

A Statistical Review of Your Sales – Using Tyler's iasWorld Analyze

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Advanced Real Property Seminar

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What Can It Do...

- Allows you to create scenario and analyze sales data
- Graphically display sales data for review by grade, year built and square foot and neighborhood (etc.)
- Detailed statistics summary
- Exportable to Excel

- The following slides are snapshots from the module.

Records View



Lee County, NC - Production

Michael Brown

Select View

All In Out

Sales Ratio Scenario: Scenario 9/1/2017 8:50 AM

- Metadata
- Records
- Scatter Diagram
- Statistics
 - Distributions
 - Sales Ratio
 - Sale Price
 - Sale Quarter
 - NBHD
 - NBHD Group
 - CDU
 - Class
 - LUC
 - SFLA
 - Lot Size
 - Age of Main Dwelling
 - Style
 - Grade
 - Stories

Details

Main View

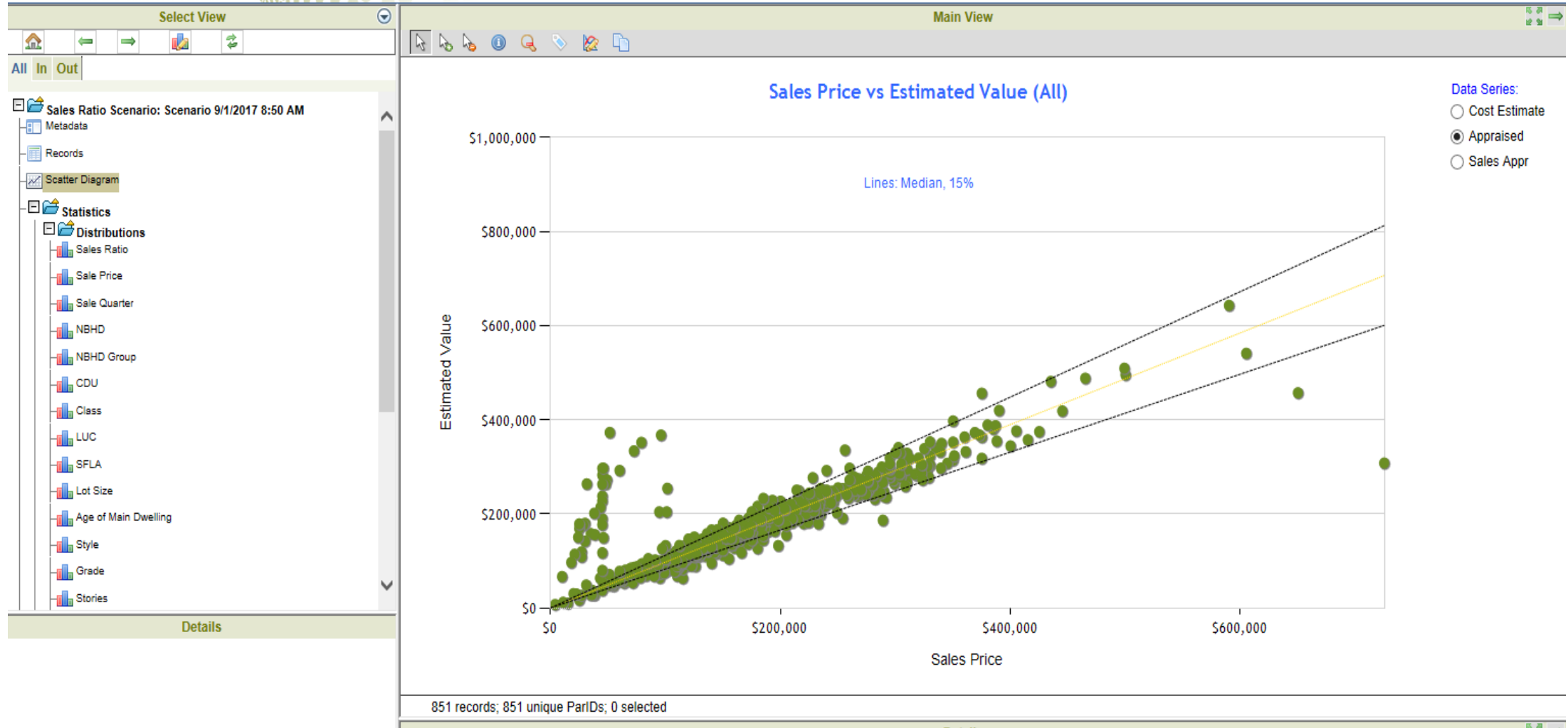
Parid	Address	NBHD Name	NBHD Group	Sale Key	Sale Date	Sale Price	Sale Validity	Sale Type	Cost Estim	
<input type="checkbox"/>	060309901100	2669 BUCKHORN RD	Lee Northeast	0	153990	09/09/2016	\$110,000	VALID SALE	LAND AND BUIL	\$68
<input type="checkbox"/>	060338992000	357 DANIELS CREEK RD	Lee Northeast	0	155966	06/13/2017	\$125,000	VALID SALE	LAND AND BUIL	\$114
<input type="checkbox"/>	060413083100	580 ROUND FISH DR	Falls Creek	0	156237	07/10/2017	\$190,000	VALID SALE	LAND AND BUIL	\$174
<input type="checkbox"/>	869246721600	7895 STEEL BRIDGE RD	West Lee	0	154073	09/23/2016	\$94,500	VALID SALE	LAND ONLY	\$204
<input type="checkbox"/>	869246721600	7895 STEEL BRIDGE RD	West Lee	0	152362	01/05/2016	\$101,000	VALID SALE	LAND ONLY	\$204
<input type="checkbox"/>	869255330100	7625 STEEL BRIDGE RD	West Lee	0	153387	06/13/2016	\$650,000	VALID SALE	LAND AND BUIL	\$457
<input type="checkbox"/>	951987980200	7701 VILLANOW DR	Lake Villanow	0	154287	10/27/2016	\$285,000	VALID SALE	LAND AND BUIL	\$251
<input type="checkbox"/>	951999878200	8504 SUGAR CREEK DR	Lake Villanow	0	153461	06/21/2016	\$310,000	VALID SALE	LAND AND BUIL	\$318
<input type="checkbox"/>	952804939600	108 HOLLYWOOD RD	South Lee	0	155637	04/28/2017	\$55,000	VALID SALE	LAND AND BUIL	\$47
<input type="checkbox"/>	952864426100	632 RAVENS NEST LN	South Lee	0	154358	11/01/2016	\$210,000	VALID SALE	LAND AND BUIL	\$181
<input type="checkbox"/>	952872795900	350 RAVENS NEST LN	South Lee	0	154677	12/28/2016	\$35,000	VALID SALE	LAND ONLY	\$158
<input type="checkbox"/>	952880335900	171 LEE LOOP	South Lee	0	155533	04/07/2017	\$85,000	VALID SALE	LAND AND BUIL	\$89
<input type="checkbox"/>	952942768700	36 SANDY LN	South Lee	0	155590	04/18/2017	\$120,000	VALID SALE	LAND AND BUIL	\$103
<input type="checkbox"/>	952955085000	22 HEAVENS GATE CT	South Lee	0	153696	07/29/2016	\$254,000	VALID SALE	LAND AND BUIL	\$246
<input type="checkbox"/>	052075174000	7710 MOUNTAIN DOVE DR	South Lee	0	153050	09/01/2016	\$154,000	VALID SALE	LAND AND BUIL	\$166

