



Ingleburn
Property Factsheet
1st Half 2019





MARKET CONDITIONS

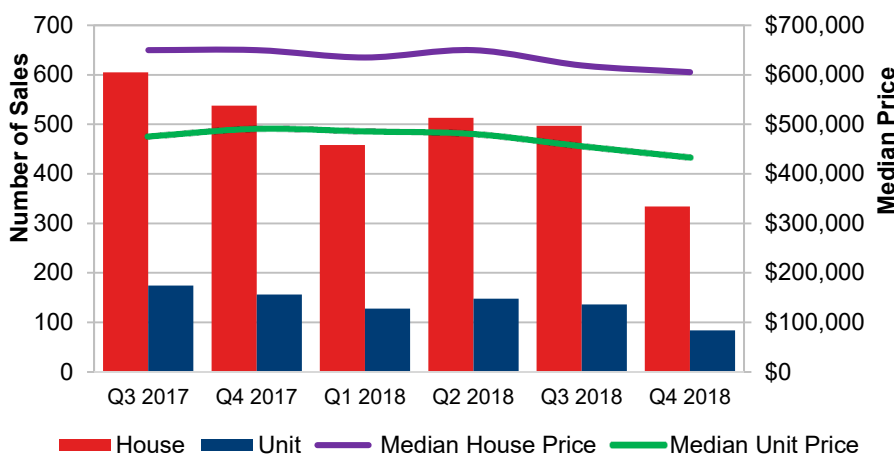
In Q4 2018, Ingleburn* recorded a median house price of \$658,000 and a median unit price of \$445,000. This represented an annual (Q4 2017 – Q4 2018) median price change of -11.1% for houses and -10.6% for units. By comparison, the *2nd Half 2018 Ingleburn Property Factsheet* recorded price growth of 0.7% for houses and 8.7% for units. This suggests the Ingleburn* market has recently cooled, which is in line with the price changes experienced within the wider Sydney Metro market. Softening prices suggest that now is an ideal opportunity for those looking to enter the market.

The wider City of Campbelltown Local Government Area (LGA) has followed a similar trend, with median prices of \$605,000 (house) and \$434,500 (unit) as of Q4 2018. This represents annual (Q4 2017 – Q4 2018) price change of -6.9% and -11.3% respectively. Ingleburn's* median prices being above the City of Campbelltown LGA position it as a premium market. A softening in prices in Ingleburn* thus presents buyers with an opportunity to acquire premium property at more affordable prices.

Q4 2018* has seen average vendor discounting for houses in Ingleburn* significantly swing from a seller's market of 0.1% (in Q4 2017) to a buyer's market of -8.0%. A similar, but less dramatic pattern is evident in the unit market, with average vendor discount widening from -3.7% in Q4 2017 to -8.2% in Q4 2018. This suggests sellers are willing to make significant adjustments to their initial asking price to achieve sales.

Ingleburn's* median rental price was \$450 per week for houses and \$380 per week for units in Q4 2018. This is an annual (Q4 2017 – Q4 2018) softening of -6.3% (house) and -3.2% (units). That said, average rental yields in Ingleburn*, of 3.6% (house) and 4.2% (unit) remain above Sydney Metro's 2.9% (house) and 3.8% (unit). Ingleburn* is a stronger potential investment area for those purchasing within Sydney Metro.

CITY OF CAMPBELLTOWN LGA GROWTH



OVERVIEW

Located around 40km south-west of Sydney's CBD, Ingleburn* is positioned within the City of Campbelltown Local Government Area (LGA). The preferred method of sale in Ingleburn* is private treaty, as shown in the low auction levels (just 4 in Q4 2018) and a 28.6% clearance rate in the wider LGA area.

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

FUTURE DEVELOPMENTS**

The City of Campbelltown LGA is set to invest approximately \$733.3M worth of developments in the 1st half of 2019. This is primarily composed of infrastructure, at \$473.2M (64.5%), as well as residential projects worth \$165.5M (22.4%) and \$95.6M (13.0%) in commercial projects.

