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Predicting auctions 'like tipping a horse race'

MUCH like the election campaign, Melbourne's property market was charting unpredictable territory at the weekend.



Stock levels remain high compared with last winter. Results are mixed and largely determined by individual properties.

There were 561 auctions reported, which is about average for each week of the past month.

Although low compared with autumn, it is still a high level for winter stock, especially when compared with last year's July average of 332.

The weekend's clearance rate rose to 70 per cent for the first time since mid-June.

Leonardo Persichetti from Woodards TBM said stock seemed to be drying up, but anyone genuinely in the market was still out there to buy.

He said that while agents were reporting mixed results, particularly at the top end, outcomes were largely dependent on individual properties.

"If it's in the right spot and ticks the right boxes for buyers, it's going to get competition."

For instance, there were three bidders at a "hotly contested" auction at 10 Webb Street in Caulfield.

The rundown property, which provides potential for development, was on the market at \$ 1.3 million and eventually sold for \$1,423,000.

A property at 4 Pozieres Avenue, Elwood was on the market at \$2.14 million and had three bidders who pushed the selling price 10 to 15 per cent above reserve.

Predicting auction results was "like trying to pick a winner in a horse race", according to Advantage Property Consulting's Frank Valentic.

He was at 17/70 Park Street in St Kilda West, which had five bidders and sold for \$541,000.

It's a solid result, considering the apartment at number 14 sold 18 months ago for \$398,000.

Meanwhile, a double-storey Edwardian at 26 Frederick Street, which he expected would sell, was passed in on a vendor bid of \$ 1.1 million, below its \$ 1,185,000 reserve.

JPP buyer advocate Catherine Cashmore was at the auction of 1E Robinson Road, Hawthorn, which attracted five bidders and sold for \$677,000.

Advertised between \$ 690,000 and \$750,000, 2/61 Bealiba Road in Caulfield South had three bidders and sold for \$840,000.

Over in Malvern East, Michael Ramsay said the corner block at 2 The Boulevard, which was in need of renovation, managed to fetch \$910,000, above a \$860,000 reserve.

Four bidders attended the auction of a 1920s house at 114 Maltravers Road, Eaglemont, which sold for \$1.7 million.



Miles Real Estate's Keith Oldmeadow said there was a lot of competition for real estate in areas such as Eaglemont and Ivanhoe, where people tend to hold properties longer. As a result, he said, there were more buyers wanting to get into the area than there were people selling. That means "we usually have to tell people to just be patient", Mr Oldmeadow said.

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