851 records; 849 unique ParIDs; 19 selected

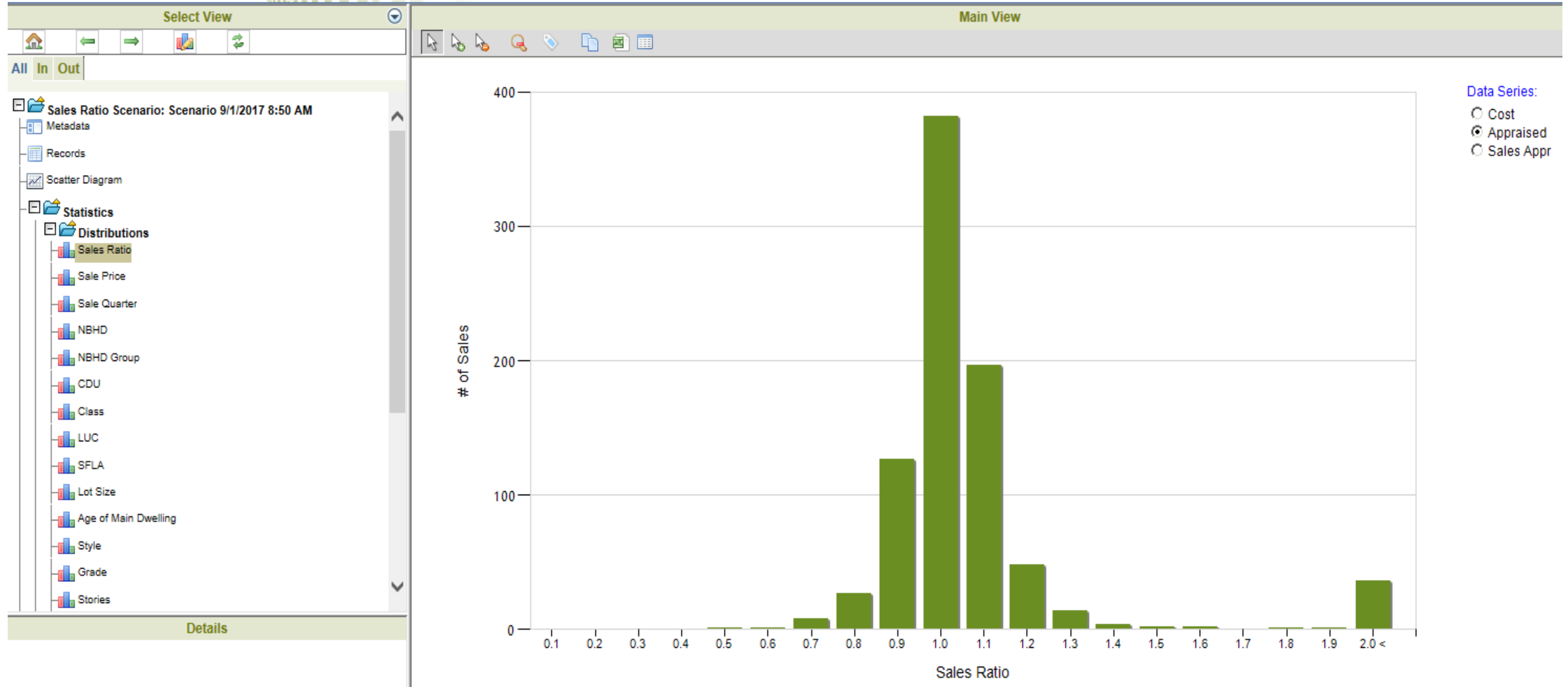
Page size: 50

