Abstract

Using a unique eBay dataset of all auctions over a 5-month period of 5 similar tripods from one seller, we explore the determinants of final winning price. Previous literature has indicated significant correlation between winning price and the number of bidders, previous average selling price and late bidding. Using new measures, our results show that final price is also determined by the number of bids placed during the auction by the winning bidder, the number and nature of the winner's prior non-winning bids in auctions as well as the timing of the next available tripod auction.

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