

Ingleburn
Property Factsheet
1st Half 2018





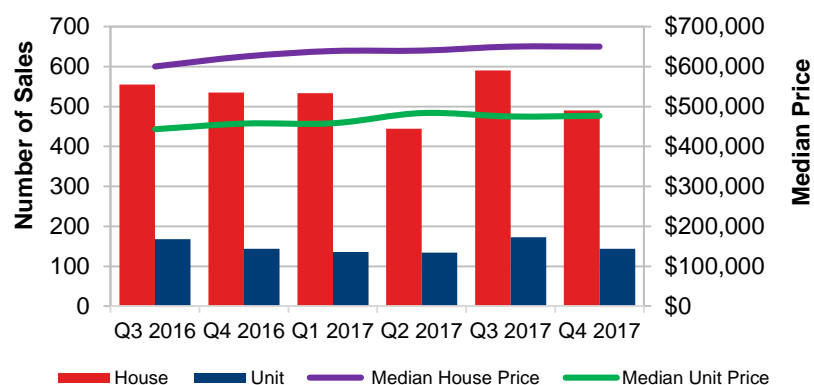
MARKET CONDITIONS

The Ingleburn* property market recorded a median house price of \$735,000 and \$476,750 for units in Q4 2017, representing an annual price change of 9.3% and 5.9% respectively. Over the same period of time house prices in the Campbelltown Local Government Area (LGA) grew by 4.0% to \$650,000 and unit prices grew by 4.2% to \$476,750. Ingleburn* house price and capital growth sit well above the Campbelltown LGA, indicating a more highly sought after market by buyers.

Average vendor discounting in Ingleburn have gradually widened over the past 12 months, currently at -4.5% for houses and -4.8% for units in Q4 2017. This indicates a growing buyers market where there is more room for negotiation on original listing prices. This puts Ingleburn* in a unique market equilibrium where buyers are able to benefit from increased affordability yet sellers are rewarded with positive capital growth.

House median rent in Ingleburn* have experienced positive growth of 6.7% over the past 12 months, currently at \$480 per week in Q4 2017. Unit rental prices have remained relatively stable at \$380 per week. Over the same timeframe, the number of properties being rented for both houses and units have increased significantly, reaching up to 473 and 182, respectively. Low vacancy rates of 2.0% continue to demonstrate the strong demand in the area, especially when compared to Sydney (2.6%). Astute investors are benefiting from strong rental yields of 3.5% for houses and 3.9% for units, which is more rewarding than Sydney's 2.9% (houses) and 3.8% (units).

CAMPBELLTOWN CITY COUNCIL GROWTH



OVERVIEW

Ingleburn is a suburb situated approx. 44 kilometres from the Sydney CBD. This small hub is an ideal location for families and professionals due to its convenient access to the commercial centres of Liverpool and Campbelltown. Residents benefit from available services, schools, commercial districts and public transport.

Change from Last	Year	Half Year
House Sales	↓	↓
House Median Price	↑	↔
House Rental Price	↑	↑
Unit Sales	↓	↓
Unit Median Price	↑	↔
Unit Rental Price	↑	↓

FUTURE DEVELOPMENTS**

Ingleburn* is set to see approx. \$346.9M of new projects commencing in the 1st half of 2018. Commercial accounted for the majority of development value (51.7%), totaling an estimated \$179.4M of projects. This was followed by residential developments, at approx. \$101.1M (29.1%), infrastructure projects (\$55.4M, or 16.0%) and mixed use developments (\$11.0M or 3.2%).

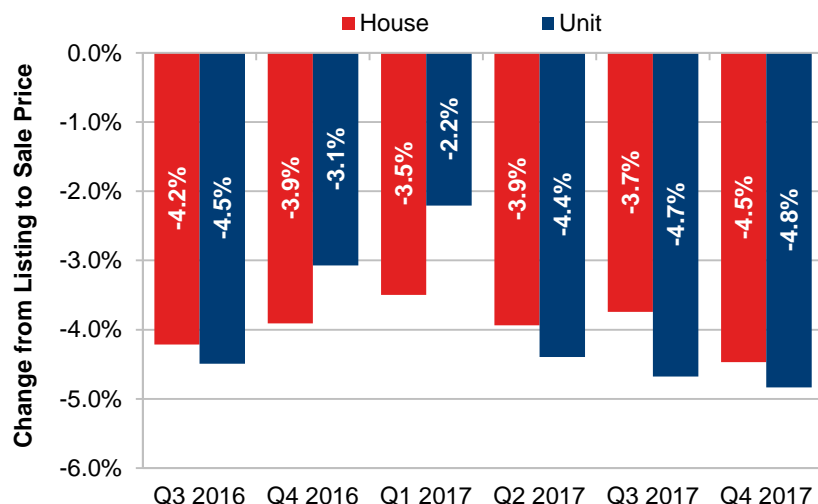
A significant commercial project over the 1st half of 2018 is the Qube Warehouse and Logistics Hub Moorebank. The project is estimated at \$141.5M and will involve the construction of a variety of sized warehouses with ancillary office space. The project is anticipated to complete by May 2020.