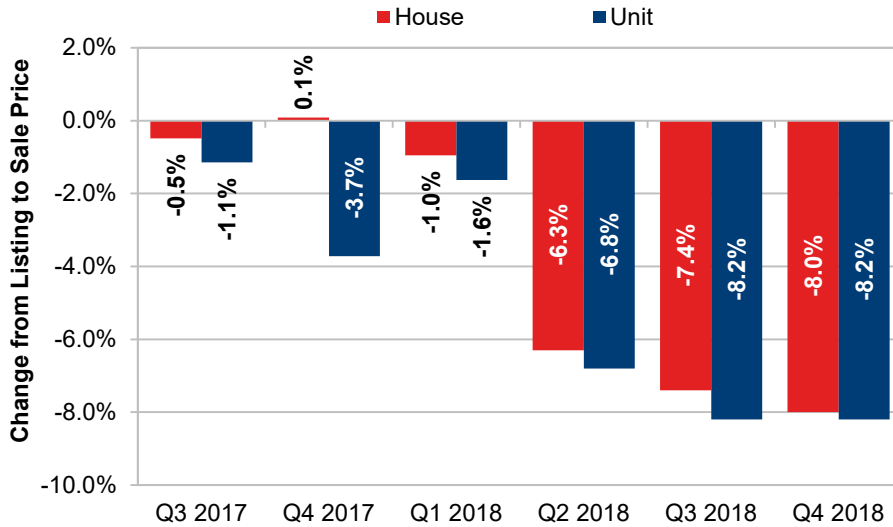
A mix of development types in Ingleburn* will assist in supporting an increasing population adequately through housing, employment prospects and infrastructure.

A major infrastructure project is Stage 2 of the Campbelltown Hospital (\$447.0M). This project will add a new 13-storey building in an extension of the existing hospital. This will provide vital health care services to residents. The Willowdale Retirement Village (\$42.4M) will also benefit Ingleburn* by adding 210 units, which will create local jobs and allow families to remain near loved ones.

The Campbelltown Road Subdivision – Parklands Estate (\$19.6M) is a major residential project for the area. Stages 1 and 2 are expected to create 200 lots. In total, 1st half 2019 residential projects will add 2,066 subdivision lots, 74 units, 101 apartments, and 25 townhouses.

*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 Pricerfinder, realestate.com.au. © Copyright PRDnationwide 2019.

AVERAGE VENDOR DISCOUNT



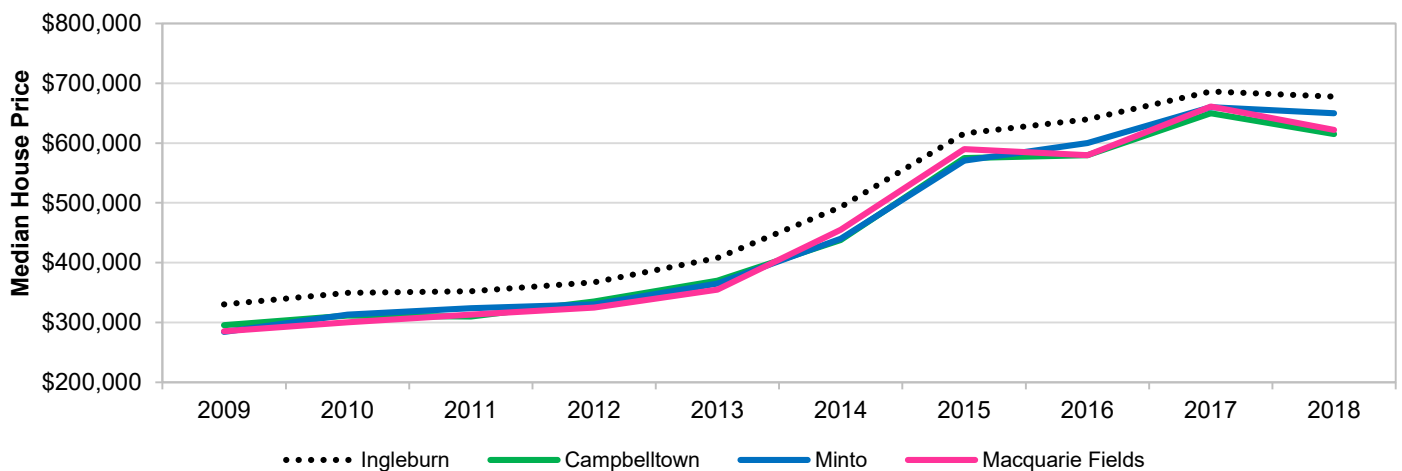
AVERAGE VENDOR DISCOUNT

The average vendor discount reflects the average percentage difference between the first list price and the 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.

