AREA SPECIALIST
STEVENS & BRIANT

SHEPPARTON · 2025-26

THE DOCUMENTED PRICE GUIDE

What Shepparton homes actually sold for.

Shepparton sold 646 houses in the past year. These are the ninety-four 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.

$540,000	+13.7%	46 days	94 of 646
MEDIAN HOUSE PRICE 12 MTHS TO AUG 2026	12-MONTH CHANGE AUG 2025 - AUG 2026	TYPICAL TIME ON MARKET 12 MTHS TO AUG 2026	SALES WE HOLD A DOCUMENT FOR, $310,000 TO $1,100,000

Median, annual change and time on market: realestate.com.au, Shepparton 3630 houses, twelve months to August 2026, read 4 September 2026. Domain publishes $500,000 on fewer sales; we quote realestate.com.au because a separate count of the full sold list for the same period also lands on $540,000.

Ninety-four of 646 sales. Every price on a document.

ADDRESS	SOLD	WHEN	SRC
19 Waters Road	$1,100,000	Sep 2025	§
80 Knight Street	$1,000,000	May 2026	§
3 Elizabeth Court	$882,500	Sep 2025	‡
7 Limousin Court	$815,000	Dec 2025	‡
119 Parkside Drive	$780,000	Feb 2026	‡
27-29 Hawdon Street	$780,000	Nov 2025	‡
55 Lincoln Drive	$735,000	Sep 2025	§
3 Holt Court	$730,000	Mar 2026	‡
7 Norton Avenue	$720,000	Nov 2025	§
31 Kensington Drive	**$715,000**	Oct 2025	•
165 Swallow Street	$710,000	Oct 2025	‡
7 Madeira Street	$699,000	May 2026	§
14 Protea Court	**$680,000**	Mar 2026	•
44 Glenlyon Avenue	**$670,000**	May 2026	•
20 Orchard Circuit	$665,000	Dec 2025	§
7 Alan Street	$665,000	Jan 2026	‡
63 Verney Road	**$660,000**	Feb 2026	•§
8 Norton Avenue	$660,000	Dec 2025	§
2 Da Vinci Drive	$650,000	May 2026	§
52 Fordyce Street	$650,000	May 2026	§
18 Sutherland Avenue	$645,000	Feb 2026	‡
11 Maude Street	$635,000	Jun 2026	‡
17 Wimmera Drive	$630,000	Apr 2026	‡
6 Fowler Street	$630,000	Aug 2026	‡
14 Banks Place	$628,000	Apr 2026	‡
4 Loddon Court	$625,000	Mar 2026	‡
24 Collodetti Crescent	$620,000	Jul 2026	‡
3 Protea Court	$620,000	Oct 2025	‡
34 Stanley Street	$620,000	Jun 2026	‡
6 Kingfisher Drive	$620,000	May 2026	‡
3 Morris Court	$610,880	Nov 2025	‡
4 Sunray Court	$610,000	Nov 2025	‡
35 Kirsten Street	$609,000	Jun 2026	‡
11 Delisle Avenue	$608,000	Oct 2025	‡
22 Meaklim Street	$605,000	Feb 2026	‡
1 Thomas Court	$600,000	Nov 2025	‡
38 Clive Street	$600,000	Jan 2026	‡
6 Jonagold Court	$600,000	Mar 2026	‡
46 Palmer Road	$587,500	Dec 2025	‡
33 Nicholas Street	$587,111	Feb 2026	‡
17 Scoresby Avenue	$585,000	May 2026	‡
26 Hare Street	$585,000	Sep 2025	‡
13 Collet Street	$580,000	Jul 2026	‡
6 Darling Court	$577,500	Oct 2025	‡
26 Sanderson Street	$575,000	Feb 2026	‡
33 Perrivale Drive	$575,000	May 2026	§
4 Varcoe Street	$575,000	Apr 2026	‡
24 Paterson Road	$566,500	Dec 2025	‡
58 Ferguson Road	$565,000	Jun 2026	‡
76 Orchard Circuit	$565,000	Feb 2026	‡
37 Wright Avenue	$562,500	Sep 2025	‡
6 Percival Street	$561,000	Jan 2026	‡
28-30 Isabella Street	$560,000	Sep 2025	‡
254 Archer Street	$550,000	Feb 2026	‡
31-33 Nicholls Avenue	$550,000	Dec 2025	‡
9 Verney Road	$547,500	Jan 2026	‡