Ingleburn* plans to add 1355 new lots in 1st half 2018. A major residential project is the Willowdale Estate Subdivision. With an estimated value of \$28.0M, this project is due to complete by 2020 and will provide 581 new residential lots with parks, roads and pathways.

*Ingleburn market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn/Denham Court, Macquarie Field, Minto, Campbelltown, Oran Park.

**Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value. Quoted construction and completion dates are estimate only, as per relevant data authority. Source: APM Pricefinder, ABS, SQM Research, Cordell Connect. © Copyright PRDNationwide 2018.

AVERAGE VENDOR DISCOUNT*



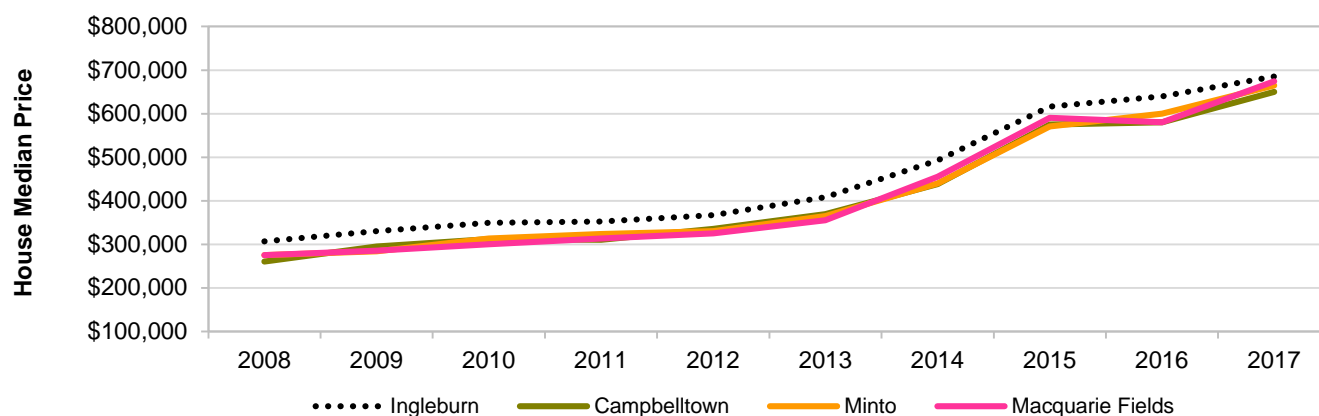
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to zero) suggests buyers are willing to purchase close to the first asking price of a property.

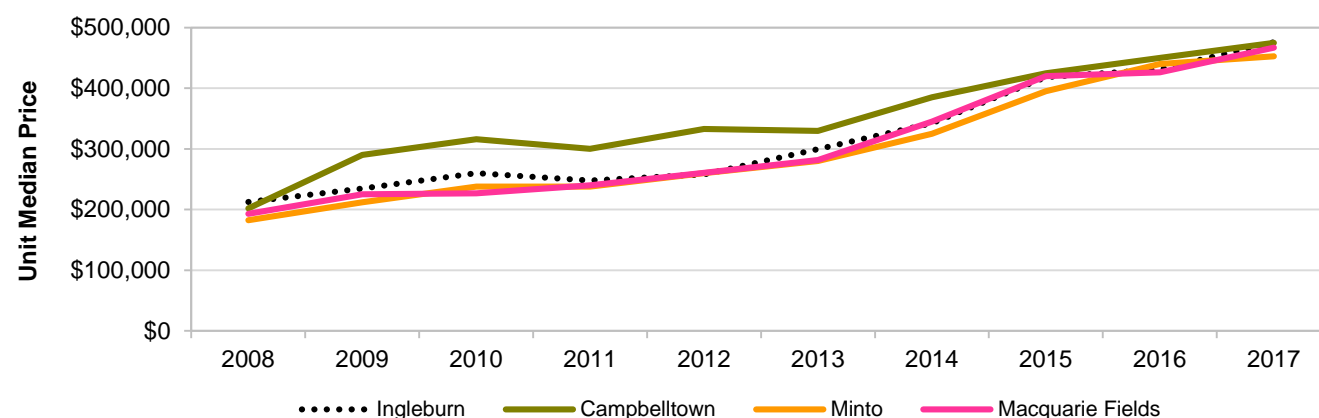
MARKET COMPARISON GRAPH

The market comparison graph provides comparative trend for median price of house and units over the past 10 years. Suburbs profiled are chosen based on proximity to the main suburb analysed in the factsheet, which is Ingleburn. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON

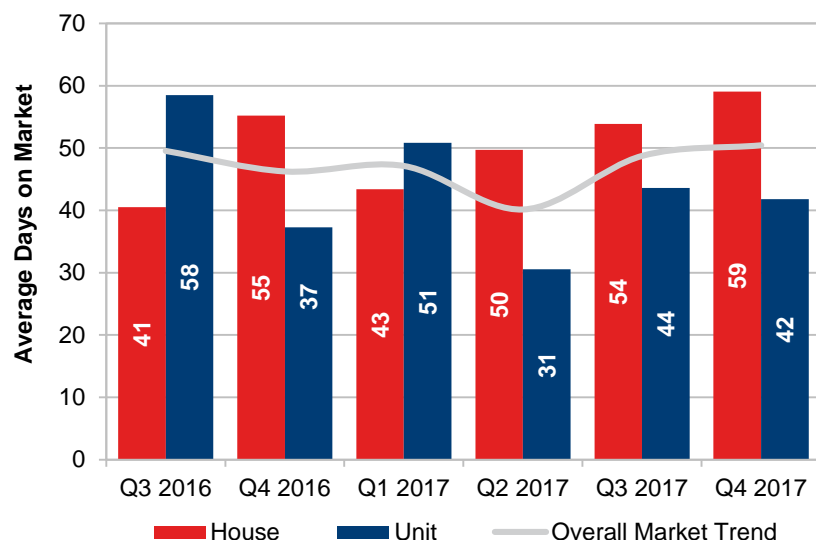


UNIT MARKET COMPARISON



*Ingleburn market data encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn/Denham Court, Macquarie Field, Minto, Campbelltown, Oran Park. Source: APM Pricerfinder, realestate.com.au, Real Estate Institute of Australia. © Copyright PRDNationwide 2018.

