



PRACTICAL GUIDE

How to Pull Real Comparable Sales

Where to find sold data in Victoria, how to weight comparables, and the adjustments that actually matter.

Defining a true comparable

- Same suburb (or directly adjacent if matched character).
- Sold in past 6 months; older sales need a market index adjustment.
- Same property type (house vs villa unit vs apartment).
- Within 10% of land size and 1 bed/bath of subject property.

Data sources

- REIV Sold Prices tool (subscription, \$30/month).
- Domain and realestate.com.au sold listings (free, less filterable).
- PriceFinder, CoreLogic Pro for paid investor-grade data.
- Selling agent's own list of recent sales (request it).

Adjustments to make

- Land size: \$4k to \$12k per square metre uplift for prime metro land.
- Number of bedrooms: \$50k to \$120k per additional bed in middle ring.
- Renovation condition: \$80k to \$250k for a full renovation vs original.
- Off-street parking: \$30k to \$80k for a single carport, more for double garage.

The output

- Bracket of 5 to 8 comps showing \$X to \$Y per sqm of building or land.
- Median per-sqm price applied to subject property's measurements.
- Range becomes your bidding ceiling, not the upper end.

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