#### CASE STUDY

#### 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

#### Gentle.

- 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

#### 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 realtime 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 moretizing 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, timeconsuming, 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:
  - o 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**

**Graham Squires, Erwin Heurkens** 

#### **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 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 Real Estate Market Analysis Deborah L. Brett, Adrienne Schmitz, 2015 First ed entered under Adrienne recent times Schmitz **Corporate Real Estate Strategies** John F. Tsui, 1986 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 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 **Routledge Companion to Real Estate Development** Graham Squires, Erwin Heurkens, Richard Peiser, 2017-09-07 Real estate development shapes the

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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

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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 Routledge Handbook of Sustainable Real Estate Sara Wilkinson, Tim Dixon, Norm Miller, Sarah performance Sayce, 2018-03-21 With the built environment contributing almost half of global greenhouse emissions there is a pressing need for the property and real estate discipline to thoroughly investigate sustainability concerns The Routledge Handbook of Sustainable Real Estate brings together the latest research of leading academics globally demonstrating the nature and extent of the impact as well as suggesting means of mitigating humankind s impact and building resilience Four sections examine the different aspects of sustainable real estate governance and policy valuation investment and finance management redevelopment and adaptation Covering all land uses from residential to commercial retail and industrial the Routledge Handbook of Sustainable Real Estate is an exciting mixture of received wisdom and emerging ideas and approaches from both the developed and developing world Academics upper level students and researchers will find this book an essential guide to the very best of sustainable real estate research 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 Smart and Resilient Infrastructure For Emerging Economies: Perspectives on Building Better Innocent Musonda, Erastus Mwanaumo, Adetayo Onososen, Thembani Moyo, 2023-11-23 Smart and Resilient Infrastructure For Emerging Economies Perspectives on Building Better is about pressing and multidimensional challenges faced in constructing resilient sustainable and smart infrastructure in developing countries. The 32 case studies literature reviews comparative analyses and systematic reviews cover a wide range of topics including sustainable and resilient infrastructure development smart cities digital innovation in construction infrastructure investment construction ergonomics socio environmental sustainability gender equity and climate change responses. The contributions present innovative solutions impactful insights and substantive contributions to the discourse on sustainable infrastructure development and illuminate the interplay between infrastructure development social justice environmental sustainability and technological advancement Smart and Resilient Infrastructure For Emerging Economies Perspectives on Building Better is essential reading for academics researchers practitioners policymakers and students involved in the built environment infrastructure delivery investment in infrastructure civil engineering architecture urban planning environmental science and other related Property Rights, Land Values and Urban Development Li Tian, 2014-12-31 This book presents an analysis of disciplines 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 **Litigation Support** Report Writing Jack P. Friedman, Roman L. Weil, 2015-10-08 A comprehensive collection of effective litigation reports on a variety of subjects Accounting financial appraisal and economic experts called upon to provide expert testimony in legal proceedings need reliable models for the critical documents they will submit to the court Litigation Support Report Writing collects eighteen exemplary reports from a variety of financial topics providing professionals a comprehensive resource on this vital function Order your copy today 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 **Impact of Faulty and Fraudulent Real Estate** Appraisals on Federally Insured Financial Institutions and Related Agencies of the Federal Government United States. Congress. House. Committee on Government Operations. Commerce, Consumer, and Monetary Affairs Redefining Public Relations in Emerging Markets Genevieve Bosah, Robert E. Hinson, Eric Subcommittee, 1986 Kwame Adae, 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 Mass Appraisal Methods Tom Kauko, Maurizio d'Amato, 2009-01-28 This book takes a cross disciplinary and cross cultural look atmass appraisal expertise for property valuation in different marketconditions and offers some cutting edge approaches The editors establish an international platform and present thescientific debate as well as practical feasibility considerations Heretic and orthodox valuation methods are assessed based onspecific criteria partly technical and partly institutional Methodological evaluation is approached using two types of criteria operational concerns about how to determine propertyvalue differentials between spatial and functional units of realestate in a valid and reliable way technical criteria and thekind of market circumstances being operated in institutional criteria While technical criteria are relatively well researched there is little theoretically informed work on the connectionbetween country context and selection of property appraisalmethods. The book starts with an examination of current mass property appraisal practices presenting case studies from widely differingmarkets from the American and Dutch where regression basedmethods have been used successfully for some time to the EasternEuropean and other emerging economies where limitations have to becompensated by focusing on the modelling assumptions. The second part of the book looks at sophisticated modellingapproaches some of which represent combinations of elements from two or more techniques Whatever the exact modelling approach therequirements are always high for the quality of the data and suitability of the method In the final section methods are evaluated and compared according to technical criteria and against institutional contexts. With its exceptionally wide coverage of valuation issues Mass Appraisal Methods an international perspective for property valuers addresses property valuation problems common to different countries and approaches applicable in both developed and 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 dearborn RE com including a Power Point presentation Real Estate Today advisory boxes analyze specific legal cases and controversial issues in the industry A recurring case study is woven thoughout the book highlighting the decision process in a typical real estate transaction Close Ups Legal Highlights and Case Studies appear thoughout to provide real world applications of the concepts Contains a student study guide CD ROM with interactive case studies

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