Details

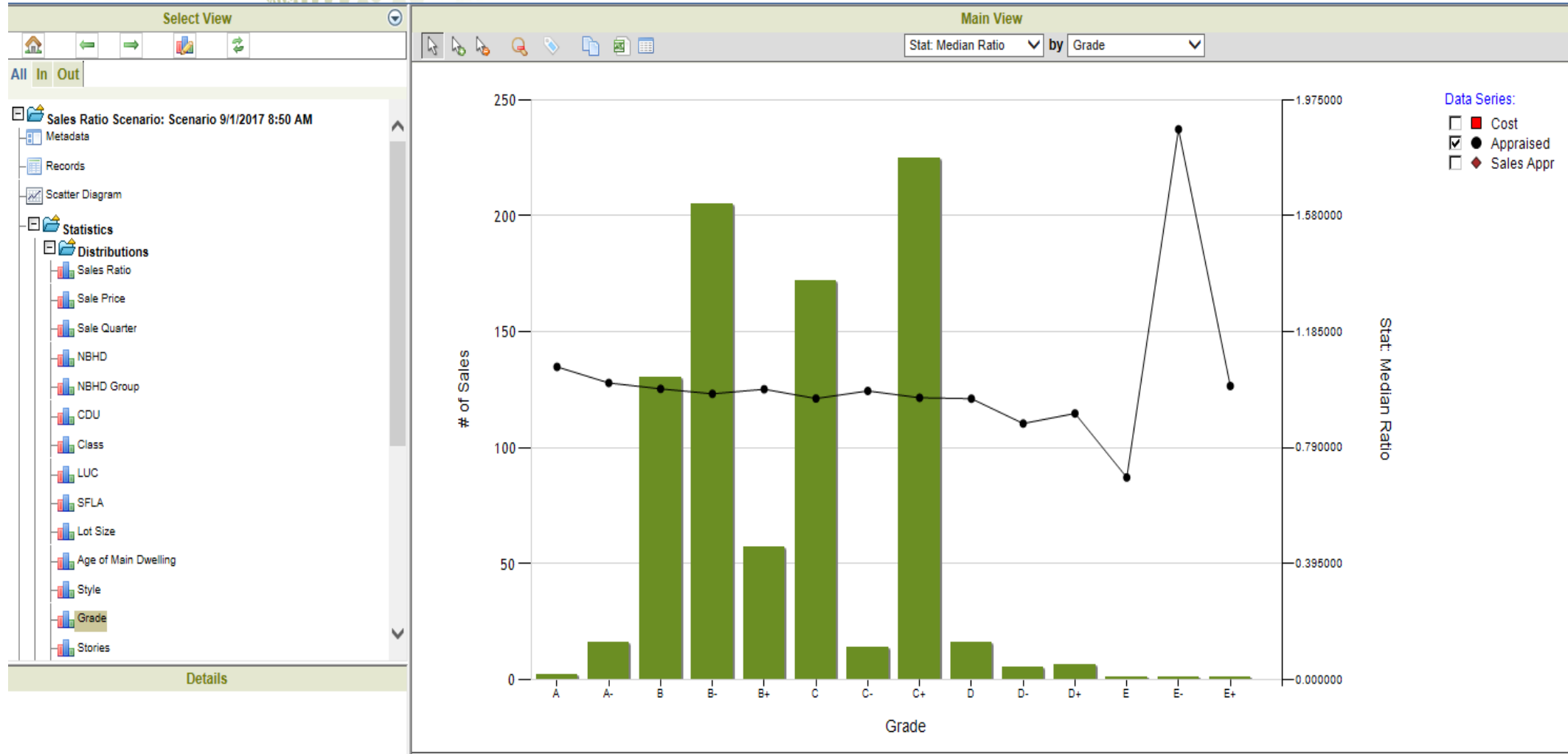
Scatter Diagram



