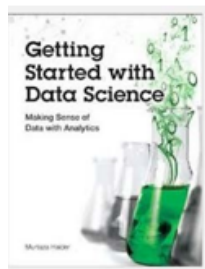


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## Chapter 7. Why Tall Parents Don't Have Even Taller Children

Sir Frances Galton in 1886 studied the same question and landed upon a statistical technique we today know as regression models. This chapter explores the workings of regression models, which have become the workhorse of statistical analysis. In almost all empirical pursuits of research, either in the academic or professional fields, the use of regression models, or their variants, is ubiquitous. In medical science, regression models are being used to develop more effective medicines, improve the methods for operations, and optimize resources for small and large hospitals. In the business world, regression models are at the forefront of analyzing consumer behavior, firm productivity, and competitiveness of public and private sector entities.

## The Department of Obvious Conclusions

We were approaching the on-ramp for a highway. As soon as I finished the sentence, my wife suddenly turned the car to the shoulder and applied brakes. As the car stopped, she turned to me and said: "I can't believe that they are giving you a Master's degree for finding just that. I could have told you that larger homes sell for more than smaller homes."

I requested my wife to resume driving so that I could take the next ten minutes to explain to her the intricacies of my research. She gave me five minutes instead, thinking this may not require even that. I settled for five and spent the next minute collecting my thoughts. I explained to her that my research has not just found the correlation between housing prices and the size of housing units, but I have also discovered the magnitude of those relationships. For instance, I found that all else being equal, a term that I explain later in this chapter, an additional washroom adds more to the housing price than an additional bedroom. Stated otherwise, the marginal increase in the price of a house is higher for an additional washroom than for an additional bedroom. I found later that the real estate brokers in Toronto indeed appreciated this finding.

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for less than others did. Similarly, I also discovered that proximity to large shopping centers had a nonlinear impact on housing prices. Houses located very close (less than 2.5 km) to the shopping centers sold for less than the rest. However, houses located closer (less than 5 km, but more than 2.5 km) to the shopping center sold for more than did those located farther away. I also found that the housing values in Toronto declined with distance from downtown.

As I explained my contributions to the study of housing markets, I noticed that my wife was mildly impressed. The likely reason for her lukewarm reception was that my findings confirmed what we already knew from our everyday experience. However, the real value added by the research rested in quantifying the magnitude of those relationships.

## Why Regress?

A whole host of questions could be put to regression analysis. Some examples of questions that regression (hedonic) models could address include:

- How much more can a house sell for an additional bedroom?
- What is the impact of lot size on housing price?
- Do homes with brick exteriors sell for less than homes with stone exteriors?
- How much does a finished basement contribute to the price of a housing unit?
- Do houses located near high-voltage power lines sell for more or less than the rest?

