Race in Hollywood: Quantifying the Effect of Race on Movie Performance

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20 December 2014

Abstract

This study investigates the effect of a movie's racial composition on three aspects of its performance: ticket sales, critical reception, and audience satisfaction. Movies featuring minority actors are classified as either 'nonwhite films' or 'black films,' with black films defined as movies featuring predominantly black actors with white actors playing peripheral roles. After controlling for various production, distribution, and industry factors, the study finds no statistically significant differences between films starring white and nonwhite leading actors in all three aspects of movie performance. In contrast, black films outperform in estimated ticket sales by almost 40% and earn 5-6 more points on Metacritic's 100-point Metascore, a composite score of various movie critics' reviews.¹ However, the black film factor reduces the film's Internet Movie Database (IMDb) user rating by 0.6 points out of a scale of $10.^2$

I. Introduction

The underrepresentation of minorities in Hollywood films has long been an issue of social discussion and discontent. According to the Census Bureau, minorities composed 37.4% of the U.S. population in 2013, up from 32.6% in 2004.³ Despite this, a study from USC's Media, Diversity, & Social Change Initiative found that among 600 popular films, only 25.9% of speaking characters were from minority groups (Smith, Choueiti Pieper 2013). Minorities are even & more underrepresented in top roles. Only 15.5% of 1,070 movies released from 2004-2013 featured a minority actor in the leading role.

Directors and production studios have often been criticized for 'whitewashing' major films. In December 2014, director Ridley Scott faced scrutiny for his movie

¹ Metacritic.com calculates a weighted average of reviews from critics and publications to create their 'Metascore.' For more, refer to: http://www.metacritic.com/about-metascores

² The IMDb user rating ranges is calculated using a weighted average (the weighting scheme is not released by IMDb) of all

reviews submitted by registered users. Higher scores indicate higher user satisfaction with the film. For more, see: http://www.imdb.com/help/show_leaf?votestopfaq ³ The term 'minorities' refers to all populations excluding those of white, non-Hispanic descent. Data source: U.S. Census Bureau population estimates

Exodus: Gods and Kings which cast white actors for the top leading roles in a story featuring Egyptian characters. Furthermore, these leading actors performed in an environment that included black actors as slaves, servants, and lower class civilians.

When asked about potentially casting nonwhite actors in the leading roles, Scott replied:

I can't mount a film of this budget, where I have to rely on tax rebates in Spain, and say that my lead actor is Mohammad so-and-so from such-and-such [...] I'm just not going to get it financed. So the question doesn't even come up (Foundas 2014).

Scott's statement, though it has earned him accusations of racial insensitivity and prejudice, highlights the potential financial, and not necessarily ideological, mechanisms behind the underrepresentation of minorities in Hollywood films. Director George Lucas, of Star Wars and Indiana Jones fame, also found it difficult to finance his 2012 film *Red Tails*, which featured an all-black cast. Lucas told Jon Stewart on The Daily Show:

There's no major white roles in it at all ... I showed it to all of them and they said no, we don't know how to market a movie like this (Martin 2012).

Is there in fact a financial risk or penalty incurred when casting minority actors? There is certainly a perceived risk in the industry. Movie producers are often reluctant to cast more than a few minority actors for fear that white audiences will perceive such movies as 'not for them' and largely avoid them (Weaver 2011). The reverse effect does not appear to be as much of a concern.⁴

Several studies have investigated the financial impact of overall cast diversity, but none have focused on the impact of the race of the leading actor or on black films. The Bunche Center's 2014 Hollywood Diversity Report found that median global box office revenue peaked for films with a 21-30% minority cast share; revenue was lower for films with both a smaller and larger minority cast share.

This study seeks to quantify the financial risk that movie studios take by featuring minority actors. Is there an impact on ticket sales, critics' reviews, or audience satisfaction when casting a nonwhite actor in the leading role?

Section II constructs a model that captures the major components of a film's financial performance. These components will also serve as controls and fixed effects to isolate the impact of race on movie performance. Section III presents the regression models that will be used to estimate the impact of race on ticket sales, critical reception, and audience satisfaction as well as the results of those models. Section IV discusses the significance of the results and offers possible explanations. Section V examines limitations to the study and suggests potential areas of additional research.

II. Components of Movie Performance

There is a wealth of literature investigating the determinants of box office success. Litman's landmark 1983 study identified production costs, critics' ratings, science fiction genre, major distributor, Christmas release, Academy Award nomination, and winning an Academy Award as all significant determinants of a movie's theatrical success (Terry, Butler & De'Armond 2005). Levene (1992) surveyed college students to find that plot, subject, word-of-mouth, theater trailers, and television ads were also important factors that determined subjects' movie viewing decisions. Some of these factors, especially the more social factors identified by Levene, are difficult to quantify or access.

The model employed in this study will capture the following factors: production budget, number of theaters, days in theater, critics' ratings, amateur or viewer ratings, number of viewer ratings, Academy Award nominations, Academy Award wins, main genre, secondary genre, production studio, opening month, year, MPAA rating, and whether the movie is a sequel or subsequent film.

Unless otherwise specified, data was retrieved from the Internet Movie Database (IMDb). The variables are as follows:

BUDGET is the production budget deflated to 2004 dollars.⁵ This information was retrieved from IMDb and The-Numbers.com.

THEATERS represents the number of theaters at which the movie was shown at the peak of its distribution. This data was retrieved from BoxOfficeMojo.com.

⁴ In fact, *Exodus*, while criticized for whitewashing its cast, fared well with Hispanic and black moviegoers, who composed 18% and 20% of the debut audience, respectively. However, this is likely in part due to the movie's religious appeal to those audiences (Lang 2014).

⁵ A schedule of inflation rates used for this study can be found in Appendix A.

DAYSINTHEATER is the number of days between the movie's release and close. This data was calculated using 'Open' and 'Close' dates from BoxOfficeMojo.com.

METASCORE represents Metacritic.com's composite score of reviews from various professional critics and publications. It ranges from 0-100.

USERRATING represents viewers' ratings of the film as measured by IMDb's user rating. We assume that this rating reflects audience satisfaction with the film.

USERS is the number of user reviews on IMDb for the film. This represents a measure of the film's word of mouth effect and viewers' desire to share their experience with the film, whether positive or negative.