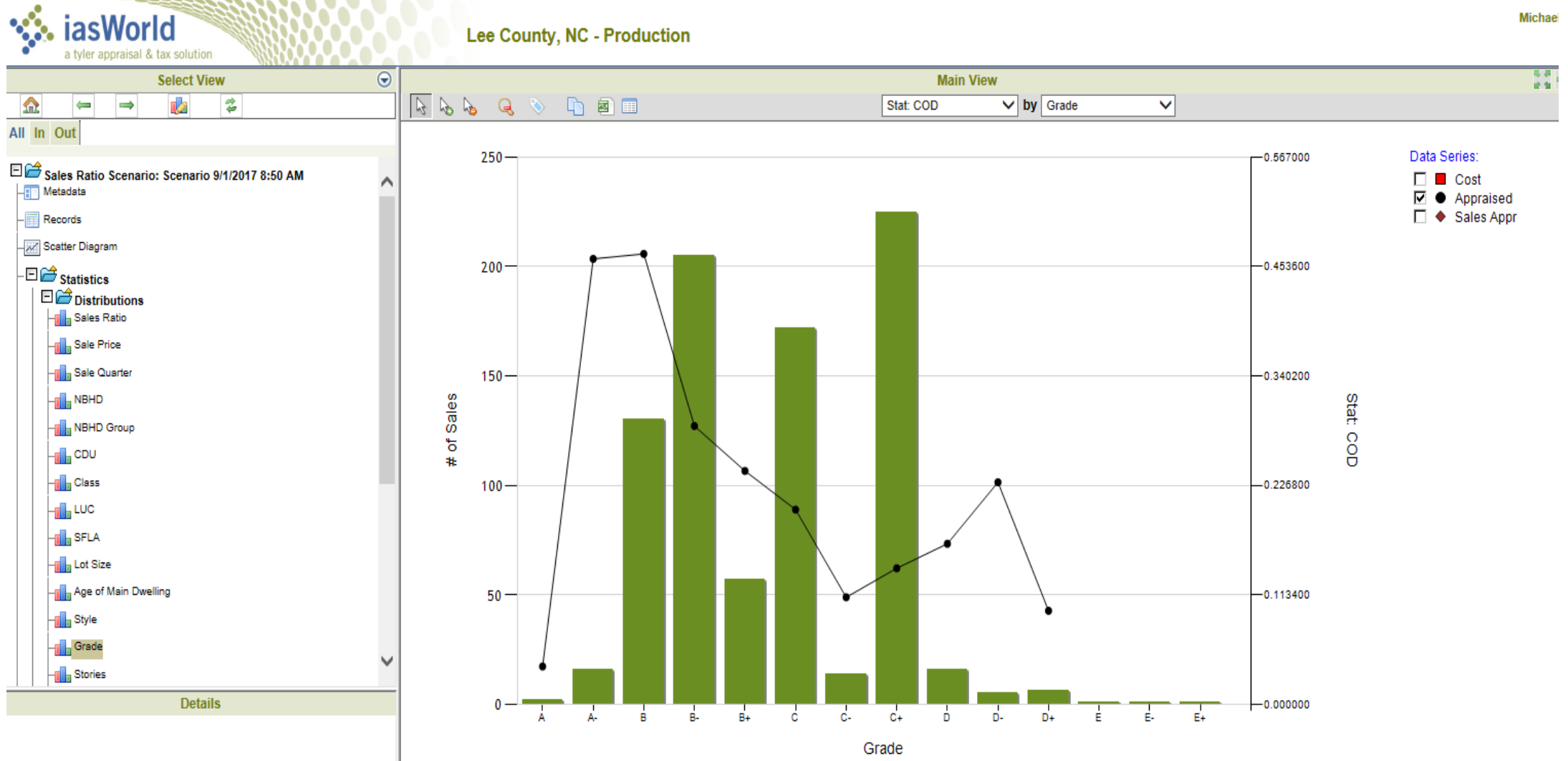
Sales Ratio – Bar Graph



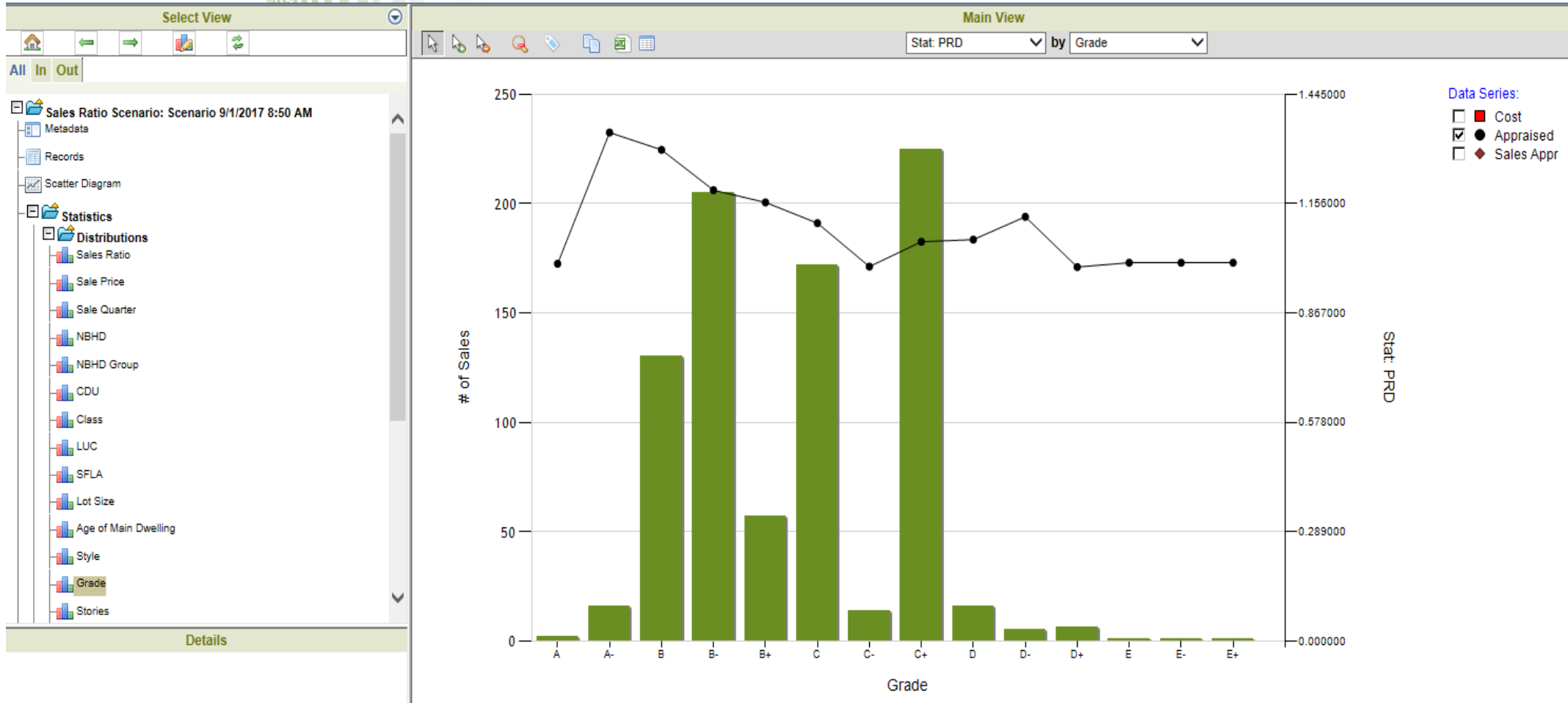
