



Ingleburn

Property Factsheet

2nd Half 2018





MARKET CONDITIONS

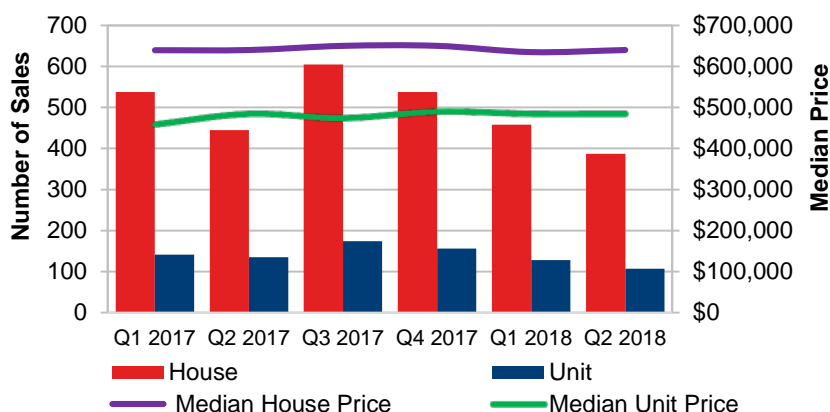
In Q2 2018, the Ingleburn* property market recorded a median sale prices of \$715,000 (houses) and \$516,500 (units), representing an annual (Q2 2017-Q2 2018) price change of 0.7% (houses) and 8.7% (units). Compared to the *Ingleburn 1st Half 2018 Research Factsheet*, which reported an annual (Q4 2016-Q4 2017) price change of 9.3% (house) and 5.9% (units), houses in Ingleburn* has become more affordable whereas units have strengthened.

Softer growth experienced in Ingleburn* house prices is reflective of Sydney's cooling growth levels, providing increased affordability. Buyers are urged to act now. In Q2 2017-Q2 2018 house prices in the City of Campbelltown Local Government Area (LGA) remained stable at \$640,000 for houses and \$485,000 for units. Compared to the LGA, Ingleburn* represents a more premium market.

Average vendor discounting for houses has swung from 1.8% to -1.5% over the past 12 months to Q2 2018, further reinforcing the changing state of the house market. Over the same period, the unit market also experienced a widening from -3.6% to -4.7%. This suggests that there is more room for negotiation on final sale prices, something that buyers can take advantage of.

Median rental prices in Ingleburn* have softened slightly for both houses and units (both -\$10 per week over the past 12 months to Q2 2018), currently at \$460 per week for houses and \$390 per week for units. Investors are still benefiting from rental yields of 3.5% (house) and 3.9% (units), which are above that of Sydney Metro's yields of 2.7% (house) and 3.7% (units). Combined with increased affordability in the housing market investors are strongly encouraged to consider expanding their portfolios into Ingleburn*.

CITY OF CAMPBELLTOWN GROWTH



OVERVIEW

Ingleburn is conveniently located near the Campbelltown and Liverpool city centres, and is approximately 44km south-west of the Sydney CBD. In 2016, Ingleburn had a population of 15,039, which is an 8.2% increase over the last 5 years. During this time the number of private dwellings only increased by 5.1%, which suggests that there is room for eagle-eyed developers to contribute unique residential offerings.

CHANGE FROM LAST	YEAR	HALF YEAR
House Sales	↓	↓
House Median Price	↑	↓
House Rental Price	↓	↓
Unit Sales	↓	↓
Unit Median Price	↑	↑
Unit Rental Price	↓	↔

FUTURE DEVELOPMENTS**

Approximately \$378.9M of development is scheduled for Ingleburn* in the 2nd half of 2018. Commercial projects account for the majority of development value at \$177.1M (or 46.7%). This is followed by residential development at \$123.8M (or 32.7%), infrastructure (\$50.0M or 13.2%), and industrial (\$28.0M or 7.4%).

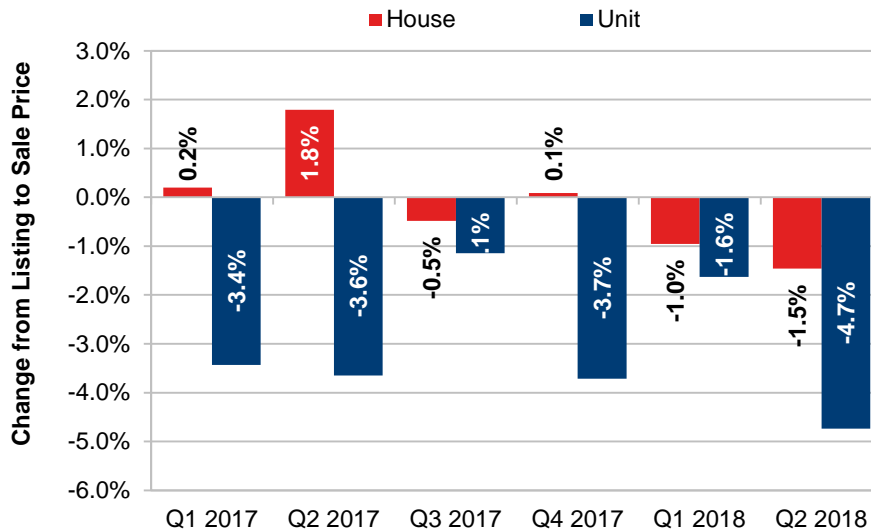
A key focus in commercial and industrial projects will continue to stimulate the local economy and facilitate job growth, whilst infrastructure improvements will increase liveability for residents.

