

## CASE STUDY

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### About the Company

- Digital real estate investment company
- Manages a portfolio of over 4 million domain names
- Specializes in domain monetization and development
- Features a domain name marketplace with presence in more than 100 countries

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### Goals

- Automate domain valuation process for acquisition purposes
- Decrease expenditure in manual pricing of domain names
- Identify low-value domains to drop them and reduce renewal costs

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### Approach

- Develop a statistical model relating domain characteristics with selling price
- The statistical model would also classify the domains into various categories to streamline the company's workflow
- Deploy the model to use it as a real-time decision tool

### Digital Real Estate Portfolio Manager Utilizes Statistical Model to Streamline their Domain Name Trading Procedures.

The company specializes in Digital Real Estate Management. Their main business line consists of purchasing domain names, attempting to increase their value (by monetizing them, driving traffic to them, etc.) and then sell them at a higher price.

The most important challenge facing this company lies in the domain valuation procedure. For most domain names, the price was assessed by conducting a "manual" review, which consists of a review done by the company's staff and a pricing recommendation based on it.

Given the large amount of domain names that become available for purchasing every day, this procedure is extremely costly, time-consuming, and error-prone. Precision Consulting was approached to:

- Review and analyze a database of billions of domain names and their characteristics, such as existing traffic, keyword value, Alexa ranking, number of inbound links, etc.
- Based on this dataset, develop a model that would help:
  - produce an estimate of the value of the domain
  - categorize the domain into "valueless", "automatic pricing" or "premium"

### Solution

Precision Consulting worked with the company to understand its goals and analysis objectives. Precision's expertise in Statistical Modeling allowed creating a model that would produce a forecast of the domain name price based solely on the available information about the domain, without any human intervention required.

The modeling was conducted in two steps. First, a binary logistic regression model was used to estimate the probability that the company would be able to sell a given domain in the future. Following that, General Linear Model analysis was used to estimate the dollar value of a domain assuming that the sale occurred.

# Real Estate A Case Study Approach

**Ko Wang, Marvin L. Wolverton**



## **Real Estate A Case Study Approach:**

Real Estate William J. Poorvu,1993 This book presents complete well organized coverage of the broad expanse of Texas real estate law with its many special features and complexities Jacobus discusses what the law has been in the past before moving to what it is in the present all with a perfect balance of principle and practice The Seventh Edition reflects many major changes in and additions to the law throughout recent times      *Real Estate Market Analysis* Deborah L. Brett,Adrienne Schmitz,2015 First ed entered under Adrienne Schmitz      Real Estate William J. Poorvu,1992-03-01 This book presents complete well organized coverage of the broad expanse of Texas real estate law with its many special features and complexities Jacobus discusses what the law has been in the past before moving to what it is in the present all with a perfect balance of principle and practice The Seventh Edition reflects many major changes in and additions to the law throughout recent times      *Market Analysis for Real Estate* Rena Mourouzi-Sivitanidou,2020-08-06 Market Analysis for Real Estate is a comprehensive introduction to how real estate markets work and the analytical tools and techniques that can be used to identify and interpret market signals The markets for space and varied property assets including residential office retail and industrial are presented analyzed and integrated into a complete understanding of the role of real estate markets within the workings of contemporary urban economies Unlike other books on market analysis the economic and financial theory in this book is rigorous and well integrated with the specifics of the real estate market Furthermore it is thoroughly explained as it assumes no previous coursework in economics or finance on the part of the reader The theoretical discussion is backed up with numerous real estate case study examples and problems which are presented throughout the text to assist both student and teacher Including discussion questions exercises several web links and online slides this textbook is suitable for use on a variety of degree programs in real estate finance business planning and economics at undergraduate and MSc MBA level It is also a useful primer for professionals in these disciplines      Corporate Real Estate Strategies John F. Tsui,1986      Real Estate and GIS Richard Reed,Chris Pettit,2018-07-17 Real Estate and GIS focuses on the application of geographic information systems GIS and mapping technologies in the expanding property and real estate discipline Whilst a thorough understanding of location is understood to be fundamental to the property discipline real estate professionals and students have yet to harness the full potential of spatial analysis and mapping in their work This book demonstrates the crucial role that technological advances can play in collecting organising and analysing large volumes of real estate data in order to improve decision making International case studies chapter summaries and discussion questions make this book the perfect textbook for property and applied GIS courses Property and real estate professionals including surveyors valuers property developers urban economists and financial analysts will also find this book an invaluable guide to the understanding and application of GIS technology within a real estate industry context      **International Approaches to Real Estate Development** Graham Squires,Erwin Heurkens,2014-08-13 An international approach to the study and teaching of real