Grade – Median



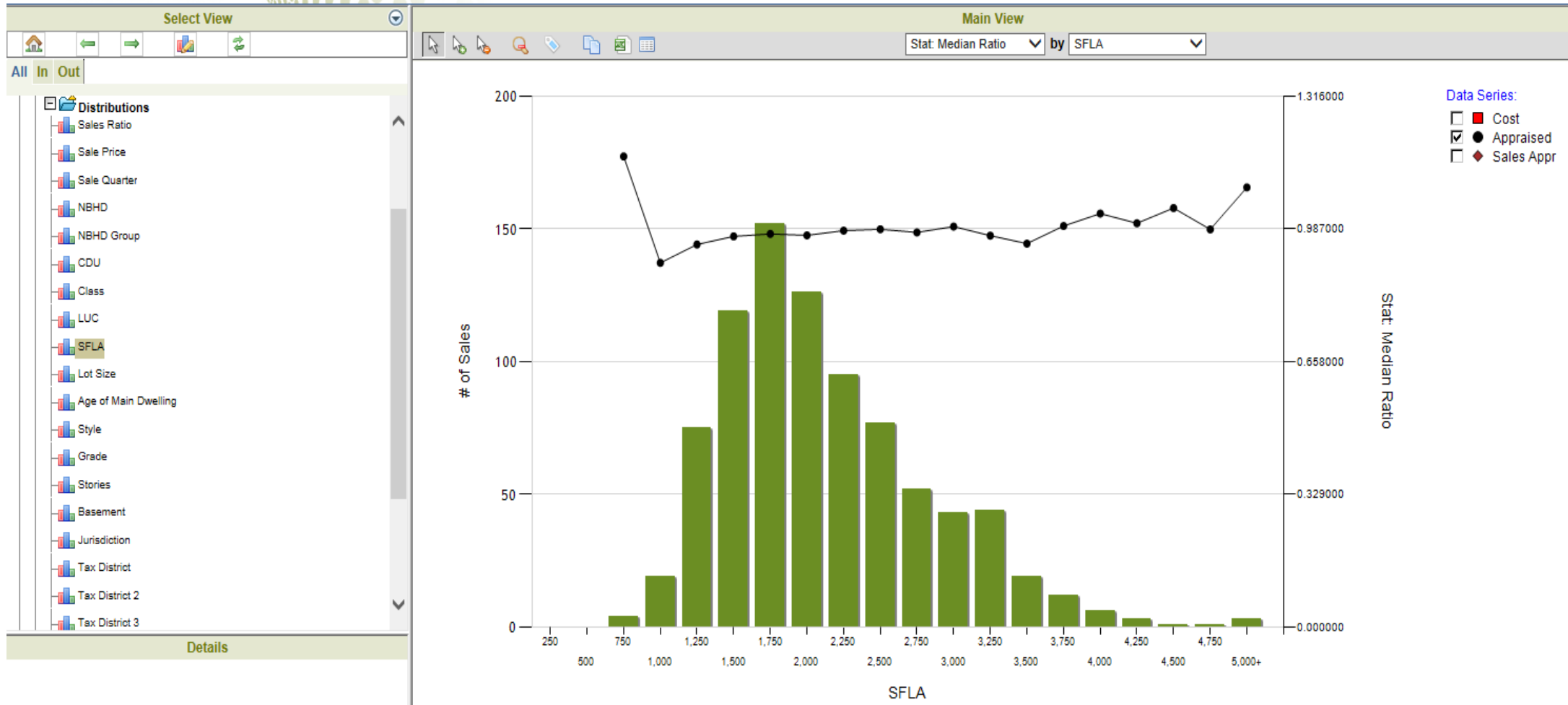
Grade – Coefficient of Dispersion (COD)



