[†]

	(1) 28 weeks	(2) No state Registries	(3) Robust reg.	(4) Lines	(5) Social Int.	(6) Moran I
Retail density	-5.657*** (1.356)	-7.161*** (0.712)	-8.374*** (1.244)	-4.844*** (1.188)	-0.016 (2.723)	6.217 (4.613)
Household income	0.006*** (0.001)	0.007*** (0.001)	0.008*** (0.000)	0.001** (0.001)	0.005*** (0.001)	0.013*** (0.001)
Household size	-0.080*** (0.015)	-0.077 (0.051)	-0.092*** (0.012)	-0.055*** (0.011)	-0.123*** (0.032)	-0.112** (0.055)
Commuting time	-2.706*** (0.990)	-2.376** (1.086)	-2.934*** (0.436)	-1.195 (0.792)	-1.290 (1.875)	-5.009** (2.436)
Unemployment rate	0.220 (0.277)	-0.268 (0.426)	0.262 (0.187)	0.390* (0.205)	0.056 (0.538)	2.316*** (0.743)
Hetero (income)	-0.051 (0.113)	-0.207 (0.180)	-0.042 (0.077)	-0.249*** (0.087)	0.041 (0.207)	0.078 (0.213)
Hetero (White)	0.002 (0.064)	0.032 (0.079)	0.012 (0.042)	0.153*** (0.047)	-0.059 (0.111)	0.111 (0.108)
Hetero (Hispanic)	0.042** (0.020)	0.038 (0.023)	0.036** (0.018)	0.053* (0.029)	0.042 (0.046)	0.219*** (0.058)
Hetero (age)	-1.037*** (0.244)	-1.002 (0.596)	-1.252*** (0.161)	-0.026 (0.216)	-1.343** (0.546)	1.389*** (0.507)
Hetero (gender)	0.044 (0.130)	0.067 (0.129)	0.254 (0.197)	-0.284*** (0.103)	0.194 (0.122)	0.294 (0.178)
Hetero (edu)	0.193 (0.149)	0.447** (0.172)	0.319*** (0.092)	0.579*** (0.126)	0.319* (0.183)	0.963*** (0.290)
Hetero (religion)	0.112** (0.044)	0.106* (0.061)	0.084*** (0.024)	0.015 (0.037)	0.123 (0.078)	0.263*** (0.082)
Social Interaction (SCHMOOZ)					0.007 (0.008)	
Constant	0.514*** (0.133)	0.198 (0.164)	0.381*** (0.128)	-0.135 (0.154)	0.613** (0.253)	-2.107*** (0.232)
N	3078	1179	3080	3078	1303	3013
R-squared	0.523	0.305	0.673	0.288	0.533	0.254

[†] Robust (clustered) standard errors in parentheses. All fixed state effects are not reported for brevity.

*** p<0.01, ** p<0.05, * p<0.1