AVERAGE DAYS ON MARKET**



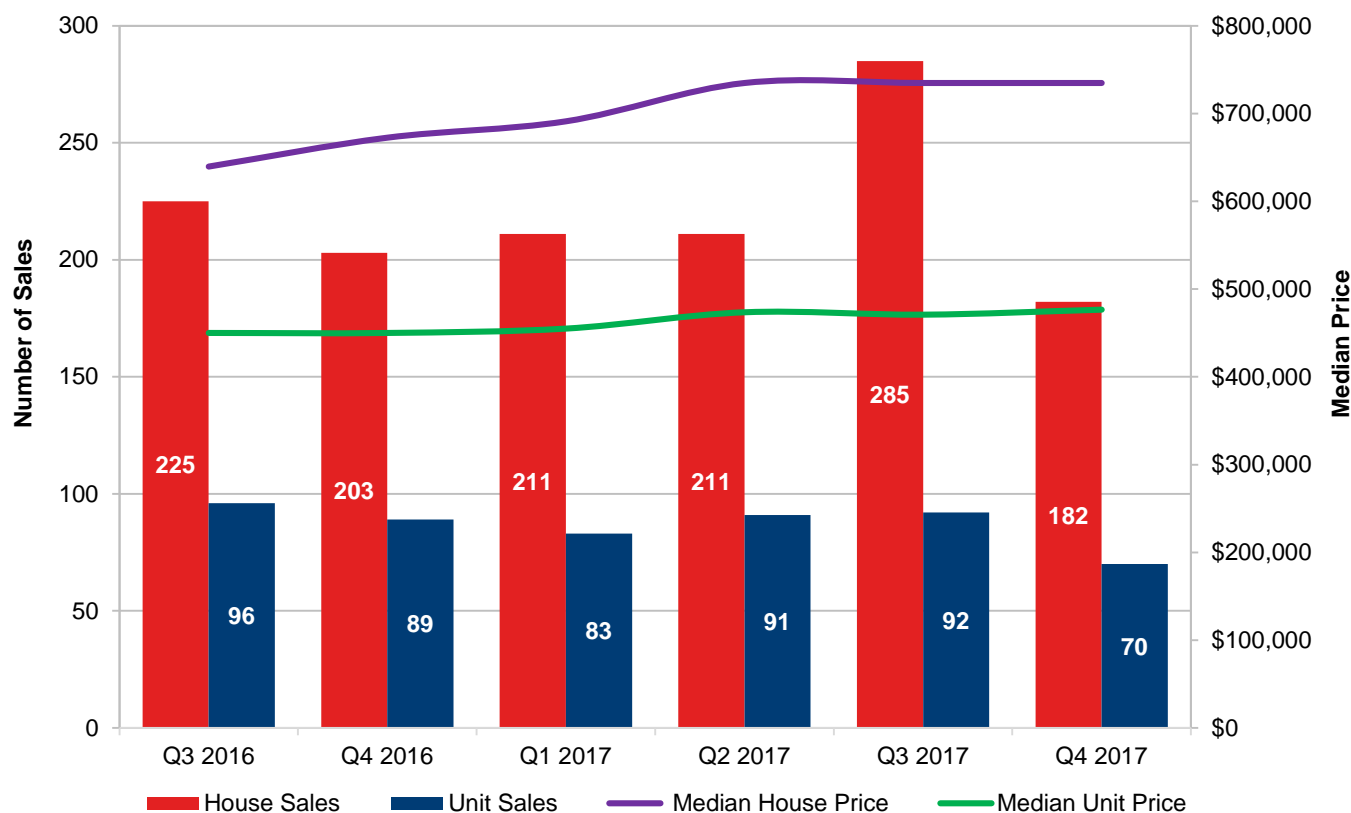
HOUSE KEY FACTS Q4 2017

Median Sale Price: \$735,000
Annual Growth: 9.3%*
Average Days on Market: 59
% Change between First Listed Price and Sold Price: -4.5%

UNITS KEY FACTS Q4 2017

Median Sale Price: \$476,750
Annual Growth: 5.9%*
Average Days on Market: 42
% Change between First Listed Price and Sold Price: -4.8%

SALES AND MEDIAN PRICE**

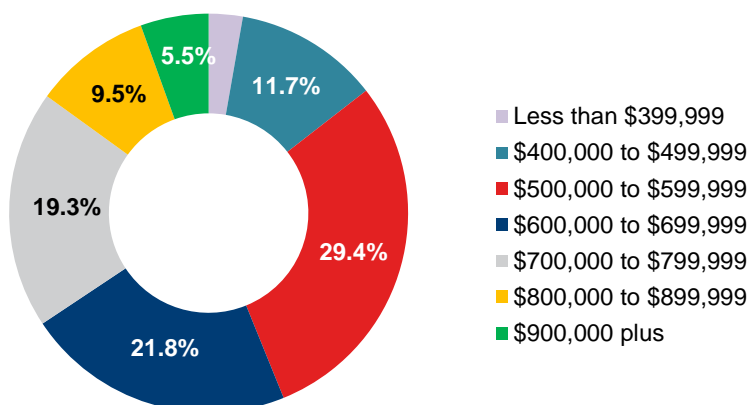


*Annual growth represents price growth for property transactions between Q4 2016 to Q4 2017 (inclusive).

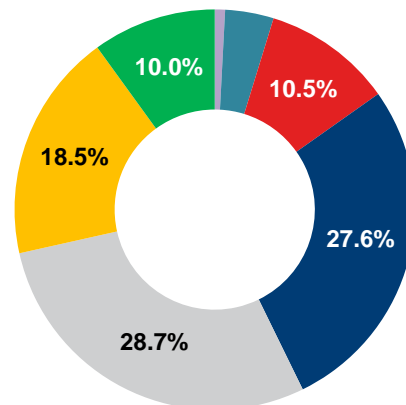
**Ingleburn market data encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn/Denham Court, Macquarie Field, Minto, Campbelltown, Oran Park. Source: APM Pricerfinder, SQM Research. © Copyright PRDNationwide 2018.