estate is increasingly important in today's global market. With chapters covering numerous countries and every continent, *International Approaches to Real Estate Development* introduces real estate development theory and practice to students and professionals in the comparative international context. The book provides readers with a global compendium written by an international team of experts and includes key features such as:

- Chapters covering the United States, United Kingdom, Netherlands, Hungary, United Arab Emirates, Bahrain, and Qatar.
- Ghana, Chile, India, China, Hong Kong, and Australia.
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- Discussion and debate surrounding international real estate development in its approach, characteristics, geography, implementation, and outcomes.
- A concluding chapter which brings together comparative analyses of the different real estate development case study findings.
- Reflections on the global financial crisis and the new real estate development landscape.
- Further reading and glossary.

The wide range of case studies and the mix of textbook theory with research mean this book is an essential purchase for undergraduate and postgraduate students of real estate, property development, urban studies, planning, and urban economics.

**Routledge Companion to Real Estate Development** Graham Squires, Erwin Heurkens, Richard Peiser, 2017-09-07

Real estate development shapes the way people live and work, playing a crucial role in determining our built environment. Around the world, real estate development reflects both universal human needs and region-specific requirements, and with the rise of globalization, there is an increasing need to better understand the full complexity of global real estate development. This Companion provides comprehensive coverage of the major contemporary themes and issues in the field of real estate development research. Topics covered include social and spatial impact, markets and economics, organization and management, finance and investment, environment and sustainability, design, land use, policy, and governance. A team of international experts across the fields of real estate, planning, geography, economics, and architecture reflect the increasingly interdisciplinary nature of real estate studies, providing the book with a depth and breadth of original research. Following on from the success of the textbook *International Approaches to Real Estate Development*, the *Routledge Companion to Real Estate Development* provides the up-to-date research needed for a full and sophisticated understanding of the subject. It will be an invaluable resource to students, researchers, and professionals wishing to study real estate development on an international scale.

**Corporate Real Estate Asset Management** Barry P. Haynes, Nick Nunnington, 2010

Real Estate is not only one of the most valuable assets for a business in terms of visual representation of the company but also one of the most costly assets. It is therefore important for those studying and practising in Real Estate and Property Management to know how to minimise costs and maximise profit in order to manage these assets efficiently. *Corporate Real Estate Management* considers the commercial property market from the perspective of the business occupier, offering contemporary solutions to problems and innovative and inspiring added value action plans.

**Behavioural Science and Housing Decision Making** Helen Bao, 2020-02-25

This book takes a behavioural approach to examine six important housing questions: tenure, decision, gentrification, place, attachment, housing.

