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
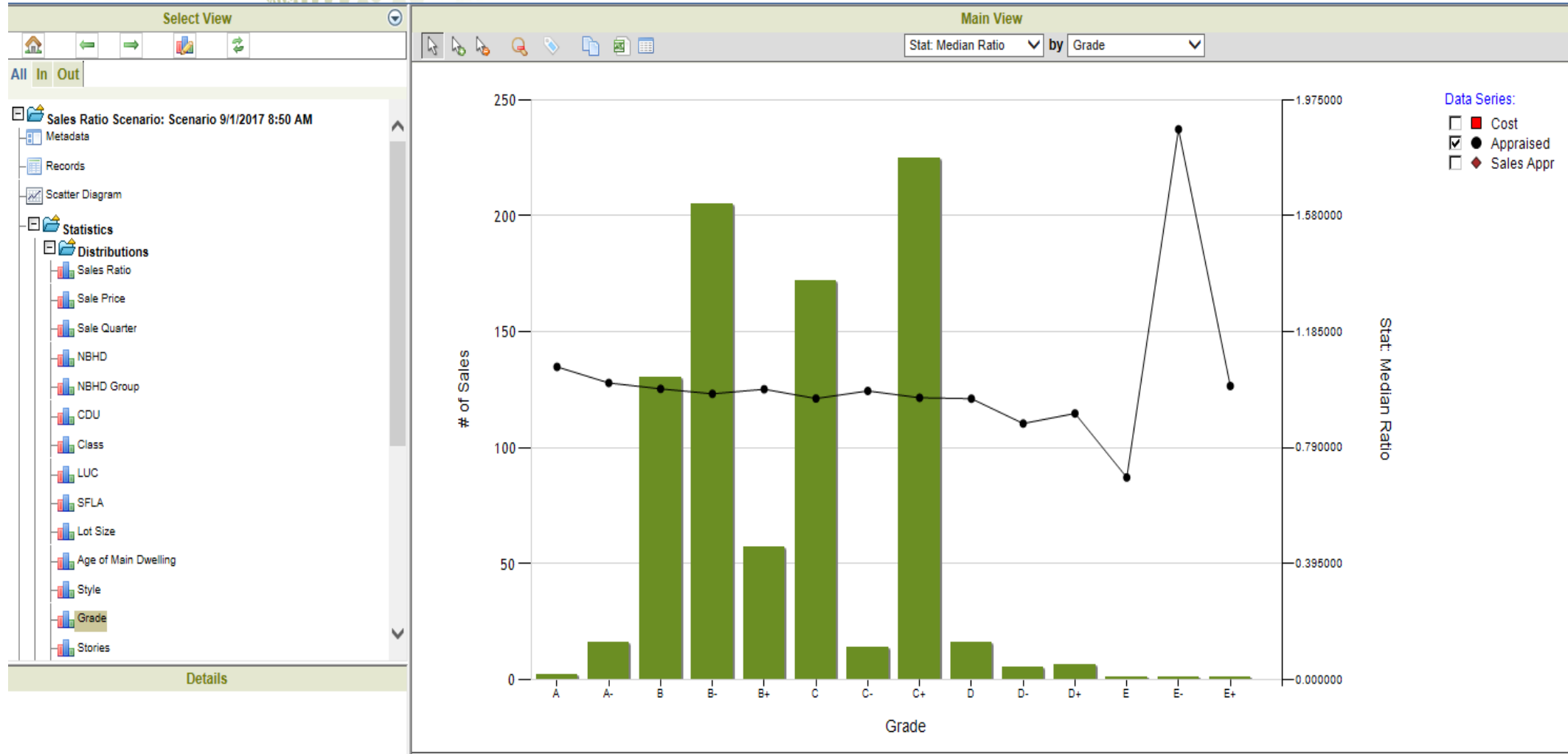