THE DOCUMENTED PRICE GUIDE

What Kialla homes actually sold for.

Kialla has sold more homes than this since March 2025. These are the eighty-five we can prove. Each one is backed by a legal document or a published result. We've also put down how we price a home, what selling costs, and what to ask any agent before you sign.

$720,000	+1.9%	72 days	85 sales
MEDIAN HOUSE PRICE 12 MTHS TO AUG 2026	12-MONTH CHANGE TO 2026	TYPICAL TIME ON MARKET 12 MTHS TO AUG 2026	SALES WE HOLD A DOCUMENT FOR, $490,000 TO $1,200,000

Median house price and time on market: realestate.com.au suburb data for Kialla 3631, read 4 September 2026 — the median reconciles independently against a second sold-sales series over the same period. Twelve-month change: Cotality-fed suburb data, 2026. Documented sales on pages 2-3: lodged Statements of Information, plus results published on realestate.com.au and Domain.

Eighty-five Kialla sales. Every price on a document.

ADDRESS	SOLD	WHEN	SRC
132 River Road West	$1,200,000	Jun 2026	‡
126 River Road	$1,040,000	Nov 2025	§
5 Wartook Court	$980,000	Nov 2025	§
7 Wellington Court	$965,000	Sep 2025	§
4 Robin Street	$950,000	Feb 2026	‡
5 Quail Street	$935,000	May 2025	‡
26 Cockatoo Crescent	$908,000	May 2026	‡
100 Waranga Drive	$900,000	Feb 2026	§
19 Guseli Court	$900,000	Nov 2025	‡
138 Seven Creeks Drive	$895,000	Mar 2025	‡
11 Wendouree Drive	$880,000	May 2026	§
38 Burrumbeet Crescent	$880,000	Oct 2025	‡
12 Tyers Court	$880,000	Feb 2026	‡
21 Menindee Crescent	$855,000	Jan 2026	‡
2 Pertobe Drive	$850,000	Apr 2025	‡
8 Corangamite Drive	$840,000	Jan 2026	‡
3 Daylesford Crescent	$835,000	Mar 2026	‡
4 Marma Court	$830,000	Dec 2025	§
52 Malmsbury Crescent	$830,000	Jul 2025	‡
14 Hart Crescent	$825,000	Jun 2025	‡
11 Marma Court	$815,000	Jun 2026	§
34 Brambuck Avenue	$815,000	Jun 2026	‡
6 Bluebird Court	$815,000	Sep 2025	‡
6 Java Court	$815,000	Jan 2026	‡
2 Yambuk Place	$805,000	Aug 2025	‡
3 Merrimu Court	$805,000	Nov 2025	‡
44 Cimmaron Way	$800,000	Jun 2026	‡
21 Nillahcootie Crescent	$790,000	May 2026	§
15 Dean Drive	$790,000	Jun 2026	‡
99 Kialla Lakes Drive	$790,000	Nov 2025	‡
5 Kerang Avenue	$777,000	Aug 2025	‡
78 Sanctuary Drive	$775,000	Dec 2025	‡
12 Gilmour Crescent	$770,000	Mar 2025	‡
21 Cormorant Boulevard	$770,000	Mar 2026	‡
12 Warbler Street	$760,000	May 2025	‡
14 Lorikeet Street	$749,000	Mar 2025	‡
5 Calliope Lane	$749,000	Jul 2025	‡
198 Waranga Drive	$747,000	Aug 2026	‡
99 Wendouree Drive	$745,000	Nov 2025	§
1 Hawthorn Avenue	$744,500	Jun 2026	‡
17 Wilgarning Drive	$730,000	Jun 2025	‡
23 Sunbird Way	$715,000	Aug 2026	‡
24 Malmsbury Crescent	$705,000	Aug 2025	§
17 Rocklands Crescent	$705,000	Aug 2025	‡
11 Bookar Place	**$700,000**	Apr 2026	•§
12 Dutton Way	$700,000	Jan 2026	§
22 Forest Drive	$700,000	Aug 2026	‡
7 Cabernet Street	$700,000	Oct 2025	‡

Highest to lowest, continued on page 3. Sources and notes are on page 3.