SALES PRICE POINT ANALYSIS*

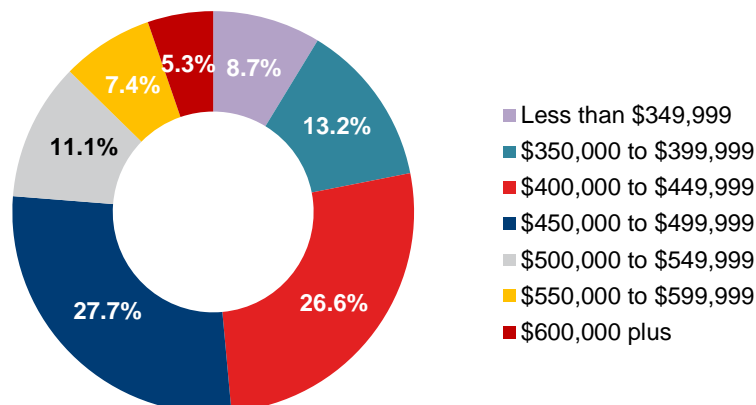
HOUSE PRICE POINT 2016



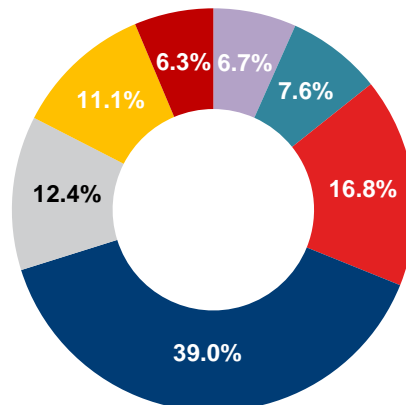
HOUSE PRICE POINT 2017



UNIT PRICE POINT 2016



UNIT PRICE POINT 2017



KEY IMPLICATIONS - HOUSE

The proportion of houses sold in Ingleburn* during 2017 were mainly in the \$700K-\$800K bracket, increasing significantly from 19.3% in 2016 to 28.7% in 2017. Sales in the \$500K – \$600K bracket have contracted significantly from 29.4% to 10.5%, indicating a noticeable shift in the high and low price points of the Ingleburn* house market.

In 2017, the number of sales between \$600K – \$700K increased to 27.6%, showing a resilience of affordable house options in an area with strong capital growth. That said, sales in price brackets \$800K – \$900K and \$900K plus have almost doubled to 18.5% and 10.0%, indicating increasing appetite for higher priced properties.

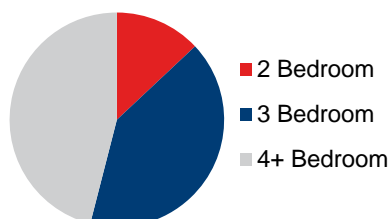
KEY IMPLICATIONS - UNIT

The proportion of units sold in Ingleburn* during 2017 were mainly in the \$450K-\$500K price segment, increasing significantly from 27.7% in 2016 to 39.0% in 2017. Over the same time, Ingleburn experienced a large contraction of sales in the \$400K to \$450K price bracket, recording less than 16.8% in 2017. This signals a minor shift in the structure of sales where prices are strengthening in the mid range of the Ingleburn's* unit market.

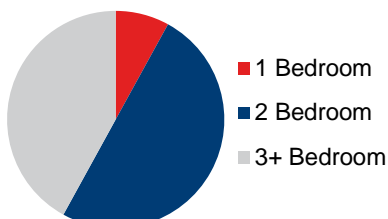
In 2017, the number of sales in price segments above \$500K experienced partial growth, indicating higher quality of stock becoming available for astute buyers and investors that are looking to enter the Ingleburn* market.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q4 2017

Median Rent Price: \$480 per week
Suburb Rental Yield: 3.5%
Average Days on Market: 29
Bedroom Breakdown:
2 Bed: 13%, 3 Bed: 41%, 4+ Bed: 46%

