



INGLEBURN MARKET UPDATE 2nd Half 2019



OVERVIEW

In Q2 2019, Ingleburn* recorded median prices of \$645,000 for houses and \$412,500 for units. This represents annual (Q2 2018 – Q2 2019) price softening of -8.5% for houses and -16.0% for units. Over the same time, total sales slowed for Q2 2019, down by -22.1% for houses to 212 sales and by -37.8% for units to 74 sales. This said, an upswing in sales activity over the last six months suggests confidence is returning, making now an ideal time to buy.

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

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2019



SALES AVERAGE DAYS ON MARKET Q2 2019



RENTAL MEDIAN PRICE Q2 2019

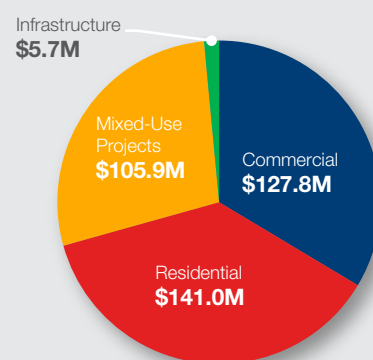


RENTAL AVERAGE DAYS ON MARKET Q2 2019



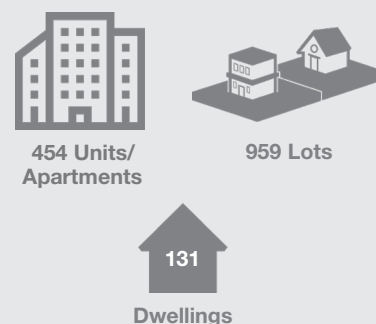
FUTURE DEVELOPMENTS

The Campbelltown Local Government Area (LGA) is set to see approximately **\$380.4M worth of new projects commencing in the 2nd half of 2019.**



A balance between commercial and mixed-use projects will stimulate economic growth and create employment opportunities in Ingleburn*, which will have positive spill-over impact on the real estate market.

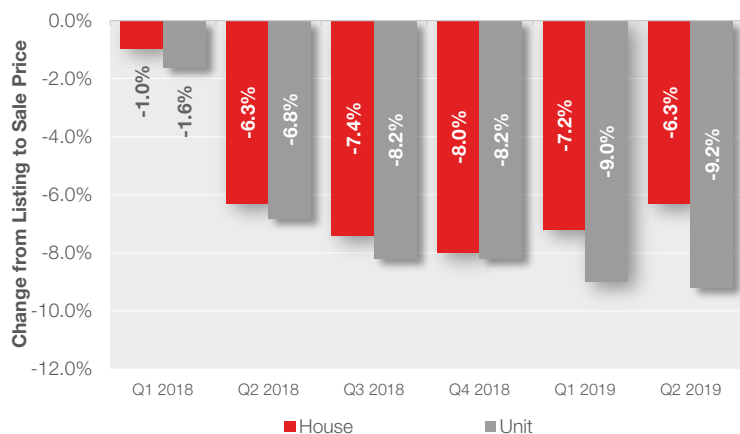
A main commercial project over the 2nd half 2019 period is Willowdale Retirement Village (\$42.4M), which will create 210 senior living units. Denham Court Roadworks (\$5.7M) is a key infrastructure project that will create road network upgrades and increase liveability for current residents. Cordeaux Street Mixed-Use Project will add 73 units, retail, and commercial spaces, which will further benefit the local area.



*Ingleburn market data and key indicators encapsulates aggregate property market conditions within the 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 Pricer, Cordell Connect database. © Copyright PRDnationwide 2019.

AVERAGE VENDOR DISCOUNT*

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.