The rest of the eighty-five.

ADDRESS	SOLD	WHEN	SRC
1 Mokoan Avenue	$695,000	Jun 2026	‡
56 Hoopers Road	$690,000	Mar 2025	§
8 Learmonth Avenue	$680,000	Aug 2025	‡
12 Tobourie Street	$680,000	Apr 2026	‡
4 Green Court	$680,000	Aug 2025	‡
22 Caspian Street	$676,000	Mar 2025	‡
14 Mallacoota Drive	$675,000	Jan 2026	‡
8 Serpentine Way	$670,000	Feb 2026	‡
2 Silverleaf Road	$670,000	May 2026	‡
6 Colac Close	$662,500	May 2025	‡
51 Settlers Drive	$655,000	Apr 2025	‡
19 Dartmouth Court	$655,000	Oct 2025	‡
43 Gordon Drive	$655,000	Dec 2025	‡
5 Connewarra Street	$650,000	Jun 2026	‡
15 Broadwater Road	$650,000	Jun 2026	‡
58 Gordon Drive	$650,000	Aug 2026	‡
18 Glenmaggie Avenue	$650,000	May 2025	‡
2 Yellowgum Drive	$645,000	Jul 2025	‡
20 Vickers Street	$640,000	Aug 2025	§

ADDRESS	SOLD	WHEN	SRC
6 Teatree Place	$640,000	Mar 2026	‡
7 Vickers Street	$630,000	Aug 2025	§
3 Illawarra Crescent	$630,000	Nov 2025	‡
4 Magpie Nook	$630,000	Dec 2025	‡
7 Kiewa Court	$615,000	Jun 2025	‡
2 Beeac Court	$610,000	Dec 2025	‡
24 Egret Drive	$610,000	May 2026	‡
22 Furphy Avenue	**$600,000**	Mar 2026	●§
20 Cimmaron Way	$599,000	Apr 2025	‡
31 Vickers Street	$590,000	Aug 2025	§
18 Sugargum Crescent	$590,000	Oct 2025	‡
2 Inverness Avenue	$560,000	Apr 2026	‡
39 Taig Avenue	$557,500	Apr 2026	‡
27 Balmoral Street	$552,000	Sep 2025	‡
7 Imperial Drive	$550,000	Apr 2025	‡
9 Watergum Place	$540,000	Sep 2025	‡
19 Riverview Drive	$515,000	Jul 2025	‡
28 Balmoral Street	$490,000	Jun 2025	‡

● **Stevens & Briant sale** — our own signed contract. Two of the eighty-five. § Republished from a Statement of Information lodged with one of our campaigns under the Estate Agents Act 1980 — the comparable-sales evidence every agent has to file, and most vendors never see. Seventeen rows carry one, including both Stevens & Briant sales. ‡ Published sold result, confirmed against the portal record to the dollar. Dates are contract months, not settlement months. Five rows are larger holdings rather than standard residential blocks: 126 River Road on 1.02 hectares, 56 Hoopers Road on 7,462 m^2, 7 Wellington Court on 3,963 m^2, and 15 Dean Drive and 132 River Road West on roughly 2,000 m^2 each. Real Kialla results, but a standard 800 m^2 block should not be priced off them.

These eighty-five are the sales we can hand you a document for — not every Kialla transaction in the period. A complete street-by-street file for your own street is part of the free price update (page 9).

What this means if you own in Kialla.

The eighty-five documented sales by price band. Sixty-five of them sold at $650,000 or more. The biggest band runs from $650,000 to just under $800,000.

01 Kialla is steady, not flat.

Our own lodged Statements of Information put the Kialla median at $670,000 across 2024 and $682,500 across 2025. Both figures are on legal documents, not estimates. Cotality-fed data has Kialla up 1.9% for the year. When a suburb moves that little, the individual sale sets the price, not the trend. The street, the land and the condition do more work than any percentage, so the evidence behind your number matters more here, not less.