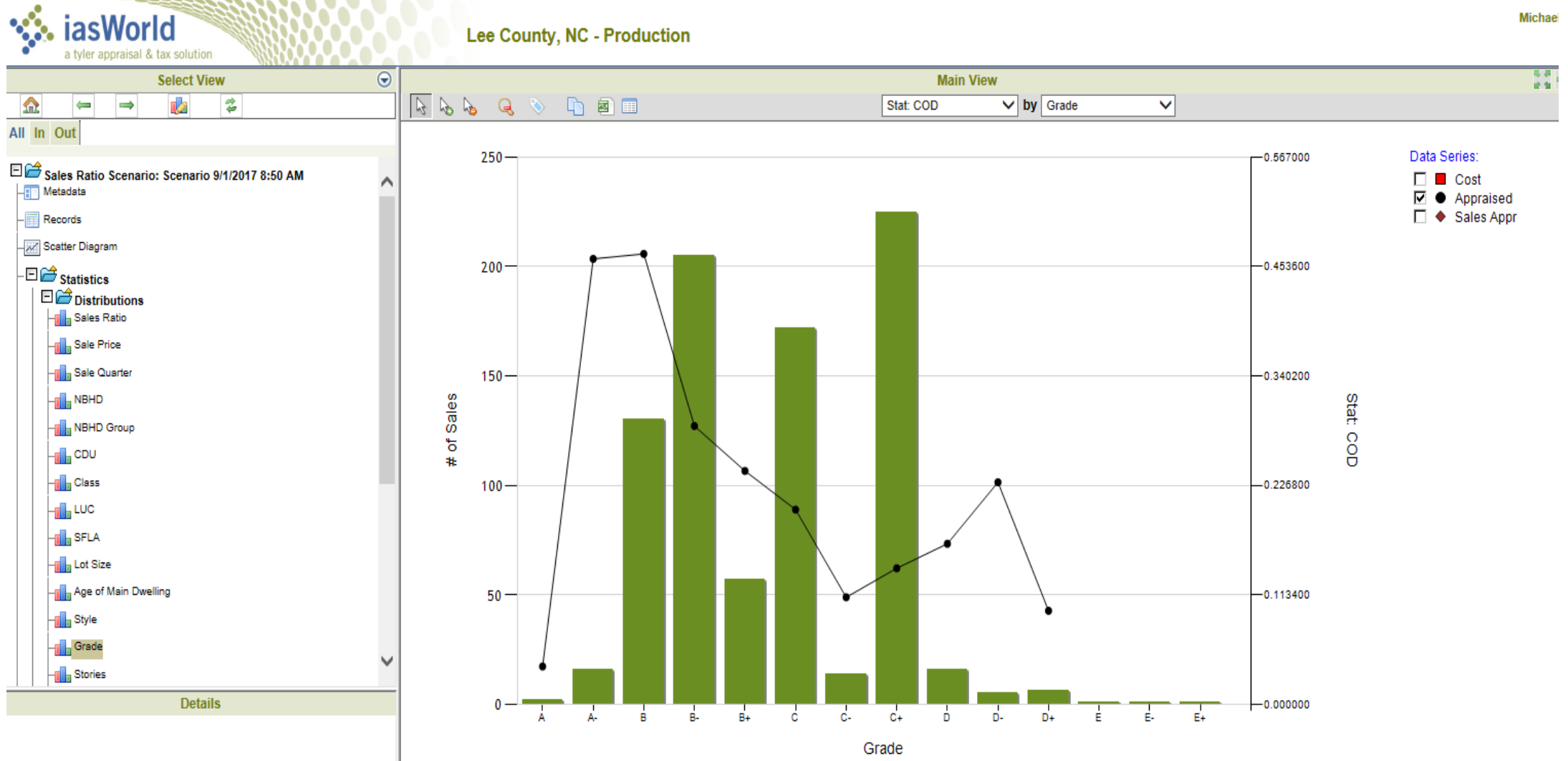
Scatter Diagram

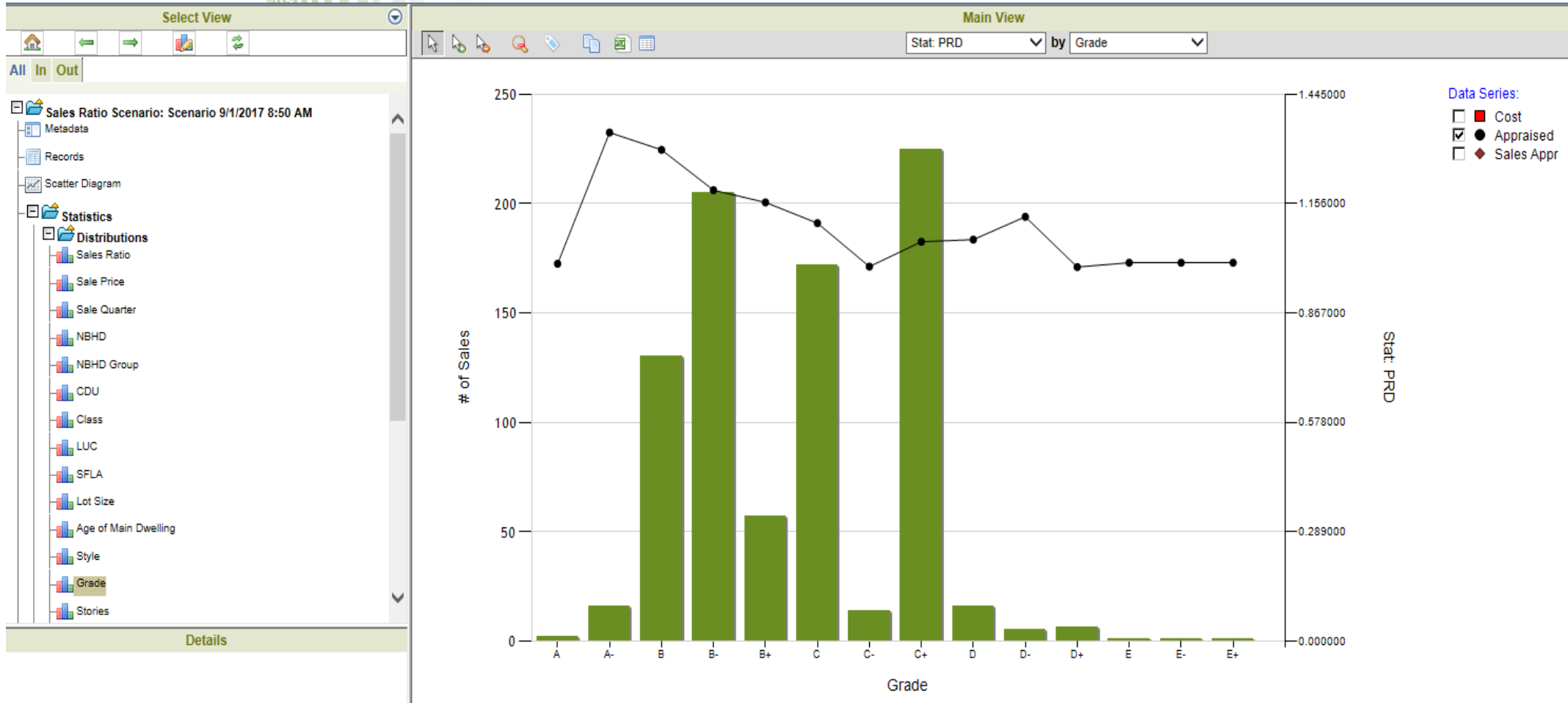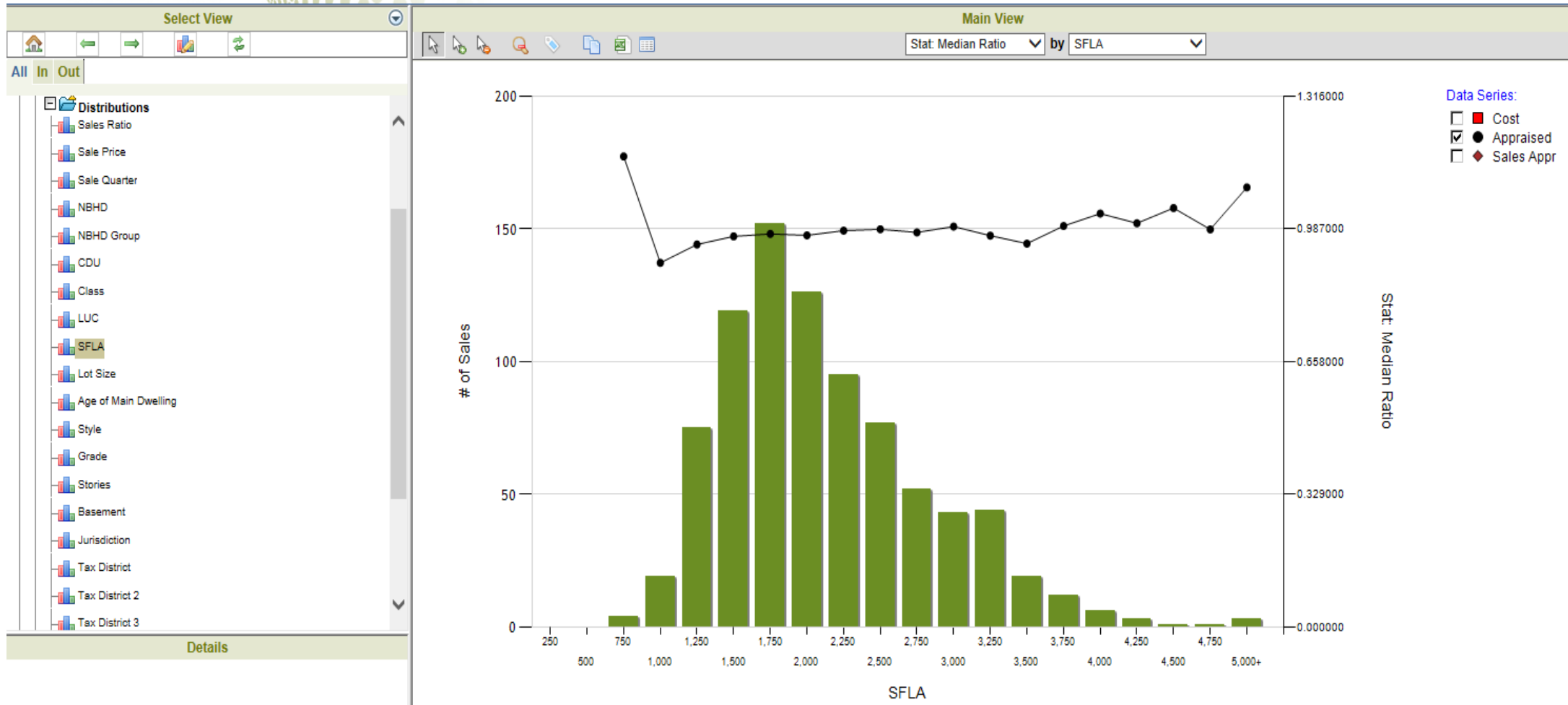# Sales