AANOMS is the number of Academy Award nominations the film received. This information was available from BoxOfficeMojo.

AAWINS is the number of Academy Awards the film won. This information was also available from BoxOfficeMojo.

MAINGENRE is the film's first listed genre on IMDb. The genres include: adventure, animation, biography, comedy, crime, documentary, drama, fantasy, history, horror, music, mystery, sci-fi, thriller, and western. These were represented by dummy variables.

MAINGENRE*SECONDARYGENRE is an interaction term between the film's first and second listed genres.

STUDIO is the film's production studio. In total, 52 studios were represented by dummy variables. This data was retrieved from BoxOfficeMojo.

MONTH is the month in which the movie opened in the U.S. This corrects for seasonal fluctuations in movie watching patterns during holidays and the summer. This data was retrieved from BoxOfficeMojo.com.

YEAR is the year of the movie's release represented by dummy variables. Year fixed effects help capture changing economic conditions as well as industry-wide changes such as the introduction of faster on-demand services and pirating channels.

MPAA is the MPAA's parental guidance rating, which includes PG, PG-13, and R for this dataset.

SERIES indicates whether the movie is a sequel or part of a series. Standalone films and the first films in a series are denoted by 0. Sequels and all subsequent films are denoted by 1.

Financial performance is measured using the estimated tickets sales (ESTTICKETS). This is calculated by

dividing the movie's gross revenue by the average ticket price in the year of its release.⁶

Two variables are used to indicate the movie's racial composition.

NONWHITELEAD indicates whether the movie's leading role is played by a nonwhite actor (1 = nonwhite; 0 = white). Actors of Hispanic descent were included in this nonwhite distinction. 'Whiteness' (or nonwhiteness) was generally determined visually with relative ease, but a survey of at least 43 respondents was administered to clarify perceptions of more ambiguous cases. The leading role was usually determined by the first listed cast member on the film's IMDb page, but occasional judgments were made if the film's theatrical poster strongly suggested otherwise.

BLACKFILM indicates whether the film features a predominantly black cast with white actors playing only peripheral roles. Filmmakers such as Tyler Perry have been influential in producing such films.⁷

Summary statistics for selected factors by these racial variables are presented in Table 1. Black films are unique in their low budgets (about half that of white and nonwhite films), limited distribution, and weaker ratings. Despite this, their median estimated ticket sales remain comparable to nonwhite films.

Animated films were excluded from data collection. Top grossing domestic films released wide (i.e., in over 500 theaters) from 2004-2013 were recorded for a total of 1,070 observations.⁸

III. Estimation Models

Ticket Sales

The first model is of the following form:

$$ln(T) = \alpha + \beta_1 NONWHITELEAD + \delta X + \varepsilon$$
 (1)

⁶ A table of average ticket prices over time can be found in Appendix A. Unfortunately, this measure of ticket price inflation does not distinguish between regular and 3D or IMAX tickets, which are more expensive.

⁷ See Als' piece "Mama's Gun" for a rich look into the world of Tyler Perry. For a complete list of films considered black films in this study, see Appendix D.

⁸ A comprehensive list of the movies included in the study can be found in Appendix C. The distribution of movies by year is in Appendix B.

Variable	White Leading Actor	Nonwhite Leading Actor, Not Black Film	Black Films
	904	104	62
Gross Revenue, mean	73,900,000	63,900,000	47,600,000
Gross Revenue, median	49,900,000	42,900,000	42,600,000
Estimated Ticket Sales, mean	10,200,000	8,837,918	6,668,065
Estimated Ticket Sales, median	6,875,862	6,111,963	6,088,128
Budget, mean	48,200,000	47,700,000	19,700,000
Budget, median	32,400,000	34,800,000	17,400,000
Theaters, mean	2,788	2,714	2,177
Days in Theater, mean	92	91	81
Metascore, mean	52	51	47
IMDb User Rating, mean	6.4	6.2	5.4
Number of User Reviews, mean	129,988	105,730	19,432
Academy Award Nominations, mean	.30	.24	.16
Academy Award Wins, mean	.06	.08	.06
Main Genre, mode	Comedy (30%)	Action (52%)	Comedy (53%)

Table 1 Descriptive Statistics of Selected Variables by Racial Categorization

where

- T = estimated ticket sales
- X = a vector of control variables that include all variables described in Section II

Black films are not included in this model.

The second model estimates the effect of race in the context of black films:

 $\ln(T) = \alpha + \beta_1 BLACKFILM + \delta X + \epsilon$ (2)

The third model incorporates both race variables:

$$ln(T) = \alpha + \beta_1 NONWHITELEAD + + \beta_2 BLACKFILM + \delta X + \epsilon$$
(3)

The results for these models are presented in Table 2.

The three models appear consistent and strong in their explanation of estimated tickets sales ($R^2 > 0.88$). Not all variables are significant. In models (1) and (3), the nonwhite leading actor variable has no statistically significant effect (p-value equal to 0.761 and 0.699, respectively). However, the black film variable provides a 38-40% boost in estimated ticket sales. In comparison, a \$10,000,000 increase in a film's budget is estimated to increase ticket sales by 1.4%. Increasing distribution by

100 theaters provides a 6.9% increase. Opening in December is estimated to increase ticket sales by 30.4%.

Critical Reception

These models are similar to those for estimated ticket sales.

For nonwhite films, the model is of the following form:

$$METASCORE = \alpha + \beta_1 NONWHITELEAD + \delta X + \varepsilon$$
(4)

where X includes the following explanatory variables: USERRATING, USERS, AANOMS, AAWINS, ESTTICKETS, BUDGET, THEATERS, DAYSINTHEATER, SERIES, MPAA, MONTH, YEAR, STUDIO, MAINGENRE, MAINGENRE*SECONDARYGENRE

Models (5) and (6) follow in the same way that (2) and (3) expand upon model (1).