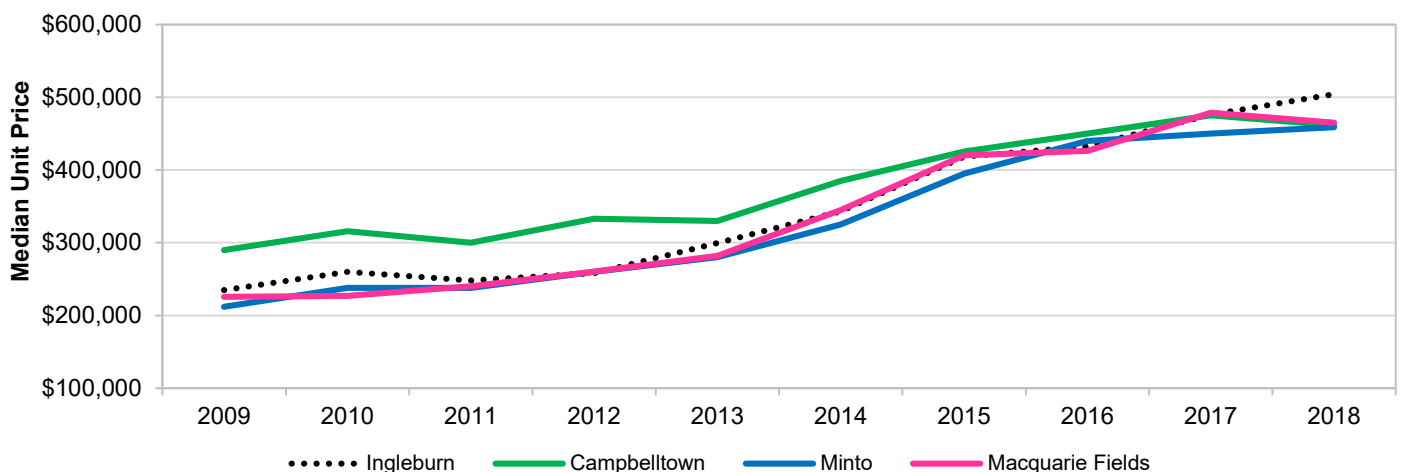
MARKET COMPARISON GRAPH

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

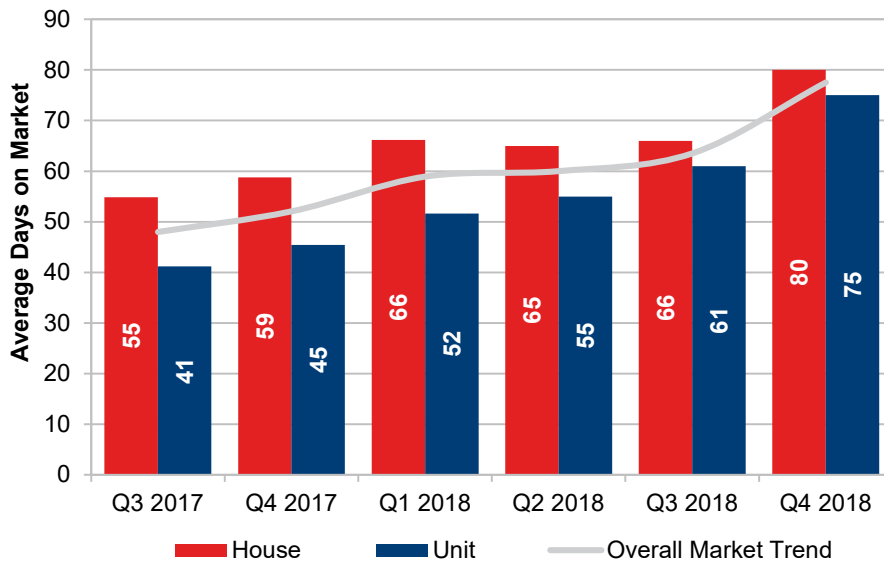
HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