A major project for Ingleburn* is the Qube Warehouse and Logistics Hub (\$141.5M), which will comprise of four warehouses with a total building area of 112,000sqm. A significant residential development is the New Breeze Estate. With an estimated value of \$51.4M, this project will deliver a total of 920 lots over 90ha. In total Ingleburn* plans to add 1,701 lots, 38 units/apartments, and 37 dwellings into the market in the 2nd half of 2018; a much needed strategy to cater for current population growth and future demand.

*Ingleburn market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and 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.
Source: APM Pricefinder, realestate.com.au. © Copyright PRDNationwide 2018.

AVERAGE VENDOR DISCOUNT*



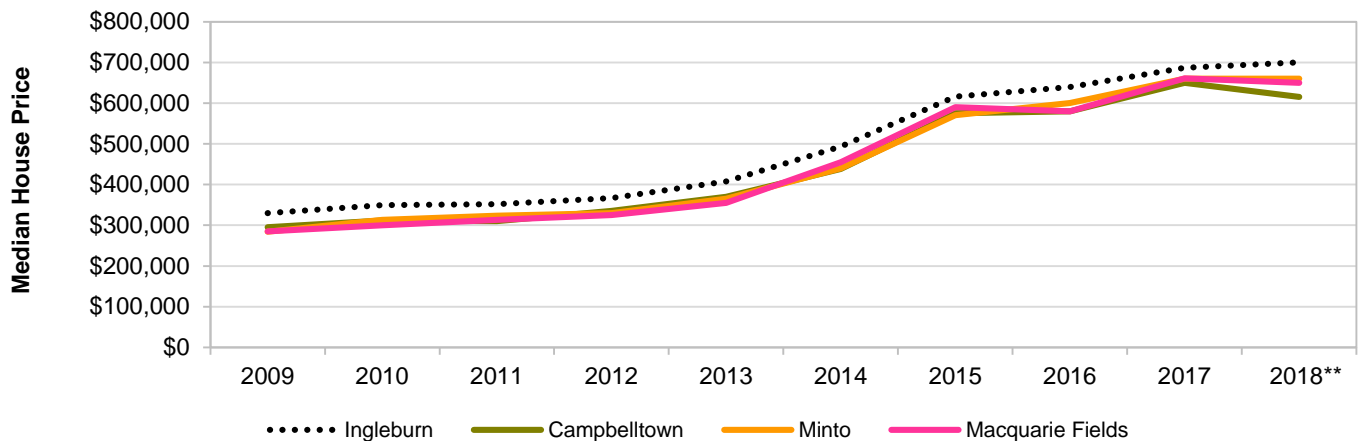
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to 0) suggests buyers are willing to purchase close to the first asking price of a property.

