

Ghislain Geniaux, Davide Martinetti

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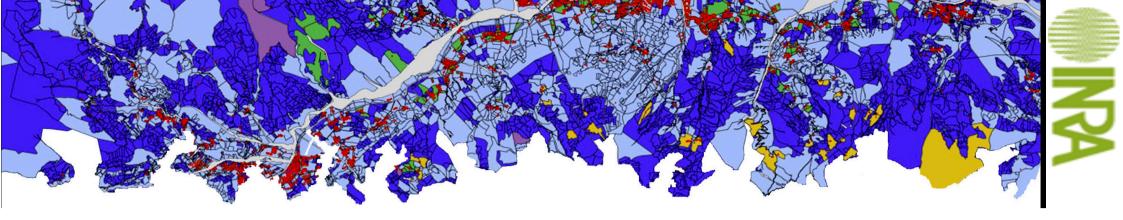
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#### Ghislain Geniaux and Davide Martinetti INRA UR 767 Ecodéveloppement

17 June 2017 EcoStat 2017, Honk Kong

## Market segmentation / submarket

A housing (resp. land) submarket can be defined, roughly, as a set of dwellings (resp. lands) that are reasonably close substitutes of one another, but there are not substitute of dwellings (resp. lands) belonging to other submarkets.

## Islam and Asami (2009) $\rightarrow$ 3 approaches:

1. hedonic price models are used to cluster the properties that are similar with respect to a bundle of qualitative characteristics, such as lot size, number of rooms and bathrooms, garden, parking slot, etc. (Grigsby et al., 1986; Kauko, 2002; Leishman, 2001; Schnare and Struyk, 1976; Tu and Goldfinch, 1996; Tu, 1997)

2. On the other hand, housing market can be analyzed with respect to the spatial distribution of properties and other **spatial features**. In this context, spatial proximity and clustering are the prime determinants of submarket's definition (Gallet, 2004; Goodman, 1978; Goodman and Thibodeau, 1998, 2003).

 There exist mixed approaches that consider both topographic and quality segmentation, sometimes referred as hybridrelated submarkets, (O'Sullivan and Gibb, 2008).

## OUR PROPOSAL

Since we postulate a strong dependence between house quality and its location, we cannot rely on two-stage models such as the ones proposed by (Goodman and Thibodeau, 2007; O'Sullivan and Gibb, 2008; Tu, 1997).

## OUR PROPOSAL

We prefer instead a smoother approach, where the hedonic regressions coefficients can vary across space, time and submarkets.

Extended version of geographically-weighted regression with spatial dependence, namely MGWR-SAR, Geniaux and Martinetti (2017)

### OUR PROPOSAL

Geniaux and Martinetti(2017) « A new method for dealing simultaneously with spatial autocorrelation and spatial heterogeneity in regression models » *RSUE, forthcoming* hereafter GM2017

#### +

Li and Racine 2010 « Smooth varying-coefficient estimation and inference for qualitative and quantitative data ». Econometric Theory 26 (06) hereafter LR2010

Local linear regression framework (Cleveland, 1979; Hastie and Tibshirani, 1990,1993)

$$Y_i = \beta(u_i, v_i; h) X_i + \epsilon_i \,,$$

Each Local Regression for point *i* is based on a local subsample

Each local subsample is defined by a kernel that produces a vector of weights based on spatial proximity between *i* and *j*:

$$w_{ij} = K(d_{ij}, h)$$

where  $d_{ij}$  is a metric of proximity between *i* and *j* and *h* a bandwidth.

Various kernels *K()* can be used, but the main issue is to choose a suitable bandwidth *h* using Cross Validation (leave-one-out) or Plug-in Methods.