Results are presented in Table 3. Viewers' ratings, Academy Award nomination, estimated ticket sales, number of theaters, and genre were all significant determinants of the Metascore. As it was for estimated ticket sales, in models (4) and (6), the casting of a nonwhite actor in a non-black film has no significant

Regression Results for Selected Explanatory Variables on In(Estimated Ticket Sales)

Description	OLS (1)	OLS (2)	OLS (3)
n =	999	1,060	1,060
Nonwhite Leading Actor	.0133 (.0438)	_	.0169 (.0436)
Black Film	-	.3344*** (.0678)	.3203*** (.0778)
Budget (in \$10,000,000s)	.0140**	.0147**	.0147**
	(.0046)	(.0046)	(.0046)
Theaters (in 100s)	.0664***	.0654***	.0654***
	(.0046)	(.0044)	(.0043)
Days in Theater	.0102***	.0101***	.0101***
	(.0009)	(.0009)	(.0009)
Metascore	.0023	.0025	.0024
	(.0014)	(.0014)	(.0014)
IMDb User Rating	.0567*	.0486	.0490
	(.0278)	(.0258)	(.0260)
Number of User Reviews (in 1,000s)	.0007*	.0007*	.0007**
	(.0003)	(.0003)	(.0003)
Academy Award Nomination	.0484*	.0515*	.0517*
	(.0208)	(.0205)	(.0205)
Academy Award Win	1040	1004	1008
	(.0681)	(.0667)	(.0668)
Main Genre: Horror	.4145**	.4311**	.4307**
	(.1285)	(.1278)	(.1277)
Opening in December	.2654***	.2696***	.2693***
	(.0565)	(.0544)	(.0544)
Opening in July	.1234*	.1282*	.1211*
	(.0601)	(.0718)	(.0584)
Sequel or Subsequent Film	.1926***	.1996***	.1991***
	(.0373)	(.0357)	(.0358)
Constant	11.9075***	11.8592***	11.8521***
	(.3282)	(.3179)	(.3199)
R ²	.8875	.8815	.8815

* p < 0.050, ** p < 0.010, *** p < 0.001

effect on the film's Metascore (p-value = 0.233 and 0.323, respectively). Black films, however, score 5.4-6.4 points (out of a scale of 100) higher than comparable films.

Audience Satisfaction

Table 2

IMDb's user rating will be used to represent the audience's satisfaction with the film.

For nonwhite films, the following model is used:

USERRATING =
$$\alpha + \beta_1$$
NONWHITELEAD +
+ $\delta X + \epsilon$ (7)

where X includes the following explanatory variables: USERS, METASCORE, AANOMS, AAWINS, ESTTICKETS, BUDGET, THEATERS, DAYSINTHEATER, SERIES, MPAA, MONTH, YEAR, STUDIO, MAINGENRE, MAINGENRE*SECONDARYGENRE

Again, models (8) and (9) follow in the same way that (2) and (3) expand upon model (1).

See Table 4 for regression results. The results for IMBb users' ratings suggest that amateur audiences evaluate movies in a differently from professional critics, which is

Description	OLS (4)	OLS (5)	OLS (6)
n =	999	1,060	1,060
Nonwhite Leading Actor	1.3273 (1.1131)	_	1.0835 (1.0957)
Black Film	-	6.3560*** (1.5793)	5.4470*** (1.7695)
IMDb User Rating	9.8285***	9.3003***	9.3134***
	(.6244)	(.5834)	(.5838)
Number of User Reviews (in 1,000s)	.0061	.0091	.0094
	(.0058)	(.0058)	(.0058)
Academy Award Nomination	2.8019***	2.8221***	2.8311***
	(.4534)	(.4506)	(.4508)
Academy Award Win	7593	6402	6691
	(1.0268)	(.9783)	(.9800)
Estimated Ticket Sales (in 10,000,000s)	1.4211*	1.4622*	1.4582*
	(.6814)	(.6674)	(.6698)
Budget (in \$10,000,000s)	0808	0880	0864
	(.0816)	(.1330)	(.1330)
Theaters (in 100s)	2657**	2683**	2657**
	(.0816)	(.0794)	(.0798)
Days in Theater	.0321*	.0272	.0265
	(.0156)	(.0145)	(.0147)
Sequel or Subsequent Film	6810	7201	6922
	(1.0713)	(1.0019)	(1.0036)
Main Genre: Comedy	-10.6405***	-10.8269***	-10.8279***
	(2.4160)	(2.3583)	(2.3533)
Constant	33.3492***	33.8347***	33.3466***
	(6.9725)	(6.3989)	(6.4352)
R ²	.7232	.7136	.7139

 Table 3

 Regression Results for Selected Explanatory Variables on Metascore

* p < 0.050, ** p < 0.010, *** p < 0.001

not surprising. Whereas the Metascore favored black films, the IMDb user rating is lower for black films. While there is no significant difference for nonwhite films, the black film variable is estimated to decrease the IMDb user rating by 0.60-0.67 points (out of 10).

IV. Discussion of Results

This study was designed to quantify the potential cost of casting minority actors. In the presence of various controls and fixed effects, the results have shown no significant differences between films that star white and nonwhite leading actors.

In contrast, black films earn 38-40% more tickets than comparable films by budget, genre, distribution, etc.

There are several possible explanations for this boost. On average, only about 6 black films were released annually from 2004-2013. Therefore, when black films are released, they face relatively little competition among comparable options and are able to capture more of their market. Furthermore, 26% of black films evaluated in this study were produced by Tyler Perry, the most financially successful African American in the American film industry. Perry's brand name has built a loyal fan base around iconic characters such as Mabel 'Madea' Simmons (Als 2010). His films are often of a lower budget as Perry writes, directs, produces, and stars in most of his productions. Lastly, black films are on average distributed to a smaller number of theaters compared to other films. There is a possibility that distribution may have been Table 4

