



Ingleburn Market Update 1st Half 2020



OVERVIEW

In Q4 2019, Ingleburn* recorded a median house price of \$660,000 and a median unit price of \$440,000. This represents annual (Q4 2018 – Q4 2019) median price growth of 1.9% for houses and 1.4% for units. At the same time, total sales in both markets improved for Q4 2019, by 13.7% for houses to 240 sales and by 7.0% for units to 76 sales. The Ingleburn* market is recovering, with an increase in demand and capital growth for both property types. Now is the time to transact in Ingleburn*, before prices become unaffordable.

	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 Q4 2019



SALES AVERAGE DAYS ON MARKET Q4 2019



RENTAL MEDIAN PRICE Q4 2019

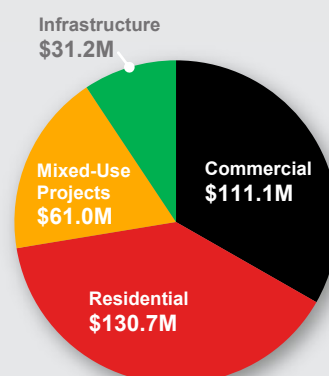


RENTAL AVERAGE DAYS ON MARKET Q4 2019



FUTURE DEVELOPMENTS

The Ingleburn* area is set to see approximately **\$334.1M** worth of new projects commencing in the 1st half of 2020.



A healthy mix on residential, commercial, mixed-use and infrastructure projects is ideal to boost economic growth and create local employment opportunities. This will have a positive effect on the property market.

A key project for the period is the \$35.4M Menangle Rd Residential Subdivision, which will create 355 lots. A key commercial project, the \$38.1M Varroville Cemetery, will see the creation of a new cemetery which includes a chapel, café, and restoration of historic buildings and sculptures.



155 Units/
Apartments



45
Townhouses



77
Dwellings



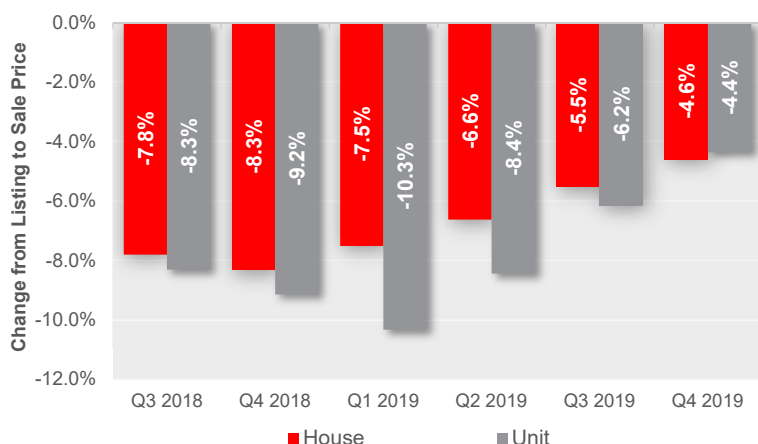
1,469 Lots

*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 Pricefinder, Cordell Connect database. © Copyright PRD 2020.

AVERAGE VENDOR DISCOUNT* KEY COMMENTS

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.