Ratio – Bar Graph
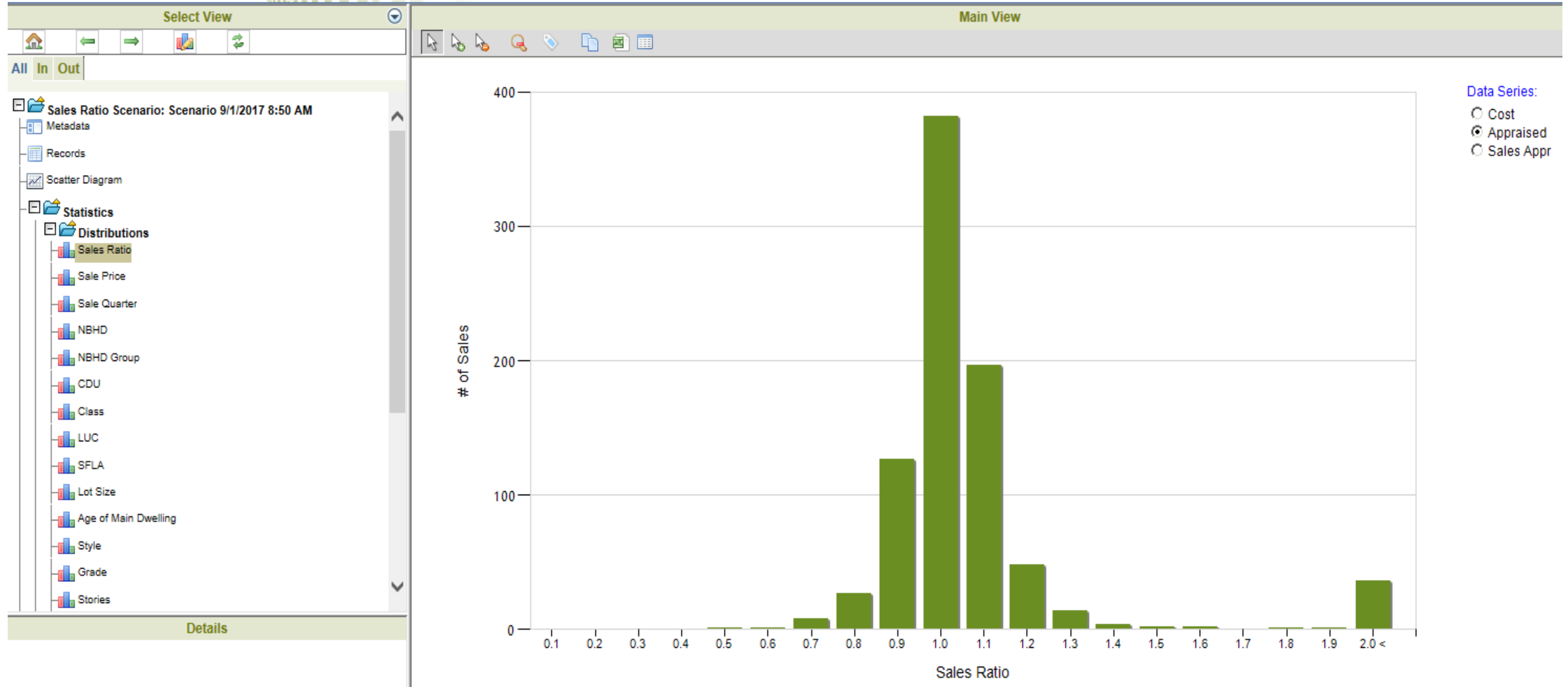
Grade – Median

Grade – Coefficient