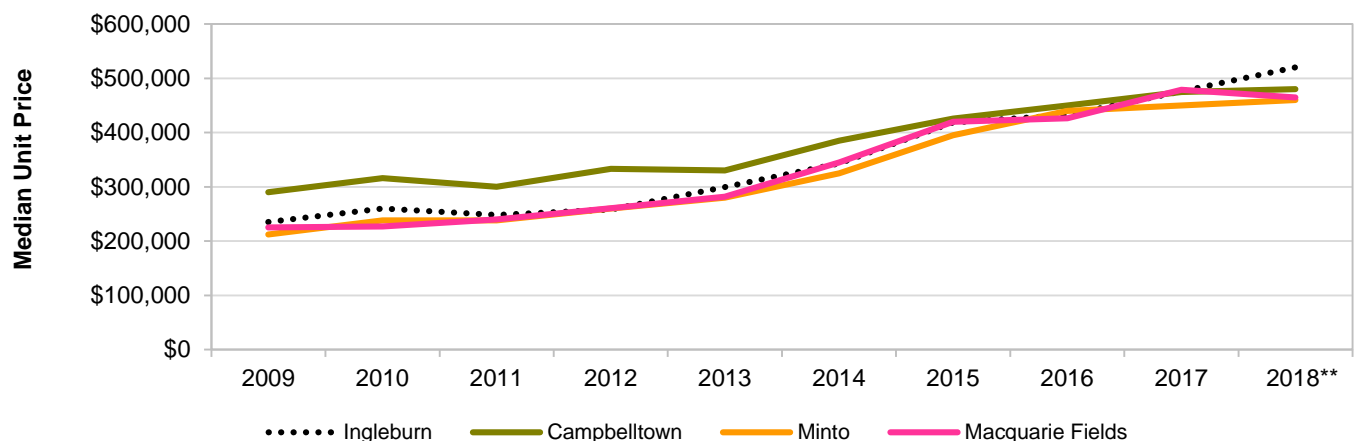
MARKET COMPARISON GRAPH

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

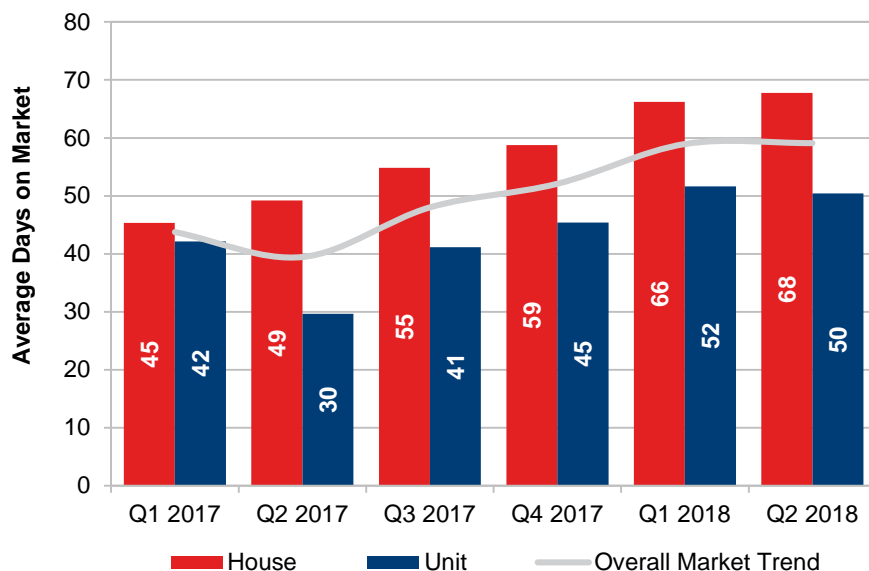


*Ingleburn market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park.

**2018 data encapsulates sales transactions up to and inclusive of June 30 2018.

Source: APM Pricerfinder. © Copyright PRDnationwide 2018.