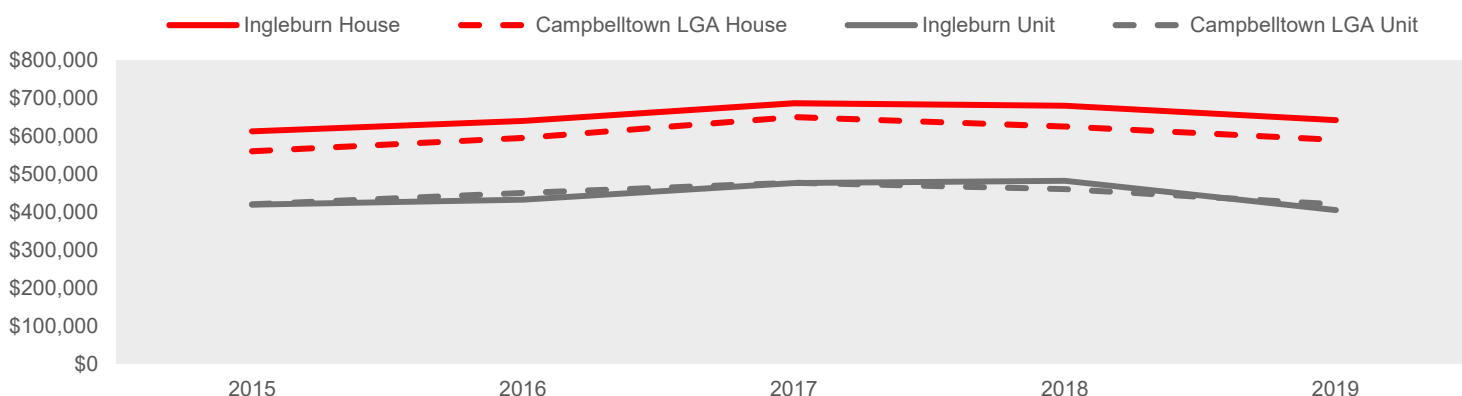


Average vendor discounts between Q4 2018 and Q4 2019 tightened to -4.6% for houses and -4.4% for units. Market conditions in Ingleburn* is shifting towards favouring sellers, with buyers willing to offer closer to the initial listing price. That said there are still some discounts, which buyers need to capitalise on.

The suburb of Ingleburn has historically outperformed the wider Campbelltown LGA in both house prices, and remains very close in unit median prices. This trend has continued in 2019, particularly for houses.

The dominant price point for homes sold in Ingleburn* across 2019 were priced above \$700,000 (35.3%), reducing available options in lower price ranges. Units recorded a dominant price point of \$400,000-\$450,000 (24.1% of sales), however there was a more even distribution across the price range for units. Overall there is a property for every budget in Ingleburn*.

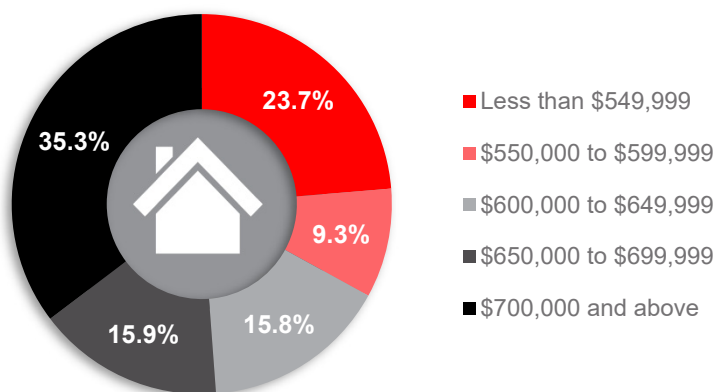
MARKET COMPARISON



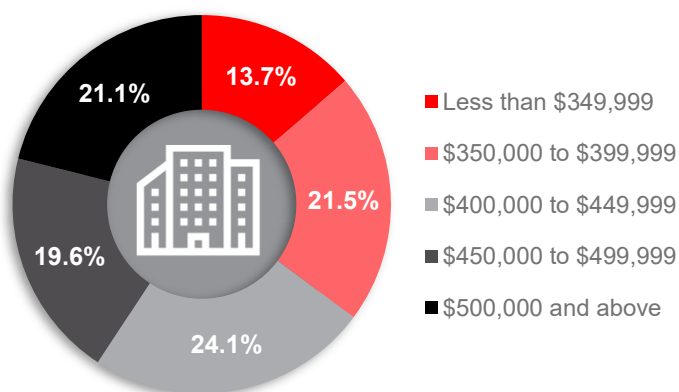
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Ingleburn.