Regression Results for Selected E	xplanatory Variables or	n IMDb User Rating

Description		OLS (7)	OLS (8)	OLS (9)
	n =	999	1,060	1,060
Nonwhite Leading Actor		0843 (.0824)	_	0779 (.0815)
Black Film		-	6689*** (.1171)	6028*** (.1400)
Number of User Reviews (in 1,000s)		.0034*** (.0003)	.0033*** (.0003)	.0032*** (.0003)
Metascore		.0301*** (.0020)	.0307*** (.0019)	.0307*** (.0019)
Academy Award Nomination		0765** (.0247)	0815** (.0249)	0822** (.0250)
Academy Award Win		1283 (.0663)	1185 (.0655)	1162 (.0654)
Estimated Ticket Sales (in 10,000,000s)	1264** (.0433)	1236*** (.0433)	1232** (.0433)
Budget (in \$10,000,000s)		0061 (.0076)	0060 (.0076)	0061 (.0076)
Theaters (in 100s)		0021 (.0055)	0030 (.0055)	0031 (.0056)
Days in Theater		.0023** (.0008)	.0024** (.0008)	.0024** (.0008)
Sequel or Subsequent Film		0027 (.0608)	0389 (.0587)	0369 (.0592)
Main Genre: Comedy		.8465*** (.1263)	.9197*** (.1253)	.9191*** (.1254)
Constant		.9170 (.6232)	.7817 (.5995)	.8129 (.5945)
R ²		.7599	.7551	.7139

* p < 0.050, ** p < 0.010, *** p < 0.001

targeted to communities where they would be wellreceived. Together, these factors may explain the relatively higher ticket sales of black films.

The results regarding the critical reception of black films may appear surprising considering that many black films, namely Tyler Perry's oeuvre, have earned a reputation of poor cinematic quality.⁹ The average Metascore for black films is 47 compared to 51 and 52 for nonwhite and white films, respectively. However, these results must be interpreted in the context of the present study. Relative to the black films' budget, genre, and other control factors, black films earn a higher Metascore. It is also important to remember that black films extend beyond the work of Tyler Perry. *Ray* (2004), *Dreamgirls* (2006), and *Precious: Based on the Novel "Push" by Sapphire* (2009) are all Academy Award winning black films.

Lastly, the results find that black films may be more poorly received by audiences. This interpretation should be tempered by possibility that IMDb's user rating may not be an accurate measure of audience satisfaction. Several points suggest that this may be the case. First, a cursory survey of another movie rating service, Rotten Tomatoes, finds that many black films have high "liked it" percentages by audiences though their critics' scores are often very poor. Second, IMDb's users may not be representative of the movie-watching market. The average number of user reviews for black films is less than

⁹ See Priceonomics.com's "Why Movie Critics Hate Tyler

Perry": http://priceonomics.com/why-movie-critics-hate-tyler-perry/

one-fifth that of nonwhite and white films. Assuming that users write reviews after watching the movie, this gap is inconsistent with the difference in estimated ticket sales (average ticket sales are about two-thirds that of nonwhite and white films). Therefore, it may be that audiences for black films are not as likely to write reviews for films on IMDb as audiences of nonwhite and white films. If these nonwhite and white film audiences are more active on IMDb, then the results of this study would suggest that black films do in fact appeal less to mainstream audiences, regardless of how they fare with their own audiences.

While this study has found that there are no significant differences between films that star white and nonwhite leading actors, this is after introducing a comprehensive set of theoretical controls. The reality is that movies featuring nonwhite actors are in fact limited in their financial success, theater distribution, and range of genres. The most successful movie starring a nonwhite actor is *I Am Legend* (2007), ranked 34th by ticket sales. Second and third are *The Blind Side* (2009)¹⁰ at 43rd and *Hancock* (2008) at 55th, respectively.

Genre distribution is also very different for nonwhite and black films compared to films starring white leading actors (see Table 5). Though this study did not examine the nature of the role, social and cultural associations around race can and do limit the types of characters that minorities are offered.¹¹

However, it is worth noting that almost all of the films with greater ticket sales are theatrical renditions of popular books and superheroes with established white characters such as the Harry Potter Series, the Twilight Saga, the Hunger Games, Batman, and Iron Man. Without creative reinvention or the popularization of nonwhite pop culture icons, it may be difficult for minority actors to star in the industry's most lucrative films.

V. Limitations and Additional Research

Racial Identification

A key procedure during data collection for this study was the determination of actors as white or nonwhite. This process was carried out visually, which did not always align with the actor's biological heritage or personal

Table 5
Distribution of Films by Main Genre

Distribution of Films by Main Genre				
	Nonwhite			
	White	Leading		
	Leading	Actor, Not		
Genre	Actor	Black Film	Black Films	
Action	27%	52%	5%	
Adventure	8%	5%	5%	
Biography	4%	9%	10%	
Comedy	30%	10%	53%	
Crime	5%	3%	3%	
Documentary	1%	1%	2%	
Drama	15%	16%	23%	
Fantasy	0%	0%	0%	
History	0%	0%	0%	
Horror	8%	3%	0%	
Music	0%	0%	0%	
Mystery	1%	0%	0%	
Sci-Fi	0%	0%	0%	
Thriller	0%	0%	0%	
Western	0%	1%	0%	

identification. For example, Negron-Mutaner's report on the Latino Media Gap identified actress Cameron Diaz as a Latina, but visual cues and interviews with various college students identified her as white. As a result, the concept of whiteness introduces room for interpretation, which could alter the results of this study.

In particular, the inaccurate categorization of popular stars such as Vin Diesel or Dwayne 'The Rock' Johnson could affect a large number of observations. To mitigate this risk, a survey was administered to college-aged students asking them to identify the race and Hispanic origin of 26 potentially racially ambiguous actors. The results of this survey were used to supplement and correct the racial categorization process. It is also interesting to note the high attrition rate (over 50%) over the course of the survey. The length was surely one factor, but many comments were made that the survey was difficult and/or frustrating for some subjects. This only reinforces the idea that race is ultimately a fluid and complex concept.

Race in Context

It may be that casting nonwhite actors in roles and settings that extend beyond what was evaluated in this study could have a negative impact on a movie's performance. As mentioned earlier, source material with established races for roles can be a severe limiting factor to increasing the representation of minorities in film.

¹⁰ Admittedly, it is debatable whether *The Blind Side* can be considered a nonwhite film as actress Sandra Bullock became the star of the movie.

¹¹ For more on this topic, see Smith et al. (2013) and Negron-Mutaner (2014).

Historical context can also provide limitations. For example, just as *Exodus* sparked outrage for casting white actors in an Egyptian setting, casting black actors in a Viking epic would cause confusion at the very least.

