

REGRESSION PLUS

Questions & Answers

1. If I buy the Regression+ application will I be able to support the adjustments I use in my direct sales comparison approach?

Answer: The short answer is Yes- with training. The software application will perform regression analysis and has been designed specifically real estate analysis. The emphasis is on ease of use and quick operation. So, the software has a lot of preprogramming to help speed things up. A regression product like this still requires the user to understand the theory of regression and how it should be performed. So, the question asked is lot like saying; if I purchase a bulldozer can I grade a new driveway?

2. How can I get training?

Answer: I recommend a good book in the user manual (you can download the manual from the site and order the book). I am working on a workbook of case studies that I will use as the manual for a regression seminar. In addition, your local college may offer an appropriate statistics class.

3. When will your seminar be out?

Answer: It will be out sometime in 2009. I am not sure if it will be an on-line class or taught in the class room.

4. If regression is so good, then why aren't appraisers already using it?

Answer: Many appraisers are now using regression analysis in there appraisal practice. I think it is catching on more & more because most appraisers can now download hundreds of sales from their local MLS to a spreadsheet. Once on the spreadsheet the data can be scrubbed and easily loaded into a regression program.