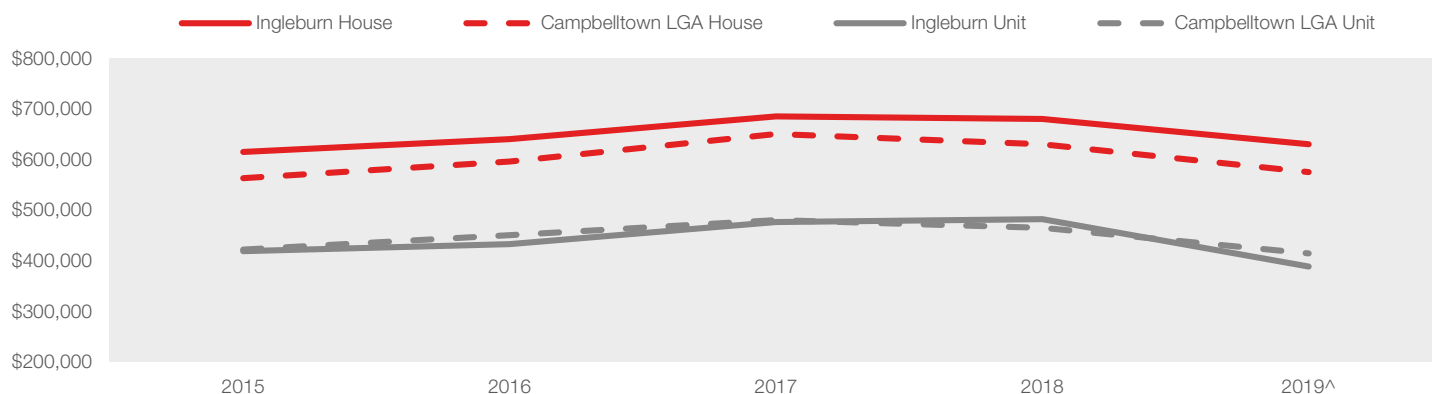
KEY COMMENTS

Average vendor discounts between Q2 2018 and Q2 2019 were stable for houses, currently at -6.3%. It has widened for units to -9.2%, which is the highest discount over the past six quarters. Market conditions in Ingleburn* continue to favour buyers, where sellers are willing to negotiate below their initial listing price. Now is the ideal time to enter the market.

The suburb of Ingleburn has historically outperformed the wider Campbelltown LGA in its median house price, with units trending much closer. This continued to be the case in 2019[^] for houses, however units in Ingleburn have become more affordable than the wider LGA.

Most houses sold in Ingleburn* across the 1st half of 2019 were in the middle of the price range, at \$550,000-\$650,000 (28.6%). The price breakdown of units sold presented more balanced proportions, suggesting that buyers with a variety of budgets are able to buy into Ingleburn's* unit market.

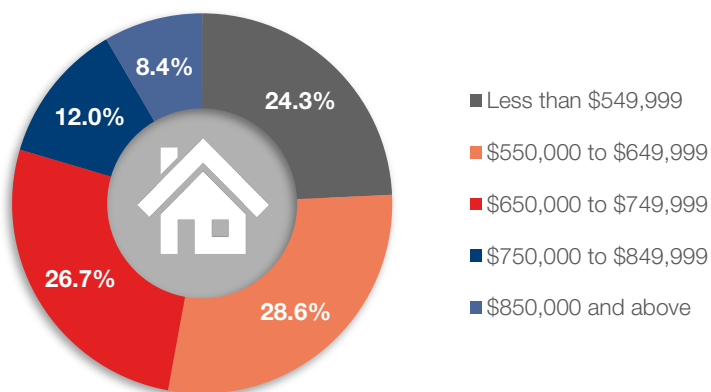
MARKET COMPARISON



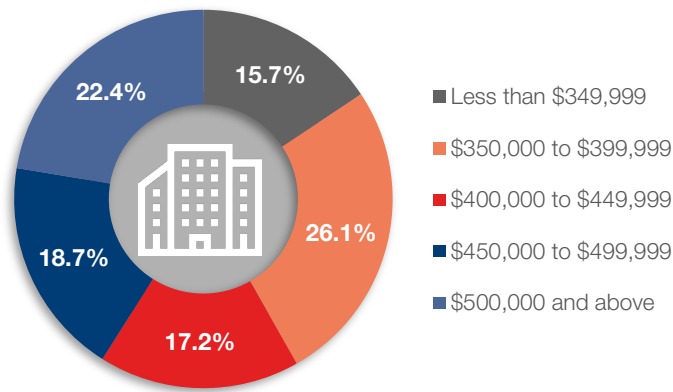
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main areas profiled are chosen based on their proximity to the main suburb analysed, which is Ingleburn.