02 The spread is $490,000 to $1,200,000. The median tells you almost nothing about your home.

Since March 2025, documented Kialla sales have ranged $710,000 apart. The street matters. Land size matters. So does what's been done to the place and how it presents. An appraisal that starts from the Kialla median instead of the sales on your own street is a guess.

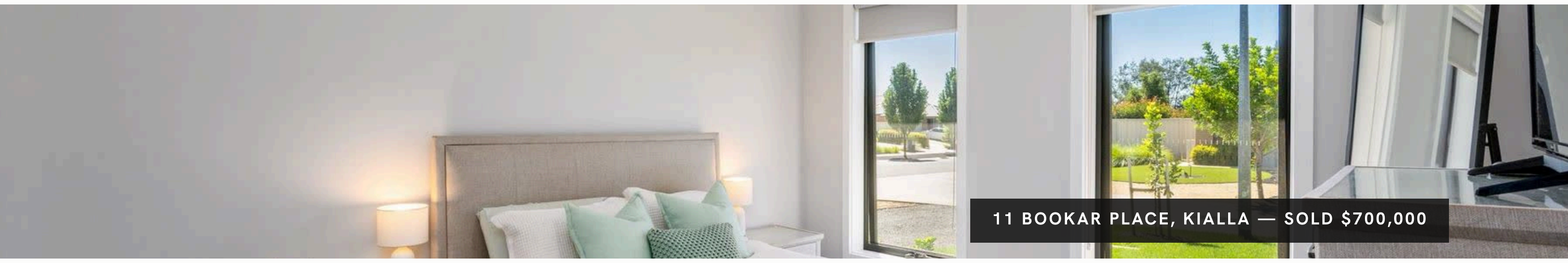
03 Most of the competition is at $700,000 and above.

Forty-eight of the eighty-five documented sales landed at $700,000 or above, and Marma Court alone sold twice in seven months. There are real buyers in that band, and homes there usually have more than one of them. Our job is making sure they all turn up.

THE PART NO GUIDE CAN DO

None of this tells you what your own home is worth. For that we build a file for your street before every price update. The next page shows how.

Observations are drawn solely from the documented sales on pages 2–3 and the sourced suburb statistics on the cover. They are general commentary, not an appraisal of any particular property.



How a home actually gets priced.

This is the process behind every price we advertise. There's nothing secret about it. The method is simple. The work is in the evidence and the judgment calls.

01 Start with your street, not the suburb.

We start with every documented sale on your street and the streets buyers compare it with. Same kind of table as pages 2 and 3, built around your address. The suburb median doesn't come into it.

02 Adjust for what Kialla buyers actually pay for.

Land size and usable yard. Side access and shedding. Position on the street. Build era and what has been renovated. How it presents. Each comparable is adjusted up or down against your home, in writing, with a dollar figure on each difference.

03 Set the range to bring buyers in, not to win your signature.

The advertised range has one job. Get every genuine buyer for your home through the door in the first fortnight. Some agents quote a big number to win the listing. It feels good for a week, then it scares off buyers and costs you more than any fee.

04 Check the price against real buyers at week two.

Enquiry numbers, inspection numbers, what buyers said, what they offered. If the price needs a look you'll see that evidence first, before anyone talks about moving it. That's different from being talked down off a number that was never real.

TRY IT YOURSELF TONIGHT

Pick the three sales on pages 2 and 3 most like your home. Is your land bigger or smaller? Street quieter or busier? Condition better or worse? Nudge each price up or down and you'll land in a rough range. That's the same first pass we do. After that it's the street file, the adjustments in real dollars, and knowing which buyers are around this month.

General method description — not an appraisal. Individual properties always require their own evidence file. Photo: 11 Bookar Place, Kialla — a sale from pages 2–3, marketed by Stevens & Briant.

What selling actually costs.

$0 – $2,600

VENDOR MARKETING ON OUR LAST FOUR DOCUMENTED CAMPAIGNS — THE ZERO WAS AN OFF-MARKET SALE, NO ADVERTISING AT ALL

Nobody publishes this part, so here it is, including what our own recent vendors paid where we can document it.

