Hey Guys,  
  
I’m not going to be able to make it back for the afternoon session. But I’ve attached a template for the regression analysis if you guys want to use it.   
  
In order to run it you would just use Excel analysis pack select \* regression and then highlight N\_Home\_Sales as your Y(dependent) and all the dummy variables M1-M12 as your (independent)  
  
N\_Home\_Sales is going to be the number of properties sold of a specific type for that month.

The series **N\_HOME\_SALES** is monthly data on new homes sales in Seattle

The series TIME is an index taking the value of 1 in 1980M1 and increasing every year by a unit. This variable will proxy any linear growth over time in new homes sold.

The series **M1-M11**are monthly seasonal dummy variables taking the value of one in their respective month. For example, the variable M5 takes the value of 1 in month five.

Formula essentially will be expected\_homesales = intercept +m1(x)+m2(x) etc….

How reliable the forecast is will be dependent on what slice of sample data(sales count per a month) you use.

Many companies use the previous year’s data to predict the next year since it’s easier to account for sales increases due to population increase vs cyclical sale trends.

I kind of did this in a rush on my phone.. so I may have missed something… you guys might want to run the numbers just to make sure.  
  
I apologize again for not being able to be there in person.  
  
Good luck guys!