AVERAGE DAYS ON MARKET**



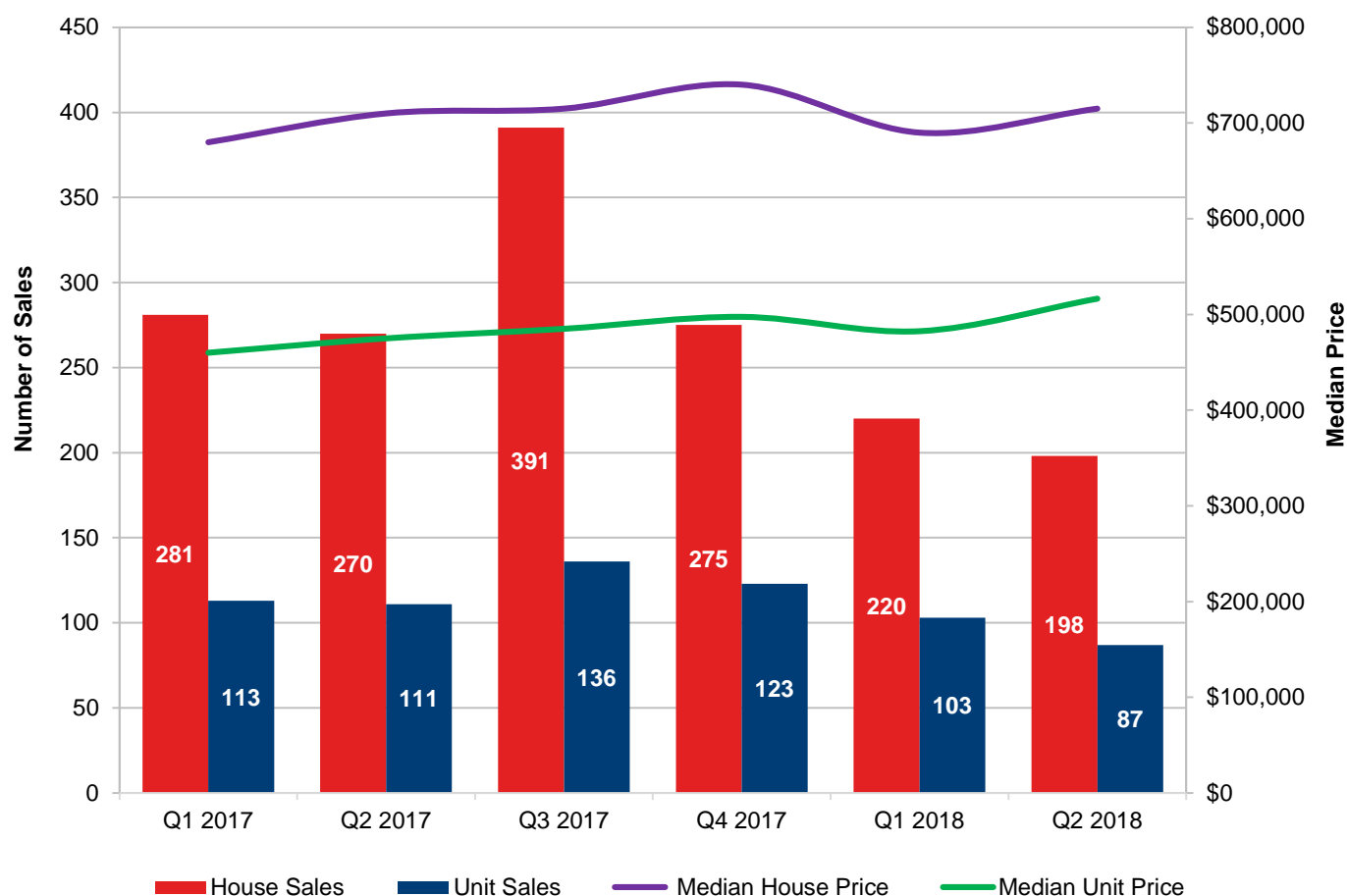
HOUSE KEY FACTS Q2 2018

Median Sale Price: \$715,000
Annual Growth: 0.7%*
Average Days on Market: 68
% Change between First Listed Price and Sold Price: -1.5%

UNIT KEY FACTS Q2 2018

Median Sale Price: \$516,500
Annual Growth: 8.7%*
Average Days on Market: 50
% Change between First Listed Price and Sold Price: -4.7%

SALES AND MEDIAN PRICE**

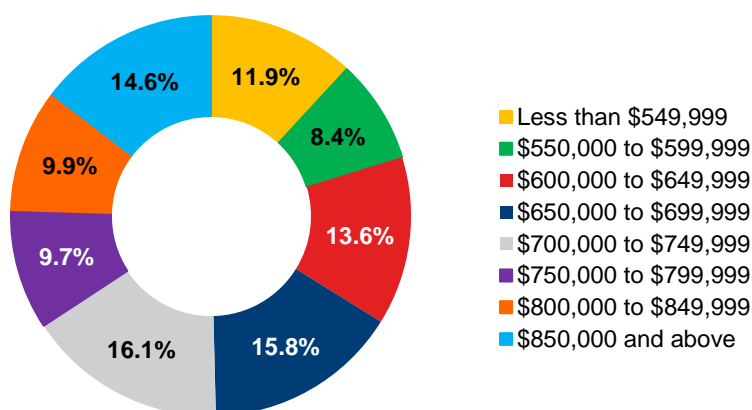


*Annual growth represents price growth for property transactions between Q2 2017 to Q2 2018 (inclusive).

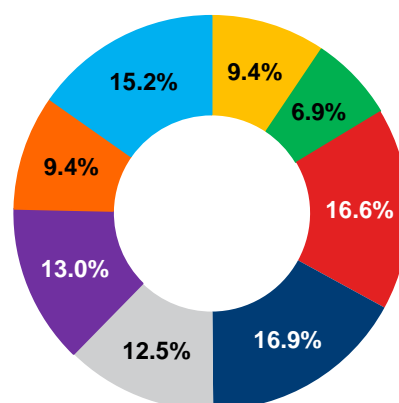
**Ingleburn market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park. Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPARATIVE ANALYSIS