PRICE BREAKDOWN 2019

HOUSES SOLD



UNITS SOLD

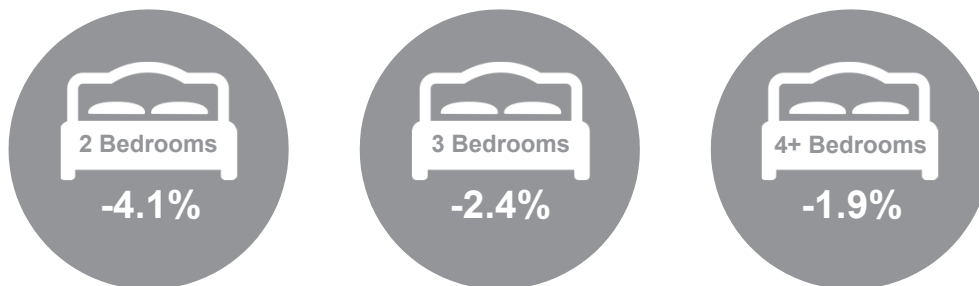


RENTAL GROWTH 2019*

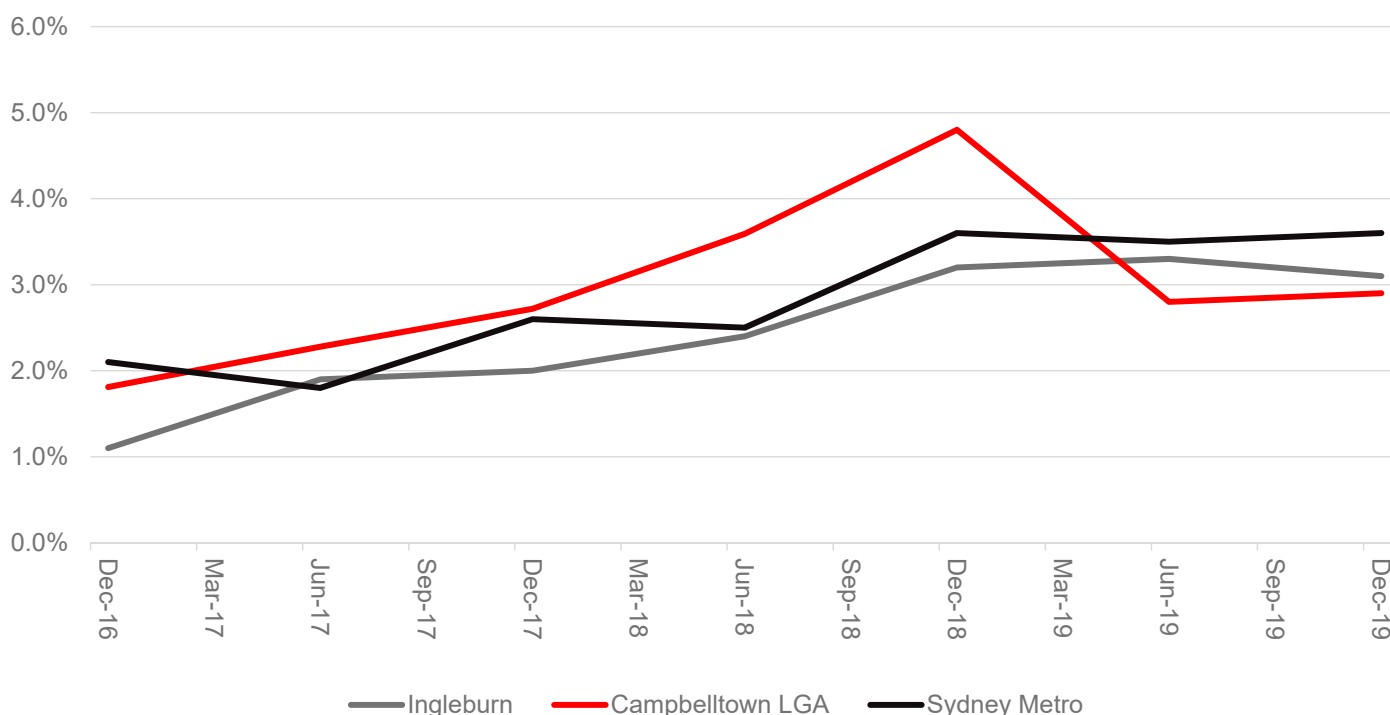
Over the past 12 months, house rental yields in Ingleburn* slightly softened to sit at 3.1% in December 2019. This occurred in line with a softening in demand, with total house rented declining by -17.6% (to 624 rentals) in the 12 months to Q4 2019. This is still a high volume of rentals overall, suggesting it will continue to play a major role in Ingleburn*.