bubbles housing wealth and residential satisfaction Using experimental and field data the book demonstrates the effects of six behavioural biases and heuristics i e anchoring and reference dependence loss aversion mental accounting endowment effect herd behaviours and social comparison on these housing decisions The first part of the book introduces the questions and provides a behavioural science toolbox before the second part adopts a real world case study approach Real data sets and suggested answers are provided and the cases come from the UK USA and China Background information is given in each case to facilitate the understanding of the case data and question as well as the discussions on the results This book is ideal supplementary reading on a variety of courses such as housing studies economics real estate research methods and for students and academics who are interested in the application of behavioural science in housing decisions Property Rights, Land Values and Urban Development Li Tian,2014-12-31 This book presents an analysis of betterment and compensation issues under the Land Use Rights LURs System in China since 1988 The topic originates from the observation of widening inequity and increasing uncertainty associated with the failure of g **Mastering Real Estate Investment** Frank Gallinelli,2008 By the author of the bestselling guide What Every Real Estate Investor Needs to Know about Cash Flow McGraw Hill 2004 Develop a command of the essential formulas and concepts that underlie income property investing Capitalization Rate Net Operating Income Present Value Debt Coverage Ratio Internal Rate of Return and much more Here Gallinelli revisits the 37 key metrics from his Cash Flow book and guides you through examples that will lead you to mastery of those concepts He then takes you beyond those formulas to the next level with detailed case studies of four different properties Single Family Rental Renovation Project Apartment Building Strip Shopping Center You ll analyze these properties with him and learn to look behind the numbers to think like a successful investor and to recognize both the opportunities and the perils you might encounter when you invest in real estate Frank Gallinelli is the founder and President of RealData Inc one of the real estate industry s leading software firms since 1982 He has written several books and numerous articles on real estate investing and teaches income property analysis in Columbia University s Master of Science in Real Estate Development program Legal, Tax and Accounting Strategies for the Canadian Real Estate Investor Steven Cohen,George Dube,2010-10-12 Legal Tax and Accounting Strategies for the Canadian Real Estate Investor begins and ends with the premise that buying property in Canada can be a smart safe and successful way to invest your money However like most things in life success requires hard work You need to do your homework understand what you are buying and know the pros and cons of various decisions Most importantly you also need to know how to structure and maintain your investment That s where we come in Experience is a good teacher but its lessons can be nasty and in the real estate business mistakes can cost you big bucks Our goal with this book is to help you do it right the first time Rest assured that this book covers a vast range of topics and you re going to appreciate its breadth and depth if you re wondering about things like whether You should opt for a sole proprietorship versus a partnership or corporate ownership strategy There are things you can do to

manage the way HST impacts your real estate investment business You need information about the tax implications of a real estate disposition You can change your bookkeeping system to better meet your needs and those of your accountant Who Are We This book was written by two individuals whose collective experience in helping Canadians make wise property investment decisions spans several decades Steve Cohen is a securities lawyer with a great deal of experience in the real estate sector George Dube is a chartered accountant whose knowledge is based on many years of helping clients with their property buying needs Both Steve and George are real estate investors themselves Working from this foundation we have put together the definitive guide on how to build a successful real estate portfolio in Canada from a legal tax and accounting perspective

**Psychology Sales** Zuri Deepwater, AI, 2025-03-03 Psychology Sales explores the powerful connection between behavioral science and sales effectiveness revealing how understanding buyer behavior can dramatically improve results It delves into how cognitive biases those mental shortcuts we all use influence purchasing decisions By understanding biases like loss aversion or framing effects salespeople can craft more persuasive messaging The book also highlights the impact of social influence demonstrating how concepts like social proof can drive sales These insights move beyond traditional sales tactics tapping into the underlying psychological reasons why people buy leading to increased customer loyalty The book bridges the gap between academic research and practical sales strategies offering a framework for developing a psychology driven approach Beginning with foundational concepts like the endowment effect it progresses to specific applications such as building trust and overcoming objections Real world examples and case studies illustrate each concept making it accessible and actionable This approach emphasizes ethical sales practices and building long term customer relationships providing a valuable resource for sales professionals marketing managers and business owners seeking to enhance their sales performance

**Real Estate Valuation Theory** Ko Wang, Marvin L. Wolverton, 2012-12-06 Real Estate Valuation Theory is organized around five categories of intellectual contribution to the whole appraiser decision making and valuation accuracy application of nontraditional appraisal techniques such as regression and the minimum variance grid method appraising contaminated property ad valorem tax assessment and new perspectives on traditional appraisal methods One common thread is that all of the papers are exceptionally well written and thought provoking

Beyond Real Estate Licensing: Case Study Analysis of Behavioral Assessment Relationship Applied to Human Performance Conrad R. Richards, 2010-02-16 Conrad's new book Beyond Real Estate Licensing Case Study Analysis of Behavioral Assessment Relationship Applied to Human Performance is an outgrowth of his doctoral studies The specific problem this research addresses pertains to whether behavioral readiness has an impact upon real estate brokerage sales performance Although real estate students may score high on the real estate licensing examinations it may not prove the students ability to perform in a real estate brokerage performance sales environment The most important performance criteria in real estate sales could be conceived as a developed personality capacity and alignment of motivational values It is

also noted that learning sales facilitators can not guarantee the knowledge transfer to performance unless behavioral readiness is presented Therefore behavioral assessment analysis can be considered as an integral aide to performance improvement The purpose of this study was to establish the organizational responsibility towards behavioral assessment analysis during the pre employment phase The results of this study indicate that behavioral assessments may improve the overall recruitment and selection capability and to identify the necessary behavioral readiness that is necessary for knowledge transfer into sales performance