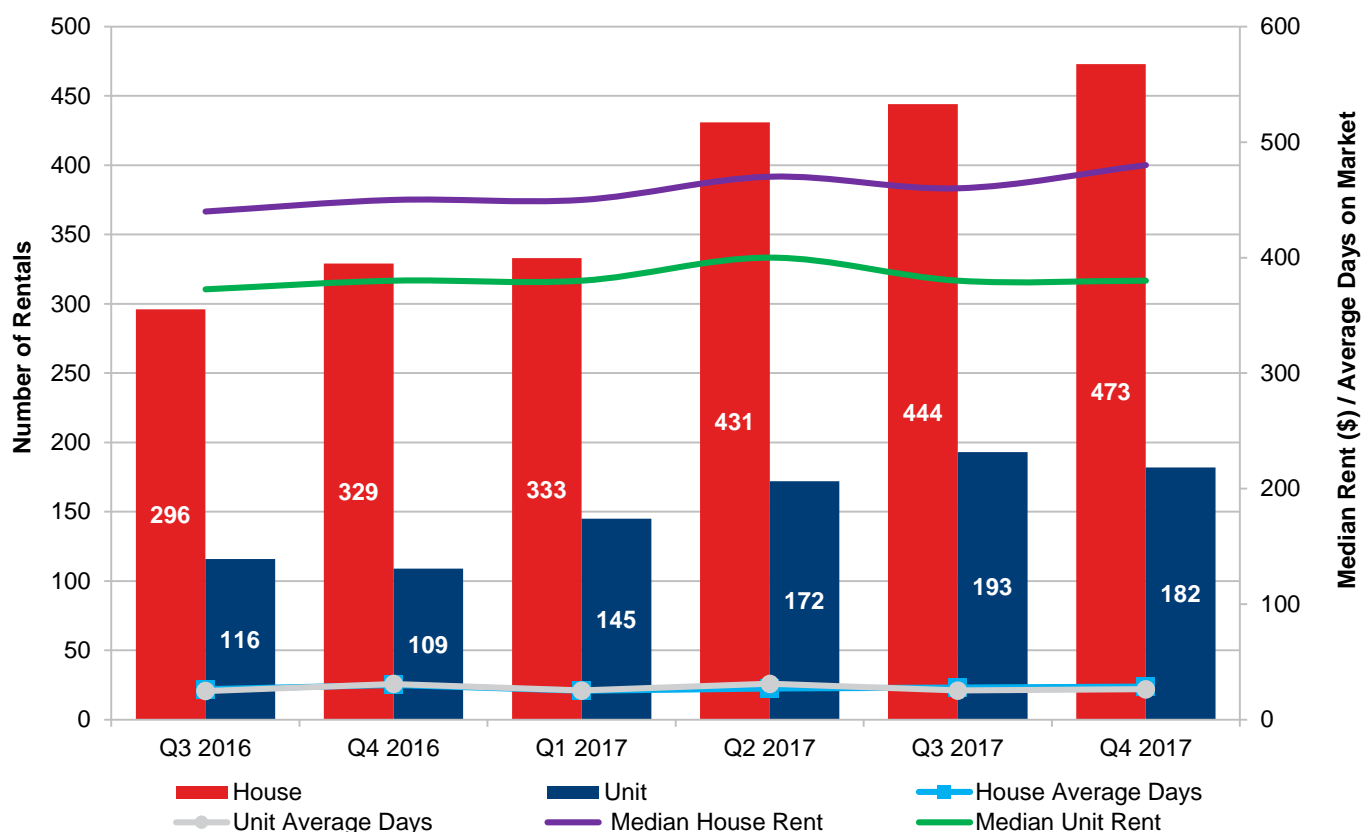
UNITS KEY FACTS Q4 2017

Median Rent Price: \$380 per week
Suburb Rental Yield: 3.9%
Average Days on Market: 26
Bedroom Breakdown:
1 Bed: 8%, 2 Bed: 50%, 3+ Bed: 42%

KEY COMMENTS

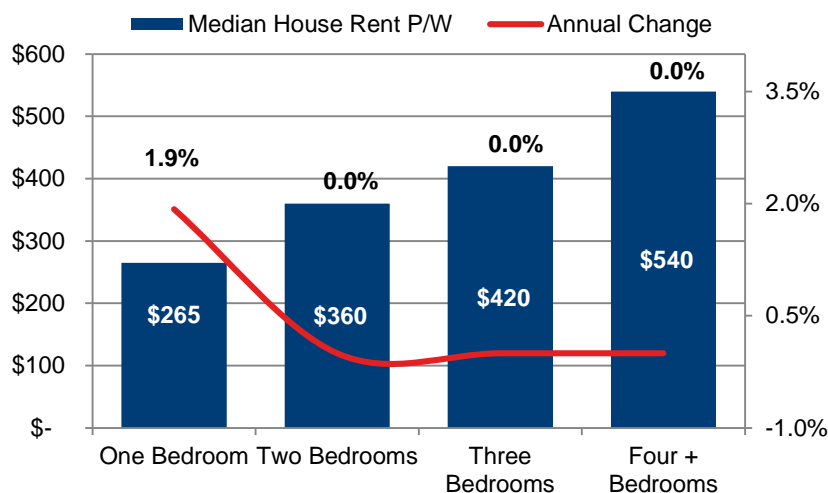
Interest in the Ingleburn area* has been recorded at an average of 538 online visits per property. House rental prices have seen strong growth (6.7%) over the past 12 months to Q4 2017, currently at \$480 per week. Over the same time, the number of rental properties increased significantly by 43.8% (house) and 67.0% (units) indicating high rental demand. This suggests Ingleburn* as a profitable yet more affordable investment option to Sydney, and now is the time for investors to act.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Ingleburn market data encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn/Denham Court, Macquarie Field, Minto, Campbelltown, Oran Park. Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2017*



