

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

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

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

**Graham Squires, Erwin
Heurkens, Richard Peiser**



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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

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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

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

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.

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:

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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.

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

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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 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

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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