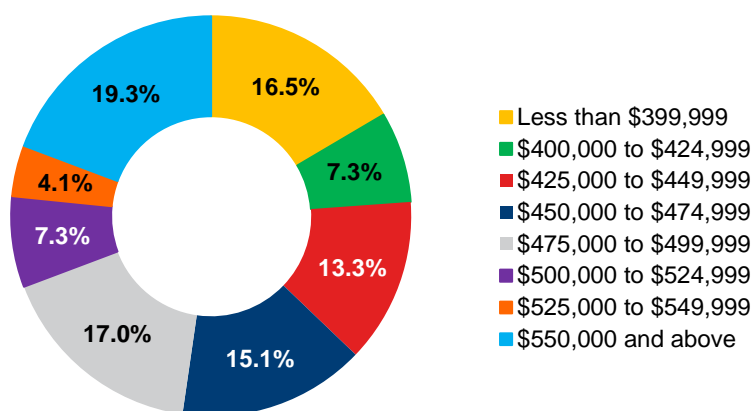
HOUSE PRICE POINT 1st HALF 2017



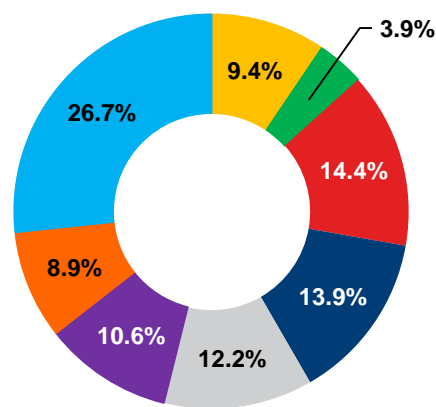
HOUSE PRICE POINT 1st HALF 2018



UNIT PRICE POINT 1st HALF 2017**



UNIT PRICE POINT 1st HALF 2018**



KEY IMPLICATIONS - HOUSE

The greatest proportion of houses sold in Ingleburn* in the 1st half of 2018 were those in the \$650K-\$700K price segment (16.9%). This is in comparison with the previously dominant segment of \$700K-\$750K in the 1st half of 2017 (16.1%). Interestingly the proportion of houses sold below \$700K remained identical across both periods (48.2%), highlighting a relatively stable pool of available properties across these price segments.

The share of houses sold for less than \$600K declined from 20.3% to 16.3% the 1st half of 2018. This suggests that despite gentle house price growth, first home buyers still need to act quickly and secure affordable homes.

KEY IMPLICATIONS - UNIT

The proportion of units sold in Ingleburn* in the 1st half of 2018 mostly fell within the \$550K and above price segment (26.7%). This is a trend which has continued from the 1st half of 2017, where the segment represented 19.3% of sales. All price brackets above \$525K saw growth in the period, totaling 46.2% of the market. By comparison, this was just 30.7% in the 1st half of 2017.

The amount of units sold below \$425K fell from 23.8% in the 1st half of 2017 to just 13.3% in the 1st half of 2018. The increasing proportion of premium stock sold and declining sales at the lower end of the market suggest those considering entering the market should buy now.

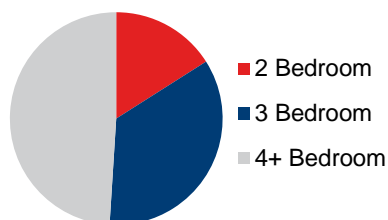
*Disclaimer: Ingleburn market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park.

**For comparative purposes, house and unit sales for 2017 and 2018 are only representative of the 1st half of each year.

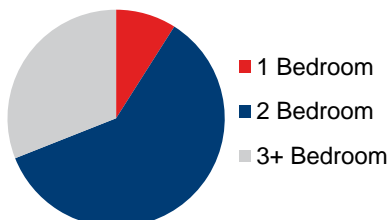
Source: APM Pricefinder. © Copyright PRDnationwide 2018.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q2 2018

Median Rent Price: \$460 per week
Rental Yield: 3.5%
Average Days on Market: 25
Bedroom Breakdown:
 2 Bed: 16%, 3 Bed: 35%, 4+ Bed: 49%