Agent’s fee

Agreed with you up front, in writing, before you sign anything. Every home and campaign is negotiated individually, so be wary of any agent quoting a standard rate before they’ve seen your property. What matters is that the number is fixed in the authority document, not worked out mid-campaign.

IN WRITING, BEFORE SIGNATURE — ALWAYS

Marketing

Photography, portals and signage are where the money goes. Gloss beyond that rarely changes the result. The range above is real. One vendor paid nothing because the buyer came off our database before the home reached the portals.

$0 – ~$2,600 ON OUR RECENT CAMPAIGNS · SOURCE: OUR 2026 CAMPAIGN RECORDS

Conveyancing

Your conveyancer or solicitor prepares the Section 32 and contract. Usually a few hundred dollars to around $1,500, depending on the property. Order it early. In our experience campaigns stall on paperwork more often than on buyers.

TYPICALLY UNDER $1,500 · ORDER BEFORE LAUNCH

Preparation

The only cost you fully control, and the one with the best return when it’s aimed right. Page 7 covers what’s worth doing and what isn’t.

YOUR CALL — SEE PAGE 7

The hidden one: a stale campaign

The most expensive cost never shows up on an invoice. A home that launches at a flattering price sits there, and buyers start wondering what’s wrong with it. Every extra month adds holding costs and hands bargaining power to whoever eventually buys. Kialla’s typical time on market is 72 days. The launch price decides which side of that number you land on.

AVOIDED BY PRICING FROM EVIDENCE — PAGE 5

Marketing range is drawn from Stevens & Briant campaign records, 2026, and will vary with property and campaign choices. Conveyancing figures are typical quoted ranges, not a quote. Time on market: realestate.com.au, 12 months to August 2026. Nothing on this page is financial advice.

PRESENTATION SELLS — 11 BOOKAR PLACE, KIALLA

Prep that pays, and the campaign week by week.

USUALLY WORTH IT

- **Paint touch-ups and small repairs.** A dripping tap or a scuffed wall makes buyers wonder what else hasn't been looked after.
- **The street face.** Lawn, edges, letterbox, front door. Buyers make up a lot of their mind before they reach the hallway.
- **Declutter and light.** Half the stuff, twice the space. Open every curtain for photos and opens.
- **A tidy shed and yard.** Buyers walk the whole block, not just the house. Let the shedding and side access be seen.

USUALLY NOT

- **The pre-sale kitchen or bathroom renovation.** You rarely get the money back, and you're renovating to your taste, not the buyer's.
- **Waiting for one more project to finish.** The market doesn't wait, and buyers rarely pay you back for it.

Spend where a buyer's eye lands in the first sixty seconds. We'll walk your home and tell you which jobs make that list and which to skip.

BEFORE LAUNCH	**Prep, photography, paperwork.** Section 32 ordered, Statement of Information lodged, price set from the street file using the page 5 method.
WEEK 1	**Launch everywhere at once.** Portals, social campaigns, and our buyer database gets called before the first open. Some homes sell right here.
WEEKS 2-4	**Opens, private inspections, feedback.** A written report after every open: who came, what they said, where the offers sit.
OFFERS	**Every buyer is worked against the next.** No first-offer pressure, and straight advice when an offer really is the market.
CONTRACT	**Exchange to settlement,** usually 30 to 60 days. We stay on the file until the keys change hands.

Kialla's typical campaign runs 72 days on market. A home priced from evidence and launched properly should beat that. 11 Bookar Place took 29 days to contract.

Preparation guidance is general commentary from our campaign experience, not property-specific advice. Time on market: realestate.com.au, 12 months to August 2026; 29-day example: 11 Bookar Place, launch 1 April 2026 (lodged SOI) to signed contract 30 April 2026 (our records).

Six questions to ask anyone who wants your listing.

Take this page to every agent interview, including ours. Ten minutes on these and you'll know who has the evidence.

01 "Show me your last six campaigns — advertised range against final price."

A good answer is a printed list. If their final prices sit well below their advertised ranges, that's how they'll price yours. Ours is on page 7.