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

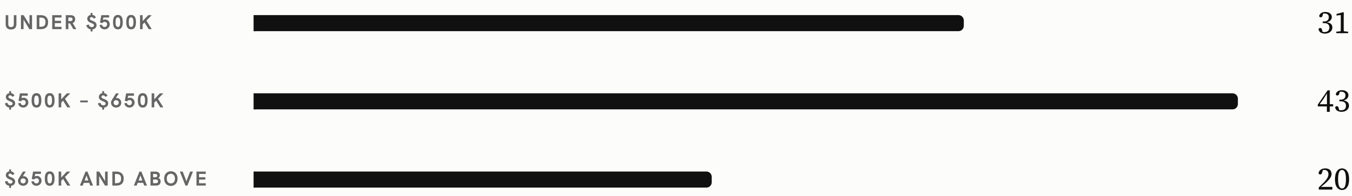
The rest of the ninety-four.

ADDRESS	SOLD	WHEN	SRC
13 Wentworth Street	**$545,000**	Mar 2026	•
3 Apsley Court	$545,000	Aug 2026	‡
3 Bruce Court	$540,000	Mar 2026	‡
45 Ferguson Road	$540,000	Jun 2026	‡
15 Krone Avenue	$525,000	Oct 2025	§
26 Howitt Road	$510,000	Sep 2025	‡
6 Dampier Avenue	$510,000	Apr 2026	‡
39 Halpin Crescent	**$497,500**	Dec 2025	•
10 Field Street	**$495,000**	Jan 2026	•
40 Wilmot Road	**$495,000**	Dec 2025	•
17 Wilmot Road	$494,700	Oct 2025	§
2 Wills Street	$490,000	Oct 2025	‡
30 Lagana Drive	**$490,000**	Apr 2026	•
73 Sutcliffe Street	$488,000	Mar 2026	‡
9 Poplar Avenue	$482,000	May 2026	‡
18 Community Street	$480,000	Feb 2026	‡
73 McDonald Street	$480,000	Jun 2026	‡
18 Maltby Road	**$478,000**	Mar 2026	•
3 Burns Court	$477,000	Dec 2025	‡
40 McEwen Street	$475,500	Oct 2025	‡
101 The Boulevard	$470,000	Jan 2026	‡
107 Ashenden Street	$470,000	Apr 2026	‡
14 Hamilton Street	$470,000	Mar 2026	‡
2 Sturt Street	$470,000	Jan 2026	‡
46 Poplar Avenue	$461,000	Oct 2025	§
32 John Street	$458,000	Oct 2025	§
309 Archer Street	**$450,000**	Mar 2026	•
31 Fahey Street	**$450,000**	Nov 2025	•
40 Longstaff Street	$450,000	Nov 2025	‡
3 Somerset Court	$445,000	Sep 2025	‡
14 Carlos Court	$435,000	Mar 2026	‡
12 Bradford Road	**$420,000**	Mar 2026	•
53 Community Street	**$400,000**	Mar 2026	•
1 Breage Court	$390,000	Nov 2025	‡
73 Regent Street	$370,000	Jul 2026	‡
8 Daish Court	$335,000	Dec 2025	‡
195 St Georges Road	$318,000	Sep 2025	‡
13 Malcolm Crescent	$310,000	Aug 2026	‡

• **Stevens & Briant sale** — published result. Fourteen of the ninety-four. § 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. Fifteen rows carry one; 63 Verney Road is both. ‡ Published sold result, confirmed against the portal record to the dollar. Dates are contract months. Two pairs are worth a look: 7 and 8 Norton Avenue sold within three weeks of each other, and Wilmot Road traded twice inside seven weeks. Worth a look if you live nearby.

realestate.com.au counts 646 Shepparton house sales in the twelve months to August 2026. These ninety-four are the ones we can hand you a document for — not every transaction in the period, and not units, land or acreage. 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 Shepparton.



Ninety-four documented sales by price band. Most of them sit between $500,000 and $650,000.

01 The Shepparton median is up $50,000 in two years, on our own paperwork.

Every Statement of Information we lodge shows the suburb median for the period. Ours read $455,000 for the year to September 2024, $465,000 to March 2025, $480,000 to September 2025, $494,700 for calendar 2025 and $505,000 for the year to March 2026. Same data series, two years, $50,000 higher. Each figure is on a document we filed, so you can check it.