UNIT KEY FACTS Q2 2018

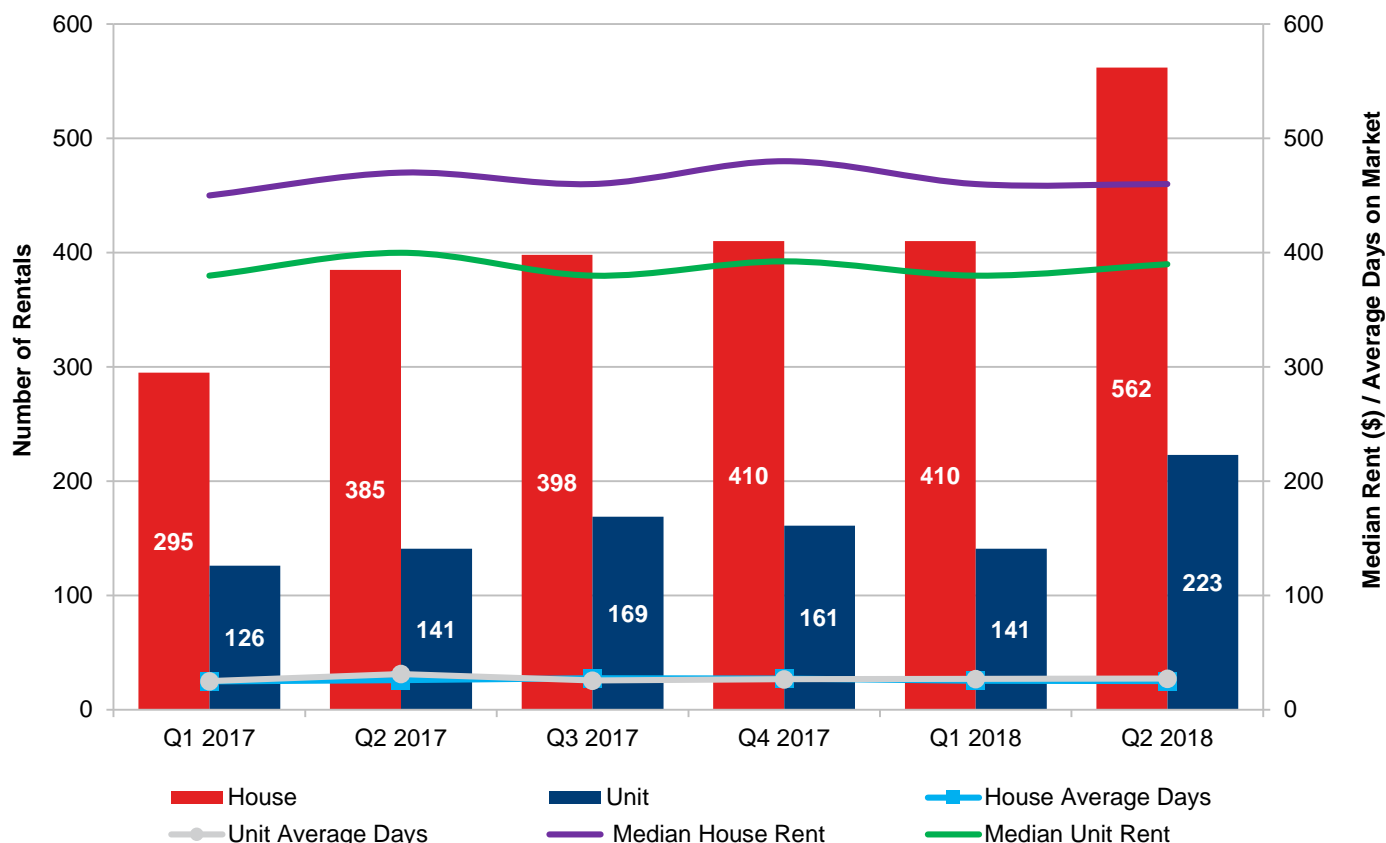
Median Rent Price: \$390 per week
Rental Yield: 3.9%
Average Days on Market: 27
Bedroom Breakdown:
 1 Bed: 9%, 2 Bed: 60%, 3+ Bed: 31%

KEY COMMENTS

Interest in Ingleburn* has recorded an average of 453 online visits per property in June 2018. Rental activity has increased significantly, with the number of rentals growing by 46.0% (house) and 58.2% (units) over the last 12 months. Although median rental prices has shifted this is only slight (less than -3.0%), which considering the increase in rental volume suggests a healthy rental market. That said considering the level of residential projects in the pipeline current investors are urged to secure longer tenancies. Yields remain strong at 3.5% (houses) and 3.9% (units), higher than Sydney Metro's 2.7% (houses) and 3.7% (units).

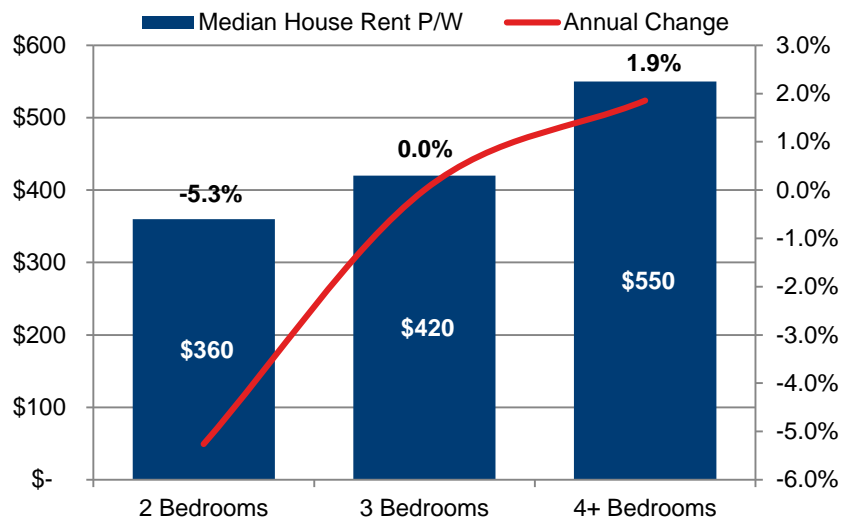


MEDIAN RENT AND AVERAGE DAYS ON MARKET*



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 Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2018*