Add time differences to the kernel :

$$w_{ij} = K(d_{ij}, T_{ij}; h_d, h_t)$$

Huang et al., 2010; Wrenn and Sam, 2014; Fotheringham et al., 2015

Wu et al. (2014) proposed a GWR technics with spatial autocorrelation,

Wei et al. (2017) proposed to extend GWR using spatial SUR models in order to explore spatio-temporal heterogeneity

#### ADD OTHER DIMENSIONS OF ATTRIBUTE'S SPACE ?

- Why not choosing a full non-parametric framework ?
  - Because convergence time precludes such option for moderate and big samples as soon as you have more than 3-5 covariates.
  - To provide results easier to interpret and to share with practitioners, notably using maps/time and map/housing submarkets : space + time + market segment

#### ADD OTHER DIMENSIONS OF ATTRIBUTE'S SPACE ?

- Why choosing categorical submarkets:
  - Because by merging all submarkets in a global local linear regression, it allows to increase the amount of information used in each submarket for taking into account unobserved heterogeneity.

It's what we call « shared spatial heterogenity ».

#### Extending mgwrsar R package (Geniaux Martinetti 2017) Mixed GWR + 2SLS for spatial autorcorrelation

$$y = \beta_c X_c + \epsilon_i \quad (\text{OLS})$$
$$y = \beta_v (u_i, v_i) X_v + \epsilon_i \quad (\text{GWR})$$

$$y = \beta_c X_c + \beta_v (u_i, v_i) X_v + \epsilon_i \quad (MGWR)$$

$$y = \lambda Wy + \beta_c X_c + \epsilon_i \text{ (SAR)}$$

$$y = \lambda Wy + \beta_c X_c + \beta_v (u_i, v_i) X_v + \epsilon_i \text{ (MGWR-SAR}(0, 0, k))$$

$$y = \lambda Wy + \beta_c X_c + \beta_v (u_i, v_i) X_v + \epsilon_i \text{ (MGWR-SAR}(0, k_c, k_v))$$

$$y = \lambda (u_i, v_i) Wy + \beta_c X_c + \epsilon_i \text{ (MGWR-SAR}(1, k, 0))$$

$$y = \lambda (u_i, v_i) Wy + \beta_c X_c + \beta_v (u_i, v_i) X_v + \epsilon_i \text{ (MGWR-SAR}(1, 0, k))$$

$$y = \lambda (u_i, v_i) Wy + \beta_c X_c + \beta_v (u_i, v_i) X_v + \epsilon_i \text{ (MGWR-SAR}(1, k_c, k_v))$$

#### Extending mgwrsar R package (Geniaux Martinetti 2017) Mixed GWR + 2SLS for spatial autorcorrelation

<i>y</i> =	=		$\beta_c X_c$			$+\epsilon_i$	(OLS)
<i>y</i> =	=				$\beta_v(u_i,v_i)X_v$	$+\epsilon_i$	(GWR)
<i>y</i> =		)	$\beta_c X_c$	+	$\beta_v(u_i, v_i)X_v$	$+\epsilon_i$	(MGWR)
<i>y</i> =	$\lambda Wy$	+	$\beta_c X_c$			$+\epsilon_i$	(SAR)
<i>y</i> =	$\lambda Wy$			+	$eta_v(u_i,v_i)X_v$	$+\epsilon_i$	(MGWR-SAR(0,0,k))
y =	$\lambda Wy$	+	$\beta_c X_c$	+	$eta_v(u_i,v_i)X_v$	$+\epsilon_i$	$(MGWR-SAR(0, k_c, k_v))$
y =	$\lambda(u_i, v_i)Wy$	+	$\beta_c X_c$			$+\epsilon_i$	(MGWR-SAR(1,k,0))
y =	$\lambda(u_i, v_i)Wy$			+	$\beta_v(u_i,v_i)X_v$	$+\epsilon_i$	(MGWR-SAR(1,0,k))
<i>y</i> =	$\lambda(u_i, v_i)Wy$	+	$\beta_c X_c$	+	$\beta_v(u_i, v_i)X_v$	$+\epsilon_i$	$(MGWR-SAR(1, k_c, k_v))$

