

SHOULD YOU WAIT UNTIL AFTER THE ELECTION TO SELL?

As another federal election approaches, a few local homeowners have asked me the same question: “Should I hold off on listing my home until it’s over?”

It’s a fair concern. With headlines dominated by election news and political conversations ramping up, it can feel like the property market hits pause.

But here’s the reality: it doesn’t.

A recent report from Domain looked closely at this very question, and the findings were clear - elections don’t meaningfully impact buyer activity or sales volumes.

In fact, property sales across Australia remain steady in election months. Buyers are still out there, and they’re moving forward with purchases based on life needs like growing families, relocations, or downsizing - not political campaigns.

What about auctions?

It’s true that fewer auctions are scheduled on election day itself (many sellers understandably choose to avoid the clash), but here’s the surprising part - clearance rates are actually a little higher on election day. Why? With fewer auctions competing for attention, the buyers who do show up tend to be serious and ready to act.

Does it matter who wins?

While different governments do bring different policies, the data shows no clear pattern of one party consistently delivering better property price growth than the other. Market drivers like interest rates, supply and buyer confidence play a far greater role.

So, what does this mean for you?

If your home is ready and selling is on your mind, don’t let the election be the reason to delay. In fact, listing when others are waiting on the sidelines can actually help your property stand out, thanks to reduced competition.

To learn more,
read the full
Domain report

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Mythbusting:
The impact of a
federal election
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market

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