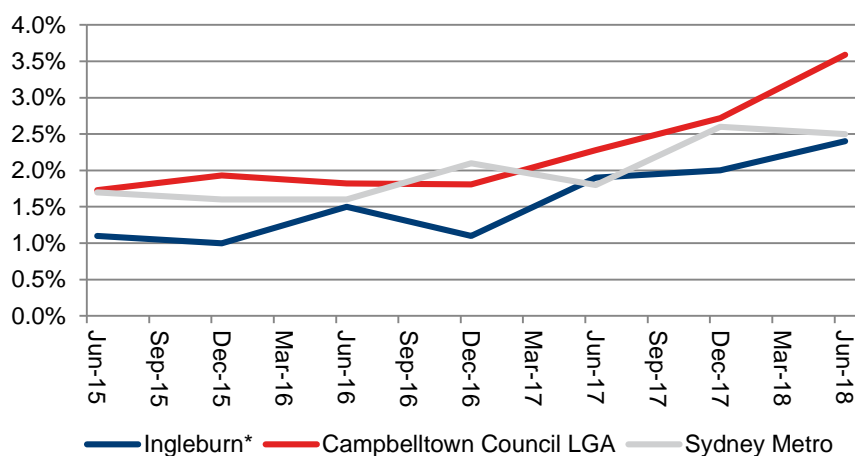


KEY COMMENTS

Vacancy rates have increased over the last 12 months to June 2018 in Ingleburn* from 1.9% to 2.4%. This increase of 0.5% was lower than the vacancy rate rises in Sydney Metro (up +0.7% to 2.5%) and Campbelltown LGA (up +1.3% to 3.6%). This trend suggests that Ingleburn* remains as having a stronger rental demand, good news for those looking for affordable investment options outside of the Sydney Metro area.

4+ bedroom houses provided the greatest annual median rental growth, up 1.9% to \$550 per week, while 3 bedroom houses provided a stable median rent of \$420 per week.

VACANCY RATES 2018



RENTAL YIELD 2018

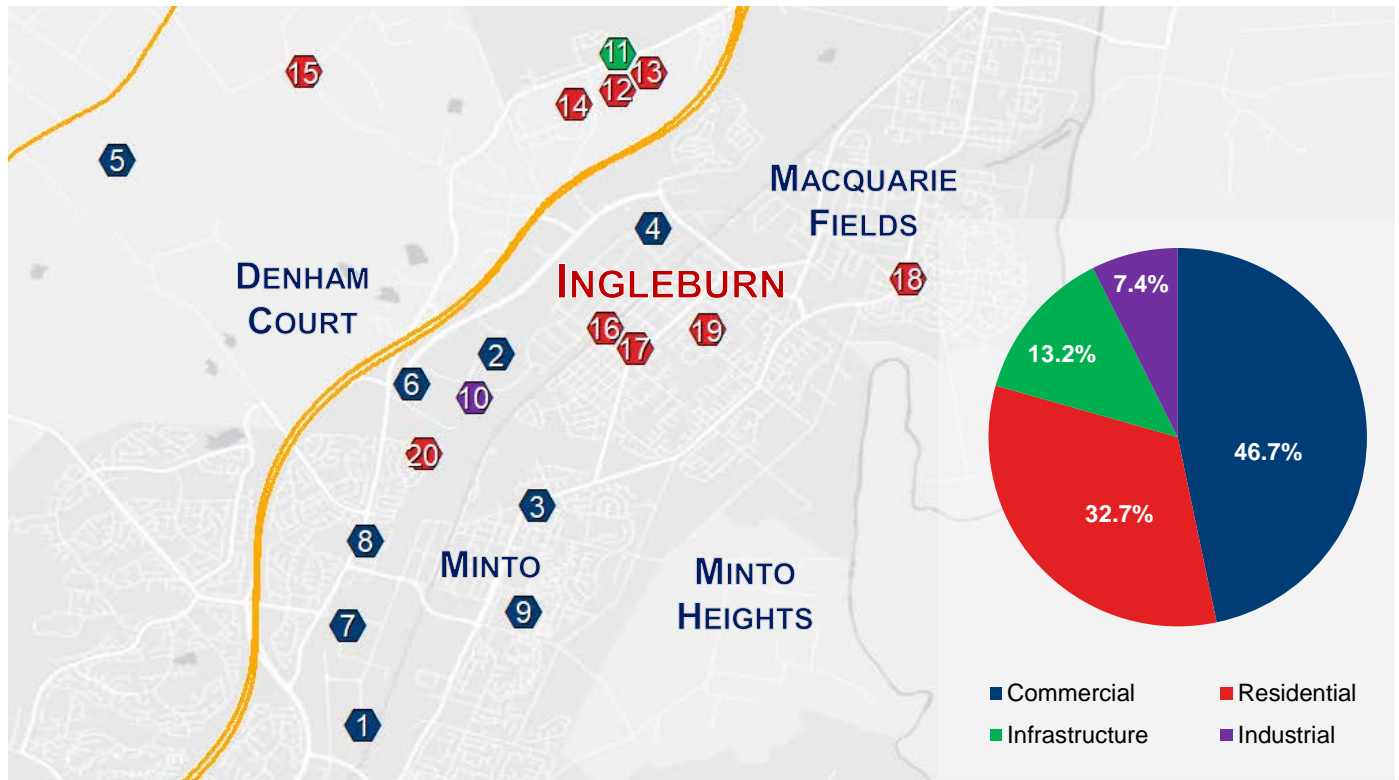
Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Ingleburn	3.2%	4.0%
Campbelltown	3.3%	4.3%
Minto	3.4%	4.0%
Macquarie Fields	3.3%	4.1%
Campbelltown Council LGA	3.5%	4.3%
Sydney Metro	2.7%	3.7%