4+ bedroom houses provided investors with the best rental growth annually, achieving a median rent of \$530 per week.

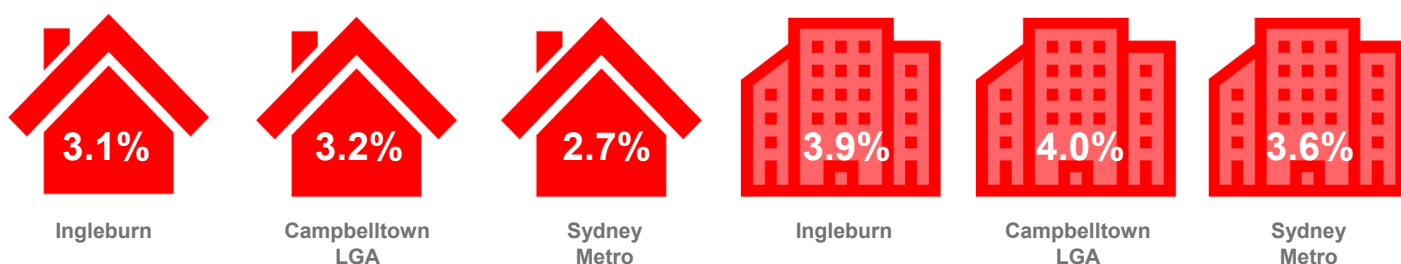
Ingleburn* recorded a vacancy rate of 3.1% in December 2019, which is in a lower position compared to Sydney Metro's 3.6%. Furthermore this represents a declining trend in vacancy rate over the past 12 months to December 2019, which should build investor confidence as it shows there is a healthier rental demand in Ingleburn*.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