Even in race-neutral roles, race still has an effect on audiences' viewing preferences, and therefore studios' casting decisions. For romantic movies, regardless of racial attitudes, white participants showed significantly less interest in seeing movies with mostly black casts than in seeing movies with mostly white casts (Weaver 2011). Furthermore, racial taboos persist even among modern audiences. In 2005, producers of the film *Hitch* struggled to find a suitable female actress to play opposite Will Smith, a black actor. Casting a white actress was seen as a significant risk because of a lingering discomfort among some audiences with interracial relationships (Weaver 2011). The producers resolved the issue by casting Eva Mendes, a Cuban American, as the female romantic interest.

Global Appeal

Smith also commented during the casting issue,

There's sort of an accepted myth that if you have two Black actors, a male and a female, in the lead of a romantic comedy, that people around the world don't want to see it. We spend \$50 something million making this movie and the studio would think that was tough on their investment (qtd. in Weaver 2011).

Whether this is indeed a myth or a reality has yet to be empirically tested. Regardless, these ideas continue to surface in Hollywood discussions. The latest leak from December 2014's cyberattack on Sony revealed that executives had hesitations about casting black actor Denzel Washington in *The Equalizer* (2014). The film grossed \$191 million worldwide with 47% of ticket sales coming from outside the U.S. However, this falls short of studio expectations that are closer to 65%. The producer of the film attributed the shortfall to Washington's race:

I believe the international motion picture audience is racist – in general pictures with an African American lead don't play well overseas (Duke 2014).

While this study focused solely on the domestic movie market, conditions are likely to be different in other countries. Further research into the impact of race in American movies marketed abroad would help debunk these myths or provide empirical evidence to justify major movie studios' rational strategies.

Conclusion

After correcting for production, distribution, genre, and industry factors, this study finds that there is no significant difference in estimated ticket sales, critics' reviews, or audience ratings between movies that cast white and nonwhite leading actors. Films that feature a majority of black actors with only peripheral white roles outperform in ticket sales by 38-40%. However, because most black films are of a lower budget and limited distribution, this is in comparison to other low budget, limited release films starring white casts. Ceteris paribus, black films also earn 5-6 more points on Metacritic's Metascore while losing 0.6 points on IMDb's user rating.

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APPENDICES

Schedule of Inflation Rates for 2004-2013				
Year	\$1 in 2004 Dollars	Average Ticket Price		
2004	\$1.00	\$8.13		
2005	\$0.97	\$7.96		
2006	\$0.94	\$7.93		
2007	\$0.91	\$7.89		
2008	\$0.88	\$7.50		
2009	\$0.88	\$7.18		
2010	\$0.87	\$6.88		
2011	\$0.84	\$6.55		
2012	\$0.82	\$6.41		
2013	\$0.81	\$6.21		

Appendix A Schedule of Inflation Rates for 2004-2013

Source: http://www.usinflationcalculator.com/inflation/current-inflation-rates/ http://natoonline.org/data/ticket-price/

Distribution of Movies by Year		
Year	Number of Observations	
2004	90	
2005	92	
2006	82	
2007	84	
2008	85	
2009	128	
2010	124	
2011	125	
2012	126	
2013	134	
Total	1,070	

Appendix B

Appendix C List of Films Included in Study

Films Starring White Leading Actors	All Abo
	Along
21	Amelia
300	Americ
1408	Americ
2012	An Edu
(500) Days of Summer	Anchor Cor
10,000 B.C.	Anchor
12 Rounds	Bur
127 Hours	Angels
13 Going on 30	Apollo
16 Blocks	Argo
17 Again	Arthur
2016 Obama's America	Atlas S
21 and Over	Atonen
21 Jump Street	August
27 Dresses	Austral
28 Weeks Later	Avatar
3:10 to Yuma (2007)	Babel
30 Days of Night	Baby M
30 Minutes or Less	Bad Ne
47 Ronin	Bad Te
50 First Dates	Balls of
50/50	Bandsla
A Cinderella Story	Batmar
A Good Day to Die Hard	Battle o
A History of Violence	Battle:
A Nightmare on Elm Street	Battlesl
(2010)	Be Coo
A Perfect Getaway	Beautif
About Time Abraham Lincoln: Vampire	Because
Hunter	Because
Accepted	Bedtim
Across the Universe	Before
Act of Valor	Believe
Admission	Beowul
Adventureland	Bewitcl
After the Sunset	Big Fis
Agent Cody Banks 2:	Big Mi
Destination London	Black S
Alexander	Blades
Alice in Wonderland (2010)	Blood I
Aliens Vs. Predator - Requiem	1 1001

All About Steve Came Polly can Hustle can Reunion lucation orman 2: The Legend ontinues orman: The Legend of Ron rgundy & Demons 18 (2011)hrugged: Part II ment t Rush lia Mama ews Bears eacher of Fury am n Begins of the Year Los Angeles ship ol ful Creatures (2013) e I Said So se of Winn-Dixie ne Stories Midnight ılf ched sh iracle Swan of Glory Blood Diamond

Blue Jasmine Body of Lies Boogeyman Borat: Cultural Learnings of America for Make Benefit Glorious Nation of Kazakhstan Breach Bride Wars Bridesmaids Bridge to Terabithia Bridget Jones: The Edge of Reason **Brokeback Mountain** Broken City Brooklyn's Finest Brothers Bruno Bucky Larson: Born to Be a Star Bullet to the Head Burlesque Burn After Reading Calendar Girls Capote Captain America: The First Avenger Captain Phillips Carrie (2013) Case 39 Casino Royale Cellular Changeling Charlie and the Chocolate Factory Charlie St. Cloud Charlie Wilson's War Chasing Mavericks Cheaper by the Dozen 2 Chernobyl Diaries Children of Men Christmas with the Kranks Chronicle (2012) Cinderella Man Cirque du Freak: The Vampire's Assistant

Clash of the Titans (2010) Click Closed Circuit Closer Cloud Atlas Cloverfield Collateral Confessions of a Shopaholic Confessions of a Teenage Drama Queen Constantine Contagion Contraband Conviction Cop Out Country Strong **Couples Retreat** Courageous Cowboys & Aliens Crank: High Voltage Crazy Heart Crazy, Stupid, Love. Dallas Buyers Club Dan in Real Life Dark Shadows Dark Skies Dark Water Date Movie Date Night Dawn of the Dead Daybreakers Dead Man Down Dear John Death Race Deck the Halls Defiance Definitely, Maybe Delivery Man Derailed Devil Diary of a Wimpy Kid Diary of a Wimpy Kid: Dog Days