PRICE BREAKDOWN 1ST HALF 2019

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2019*

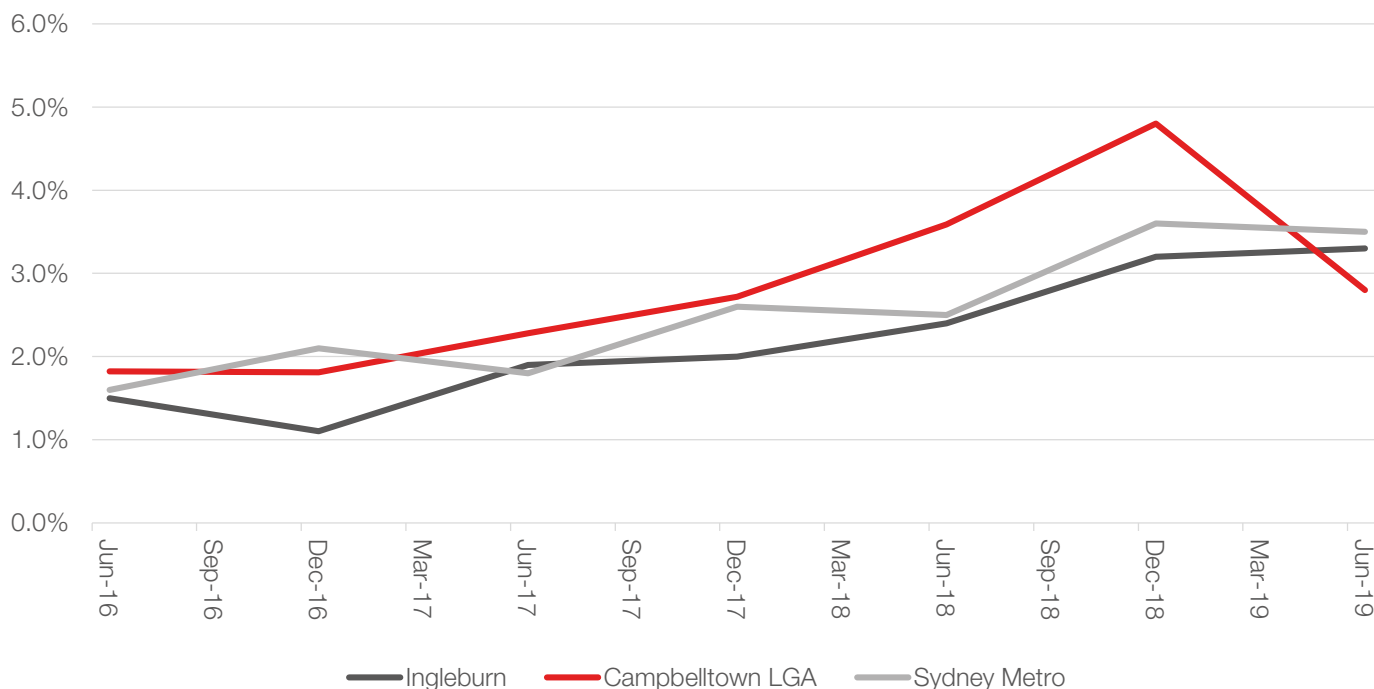
Over the past 12 months, house rental yields in Ingleburn* have steadily trended upward to reach 3.6% in June 2019, well above Sydney Metro's 2.9%. This suggests the house rental market is in a healthy position, as confirmed by the strong increase in demand for rental properties in Ingleburn*, which is up by 50.2% in the 12 months to Q2 2019.