AVERAGE NUMBER OF DAYS ON THE MARKET**



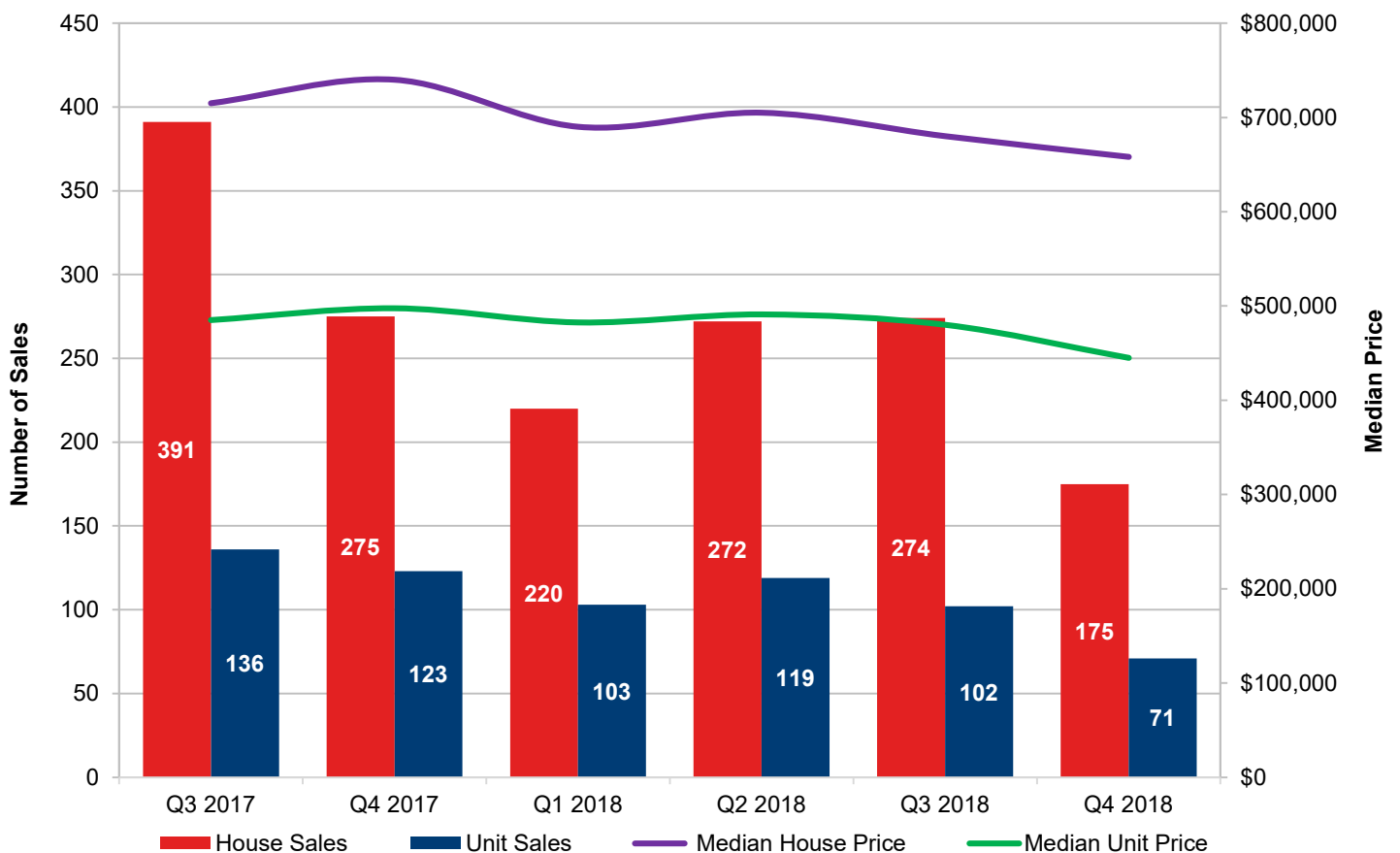
KEY HOUSE FACTS Q4 2018

Median Sale Price: \$658,000
 Annual Growth: -11.1%*
 Average Days on Market: 80
 % Change Between First Listed Price and Sold Price: -8.0%

KEY UNIT FACTS Q4 2018

Median Sale Price: \$445,000
 Annual Growth: -10.6%*
 Average Days on Market: 75
 % Change Between First Listed Price and Sold Price: -8.2%

SALES AND MEDIAN PRICES**



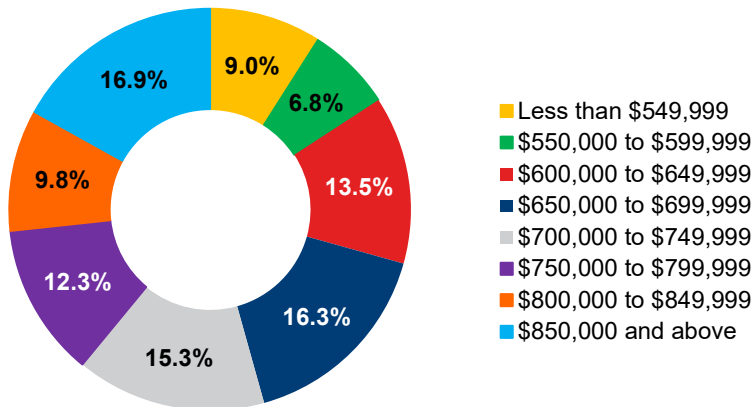
*Annual growth represents price growth for property transactions between Q4 2017 to Q4 2018 (inclusive).

**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.

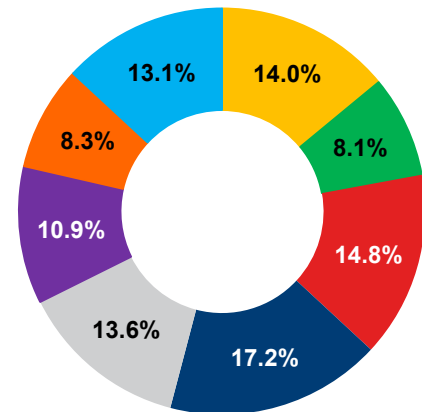
Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