Diary of a Wimpy Kid: Rodrick Rules Did You Hear About the Morgans? Dinner for Schmucks District 9 Disturbia DodgeBall: A True Underdog Story Dolphin Tale Don Jon Don't Be Afraid of the Dark Doom Doubt Drag Me to Hell Dragonball Evolution Dream House Dreamer: Inspired by a True Story Dredd Drillbit Taylor Drive (2011) Drive Angry Due Date Duplicity Eagle Eye Easy A Eat Pray Love Edge of Darkness Eight Below Elizabethtown Ella Enchanted Elysium Employee of the Month End of Watch Ender's Game Enough Said Eragon Escape Plan Eternal Sunshine of the Spotless Mind Everybody's Fine Evil Dead (2013) Exorcist: The Beginning Extract Extraordinary Measures Extremely Loud & Incredibly Close

Failure to Launch Fame (2009) Fantastic Four Fantastic Four: Rise of the Silver Surfer Fever Pitch Final Destination 3 Final Destination 5 Finding Neverland Fired Up Fireproof Firewall Flags of Our Fathers Flightplan Fool's Gold Footloose (2011) Forgetting Sarah Marshall Four Brothers Four Christmases Fracture Fred Claus Freedom Writers Friday Night Lights Friday the 13th (2009) Friends with Benefits Friends with Kids Fright Night (2011) From Paris with Love Frost/Nixon Fun Size Fun with Dick and Jane Funny People Furry Vengeance G.I. Joe: The Rise of Cobra Gamer Gangster Squad Garden State Get Him to the Greek Get Smart Getaway (2013) Ghost Rider Ghost Rider: Spirit of Vengeance Ghosts of Girlfriends Past Going the Distance Gone

Good Luck Chuck Good Night, and Good Luck. Gran Torino Gravity Green Lantern Green Zone Grindhouse Grown Ups Grown Ups 2 Grudge Match Guess Who Gulliver's Travels Hairspray (2007) Hall Pass Halloween (2007) Halloween II (2009) Hanna Hannah Montana The Movie Hannah Montana/Miley Cyrus: Best of Both Worlds Concert Tour Hannibal Rising Hansel and Gretel: Witch Hunters Harry Potter and the Deathly Hallows Part 1 Harry Potter and the Deathly Hallows Part 2 Harry Potter and the Goblet of Fire Harry Potter and the Half-Blood Prince Harry Potter and the Order of the Phoenix Harry Potter and the Prisoner of Azkaban Haywire He's Just Not That Into You Herbie: Fully Loaded Here Comes the Boom Hereafter Hidalgo Hide and Seek High School Musical 3: Senior Year Hit and Run Hitman Homefront Hope Springs Horrible Bosses

Hostage Hot Fuzz Hot Tub Time Machine House at the End of The Street House of Wax How Do You Know Hugo I Am Number Four I Don't Know How She Does It I Love You Beth Cooper I Love You, Man I Now Pronounce You Chuck and Larry Identity Thief Immortals In Good Company In Her Shoes In Time Inception Indiana Jones and the Kingdom of the Crystal Skull Inglourious Basterds Inkheart Insidious Insidious Chapter 2 Invincible Iron Man Iron Man 2 Iron Man 3 It's Complicated It's Kind of a Funny Story J. Edgar Jack and Jill Jack Reacher Jack the Giant Slayer Jackass 3-D Jackass Presents: Bad Grandpa Jarhead Jennifer's Body Jersey Girl Jobs John Carter John Tucker Must Die Johnny English Reborn Jonah Hex Journey to the Center of the

Earth Judy Moody and the NOT Bummer Summer Julie & Julia Jumper Juno Just Friends Just Go With It Just Like Heaven Justin Bieber: Never Say Never Katy Perry: Part of Me Kick-Ass Kick-Ass 2 Kicking and Screaming Kill Bill Vol. 2 Killer Elite Killers Killing Them Softly King Arthur King Kong Kingdom of Heaven Knight & Day Knowing Ladder 49 Lady in the Water Land of the Lost Larry Crowne Last Vegas Law Abiding Citizen Lawless Leap Year Leatherheads Leaves of Grass Legion (2010) Lemony Snicket's A Series of Unfortunate Events Les Miserables (2012) Let Me In Letters to God Letters to Juliet License to Wed Life as We Know It Limitless Lincoln Little Fockers Little Miss Sunshine

Live Free or Die Hard Lockout Looper Love and Other Drugs Love Happens MacGruber Made of Honor Magic Mike Mama Mamma Mia! Man of Steel Man of the Year Man on a Ledge Marley and Me Marvel's The Avengers Max Payne Mean Girls Meet the Fockers Meet the Spartans Miami Vice Michael Clayton Midnight in Paris Milk Million Dollar Baby Miracle Mirror Mirror Mirrors Miss Congeniality 2: Armed and Fabulous Miss March Mission: Impossible - Ghost Protocol Mission: Impossible III Moneyball Monster Moonrise Kingdom Morning Glory Movie 43 Mr. & Mrs. Smith Mr. Bean's Holiday Mr. Magorium's Wonder Emporium Mr. Popper's Penguins Mr. Woodcock Mud Munich

Music and Lyrics Must Love Dogs My Bloody Valentine 3-D My Life in Ruins My Sister's Keeper My Soul to Take Nacho Libre Nancy Drew Nanny McPhee Nanny McPhee Returns Napoleon Dynamite National Treasure National Treasure: Book of Secrets New in Town New Year's Eve Nick and Norah's Infinite Playlist Night at the Museum Night at the Museum: Battle of the Smithsonian Nights in Rodanthe Nim's Island Nine No Country for Old Men No Reservations No Strings Attached Now You See Me Oblivion Observe and Report Ocean's Thirteen Ocean's Twelve Old Dogs Olympus Has Fallen One Day One Direction: This is Us One For the Money Open Water Orphan Our Idiot Brother Out of the Furnace Oz The Great and Powerful P.S. I Love You Pacific Rim Pain and Gain Pandorum Paranoia

