



Factsheet

Agent Fact Sheet – 30 October 2026

HomeSeeker SA listing and sales process

About HomeSeeker SA

HomeSeeker SA is a state government initiative that provides [eligible homebuyers](#) with exclusive access to affordable homes.

Properties listed on the [HomeSeeker SA website](#) must be offered at a **fixed price** for a minimum of **60 days**, giving eligible homebuyers an exclusive opportunity to purchase the property before it can be marketed to the broader public.

During the HomeSeeker SA exclusive listing period, properties may only be sold to eligible buyers who have been selected through the HomeSeeker SA ballot process and have submitted a completed, signed and witnessed Declaration of Eligibility. Where no eligible purchaser is selected through the ballot process, or a selected purchaser does not proceed with the purchase, the property may remain listed on the HomeSeeker SA website for a further ballot or until the exclusive listing period expires.

Following the exclusive listing period, properties may be marketed and sold through the open market. However, the sale price must not exceed the approved affordable sale price, in accordance with the developer's affordable housing agreement with the Department for Housing and Urban Development (DHUD).

The HomeSeeker SA website promotes affordable housing opportunities delivered by both the private development sector and the state government. Affordable housing is delivered through:

- A range of newly built, affordable homes and land opportunities developed through the SA Housing Trust and Renewal SA.
- Private developers who are required to deliver a minimum amount of affordable housing as a condition of purchasing former government-owned land.
- Private developers who deliver affordable housing in accordance with South Australian planning policy and access planning incentives designed to increase the supply of affordable housing.

Affordable sale price

As of 30 October 2026, affordable housing properties must be made available to home buyers at or below the following sale prices:

	Affordable Sale Price	Variance (+ 5%)	Variance (+ 10%)	Variance (+ 15%)	Shared Equity Cap
Greater Adelaide dwelling sale price	\$522,000	\$549,000	\$575,000	\$601,000	\$696,000
Greater Adelaide land only sale price	\$235,000	n/a	\$259,000	n/a	n/a
Rest of SA dwelling sale price	\$401,000	\$422,000	\$442,000	\$462,000	\$535,000
Rest of SA land only sale price	\$181,000	n/a	\$200,000	n/a	n/a

*Dwelling sale prices include house-and-land packages and apartments. All prices are inclusive of GST.

Eligible buyer criteria

To be eligible, buyers must meet all of the following criteria:

- be aged 18 or over and be an Australian citizen or permanent resident
- not currently own a residential property and plan to live in the new affordable home for at least 6 months following property settlement
- have finance pre-approval from a bank or financial institution
- have an annual income and assets below the applicable limits

	Single person household		Multi-person household (including single parents, couples and families)	
	Annual Income Limit	Asset Limit	Annual Income Limit	Asset Limit
Greater Adelaide	\$120,000	\$600,000	\$155,000	\$766,000
Rest of SA	\$95,000	\$600,000	\$120,000	\$766,000

The eligibility criteria are updated from time to time and published on the [HomeSeeker SA eligibility webpage](#). Buyers must provide the property Agent with a signed Declaration of Eligibility (statutory declaration) as a self-assessment of their eligibility.

Exemptions to the eligibility criteria based on exceptional circumstances may be granted at the discretion of DHUD, via the homeseeker@sa.gov.au email address. Agents must not sell a HomeSeeker SA property to a buyer who does not meet the eligibility criteria unless they have provided the agent with a written letter of exemption from DHUD.

The HomeSeeker SA sales process

1. Promote upcoming projects

Prior to releasing homes for sale, contact the Affordable Housing and Market Solutions team in DHUD to discuss opportunities to promote the project to the HomeSeeker SA audience, including:

- project email campaigns
- 'Coming soon' project listings
- social media promotion.

2. Submit properties for listing

To request a property listing on HomeSeeker SA, complete a [HomeSeeker SA Listing Form](#) and [Price Variance Application](#) and submit both, together with property images, to: homeseeker.partners@sa.gov.au.

The Affordable Housing and Market Solutions team will advise when listings have been published.

Agents who receive enquiries or leads must direct interested buyers to the HomeSeeker SA website to apply for the ballot for that property.

3. Ballot of interested buyers

Following the publication of the property listings, HomeSeeker SA will collect a list of the interested buyers who have applied to be part of the ballot.

Before entering a ballot, buyers must:

- assess their eligibility against the criteria
- obtain finance pre-approval
- if shared equity financing is mandatory for the property, the buyer must have finance pre-approval or a letter of comfort from a HomeStart authorised broker or from the Australian Government's Help to Buy shared equity scheme

Buyers will only be entered into the ballot once their identity has been validated during the application process.

4. Ballot draw

The ballot draw randomly determines the order of eligible buyers. The first eligible buyer in that order becomes the candidate. If the candidate is found to be ineligible or withdraws, the next buyer in the order becomes the candidate.

At the conclusion of each draw, the Affordable Housing and Market Solutions team will notify the agent of the candidate for each property and advise the candidate of the next steps. The team will also notify both parties if the next buyer in the ballot order becomes the candidate.