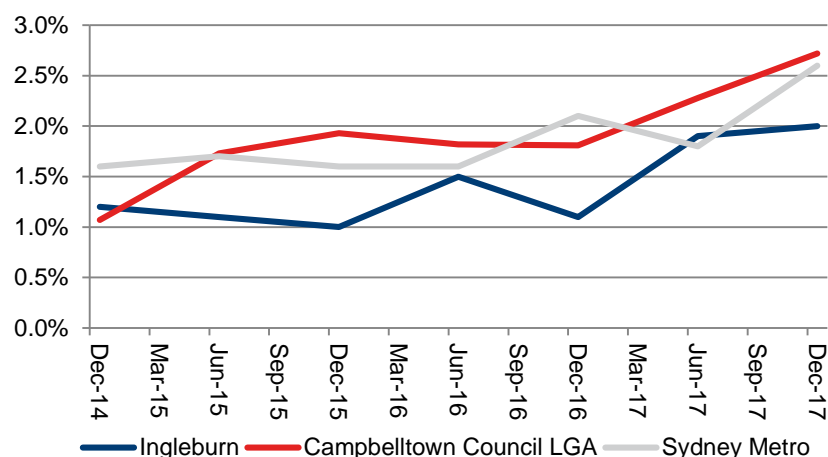
KEY COMMENTS

The Ingleburn, Campbelltown, Macquarie Fields, Minto and Campbelltown LGA house and unit yields prove to be strong, as they are all positioned above the Sydney Metro rental yields.

1 Bedroom houses provide the highest annual rental growth at 1.9%, currently at \$265 per week in 2017.

The Ingleburn vacancy rate was recorded at 2.0% in December 2017 which has trended slightly upwards over the past 12 months. That said, the Campbelltown LGA (2.7%) and Sydney Metro (2.6%) vacancy rate has remained higher, suggesting Ingleburn as a more attractive opportunity for positive investment returns.

VACANCY RATES 2017



RENTAL YIELD 2017

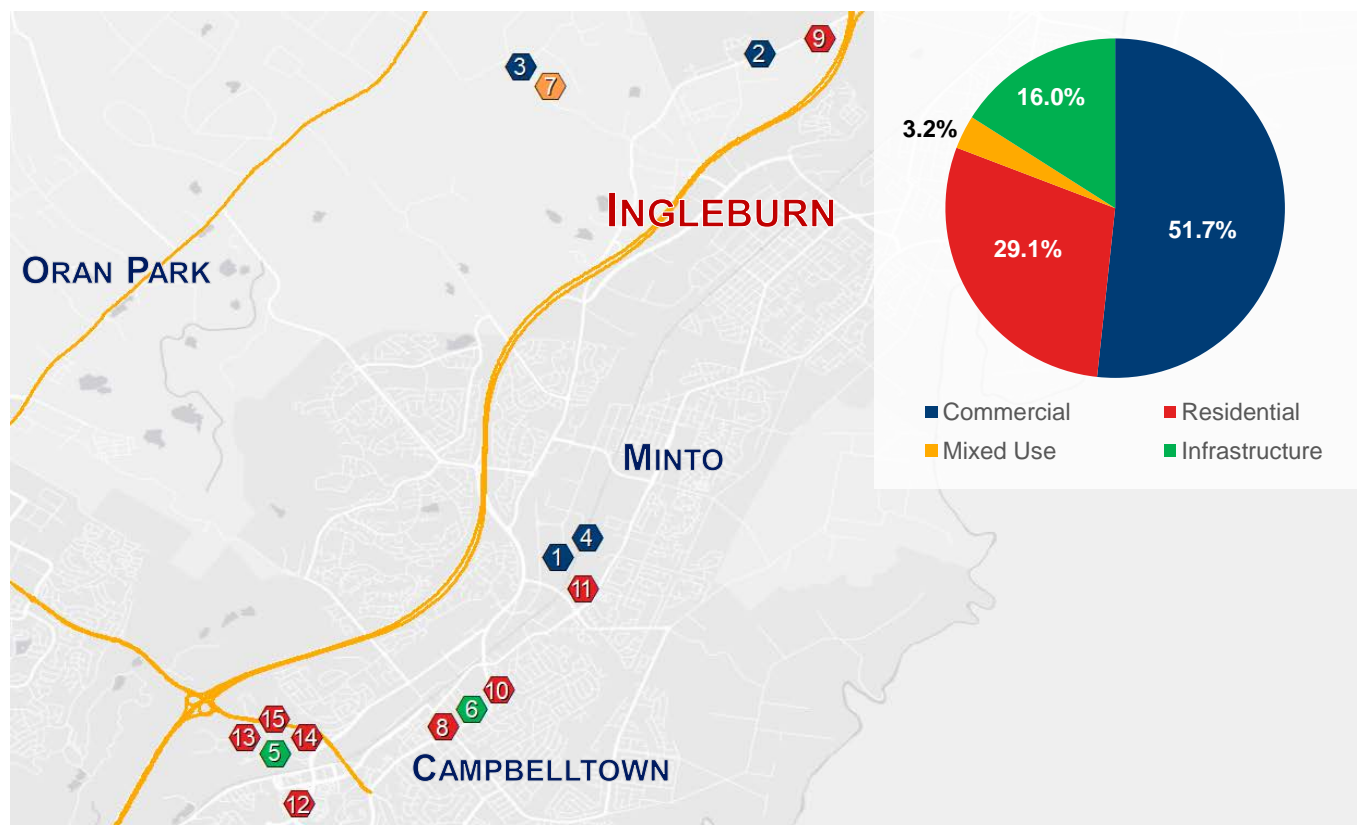
Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Ingleburn	3.3%	4.2%
Campbelltown	3.3%	4.3%
Minto	3.3%	4.0%
Macquarie Fields	3.2%	4.1%
Campbelltown Council LGA	3.4%	4.3%
Sydney Metro	2.9%	3.8%