Paranormal Activity Paranormal Activity 2 Paranormal Activity 3 Paranormal Activity 4 Parental Guidance Parker Paul Paul Blart: Mall Cop People Like Us Percy Jackson & The Olympians: The Lightning Thief Percy Jackson: Sea of Monsters Phantom (2013) Philomena Pirate Radio Pirates of the Caribbean: At World's End Pirates of the Caribbean: Dead Man's Chest Pirates of the Caribbean: On Stranger Tides Pitch Perfect Playing for Keeps Poseidon Post Grad Predators Premium Rush Premonition Pride and Prejudice Priest Prince of Persia: The Sands of Time Prisoners Project X Prom Prom Night (2008) Prometheus Promised Land (2012) **Public Enemies** Push Quantum of Solace Quarantine Quartet R.I.P.D. Raising Helen Rambo Ramona and Beezus

Real Steel Red Red 2 Red Dawn (2012) Red Eye Red Riding Hood Remember Me Repo Men Resident Evil: Afterlife Resident Evil: Apocalypse Resident Evil: Extinction Resident Evil: Retribution Revolutionary Road Rise of the Planet of the Apes Robin Hood Rock of Ages Rocky Balboa Role Models Rumor Has It Runner Runner Rush (2013) RV Safe (2012) Safe Haven Sahara Salt Sanctum Savages (2012) Saving Mr. Banks Saw Saw 3D Saw II Saw III Saw IV Saw V Saw VI Scary Movie 4 Scary Movie 5 Scooby-Doo 2: Monsters Unleashed Scott Pilgrim vs. the World Scream 4 Season of the Witch Secret Window Secretariat

Seeking a Friend for the End of the World Serenity Seven Psychopaths Sex and the City Sex and the City 2 Shall We Dance Shark Night 3D She's Out of My League She's the Man Sherlock Holmes Sherlock Holmes: A Game of Shadows Shooter Shorts Shutter Island Side Effects (2013) Sideways Silent Hill Silent Hill: Revelation 3D Silent House Silver Linings Playbook Sin City Sinister Sky Captain and the World of Tomorrow Sky High Skyfall Skyline Slumdog Millionaire Smokin' Aces Snow White and the Huntsman Something Borrowed Sorority Row Soul Surfer Source Code Spanglish Speed Racer Spider-Man 2 Spider-Man 3 Splice Stand Up Guys Star Trek Star Trek Into Darkness Star Wars: Episode III - Revenge of the Sith Stardust

Starsky and Hutch State of Play Stealth Step Brothers Step Up Step Up 2 the Streets Straw Dogs (2011) Sucker Punch Sunshine Cleaning Super 8 Superbad Superman Returns Surrogates Sweeney Todd: The Demon Barber of Fleet Street Syriana Take Me Home Tonight Taken Taken 2 Takers Taking Lives Taking Woodstock Talladega Nights: The Ballad of Ricky Bobby Ted Terminator Salvation Texas Chainsaw 3D That's My Boy The 40-Year-Old Virgin The A-Team The Adjustment Bureau The Alamo (2004) The Amazing Spider-Man The American The Amityville Horror (2005) The Apparition The Art of Getting By The Artist The Aviator The Bank Job The Benchwarmers The Best Exotic Marigold Hotel The Big Wedding The Big Year The Book Thief The Bounty Hunter

The Bourne Legacy The Bourne Supremacy The Bourne Ultimatum The Box The Brave One The Break-Up The Brothers Grimm The Bucket List The Butterfly Effect The Cabin in the Woods The Campaign The Change-Up The Chronicles of Narnia: Prince Caspian The Chronicles of Narnia: The Lion, the Witch and the Wardrobe The Chronicles of Narnia: The Voyage of the Dawn Treader The Cold Light of Day The Collection The Collector The Company You Keep The Conjuring The Conspirator The Constant Gardener The Counselor The Crazies The Curious Case of Benjamin Button The Da Vinci Code The Dark Knight The Dark Knight Rises The Darkest Hour The Day After Tomorrow The Day the Earth Stood Still (2008)The Debt The Departed The Descendants The Devil Inside The Devil Wears Prada The Dictator The Dilemma The Dukes of Hazzard The Eagle The Exorcism of Emily Rose The Expendables

The Expendables 2 The Family (2013) The Family Stone The Fast and the Furious: Tokyo Drift The Fifth Estate The Fighter The Final Destination The Five-Year Engagement The Fog (2005) The Forgotten The Fourth Kind The Ghost Writer The Girl with the Dragon Tattoo (2011)The Golden Compass The Good Shepherd The Great Gatsby (2013) The Green Hornet The Grev The Grudge The Grudge 2 The Guardian The Guilt Trip The Hangover The Hangover Part II The Hangover Part III The Happening The Haunting in Connecticut The Heartbreak Kid The Heat The Help The Hills Have Eyes The Hitchhiker's Guide to the Galaxy The Hobbit: An Unexpected Journey The Hobbit: The Desolation of Smaug The Holiday The Host (2013) The House Bunny The Hunger Games The Hunger Games: Catching Fire The Ides of March The Illusionist

The Imaginarium of Doctor Parnassus The Impossible The Incredible Burt Wonderstone The Incredible Hulk The Informant! The International The Internship The Interpreter The Invention of Lying The Iron Lady The Island The Kids Are All Right The King's Speech The Ladykillers The Lake House The Last Airbender The Last Exorcism The Last Exorcism Part II The Last House on the Left (2009)The Last Song The Last Stand The Life Aquatic with Steve Zissou The Lincoln Lawyer The Lone Ranger The Longest Yard The Love Guru The Lovely Bones The Lucky One The Man with the Iron Fists The Master The Mechanic The Men Who Stare at Goats The Messengers The Mighty Macs The Mist The Mortal Instruments: City of Bones The Mummy: Tomb of the Dragon Emperor The Nanny Diaries The Nativity Story The Next Three Days The Notebook The Number 23