SALES PRICE POINT COMPARATIVE ANALYSIS

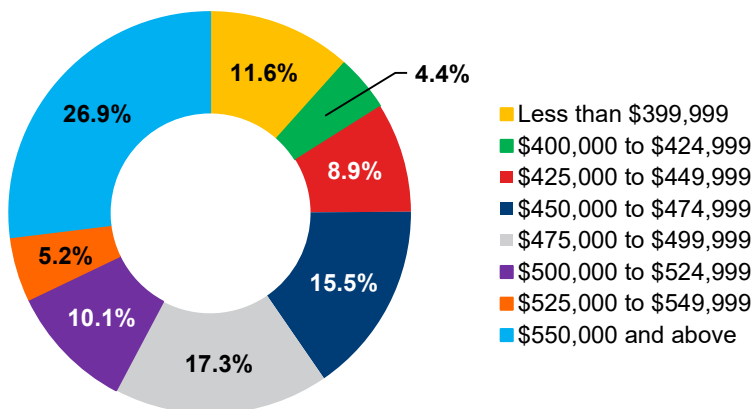
HOUSE PRICE POINT 2017



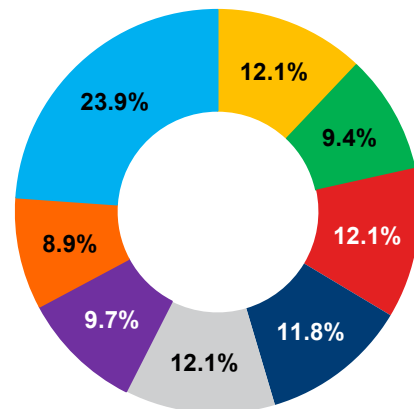
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSES

The dominant price point for houses sold in Ingleburn* in 2018 was \$650K-700K, with 17.2% of all sales. Interestingly the most dominant price bracket in 2017 was \$850K+, at 16.9%. The largest swing occurred in the less than \$550K bracket, which grew from 9.0% in 2017 to 14.0% in 2018. This suggests that the most popular stock in Ingleburn* has shifted away from premium stock towards middle-market and affordable products.

The total proportion of houses sold above \$750K fell from 54.3% to 45.9% in 2018, representing a decline of 8.4%. A change in Ingleburn's* house price point preferences suggest that the market is now more accessible to buyers with different price budgets.

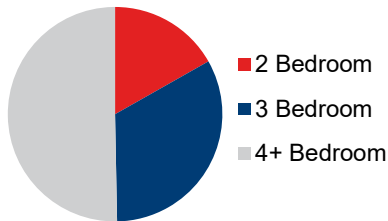
KEY IMPLICATIONS - UNITS

The dominant proportion of units sold in Ingleburn* over 2018 were price above \$550K, amounting to 23.9% of all sales. This figure was 3.0% lower than in 2017. The largest swing occurred in units priced \$475K-500K, with 12.1% of all sales. This is a -5.2% decline from 2017. This indicates a similar trend to the house market, where buyers' are increasingly favouring more affordable stock.

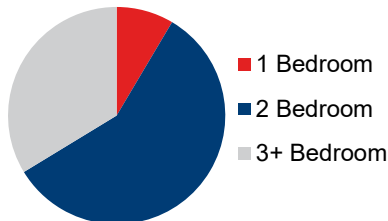
The overall shift in Ingleburn's unit pricing is less significant however, with total units sold above \$525K increasing by +0.3% to reach 42.5% of all sales in 2018. Changes in Ingleburn's unit market are thus viewed as less volatile when compared to the house market, despite a similar trend towards more affordable stock.

INVESTMENT ANALYSIS

HOUSE



UNIT



KEY HOUSE FACTS Q4 2018

Median Rent Price: \$450 per week
Rental Yield: 3.6%
Average Days on Market: 30
Bedroom Breakdown:
 2 Bed: 17%, 3 Bed: 33%, 4+ Bed: 50%