#### Extending mgwrsar R package (Geniaux Martinetti 2017) Mixed GWR + 2SLS for spatial autorcorrelation

### $y = \lambda Wy + \beta_c X_c + \beta_v (u_i, v_i) X_v + \epsilon_i \quad (MGWR-SAR(0, k_c, k_v))$

### + GENERAL KERNEL PRODUCT of Li and Racine 2010

Spatial, temporal and categorical kernel are combined by means of the Generalized Kernel Product function:

$$GPK(i,j) = K(d_{ij},hs) * K(T_{ij},ht) * K(S_i,\rho)$$

The categorical kernel (Aitchison and Aitken, 1976; Li and Racine, 2010) takes the following form:

$$K(S_i, \rho) = \begin{cases} 1 & \text{if } S_j = S_i = s \\ \rho_s & \text{if } S_j \neq S_i = s \end{cases}$$

### **Planed Extensions of GM2017**

$$Y_i = \lambda WY + \beta_c X_c + \beta_v((u_i, v_i), T, S; h_d, h_t, \rho_s) X_v + \epsilon_i,$$

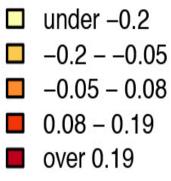
$$Y_{i} = \sum_{s} \lambda_{s} WY + \sum_{s} \beta_{c}^{s} X_{c} + \beta_{v}((u_{i}, v_{i}), T, S; h_{d}, h_{t}, \rho_{s}) X_{v} + \epsilon_{i},$$

$$Y_i = \lambda((u_i, v_i), T, S; h_d, h_t, \rho_s)WY + \beta_v((u_i, v_i), T, S; h_d, h_t, \rho_s)X_v + \epsilon_i,$$

Monte Carlo design inspired by GM2017:

- (x,y) locations drawn from uniform [0,1]
- W → 4 nearest-neighbours, row normalized
- 4 covariates including intercept, some spatially correlated,
- Mixed ß : some spatially varying  $\beta_v(u_i,v_i)$  and some constant over the space  $\beta_c$

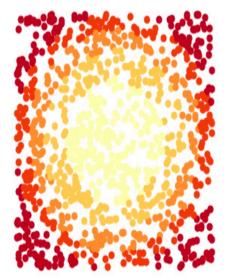
### Beta0





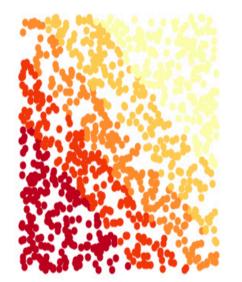
### Beta1

- under 0.3
- 0.3 0.46
- 0.46 0.58
- 0.58 0.68
- over 0.68



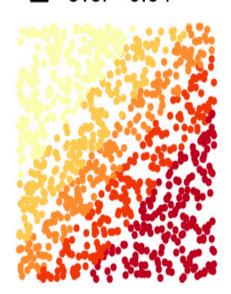
### Beta2

under 0.6
0.6 - 0.89
0.89 - 1.13
1.13 - 1.39
over 1.39



### Beta3

under -1.37
-1.37 - -1.1
-1.1 - -0.89
-0.89 - -0.64
over -0.64



## Monte Carlo: Submarket simulation

### 4 simulated submarkets cases:

- Different Beta for 4 submakets for observable covariates
- One spatially correlated covariate is not observed for all submarkets
- → introduce additionnal Spatial Heterogeneity + dependence between submarkets
- It has null Beta value for one submarket

→ 3 dependent submarkets + one fully independent submarket

## Monte Carlo: Submarket simulation

- 2 simulated submarkets case:
  - One case with different Beta
  - One case with same Beta

### → false submarket segmentation

## Monte Carlo preliminary results

Results based on this model:

$$Y_i = \lambda((u_i, v_i), T, S; h_d, h_t, k_s)WY + \beta_v((u_i, v_i), T, S; h_d, h_t, \rho_s)X_v + \epsilon_i,$$

- Bandwidths  $\rho_s$  for the independent submarket is closed to zero and  $\rho_s > 0$  for other submarkets (4 submarkets case)
- Bandwidth  $\rho_s$  for "false" submarket segment is closed to one (2 submarkets case)
- $\beta_i$  and spatial parameter  $\lambda_i$  unbiased