The Odd Life of Timothy Green The Omen (2006) The Other Guys The Passion of the Christ The Perks of Being a Wallflower The Phantom of the Opera The Pink Panther (2006) The Pink Panther 2 The Place Beyond the Pines The Possession The Prestige The Prince and Me The Princess Diaries 2: Royal Engagement The Proposal The Punisher The Purge The Queen The Raven The Reader The Reaping The Ring Two The Ringer The Rite The Roommate The Rum Diary The Santa Clause 3: The Escape Clause The Secret Life of Walter Mitty The Sentinel The Shaggy Dog The Sisterhood of the Traveling Pants The Sitter The Skeleton Key The Social Network The Sorcerer's Apprentice The Spectacular Now The Spiderwick Chronicles The Stepfather (2009) The Stepford Wives The Strangers The Switch The Terminal The Texas Chainsaw Massacre: The Beginning

The Thing (2011) The Three Musketeers (2011) The Three Stooges The Time Traveler's Wife The Tourist The Town The Twilight Saga: Breaking Dawn Part 1 The Twilight Saga: Breaking Dawn Part 2 The Twilight Saga: Eclipse The Twilight Saga: New Moon The Ugly Truth The Village The Virginity Hit The Vow The Warrior's Way The Watch The Way Back The Way, Way Back The Wedding Date The Wolf of Wall Street The Wolverine The Woman in Black The Women (2008) The Words The World's End The Wrestler There Will Be Blood This Is 40 This is the End This Means War Thor Thor: The Dark World Tinker, Tailor, Soldier, Spy To Rome with Love Total Recall (2012) Tower Heist Transformers Transformers: Dark of the Moon Transformers: Revenge of the Fallen Transporter 2 Transporter 3 Tron Legacy Tropic Thunder

Trouble with the Curve Troy True Grit Twilight Twisted Underworld Awakening Underworld: Evolution Underworld: Rise of the Lycans United 93 Unknown Up in the Air V for Vendetta Valentine's Day Valkyrie Vampires Suck Van Helsing Walk the Line Wall Street: Money Never Sleeps Wanderlust Wanted War Horse War of the Worlds Warm Bodies Warrior Watchmen Water for Elephants We Are Marshall We Bought a Zoo We Own the Night We're the Millers Wedding Crashers What Happens in Vegas What to Expect When You're Expecting What's Your Number? When a Stranger Calls Whip It White House Down White Noise Whiteout Wild Hogs Without a Paddle World Trade Center World War Z Wrath of the Titans

X-Men Origins: Wolverine X-Men: First Class X-Men: The Last Stand Year One Yes Man You Again You Don't Mess with the Zohan You, Me and Dupree Young Adult Your Highness Yours, Mine and Ours Youth in Revolt Zack and Miri Make a Porno Zathura Zero Dark Thirty Zodiac Zombieland Zookeeper

Nonwhite Films

42 12 Years a Slave 2 Guns A Very Harold & Kumar 3D Christmas Abduction After Earth Alex Cross Alien Vs. Predator American Gangster Anacondas: The Hunt for the Blood Orchid Apocalypto Armored Around the World in 80 Days Beastly Blade: Trinity Catwoman Colombiana Conan the Barbarian (2011) Crash Creature (2011) Dance Flick Deja Vu Django Unchained Dylan Dog: Dead of Night

Epic Movie Fast & Furious 6 Fast and Furious Fast Five Faster Flight For Greater Glory G.I. Joe: Retaliation Hancock Harold and Kumar Escape from Guantanamo Bay Hero Hitch Hostel I Am Legend I, Robot Imagine That Inside Man Instructions Not Included Invictus Joyful Noise Lakeview Terrace Lee Daniels' The Butler Life of Pi Machete Machete Kills Man on Fire Mandela: Long Walk to Freedom Memoirs of a Geisha MIB 3 Michael Jackson's This Is It Monster-in-Law Monte Carlo Ninja Assassin Pan's Labyrinth Race to Witch Mountain Rent Riddick Rush Hour 3 Safe House Seven Pounds Snakes on a Plane Snitch Spring Breakers

Spy Kids: All the Time in the World Step Up 3-D Step Up Revolution Street Fighter: The Legend of Chun-Li Take the Lead Taxi The Adventures of Sharkboy and Lavagirl in 3D The Back-Up Plan The Blind Side The Bling Ring The Book of Eli The Call The Chronicles of Riddick The Eve The Forbidden Kingdom The Game Plan The Grandmaster The Karate Kid The Kingdom The Legend of Zorro The Losers The Manchurian Candidate The Pacifier The Pursuit of Happyness The Raid: Redemption The Sisterhood of the Traveling Pants 2 The Soloist The Spy Next Door The Taking of Pelham 123 The Unborn (2009) The Wolfman Tooth Fairy Unleashed Unstoppable Walking Tall WAR Won't Back Down XXX: State of the Union You're Next

Black Films

A Haunted House

A Thousand Words Are We Done Yet? Are We There Yet? Baggage Claim Barbershop 2: Back in Business Beauty Shop Big Momma's House 2 Big Mommas: Like Father, Like Son Black Nativity Coach Carter College Road Trip Death at a Funeral (2010) Dreamgirls Fat Albert First Sunday For Colored Girls Fruitvale Station Get Rich or Die Tryin' Gridiron Gang Guess Who Johnson Family Vacation Jumping the Broom Just Wright Kevin Hart: Let Me Explain Last Holiday Lottery Ticket Next Day Air Norbit Not Easily Broken Notorious (2009) Obsessed Our Family Wedding Precious: Based on the Novel "Push" by Sapphire Ray Red Tails Sparkle (2012) Stomp the Yard The Best Man Holiday The Great Debaters The Secret Life of Bees Think Like a Man This Christmas Tyler Perry Presents Peeples Tyler Perry's A Madea Christmas

Tyler Perry's Daddy's Little Girls Tyler Perry's Diary of a Mad Black Woman Tyler Perry's Good Deeds Tyler Perry's I Can Do Bad All By Myself Tyler Perry's Madea Goes to Jail Tyler Perry's Madea's Big Happy Family Tyler Perry's Madea's Family Reunion Tyler Perry's Madea's Witness Protection Tyler Perry's Meet the Browns Tyler Perry's Temptation: Confessions of a Marriage Counselor Tyler Perry's The Family That Prevs Tyler Perry's Why Did I Get Married Too? Tyler Perry's Why Did I Get Married? Welcome Home Roscoe Jenkins White Chicks You Got Served