Grade – Price Related Differential (PRD)



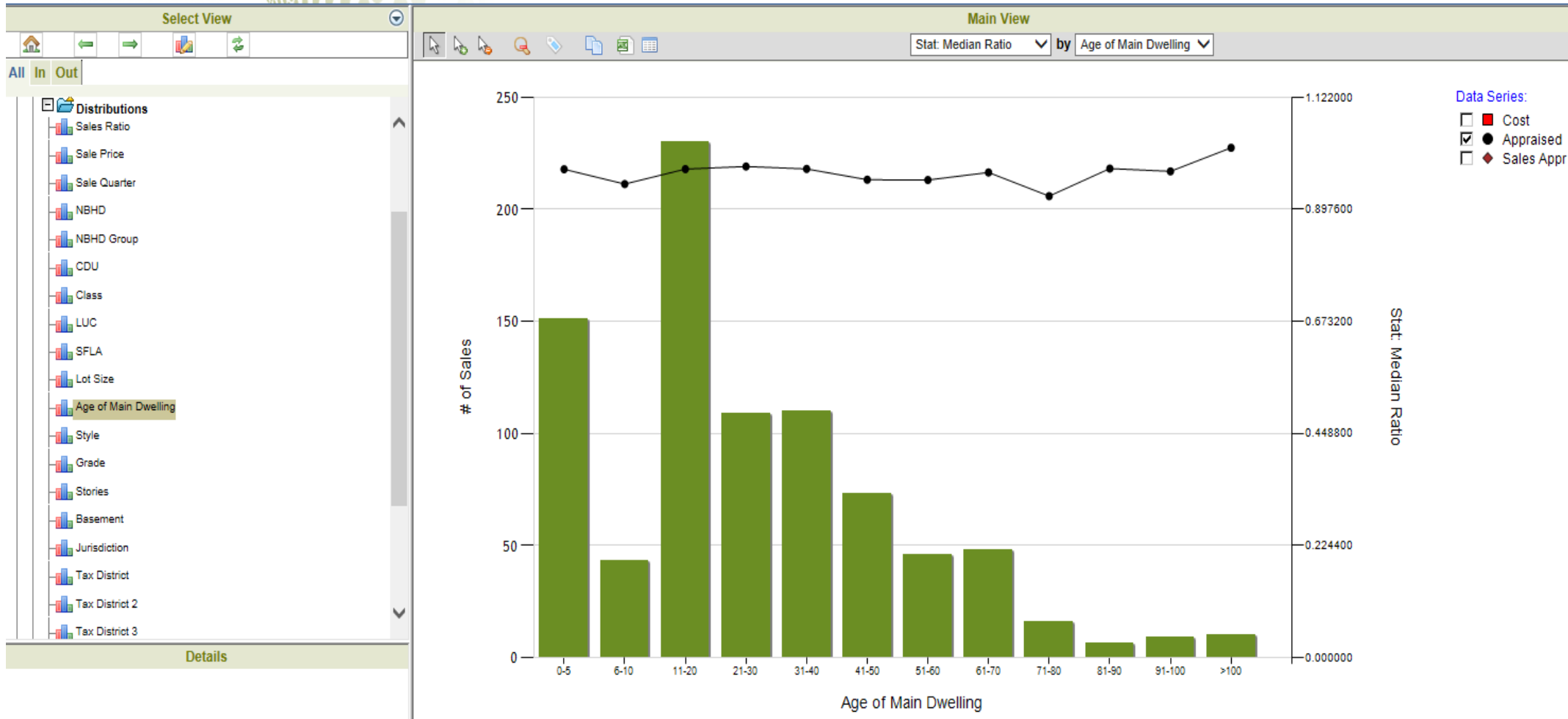
Example by Square Foot - Median



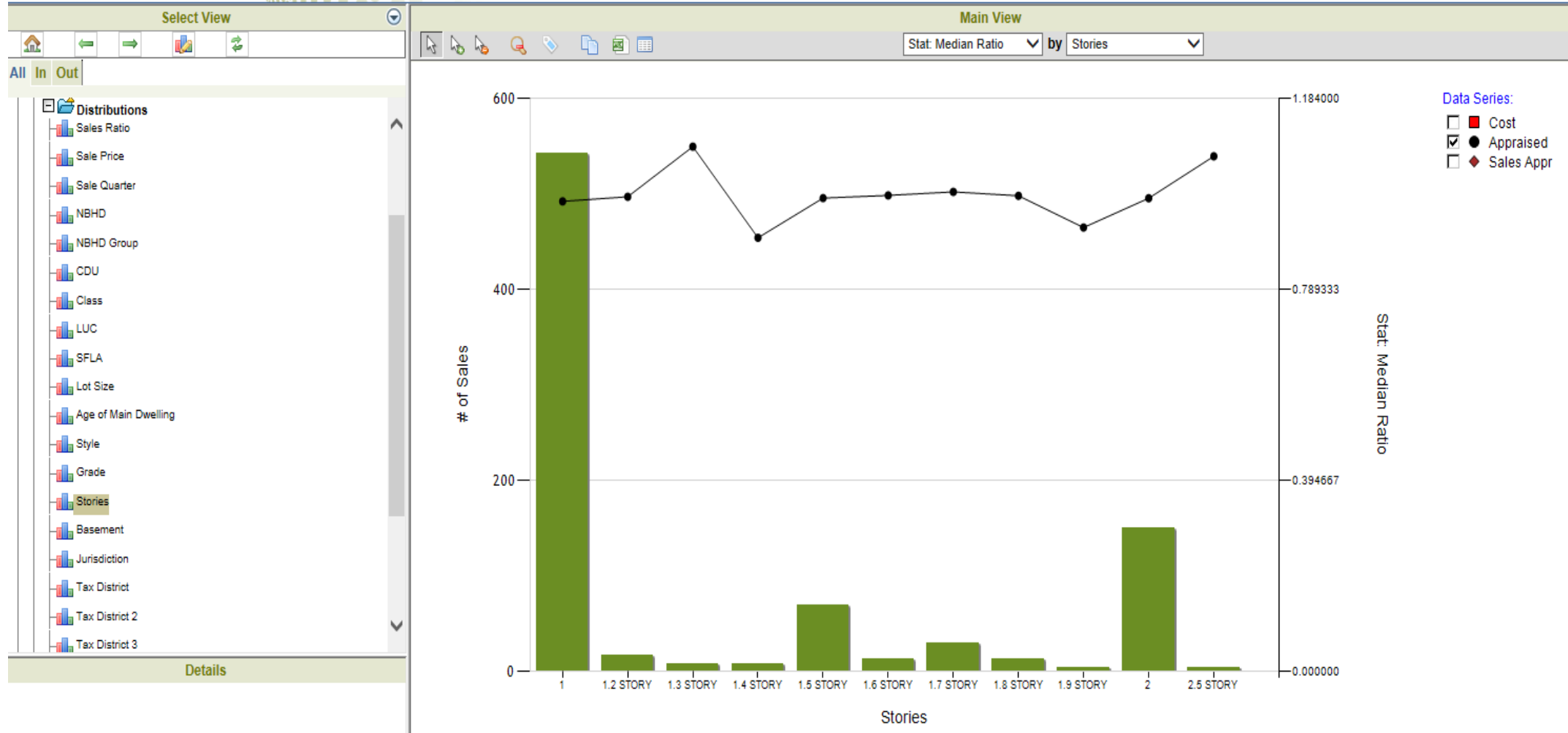
Example: Age - Median



Lee County, NC - Production



Example: Stories - Median



Review of Statistical Measures

Main View

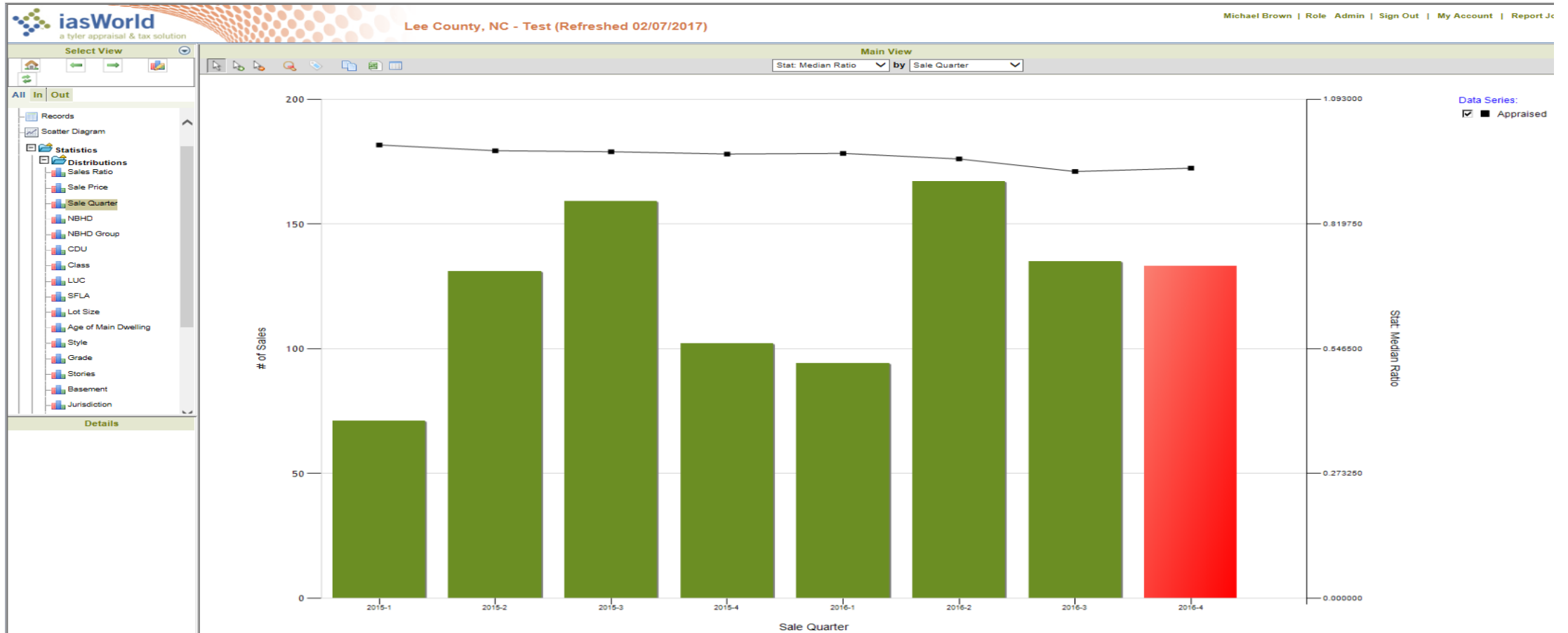
Common Assessment **Quantile** Percentile Moments Data Series: Appraised ▼

Description	Analysis Set	Selected Set	Un-Selected Set
N*	851	19	832
Means:			
Mean Sale Price	173,433	54,579	176,147
Mean Value	174,390	50,347	177,222
Weighted Mean	1.01	0.92	1.01
Geometric Mean	1.03	0.92	1.04