KEY UNIT FACTS Q4 2018

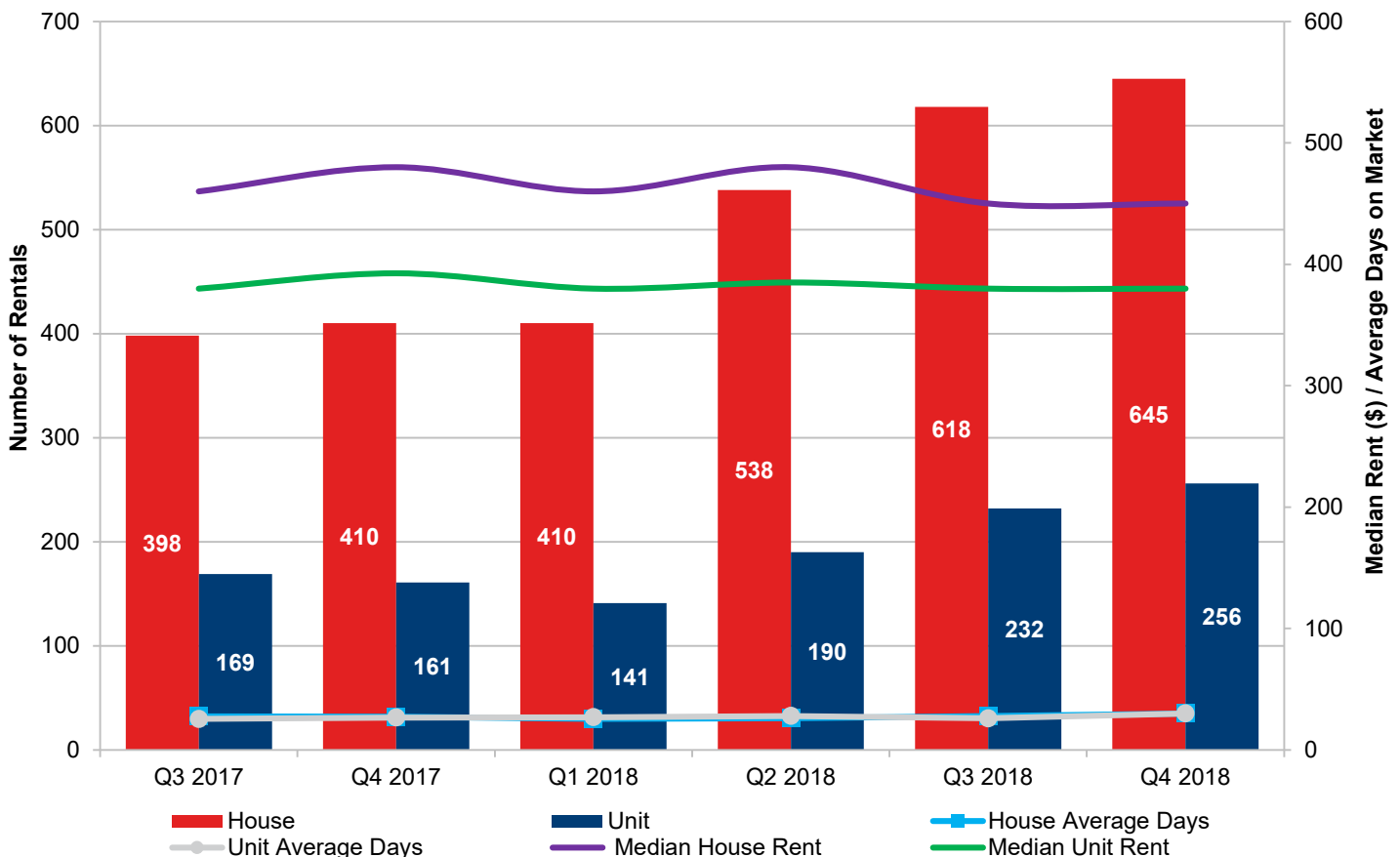
Median Rent Price: \$380 per week
Rental Yield: 4.2%
Average Days on Market: 30
Bedroom Breakdown:
 1 Bed: 9%, 2 Bed: 58%, 3+ Bed: 34%

KEY COMMENTS

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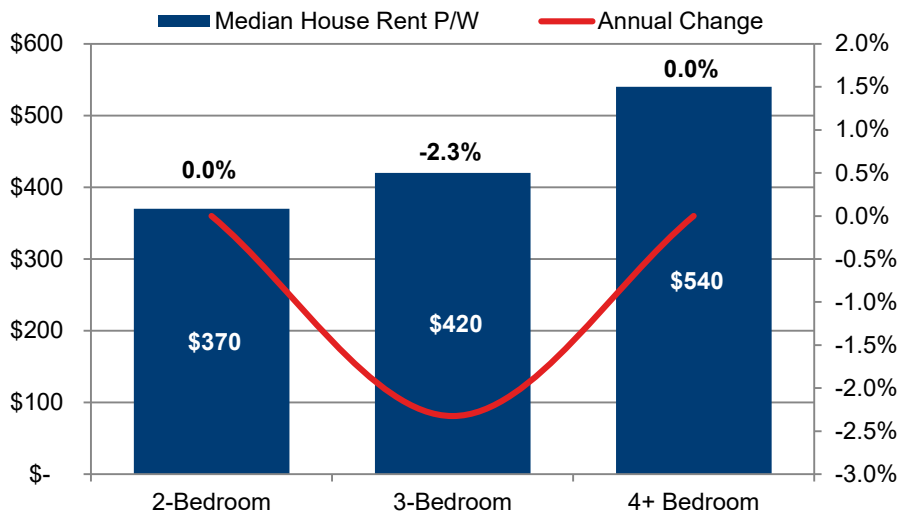


MEDIAN RENT AND AVERAGE DAYS ON THE MARKET*



*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.
 Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