2 bedroom houses have provided investors with stable rental returns annually, achieving a median rent of \$360 per week.

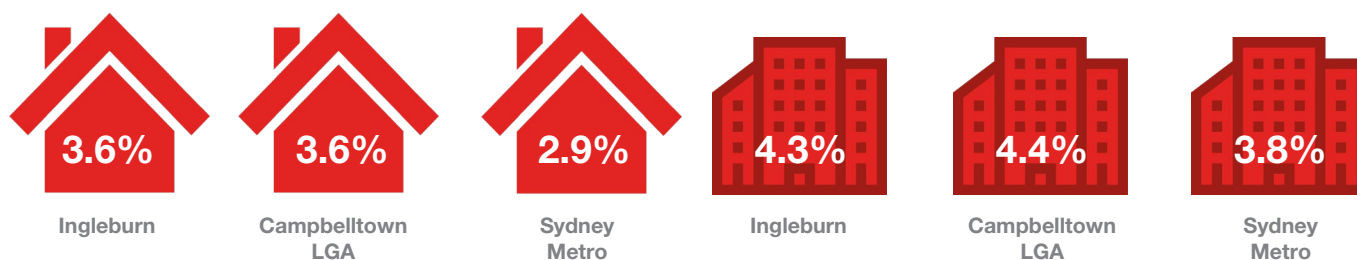
Ingleburn* recorded a vacancy rate of 3.3% in June 2019, which is slightly below the Sydney Metro's average of 3.5%. Campbelltown LGA's vacancy rate declined sharply to 2.8%, revealing a healthy rental demand for properties in the area.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