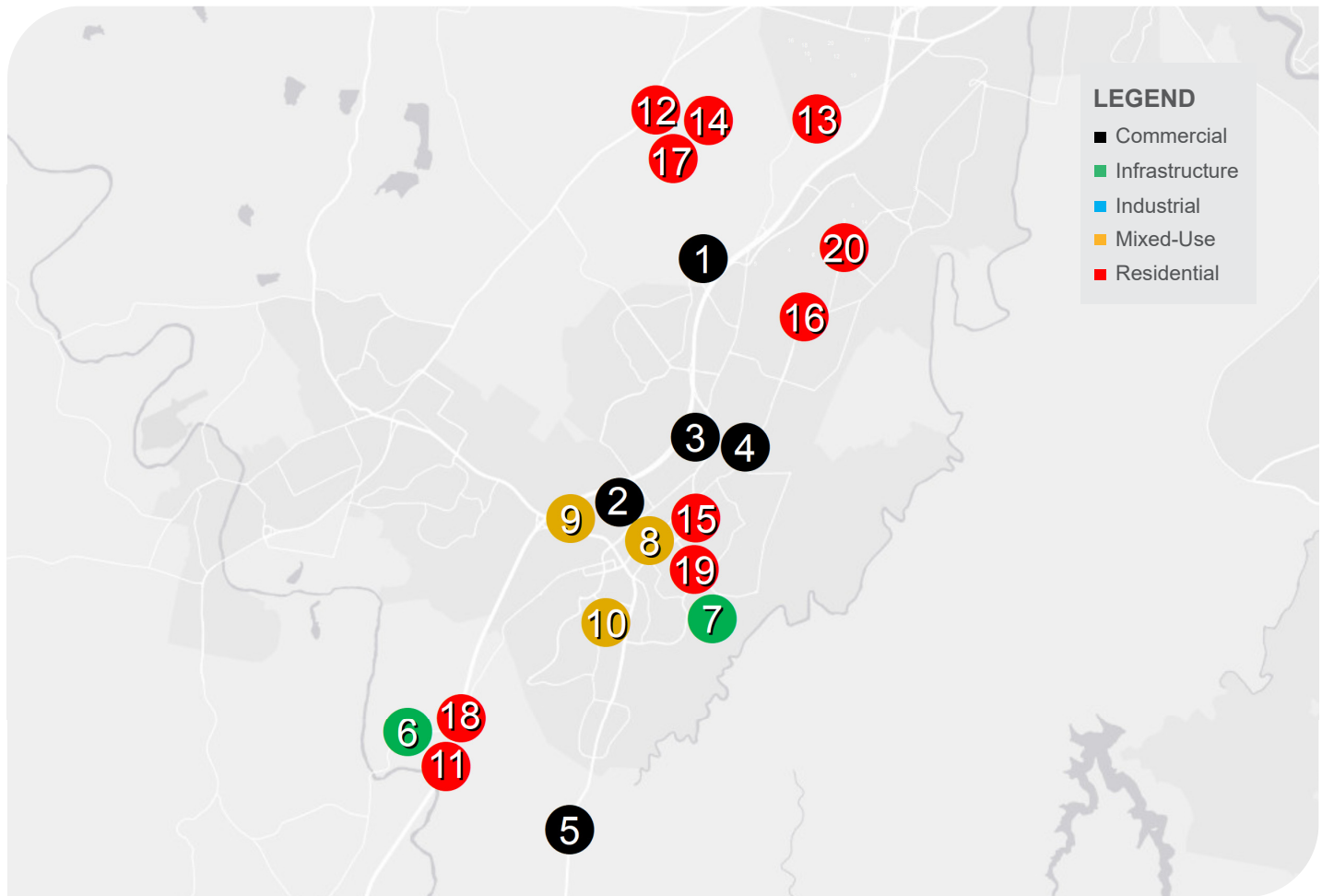


*Rental performance graph represents aggregate house median rent prices within the suburbs Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park. Annual rental growth is a comparison between 2018 and 2019 house median rent figures.

^Rental yields shown are as reported at December 2019.

Source: APM Pricerfinder, SQM Research. © Copyright PRD 2020.

PROJECT DEVELOPMENT MAP 1ST HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Varroville Cemetery	Commercial	\$38,078,000	21/05/2020
2	Bunnings Campbelltown	Commercial	\$35,860,000	09/03/2020
3	Grange Rd Serviced Apartments, Child Care Centre & Recreational Facility	Commercial	\$17,000,000	14/03/2020
4	Keylink Minto	Commercial	\$11,100,000	15/02/2020
5	Appin Road Civil Works	Commercial	\$9,089,000	14/06/2020
6	Menangle Park Subdivision	Infrastructure	\$20,000,000	17/02/2020
7	Airds-Bradbury Urban Renewal Project Stage 4	Infrastructure	\$11,200,000	18/05/2020
8	Dumaresq Street Mixed Use Development (85 Units)	Mixed-use	\$28,000,000	25/05/2020
9	Maryfields Masterplan (620 Lots)	Mixed-use	\$25,000,000	04/06/2020
10	Wickfield Circuit Mixed Use Development (27 Units)	Mixed-use	\$8,026,000	18/05/2020
11	Menangle Road Residential Subdivision (355 Lots)	Residential	\$35,390,000	14/06/2020
12	Passiflora Avenue Dwellings (39 Dwellings)	Residential	\$23,179,000	13/04/2020
13	Campbelltown Road Subdivision - Parklands Estate (200 Lots)	Residential	\$19,577,000	25/01/2020
14	Denham Court Road & Commissioners Drive Residential Subdivision (204 Lots)	Residential	\$10,173,000	27/05/2020
15	Tyler Street Units (43 Units)	Residential	\$9,000,000	19/03/2020
16	Francis Street & Minto Road Townhouses (23 Townhouses)	Residential	\$7,995,000	04/04/2020
17	Passiflora Avenue Dwellings (22 Dwellings)	Residential	\$7,550,000	10/02/2020
18	Menangle Road Residential Subdivision (90 Lots)	Residential	\$6,930,000	18/05/2020
19	Broughton & Ruzac Streets Townhouses (22 Townhouses)	Residential	\$5,800,000	04/06/2020
20	Cumberland Road Dwellings (16 Dwellings)	Residential	\$5,134,000	11/01/2020

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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