of Dispersion (COD)

Grade – Price Related Differential (PRD)

Example by Square Foot - Median

Example: Age - Median
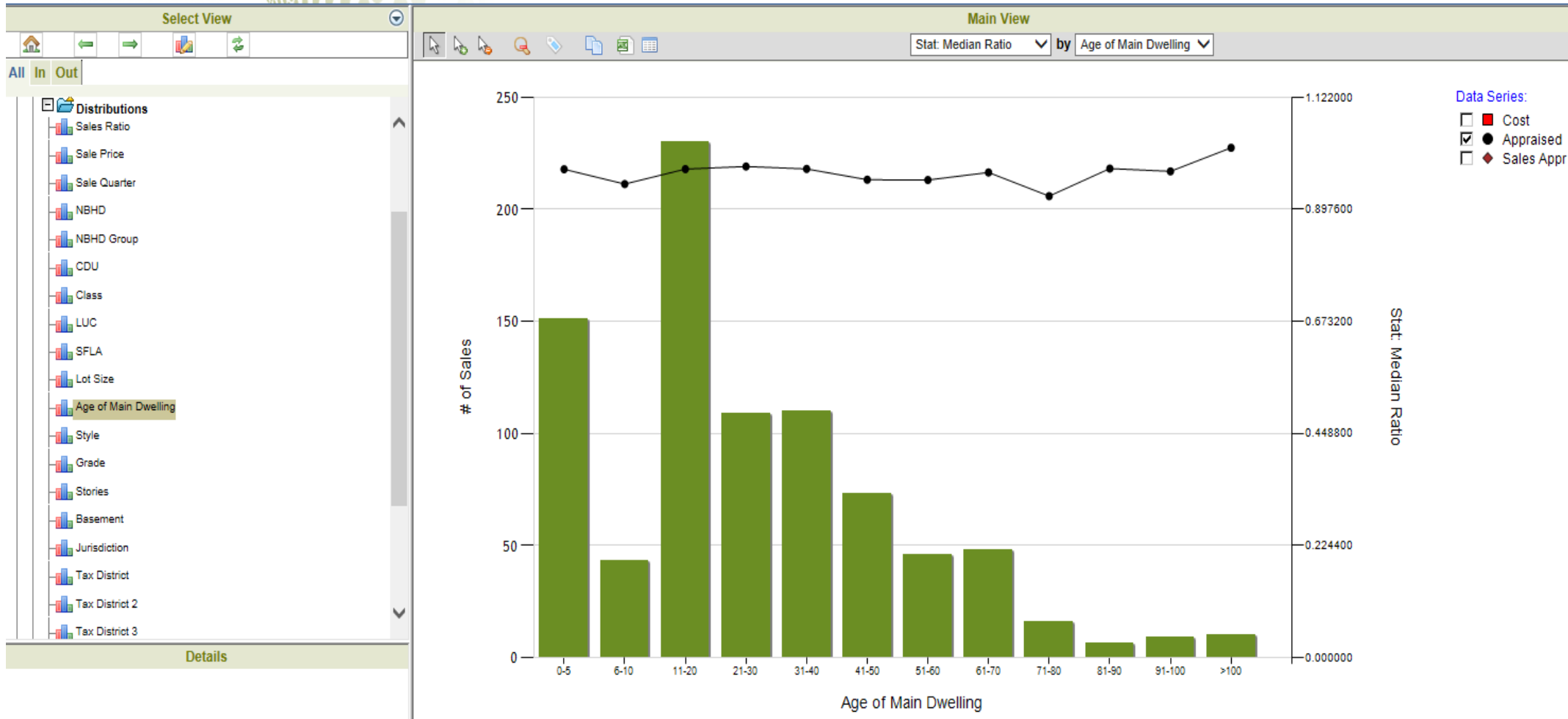
Example: Stories - Median
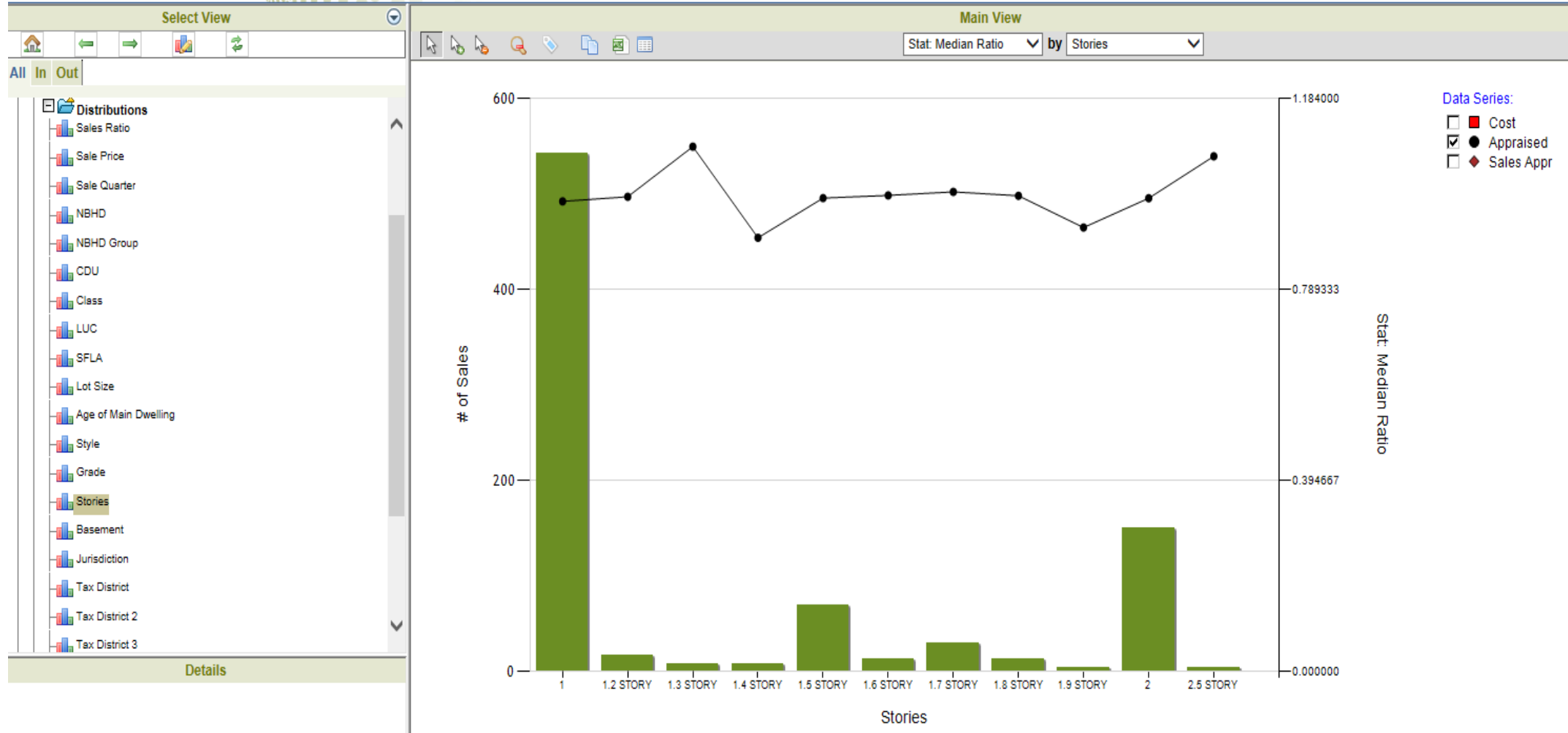