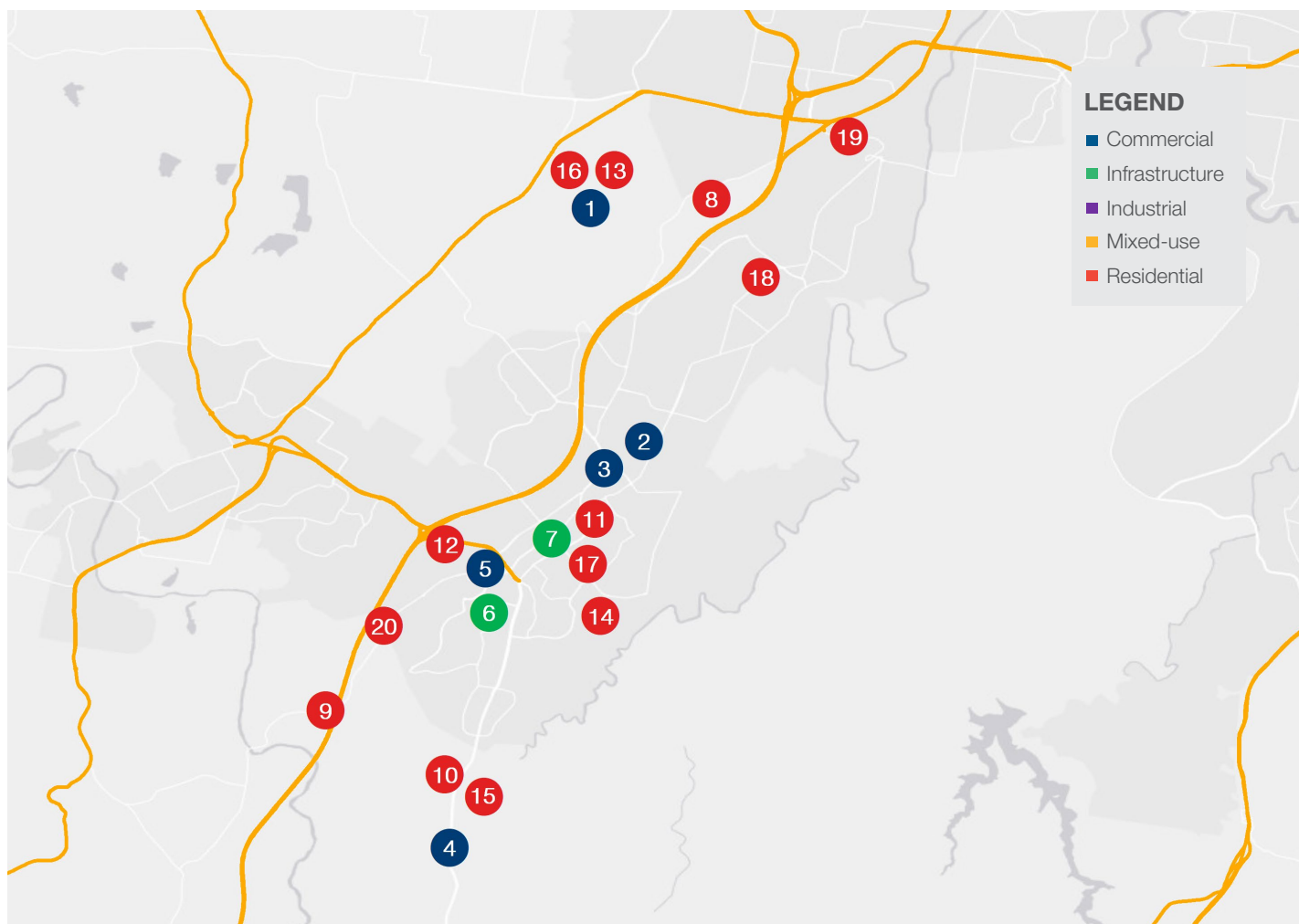


*Rental performance graph represents aggregate house median rent prices within the suburbs Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park. Annual rental growth is a comparison between 1st half 2018 and 1st half 2019 house median rent figures.

^Rental yields shown are as reported at June 2019.

Source: APM Pricefinder, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 2ND HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Willowdale Retirement Village	Commercial	\$42,365,000	04/11/2019
2	Bunnings Campbelltown	Commercial	\$35,860,000	02/10/2019
3	Grange Rd Serviced Apartments, Child Care Centre & Recreational Facility	Commercial	\$17,000,000	01/11/2019
4	Keylink Minto	Commercial	\$11,100,000	01/07/2019
5	Club Menangle	Commercial	\$7,500,000	16/11/2019
6	Kennards Self Storage	Commercial	\$7,173,000	27/11/2019
7	Macdonald Road Community Recreation Facility	Commercial	\$6,771,000	01/09/2019
8	Denham Court Road Roadworks	Infrastructure	\$5,679,000	21/12/2019
9	Cordeaux Street Mixed Use Development (73 Units)	Mixed-use	\$29,900,000	26/08/2019
10	Dumaresq Street Mixed Use Development (85 Units)	Mixed-use	\$28,000,000	25/11/2019
11	Queen Street Mixed Use Development (101 Apartments)	Mixed-use	\$26,700,000	25/11/2019
12	Palmer Street Mixed Use Development (51 Units)	Mixed-use	\$15,137,000	25/11/2019
13	Narellan Road Development	Mixed-use	\$6,175,000	03/12/2019
14	Menangle Road Residential Subdivision (355 Lots)	Residential	\$35,390,000	14/11/2019
15	Appin Road Residential Subdivision (424 Lots)	Residential	\$33,446,000	19/12/2019
16	Macarthur Gardens North - Masterplan & Stages 1 & 2 (72 Dwellings)	Residential	\$19,640,000	21/09/2019
17	Warby St Apartments - The Emerald (101 Apartments)	Residential	\$17,020,000	11/11/2019
18	Goldsmith Avenue Dwellings (59 Dwellings)	Residential	\$15,340,000	18/12/2019
19	Riverside Drive & Cheviot Place Residential Subdivision Stage 4 (180 Lots)	Residential	\$11,200,000	30/12/2019
20	Tyler Street Units (43 Units)	Residential	\$9,000,000	19/09/2019

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

OUR KNOWLEDGE

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

OUR PEOPLE

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

OUR SERVICES

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



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