KEY HOUSING DEMOGRAPHICS

	Ingleburn	Campbelltown Council LGA	New South Wales
Median weekly rent	\$360	\$350	\$380
Family households	3,824	39,635	1,874,524
Single or lone person households	1,047	9,180	620,778
Worked full time	4,471	45,764	2,134,521
Worked part time	1,870	19,503	1,071,151
Occupied private dwellings	4,993	49,980	2,604,320
Unoccupied private dwellings	285	2,800	284,741

*Rental performance graph represents aggregate house median rent prices in the following suburbs: Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park. Annual change is a comparison between 1st half 2017 and 1st half 2018 median rent figures.
Source: APM Pricefinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 2nd HALF 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Qube Warehouse And Logistics Hub Minto	Commercial	\$141,500,000	29/10/2018
2	Inglis Road Warehouses	Commercial	\$7,902,000	13/08/2018
3	Minto Road Townhouses & Villas	Commercial	\$6,750,000	26/11/2018
4	Ingleburn Battery Recycling Facility	Commercial	\$5,000,000	20/08/2018
5	Willowdale Riparian Corridor	Commercial	\$4,075,000	18/09/2018
6	Stennett Road Warehouse	Commercial	\$3,595,000	29/11/2018
7	Minto Waste & Resource Recovery Facility	Commercial	\$2,500,000	03/11/2018
8	Saggart Field Road Warehouse	Commercial	\$1,400,000	26/10/2018
9	Redfern's Cottage Mixed Development	Commercial	\$4,385,000	29/10/2018
10	Ingleburn Industrial Estate	Industrial	\$28,012,000	22/10/2018
11	Campbelltown Road	Infrastructure	\$50,000,000	30/07/2018
12	New Breeze Estate (920 Lots)	Residential	\$51,350,000	20/11/2018
13	Campbelltown Road Residential Subdivision Stage 3 (393 Lots)	Residential	\$23,792,000	05/10/2018
14	Campbelltown Road Subdivision (200 Lots)	Residential	\$19,577,000	29/10/2018
15	Denham Court Road Residential Subdivision (188 Lots)	Residential	\$9,745,000	07/12/2018
16	Nardoo St Apartments (28 Apartments)	Residential	\$5,800,000	26/11/2018
17	Cumberland Road Multiple Dwellings (16 Dwellings)	Residential	\$5,134,000	30/10/2018
18	Linum & Lantana Streets Dwellings (12 Dwellings)	Residential	\$3,200,000	02/12/2018
19	Oxford Road & Kookaburra Street Units (10 Units)	Residential	\$2,958,000	26/10/2018
20	Carnarvon Street Housing Units (9 Housing Units)	Residential	\$2,200,000	20/08/2018

*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 City of Campbelltown LGA.

***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.

Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW, City of Campbelltown LGA. © 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.



OUR SERVICES INCLUDE:

- Advisory and consultancy
- Market Analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market Analysis
- Geographic information mapping
- Project Analysis including product and pricing recommendations
- Rental and investment return analysis

Reza Karim

Principal

PRDnationwide Ingleburn

47B Oxford Road
Ingleburn NSW 2565
Australia

T +61 2 9605 3433

M +61 468 472 232

E reza.karim@prd.com.au

PRD.com.au/ingleburn

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