**Redefining Public Relations in Emerging Markets** Genevieve Bosah,Robert E. Hinson,Eric Kwame Aday,2025-08-19 This book explores the dynamics of public relations PR in emerging economies across Africa South America and Asia Offering an in depth examination of the cultural political and media landscapes that define PR practices in these regions chapters highlight innovative approaches challenges and opportunities for both scholars and practitioners The authors explore the unique ways organisations address ethical dilemmas respond to crises and leverage purpose driven campaigns to build trust and safeguard reputations Offering insights into the integration of digital tools and AI in PR the book explores the evolution of gender dynamics in leadership the role of PR in addressing socio environmental crises and stakeholder engagement A valuable resource for PR practitioners academics and students this book bridges global trends with local adaptations offering practical guidance and a thought provoking analysis on the exciting and complex world of public relations in emerging economies

**Real Estate Principles** Charles F. Floyd,Marcus T. Allen,2002 This leading textbook for the college introductory real estate principles course is a comprehensive well written text known for its easy to understand and practical approach to the principles of real estate Highlights include Instructor Resources available online at [www.dearbornRE.com](http://www.dearbornRE.com) including a PowerPoint presentation Real Estate Today advisory boxes analyze specific legal cases and controversial issues in the industry A recurring case study is woven throughout the book highlighting the decision process in a typical real estate transaction Close Ups Legal Highlights and Case Studies appear throughout to provide real world applications of the concepts Contains a student study guide CD ROM with interactive case studies

**Performance Improvement in Construction Management** Brian Atkin,Jan Borgbrant,2009-09-25 Novel research in construction management is often distant from existing practice This collection of reviews serves to bridge this gap under three major themes innovation organisation and human behaviour and methods and tools It outlines a series of successful collaborative projects between industry and the academic and research communities Many of the authors have worked in technology transfer as change agents resolving industrially relevant problems by using scientifically based research The book reveals the source of ideas data and results to provide a useful resource for researchers academics and graduate students and a challenging guide for senior industry managers

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## **Table of Contents Real Estate A Case Study Approach**

1. Understanding the eBook Real Estate A Case Study Approach
  - The Rise of Digital Reading Real Estate A Case Study Approach
  - Advantages of eBooks Over Traditional Books
2. Identifying Real Estate A Case Study Approach
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in a Real Estate A Case Study Approach
  - User-Friendly Interface
4. Exploring eBook Recommendations from Real Estate A Case Study Approach
  - Personalized Recommendations
  - Real Estate A Case Study Approach User Reviews and Ratings
  - Real Estate A Case Study Approach and Bestseller Lists
5. Accessing Real Estate A Case Study Approach Free and Paid eBooks
  - Real Estate A Case Study Approach Public Domain eBooks
  - Real Estate A Case Study Approach eBook Subscription Services
  - Real Estate A Case Study Approach Budget-Friendly Options

6. Navigating Real Estate A Case Study Approach eBook Formats
  - ePub, PDF, MOBI, and More
  - Real Estate A Case Study Approach Compatibility with Devices
  - Real Estate A Case Study Approach Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Real Estate A Case Study Approach
  - Highlighting and Note-Taking Real Estate A Case Study Approach
  - Interactive Elements Real Estate A Case Study Approach
8. Staying Engaged with Real Estate A Case Study Approach
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Real Estate A Case Study Approach
9. Balancing eBooks and Physical Books Real Estate A Case Study Approach
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Real Estate A Case Study Approach
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Real Estate A Case Study Approach
  - Setting Reading Goals Real Estate A Case Study Approach
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Real Estate A Case Study Approach
  - Fact-Checking eBook Content of Real Estate A Case Study Approach
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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