RENTAL PERFORMANCE 2018*



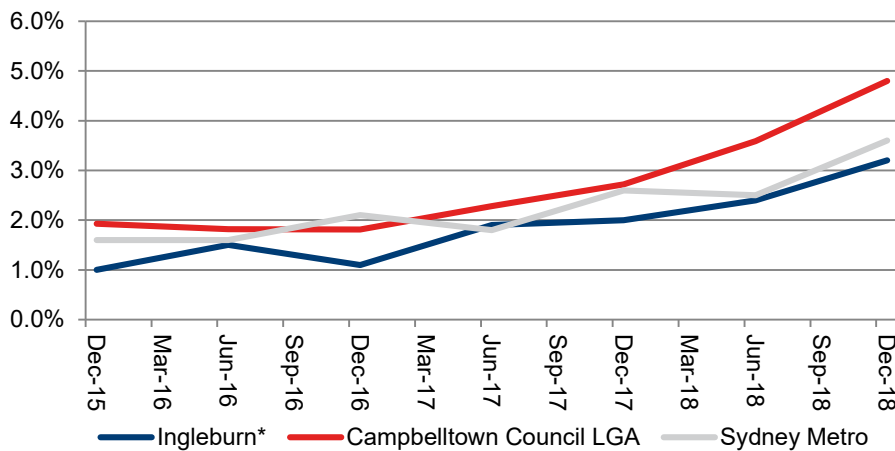
KEY COMMENTS

Rental returns within Ingleburn* of 3.6% (house) and 4.2% (unit) were largely on-par with the Campbelltown LGA (3.6% for houses and 4.3% for units), and sat well above the wider Sydney area, which were 2.9% (house) and 3.8% (unit) in 2018.

2-Bedroom and 4-Bedroom houses both provided the best annual rental price change, remaining stable overall.

A vacancy rate of 3.2% in Ingleburn* remained below Campbelltown LGA (4.8%) and Sydney Metro (3.6%), further highlighting Ingleburn* as having a healthier rental demand within the Sydney Metro market.

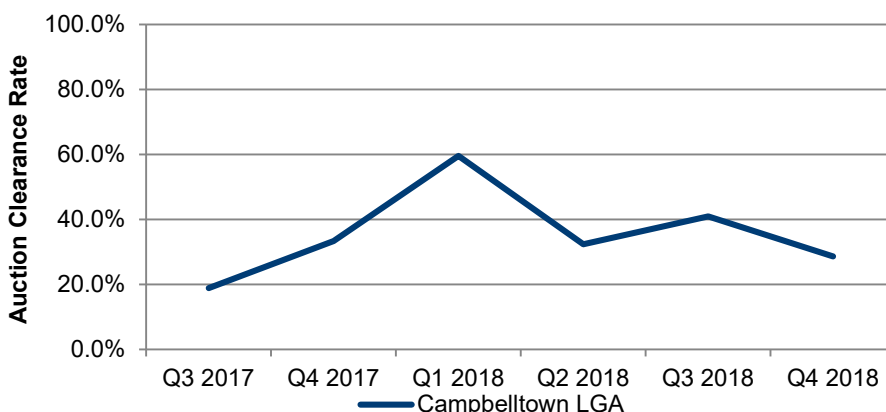
VACANCY RATES 2018



RENTAL YIELD 2018

Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Ingleburn**	3.6%	4.2%
City of Campbelltown LGA	3.6%	4.3%
Sydney Metro	2.9%	3.8%

AUCTION CLEARANCE RATES 2018**



Q4 18 COMPARISON

Suburb/ Postcode/ LGA	Auction Clearance Rate
Ingleburn**	50.0%
Campbelltown LGA	28.6%
Sydney Metro^	44.3%