Review of Statistical Measures

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
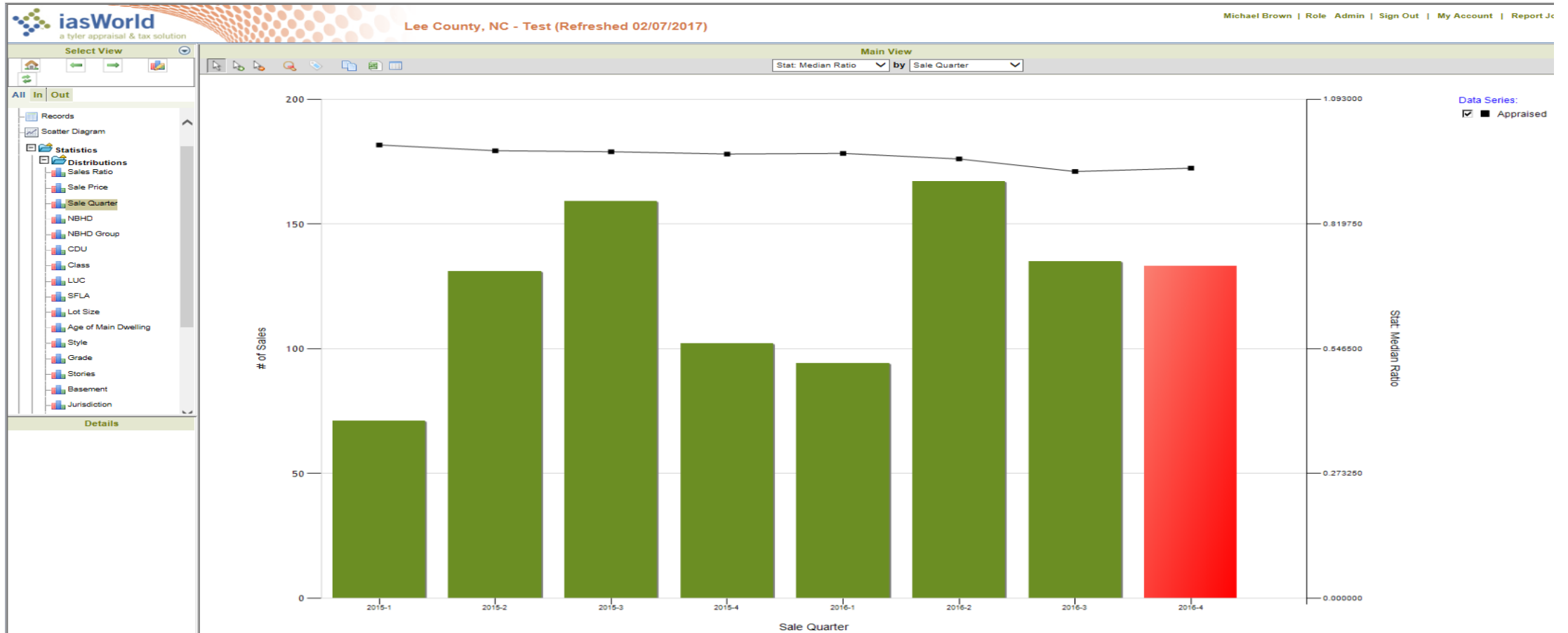
Can Quickly Select Items from Dataset

| 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?