02 Most of Shepparton sells between $500,000 and $650,000.

Forty-three of the ninety-four sales we can document sold in that band. Thirty-one sold under $500,000 and twenty sold at $650,000 or more. If your home sits in the middle band you have plenty of comparable sales to work with, and plenty of competition. Which sales you compare against matters more than the band itself.

03 The spread is $310,000 to $1,100,000. The median won't tell you much about your home.

Inside twelve months, documented Shepparton sales ran $790,000 apart. The street matters. Land size matters. So does what has been done to the place and how it presents. An appraisal that starts from the suburb median instead of the sales near your address is a guess.

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.

Median trend figures are as printed on Statements of Information lodged by Stevens & Briant for Shepparton 3630 houses over the periods stated. 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 the differences, in dollars, in writing.

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: 44 Glenlyon Avenue, Shepparton — 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. Shepparton’s typical time on market is 46 days on realestate.com.au’s figures and 30 on Domain’s. The launch price decides which side of those numbers 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, twelve months to August 2026, and Domain suburb profile, last twelve months, both read 4 September 2026. Nothing on this page is financial advice.

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.

A worked example from pages 2 and 3: 44 Glenlyon Avenue was advertised at $649,000 to $680,000 and went under contract at $670,000 on 22 May 2026. Inside the range we published.

Preparation guidance is general commentary from our campaign experience, not property-specific advice. 44 Glenlyon Avenue: advertised range as published on the listing, April–May 2026; executed Contract of Sale dated 22 May 2026, our records. Photo: 44 Glenlyon Avenue, Shepparton.

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.

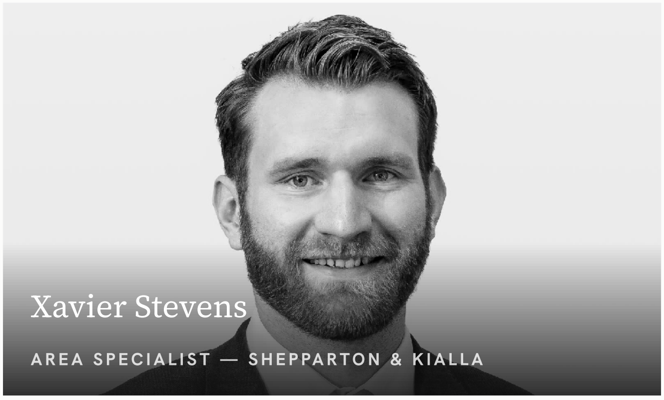
06 **"Who picks up when a buyer calls on Saturday afternoon?"**

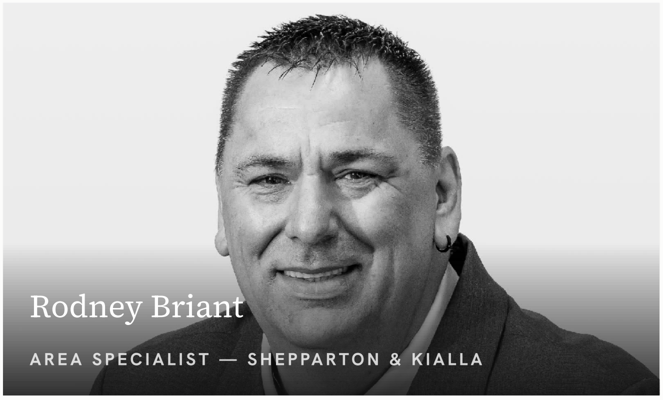
Buyers don't wait for Monday. There are two of us on this patch, so the call gets answered. Worth asking a solo operator who takes theirs on a Saturday.

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."


Xavier Stevens
AREA SPECIALIST — SHEPPARTON & KIALLA


Rodney Briant
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Fourteen of the ninety-four sales on pages 2–3 are our own campaigns

5.0 from 53 reviews on realestate.com.au

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A SHEPPARTON EXAMPLE FROM PAGES 2–3

44 Glenlyon Avenue: advertised at $649,000 to $680,000, under contract at $670,000 on 22 May 2026. 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 public records and lodged Statements of Information; suburb statistics as sourced on the cover. 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