If no eligible buyers apply before the ballot is drawn, or if a successful applicant withdraws after submitting their Declaration of Eligibility, the ballot will be reopened, and a new draw will be conducted in line with the ballot schedule.

The ballot schedule identifies when each ballot opens, closes and is drawn. Further ballots will be scheduled if required.

While eligible buyers can apply for multiple ballots, they can become a candidate for only one property at a time.

5. Contact the candidate

The candidate must be invited to proceed with the purchase.

Agent is required to:

- Contact the candidate within 24 hours of receiving their details.
- Verify the Candidate's eligibility using reasonable, evidence-based checks.
- Confirm pre-approved finance, including shared equity where required.
- Send the Candidate a Declaration of Eligibility to be signed and witnessed. View the list of authorised witnesses for statutory declarations.
- Allow the Candidate 5 calendar days to return the signed and witnessed Declaration of Eligibility.

Provide the signed and witnessed Declaration of Eligibility to homeseeker.partners@sa.gov.au

If the candidate:

- is unable to demonstrate eligibility; or
- is unable to secure finance; or
- does not return a completed Declaration of Eligibility within the 5 days; or
- advises that they no longer wish to proceed; or

- is unable to satisfy the purchasing requirements,

the agent must contact homeseeker.partners@sa.gov.au to:

- provide a brief explanation of why the sale did not proceed; and
- request the next candidate in the ballot order.

For the next candidate, repeat the process: make contact within 24 hours, confirm eligibility and obtain a signed and witnessed Declaration of Eligibility. The Declaration of Eligibility must be received and sent to homeseeker.partners@sa.gov.au within 5 calendar days.

6. Enter into a contract of sale

Once the candidate returns a signed and witnessed Declaration of Eligibility, the agent may proceed with a standard contract of sale. HomeSeeker SA does not require any amendments or modifications to a sales contract or Form 1 documentation.

7. If the sale does not proceed

If a candidate meets the eligibility criteria and provides a signed and witnessed Declaration of Eligibility but does not complete the purchase, a new ballot will be required in accordance with the ballot schedule, provided the property remains within the exclusive listing period.

Terms and conditions for HomeSeeker SA listings

- New build properties must comply with the HomeSeeker SA [Turn Key Standard](#).
- Properties must be offered exclusively to eligible buyers for the period agreed by the vendor and DHUD (exclusive listing period).
- Any external marketing or promotion undertaken while the property is listed with HomeSeeker SA must include HomeSeeker SA branding and disclaimers and must direct potential customers to the HomeSeeker SA website.
- All properties must be listed at a fixed price and under the approved affordable sale prices.
- While listed on the HomeSeeker SA website, dwellings must be exclusively sold to eligible buyers through the ballot process.
- The Agent must contact the candidate, validate their eligibility status, and provide a HomeSeeker SA Declaration of Eligibility form.
- A HomeSeeker SA Declaration of Eligibility must be completed by the eligible home buyer and returned to the DHUD by the agent as part of the process.
- After the exclusive listing period has expired, the listing will be removed from the HomeSeeker SA website. If a candidate has not been provided by the Affordable Housing and Market Solutions team, the vendor can make the property available to the open market.
- The HomeSeeker SA website may only list a maximum of 5 identical properties within the same development per week. If you have more than 5 properties to list on HomeSeeker SA website, then the listing start dates may be staggered. At the discretion of the DHUD, you may request to list more than 5 identical properties at once.

Frequently Asked Questions

When is the ballot open, closed, and drawn?

The ballot will commence when the property is first listed and will close on the first business day that falls on or after the 11th calendar day of the listing.

What happens if a buyer is not secured during the ballot?

Up to 5 ballots are run within the 60-day exclusive listing period, or until a buyer is secured, whichever occurs first.

Can I request a shorter or longer ballot period?

No, the ballot period is set by the program to maintain a fair and consistent process for all applicants.

How do we know when the ballot is open, closed, and drawn?

The ballot is open as soon as the listing is published to the HomeSeeker SA website. The listing will include the date the ballot closes and is drawn.

How long will it take to receive the candidate's contact details?

These will be made available by the next business day.

What if the candidate does not provide their Declaration of Eligibility in time, is not eligible, or is no longer interested?

Contact us at homeseeker.partners@sa.gov.au. Include the property name, the candidate's name and a brief explanation of why the candidate cannot proceed. While the candidate has an exclusive opportunity to buy, we understand that their circumstances can change. The next buyer in the ballot order will become the candidate.

What if the candidate's situation changes after the Declaration of Eligibility has been forwarded?

If the candidate cannot proceed after the Declaration of Eligibility has been forwarded, and the listing is still within the exclusive listing period (60 days), a new ballot will be scheduled.

Can I choose to continue using the first-in-line process?

We are retiring the first-in-line process. Contact us on homeseeker.partners@sa.gov.au for the opportunity to discuss further.

Further Information

Affordable Housing and Market Solutions

Department for Housing and Urban Development

Website: www.homeseeker.sa.gov.au/developers

Email: homeseeker.partners@sa.gov.au