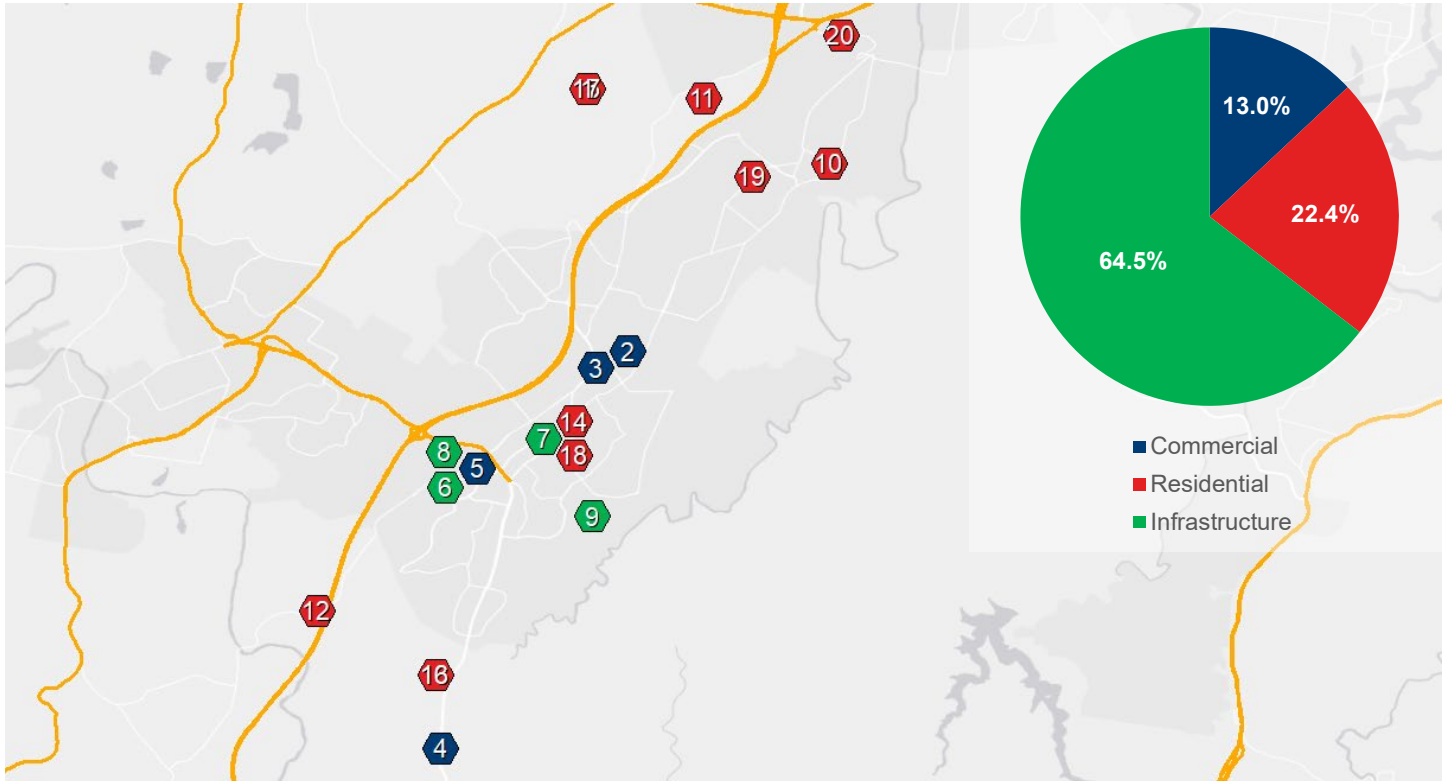
*Rental performance graph represents aggregate house median rent prices in the following suburbs: Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park. Annual change is a comparison between 2017 and 2018 median rent figures.

**Auction Clearance rates for Ingleburn are for all residential auctions held in the suburbs Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park.

^Capital city data obtained by accumulating Domain's weekly auction clearance results.

Source: APM Pricerfinder, Domain, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 1st HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Willowdale Retirement Village	Commercial	\$42,365,000	25/02/2019
2	Culverston Road Car Storage Facility	Commercial	\$19,958,000	11/02/2019
3	Grange Rd Serviced Apartments, Child Care Centre & Recreational Facility	Commercial	\$17,000,000	01/04/2019
4	Appin Road Civil Works	Commercial	\$9,089,000	15/02/2019
5	Menagle Road Storage	Commercial	\$7,173,000	27/04/2019
6	Campbelltown Hospital Stage 2	Infrastructure	\$447,000,000	27/05/2019
7	Sports And Health Centre Of Excellence (COE)	Infrastructure	\$26,200,000	26/03/2019
8	Campbelltown Road Subdivision - Parklands Estate (200 Lots)	Residential	\$19,577,000	22/04/2019
9	Menagle Road Residential Subdivision Stage 1 (255 Lots)	Residential	\$19,330,000	24/04/2019
10	Appin Road Residential Subdivision (338 Lots)	Residential	\$19,072,000	13/03/2019
11	Warby St Apartments - The Emerald (101 Apartments)	Residential	\$17,020,000	11/03/2019
12	University Of Western Sydney Residential Estate – UWS Campbelltown Campus (140 Lots)	Residential	\$13,380,000	15/04/2019
13	Denham Court Road Residential Subdivision Stages 16a-16f (342 Lots)	Residential	\$11,911,000	24/06/2019
14	Riverside Drive & Cheviot Place Residential Subdivision Stage 4 (180 Lots)	Residential	\$11,200,000	30/06/2019
15	Appin Road Residential Subdivision (333 Lots)	Residential	\$10,000,000	13/03/2019
16	Willowdale - Stage 13 (188 Lots)	Residential	\$9,745,000	25/05/2019
17	Tyler Street Units (43 Units)	Residential	\$9,000,000	20/05/2019
18	Cumberland Road Units (31 Units)	Residential	\$8,712,000	25/04/2019
19	Glenfield Road Townhouses (25 Townhouses)	Residential	\$8,620,000	19/03/2019
20	Menagle Road Residential Subdivision (90 Lots)	Residential	\$6,930,000	07/03/2019

*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. © Copyright PRDnationwide 2019.

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

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