### **RESULTS for Developable land Sales Data**

- SAMPLE : 7 000 geolocalized sales of Developable land between 100 m<sup>2</sup> and 50000 m<sup>2</sup> in southern France (2007-2015)
- Simple didactic model:

log(prix)= surface + date + ndist\_cbd +
ndist\_dense\_urban\_area + ndist\_road |
(u<sub>i</sub>,v<sub>i</sub>),T,S

### **RESULTS for Developable land Sales Data**

- 4 potential submarkets based on different ways of classifying Developpable Land Sales form different data sources:
  - from fiscal administration database (1)
  - from fiscal administration database (2)
  - from digitalized Land Use Plan,
  - from SAFER (french agricultural administration that monitors undevelopped land sales).

#### **RESULTS on Developable land Sales**

MODEL	MAPE	CV (leave-one-out)	SSR
SAR	32.36 %	1412.12	1286.27
GWR	30.71 %	1376.69	1213.11
GWR + TIME	30.75 %	1377.084	1217.09
GWR + Spatial Dependence (GWRSAR)	29.54 %	1263.224	1164.58
GWRSAR + endogenous categorical segmentation	24.11 %	862.38	947.72

W = Adaptative bisquare (with 10 first spatial neigbours belonging to the same submarket)

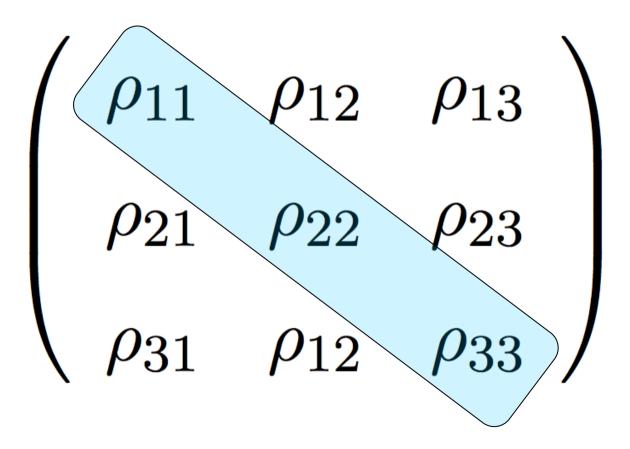
Optimal bandwidth (CV criteria) with adaptative gaussian kernel for distance and LR 2010 kernel for submarkets :

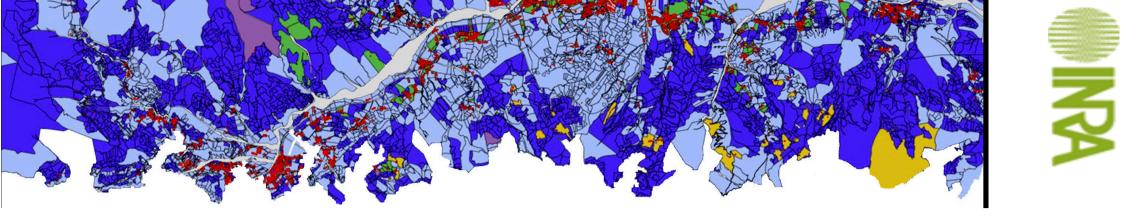
H\* = (h<sub>d</sub>=520 neighbours, ρ1=0.821, ρ2=0.662, ρ3=0.891, ρ4=0.085)

#### **RESULTS on Developable land Sales**

MODEL	MAPE	CV (leave-one-out)	SSR
SAR	32.36 %	1412.12	1286.27
GWR	30.71 %	1376.69	1213.11
GWR + TIME	30.75 %	1377.084	1217.09
GWR + Spatial Dependence (GWRSAR)	29.54 %	1263.224	1164.58
GWRSAR + categorical submarkets	24.11 %	862.38	947.32
GWRSAR with independent estimation of each segment	28.65 %	1093.35	828.35

Next Step for « shared spatial heterogenity » idea





# Thanks for your attention