KEY HOUSING DEMOGRAPHICS

	Ingleburn	Campbelltown Council LGA	New South Wales
Median weekly household income	\$1,401	\$1,459	\$1,486
Median monthly mortgage repayments	\$1,800	\$1,842	\$1,986
Unemployed	8.5%	7.9%	6.3%
Professionals	16.0%	15.3%	23.6%
Owned outright	27.6%	24.2%	32.2%
Owned with mortgage	37.5%	39.2%	32.3%
Rented	31.9%	32.9%	31.8%

*Rental performance graph represents aggregate house median rent price in the following suburbs: Bardia, Ingleburn/Denham Court, Macquarie Field, Minto, Campbelltown, Oran Park. Annual change is a comparison between 2016 and 2017 median rent figures. Source: APM Pricer, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 1ST HALF 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Qube Warehouse and Logistics Hub Moorebank	Commercial	\$141,500,000	29/01/2018
2	Culverston Road Car Storage Facility	Commercial	\$19,958,000	11/06/2018
3	Pembroke Road Warehouse & Office- Keylink Lot 4	Commercial	\$9,000,000	28/05/2018
4	Macarthur Square- Target Store	Commercial	\$8,981,000	27/02/2018
5	Campbelltown Road	Infrastructure	\$50,000,000	26/03/2018
6	Lake Thompson Precinct	Infrastructure	\$5,417,000	09/04/2018
7	King St Mixed Development (40 units)	Mixed Use	\$11,039,000	26/03/2018
8	Willowdale Estate Subdivision- Precincts 14 & 15 (581 lots)	Residential	\$28,000,000	24/06/2018
9	Macarthur Gardens (86 lots)	Residential	\$19,600,000	14/05/2018
10	Chamberlain St Units- Aspire (69 units)	Residential	\$12,500,000	16/04/2018
11	Denham Court Road Subdivision Stages 16A-16F (342 lots)	Residential	\$11,911,000	07/05/2018
12	Ingleburn Gardens Estate (210 lots)	Residential	\$9,178,000	01/01/2018
13	Tyler Street Units (43 units)	Residential	\$9,000,000	25/06/2018
14	Goldsmith Ave Subdivision & Terrace Dwellings (28 lots)	Residential	\$5,600,000	23/04/2018
15	University of Western Sydney Residential Estate (108 lots)	Residential	\$5,300,000	12/02/2018

*Disclaimer: Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

**Projects refers to the top developments within the suburbs of Bardia, Ingleburn/Denham Court, Macquarie Field, Minto, Campbelltown, Oran Park.

***Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value

****Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRDnationwide does not hold any liability to the exact date in which each project commences and/or is completed. Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW. © Copyright PRDnationwide 2018.

ABOUT PRDnationwide RESEARCH

PRDnationwide's research division provides reliable, unbiased, and authoritative property research and consultancy to clients in metro and regional locations across Australia

Our extensive research capability and specialised approach ensures our clients can make the most informed and financially sound decisions about residential and commercial properties.

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions

As the first and only truly knowledge based property services company, PRDnationwide shares experience and knowledge to deliver innovative and effective solutions to our clients.

We have a unique approach that integrates people, experience, systems and technology to create meaningful business connections. We focus on understanding new issues impacting the property industry; such as the environment and sustainability, the economy, demographic and psychographic shifts, commercial and residential design; and forecast future implications around such issues based on historical data and fact.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis

Skilled in deriving macro and micro quantitative information from multiple credible sources, we partner with clients to provide strategic advice and direction regarding property and market performance. We have the added advantage of sourcing valuable and factual qualitative market research in order to ensure our solutions are the most well considered and financially viable.

Our experts are highly sought after consultants for both corporate and government bodies and their advice has helped steer the direction of a number of property developments and secured successful outcomes for our clients.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customized products

We have the ability and systems to monitor market movements, demographic changes and property trends. We use our knowledge of market sizes, price structure and buyer profiles to identify opportunities for clients and provide market knowledge that is unbiased, thorough and reliable.



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