Mean Ratio	1.15	0.93	1.15
Medians:			
Median Sale Price	160,000	43,000	161,750
Median Value	160,300	37,900	162,900
Median Ratio	0.97	0.90	0.97
Broadened Med	0.97	0.92	0.97
Indicators:			
COD	0.25	0.13	0.26
Weighted COD	0.00	0.00	0.00
COV	0.77	0.19	0.78
PRD	1.14	1.01	1.14

* 5 or more records are required to be statistically significant.

851 records; 849 unique ParIDs; 19 selected

Sample of Sales by Quarter – Items Within the Graph Can be Selected for Review



Can Quickly Select Items from Dataset

Common Assessment Quantile Percentile Moments				Data Series: Appraised
Description	Analysis Set	Selected Set	Un-Selected Set	
N⁺	992	133	859	
Means:				
Mean Sale Price	162,866	178,199	160,492	
Mean Value	148,784	161,356	146,837	
Weighted Mean	0.91	0.91	0.91	
Geometric Mean	0.87	0.79	0.88	
Mean Ratio	0.94	0.92	0.94	
Medians:				
Median Sale Price	149,500	150,000	149,000	
Median Value	136,600	124,600	137,300	
Median Ratio	0.97	0.94	0.97	
Broadened Med	0.97	0.94	0.97	
Indicators:				
COD	0.17	0.21	0.17	
Weighted COD	0.00	0.00	0.00	
COV	0.30	0.36	0.29	
PRD	1.03	1.01	1.03	
* 5 or more records are required to be statistically significant.				
992 records; 992 unique ParIDs; 133 selected				

Questions?