02 "What will marketing cost me — and what did your recent vendors actually pay?"

Real numbers from real campaigns, in writing, before you sign. Ours are on page 6.

03 "If I'm not happy, can I leave — and what does it cost me?"

Ask about the exit before you sign. Our answer is a 30-day walk-away guarantee, in writing. Not happy in the first 30 days, walk away and pay nothing in agent service fees.

04 "Which buyers do you already have for a home like mine?"

A real answer names buyer types, budgets and how recently they inspected, not "heaps of interest". One of the campaigns behind page 6 sold to a database buyer before the home reached the portals. That vendor paid nothing for advertising.

05 "Why that launch price? Show me the evidence."

You want street-level sold results and written adjustments, like page 5. If they can't show you the file behind the number, there isn't one.

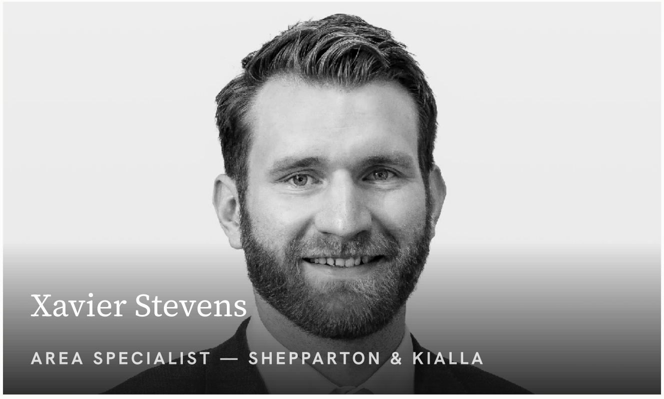
06 "Who picks up when a buyer calls on Saturday afternoon?"

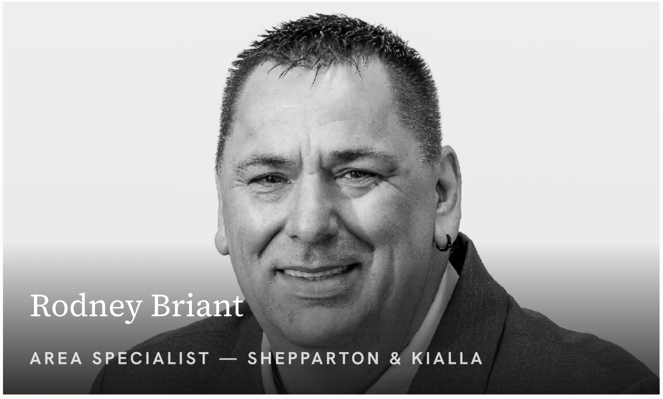
Buyers don't wait for Monday. There are two of us on this patch, so the call gets answered. Worth asking a solo operator who takes theirs on a Saturday.

Use these with any agency. Our answers are the same ones we'll give you in person, with the documents.

Put together by the team that lodged the documents.

"Every price in this guide comes from a legal document or a published result, because that's how we price homes too. We'd rather show you the evidence."





Two of the eighty-five sales on pages 2–3 are our own campaigns

5.0 from 53 reviews on realestate.com.au

A KIALLA EXAMPLE FROM PAGES 2–3

11 Bookar Place: advertised at $699,000 to $730,000, under contract at $700,000 in 29 days. Inside the range.

Want this file for your own street, with your home's number on it?

That's the free price update and selling plan: the documented sales on your street, what your home is worth today, and the campaign we'd run. One phone call. No agent at your door, no obligation. If you do list with us, the 30-day walk-away guarantee comes in writing.

stevensandbriant.com.au/sell.html

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Stevens & Briant operate under Area Specialist — Victoria. Sold prices are republished from lodged Statements of Information and from results published on realestate.com.au and Domain; suburb statistics as sourced on the cover. Sales and review figures: realestate.com.au, verified July 2026. This guide is general information, not an appraisal or financial advice. Prepared September 2026. Privacy: stevensandbriant.com.au/privacy.html